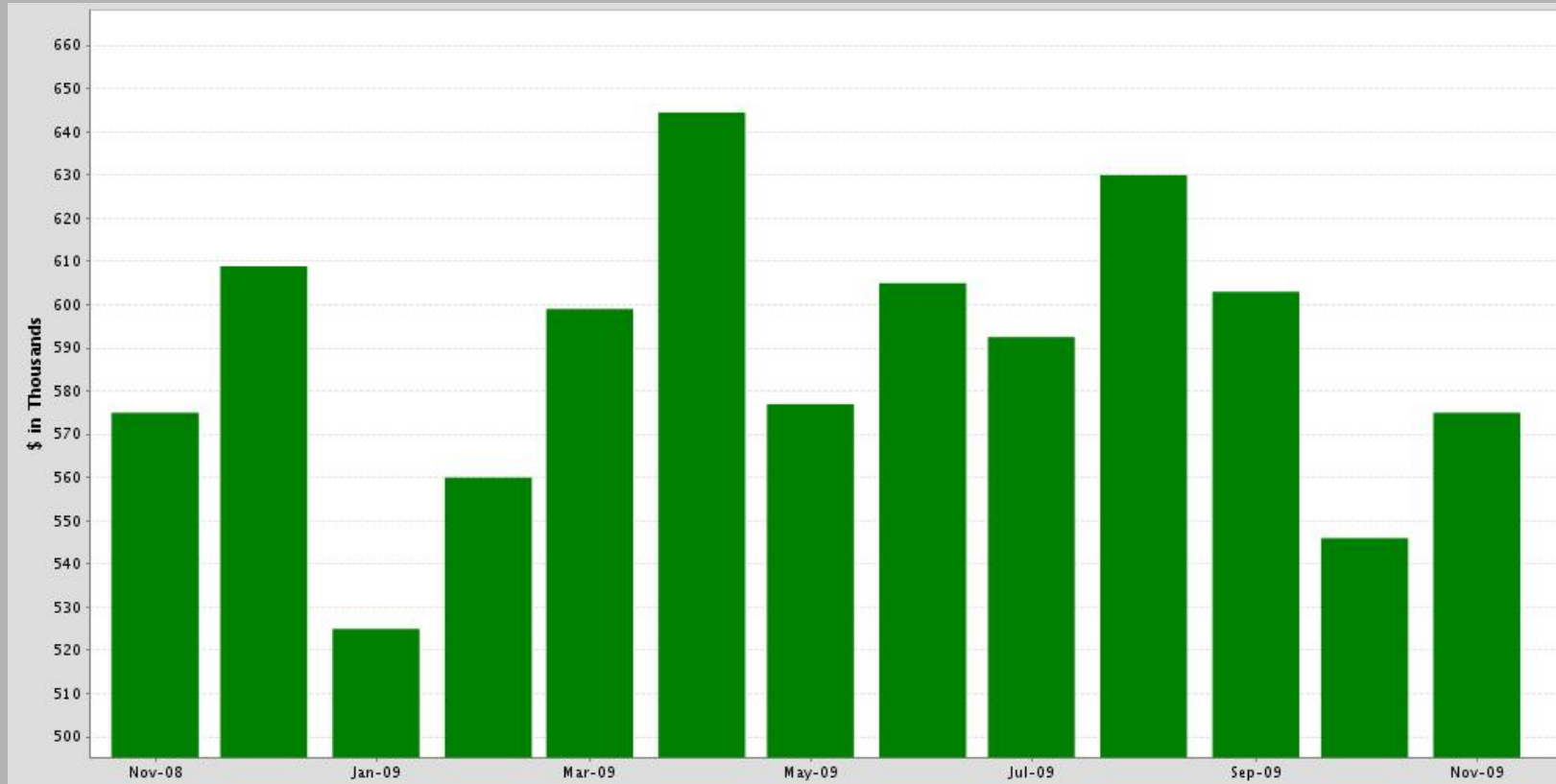


# Median Sold Price by Month

Nov-08 vs. Nov-09: The median sold price has not changed



Nov-08 vs. Nov-09			
Nov-08	Nov-09	Change	%
575,000	575,000	0	0%



**MLS:** SOCAL      **Time Period:** 1 year (monthly)      **Price:** All      **Construction Type:** All      **Bedrooms:** All      **Bathrooms:** All  
**Property Types:** Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)  
**Cities:** Laguna Niguel, Dana Point, San Clemente  
*Statistics are based on closed MLS transactions. Each closing generates one transaction side only.*

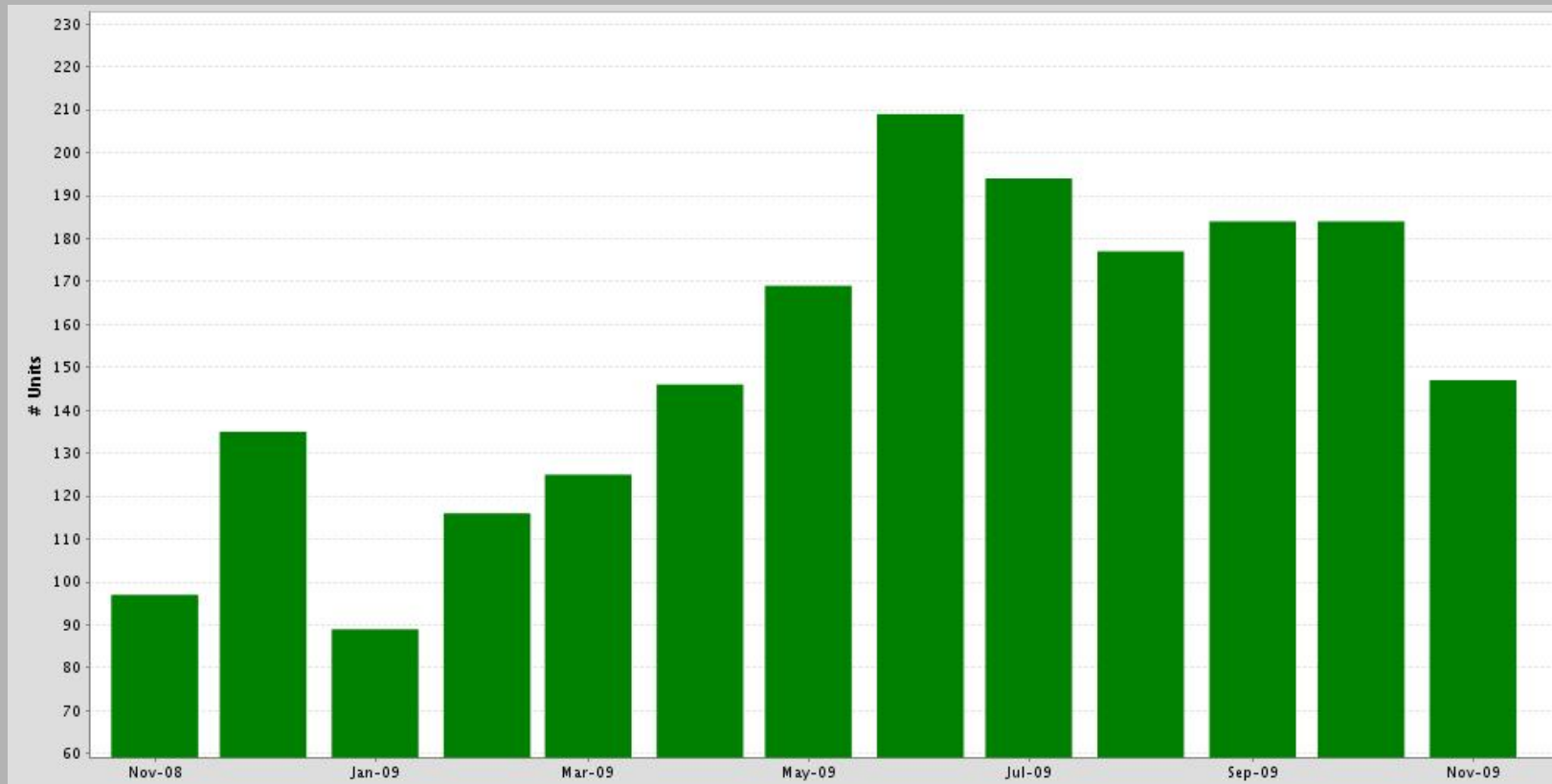
## Median Sold Price by Month

Nov-08 vs. Nov-09: The median sold price has not changed

Month	Median Price	# Units	Average DOM
Nov-09	575,000	147	78
Oct-09	546,000	184	89
Sep-09	603,000	184	93
Aug-09	630,000	177	104
Jul-09	592,500	194	97
Jun-09	605,000	209	86
May-09	577,000	169	100
Apr-09	644,500	146	98
Mar-09	599,000	125	112
Feb-09	560,000	116	106
Jan-09	525,000	89	103
Dec-08	608,888	135	90
Nov-08	575,000	97	79

# The Number of Sold Properties by Month

Nov-08 vs. Nov-09: The number of sold properties is up 52%



### Nov-08 vs. Nov-09

Nov-08	Nov-09	Change	%
97	147	50	+52%



**MLS:** SOCAL      **Time Period:** 1 year (monthly)      **Price:** All      **Construction Type:** All      **Bedrooms:** All      **Bathrooms:** All  
**Property Types:** Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)  
**Cities:** Laguna Niguel, Dana Point, San Clemente

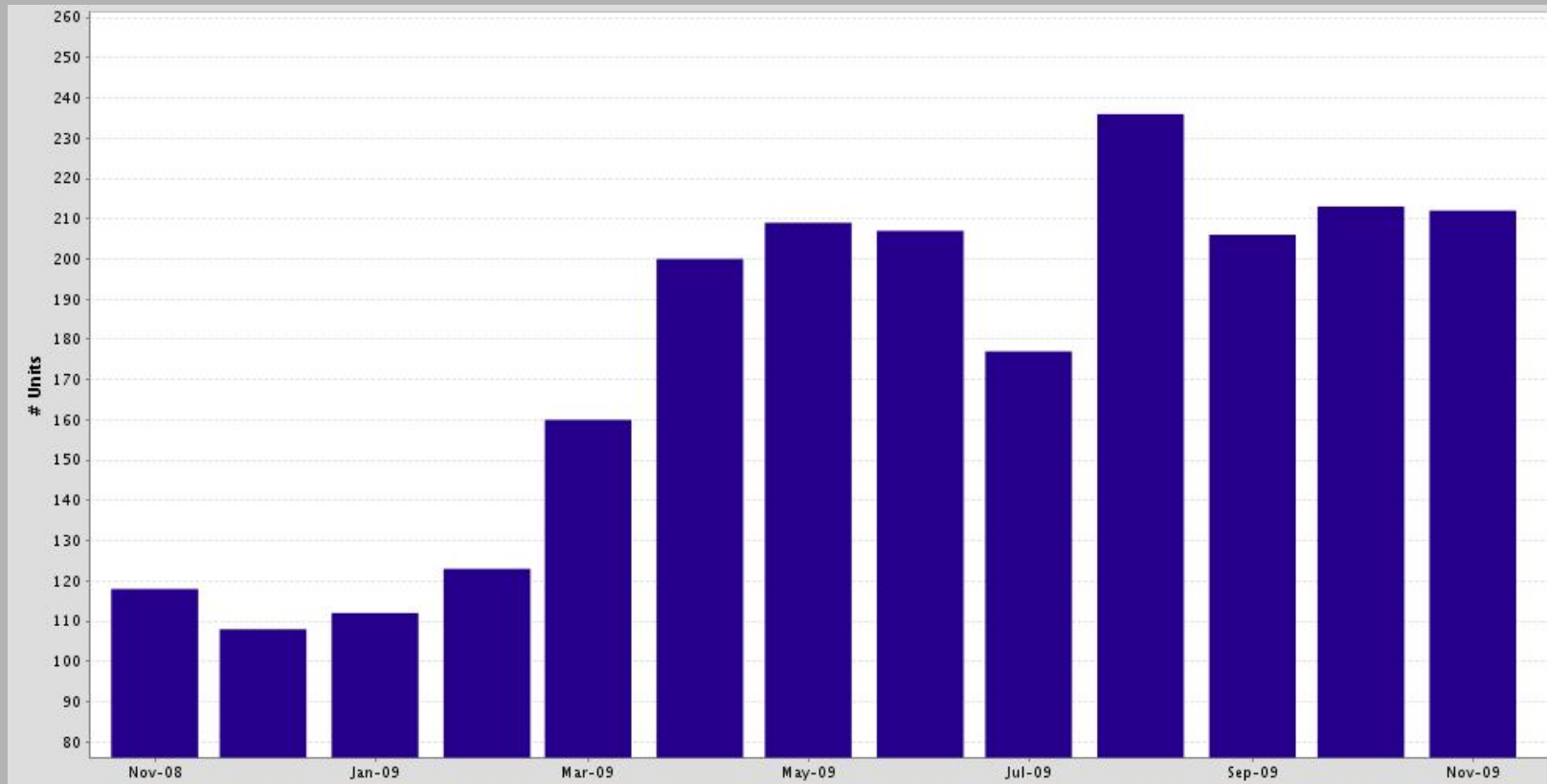
# The Number of Sold Properties by Month

Nov-08 vs. Nov-09: The number of sold properties is up 52%

Month	# Units	Median Price	Average DOM
Nov-09	147	575,000	78
Oct-09	184	546,000	89
Sep-09	184	603,000	93
Aug-09	177	630,000	104
Jul-09	194	592,500	97
Jun-09	209	605,000	86
May-09	169	577,000	100
Apr-09	146	644,500	98
Mar-09	125	599,000	112
Feb-09	116	560,000	106
Jan-09	89	525,000	103
Dec-08	135	608,888	90
Nov-08	97	575,000	79

# The Number of Under Contract Properties by Month

Nov-08 vs. Nov-09: The number of under contract properties is up 80%



### Nov-08 vs. Nov-09

**Nov-08**

**Nov-09**

**Change**

**%**

118

212

94

+80%

**+80%**

MLS: SOCAL

Time Period: 1 year (monthly)

Price: All

Construction Type: All

Bedrooms: All

Bathrooms: All

Property Types: Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)

Cities: Laguna Niguel, Dana Point, San Clemente

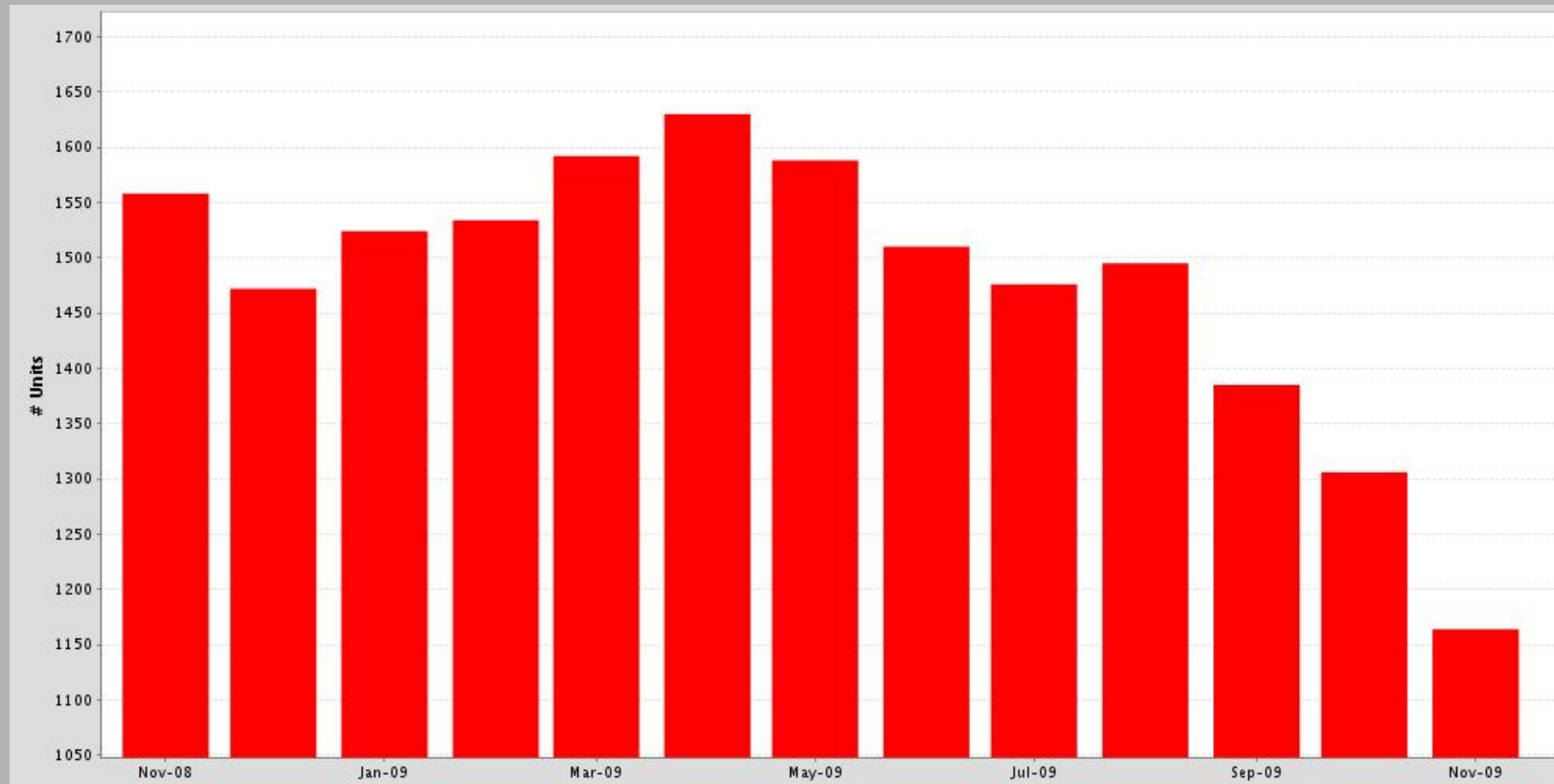
# The Number of Under Contract Properties by Month

Nov-08 vs. Nov-09: The number of under contract properties is up 80%

Month	# Units	Median Price	Average DOM
Nov-09	212	547,500	97
Oct-09	213	594,000	89
Sep-09	206	574,500	89
Aug-09	236	575,000	94
Jul-09	177	625,000	92
Jun-09	207	614,500	101
May-09	209	585,000	92
Apr-09	200	624,500	102
Mar-09	160	608,825	104
Feb-09	123	625,000	111
Jan-09	112	599,900	114
Dec-08	108	599,500	99
Nov-08	118	569,450	85

# The Number of For Sale Properties By Month

Nov-08 vs. Nov-09: The number of for sale properties is down 25%



Nov-08 vs. Nov-09			
Nov-08	Nov-09	Change	%
1,558	1,164	-394	-25%



**MLS:** SOCAL      **Time Period:** 1 year (monthly)      **Price:** All      **Construction Type:** All      **Bedrooms:** All      **Bathrooms:** All  
**Property Types:** Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)  
**Cities:** Laguna Niguel, Dana Point, San Clemente  
*Statistics are based on closed MLS transactions. Each closing generates one transaction side only.*

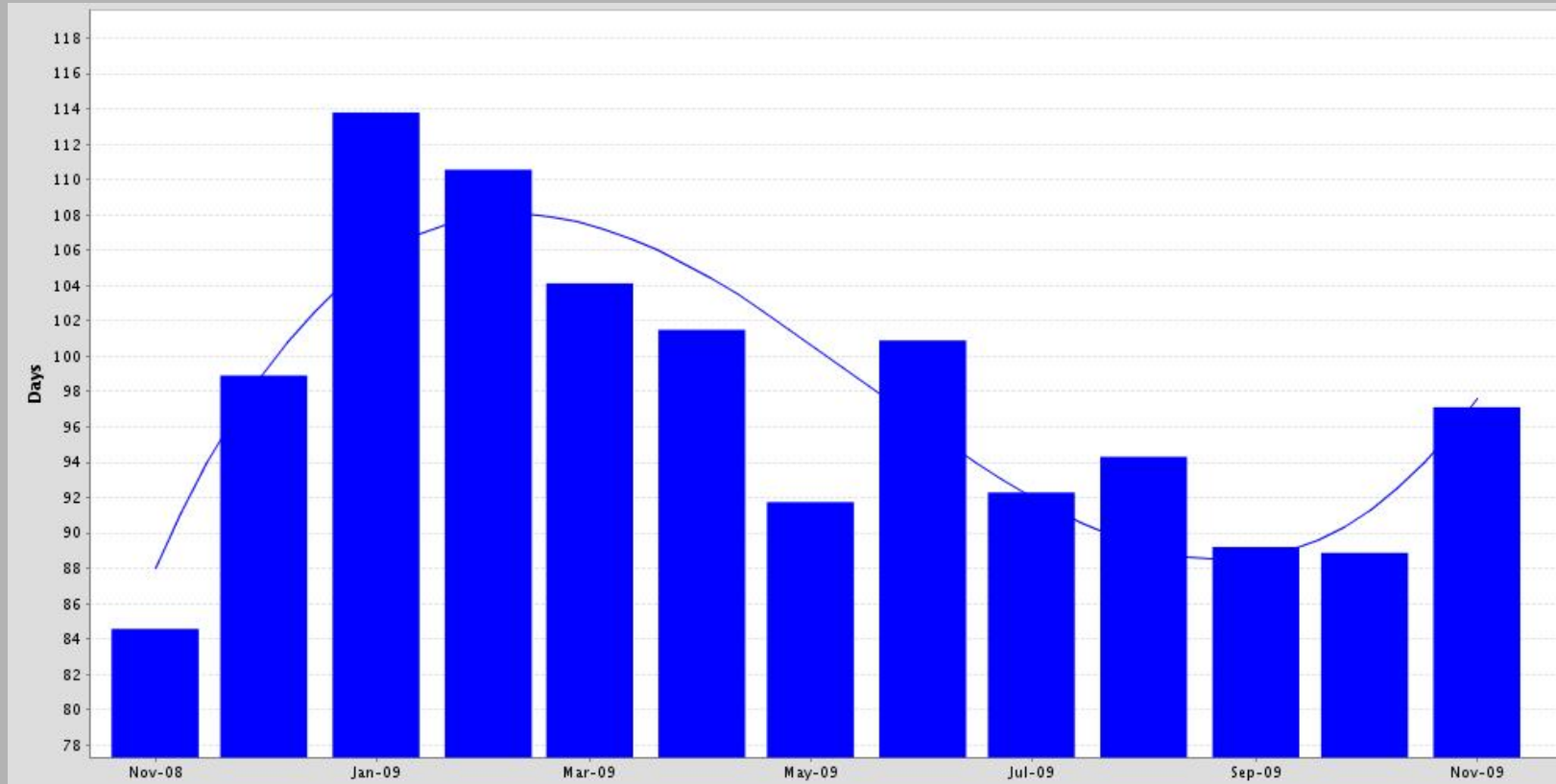
# The Number of For Sale Properties By Month

Nov-08 vs. Nov-09: The number of for sale properties is down 25%

Month	# Units	Median Price	Average DOM
Nov-09	1,164	775,000	136
Oct-09	1,306	751,000	147
Sep-09	1,385	750,000	159
Aug-09	1,495	749,800	166
Jul-09	1,476	759,000	178
Jun-09	1,510	775,000	187
May-09	1,588	750,000	187
Apr-09	1,630	749,000	192
Mar-09	1,592	749,000	200
Feb-09	1,534	750,000	208
Jan-09	1,524	750,000	214
Dec-08	1,472	751,400	224
Nov-08	1,558	768,500	220

# The Average Days on Market by Month

Nov-08 vs. Nov-09: The average days on market is up 15%



### Nov-08 vs. Nov-09

Nov-08	Nov-09	Change	%
85	97	13	+15%



**MLS:** SOCAL      **Time Period:** 1 year (monthly)      **Price:** All      **Construction Type:** All      **Bedrooms:** All      **Bathrooms:** All  
**Property Types:** Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)  
**Cities:** Laguna Niguel, Dana Point, San Clemente  
*Statistics are based on closed MLS transactions. Each closing generates one transaction side only.*

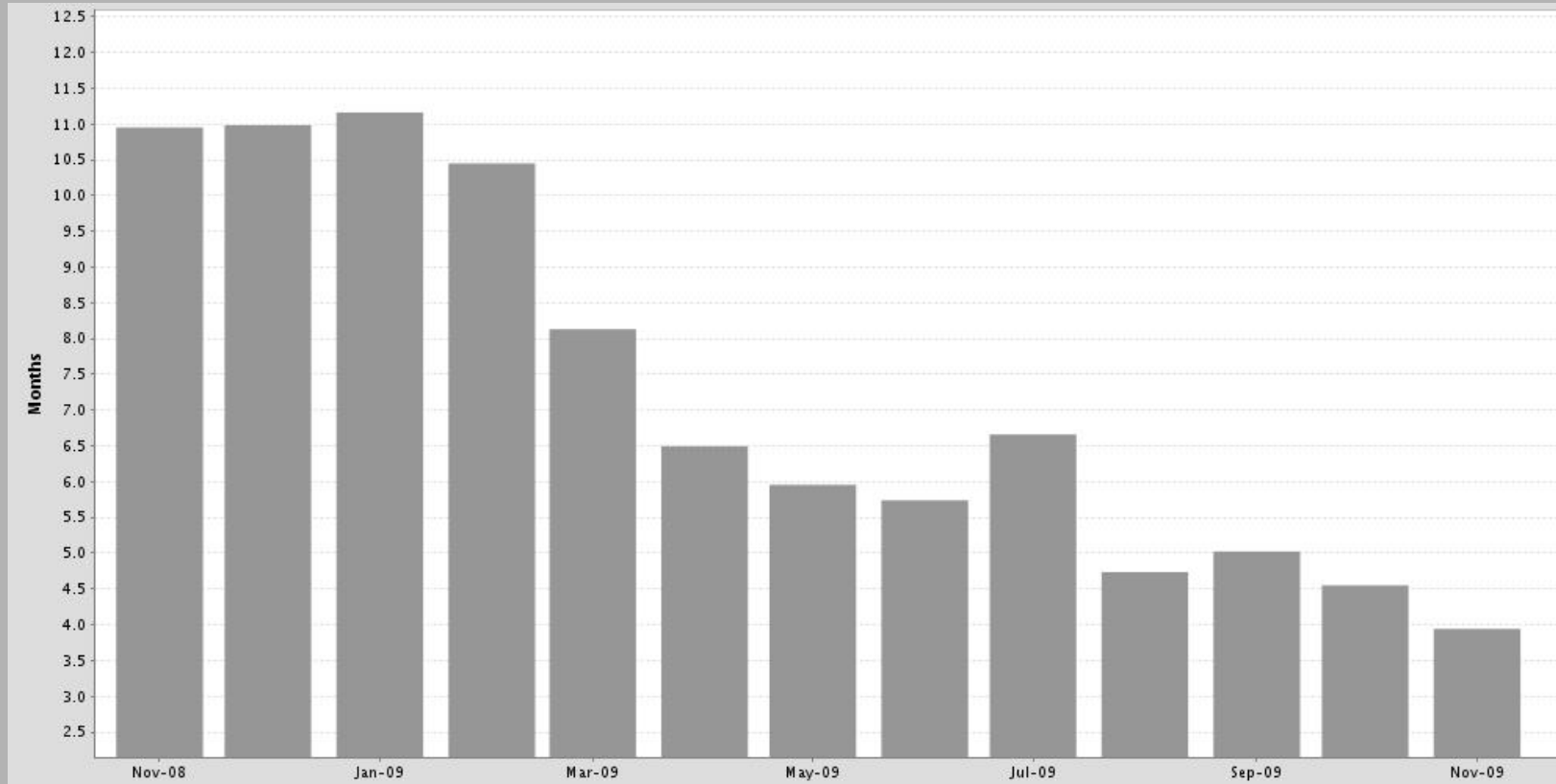
# The Average Days on Market by Month

Nov-08 vs. Nov-09: The average days on market is up 15%

Month	Average DOM	# UC Units
Nov-09	97	212
Oct-09	89	213
Sep-09	89	206
Aug-09	94	236
Jul-09	92	177
Jun-09	101	207
May-09	92	209
Apr-09	102	200
Mar-09	104	160
Feb-09	111	123
Jan-09	114	112
Dec-08	99	108
Nov-08	85	118

# Months Supply of Inventory

Nov-08 vs. Nov-09: The average months supply of inventory is down 64%



Nov-08 vs. Nov-09			
Nov-08	Nov-09	Change	%
10.9	3.9	-7.0	-64%



MLS: SOCAL      Time Period: 1 year (monthly)      Price: All      Construction Type: All      Bedrooms: All      Bathrooms: All  
 Property Types: Residential: (Single Family Res Detached, Single Family Res Attached, Condo Attached)  
 Cities: Laguna Niguel, Dana Point, San Clemente  
 Statistics are based on closed MLS transactions. Each closing generates one transaction side only.

# Months Supply of Inventory

Nov-08 vs. Nov-09: The average months supply of inventory is down 64%

Month	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Nov-09	836	212	4	97
Oct-09	969	213	5	89
Sep-09	1,035	206	5	89
Aug-09	1,118	236	5	94
Jul-09	1,179	177	7	92
Jun-09	1,188	207	6	101
May-09	1,245	209	6	92
Apr-09	1,299	200	6	102
Mar-09	1,301	160	8	104
Feb-09	1,285	123	10	111
Jan-09	1,250	112	11	114
Dec-08	1,186	108	11	99
Nov-08	1,292	118	11	85

# Market Dynamics

**Robert Elders**  
**Orange County AoR**