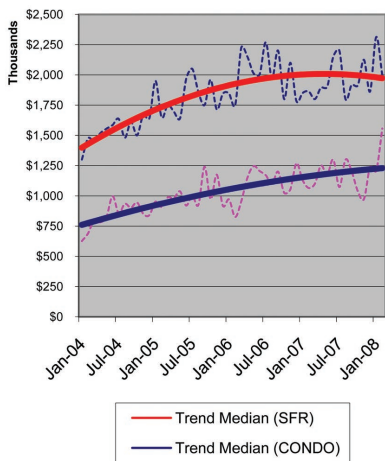


Single Family Residence - 60 Day Snapshot

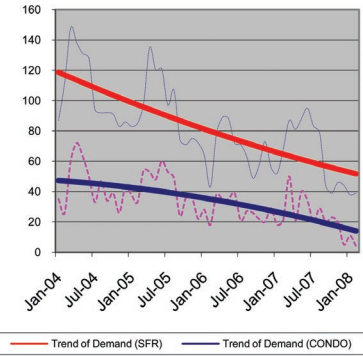
Area	Listed	Solds Per Month	Failed Per Month	Percent Selling	Months Supply	Days on Market (Sold)	List to Close (Days)	60 Days Absorb	Median List Price	Median ask at Offer	Median Close
Balboa Peninsula	33	1.0	5.5	15%	33	61	159	6%	\$2,630	\$2,247	\$2,106
East Bluff/Harbor View	110	5.5	19.5	22%	20	127	146	10%	\$1,899	\$1,995	\$1,900
West Bay	65	3.5	9.5	27%	19	41	147	11%	\$1,595	\$1,675	\$1,675
West Newport/Lido	91	4.0	11.0	27%	23	186	123	9%	\$1,975	\$3,270	\$2,980
Lower Newport-Balboa	37	2.5	7.5	25%	15	117	174	14%	\$2,975	\$2,995	\$2,800
Crystal Cove	26	1.5	4.5	25%	17	124	60	12%	\$4,773	\$6,395	\$5,930
Corona Del Mar	83	4.0	11.0	27%	21	81	231	10%	\$2,599	\$2,849	\$1,525
Newport Coast	98	4.0	16.0	20%	25	119	148	8%	\$2,527	\$2,049	\$1,905
Laguna Village	140	7.5	13.5	36%	19	124	148	11%	\$2,095	\$1,799	\$1,780
North Laguna	46	1.5	3.0	33%	31	153	101	7%	\$3,038	\$3,295	\$2,425
South Laguna	60	2.0	8.5	19%	30	68	193	7%	\$1,997	\$10,148	\$8,750
Shady Canyon	31	1.0	4.0	20%	31	166	77	6%	\$6,295	\$5,473	\$1,943

History of Median Sale Price



	SFR	CONDO
Listed:	820	218
Solds Per Month:	38	7
Fail Per Month:	114	36
Percent Selling:	25%	16%
Months Supply:	21.6	31.1
Days On Market:	114	119
List To Close:	142	184
60 Day Absorb:	9%	11%
List Price:	\$2,469	\$1,195
Ask At Offer:	\$2,975	\$1,210
Closing Price:	\$2,536	\$1,137
Sale Pending:	42	10

History of Demand



SALES THIS YEAR VERSUS LAST YEAR

2007	2008	Change	%Change
165	90	-75	-45%

Condo - Townhouse - 60 Day Snapshot

Area	Listed	Solds Per Month	Failed Per Month	Percent Selling	Months Supply	Days on Market (Sold)	List to Close (Days)	60 Days Absorb	Median List Price	Median ask at Offer	Median Close
Balboa Peninsula	4	.0	2.0	No Sale	No Sale	No Sale	No Sale	No Sale	\$1,475	No Sale	No Sale
East Bluff/Harbor View	59	1.5	6.0	20%	39	150	163	5%	\$1,000	\$1,300	\$1,250
West Bay	5	.5	1.0	33%	10	9	287	20%	\$499	\$449	\$425
West Newport/Lido	24	.0	6.5	No Sale	No Sale	No Sale	No Sale	No Sale	\$1,325	No Sale	No Sale
Lower Newport-Balboa	2	.0	.0	No Sale	No Sale	No Sale	No Sale	No Sale	\$1,700	No Sale	No Sale
Crystal Cove	3	.0	1.5	No Sale	No Sale	No Sale	No Sale	No Sale	\$2,899	No Sale	No Sale
Corona Del Mar	61	4.5	7.5	38%	14	161	118	15%	\$1,399	\$1,249	\$1,160
Newport Coast	41	.5	6.5	7%	82	157	168	2%	\$995	\$1,350	\$1,300
Laguna Village	6	.0	.0	No Sale	No Sale	No Sale	No Sale	No Sale	\$920	No Sale	No Sale
North Laguna	7	.0	1.0	No Sale	No Sale	No Sale	No Sale	No Sale	\$1,300	No Sale	No Sale
South Laguna	6	.0	3.5	No Sale	No Sale	No Sale	No Sale	No Sale	\$1,414	No Sale	No Sale

Resale market only. Some new home, government and FSBO transactions not included. Report intended to be generally descriptive, not definitive. Data provided by Advanced Listing Services.

For MCR explanation and overview, please go to: www.thenewticor.com/docs/coastal-mcr.pdf



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