

FREE CLASS

California Friendly Landscape Training



Saturday, May 17, 2014 | 10 a.m. - 1 p.m.

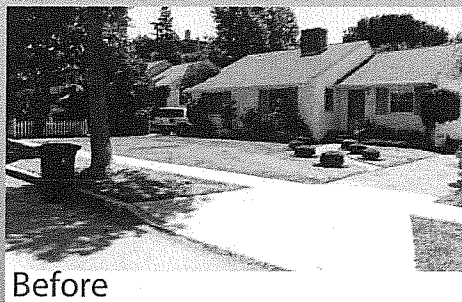
(please arrive at 9:30 a.m. to complete registration)

At the class, learn to create a California friendly garden using the latest sustainable materials and techniques.

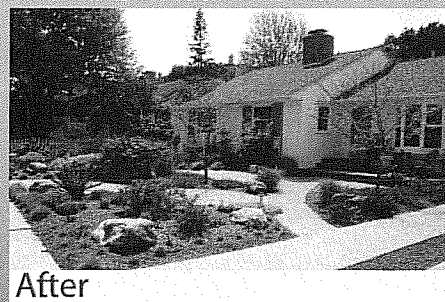
Course covers use of:

- native plants and edibles
- water-efficient irrigation devices
(drip irrigation, "smart" sprinkler controllers)
- rainwater capture and permeable materials
- on-site water retention to reduce water run-off and pollution to the ocean

Sponsored by:



Before



After

Space is limited, register today! Snacks provided.

Class will be held at:

Topanga Library
122 N. Topanga Canyon Blvd.
Topanga, CA 90290

To register: Call (310) 371-4633
or visit www.sbesc.com

2014 Real Estate Update for CMHO Tract 8923

As of February 25, 2014, there are 75 single family homes (exclusive of mobile/manufactured homes) for sale in Pacific Palisades, as compared to 79 homes for sale at this time last year. There are also 16 homes looking for a back-up offer, 21 pending sales, and 28 homes that have closed escrow since January 01, 2014. This is right on track to keep pace with last year's sales of 321 single family homes in Pacific Palisades. The 321 homes sales in 2013 represents a 11.5% increase in units sold from the prior year. In addition, there was approximately a 15% increase in home sale prices from 2012.

In our tract, a total of 6 homes sold in 2013, ranging in price from \$1,270,000 to \$2,785,000. The low sale was an unfortunate sale for the neighborhood, as it has skewed the comparable sales. That property was a short sale, and an out of area broker listed the home and also represented the buyer.

In our tract, there is currently one home for sale listed at \$2,750,000, one home looking for a back-up offer listed at \$1,995,000, and one home with a sale pending listed at \$2,895,000, very similar to last year's statistics. There were 3 properties that leased on our hill in 2013, ranging from \$5250 per month to \$6600 per month. There has been one lease sale on the hill since January 1st, and that property sold for \$7300 a month. There is one active lease listing on Monte Grigio for \$6500.00 per month

Currently the price range for those homes for sale in Pacific Palisades is \$1,295,000 to \$19,000,000. The entry level home is a 3 bedroom, 2 bath home on Palmera, which was listed in November, 2013 and the \$19,000,000 property is a 30 acre parcel with entrance off of Pacific Coast Highway which has been on and off of the market since 2007.

There are, as of this writing, 36 single family homes and condominiums in some state of foreclosure in Pacific Palisades, a marked improvement from last year at this time when there were 71 homes in some stage of foreclosure. At the peak, there were nearly 100 homes in Pacific Palisades in some stage of foreclosure. We are grateful that period of time in the real estate market is behind us for now!

Judy Orsini

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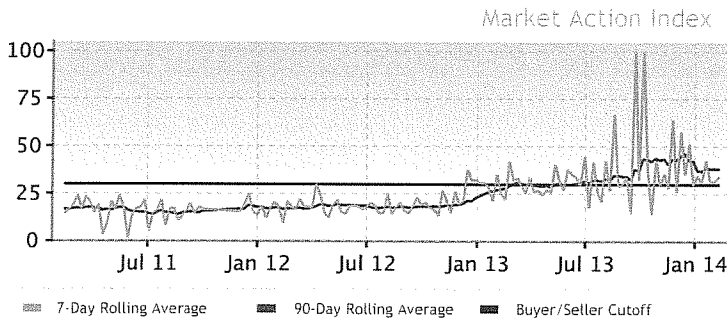
This Week

The median list price in PACIFIC PALISADES, CA 90272 this week is \$4,672,500.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices. Current supply and demand levels show no sign of prices changing from their current trend.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Quartiles

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	Characteristics per Quartile
Top/First	\$ 9,962,500	7350	0.50 - 1.0 acre	5.0	6.0	23	18	0	0	282	Most expensive 25% of properties
Upper/Second	\$ 5,499,500	5646	0.25 - 0.50 acre	5.0	5.0	18	18	3	0	91	Upper-middle 25% of properties
Lower/Third	\$ 3,695,000	3777	0.25 - 0.50 acre	4.0	4.0	49	19	2	2	94	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,995,000	2592	8,001 - 10,000 sqft	3.0	2.0	60	19	5	5	44	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 4,672,500	↑↑
Asking Price Per Square Foot	\$ 1,002	↑↑
Average Days on Market (DOM)	126	↓↓
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	4332	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Market Action Index	Seller's Advantage 38.3	↑↑

⇔ No change
 ↑↑ Strong upward trend
 ↓↓ Strong downward trend
 ↑ Slight upward trend
 ↓ Slight downward trend

Price

- Prices in this zip code hit another all time high this week. You can see that prices continue to march higher. Look for a persistent downtrend in the Market Action Index into the Buyer's zone as a leading indicator of the price strength finally abating.

