

MARKET ACTION REPORT



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Top 4% Agent

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February 2014

Property Type: Single Family Home, Townhome, Condo | Price \$0 to \$999,999,000

<u>Market Profile & Trends Overview</u>	<u>Trending Versus*:</u>					<u>Trending Versus*:</u>		
	<u>Month</u>	<u>LM</u>	<u>L3M</u>	<u>PYM</u>	<u>LY</u>	<u>YTD</u>	<u>PriorYTD</u>	<u>PriorYear</u>
Median List Price of all Current Listings	\$699,000	2%		-2%				
Average List Price of all Current Listings	\$748,137	3%		2%				
February Median Sales Price	\$425,000	-33%	-34%	-23%	-34%	\$620,500	14%	-3%
February Average Sales Price	\$540,669	-20%	-18%	1%	-17%	\$614,757	10%	-6%
Total Properties Currently for Sale (Inventory)	65	-11%		20%				
February Number of Properties Sold	27	-18%		-4%		60	5%	
February Average Days on Market (Solds)	51	19%	9%	-15%	46%	47	-29%	34%
Asking Price per Square Foot (based on New Listings)	\$323	4%	3%	14%	5%	\$317	12%	3%
February Sold Price per Square Foot	\$305	-1%	0%	15%	1%	\$306	12%	2%
February Month's Supply of Inventory	2.4	9%	16%	25%	29%	2.3	15%	24%
February Sale Price vs List Price Ratio	98.2%	0.1%	0%	0%	-0.8%	98.2%	0.0%	-1.0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date | Arrows indicate if values are higher (up), lower (down) or unchanged (flat)

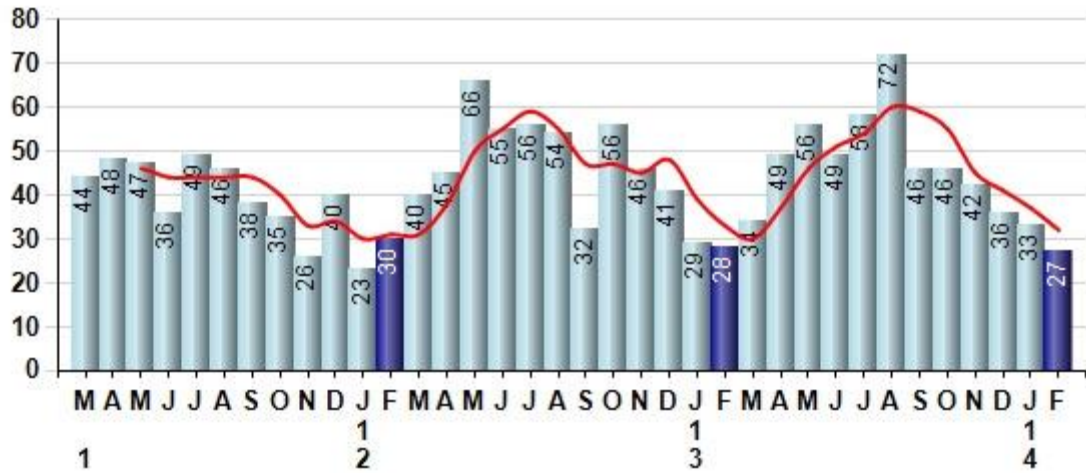
Property Sales

February property sales were 27, down from 28 in February of 2013 and -18.2% lower than the 33 sales last month. February 2014 sales were at their lowest level compared to February of 2013 and 2012. February YTD sales of 60 are running 5.3% ahead of last year's year-to-date sales of 57.

Prices

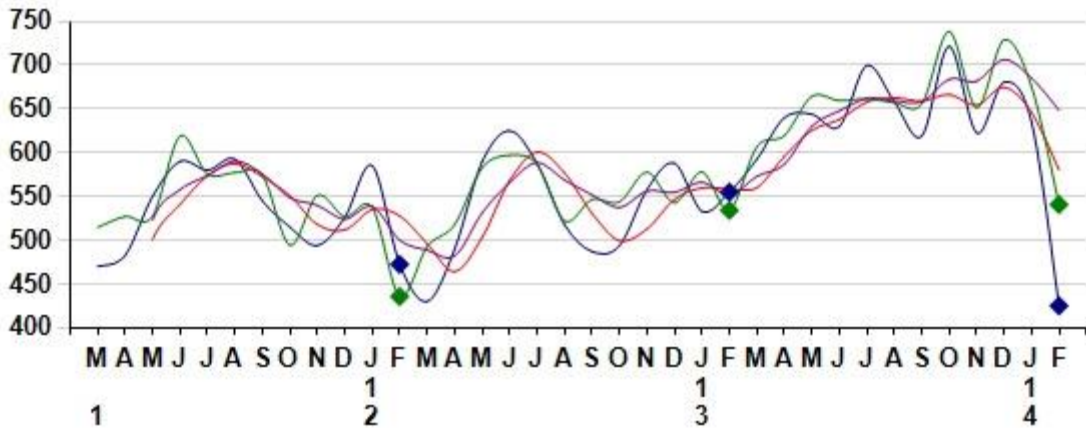
The median sales price in February was \$425,000, down -23.4% from \$555,000 in February of 2013 and down -33.1% from \$635,000 last month. The average sales price in February was \$540,669, up 1.2% from \$534,179 in February of 2013 and down -19.9% from \$675,375 last month. February 2014 ASP was at highest level compared to February of 2013 and 2012.

Number of Properties Sold



Asp Median Sales Price and Average Sales Price

Median means middle (the same # of properties sold above and below the median)



Selling Price Per Square Foot

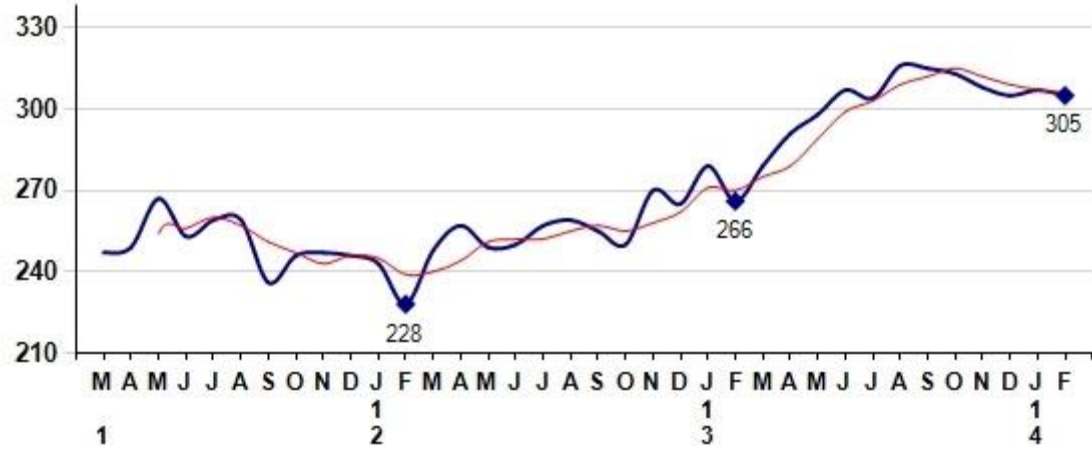
The selling price per square foot is a great indicator for the direction of property values. Since median sales price and average sales price can be impacted by the 'mix' of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values. The February 2014 selling price per square foot of \$305 was down - 0.7% from \$307 last month and up 14.7% from \$266 in February of last year.

Selling Price vs Listing Price

The selling price vs listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a buyer's market exists, a ratio at or above 100% indicates more of a seller's market. The February 2014 selling price vs list price of 98.2% was up from 98.1% last month and up from 98.1% in February of last year.

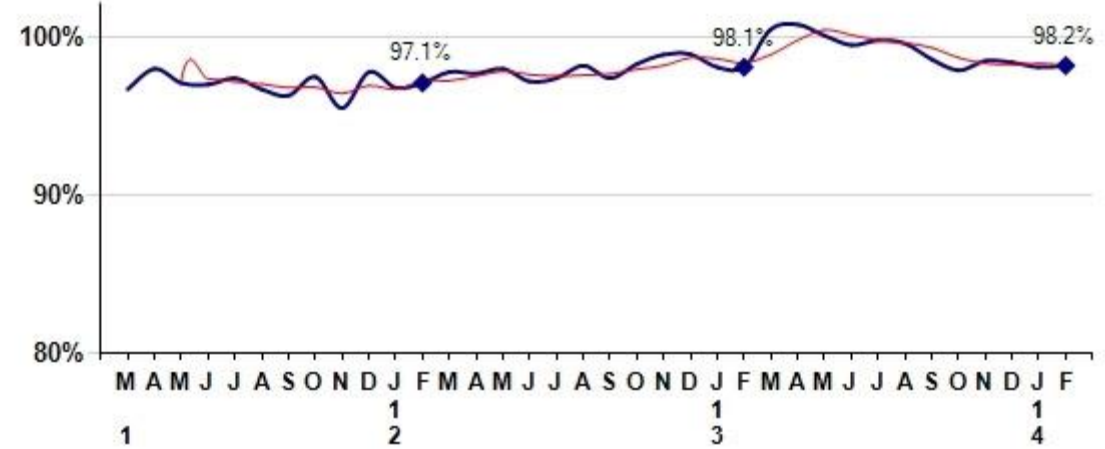
Selling Price Per Square Foot

Average selling price per square foot for properties that sold during the month



Selling Price Versus Listing Price Ratio

Average selling price divided by average listing price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of new listings in February 2014 was 38, down -33.3% from 57 last month and down -5.0% from 40 in February of last year.

Inventory / New Listings / Sales

