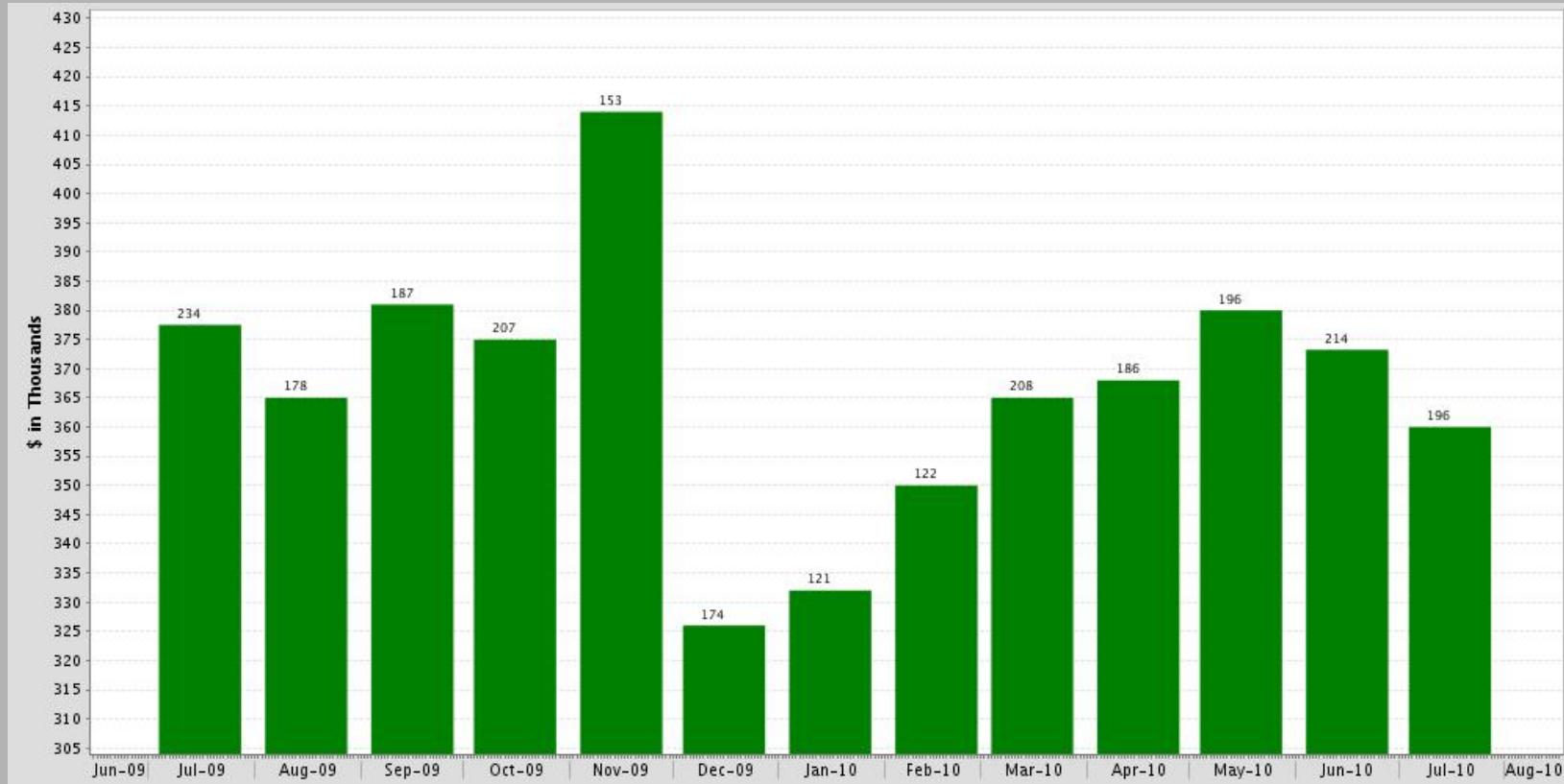


# Median Sold Price by Month

Jul-09 vs. Jul-10: The median sold price is down 5%



### Jul-09 vs. Jul-10

Jul-09	Jul-10	Change	%
377,500	360,000	-17,500	-5%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

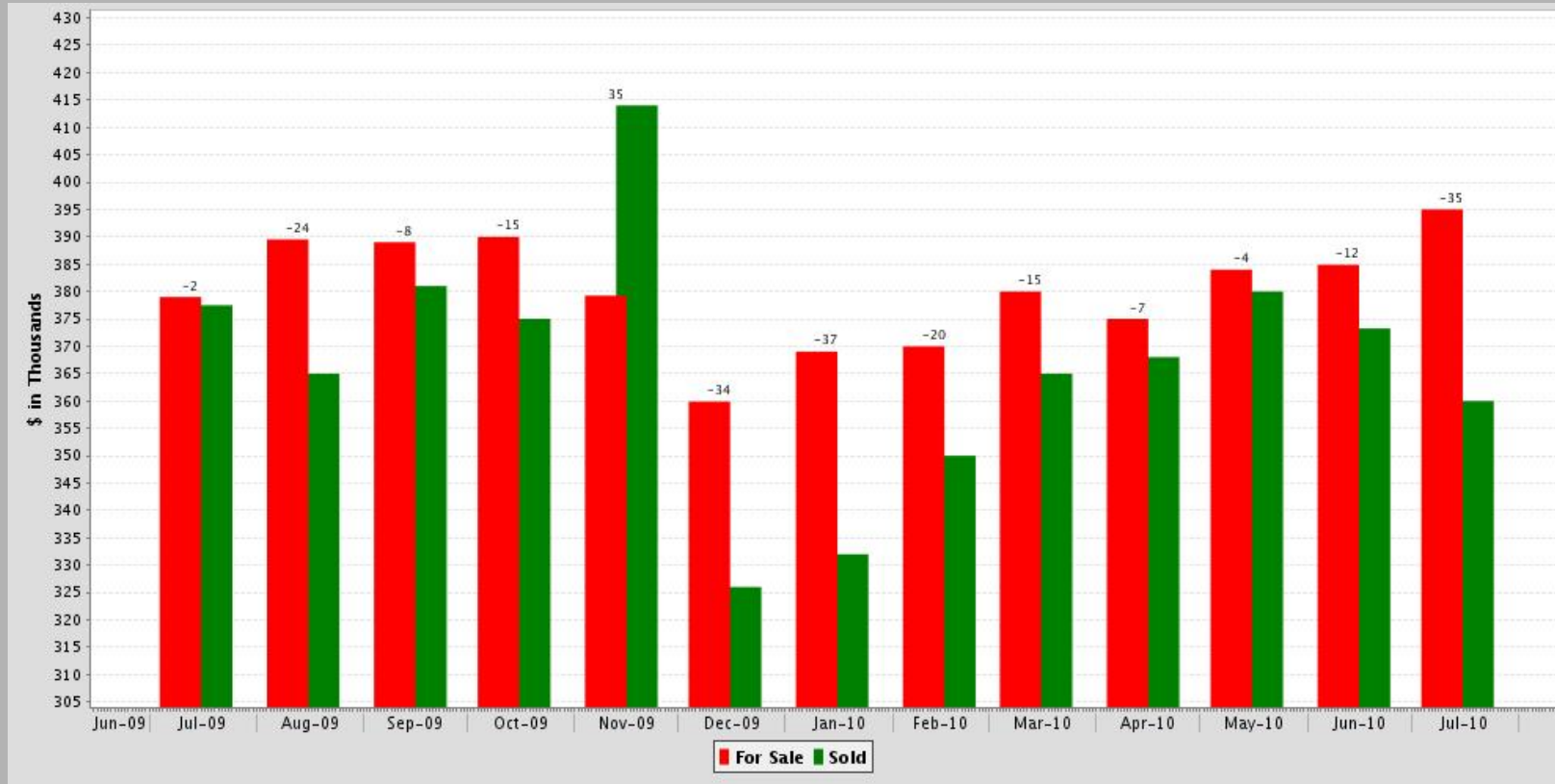
## Median Sold Price by Month

Jul-09 vs. Jul-10: The median sold price is down 5%

Time Period	Median Price	# Units	Average DOM
Jul-10	360,000	196	67
Jun-10	373,250	214	65
May-10	380,000	196	65
Apr-10	368,000	186	66
Mar-10	365,000	208	65
Feb-10	350,000	122	58
Jan-10	332,000	121	66
Dec-09	326,000	174	58
Nov-09	414,000	153	78
Oct-09	375,000	207	68
Sep-09	381,000	187	60
Aug-09	365,000	178	76
Jul-09	377,500	234	72

# Median For Sale vs. Median Sold

Jul-09 vs. Jul-10: The median price of for sale properties is up 4% and the median price of sold properties is down 5%



Jul-09 vs. Jul-10			
Jul-09	Jul-10	Change	%
379,000	395,000	16,000	+4%



Jul-09 vs. Jul-10			
Jul-09	Jul-10	Change	%
377,500	360,000	-17,500	-5%

MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

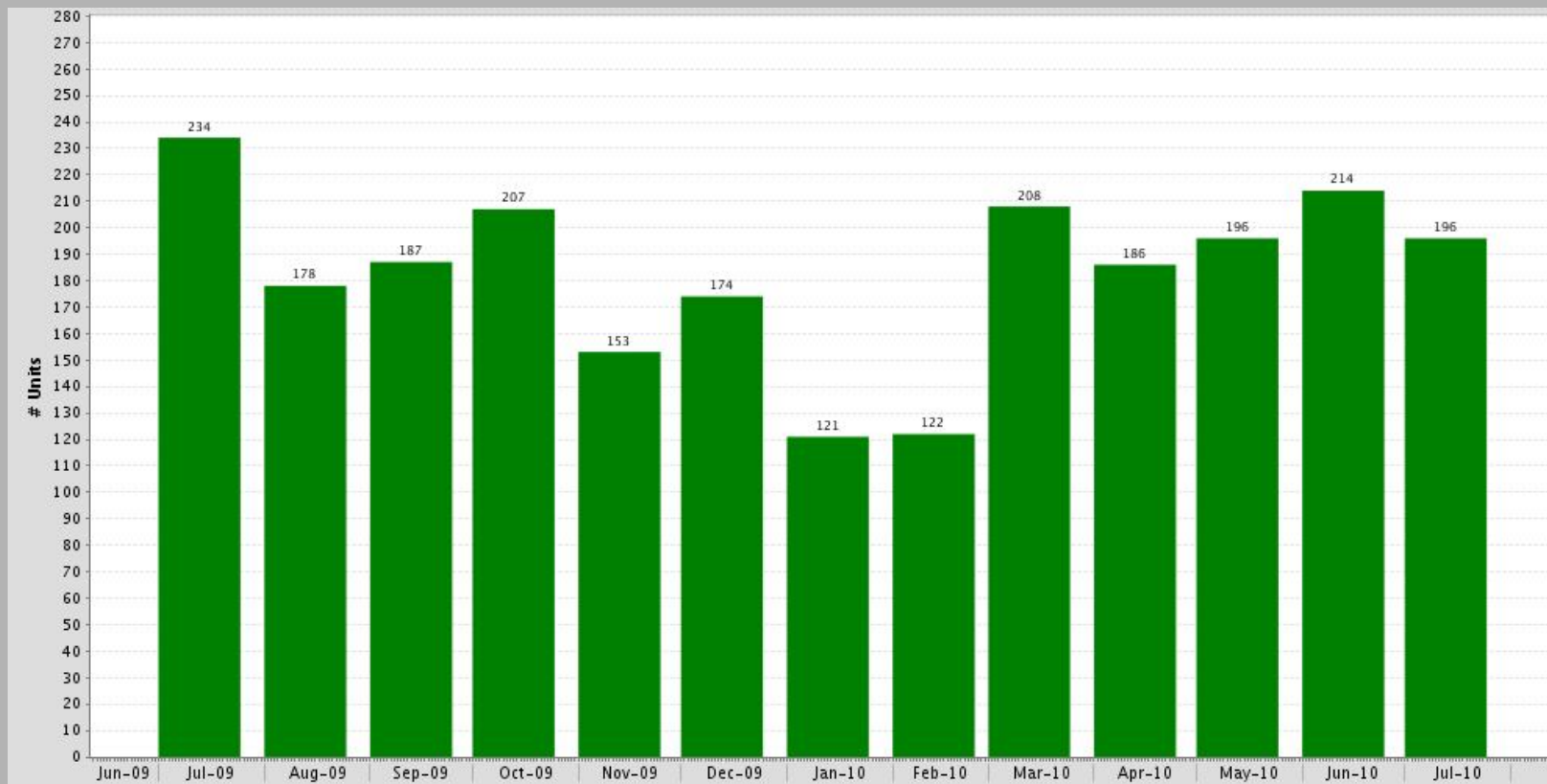
**Median For Sale vs. Median Sold**

**Jul-09 vs. Jul-10: The median price of for sale properties is up 4% and the median price of sold properties is down 5%**

<b>Time Period</b>	<b>For Sale Median</b>	<b># Properties For Sale</b>	<b>Sold Median</b>	<b># Properties Sold</b>	<b>Price Difference</b>
Jul-10	395,000	1,234	360,000	196	-35,000
Jun-10	384,900	1,262	373,250	214	-11,650
May-10	384,000	1,243	380,000	196	-4,000
Apr-10	375,000	1,286	368,000	186	-7,000
Mar-10	380,000	1,221	365,000	208	-15,000
Feb-10	370,000	1,124	350,000	122	-20,000
Jan-10	369,000	1,093	332,000	121	-37,000
Dec-09	359,900	1,023	326,000	174	-33,900
Nov-09	379,250	1,044	414,000	153	34,750
Oct-09	390,000	1,042	375,000	207	-15,000
Sep-09	389,000	1,034	381,000	187	-8,000
Aug-09	389,500	1,091	365,000	178	-24,500
Jul-09	379,000	1,117	377,500	234	-1,500

## Sold Properties by Month

Jul-09 vs. Jul-10: The number of Sold properties is down 16%



### Jul-09 vs. Jul-10

Jul-09	Jul-10	Change	%
234	196	-38	-16%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

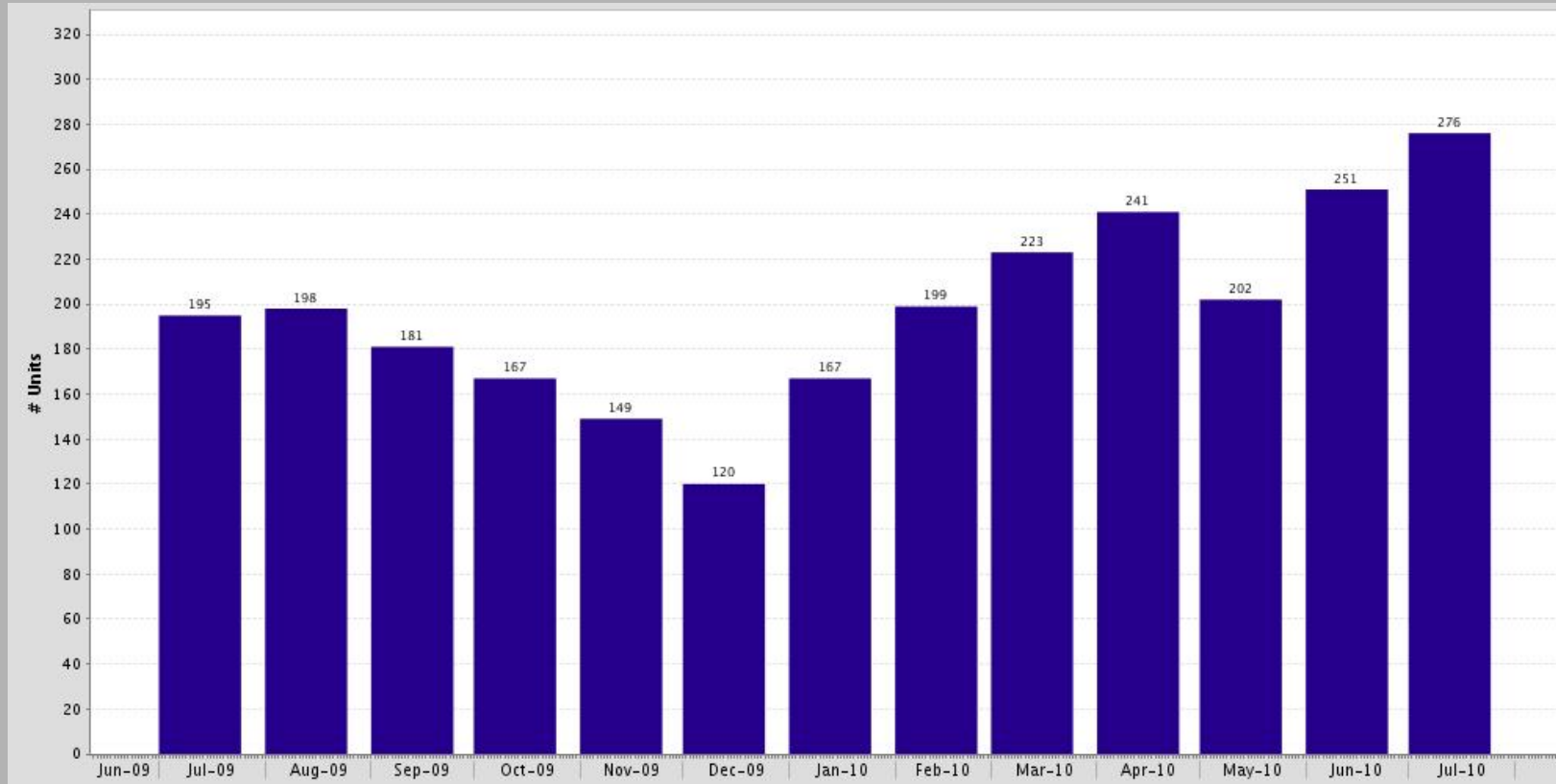
## Sold Properties by Month

Jul-09 vs. Jul-10: The number of Sold properties is down 16%

Time Period	# Properties	Median Price	Average DOM
Jul-10	196	360,000	67
Jun-10	214	373,250	65
May-10	196	380,000	65
Apr-10	186	368,000	66
Mar-10	208	365,000	65
Feb-10	122	350,000	58
Jan-10	121	332,000	66
Dec-09	174	326,000	58
Nov-09	153	414,000	78
Oct-09	207	375,000	68
Sep-09	187	381,000	60
Aug-09	178	365,000	76
Jul-09	234	377,500	72

# Under Contract Properties by Month

Jul-09 vs. Jul-10: The number of Under Contract properties is up 42%



### Jul-09 vs. Jul-10

Jul-09	Jul-10	Change	%
195	276	81	+42%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

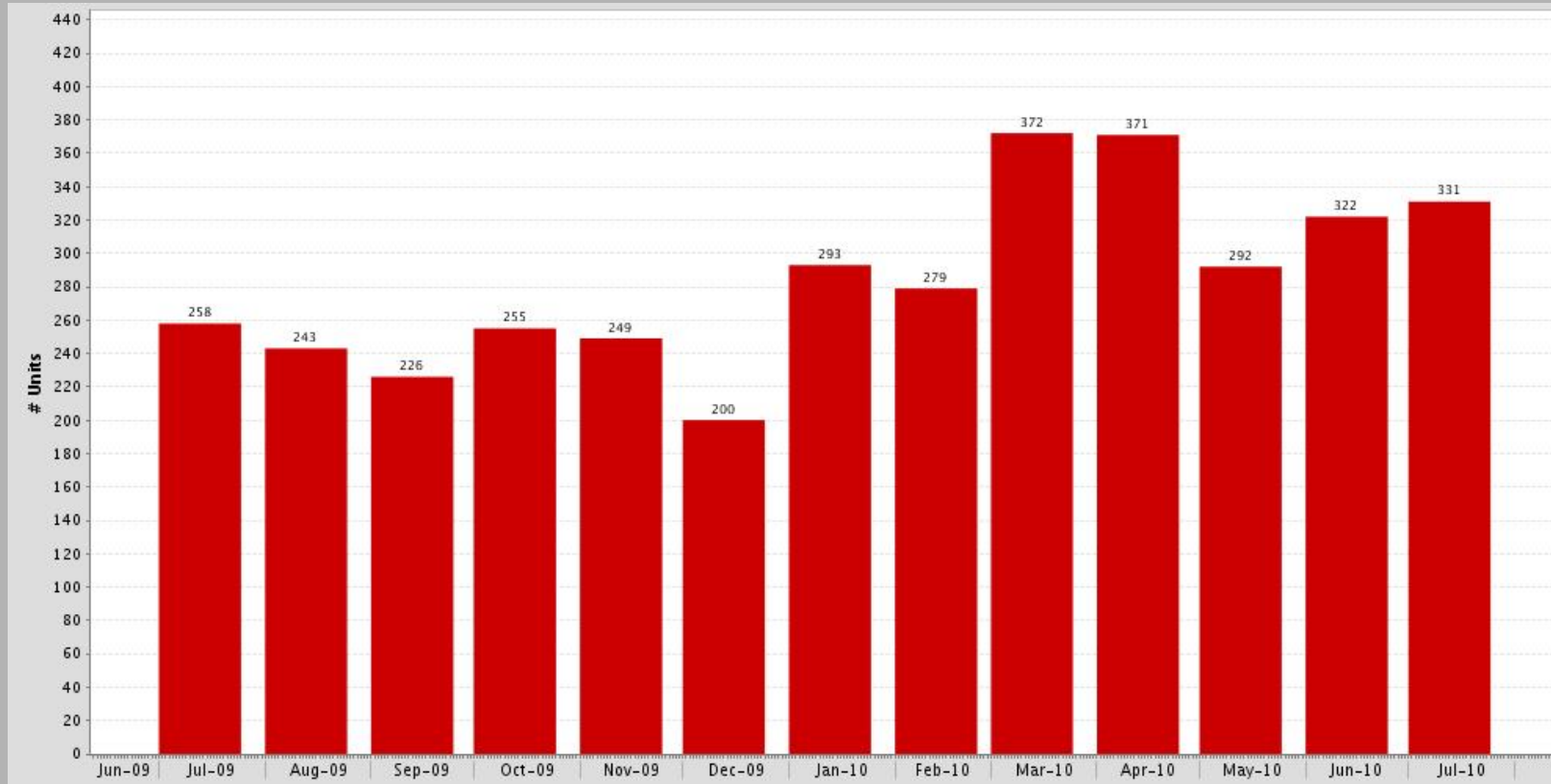
## Under Contract Properties by Month

Jul-09 vs. Jul-10: The number of Under Contract properties is up 42%

Time Period	# Properties	Median Price	Average DOM
Jul-10	276	337,450	66
Jun-10	251	374,900	76
May-10	202	362,000	64
Apr-10	241	356,400	70
Mar-10	223	339,900	66
Feb-10	199	349,900	66
Jan-10	167	329,900	64
Dec-09	120	342,950	70
Nov-09	149	375,000	56
Oct-09	167	375,000	65
Sep-09	181	319,900	77
Aug-09	198	399,900	70
Jul-09	195	359,000	72

## New Properties by Month

Jul-09 vs. Jul-10: The number of New properties is up 28%



### Jul-09 vs. Jul-10

Jul-09	Jul-10	Change	%
258	331	73	+28%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

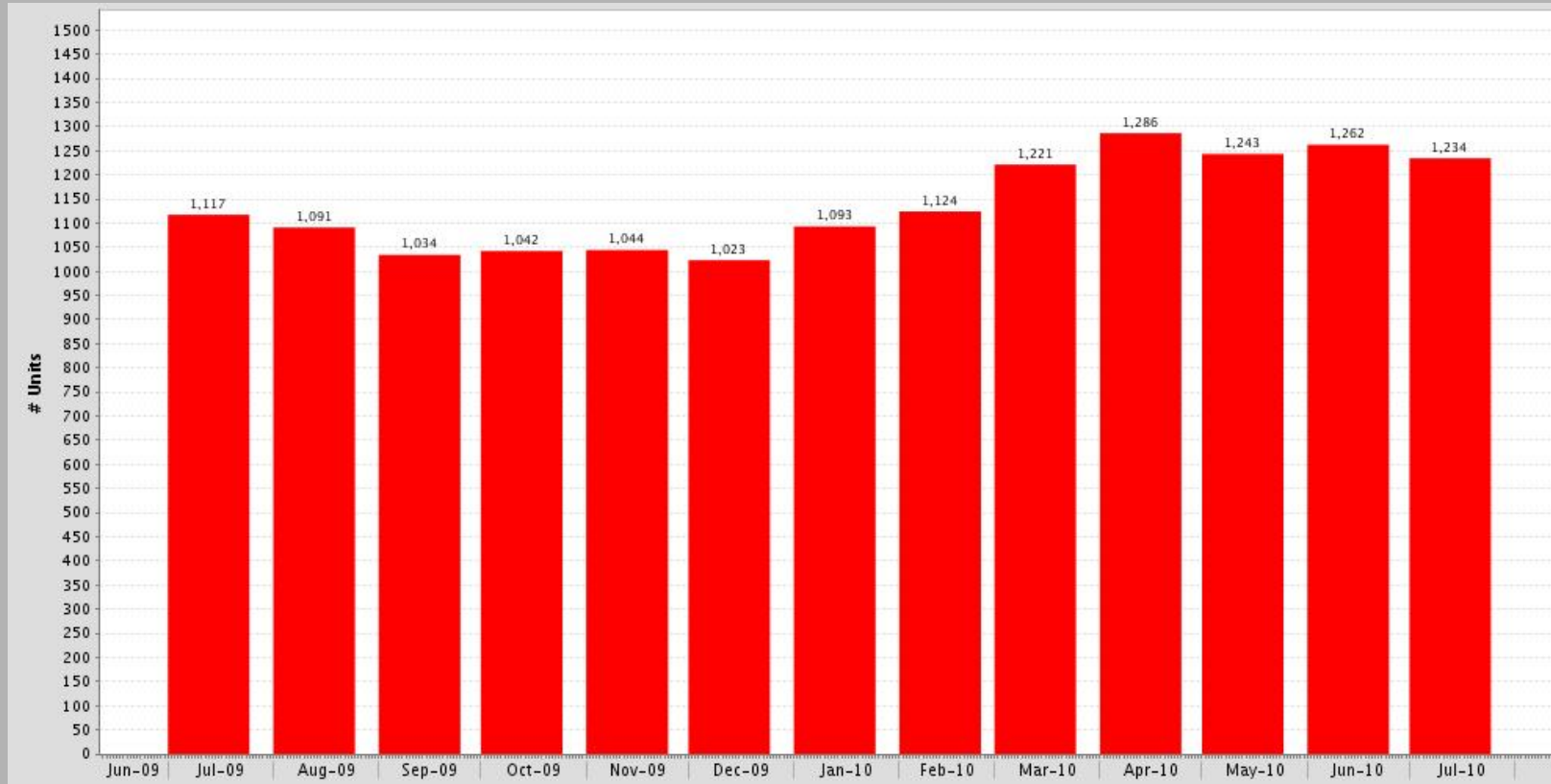
## New Properties by Month

Jul-09 vs. Jul-10: The number of New properties is up 28%

Time Period	# Properties	Median Price
Jul-10	331	399,900
Jun-10	322	359,000
May-10	292	359,950
Apr-10	371	356,400
Mar-10	372	389,500
Feb-10	279	365,000
Jan-10	293	360,000
Dec-09	200	322,500
Nov-09	249	335,000
Oct-09	255	389,000
Sep-09	226	392,500
Aug-09	243	399,000
Jul-09	258	369,450

# For Sale Properties by Month

Jul-09 vs. Jul-10: The number of For Sale properties is up 10%



### Jul-09 vs. Jul-10

Jul-09	Jul-10	Change	%
1,117	1,234	117	+10%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

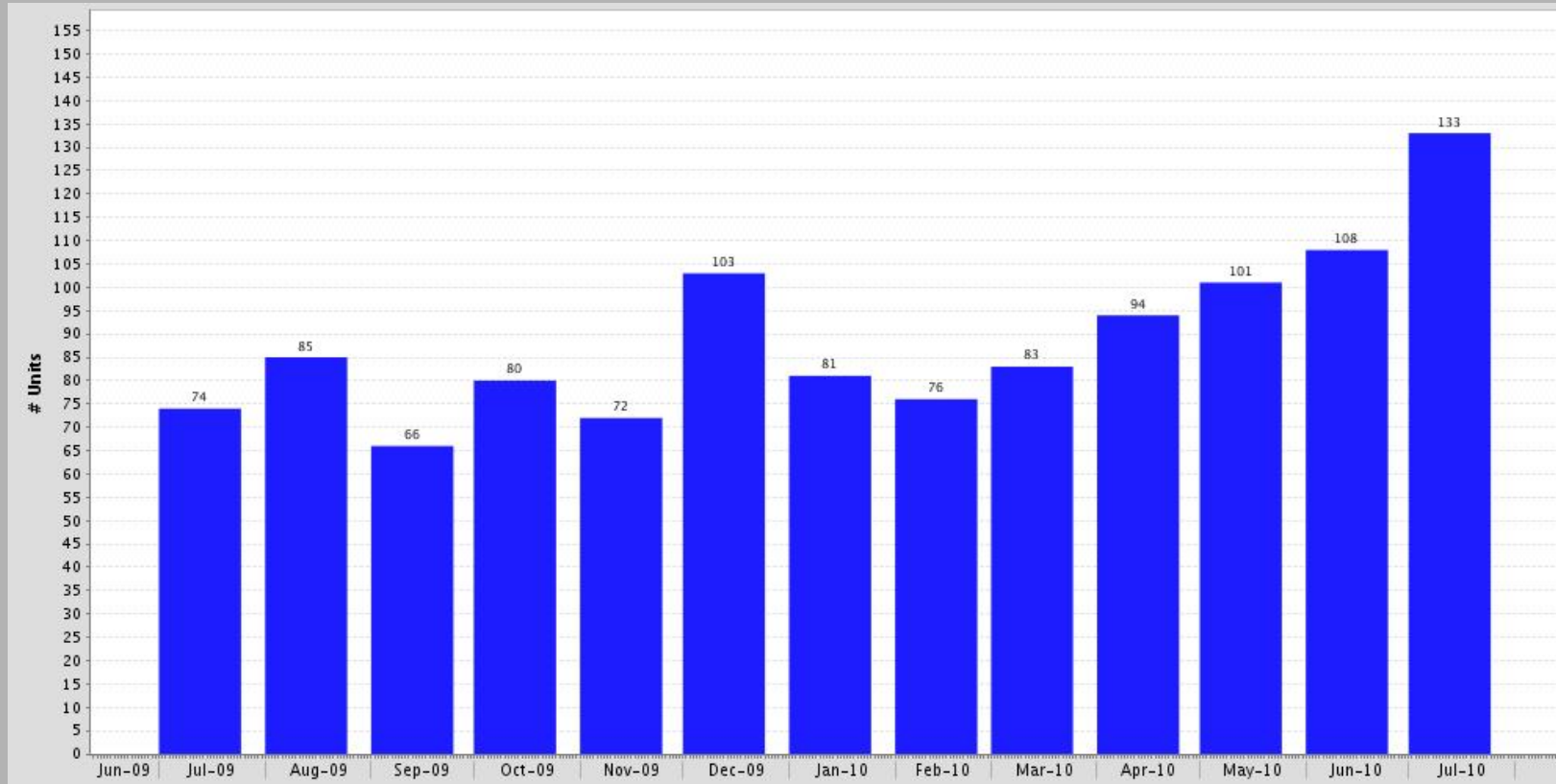
## For Sale Properties by Month

Jul-09 vs. Jul-10: The number of For Sale properties is up 10%

Time Period	# Properties	Median Price	Average DOM
Jul-10	1,234	395,000	104
Jun-10	1,262	384,900	130
May-10	1,243	384,000	152
Apr-10	1,286	375,000	162
Mar-10	1,221	380,000	174
Feb-10	1,124	370,000	191
Jan-10	1,093	369,000	202
Dec-09	1,023	359,900	220
Nov-09	1,044	379,250	218
Oct-09	1,042	390,000	220
Sep-09	1,034	389,000	225
Aug-09	1,091	389,500	221
Jul-09	1,117	379,000	223

## Expired Properties by Month

Jul-09 vs. Jul-10: The number of Expired properties is up 80%



### Jul-09 vs. Jul-10

**Jul-09**

**Jul-10**

**Change**

**%**

74

133

59

+80%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

## Expired Properties by Month

Jul-09 vs. Jul-10: The number of Expired properties is up 80%

Time Period	# Properties	Median Price	Average DOM
Jul-10	133	384,000	169
Jun-10	108	416,000	209
May-10	101	369,900	239
Apr-10	94	327,000	185
Mar-10	83	425,000	137
Feb-10	76	342,750	156
Jan-10	81	439,000	191
Dec-09	103	310,000	188
Nov-09	72	540,950	165
Oct-09	80	477,498	165
Sep-09	66	452,498	192
Aug-09	85	355,000	166
Jul-09	74	362,500	178

# Supply & Demand by Month

**Jul-09 vs. Jul-10: The number of for sale properties is up 10% and the number of sold properties is down 16%**



Jul-09 vs. Jul-10			
Jul-09	Jul-10	Change	%
1,117	1,234	117	+10%



Jul-09 vs. Jul-10			
Jul-09	Jul-10	Change	%
234	196	-38	-16%

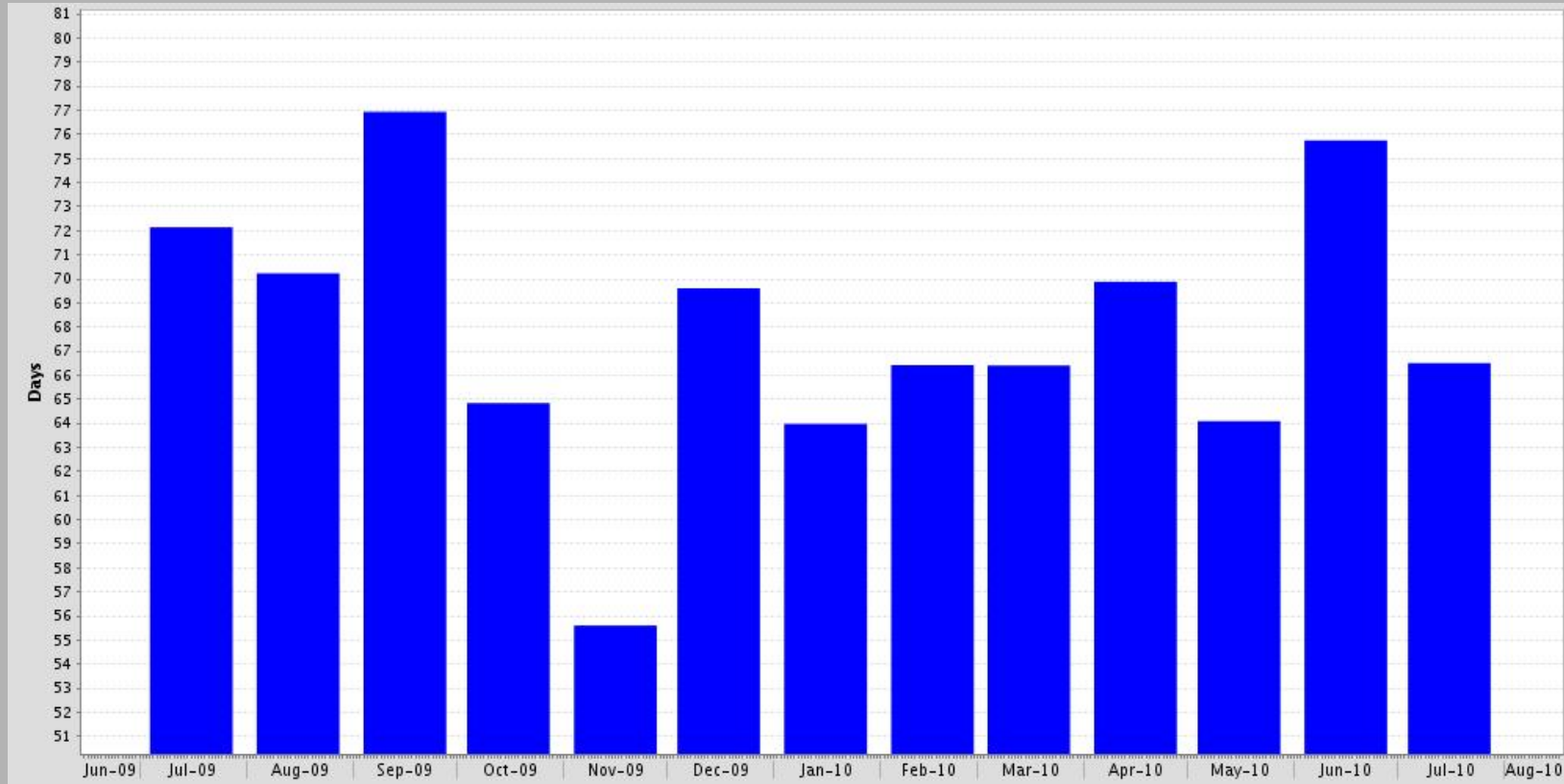
MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

**Supply & Demand by Month****Jul-09 vs. Jul-10: The number of for sale properties is up 10% and the number of sold properties is down 16%**

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Jul-10	1,234	104	196	67
Jun-10	1,262	130	214	65
May-10	1,243	152	196	65
Apr-10	1,286	162	186	66
Mar-10	1,221	174	208	65
Feb-10	1,124	191	122	58
Jan-10	1,093	202	121	66
Dec-09	1,023	220	174	58
Nov-09	1,044	218	153	78
Oct-09	1,042	220	207	68
Sep-09	1,034	225	187	60
Aug-09	1,091	221	178	76
Jul-09	1,117	223	234	72

# The Average Days on Market by Month

Jul-09 vs. Jul-10: The average days on market is down 8%



### Jul-09 vs. Jul-10

**Jul-09**

**Jul-10**

**Change**

**%**

72

66

-6

-8%



MLS: CARETS    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 City: Long Beach

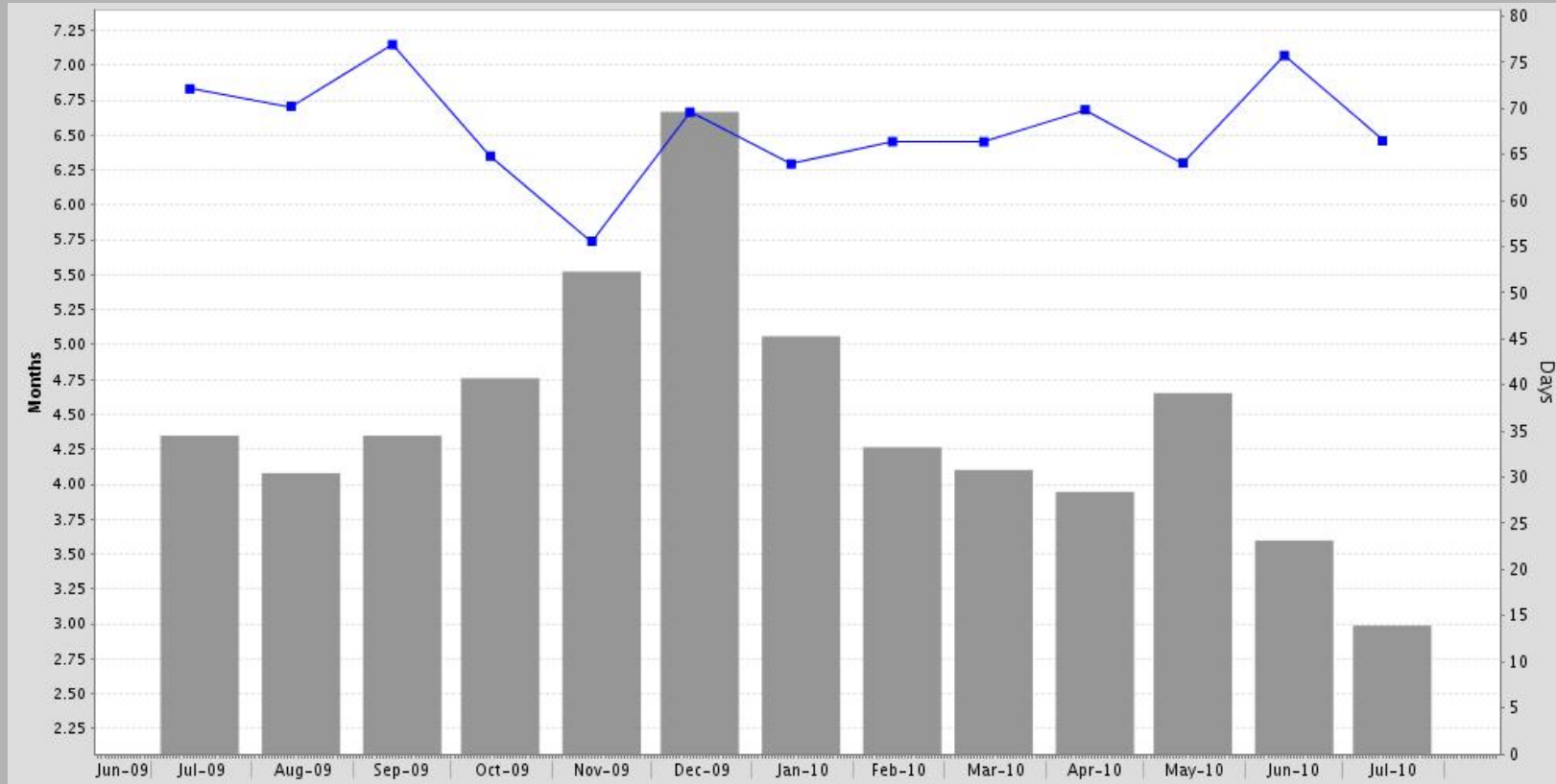
## The Average Days on Market by Month

Jul-09 vs. Jul-10: The average days on market is down 8%

Time Period	Average DOM	# UC Units
Jul-10	66	276
Jun-10	76	251
May-10	64	202
Apr-10	70	241
Mar-10	66	223
Feb-10	66	199
Jan-10	64	167
Dec-09	70	120
Nov-09	56	149
Oct-09	65	167
Sep-09	77	181
Aug-09	70	198
Jul-09	72	195

# Months Supply of Inventory

Jul-09 vs. Jul-10: The average months supply of inventory is down 31%



### Jul-09 vs. Jul-10

**Jul-09**

**Jul-10**

**Change**

**%**

4.3

3.0

-1.4

-31%



MLS: CARETS

Period: 1 year (monthly)

Price: All

Construction Type: All

Bedrooms: All

Bathrooms: All

Lot Size: All

Property Types:

Residential: (Single Family)

Sq Ft: All

City:

Long Beach

## Months Supply of Inventory

**Jul-09 vs. Jul-10: The average months supply of inventory is down 31%**

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Jul-10	825	276	3	66
Jun-10	903	251	4	76
May-10	940	202	5	64
Apr-10	951	241	4	70
Mar-10	915	223	4	66
Feb-10	849	199	4	66
Jan-10	845	167	5	64
Dec-09	800	120	7	70
Nov-09	823	149	6	56
Oct-09	795	167	5	65
Sep-09	787	181	4	77
Aug-09	808	198	4	70
Jul-09	848	195	4	72

# Market Dynamics

**Julia Huntsman, e-PRO, SFR**  
**Julia Huntsman, Broker**