

Market Dynamics

Prepared For
Conejo Valley, Ca

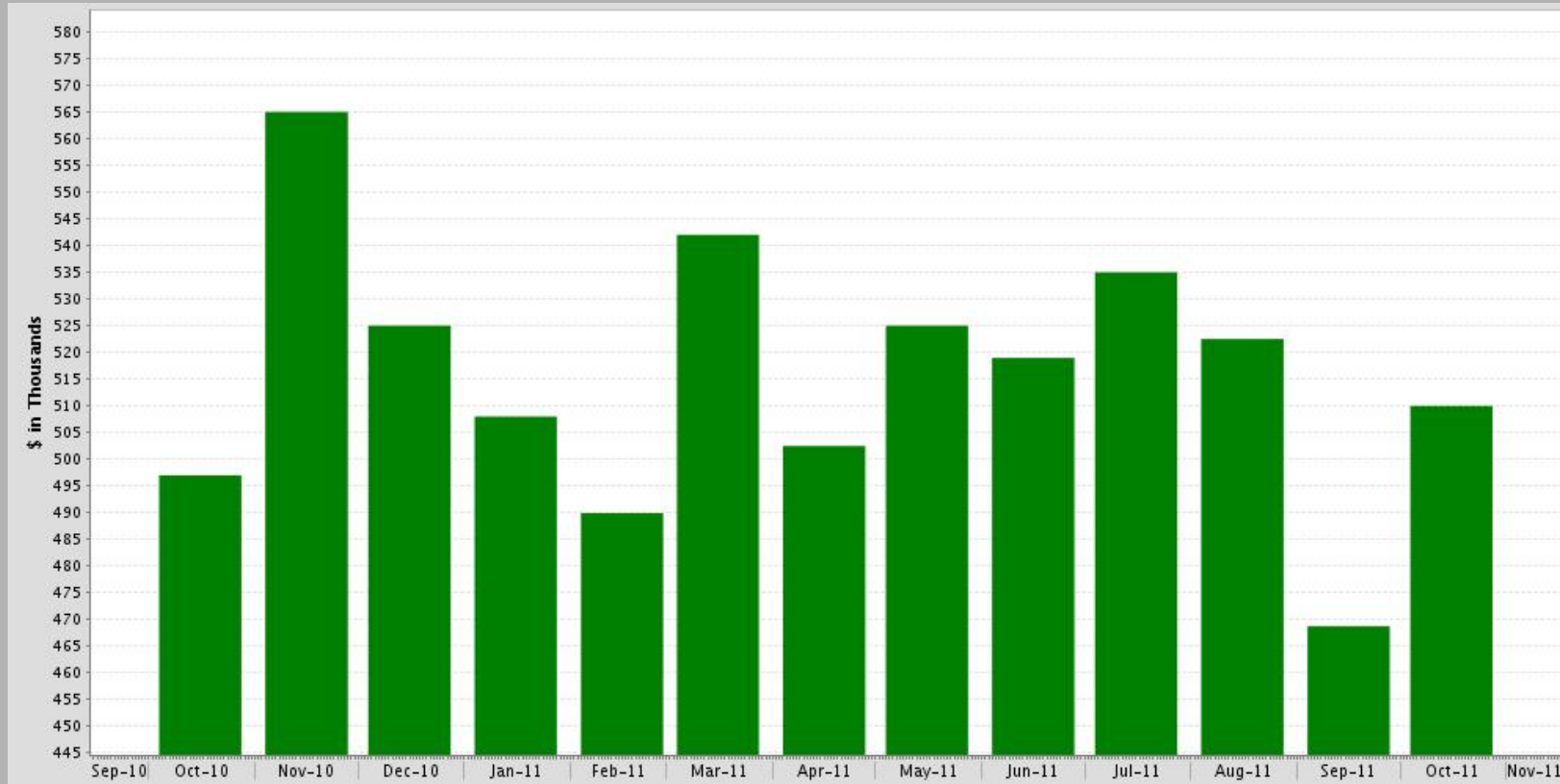


Draft

Jeff Smith
Conejo Simi Moorpark AOR

Median Sold Price by Month

Oct-10 vs. Oct-11: The median sold price is up 3%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
497,000	510,000	13,000	+3%



MLS: VCRDS Period: 1 year (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Residential: (Single Family Dwelling, Condominium) Sq Ft: All
 Cities: Newbury Park, Thousand Oaks

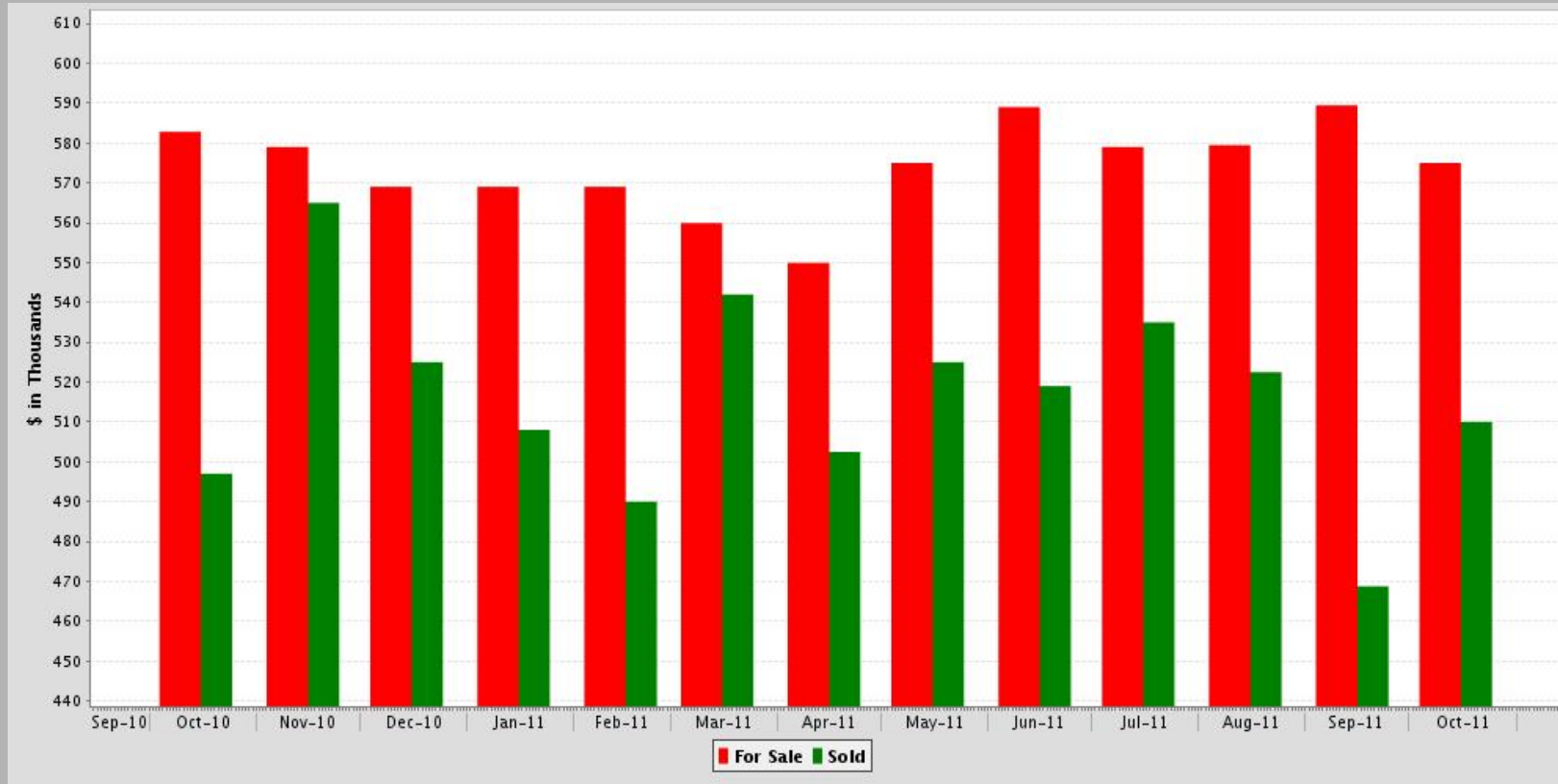
Median Sold Price by Month

Oct-10 vs. Oct-11: The median sold price is up 3%

Time Period	Median Price	# Units	Average DOM
Oct-11	510,000	67	99
Sep-11	468,750	98	110
Aug-11	522,500	92	105
Jul-11	535,000	87	128
Jun-11	519,000	84	125
May-11	525,000	87	118
Apr-11	502,500	82	131
Mar-11	542,000	87	151
Feb-11	489,950	56	130
Jan-11	508,000	61	109
Dec-10	525,000	69	108
Nov-10	565,000	71	103
Oct-10	497,000	66	101

Median For Sale vs. Median Sold

Oct-10 vs. Oct-11: The median price of for sale properties is down 1% and the median price of sold properties is up 3%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
582,800	575,000	-7,800	-1%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
497,000	510,000	13,000	+3%

MLS: VCRDS Period: 1 year (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
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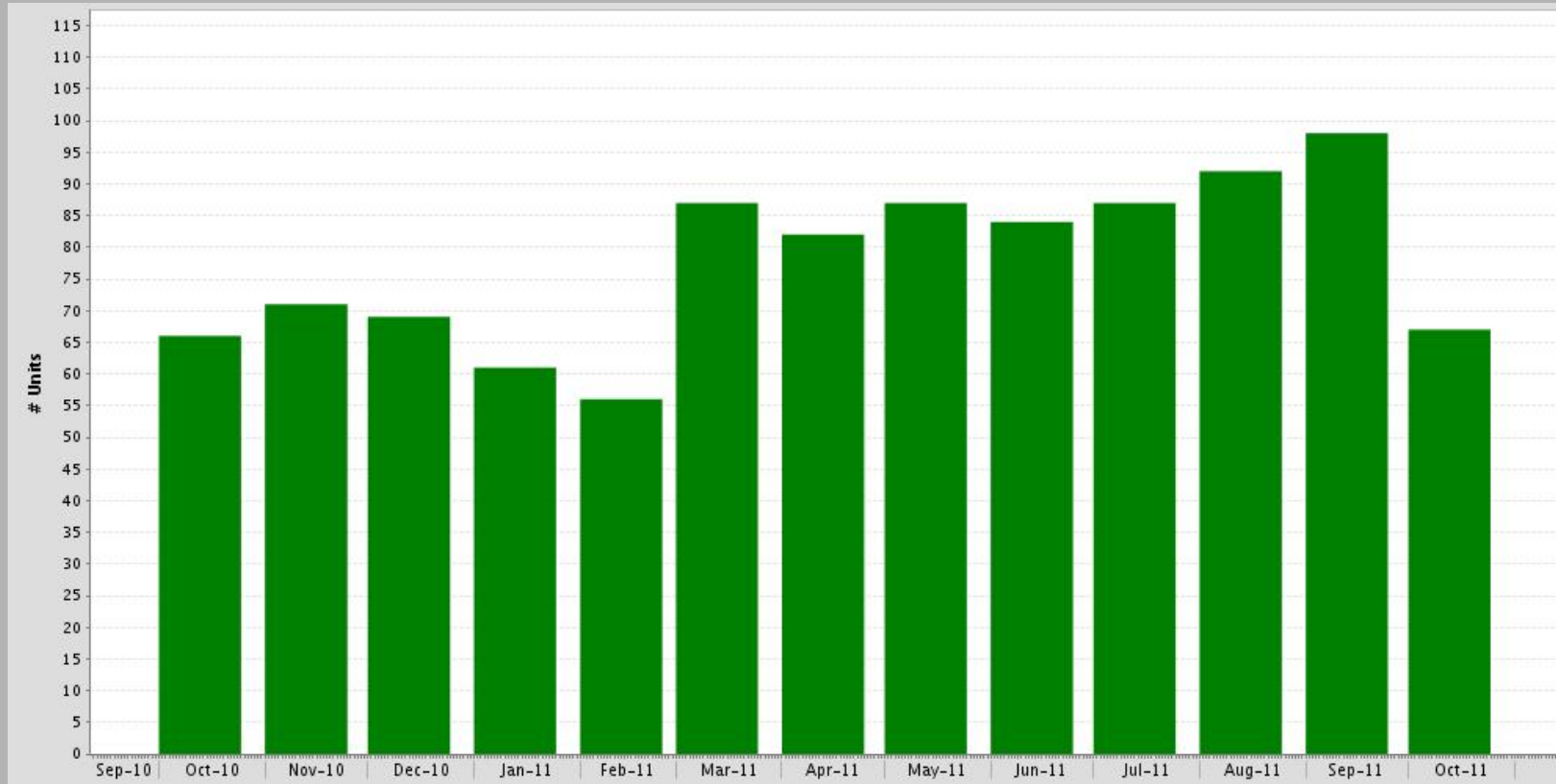
Median For Sale vs. Median Sold

Oct-10 vs. Oct-11: The median price of for sale properties is down 1% and the median price of sold properties is up 3%

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Oct-11	575,000	508	510,000	67	-65,000
Sep-11	589,450	526	468,750	98	-120,700
Aug-11	579,450	590	522,500	92	-56,950
Jul-11	579,000	611	535,000	87	-44,000
Jun-11	589,000	635	519,000	84	-70,000
May-11	575,000	607	525,000	87	-50,000
Apr-11	549,900	577	502,500	82	-47,400
Mar-11	559,900	582	542,000	87	-17,900
Feb-11	569,000	542	489,950	56	-79,050
Jan-11	569,000	561	508,000	61	-61,000
Dec-10	569,000	541	525,000	69	-44,000
Nov-10	579,000	615	565,000	71	-14,000
Oct-10	582,800	633	497,000	66	-85,800

Sold Properties by Month

Oct-10 vs. Oct-11: The number of Sold properties is up 2%



Oct-10 vs. Oct-11

Oct-10

Oct-11

Change

%

66

67

1

+2%



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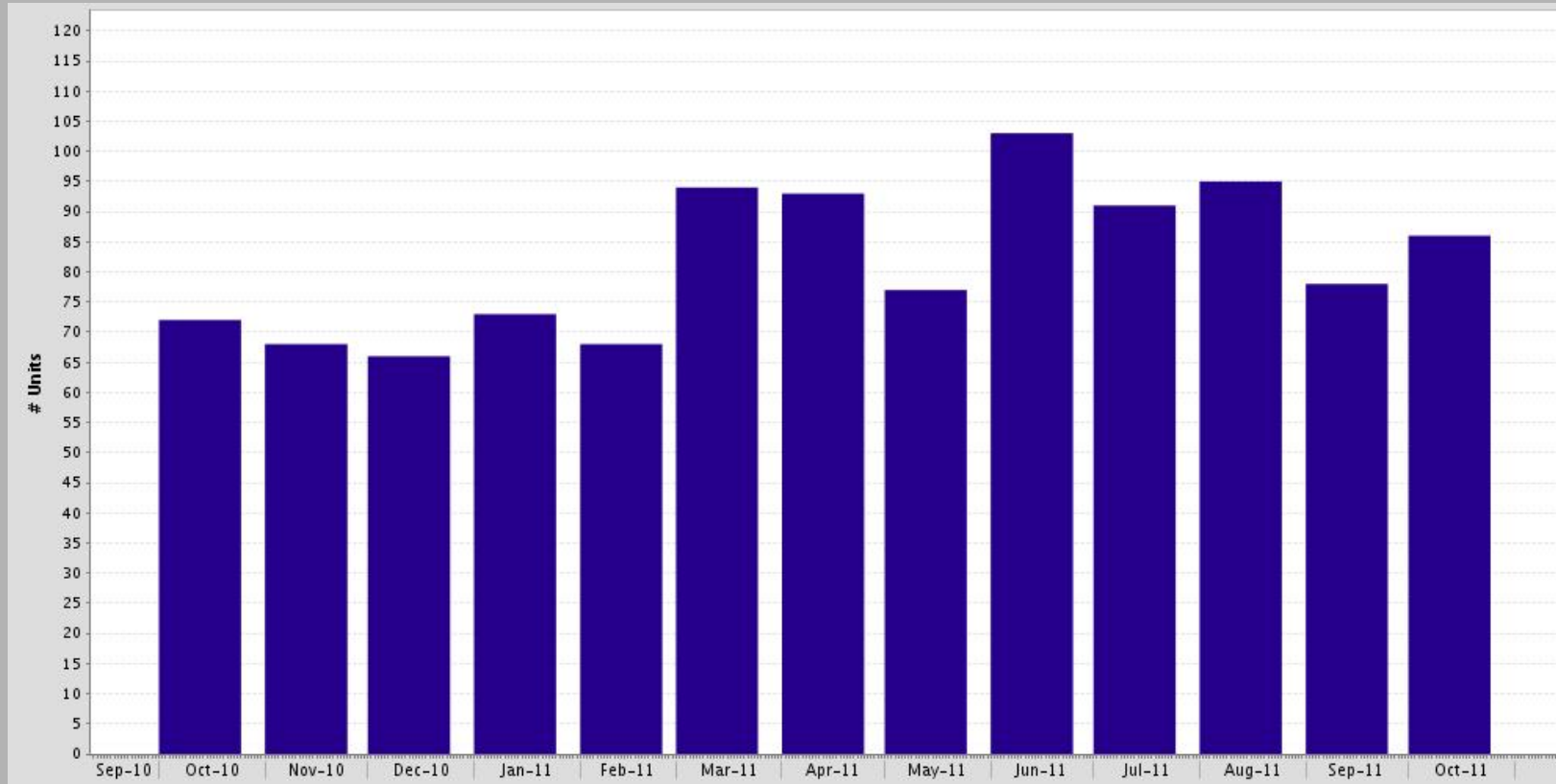
Sold Properties by Month

Oct-10 vs. Oct-11: The number of Sold properties is up 2%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	67	510,000	99	9	13.4	316,000	58	86.6	525,000
Sep-11	98	468,750	110	12	12.2	330,000	86	87.8	534,000
Aug-11	92	522,500	105	9	9.8	332,000	83	90.2	540,000
Jul-11	87	535,000	128	6	6.9	447,500	81	93.1	535,000
Jun-11	84	519,000	125	19	22.6	380,000	65	77.4	534,500
May-11	87	525,000	118	13	14.9	375,000	74	85.1	577,200
Apr-11	82	502,500	131	16	19.5	311,000	66	80.5	532,000
Mar-11	87	542,000	151	13	14.9	499,000	74	85.1	570,000
Feb-11	56	489,950	130	9	16.1	318,000	47	83.9	540,000
Jan-11	61	508,000	109	11	18.0	306,000	50	82.0	512,000
Dec-10	69	525,000	108	12	17.4	385,000	57	82.6	550,000
Nov-10	71	565,000	103	12	16.9	440,000	59	83.1	599,900
Oct-10	66	497,000	101	9	13.6	325,000	57	86.4	530,000

Under Contract Properties by Month

Oct-10 vs. Oct-11: The number of Under Contract properties is up 19%



Oct-10 vs. Oct-11

Oct-10

72

Oct-11

86

Change

14

%

+19%



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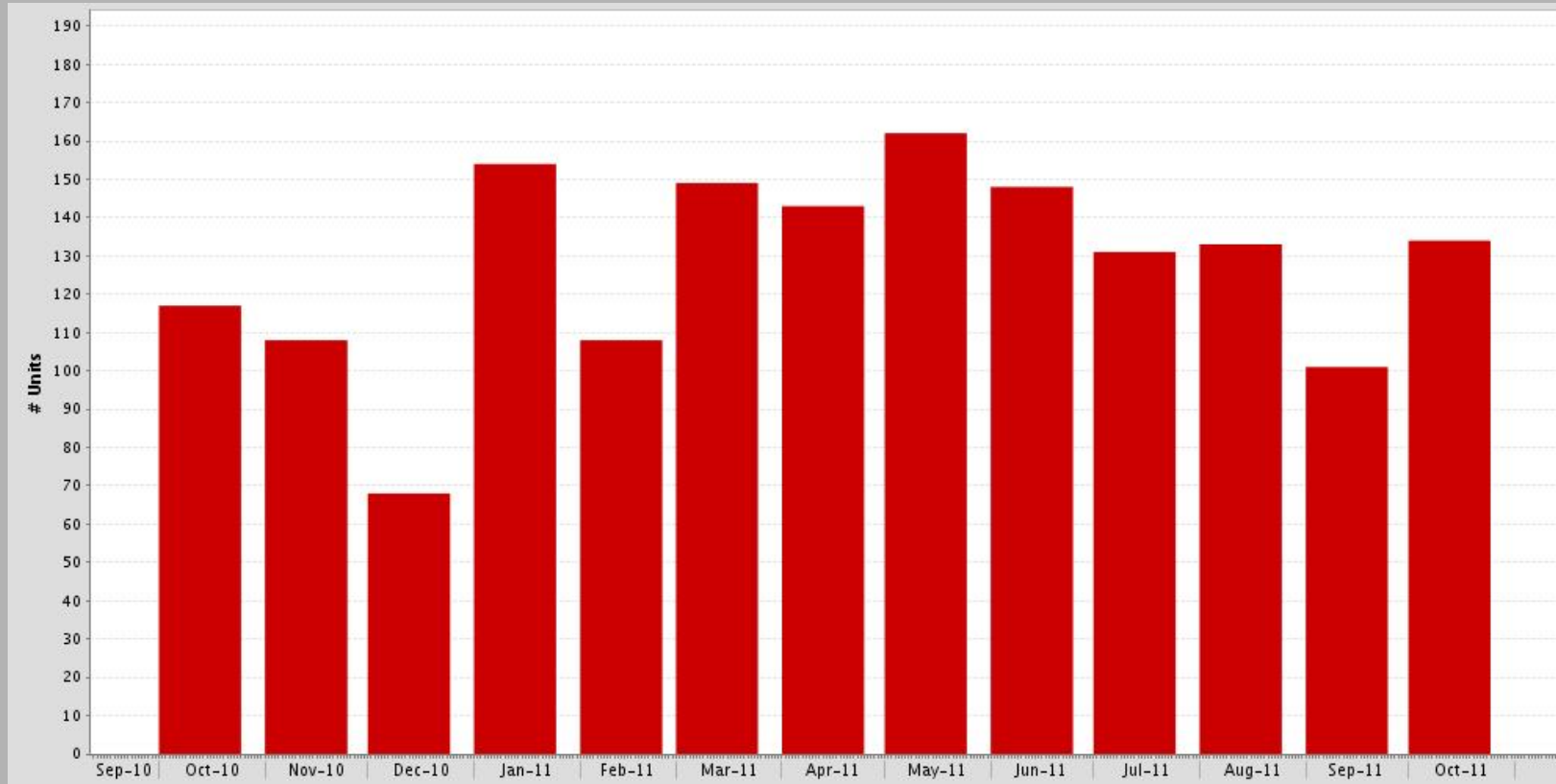
Under Contract Properties by Month

Oct-10 vs. Oct-11: The number of Under Contract properties is up 19%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	86	497,000	116	7	8.1	264,000	79	91.9	499,900
Sep-11	78	544,000	122	5	6.4	389,900	73	93.6	549,000
Aug-11	95	490,000	125	11	11.6	299,900	84	88.4	514,950
Jul-11	91	509,900	122	8	8.8	347,400	83	91.2	519,950
Jun-11	103	544,000	107	11	10.7	359,900	92	89.3	549,000
May-11	77	539,000	127	13	16.9	394,700	64	83.1	559,500
Apr-11	93	499,888	114	17	18.3	379,900	76	81.7	522,000
Mar-11	94	497,000	141	15	16.0	299,900	79	84.0	529,000
Feb-11	68	567,000	131	12	17.6	469,500	56	82.3	585,000
Jan-11	73	524,900	132	10	13.7	362,500	63	86.3	564,000
Dec-10	66	499,950	128	11	16.7	424,900	55	83.3	519,950
Nov-10	68	569,925	107	11	16.2	364,700	57	83.8	579,900
Oct-10	72	559,000	129	14	19.4	381,800	58	80.6	599,900

New Properties by Month

Oct-10 vs. Oct-11: The number of New properties is up 15%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
117	134	17	+15%



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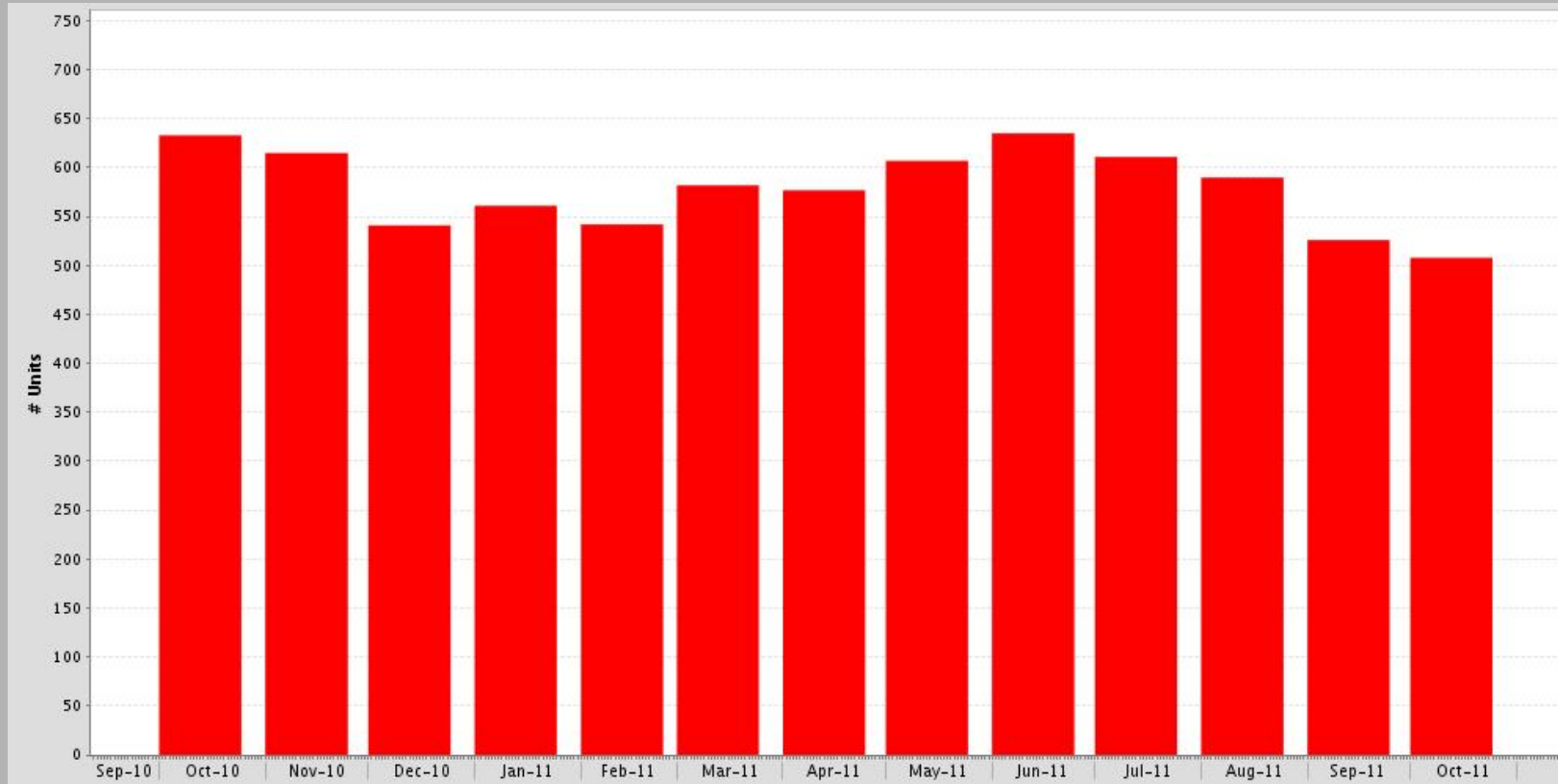
New Properties by Month

Oct-10 vs. Oct-11: The number of New properties is up 15%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	134	516,500	13	9.7	410,000	121	90.3	525,000
Sep-11	101	529,900	9	8.9	399,900	92	91.1	554,000
Aug-11	133	549,000	13	9.8	389,900	120	90.2	554,750
Jul-11	131	549,000	9	6.9	369,900	122	93.1	549,000
Jun-11	148	579,000	12	8.1	329,928	136	91.9	599,950
May-11	162	599,000	11	6.8	359,900	151	93.2	608,000
Apr-11	143	539,900	11	7.7	475,000	132	92.3	549,700
Mar-11	149	530,000	20	13.4	359,900	129	86.6	595,000
Feb-11	108	559,450	9	8.3	239,900	99	91.7	585,000
Jan-11	154	579,975	18	11.7	399,900	136	88.3	599,000
Dec-10	68	499,000	12	17.6	403,450	56	82.3	527,000
Nov-10	108	527,475	13	12.0	445,900	95	88.0	574,000
Oct-10	117	609,950	10	8.6	393,500	107	91.5	639,000

For Sale Properties by Month

Oct-10 vs. Oct-11: The number of For Sale properties is down 20%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
633	508	-125	-20%



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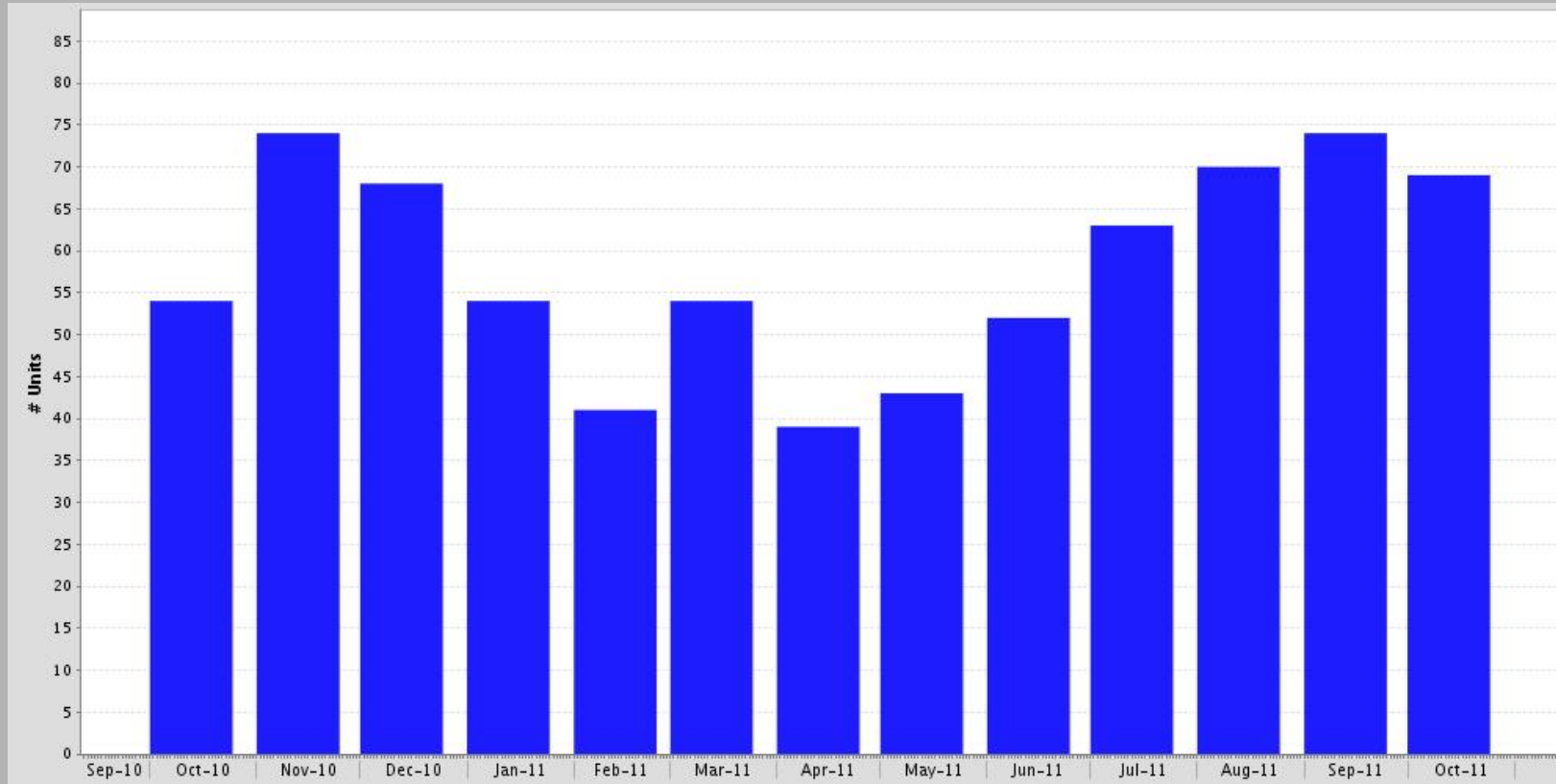
For Sale Properties by Month

Oct-10 vs. Oct-11: The number of For Sale properties is down 20%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	508	575,000	102	34	6.7	402,400	474	93.3	599,000
Sep-11	526	589,450	110	27	5.1	399,900	499	94.9	599,000
Aug-11	590	579,450	105	30	5.1	359,950	560	94.9	599,000
Jul-11	611	579,000	105	25	4.1	350,000	586	95.9	589,950
Jun-11	635	589,000	98	27	4.2	350,000	608	95.8	599,000
May-11	607	575,000	105	33	5.4	394,700	574	94.6	587,000
Apr-11	577	549,900	105	41	7.1	415,500	536	92.9	574,950
Mar-11	582	559,900	108	48	8.2	369,450	534	91.8	584,975
Feb-11	542	569,000	113	41	7.6	394,700	501	92.4	585,000
Jan-11	561	569,000	118	42	7.5	399,900	519	92.5	584,950
Dec-10	541	569,000	130	37	6.8	399,900	504	93.2	579,000
Nov-10	615	579,000	120	38	6.2	397,400	577	93.8	589,000
Oct-10	633	582,800	115	40	6.3	367,300	593	93.7	599,900

Expired Properties by Month

Oct-10 vs. Oct-11: The number of Expired properties is up 28%



Oct-10 vs. Oct-11

Oct-10

Oct-11

Change

%

54

69

15

+28%



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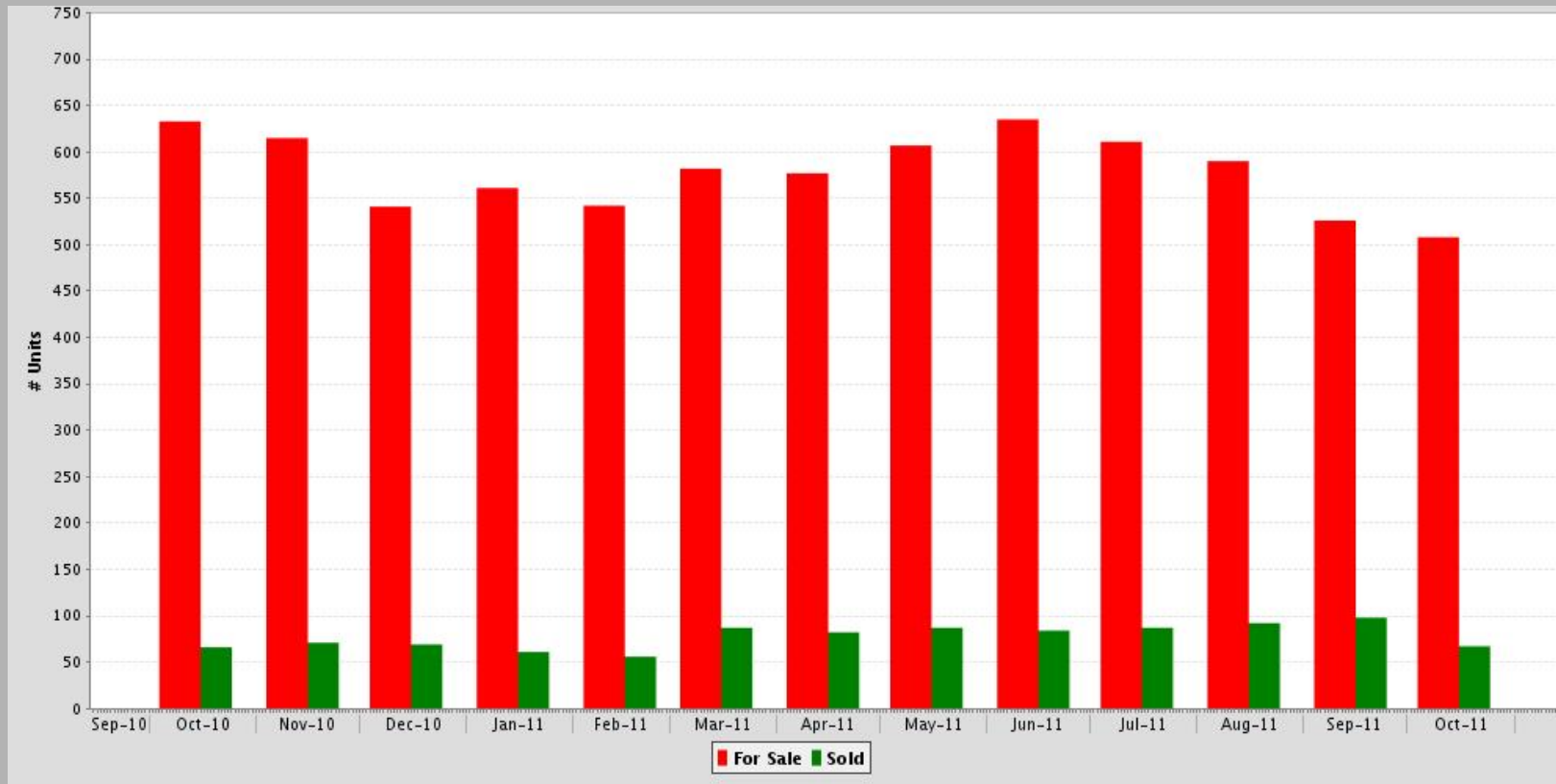
Expired Properties by Month

Oct-10 vs. Oct-11: The number of Expired properties is up 28%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	69	665,000	158	2	2.9	861,000	67	97.1	665,000
Sep-11	74	599,999	143	1	1.4	949,000	73	98.7	599,999
Aug-11	70	627,400	123	1	1.4	110,000	69	98.6	629,900
Jul-11	63	599,000	173	0			63	100.0	599,000
Jun-11	52	578,000	119	0			52	100.0	578,000
May-11	43	528,500	194	5	11.6	489,500	38	88.4	574,950
Apr-11	39	580,000	194	2	5.1	380,400	37	94.9	600,000
Mar-11	54	605,200	196	3	5.6	299,900	51	94.4	639,888
Feb-11	41	619,000	148	1	2.4	139,900	40	97.6	622,000
Jan-11	54	619,925	208	0			54	100.0	619,925
Dec-10	68	653,351	180	2	2.9	642,700	66	97.1	653,351
Nov-10	74	599,000	144	2	2.7	712,475	72	97.3	599,000
Oct-10	54	594,000	138	1	1.9	494,900	53	98.2	599,000

Supply & Demand by Month

Oct-10 vs. Oct-11: The number of for sale properties is down 20% and the number of sold properties is up 2%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
633	508	-125	-20%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
66	67	1	+2%

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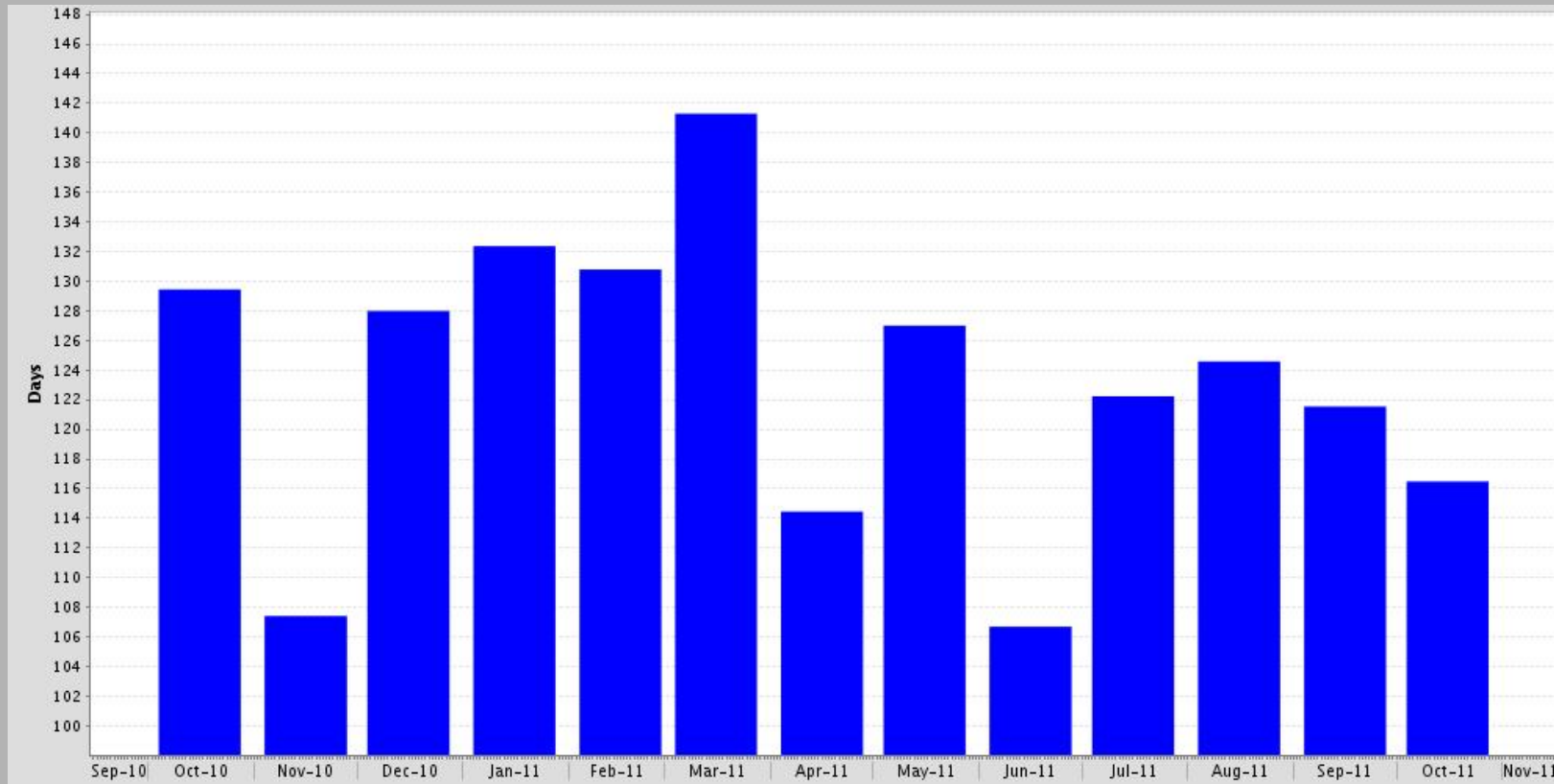
Supply & Demand by Month

Oct-10 vs. Oct-11: The number of for sale properties is down 20% and the number of sold properties is up 2%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Oct-11	508	102	67	99
Sep-11	526	110	98	110
Aug-11	590	105	92	105
Jul-11	611	105	87	128
Jun-11	635	98	84	125
May-11	607	105	87	118
Apr-11	577	105	82	131
Mar-11	582	108	87	151
Feb-11	542	113	56	130
Jan-11	561	118	61	109
Dec-10	541	130	69	108
Nov-10	615	120	71	103
Oct-10	633	115	66	101

The Average Days on Market by Month

Oct-10 vs. Oct-11: The average days on market is down 10%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
129	116	-13	-10%



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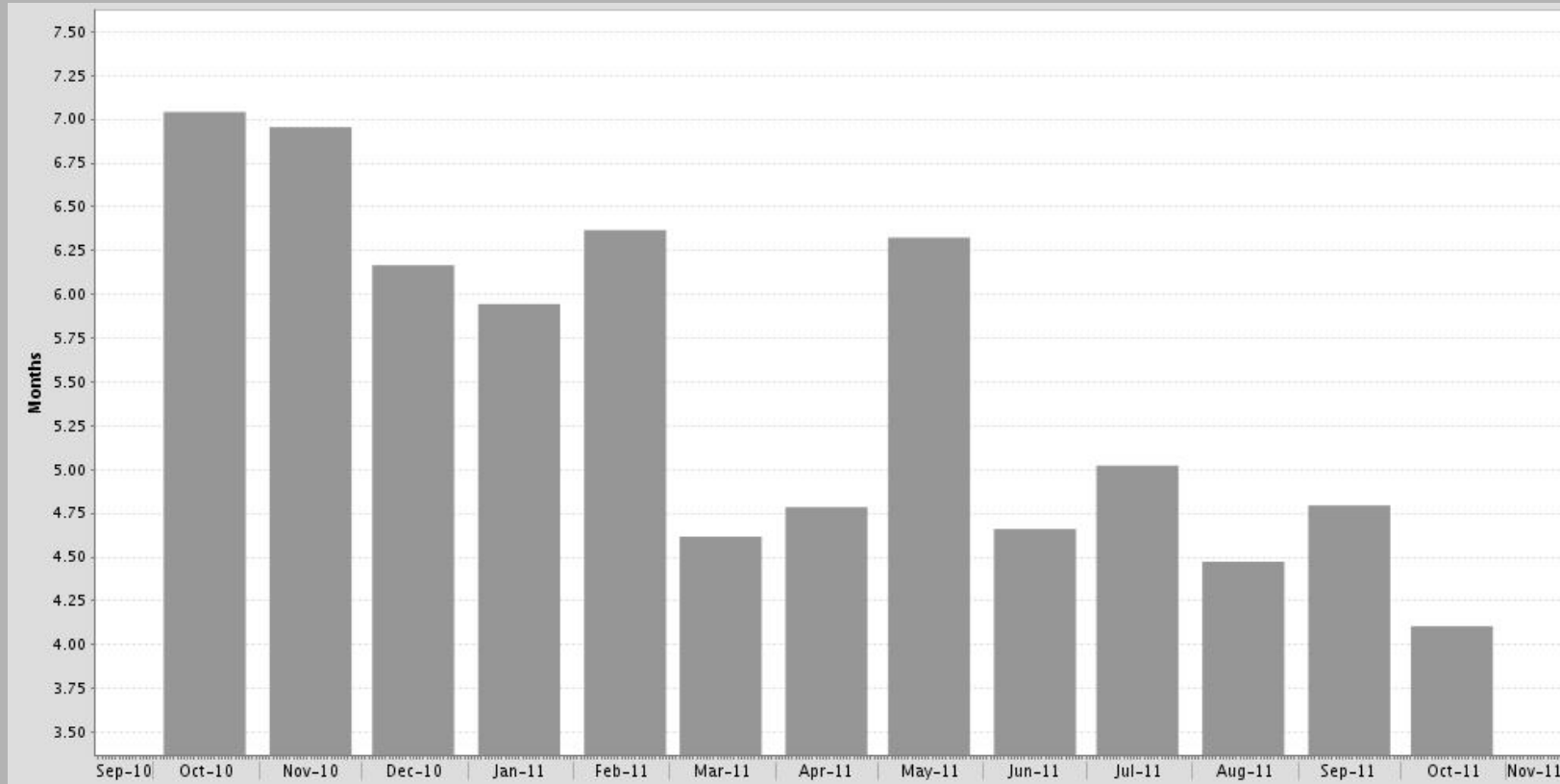
The Average Days on Market by Month

Oct-10 vs. Oct-11: The average days on market is down 10%

Time Period	Average DOM	# UC Units
Oct-11	116	86
Sep-11	122	78
Aug-11	125	95
Jul-11	122	91
Jun-11	107	103
May-11	127	77
Apr-11	114	93
Mar-11	141	94
Feb-11	131	68
Jan-11	132	73
Dec-10	128	66
Nov-10	107	68
Oct-10	129	72

Months Supply of Inventory

Oct-10 vs. Oct-11: The average months supply of inventory is down 42%



Oct-10 vs. Oct-11

Oct-10

Oct-11

Change

%

7.0

4.1

-2.9

-42%



MLS: VCRDS Period: 1 year (monthly) Price: All
 Property Types: Residential: (Single Family Dwelling, Condominium)
 Cities: Newbury Park, Thousand Oaks

Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All

Sq Ft: All

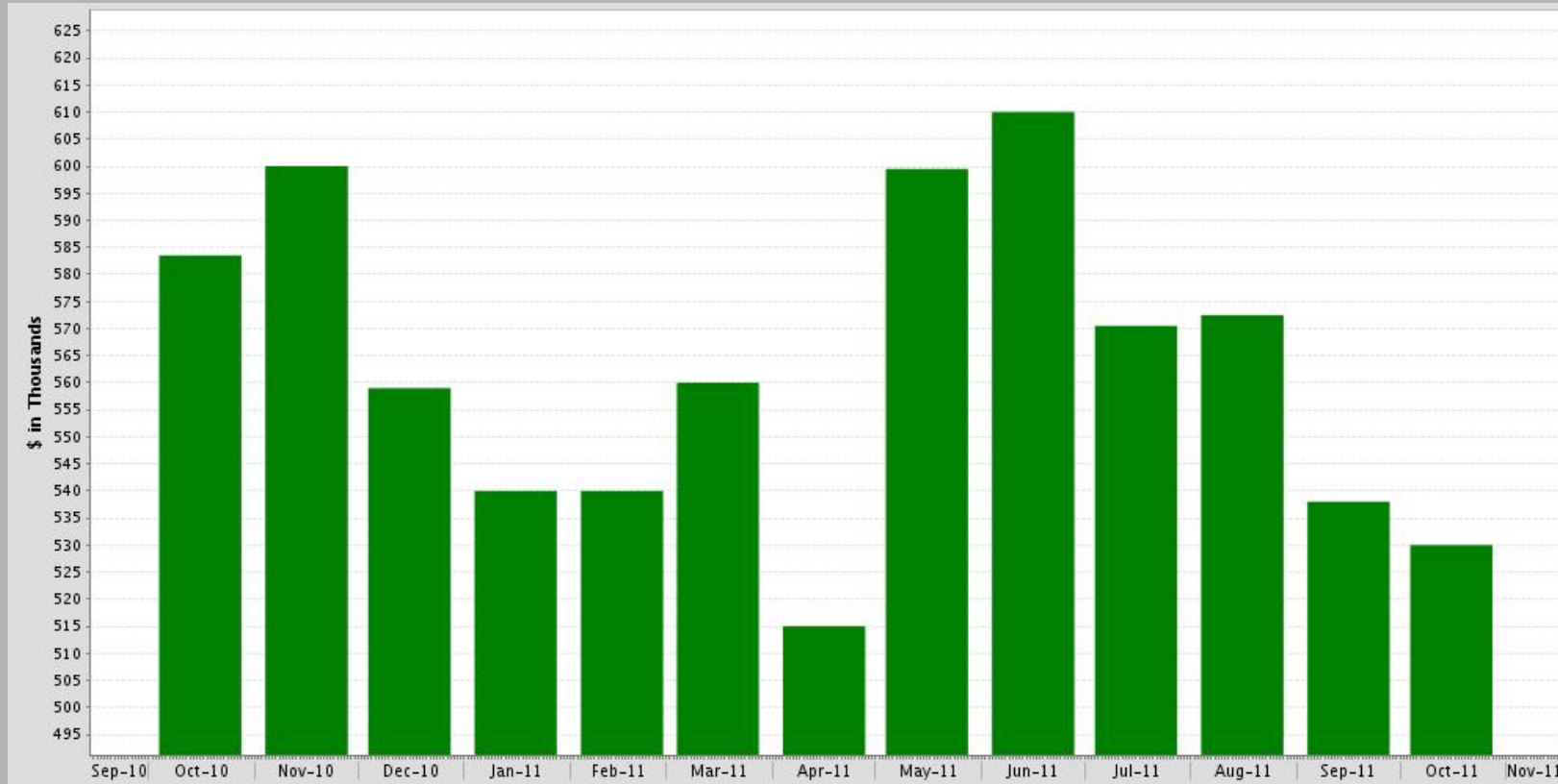
Months Supply of Inventory

Oct-10 vs. Oct-11: The average months supply of inventory is down 42%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Oct-11	353	86	4.1	116
Sep-11	374	78	4.8	122
Aug-11	425	95	4.5	125
Jul-11	457	91	5.0	122
Jun-11	480	103	4.7	107
May-11	487	77	6.3	127
Apr-11	445	93	4.8	114
Mar-11	434	94	4.6	141
Feb-11	433	68	6.4	131
Jan-11	434	73	5.9	132
Dec-10	407	66	6.2	128
Nov-10	473	68	7.0	107
Oct-10	507	72	7.0	129

Median Sold Price by Month

Oct-10 vs. Oct-11: The median sold price is down 9%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
583,500	530,000	-53,500	-9%



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 Property Types: Residential: (Single Family Dwelling, Condominium) Sq Ft: All
 Cities: Newbury Park, Thousand Oaks, Westlake Village

Includes Westlake Village



Median Sold Price by Month

Oct-10 vs. Oct-11: The median sold price is down 9%

Time Period	Median Price	# Units	Average DOM
Oct-11	530,000	80	98
Sep-11	538,000	113	114
Aug-11	572,500	118	109
Jul-11	570,500	118	133
Jun-11	610,000	127	113
May-11	599,500	107	111
Apr-11	515,000	109	159
Mar-11	560,000	115	140
Feb-11	540,000	71	131
Jan-11	540,000	75	113
Dec-10	559,000	93	102
Nov-10	600,000	95	116
Oct-10	583,500	86	120

Median For Sale vs. Median Sold

Oct-10 vs. Oct-11: The median price of for sale properties is down 2% and the median price of sold properties is down 9%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
650,000	639,500	-10,500	-2%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
583,500	530,000	-53,500	-9%

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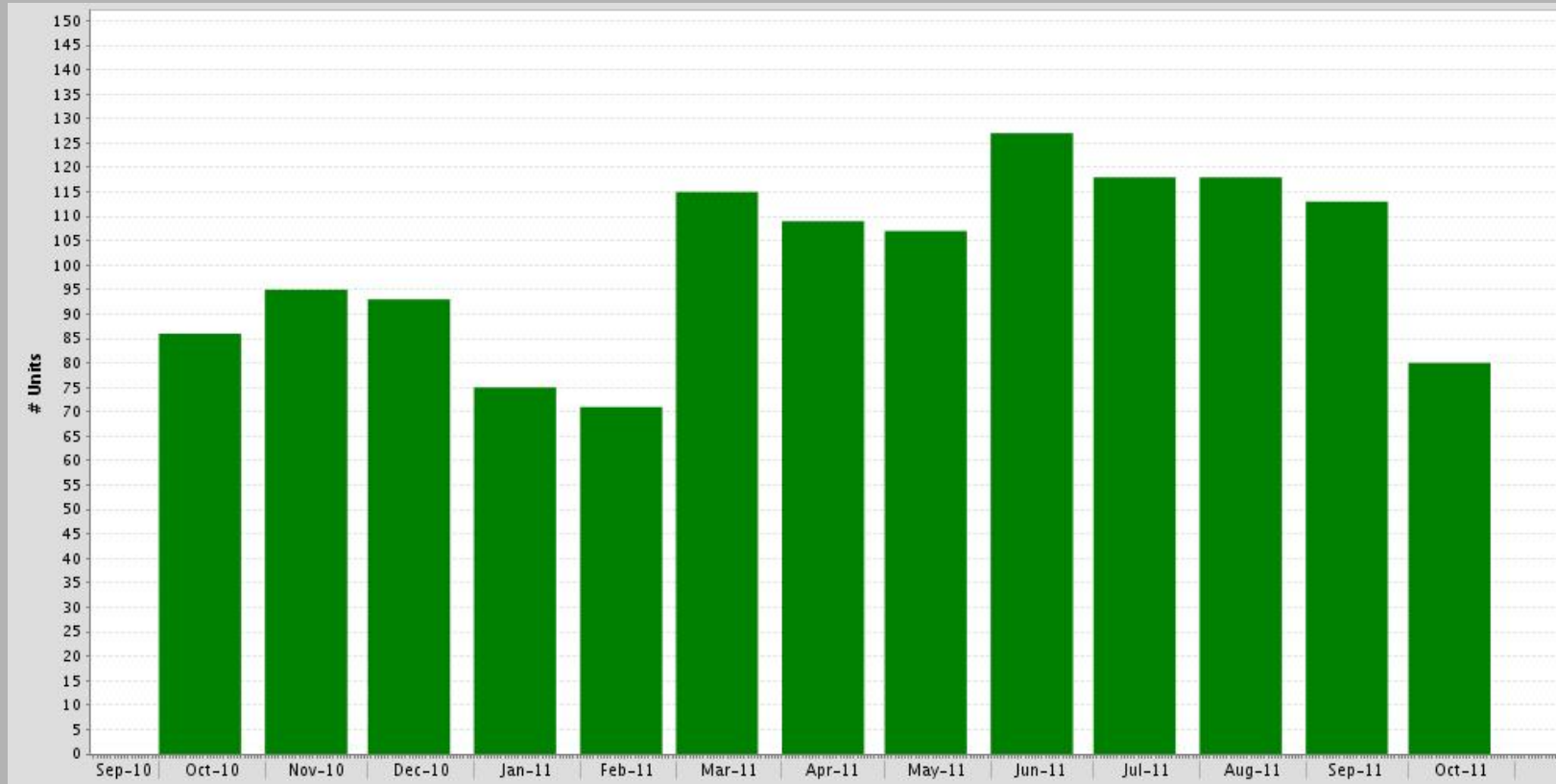
Median For Sale vs. Median Sold

Oct-10 vs. Oct-11: The median price of for sale properties is down 2% and the median price of sold properties is down 9%

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Oct-11	639,500	658	530,000	80	-109,499
Sep-11	649,999	695	538,000	113	-111,999
Aug-11	650,000	765	572,500	118	-77,500
Jul-11	647,000	777	570,500	118	-76,500
Jun-11	653,750	814	610,000	127	-43,750
May-11	649,999	801	599,500	107	-50,499
Apr-11	632,475	778	515,000	109	-117,475
Mar-11	639,000	774	560,000	115	-79,000
Feb-11	639,000	719	540,000	71	-99,000
Jan-11	629,000	739	540,000	75	-89,000
Dec-10	639,000	711	559,000	93	-80,000
Nov-10	640,000	811	600,000	95	-40,000
Oct-10	650,000	852	583,500	86	-66,500

Sold Properties by Month

Oct-10 vs. Oct-11: The number of Sold properties is down 7%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
86	80	-6	-7%



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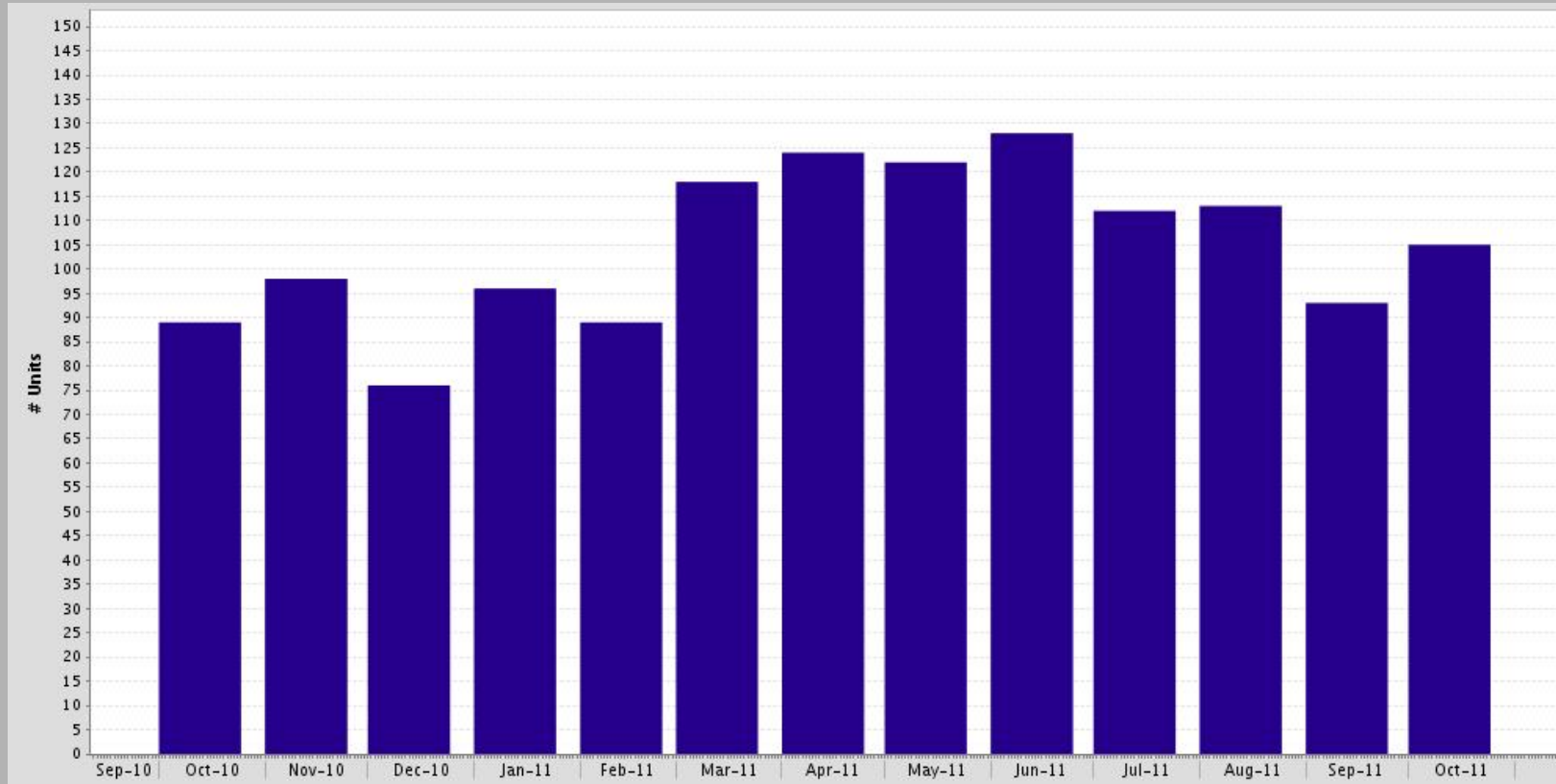
Sold Properties by Month

Oct-10 vs. Oct-11: The number of Sold properties is down 7%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	80	530,000	98	10	12.5	315,000	70	87.5	537,500
Sep-11	113	538,000	114	12	10.6	330,000	101	89.4	570,000
Aug-11	118	572,500	109	9	7.6	332,000	109	92.4	600,000
Jul-11	118	570,500	133	7	5.9	565,000	111	94.1	595,000
Jun-11	127	610,000	113	20	15.8	380,835	107	84.2	662,500
May-11	107	599,500	111	15	14.0	415,500	92	86.0	640,000
Apr-11	109	515,000	159	20	18.4	311,000	89	81.7	575,000
Mar-11	115	560,000	140	17	14.8	410,000	98	85.2	581,500
Feb-11	71	540,000	131	10	14.1	344,000	61	85.9	575,000
Jan-11	75	540,000	113	11	14.7	306,000	64	85.3	560,250
Dec-10	93	559,000	102	16	17.2	472,450	77	82.8	560,000
Nov-10	95	600,000	116	16	16.8	502,500	79	83.2	626,000
Oct-10	86	583,500	120	11	12.8	467,000	75	87.2	600,000

Under Contract Properties by Month

Oct-10 vs. Oct-11: The number of Under Contract properties is up 18%



Oct-10 vs. Oct-11

Oct-10

Oct-11

Change

%

89

105

16

+18%



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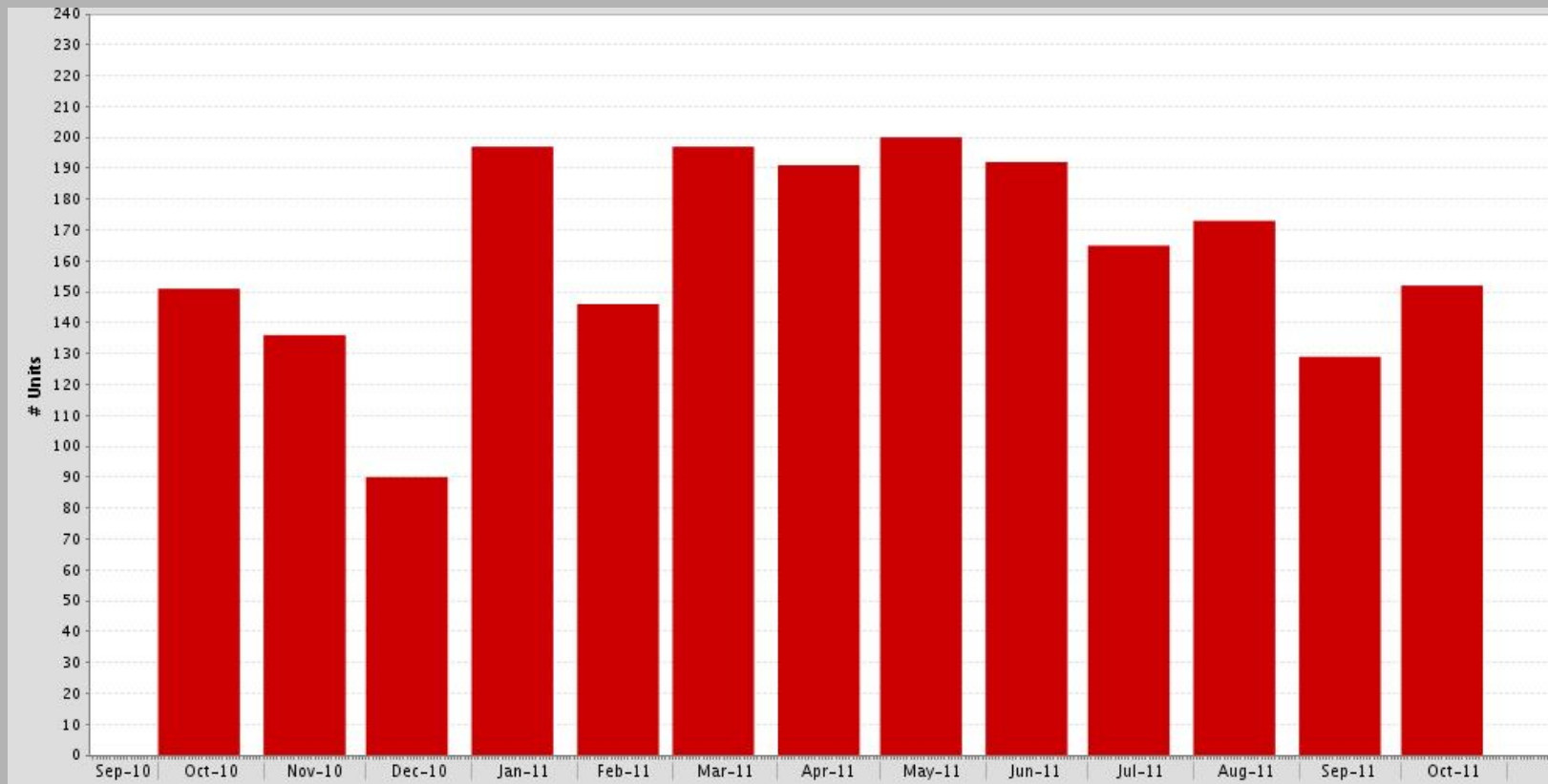
Under Contract Properties by Month

Oct-10 vs. Oct-11: The number of Under Contract properties is up 18%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	105	509,900	112	8	7.6	254,450	97	92.4	525,000
Sep-11	93	550,000	122	6	6.5	344,900	87	93.5	559,000
Aug-11	113	519,900	124	11	9.7	299,900	102	90.3	532,250
Jul-11	112	549,750	122	8	7.1	347,400	104	92.9	572,450
Jun-11	128	589,500	110	13	10.2	449,900	115	89.8	599,000
May-11	122	621,500	118	15	12.3	399,900	107	87.7	659,000
Apr-11	124	539,450	118	19	15.3	379,900	105	84.7	619,900
Mar-11	118	564,450	152	18	15.2	296,950	100	84.8	629,950
Feb-11	89	585,000	144	15	16.9	509,000	74	83.2	605,975
Jan-11	96	574,950	130	12	12.5	357,850	84	87.5	599,500
Dec-10	76	519,925	127	11	14.5	424,900	65	85.5	549,000
Nov-10	98	624,450	113	15	15.3	497,000	83	84.7	669,000
Oct-10	89	569,000	124	17	19.1	421,700	72	80.9	614,475

New Properties by Month

Oct-10 vs. Oct-11: The number of New properties is up 1%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
151	152	1	+1%



MLS: VCRDS Period: 1 year (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Residential: (Single Family Dwelling, Condominium) Sq Ft: All
 Cities: Newbury Park, Thousand Oaks, Westlake Village

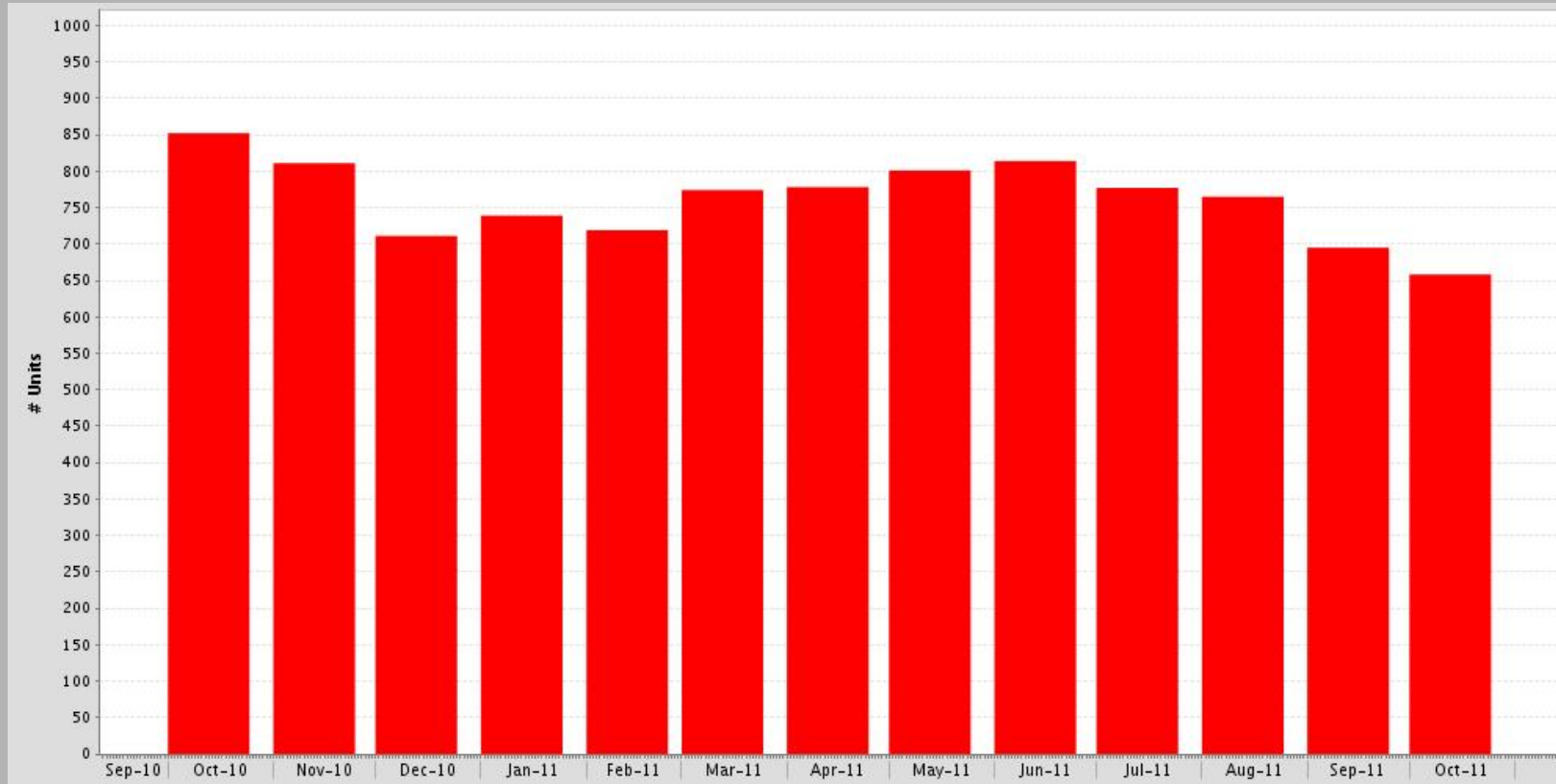
New Properties by Month

Oct-10 vs. Oct-11: The number of New properties is up 1%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	152	525,000	16	10.5	333,152	136	89.5	532,500
Sep-11	129	569,900	11	8.5	387,000	118	91.5	597,000
Aug-11	173	599,900	13	7.5	389,900	160	92.5	619,975
Jul-11	165	579,900	10	6.1	387,400	155	93.9	598,000
Jun-11	192	636,000	14	7.3	329,928	178	92.7	649,950
May-11	200	675,000	11	5.5	359,900	189	94.5	685,000
Apr-11	191	590,000	13	6.8	499,900	178	93.2	599,450
Mar-11	197	624,900	21	10.7	339,900	176	89.3	648,000
Feb-11	146	644,444	13	8.9	229,900	133	91.1	699,900
Jan-11	197	600,000	19	9.6	399,900	178	90.4	624,500
Dec-10	90	557,200	14	15.6	412,500	76	84.4	585,000
Nov-10	136	566,500	17	12.5	445,900	119	87.5	585,000
Oct-10	151	649,900	12	8.0	393,500	139	92.0	659,000

For Sale Properties by Month

Oct-10 vs. Oct-11: The number of For Sale properties is down 23%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
852	658	-194	-23%



MLS: VCRDS Period: 1 year (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
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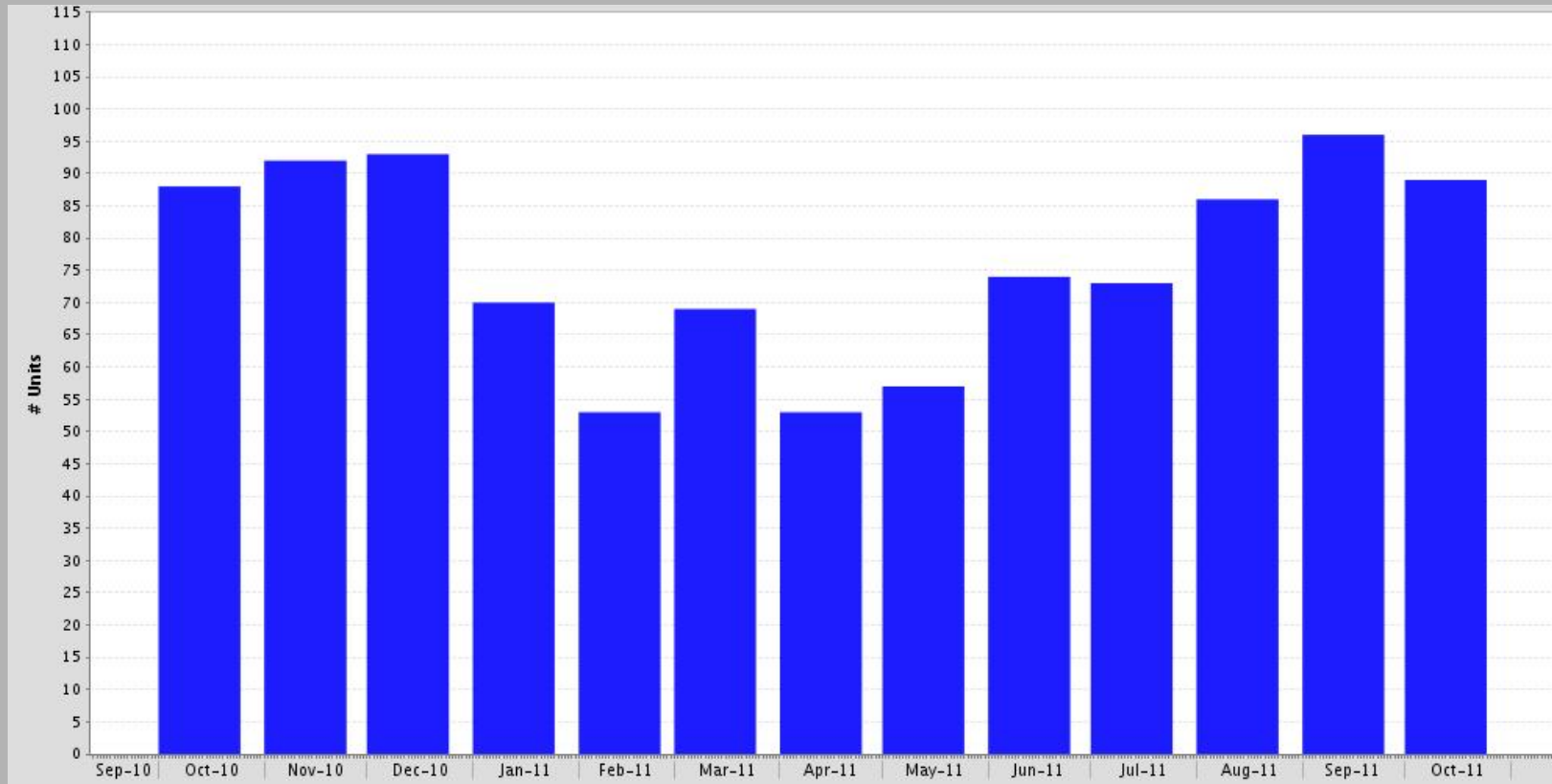
For Sale Properties by Month

Oct-10 vs. Oct-11: The number of For Sale properties is down 23%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	658	639,500	110	39	5.9	385,000	619	94.1	650,000
Sep-11	695	649,999	115	30	4.3	388,450	665	95.7	665,000
Aug-11	765	650,000	109	32	4.2	359,950	733	95.8	669,000
Jul-11	777	647,000	109	27	3.5	350,000	750	96.5	653,750
Jun-11	814	653,750	103	30	3.7	354,950	784	96.3	665,000
May-11	801	649,999	108	36	4.5	399,450	765	95.5	669,000
Apr-11	778	632,475	108	46	5.9	429,000	732	94.1	649,250
Mar-11	774	639,000	110	54	7.0	369,450	720	93.0	675,250
Feb-11	719	639,000	116	50	7.0	397,300	669	93.0	669,000
Jan-11	739	629,000	121	50	6.8	399,900	689	93.2	659,000
Dec-10	711	639,000	134	45	6.3	407,000	666	93.7	660,950
Nov-10	811	640,000	123	48	5.9	442,950	763	94.1	659,000
Oct-10	852	650,000	120	50	5.9	429,400	802	94.1	669,700

Expired Properties by Month

Oct-10 vs. Oct-11: The number of Expired properties is up 1%



Oct-10 vs. Oct-11

Oct-10

Oct-11

Change

%

88

89

1

+1%



MLS: VCRDS	Period: 1 year (monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family Dwelling, Condominium)					Sq Ft: All
Cities:	Newbury Park, Thousand Oaks, Westlake Village					

Expired Properties by Month

Oct-10 vs. Oct-11: The number of Expired properties is up 1%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Oct-11	89	724,900	161	2	2.2	861,000	87	97.8	699,900
Sep-11	96	684,450	155	1	1.0	949,000	95	99.0	669,900
Aug-11	86	709,500	126	2	2.3	415,000	84	97.7	712,000
Jul-11	73	639,900	191	0			73	100.0	639,900
Jun-11	74	697,000	130	0			74	100.0	697,000
May-11	57	600,859	184	5	8.8	489,500	52	91.2	616,861
Apr-11	53	680,000	188	2	3.8	380,400	51	96.2	689,000
Mar-11	69	700,000	191	3	4.3	299,900	66	95.7	740,450
Feb-11	53	645,000	159	2	3.8	126,050	51	96.2	649,000
Jan-11	70	659,450	204	1	1.4	250,000	69	98.6	659,900
Dec-10	93	733,999	205	3	3.2	601,698	90	96.8	741,500
Nov-10	92	632,000	147	2	2.2	712,475	90	97.8	632,000
Oct-10	88	799,925	180	2	2.3	7,744,950	86	97.7	799,925

Supply & Demand by Month

Oct-10 vs. Oct-11: The number of for sale properties is down 23% and the number of sold properties is down 7%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
852	658	-194	-23%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
86	80	-6	-7%

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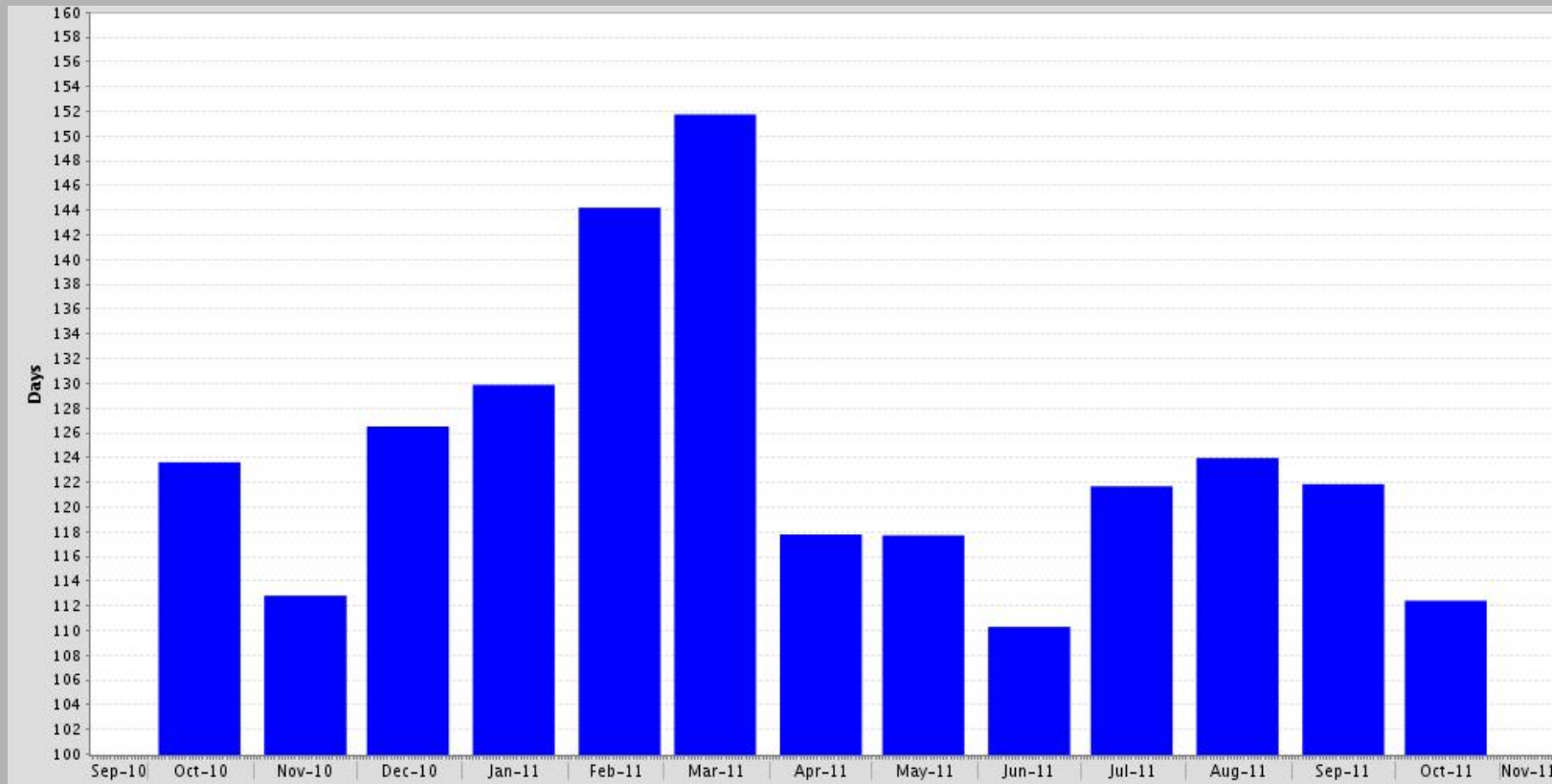
Supply & Demand by Month

Oct-10 vs. Oct-11: The number of for sale properties is down 23% and the number of sold properties is down 7%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Oct-11	658	110	80	98
Sep-11	695	115	113	114
Aug-11	765	109	118	109
Jul-11	777	109	118	133
Jun-11	814	103	127	113
May-11	801	108	107	111
Apr-11	778	108	109	159
Mar-11	774	110	115	140
Feb-11	719	116	71	131
Jan-11	739	121	75	113
Dec-10	711	134	93	102
Nov-10	811	123	95	116
Oct-10	852	120	86	120

The Average Days on Market by Month

Oct-10 vs. Oct-11: The average days on market is down 9%



Oct-10 vs. Oct-11

Oct-10	Oct-11	Change	%
124	112	-11	-9%



MLS: VCRDS Period: 1 year (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Residential: (Single Family Dwelling, Condominium) Sq Ft: All
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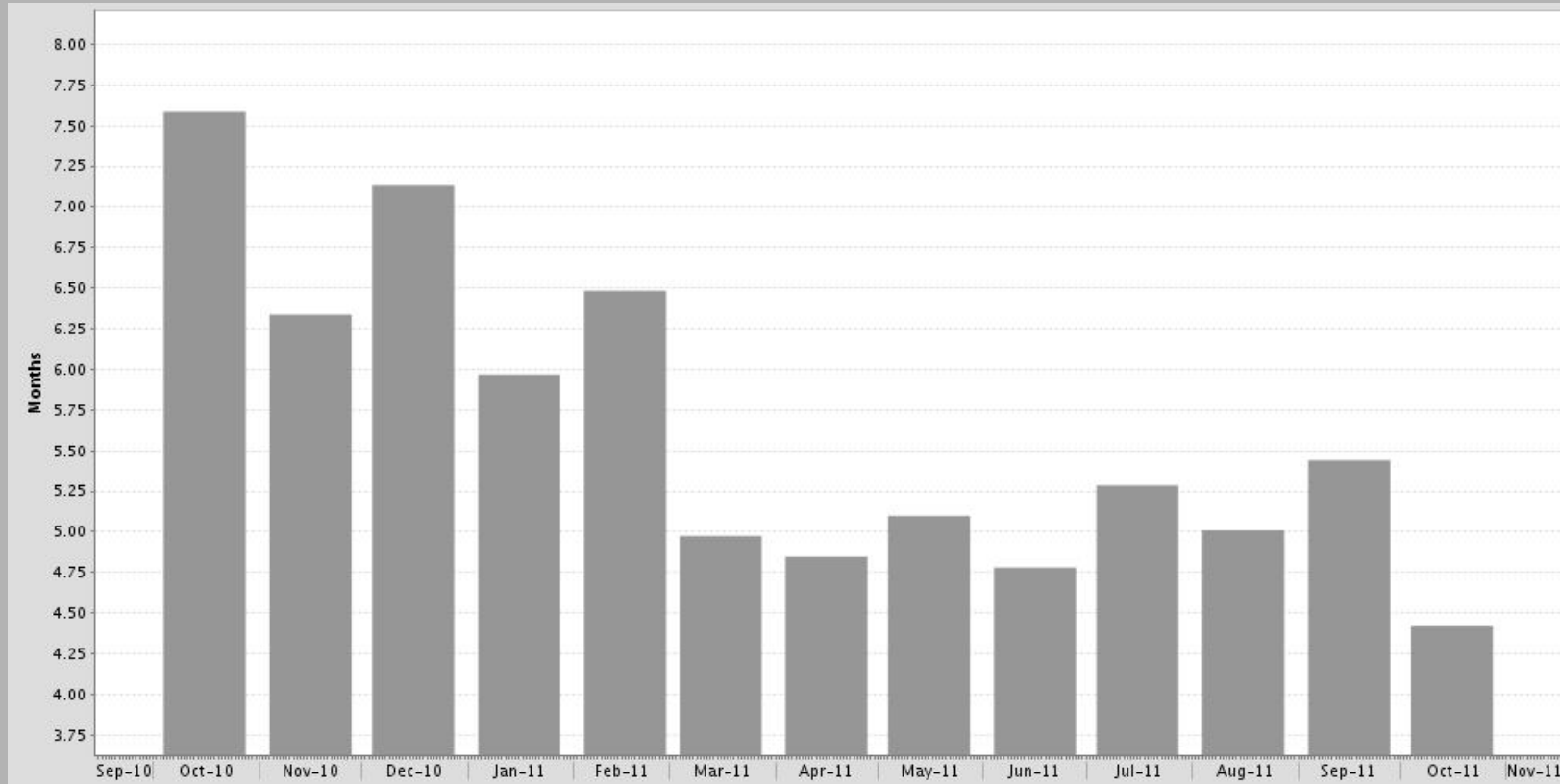
The Average Days on Market by Month

Oct-10 vs. Oct-11: The average days on market is down 9%

Time Period	Average DOM	# UC Units
Oct-11	112	105
Sep-11	122	93
Aug-11	124	113
Jul-11	122	112
Jun-11	110	128
May-11	118	122
Apr-11	118	124
Mar-11	152	118
Feb-11	144	89
Jan-11	130	96
Dec-10	127	76
Nov-10	113	98
Oct-10	124	89

Months Supply of Inventory

Oct-10 vs. Oct-11: The average months supply of inventory is down 42%



Oct-10 vs. Oct-11			
Oct-10	Oct-11	Change	%
7.6	4.4	-3.2	-42%



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 Property Types: Residential: (Single Family Dwelling, Condominium) Sq Ft: All
 Cities: Newbury Park, Thousand Oaks, Westlake Village

Months Supply of Inventory

Oct-10 vs. Oct-11: The average months supply of inventory is down 42%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Oct-11	464	105	4.4	112
Sep-11	506	93	5.4	122
Aug-11	566	113	5.0	124
Jul-11	592	112	5.3	122
Jun-11	612	128	4.8	110
May-11	622	122	5.1	118
Apr-11	601	124	4.8	118
Mar-11	587	118	5.0	152
Feb-11	577	89	6.5	144
Jan-11	573	96	6.0	130
Dec-10	542	76	7.1	127
Nov-10	621	98	6.3	113
Oct-10	675	89	7.6	124