ADAM BRETT - ERIC URBAN **EXECUTIVE SUMMARY**

MONDAY JANUARY 9, 2012

BREA, CA 92823 Single Family Homes



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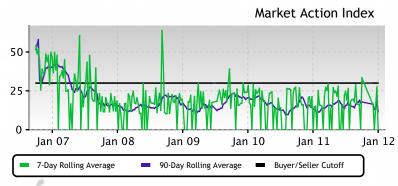
This Week

The median list price in BREA, CA 92823 this week is \$478,750.

Days-on-market has been trending up recently but the Market Action Index and inventory levels are basically flat and not providing strong indications for the market.

Supply and Demand

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Quartiles

	Real-Time Market Profile		rrenu	
	Median List Price	\$ 478,750	* *	
	Asking Price Per Square Foot	\$ 254	††	
	Average Days on Market (DOM)	132	*	
	Percent of Properties with Price Decrease	50 %		
	Percent Relisted (reset DOM)	n/a		
	Percent Flip (price increased)	31 %		
	Median House Size (sq ft)	2500		
	Median Lot Size 6,501	i01 - 8,000 sqft		
	Median Number of Bedrooms	3.5		
	Median Number of Bathrooms	2.5		
	Market Action Index Strong Buyer's	11.6	* *	
• 1	No change			

Poal Time Market Profile

Price

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



Characteristics per Quartile Investigate the market in guartiles where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Sq. Ft. Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 749,500	3256 ^{10 - 20 acres}	5.0	3.0	32	4	0	0	95	Most expensive 25% of properties
Upper/Second	\$ 575,000	6,501 - 8,000 sqft	4.5	2.8	10	4	0	0	184	Upper-middle 25% of properties
Lower/Third	\$ 424,500	1377 ^{4,501 -} 6,500 sqft	3.0	2.5	10	4	0	0	172	Lower-middle 25% of properties
Bottom/Fourth	\$ 19,350	() not available	2.0	2.0	36	4	0	0	74	Least expensive 25% of properties

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