Zip Code: 90094

Price Range: 0 to 999999999 | Properties: Townhome, Condo

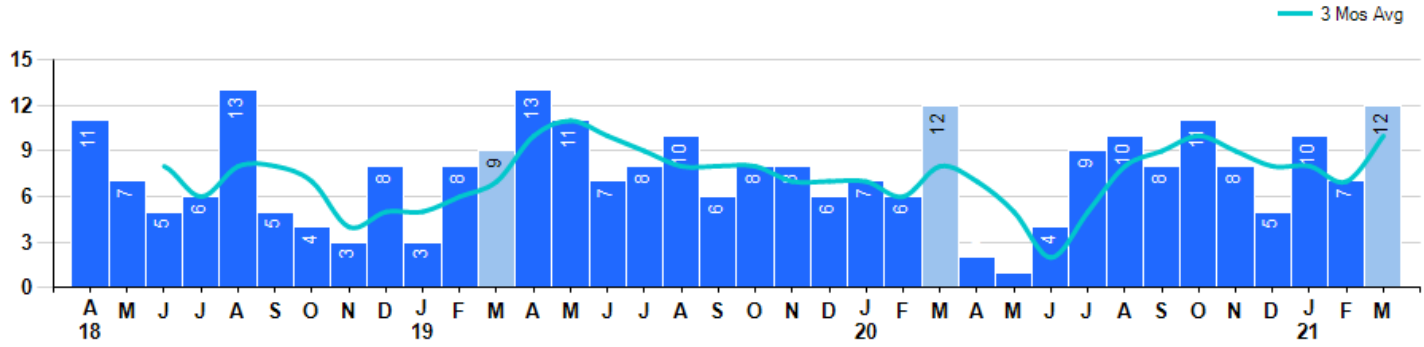
Daniel Rangel
Sales Associate
3107497092
www.theartistofrealestate.com
daniel@theartistofrealestate.com

Market Profile & Trends Overview	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
		Trending Versus*:					Trending Versus*:	
Median List Price of all Current Listings	$1,325,000	11%		15%				
Average List Price of all Current Listings	$1,243,714	-5%		2%				
March Median Sales Price	$987,000	6%	-6%	-11%	-8%	$999,000	-13%	-7%
March Average Sales Price	$991,833	-8%	-6%	-13%	-14%	$1,049,310	-14%	-9%
Total Properties Currently for Sale (Inventory)	21	-28%		40%				
March Number of Properties Sold	12	71%		0%		29	16%	
March Average Days on Market (Solds)	26	0%	-7%	-19%	-32%	27	-13%	-29%
Asking Price per Square Foot (based on New Listings)	$732	-1%	-4%	6%	-3%	$758	4%	0%
March Sold Price per Square Foot	$752	8%	6%	-1%	5%	$709	-4%	-1%
March Month's Supply of Inventory	1.8	-58%	-40%	40%	-69%	2.9	76%	-49%
March Sale Price vs List Price Ratio	97.6%	-1.8%	-1%	-3%	-0.5%	98.3%	-1.2%	0.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

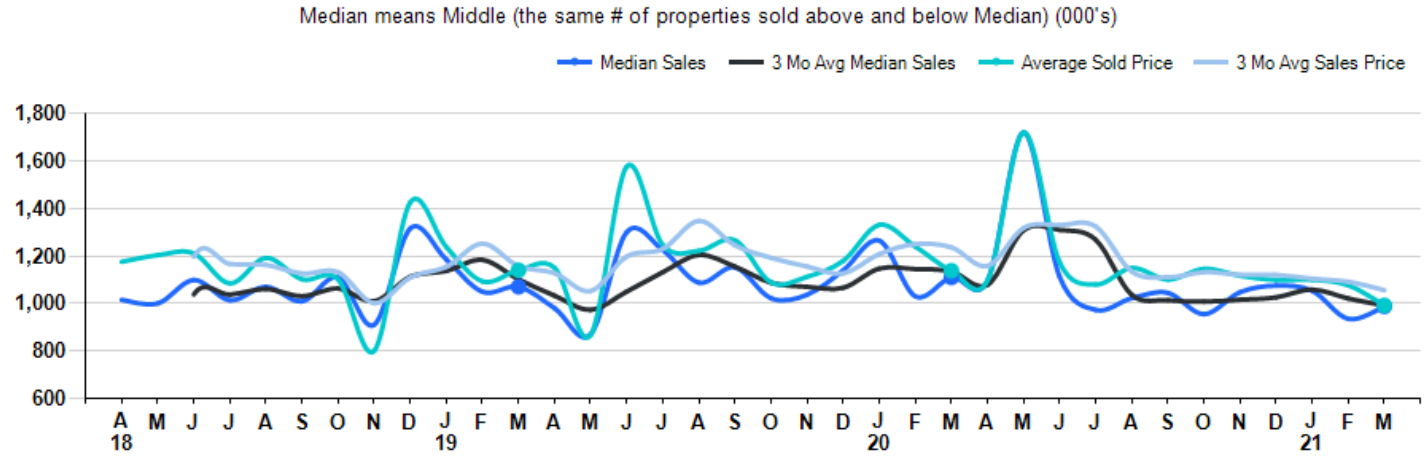
Property Sales

March Property sales were 12, equal to 12 in March of 2020 and 71.4% higher than the 7 sales last month. March 2021 sales were at a mid level compared to March of 2020 and 2019. March YTD sales of 29 are running 16.0% ahead of last year's year-to-date sales of 25.



Prices

The Median Sales Price in March was $987,000, down -11.0% from $1,109,500 in March of 2020 and up 5.6% from $935,000 last month. The Average Sales Price in March was $991,833, down -12.8% from $1,137,667 in March of 2020 and down -7.9% from $1,076,857 last month. March 2021 ASP was at the lowest level compared to March of 2020 and 2019.



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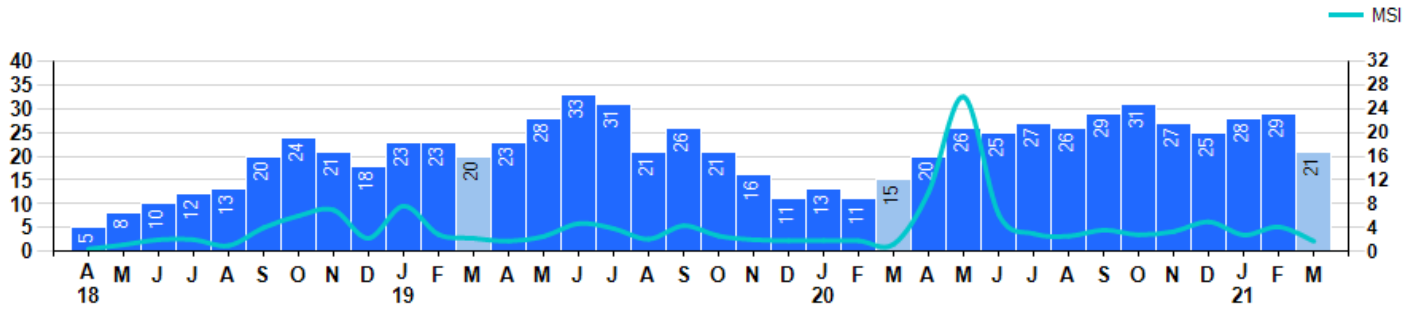
Inventory & MSI

The Total Inventory of Properties available for sale as of March was 21, down -27.6% from 29 last month and up 40.0% from 15 in March of last year. March 2021 Inventory was at highest level compared to March of 2020 and 2019.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2021 MSI of 1.8 months was at a mid range compared with March of 2020 and 2019.

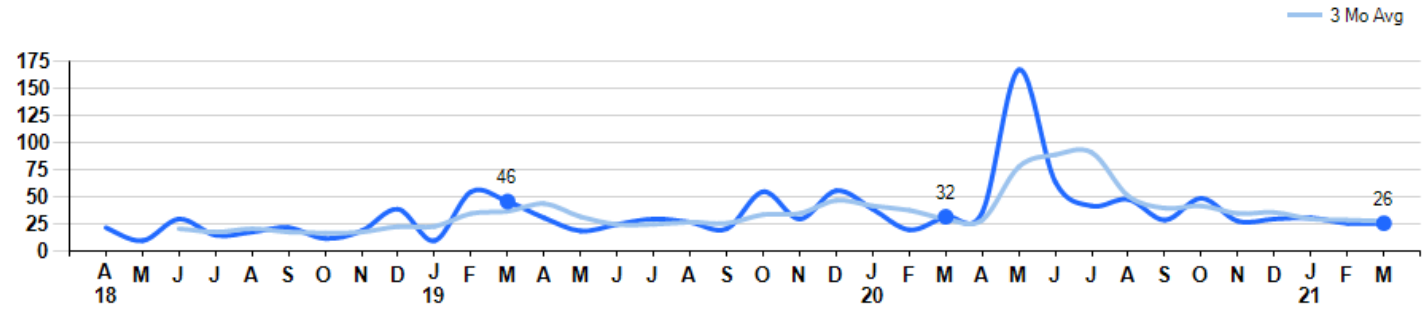
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 26, equal to 26 days last month and down -18.8% from 32 days in March of last year. The March 2021 DOM was at its lowest level compared with March of 2020 and 2019.

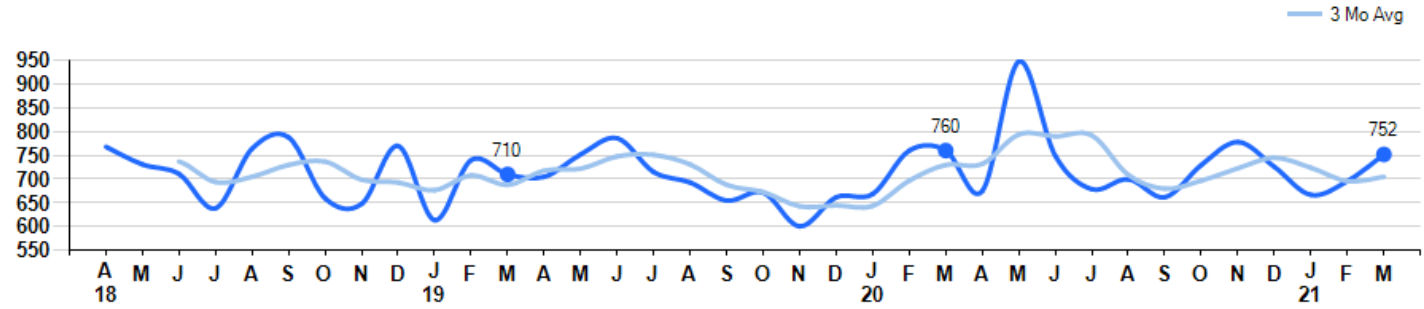
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2021 Selling Price per Square Foot of $752 was up 8.0% from $696 last month and down -1.1% from $760 in March of last year.

Average Selling Price per Square Foot for properties that sold during the month



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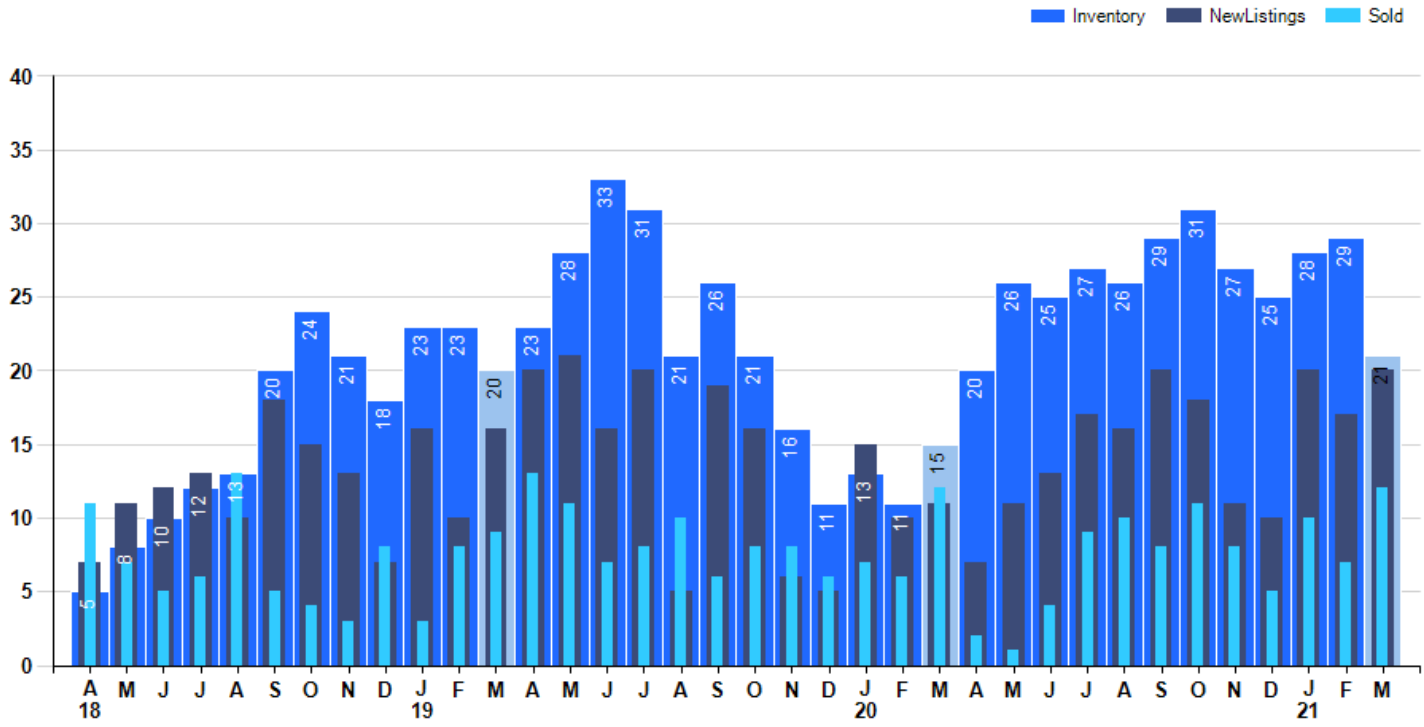
Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2021 Selling Price vs List Price of 97.6% was down from 99.4% last month and down from 100.1% in March of last year.

Inventory / New Listings / Sales

'This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2021 was 20, up 17.6% from 17 last month and up 81.8% from 11 in March of last year.



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	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Homes Sold	11	7	5	6	13	5	4	3	8	3	8	9	13	11	7	8	10	6	8	8	6	7	6	12	2	1	4	9	10	8	11	8	5	10	7	12
3 Mo. Roll Avg			8	6	8	8	7	4	5	5	6	7	10	11	10	9	8	8	8	7	7	7	6	8	7	5	2	5	8	9	10	9	8	8	7	10

(000's)	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
MedianSalePrice	1,015	1,000	1,099	1,014	1,070	1,009	1,110	910	1,316	1,185	1,049	1,070	980	870	1,300	1,225	1,088	1,153	1,022	1,037	1,139	1,265	1,030	1,110	1,096	1,720	1,113	973	1,023	1,045	955	1,048	1,075	1,053	935	987
3 Mo. Roll Avg			1,038	1,038	1,061	1,031	1,063	1,010	1,112	1,137	1,183	1,101	1,033	973	1,050	1,132	1,204	1,155	1,087	1,070	1,066	1,147	1,145	1,135	1,079	1,309	1,310	1,269	1,036	1,013	1,007	1,016	1,026	1,059	1,021	992

	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Inventory	5	8	10	12	13	20	24	21	18	23	23	20	23	28	33	31	21	26	21	16	11	13	11	15	20	26	25	27	26	29	31	27	25	28	29	21
MSI	0	1	2	2	1	4	6	7	2	8	3	2	2	3	5	4	2	4	3	2	2	2	2	1	10	26	6	3	3	4	3	3	5	3	4	2

	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Days On Market	22	10	30	15	18	22	12	19	39	10	55	46	31	19	25	30	27	21	55	30	56	39	20	32	36	167	64	42	48	29	49	28	30	31	26	26
3 Mo. Roll Avg			21	18	21	18	17	18	23	23	35	37	44	32	25	25	27	26	34	35	47	42	38	30	29	78	89	91	51	40	42	35	36	30	29	28

	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Price per Sq Ft	768	731	711	639	764	788	660	648	770	614	740	710	705	752	786	715	693	655	672	601	662	669	760	760	675	947	749	679	700	662	730	778	726	667	696	752
3 Mo. Roll Avg			737	694	705	730	737	699	693	677	708	688	718	722	748	751	731	688	673	643	645	644	697	730	732	794	790	792	709	680	697	723	745	724	696	705

	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Sale to List Price	1.008	1.008	1.017	0.995	1.000	0.990	0.986	0.989	0.956	1.002	0.952	0.979	0.977	1.013	0.997	0.989	1.003	0.967	0.938	0.966	0.962	0.971	1.011	1.001	0.959	0.930	0.987	0.950	0.980	0.983	0.983	0.978	0.965	0.984	0.994	0.976
3 Mo. Roll Avg			1.011	1.007	1.004	0.995	0.992	0.988	0.977	0.982	0.970	0.978	0.969	0.990	0.996	1.000	0.996	0.986	0.969	0.957	0.955	0.966	0.981	0.994	0.990	0.963	0.959	0.956	0.972	0.971	0.982	0.981	0.975	0.976	0.981	0.985

	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
New Listings	7	11	12	13	10	18	15	13	7	16	10	16	20	21	16	20	5	19	16	6	5	15	10	11	7	11	13	17	16	20	18	11	10	20	17	20
Inventory	5	8	10	12	13	20	24	21	18	23	23	20	23	28	33	31	21	26	21	16	11	13	11	15	20	26	25	27	26	29	31	27	25	28	29	21
Sales	11	7	5	6	13	5	4	3	8	3	8	9	13	11	7	8	10	6	8	8	6	7	6	12	2	1	4	9	10	8	11	8	5	10	7	12

(000's)	A 18	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M
Avg Sale Price	1,175	1,204	1,211	1,084	1,192	1,102	1,101	801	1,426	1,238	1,093	1,140	1,150	866	1,576	1,246	1,222	1,267	1,088	1,113	1,179	1,331	1,240	1,138	1,096	1,720	1,173	1,080	1,150	1,101	1,146	1,116	1,099	1,099	1,077	992
3 Mo. Roll Avg			1,197	1,166	1,162	1,126	1,132	1,001	1,109	1,155	1,252	1,157	1,128	1,052	1,198	1,230	1,348	1,245	1,192	1,156	1,127	1,208	1,250	1,236	1,158	1,318	1,330	1,324	1,134	1,110	1,132	1,121	1,120	1,105	1,092	1,056

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