## Ventura MLS listings - pending home sales

Pending sales (escrow) are a leading edge indicator of current market activity.

This includes both single family homes and condos.

|                   | <u>2012</u> | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> |
|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| January           | 67          | 60          | 78          | 74          | 48          | 70          |
| February          | 99          | 70          | 73          | 77          | 75          | 69          |
| March             | <u>97</u>   | <u>67</u>   | <u>95</u>   | <u>69</u>   | <u>79</u>   | <u>88</u>   |
| Total 1st quarter | 263         | 197         | 246         | 220         | 202         | 227         |
| April             | 81          | 66          | 100         | 75          | 91          | 71          |
| Мау               | 100         | 72          | 80          | 81          | 92          | 78          |
| June              | <u>81</u>   | <u>87</u>   | <u>84</u>   | <u>75</u>   | <u>88</u>   | <u>76</u>   |
| Total 2nd quarter | 262         | 225         | 264         | 231         | 271         | 225         |
|                   |             |             |             | 0.4         |             |             |
| July              | 79          | 91          | 83          | 84          | 99          | 60          |
| August            | 93          | 81          | 95          | 82          | 80          | 43          |
| September         | <u>65</u>   | <u>79</u>   | <u>71</u>   | <u>86</u>   | <u>91</u>   | <u>49</u>   |
| Total 3rd quarter | 237         | 251         | 249         | 252         | 270         | 152         |
|                   |             |             |             |             |             |             |
| October           | 86          | 87          | 57          | 75          | 90          | 53          |
| November          | 78          | 74          | 76          | 71          | 71          | 49          |
| December          | <u>63</u>   | <u>66</u>   | <u>65</u>   | <u>81</u>   | <u>76</u>   | <u>48</u>   |
| Total 4th quarter | 227         | 227         | 198         | 227         | 237         | 150         |