

Local Market Update – December 2013

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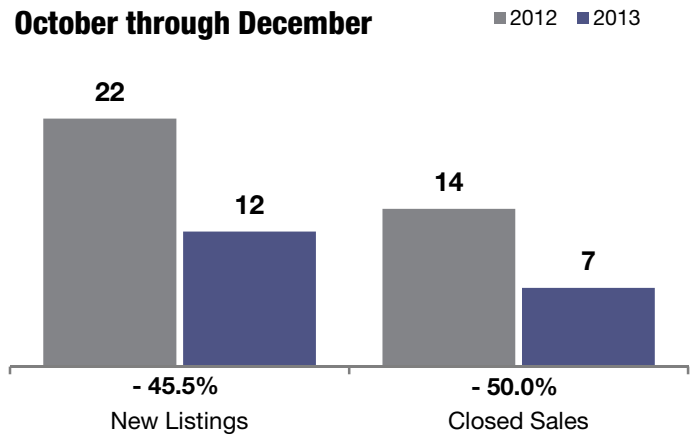
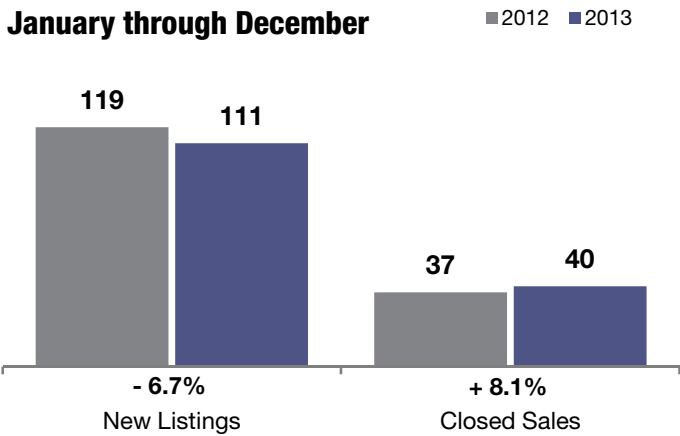


Orange County

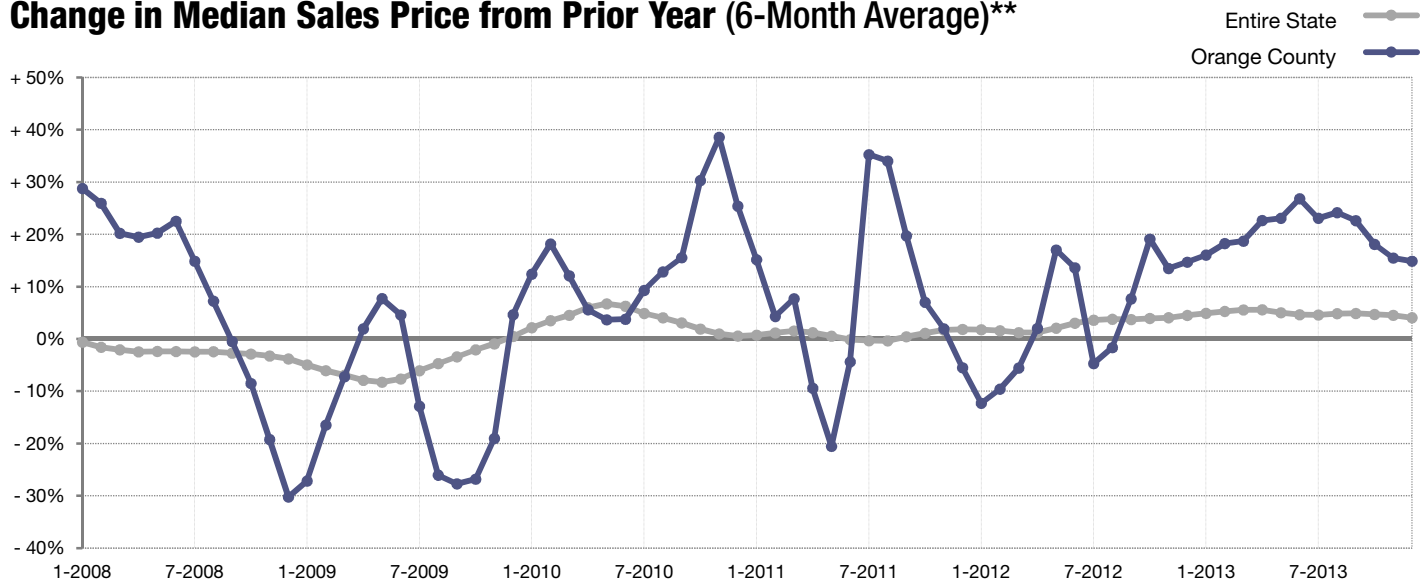
- 45.5%	- 50.0%	- 5.7%
Change in New Listings Last 3 Mos. Compared to a Year Ago	Change in Closed Sales Last 3 Mos. Compared to a Year Ago	Change in Median Sales Price Last 3 Mos. Compared to a Year Ago

	October through December			January through December		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	22	12	- 45.5%	119	111	- 6.7%
Closed Sales	14	7	- 50.0%	37	40	+ 8.1%
Median Sales Price	\$68,900	\$65,000	- 5.7%	\$64,000	\$69,000	+ 7.8%
Percent of Original List Price Received at Sale*	93.4%	89.2%	- 4.5%	89.4%	90.0%	+ 0.6%

* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Data obtained from participating Multiple Listing Services (MLSs) and Broker Listing Cooperatives® (BLCs®).
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