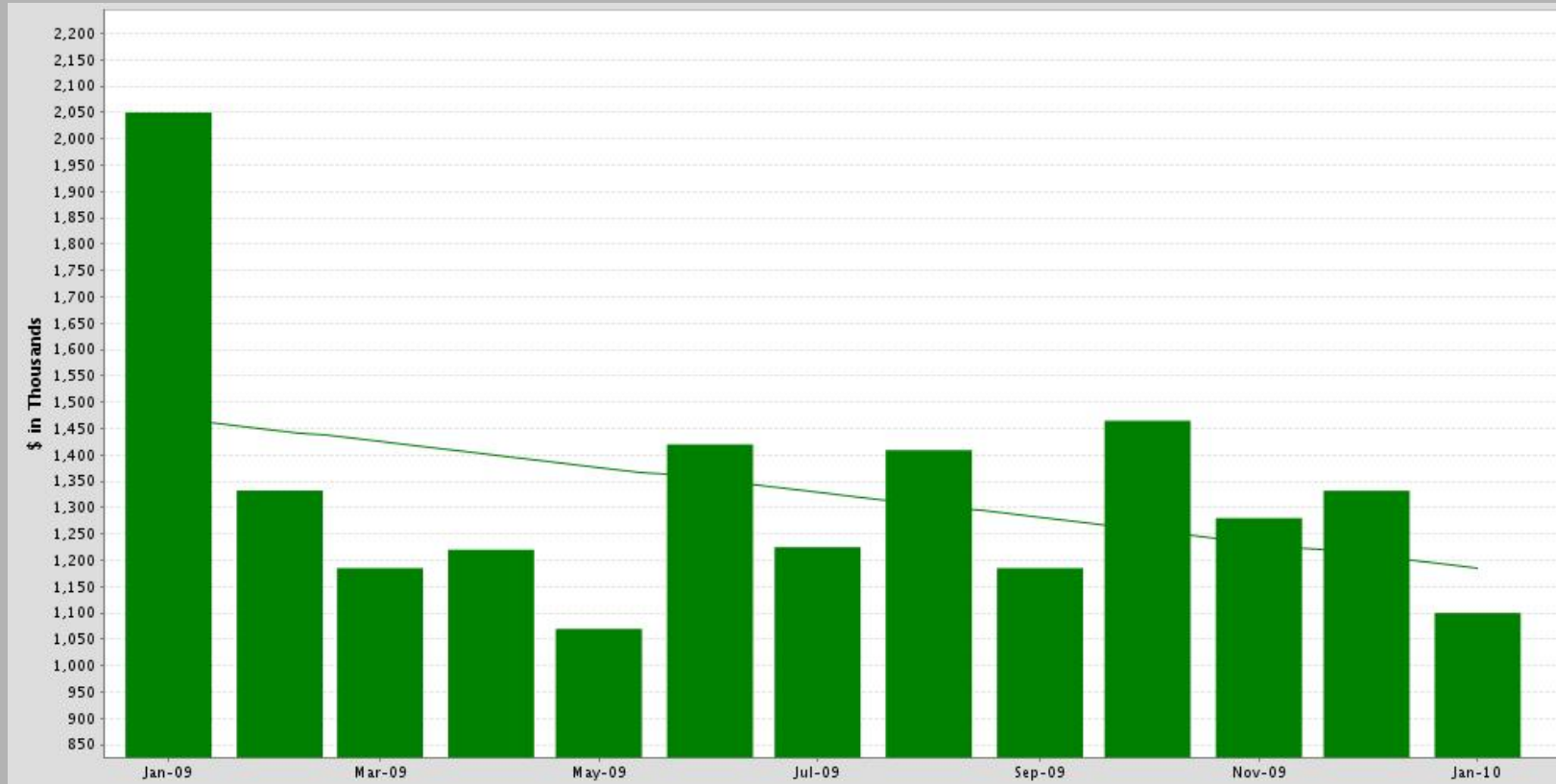


Median Sold Price by Month

Jan-09 vs. Jan-10: The median sold price is down 46%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
2,050,000	1,100,000	-950,000	-46%



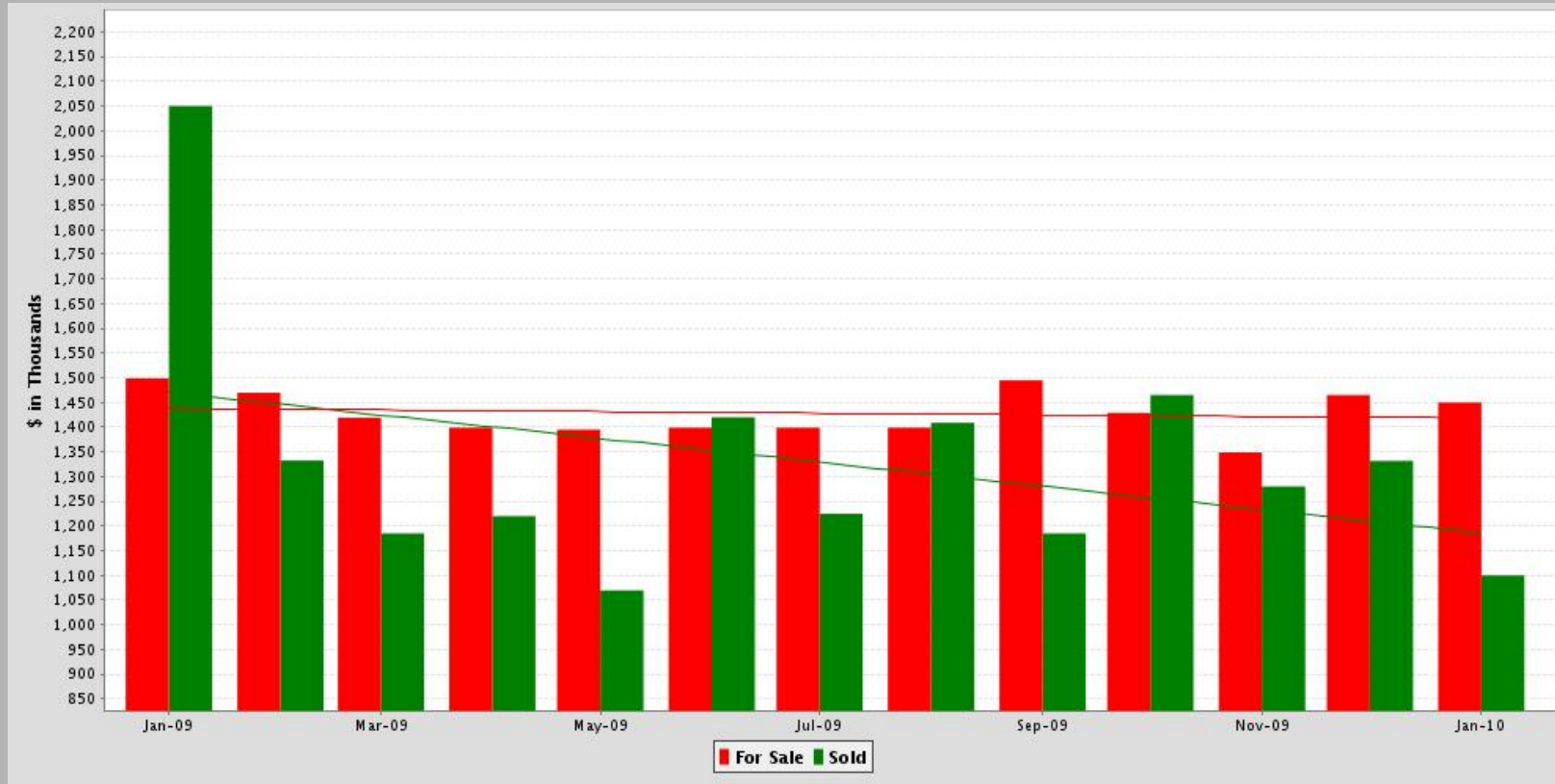
MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach
Statistics are based on closed MLS transactions. Each closing generates one transaction side only.

Median Sold Price by Month

Jan-09 vs. Jan-10: The median sold price is down 46%

Month	Median Price	# Units	Average DOM
Jan-10	1,100,000	10	172
Dec-09	1,332,000	22	146
Nov-09	1,280,000	13	107
Oct-09	1,465,000	18	171
Sep-09	1,185,000	14	132
Aug-09	1,409,000	15	107
Jul-09	1,225,000	25	97
Jun-09	1,420,000	24	124
May-09	1,070,000	15	113
Apr-09	1,220,000	7	107
Mar-09	1,185,000	15	138
Feb-09	1,332,500	8	106
Jan-09	2,050,000	7	92

Jan-09 vs. Jan-10: The median price of for sale properties is down 3% and the median price of sold properties is down 46%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
1,499,000	1,450,000	-49,000	-3%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
2,050,000	1,100,000	-950,000	-46%

MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach

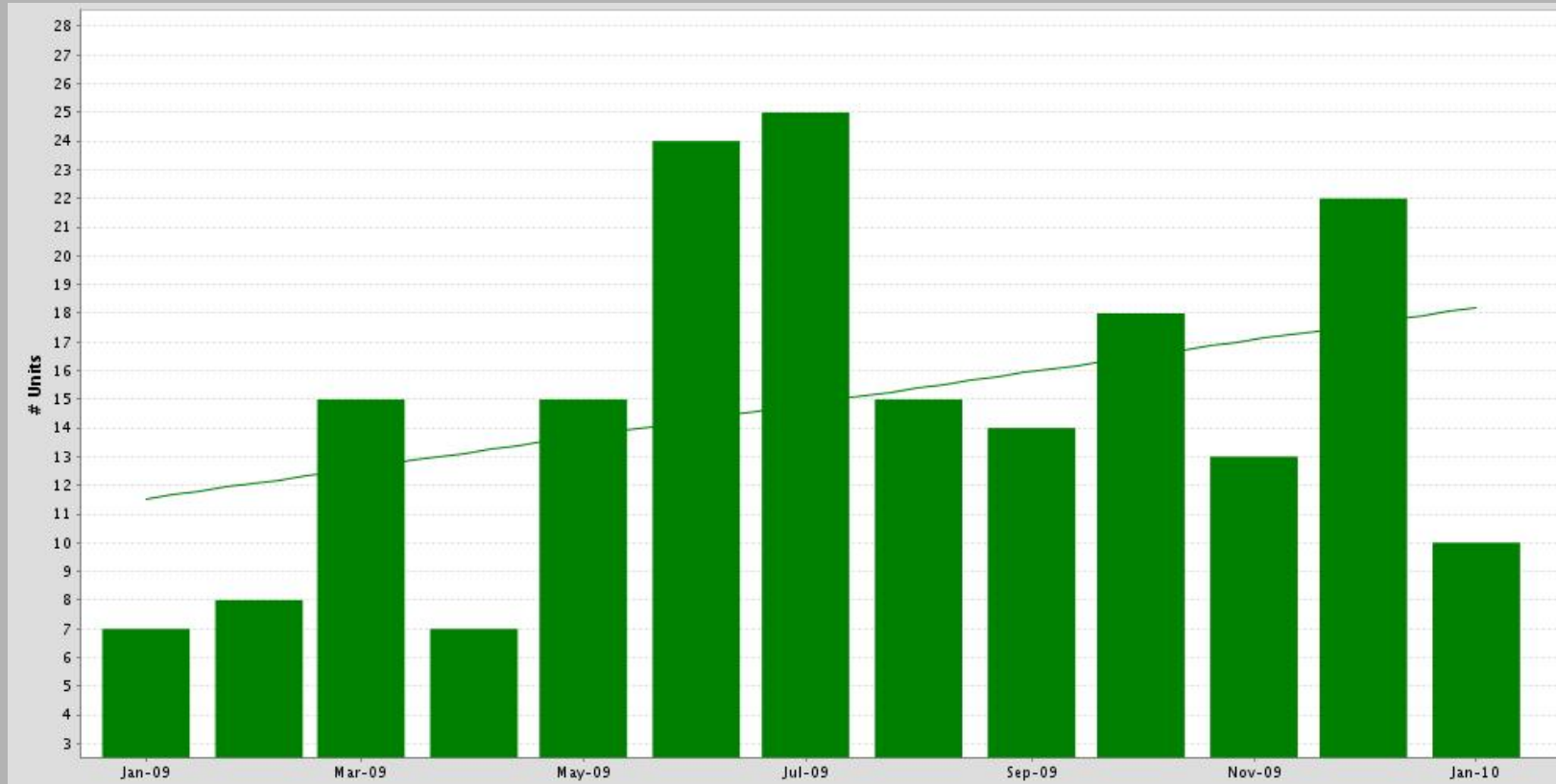
Median For Sale vs. Median Sold

Jan-09 vs. Jan-10: The median price of for sale properties is down 3% and the median price of sold properties is down 46%

Month	# Units For Sale	For Sale Average DOM	# Sold Units	Sold Average DOM
Jan-10	139	156	10	172
Dec-09	153	178	22	146
Nov-09	159	186	13	107
Oct-09	175	192	18	171
Sep-09	189	202	14	132
Aug-09	202	211	15	107
Jul-09	219	208	25	97
Jun-09	209	217	24	124
May-09	219	213	15	113
Apr-09	227	209	7	107
Mar-09	218	213	15	138
Feb-09	195	227	8	106
Jan-09	189	238	7	92

The Number of Sold Properties by Month

Jan-09 vs. Jan-10: The number of sold properties is up 43%



Jan-09 vs. Jan-10

Jan-09

Jan-10

Change

%

7

10

3

+43%



MLS: SOCAL

Time Period: 1 year (monthly)

Price: \$914,000-\$8,000,000

Construction Type: All

Bedrooms: 3, 4, 5+

Bathrooms: 2, 3+

Property Types: Residential: (Single Family Res Detached)

Cities: Huntington Beach

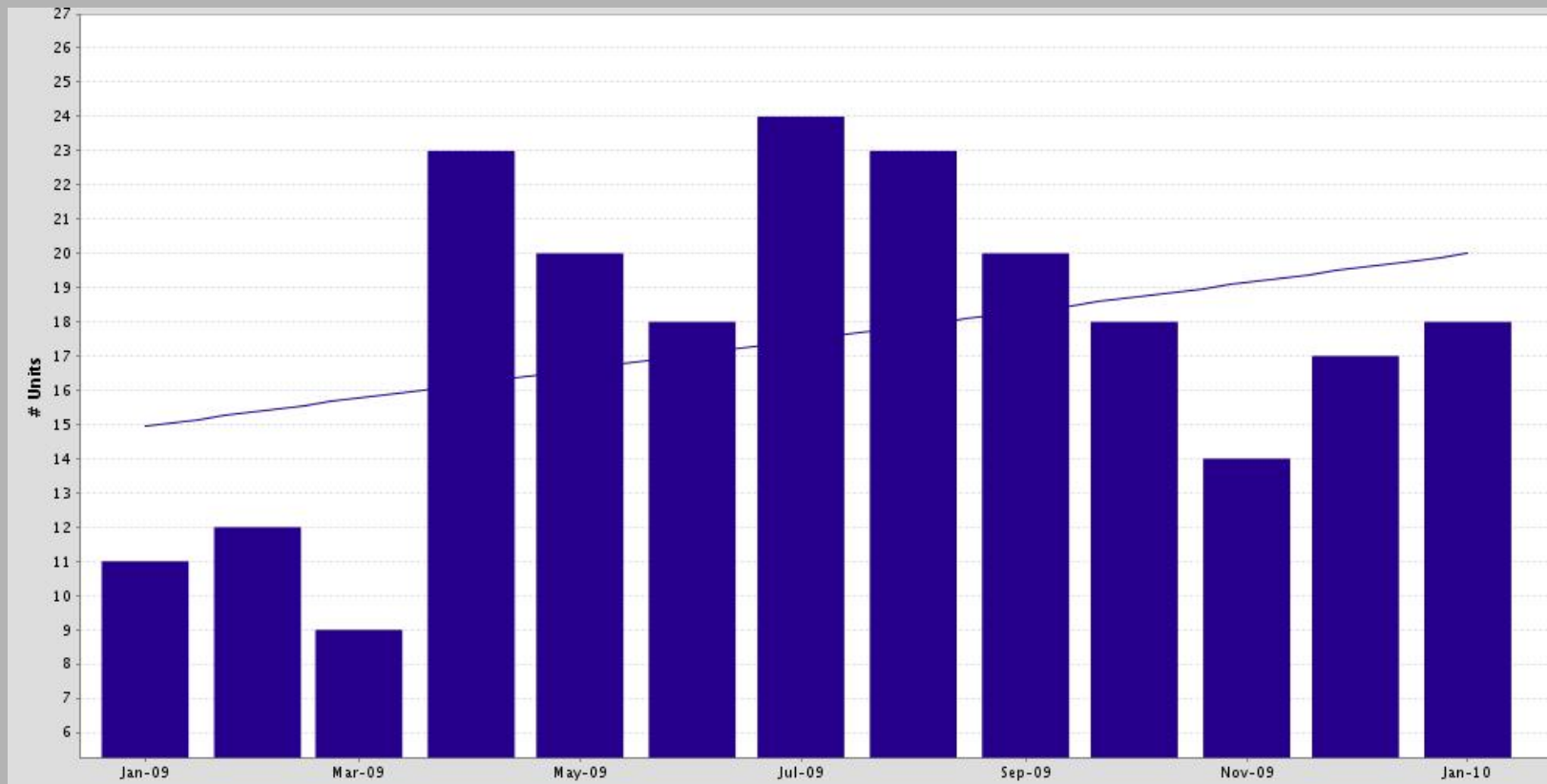
The Number of Sold Properties by Month

Jan-09 vs. Jan-10: The number of sold properties is up 43%

Month	# Units	Median Price	Average DOM
Jan-10	10	1,100,000	172
Dec-09	22	1,332,000	146
Nov-09	13	1,280,000	107
Oct-09	18	1,465,000	171
Sep-09	14	1,185,000	132
Aug-09	15	1,409,000	107
Jul-09	25	1,225,000	97
Jun-09	24	1,420,000	124
May-09	15	1,070,000	113
Apr-09	7	1,220,000	107
Mar-09	15	1,185,000	138
Feb-09	8	1,332,500	106
Jan-09	7	2,050,000	92

The Number of Under Contract Properties by Month

Jan-09 vs. Jan-10: The number of under contract properties is up 64%



Jan-09 vs. Jan-10

Jan-09

Jan-10

Change

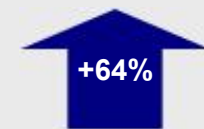
%

11

18

7

+64%



MLS: SOCAL

Time Period: 1 year (monthly)

Price: \$914,000-\$8,000,000

Construction Type: All

Bedrooms: 3, 4, 5+

Bathrooms: 2, 3+

Property Types: Residential: (Single Family Res Detached)

Cities: Huntington Beach

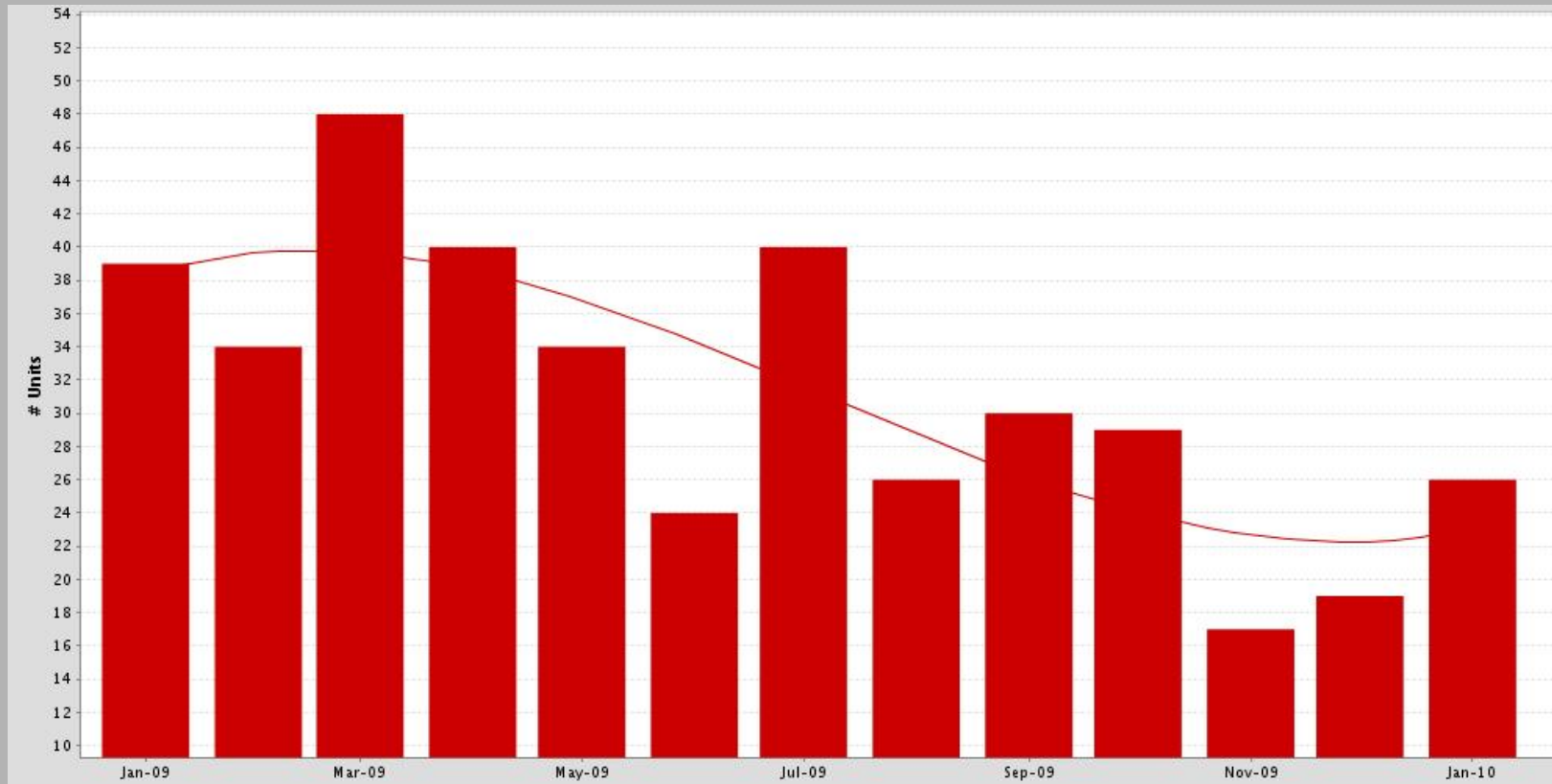
The Number of Under Contract Properties by Month

Jan-09 vs. Jan-10: The number of under contract properties is up 64%

Month	# Units	Median Price	Average DOM
Jan-10	18	1,217,500	143
Dec-09	17	1,199,000	103
Nov-09	14	1,274,450	113
Oct-09	18	1,224,850	159
Sep-09	20	1,622,500	141
Aug-09	23	1,199,000	143
Jul-09	24	1,249,000	101
Jun-09	18	1,369,500	104
May-09	20	1,385,000	111
Apr-09	23	1,181,000	123
Mar-09	9	1,274,900	108
Feb-09	12	1,199,450	90
Jan-09	11	1,429,000	189

The Number of New Properties Listed by Month

Jan-09 vs. Jan-10: The number of new properties is down 33%



Jan-09 vs. Jan-10

Jan-09	Jan-10	Change	%
39	26	-13	-33%



MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach

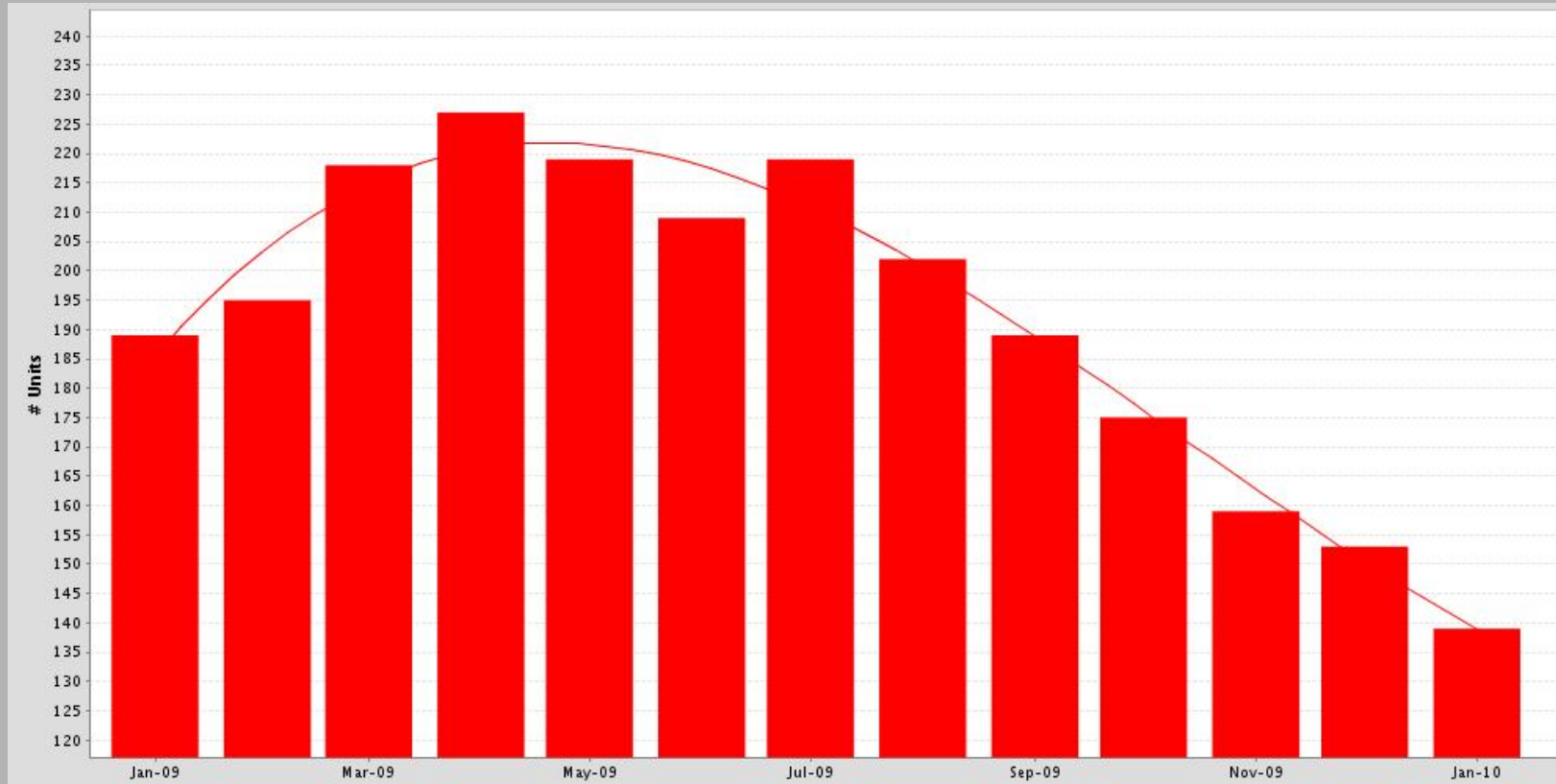
The Number of New Properties Listed by Month

Jan-09 vs. Jan-10: The number of new properties is down 33%

Month	# Units	Median Price
Jan-10	26	1,199,500
Dec-09	19	1,399,000
Nov-09	17	1,089,000
Oct-09	29	1,275,000
Sep-09	30	1,617,500
Aug-09	26	1,254,500
Jul-09	40	1,399,000
Jun-09	24	1,594,950
May-09	34	1,297,500
Apr-09	40	1,349,000
Mar-09	48	1,282,000
Feb-09	34	1,377,000
Jan-09	39	1,499,000

The Number of For Sale Properties By Month

Jan-09 vs. Jan-10: The number of for sale properties is down 26%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
189	139	-50	-26%



MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach
Statistics are based on closed MLS transactions. Each closing generates one transaction side only.

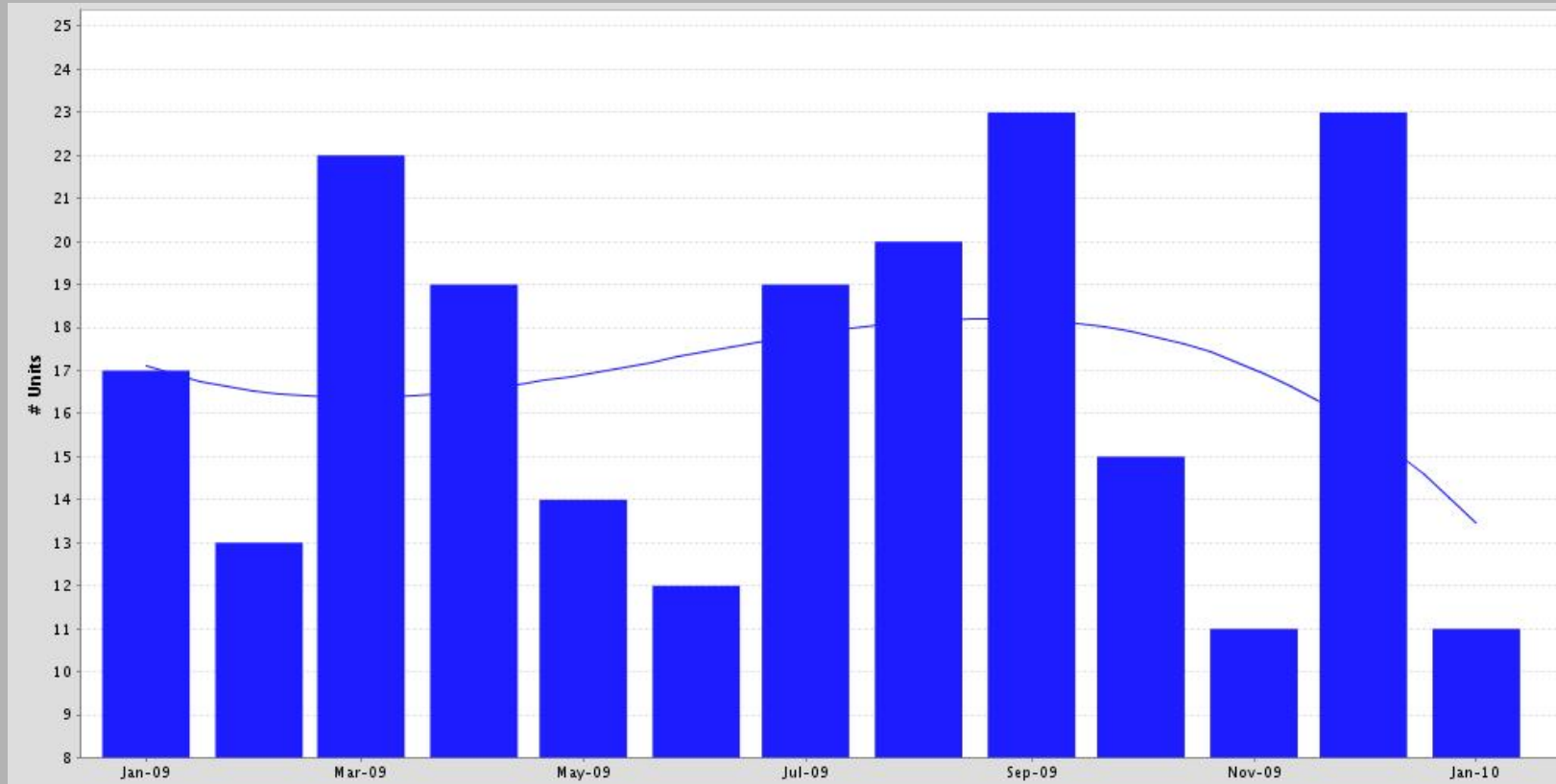
The Number of For Sale Properties By Month

Jan-09 vs. Jan-10: The number of for sale properties is down 26%

Month	# Units	Median Price	Average DOM
Jan-10	139	1,450,000	156
Dec-09	153	1,465,000	178
Nov-09	159	1,349,000	186
Oct-09	175	1,429,000	192
Sep-09	189	1,495,000	202
Aug-09	202	1,399,000	211
Jul-09	219	1,399,000	208
Jun-09	209	1,399,000	217
May-09	219	1,395,000	213
Apr-09	227	1,399,000	209
Mar-09	218	1,419,500	213
Feb-09	195	1,469,900	227
Jan-09	189	1,499,000	238

The Number of Expired Properties by Month

Jan-09 vs. Jan-10: The number of expired properties is down 35%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
17	11	-6	-35%



MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach

The Number of Expired Properties by Month

Jan-09 vs. Jan-10: The number of expired properties is down 35%

Month	# Units	Median Price	Average DOM
Jan-10	11	1,150,000	110
Dec-09	23	1,945,000	193
Nov-09	11	1,095,000	149
Oct-09	15	1,650,000	147
Sep-09	23	1,495,000	194
Aug-09	20	1,272,000	198
Jul-09	19	1,349,000	184
Jun-09	12	1,687,000	179
May-09	14	1,409,450	146
Apr-09	19	1,399,000	143
Mar-09	22	1,585,000	133
Feb-09	13	1,199,000	224
Jan-09	17	1,875,000	137

Jan-09 vs. Jan-10: The number of for sale properties is down 26% and the number of sold properties is up 43%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
189	139	-50	-26%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
7	10	3	+43%

MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach

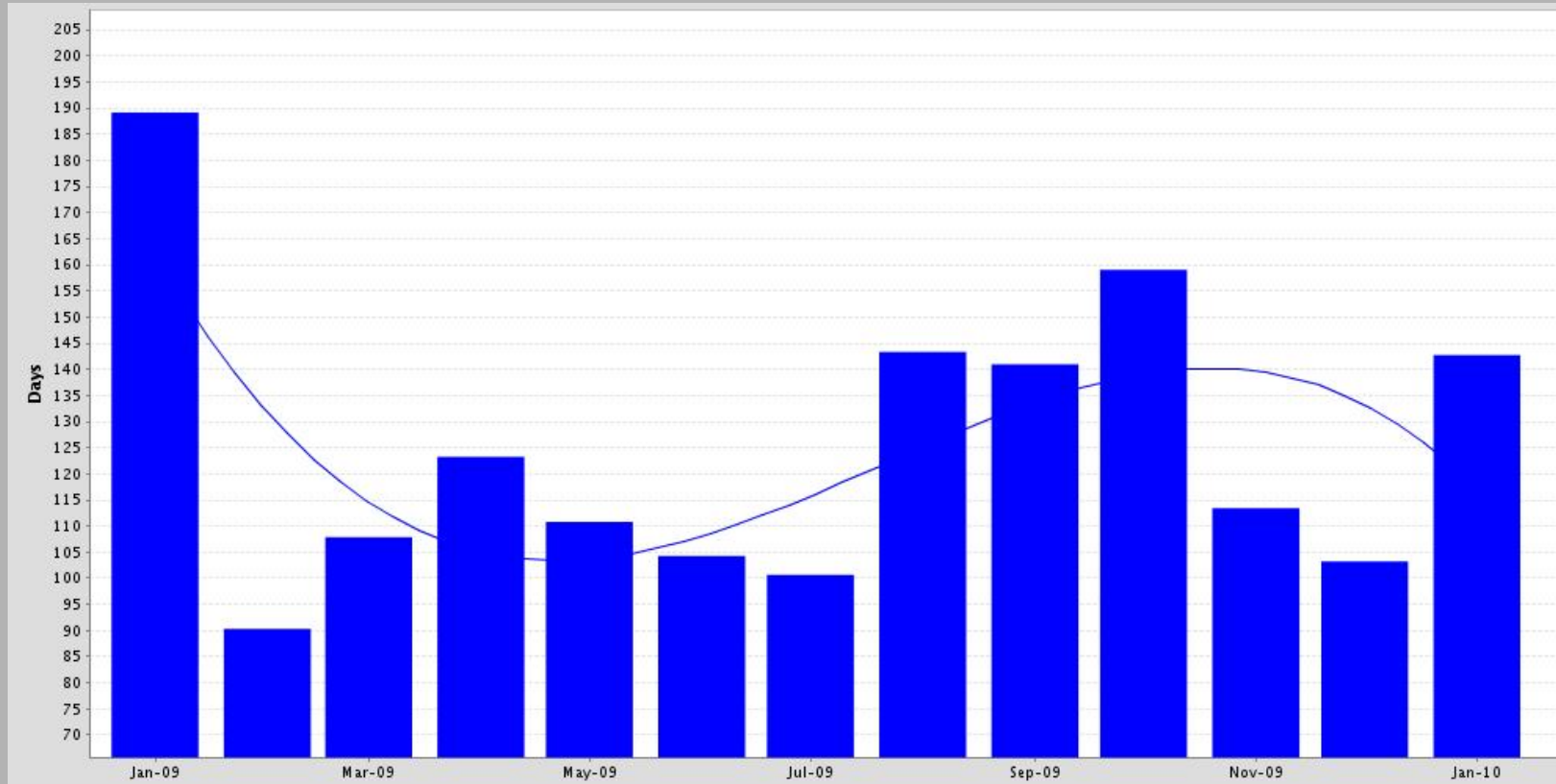
Supply & Demand by Month

Jan-09 vs. Jan-10: The number of for sale properties is down 26% and the number of sold properties is up 43%

Month	# Units For Sale	For Sale Average DOM	# Sold Units	Sold Average DOM
Jan-10	139	156	10	172
Dec-09	153	178	22	146
Nov-09	159	186	13	107
Oct-09	175	192	18	171
Sep-09	189	202	14	132
Aug-09	202	211	15	107
Jul-09	219	208	25	97
Jun-09	209	217	24	124
May-09	219	213	15	113
Apr-09	227	209	7	107
Mar-09	218	213	15	138
Feb-09	195	227	8	106
Jan-09	189	238	7	92

The Average Days on Market by Month

Jan-09 vs. Jan-10: The average days on market is down 25%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
189	143	-46	-25%



MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach
Statistics are based on closed MLS transactions. Each closing generates one transaction side only.

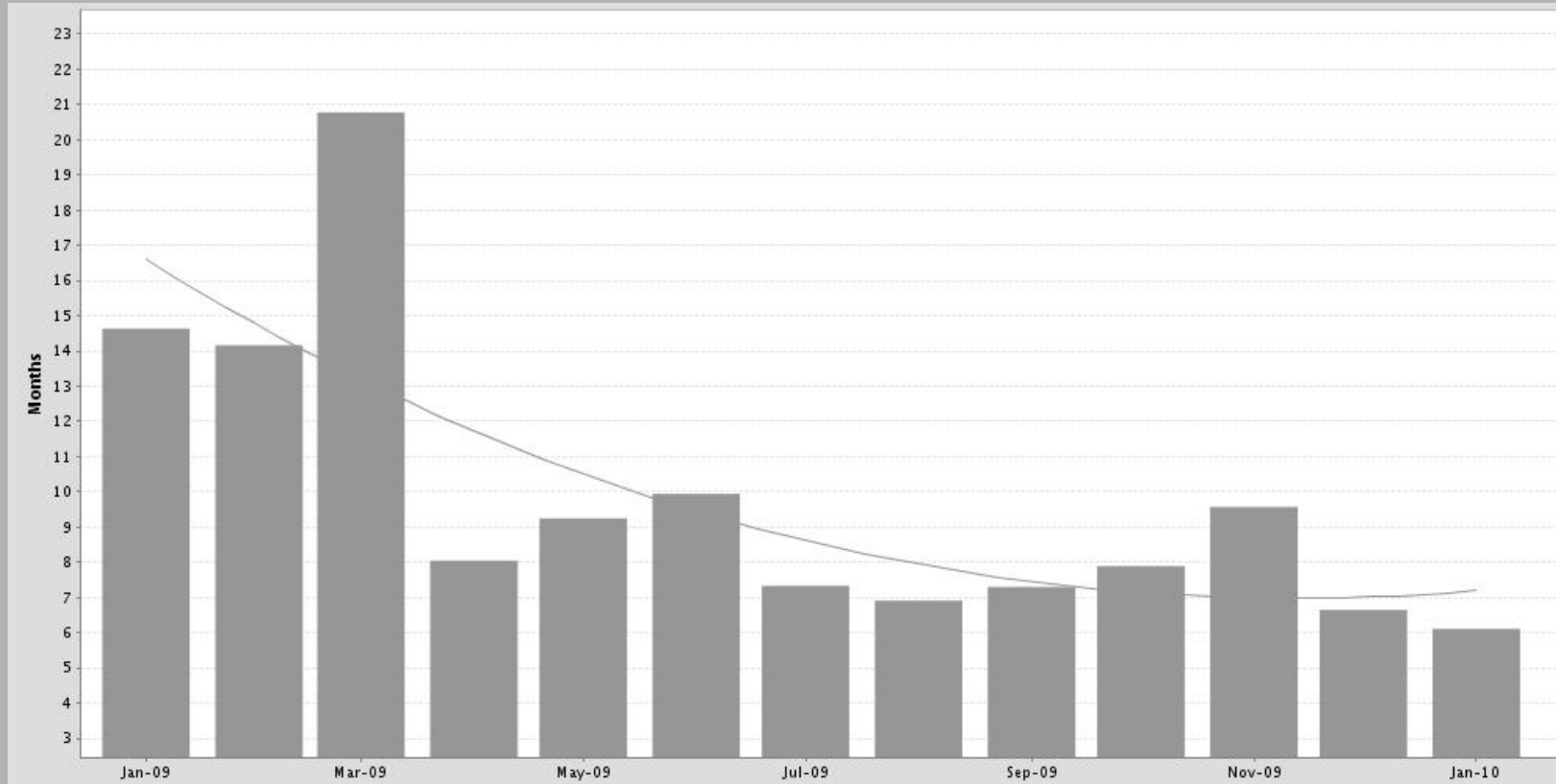
The Average Days on Market by Month

Jan-09 vs. Jan-10: The average days on market is down 25%

Month	Average DOM	# UC Units
Jan-10	143	18
Dec-09	103	17
Nov-09	113	14
Oct-09	159	18
Sep-09	141	20
Aug-09	143	23
Jul-09	101	24
Jun-09	104	18
May-09	111	20
Apr-09	123	23
Mar-09	108	9
Feb-09	90	12
Jan-09	189	11

Months Supply of Inventory

Jan-09 vs. Jan-10: The average months supply of inventory is down 58%



Jan-09 vs. Jan-10			
Jan-09	Jan-10	Change	%
14.6	6.1	-8.5	-58%

MLS: SOCAL **Time Period:** 1 year (monthly) **Price:** \$914,000-\$8,000,000 **Construction Type:** All **Bedrooms:** 3, 4, 5+ **Bathrooms:** 2, 3+
Property Types: Residential: (Single Family Res Detached)
Cities: Huntington Beach
 Statistics are based on closed MLS transactions. Each closing generates one transaction side only.

Months Supply of Inventory

Jan-09 vs. Jan-10: The average months supply of inventory is down 58%

Month	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Jan-10	110	18	6	143
Dec-09	113	17	7	103
Nov-09	134	14	10	113
Oct-09	142	18	8	159
Sep-09	146	20	7	141
Aug-09	159	23	7	143
Jul-09	176	24	7	101
Jun-09	179	18	10	104
May-09	185	20	9	111
Apr-09	185	23	8	123
Mar-09	187	9	21	108
Feb-09	170	12	14	90
Jan-09	161	11	15	189

Market Dynamics

Prepared For
Huntington Beach

Scot Campbell
Orange County AoR