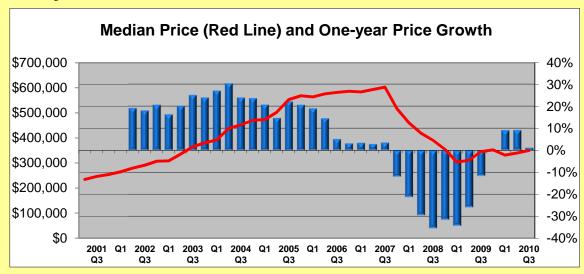
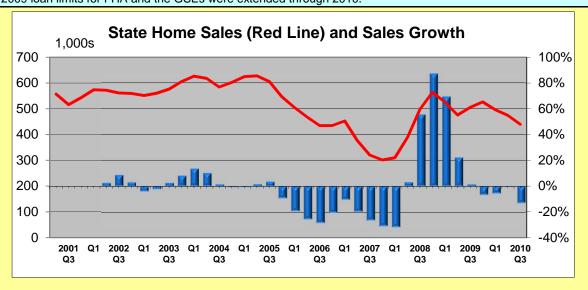
# Los Angeles-Long Beach-Santa Ana Area Local Market Report, Third Quarter 2010



## Today's Market...



	Los Angeles	U.S.	Local Trend	
Price Activity				
Current Median Home Price (2010 Q3)	\$350,000	\$177,100		
1-year (4-quarter) Appreciation (2010 Q3)	1.3%	-0.6%	Prices are up from a year ago, but price growth is slowing	
3-year (12-quarter) Appreciation (2010 Q3)	-41.9%	-19.9%	growth is slowing	
3-year (12-quarter) Housing Equity Gain*	-\$252,900	-\$44,000	The relatively recent correction in local home prices wiped out most of the equity gained over the last 7 years	
7-year (28 quarters) Housing Equity Gain*	-\$14,800	-\$6,000		
9-year (36 quarters) Housing Equity Gain*	\$103,400	\$21,500		
*Note: Equity gain reflects price appreciation only				
Conforming Loan Limit**	\$729,250	\$729,250	Most have as in this weather have seen	
FHA Loan Limit	\$729,750	\$417,000	Most buyers in this market have access to government-backed financing	
Local Median to Conforming Limit Ratio	48%	not comparable		
**Note: the 2009 loan limits for FHA and the GSEs were extended through 2010.				



Home Sales	California	U.S.	
State Existing Home Sales (2010 Q3 vs 2009 Q3)	-13.0%	-21.2%	Local sales growth continues to be weak



## **Drivers of Local Supply and Demand...**

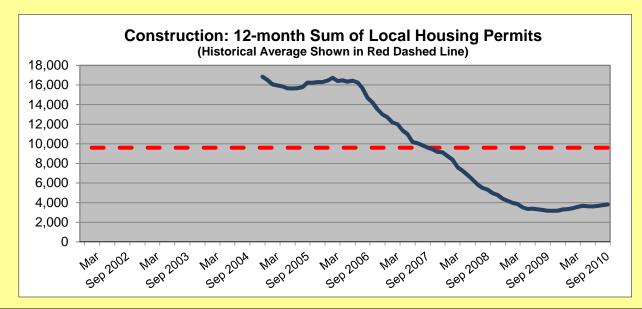
Local Economic Outlook	Los Angeles	U.S.		
12-month Job Change (Sep)	-23,700	Not Comparable	Emplyoment continues to decline and	
12-month Job Change (Aug)	-22,800	Not Comparable	will weigh on demand in some areas	
36-month Job Change (Sep)	-542,600	Not Comparable	Los Angeles's unemployment situation is worse than the national average and weighs on confidence	
Current Unemployment Rate (Sep)	11.8%	9.6%		
Year-ago Unemployment Rate	11.6%	9.8%	Local employment growth is respectable compared to other markets	
1-year (12 month) Job Growth Rate	-0.5%	-1.7%		

### Share of Total Employment by Industry Los Angeles-Long Beach-Santa Ana Area Constructio Natural Constructio Natural Resources Resources 0.6% and Mining 3Manufacturi and Mining Manufacturi 0.1% \_ Governmen 0.6% ng Governmen 8.9% 10.Ž% Other% Other% Services Services 3.4% 4.1% Trade/Tran Trade/Tran Leisure & sportation/ Leisure & sportation/U Hospitality\_ Utilities Hospitality tilities 10.0% 19.0% 11.1% 19.1% Information Educ. & 4.7% Health Educational Information Financial & Health Financial 2.1% Services Activities Services Profession 13.1% Prof. & Activities 6.3% 15.1% al & **Business** 5.8% **Business** Services 14.9% Services 12.9% 12-month Employment Change by Industry in the Los Angeles-Long Beach-Santa Ana Area Goods Producing NA Information 18,100 Natural Resources/Mining/Construction NA -1,300 **Financial Activities** 400 Natural Resources and Mining Prof. & Business Services 6,800 Construction -16,600 Educ. & Health Services 5,700 Manufacturing -12,500 Leisure & Hospitality 10,800 NA -3,200 Service Providing Excluding Government Other Services Trade/Transportation/Utilities -6,000 Government -25,900

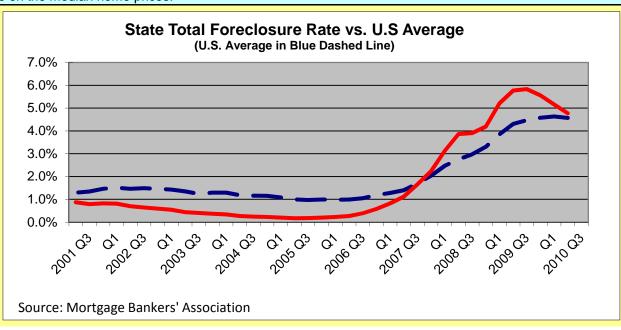
State Economic Activity Index	California	U.S.	
12-month change (2010 - Sep)	1.1%	1.6%	The economy of California is growing more slowly than the rest of the nation,
36-month change (2010 - Sep)	-4.7%	-4.6%	but improved modestly from last month's 0.9% change



New Housing Construction				
Local Fundamentals	Los Angeles	U.S.		
12-month Sum of 1-unit Building Permits through Sep 2010	3,818	not comparable	The current level of construction is 60.2% below the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	9,601	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with the inventory more quickly	
Single-Family Housing Permits (Sep 2010) 12-month sum vs. a year ago	19.9%	8.8%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized	



While new construction is the traditional driver of supply in real estate, foreclosures now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or foreclosure, place downward pressure on the median home prices.

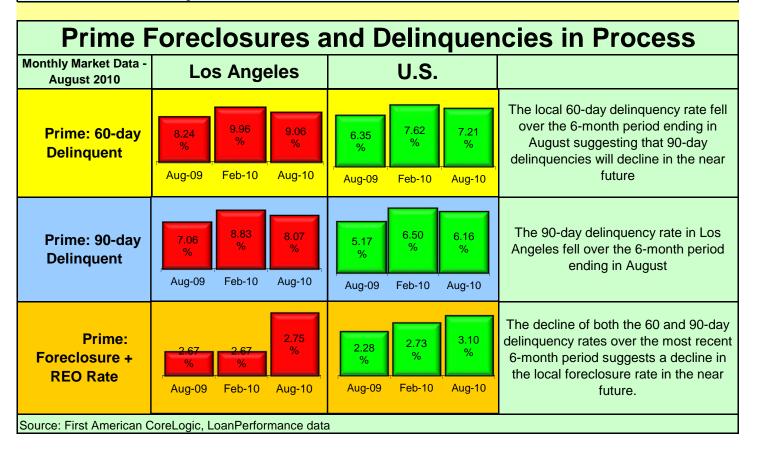




### **Foreclosures by Type** Monthly Market Data -U.S. Los Angeles August 2010 5.4 6.5 12.1 7.1% The Los Angeles market has a lower Market Share: % share of subprime loans than the Prime (blue), Alt-A average market, but rising prime (green), and Subprime 80.8 88.1 foreclosures are becoming a problem (red) There was small local increase relative 2.75 to February of this year PRIME: 3.10 2.67 2.73 Foreclosure + REO Compared to the national average, Rate Feb-10 Aug-10 Feb-10 Aug-10 today's local prime rate is low The subprime foreclosure rate declined significantly compared to 6 months SUBPRIME: 18.1 19.32 earlier 15.17 6% Foreclosure + REO 6% Rate The current local rate is high given the Feb-10 Aug-10 Feb-10 Aug-10 U.S. average The local alt-A foreclosure rate fell ALT-A: 12.98 14 7 sharply over the last six months % 9% Foreclosure + REO 5% Rate The August rate for Los Angeles is low Feb-10 Aug-10 Feb-10 Aug-10 compared to the national average

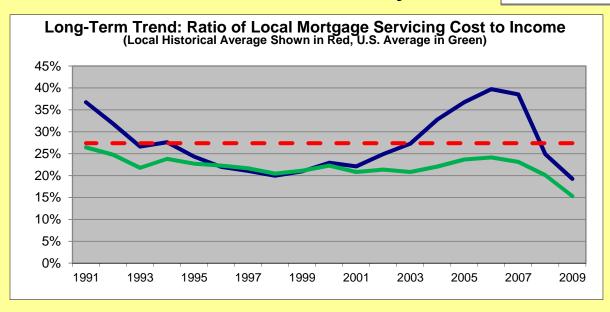
The "foreclosure + REO rate" is the number of mortgages, by metro area, that are either in the foreclosure process or have completed the foreclosure process and are owned by banks divided by the total number of mortgages for that area.

Source: First American CoreLogic, LoanPerformance data

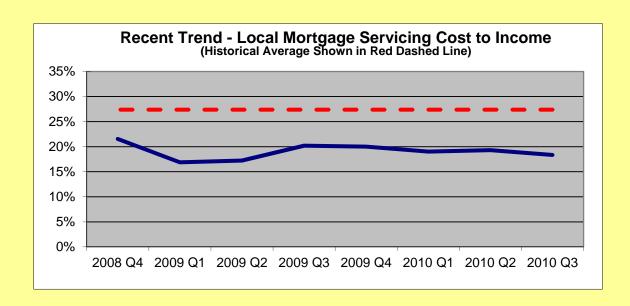


## **Affordability**



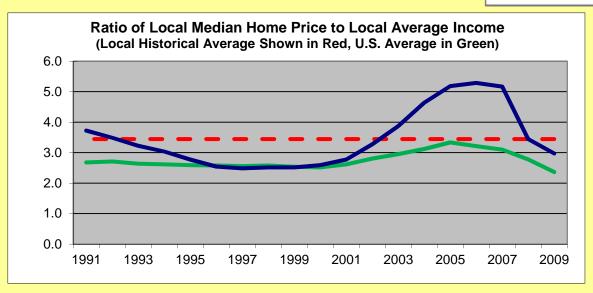


Monthly Mortgage Payment to Income	Los Angeles	U.S.	
Ratio for 2008	19.2%	15.3%	Historically strong and an improvement
Ratio for 2010 Q3	18.4%	14.3%	over the second quarter of 2010
Historical Average	27.4%	22.6%	Weaker affordability than most markets

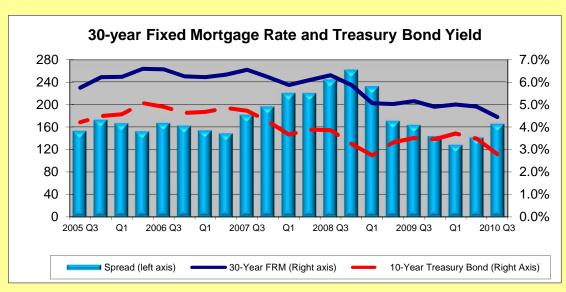


Median Home Price to Income	Los Angeles	U.S.	
Ratio for 2009	3.0	2.4	The price-to-income ratio rose, but is
Ratio for 2010 Q3	3.0	2.4	better than the historic average
Historical Average	3.4	2.7	Less affordable than most markets





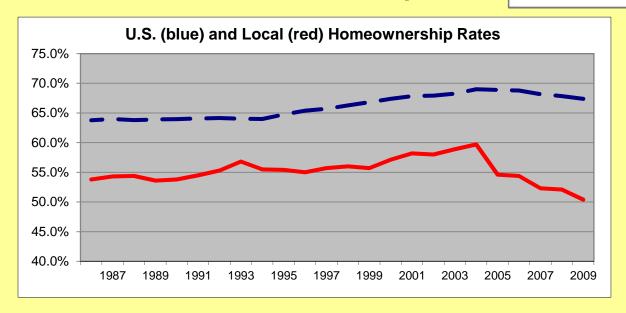
### **The Mortgage Market**



After rising in the first half of the second quarter, the average 30-year fixed rate mortgage followed the 10-year Treasury bond downward in the third quarter. The sharp drop in home sales in July following the expiration of the Federal tax credit sent stock markets into a quandary. Soft economic indicators in July and August maintained this pattern, but by August, rates were falling for a different reason. Speculation that the Federal reserve would engage in a second round of mortgage and Treasury purchases to stimulate the economy by lowering the cost of borrowing, dubbed QE2 for the second round of such quantitative easing, sent the yield on the 10-year Treasury to record lows and the 30-year fixed rate mortgage followed suit. The average 30-year fixed rate mortgage, as measured by Freddie Mac, registered 4.32% in the first week of September, a record, and stayed under 4.4% the entire month. However, the spread between the 10-year Treasury and 30-year FRM rose 24 basis points in the third quarter to 166. The bulk of the Federal Reserve's quantitative easing was expected to be implemented through purchases of 2-year and 10-year Treasury notes. Consequently, demand for these instruments surged relative to long-term mortgage debt, which caused the spread to widen.

## A Closer Look...At Homeownership





Homeownership Rate	Los Angeles	U.S.	
Ratio for 2009	50.4%	67.4%	The homeownership rate in Los
Ratio for 2010 Q3	49.0%	66.9%	Angeles fell in recent years and was
Historical Average	55.2%	66.5%	below the national average in 2009

Nationally, nearly 6.5 million homes went into foreclosure from 2005 through 2009. As a result, the homeownership rate fell from a high of 69.0% in 2004 to 67.4% in 2009. The share of homes owned by investors and banks has grown and this trend will weigh on the homeownership rate for years to come. Locally, there were 1,094,167 foreclosures in California over this same 5-year period. The result was a decline in the statewide homeownership rate from its recent peak of 60.2% in 2006 to 57.0% in 2009.

## Geographic Coverage for this Report

The Los Angeles area referred to in this report covers the geographic area of the Los Angeles-Long Beach-Santa Ana metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Los Angeles County, Los Angeles County, Orange County, and Orange County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/