



Ventura County

April 2012

Economic Profile

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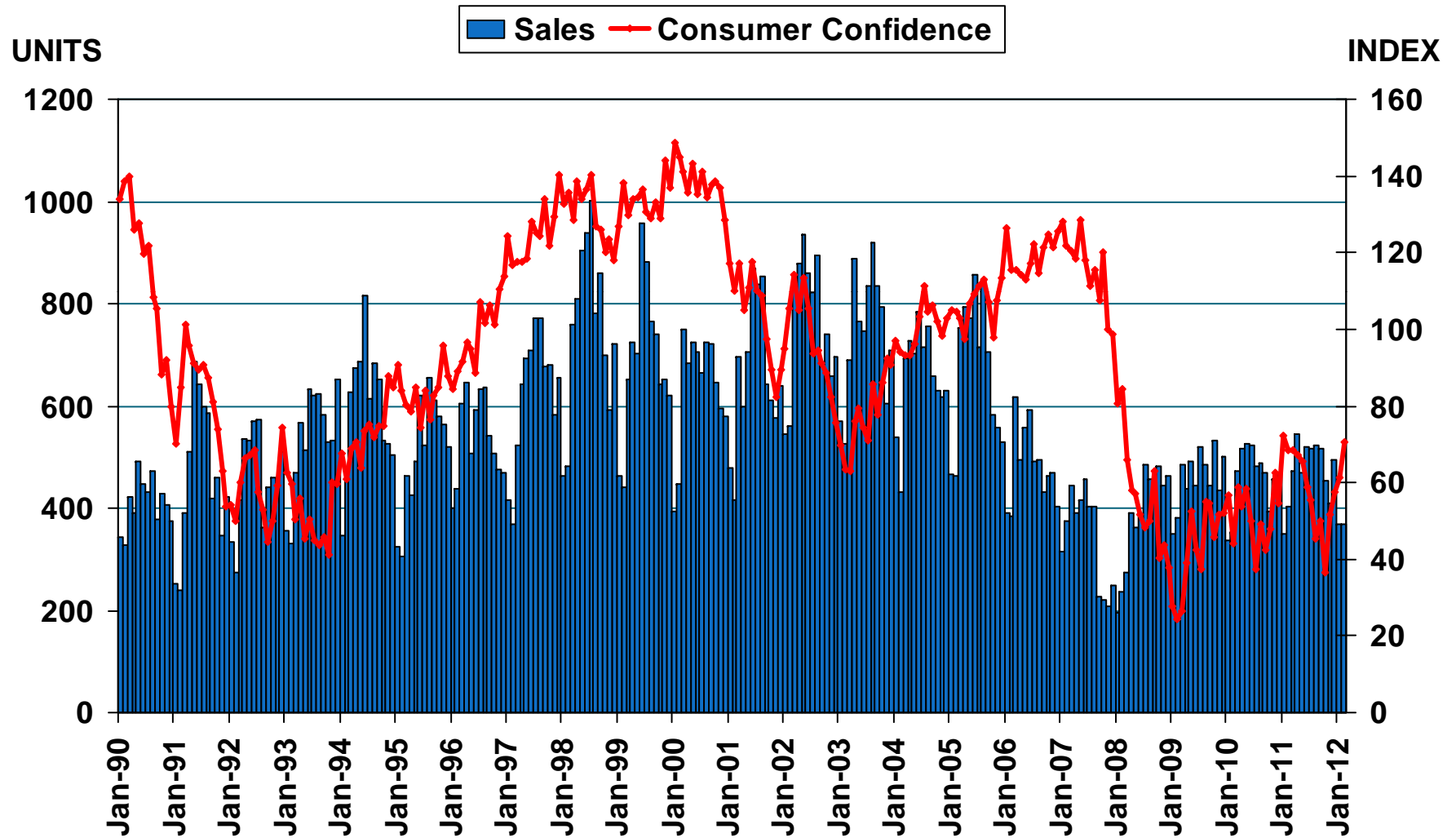
Ventura County Profile

Characteristic	Statistic	State Rank
2010 Population Estimate	823,318	12
% Population Change 2000-2010	9.3%	26
% Population Change 1990-2000	12.6%	36
% White 2010	48.7%	
% Hispanic 2010	40.3%	
% Black 2010	1.6%	
% Asian & Pacific Islander 2010	6.8%	
2010 Per Capita Income	\$31,135	
2010 Median Household Income	\$71,864	
2010 Median Age	36.3	
Land Area Square Miles	1,845	26
2009 Total Establishments	19,677	12
2010 Civilian Employment	385,573	

SOURCE: U.S. Census Bureau, 2010 American Community Survey, 2009 County Business Patterns

Sales of Existing Detached Homes and Pacific West Consumer Confidence

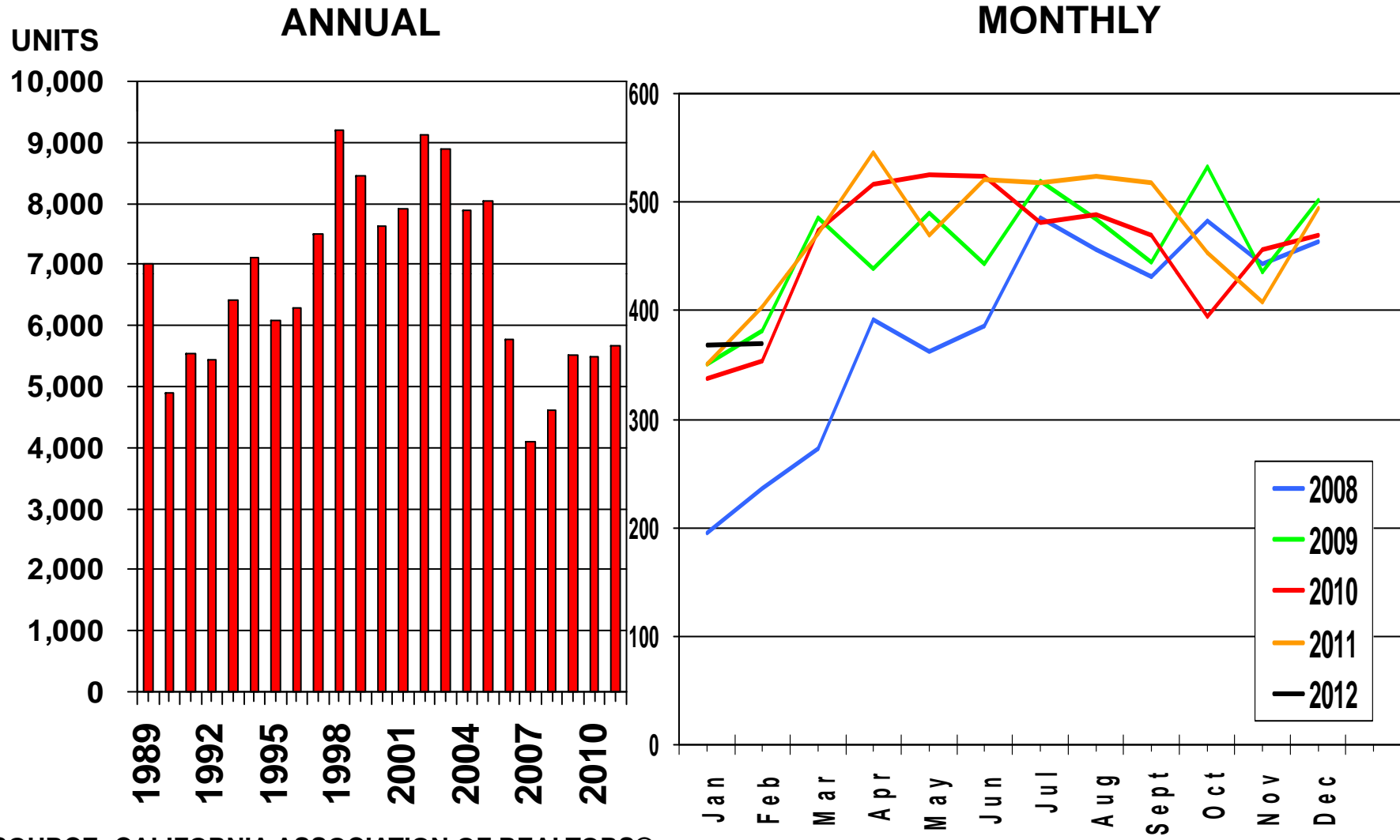
Ventura County, February 2012: 369 Units, Down 2.3% YTD, Down 8.7% YTY



SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®;
The Conference Board

Sales of Existing Detached Homes

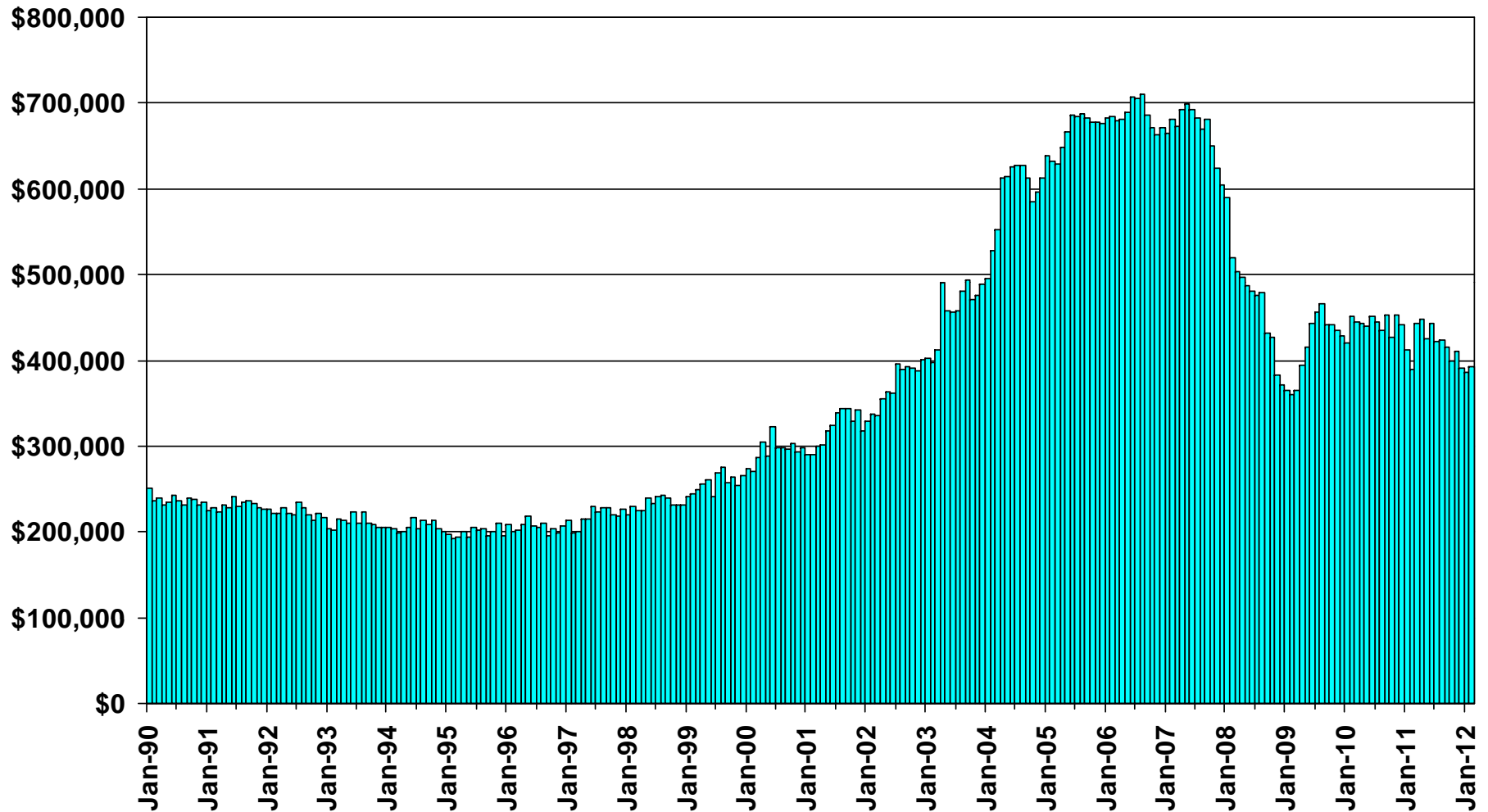
Ventura County, 2011: 5,675 Units, Up 3.4% YTY



SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median Price of Existing Detached Homes

Ventura County, February 2012: \$392,350, Up 0.7% YTY

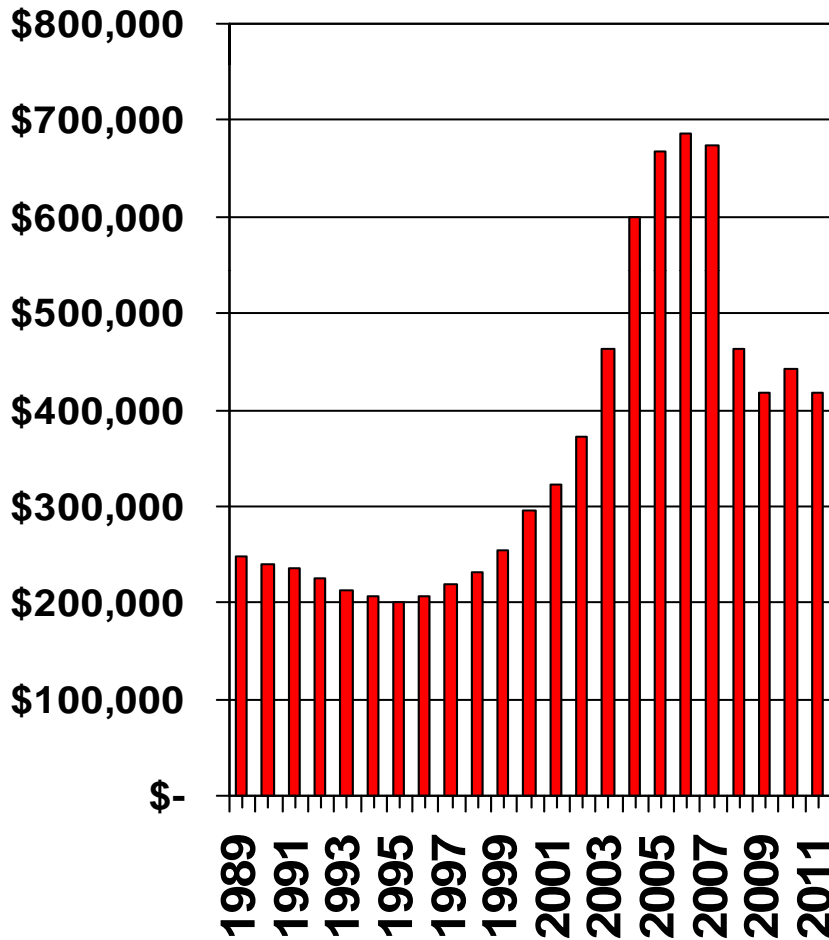


SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

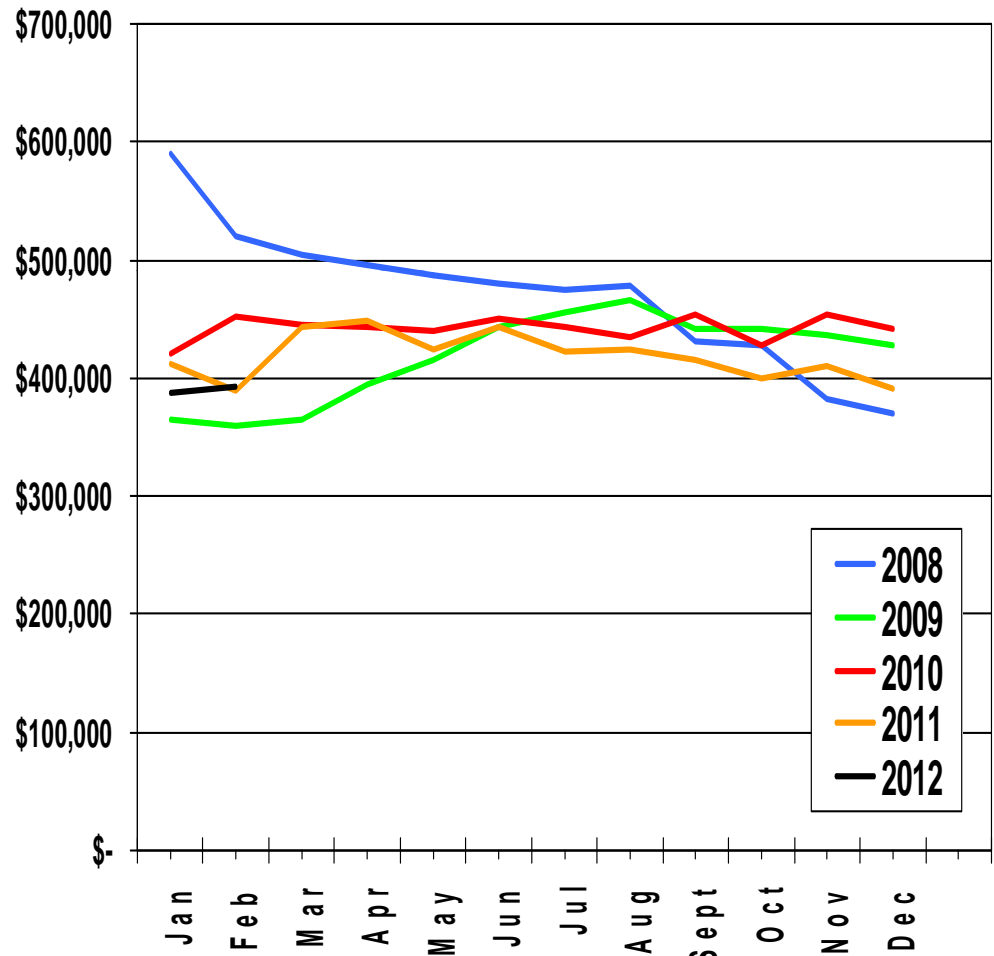
Median Price Annual Comparison

Ventura County, 2011: \$418,270, Down 5.5% YTY

ANNUAL



MONTHLY



Median Home Sales Price

Ventura County

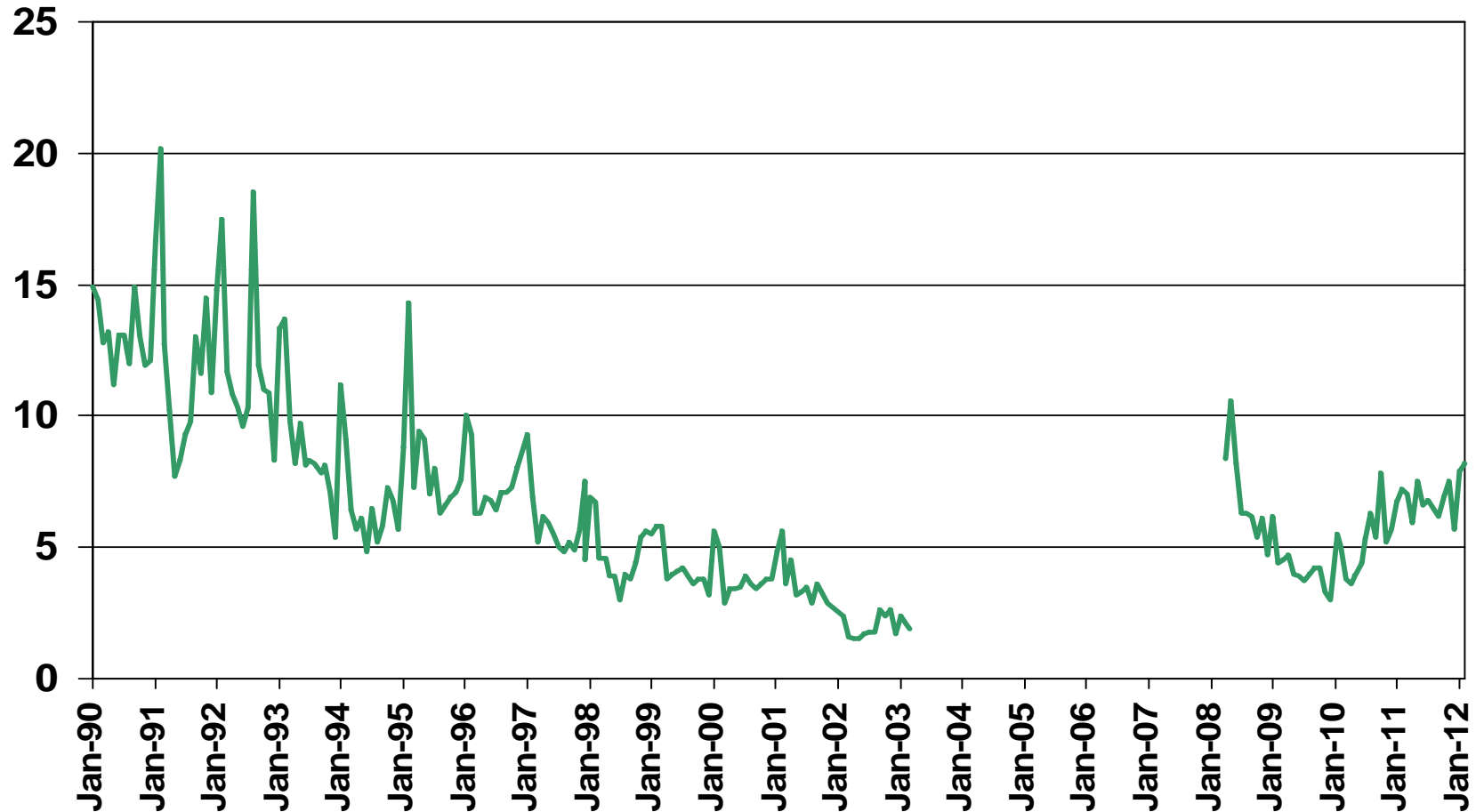
	Feb-11	Feb-12	Yearly % Change
CAMARILLO	\$395,000	\$320,000	-19.0%
FILLMORE	\$305,000	\$272,000	-10.8%
MOORPARK	\$427,500	\$407,000	-4.8%
NEWBURY PARK	\$464,500	\$386,500	-16.8%
OAK PARK	\$555,000	\$430,000	-22.5%
OAK VIEW	\$360,000	\$240,000	-33.3%
OJAI	\$350,000	\$408,500	16.7%
OXNARD	\$285,000	\$285,000	0.0%
PORT HUENEME	\$221,500	\$157,000	-29.1%
SANTA PAULA	\$160,750	\$205,000	27.5%
SIMI VALLEY	\$368,000	\$320,000	-13.0%
THOUSAND OAKS	\$470,000	\$436,000	-7.2%
VENTURA	\$325,000	\$330,000	1.5%
WESTLAKE VILLAGE	\$697,500	\$697,500	0.0%
VENTURA COUNTY	\$348,000	\$325,000	-6.6%

SOURCE: DataQuick Information Systems. The price statistics are derived from all types of home sales -- new and existing, condos and single-family.

Unsold Inventory Index

Ventura County, February 2012: 8.2 Months

MONTHS

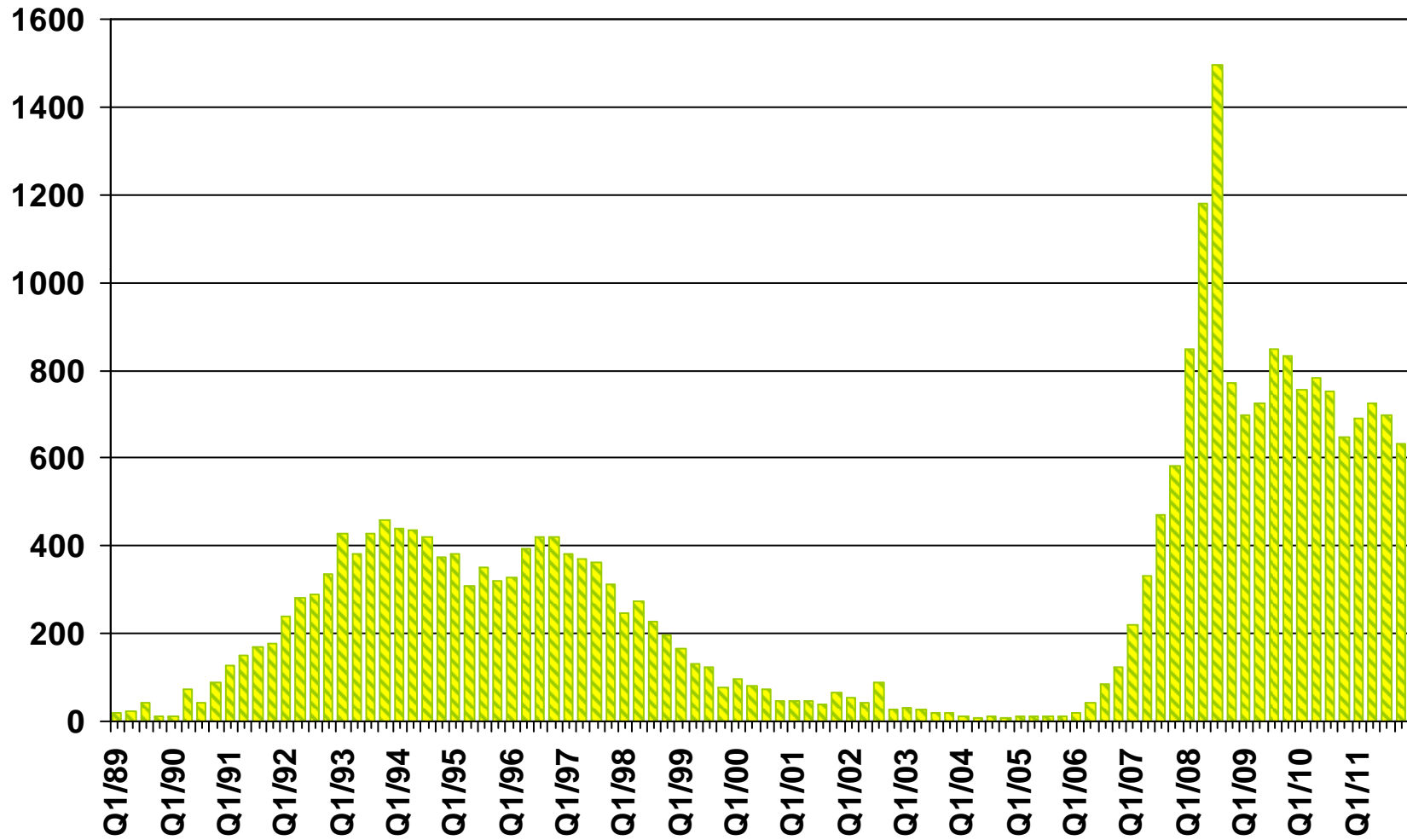


Note: The Unsold Inventory Index represents the number of months it would take to deplete the remaining inventory at the end of a particular month with the sales rate of the month in consideration. Inventory includes listings with "Active", "Pending", and "Contingent" (when available) statuses.

SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Foreclosures

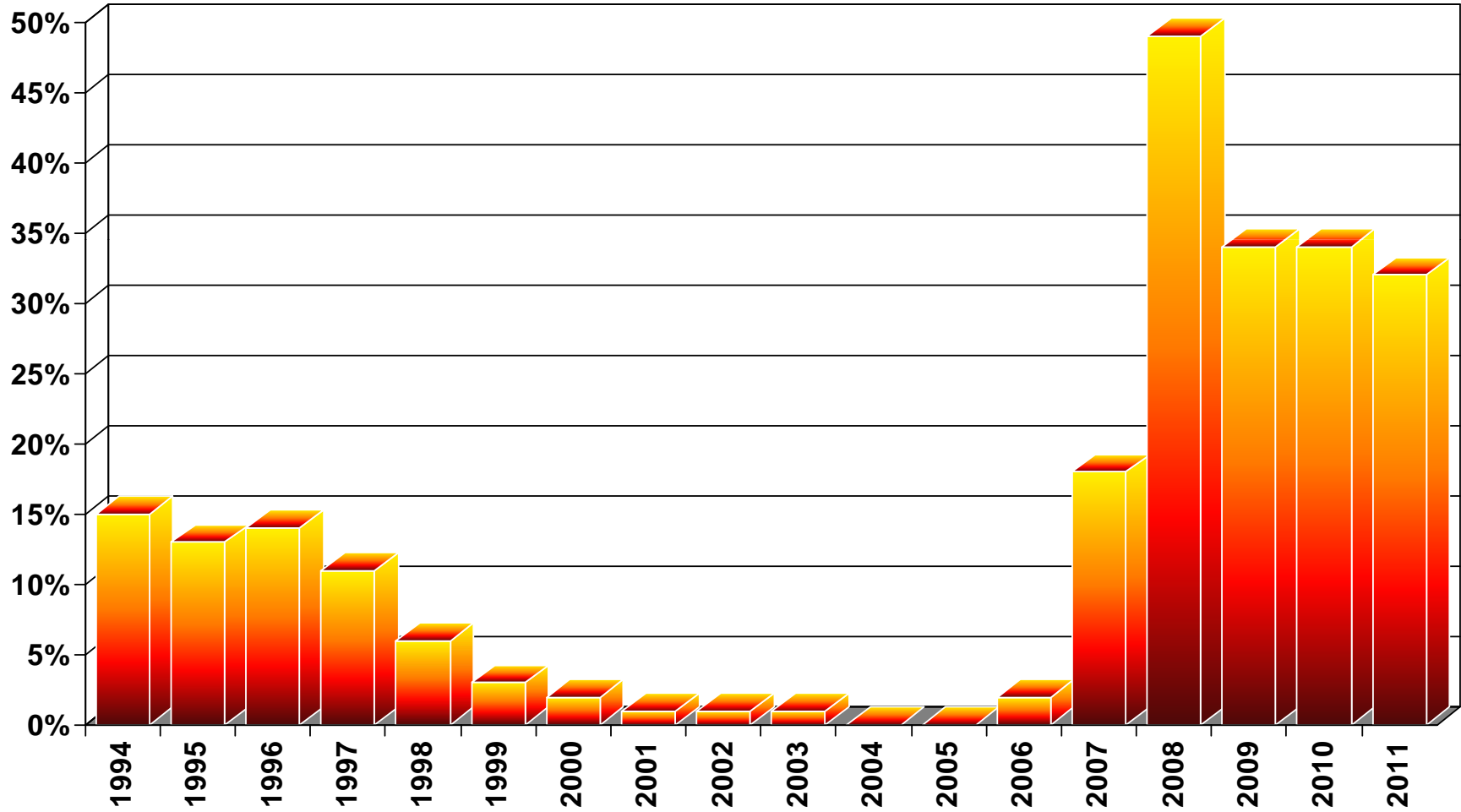
Ventura County



SOURCE: Real Estate Research Council

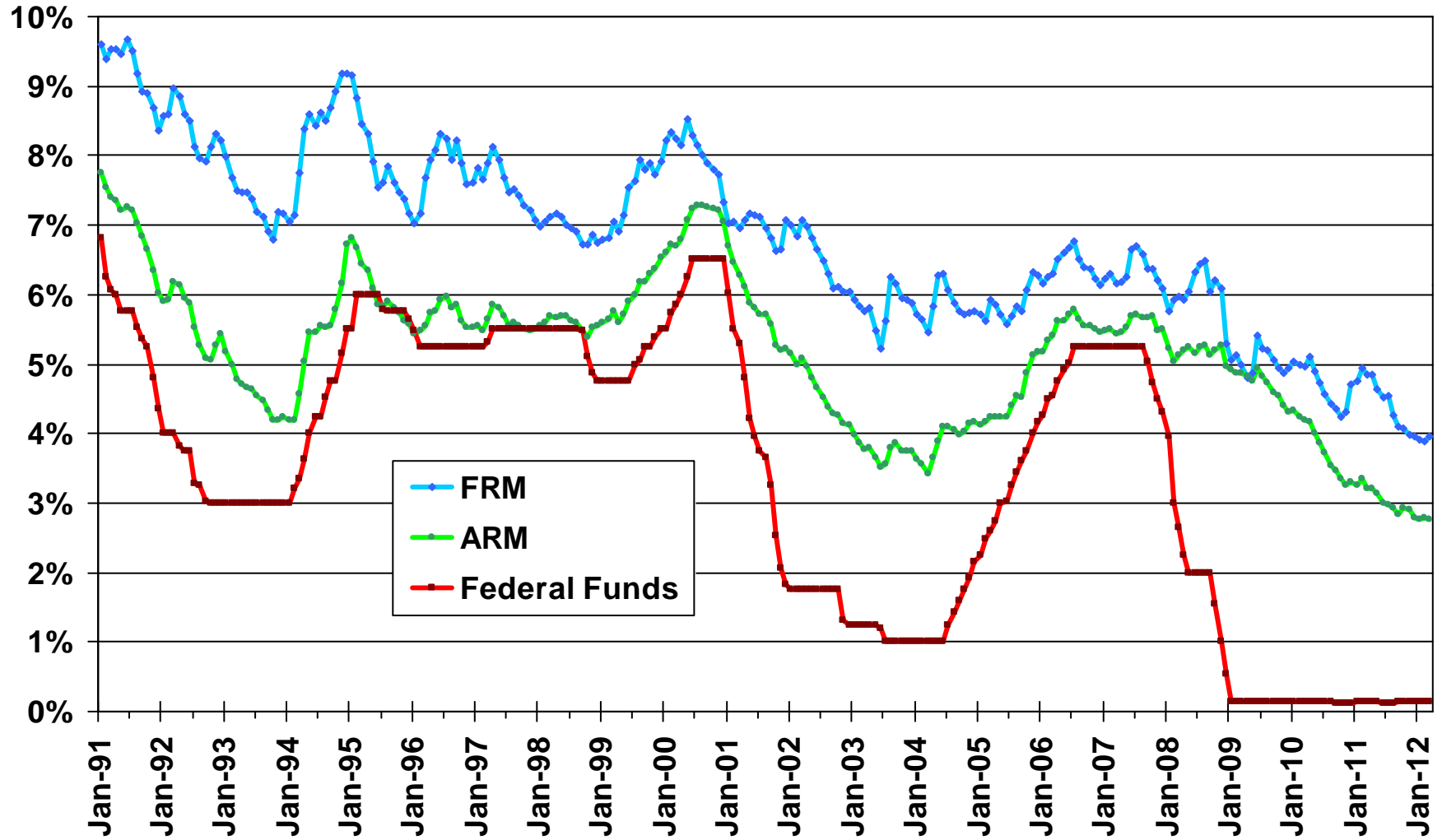
Ratio of Foreclosures to Home Sales

Ventura County



SOURCE: Real Estate Research Council

Mortgage Rates

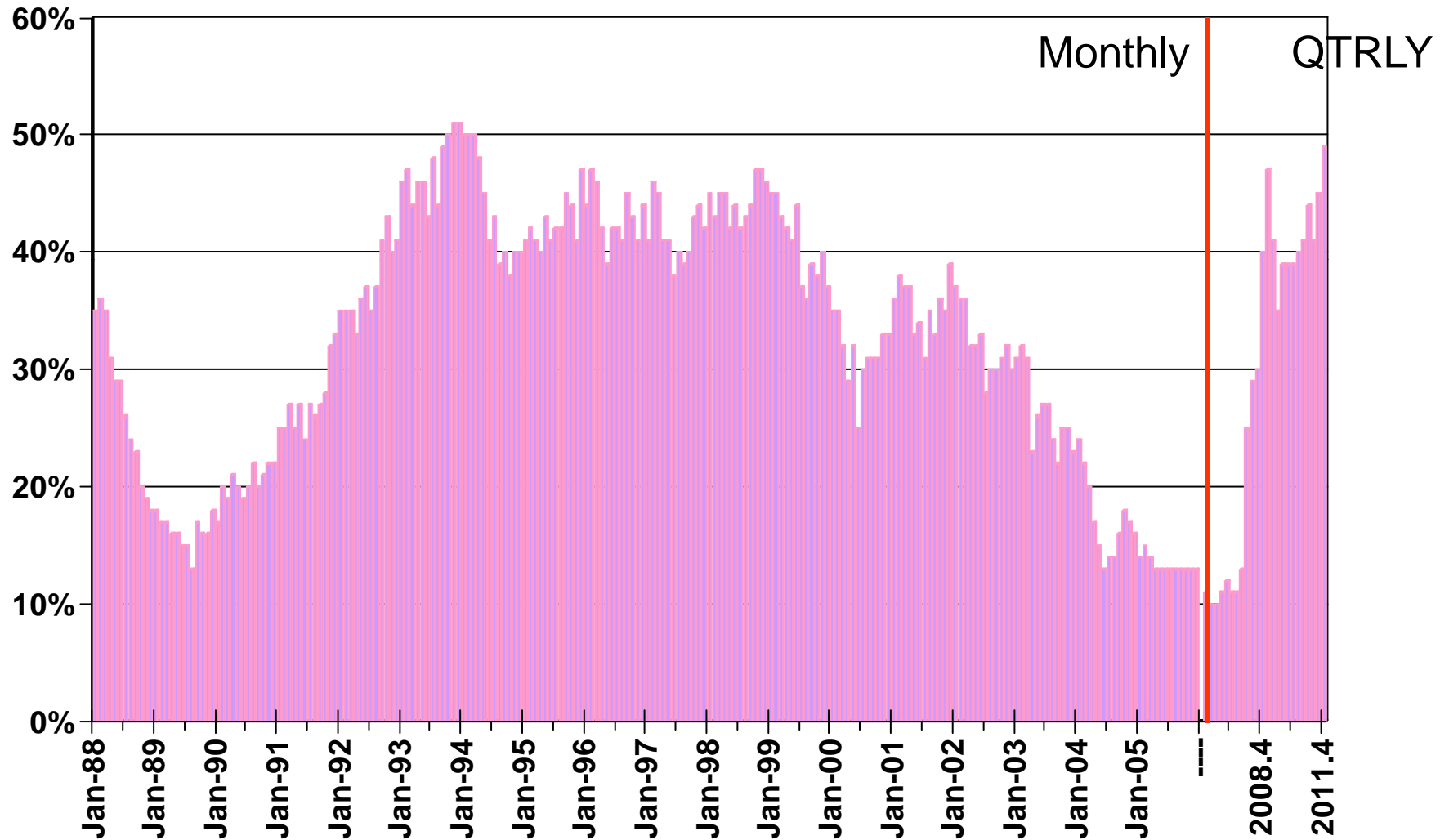


SOURCE: Federal Home Loan Mortgage Corporation

Housing Affordability Index

Ventura County, 4th Quarter 2011: 49%

% OF HOUSEHOLDS THAT CAN BUY

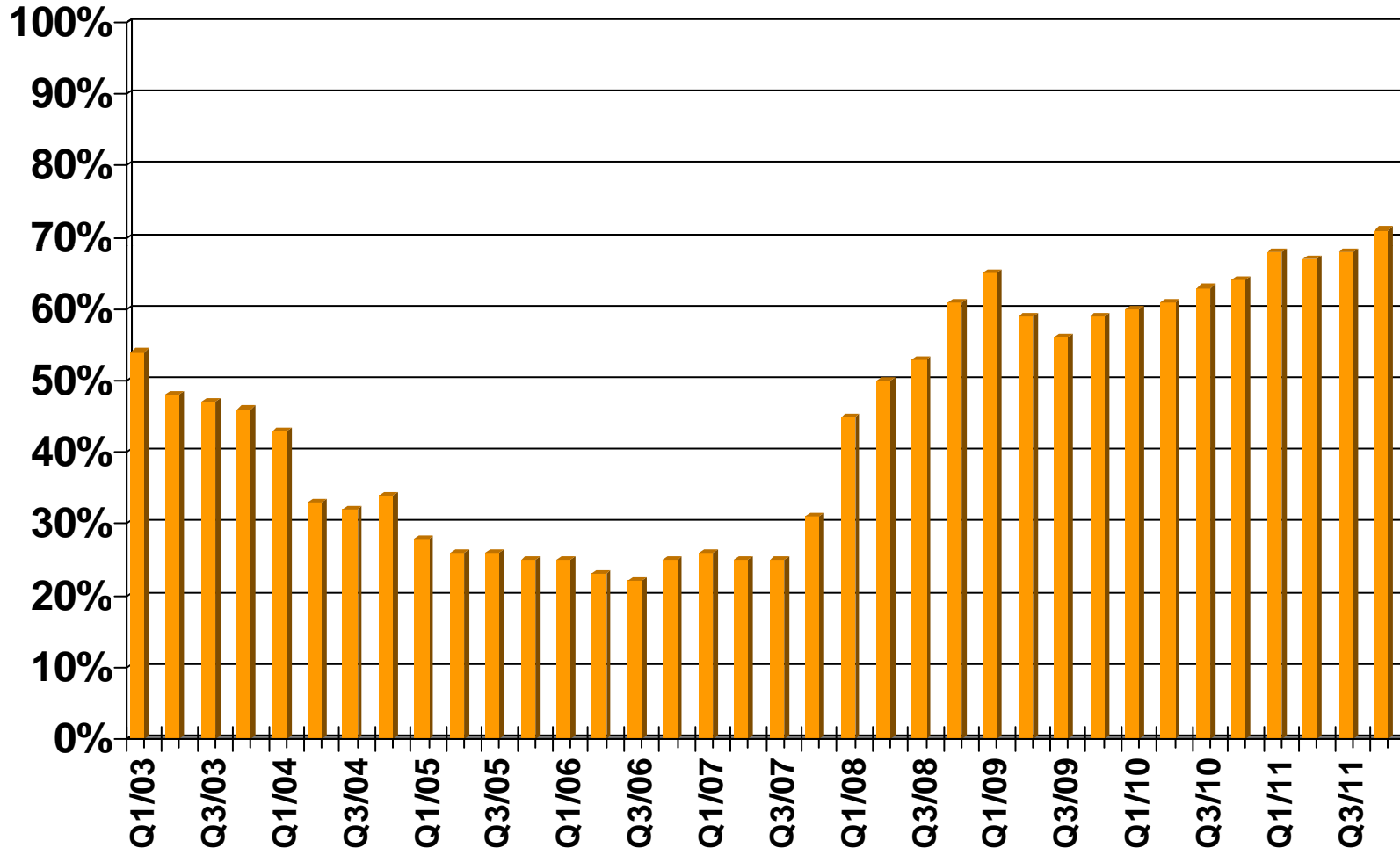


SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

First-time Buyer Housing Affordability Index

Ventura County, 4th Quarter 2011: 71%

% OF HOUSEHOLDS THAT CAN BUY

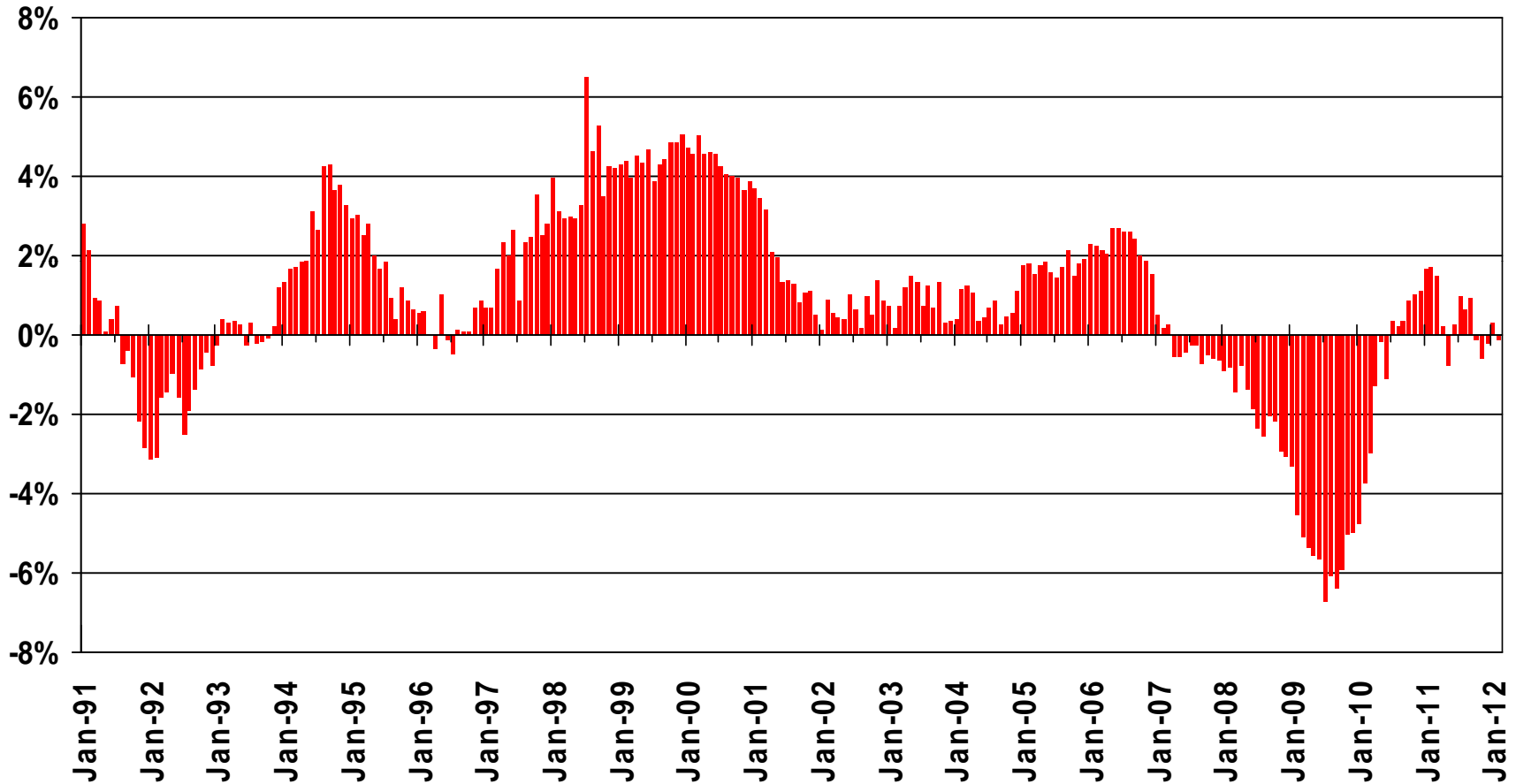


SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Nonfarm Employment

Ventura County, February 2012: Down 0.1% YTY

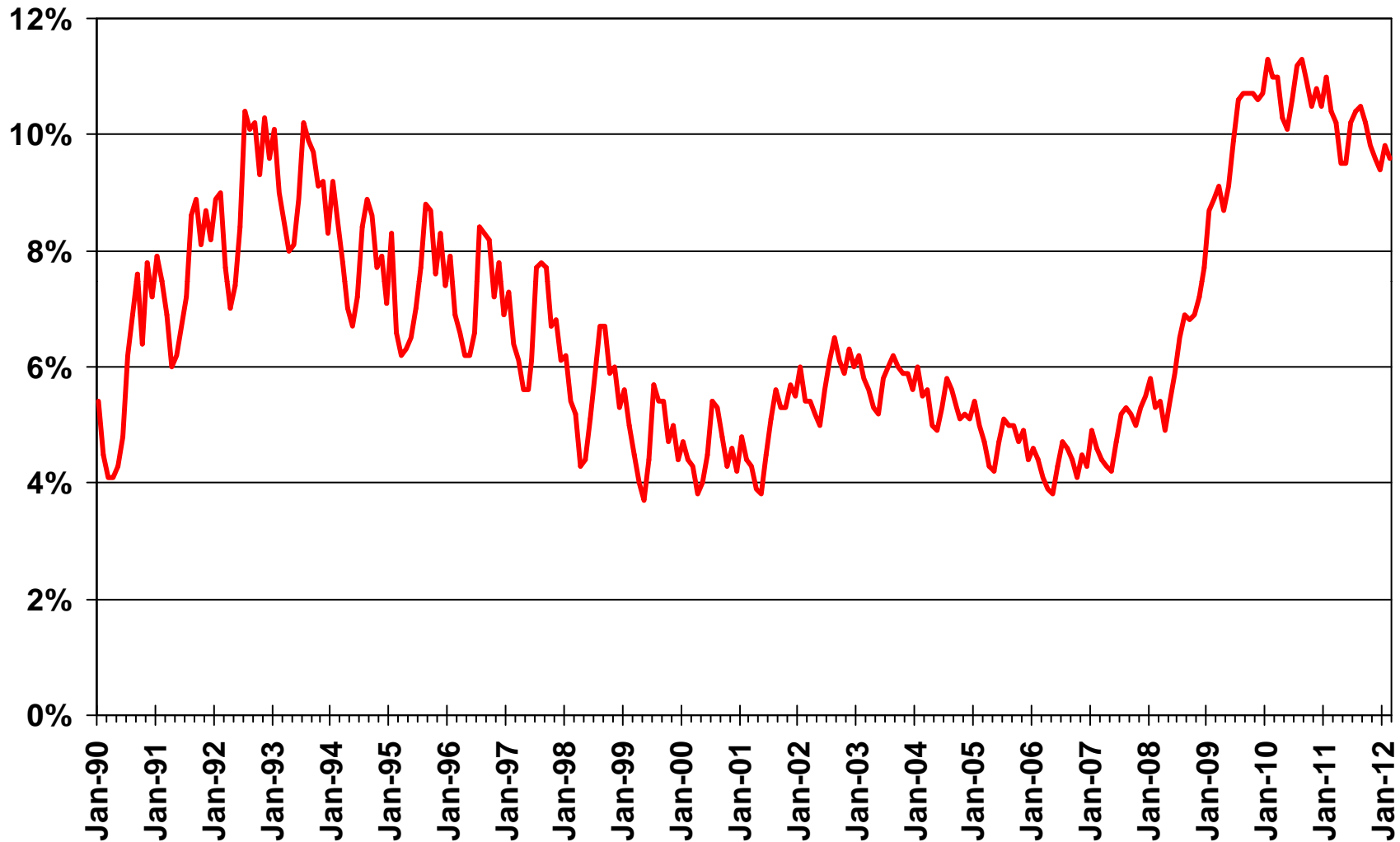
Y-T-Y PERCENT CHANGE



SOURCE: CA Employment Development Division

Unemployment Rate

Ventura County, February 2012: 9.6%



SOURCE: California Association of REALTORS®

Unemployment Rate

Ventura County – February 2012

Area Name	Labor Force	Rate
Camarillo city	32,200	6.8%
Casa Conejo CDP	2,000	7.5%
Channel Islands Beach CDP	2,400	12.3%
El Rio CDP	2,900	5.2%
Fillmore city	6,900	13.2%
Meiners Oaks CDP	2,400	10.3%
Mira Monte CDP	3,800	10.2%
Moorpark city	18,900	8.9%
Oak Park CDP	1,600	6.1%

SOURCE: CA Employment Development Department

CCD Census County Division
CDP Census Designated Place

Unemployment Rate

Ventura County – February 2012

Area Name	Labor Force	Rate
Oak View CDP	2,700	12.8%
Ojai city	4,300	11.0%
Oxnard city	91,700	13.0%
Piru CDP	600	16.6%
Port Hueneme city	11,100	11.2%
San Buenaventura (Ventura)	62,000	8.7%
Santa Paula city	15,100	15.7%
Simi Valley city	70,400	7.9%
Thousand Oaks city	71,900	7.4%
Ventura County	437,000	9.6%

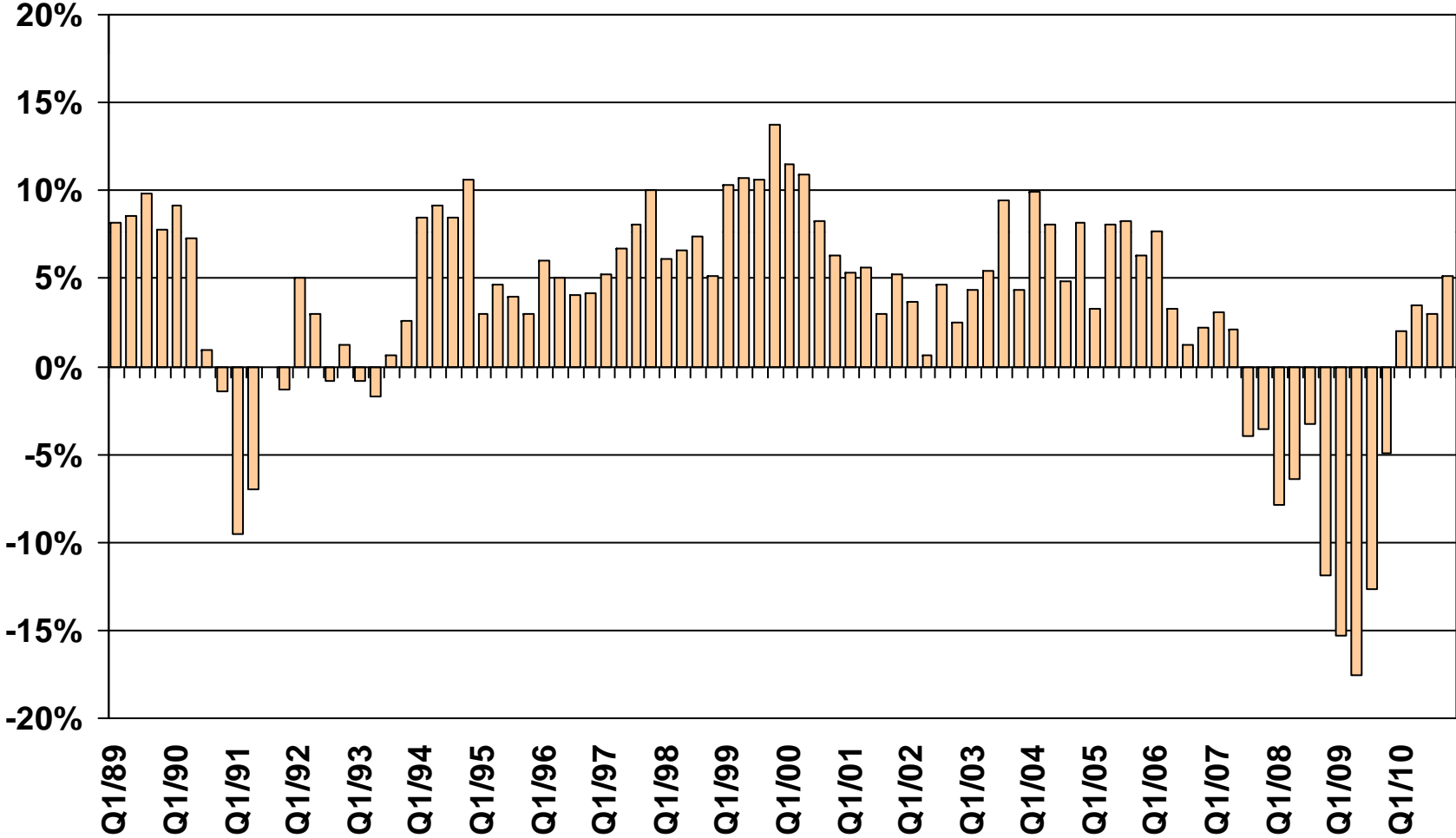
SOURCE: CA Employment Development Department

CCD Census County Division
CDP Census Designated Place

Taxable Sales

Ventura County

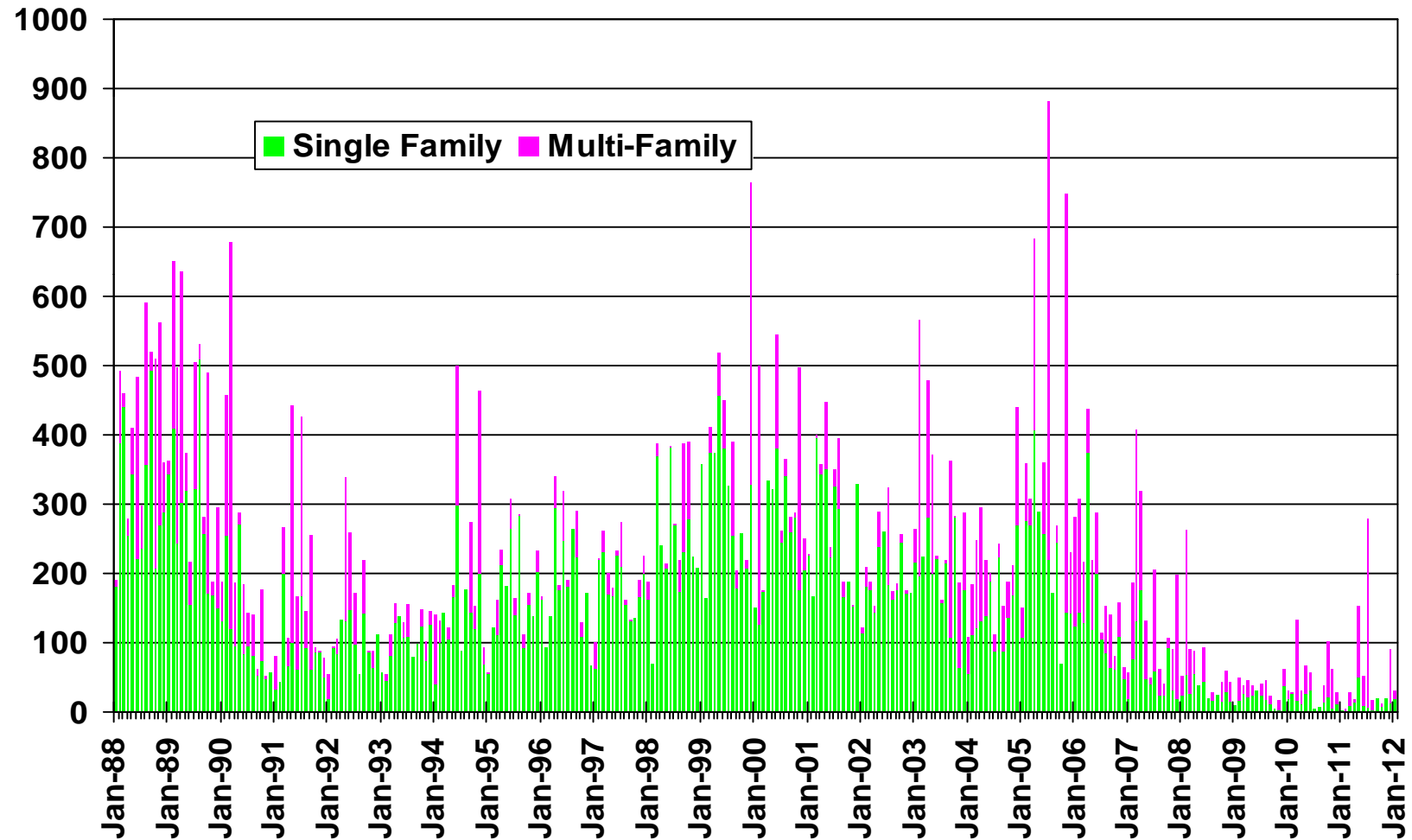
ANNUAL PERCENT CHANGE



SOURCE: CA State Board of Equalization

New Housing Permits

Ventura County, January 2012: 31 Units, Up 933.3% YTD

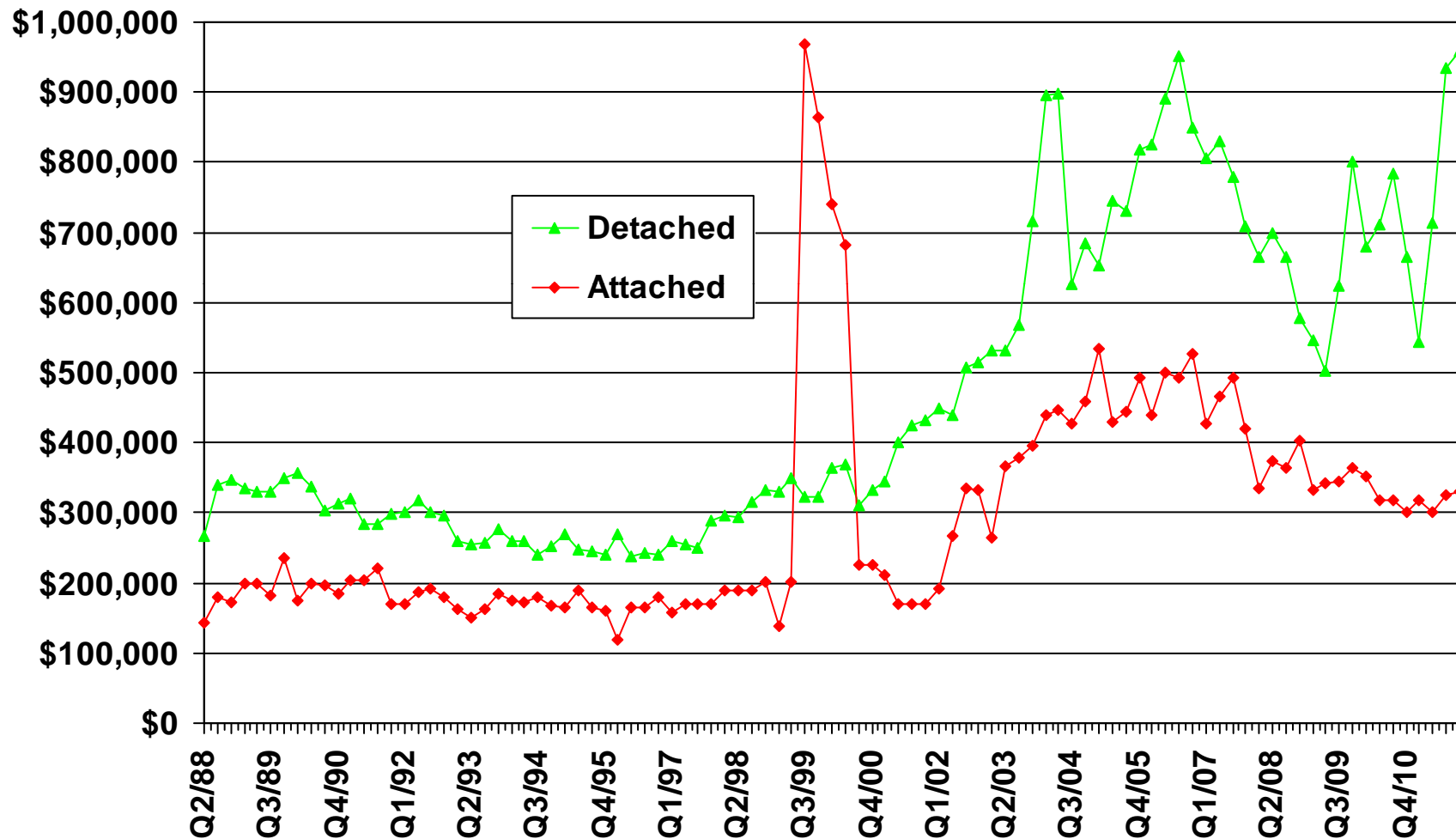


Note: February 2012 data in note available.

SOURCE: Construction Industry Research Board

Median Price for New Homes

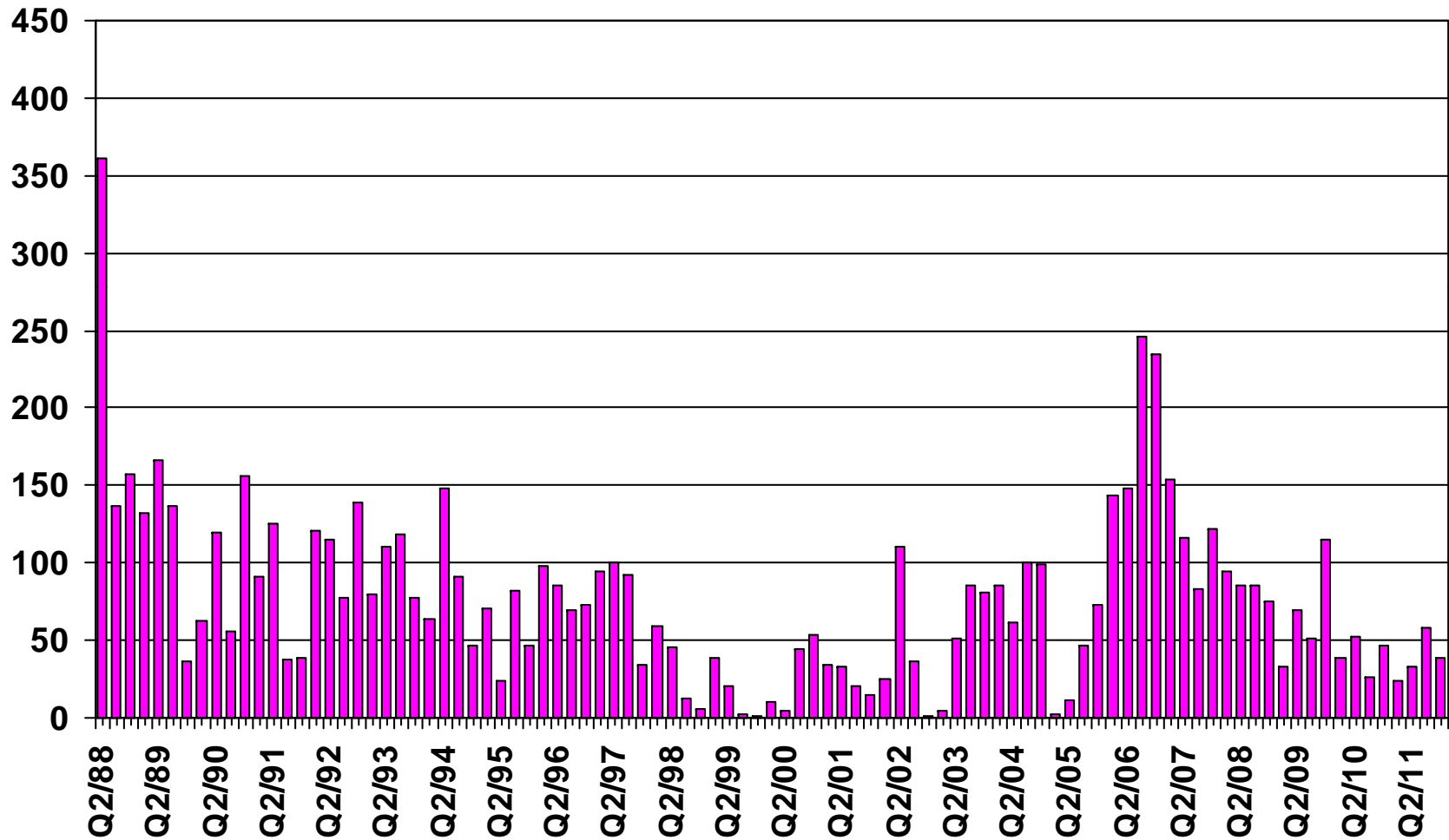
Ventura County 4Q11 Detached: \$958,250 , Attached: \$331,000



SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®;
Hanley Wood

New Home Sales

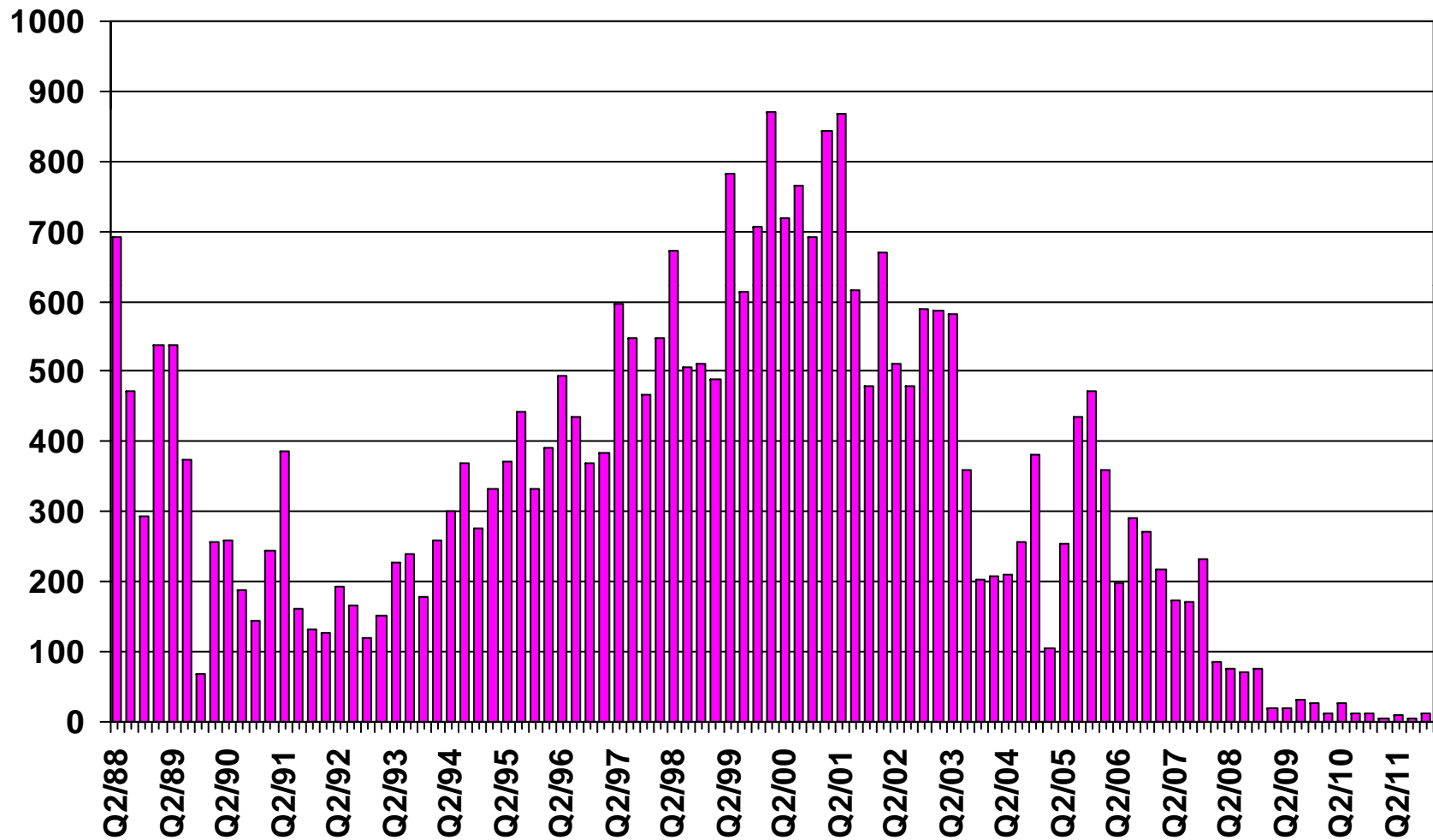
Ventura County (Attached), 2011 Q4 Sales: 39 Units



SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®;
Hanley Wood

New Home Sales

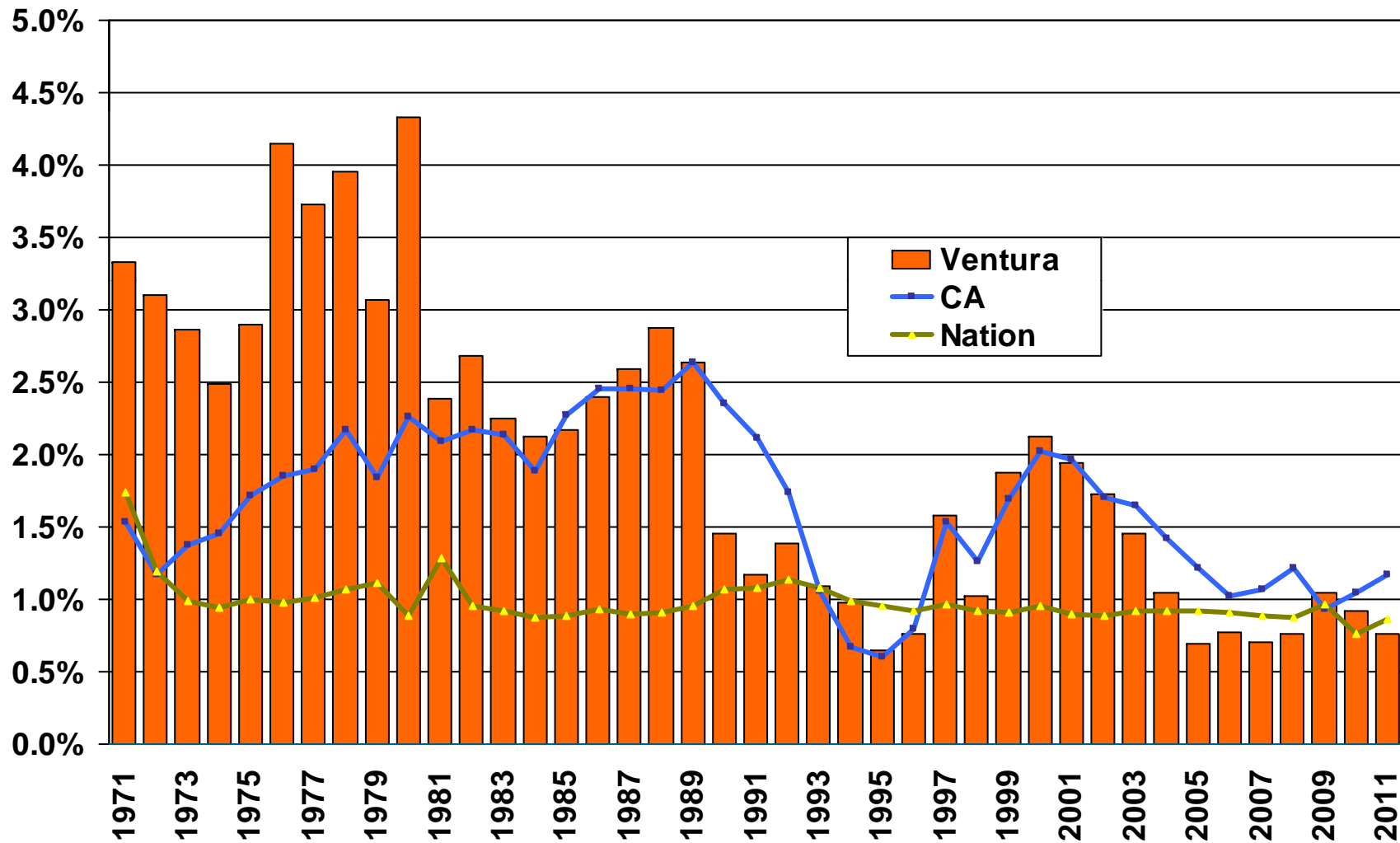
Ventura County (Detached), 2011 Q4 Sales: 12 Units



SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®;
Hanley Wood

Population Percent Changes

Ventura County (1971-2011)

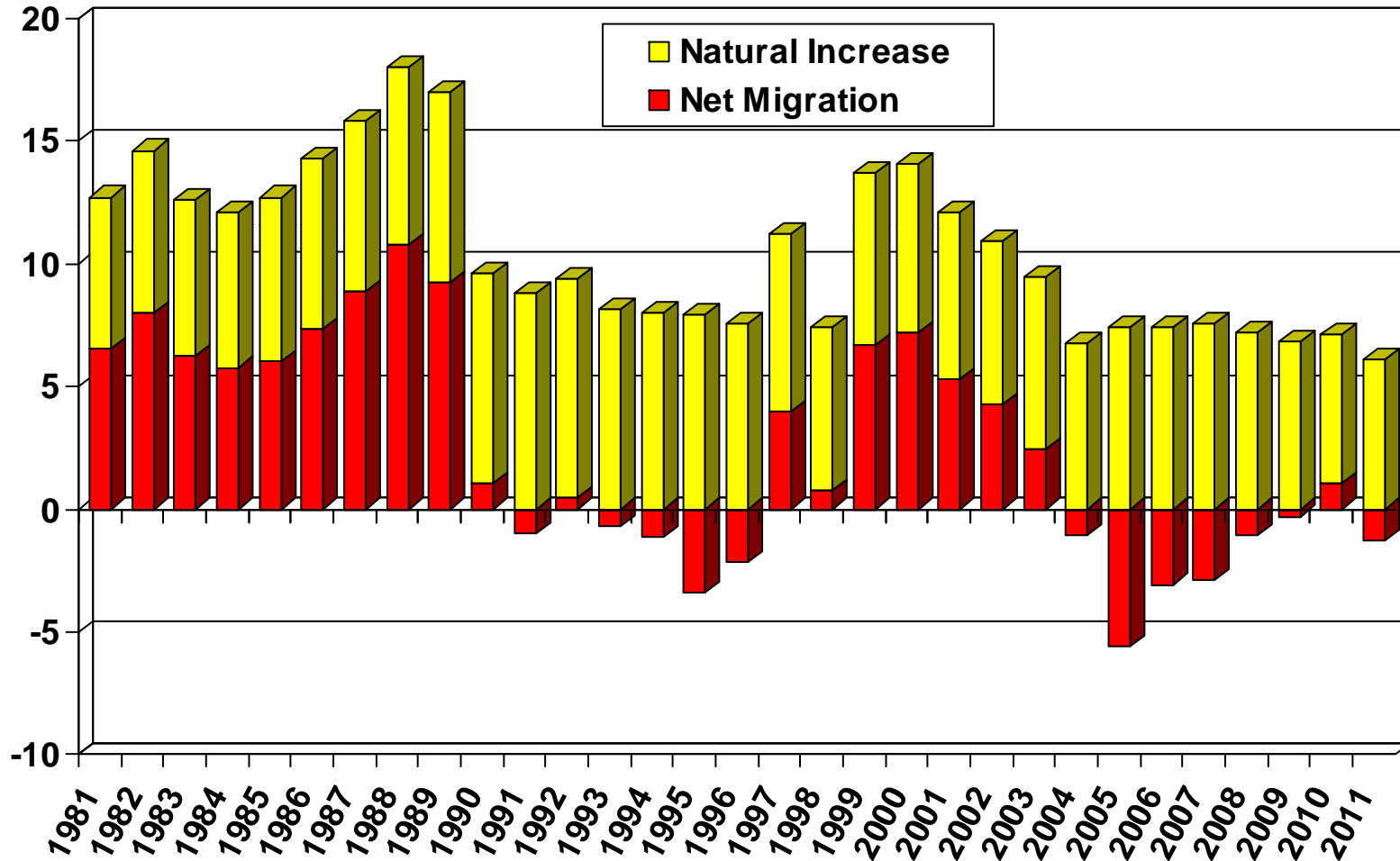


SOURCE: U.S. Census Bureau; California Department of Finance; CALIFORNIA ASSOCIATION OF REALTORS®

Sources of Population Growth

Ventura County (1981-2011)

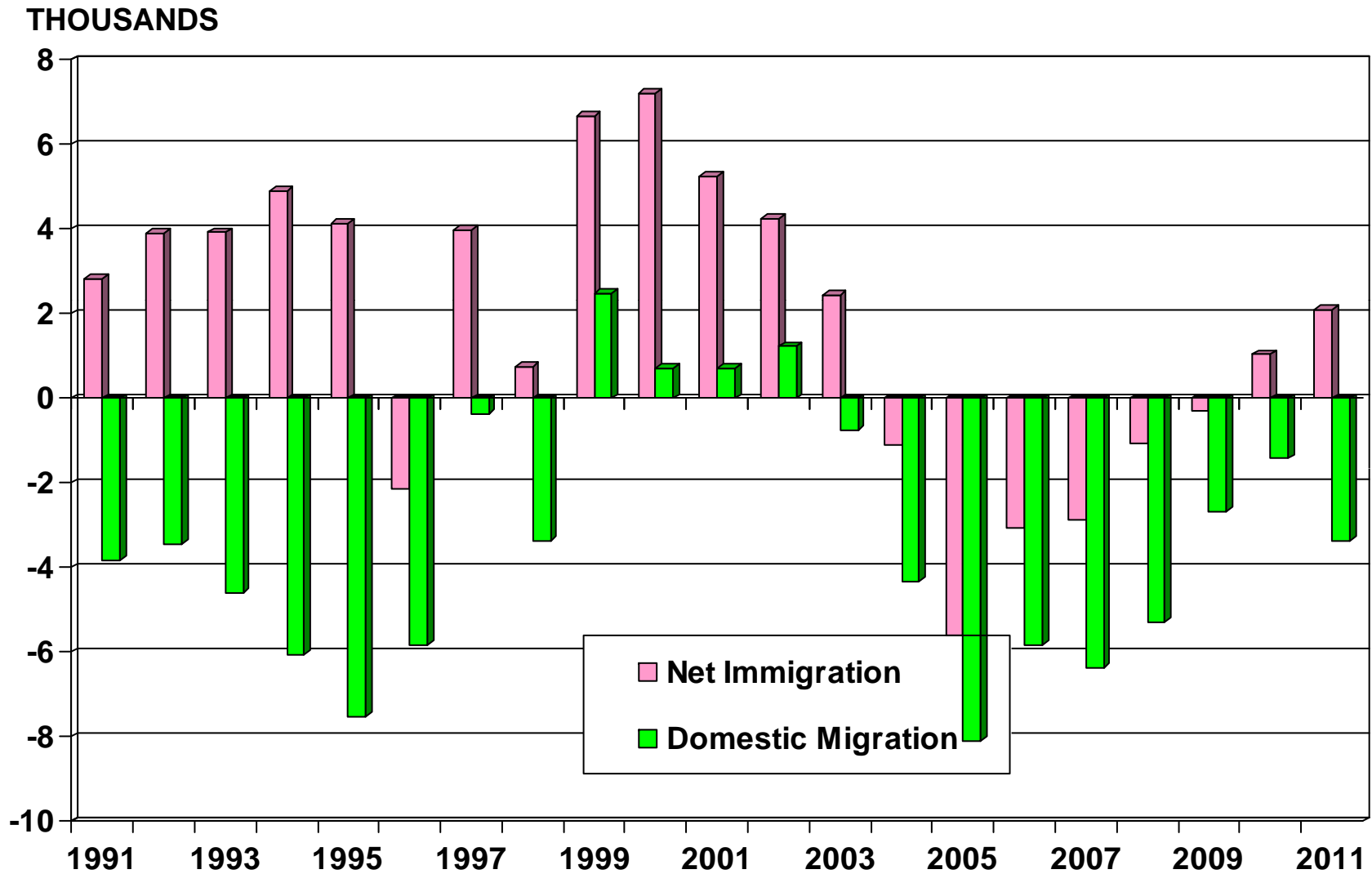
THOUSANDS



SOURCE: CA Department of Finance

Net Immigration Vs. Domestic Migration

Ventura County



SOURCE: CA Department of Finance

Household Relocations

Ventura County

County	Outflow	Inflow	Net Outflow
Los Angeles County, CA	3,894	4,904	(1,010)
San Diego County, CA	763	559	204
Santa Barbara County, CA	681	805	(124)
Orange County, CA	514	431	83
Maricopa County, AZ	377	236	141
Clark County< NV	365	283	82
Riverside County, CA	332	330	2
San Bernardino County, CA	248	279	(31)
San Luis Obispo County, CA	200	151	49
Santa Clara County, CA	153	130	23
Total-Top 10	7,527	8,108	(581)
All Migration	15,301	13,649	1,652
Total Number of Households			272,876
Top 10 as % of All Households			-0.2%
All Net Mig as % of All Households			0.6%

Source: NAR Relocation Report 2008 – IRS Data; Item 187-06111, US Census Bureau

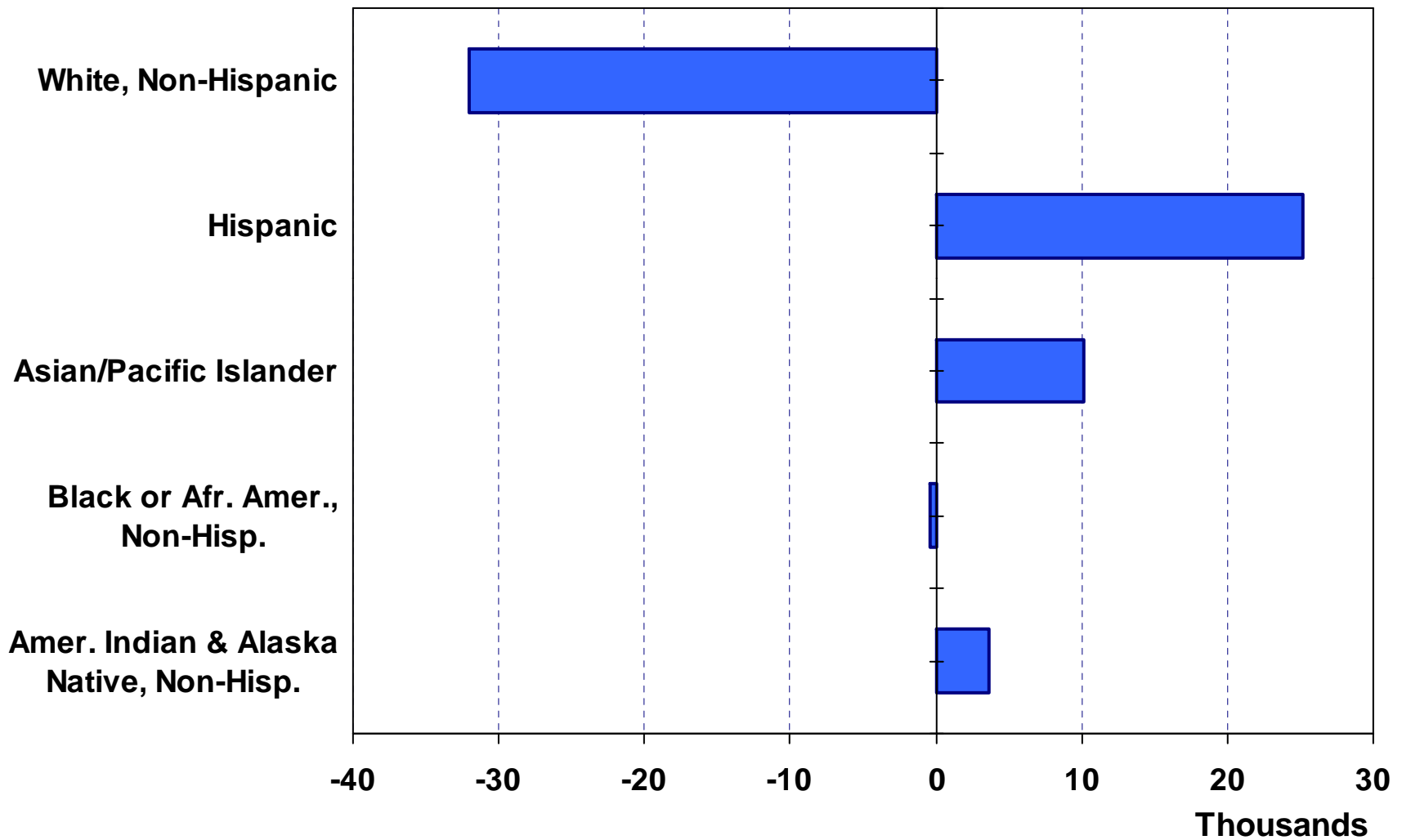
Where are new Ventura County households coming from?



- Los Angeles (4,904)
- Santa Barbara (805)
- San Diego (559)
- Orange County (431)
- Kern (350)
- Total incoming for 2008: 13,649
- Total outgoing for 2008: 15,301

Net Immigration by Ethnic Group

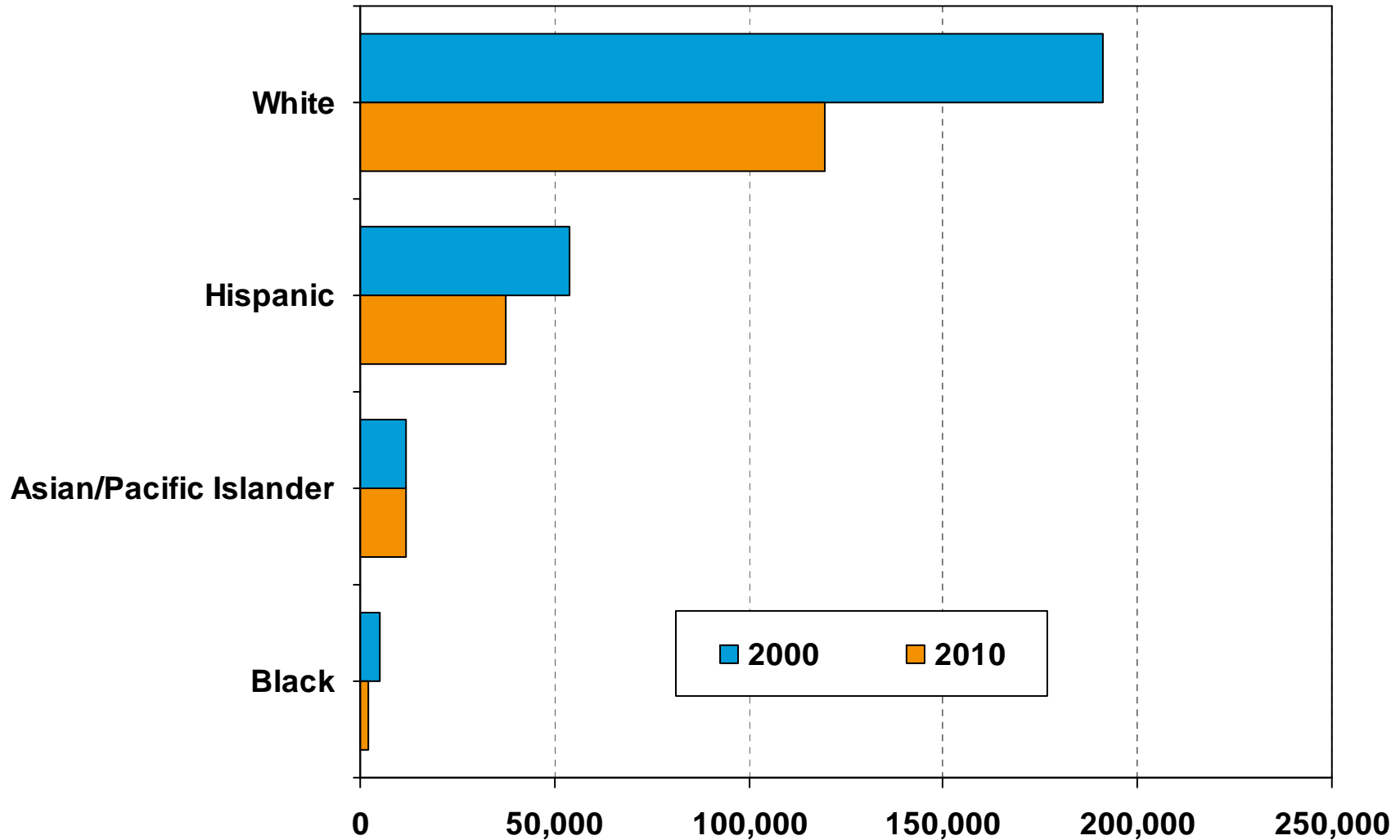
Ventura County (1990 Census to 2000 Census)



SOURCE: CA Dept. of Finance

Number of Households by Ethnicity

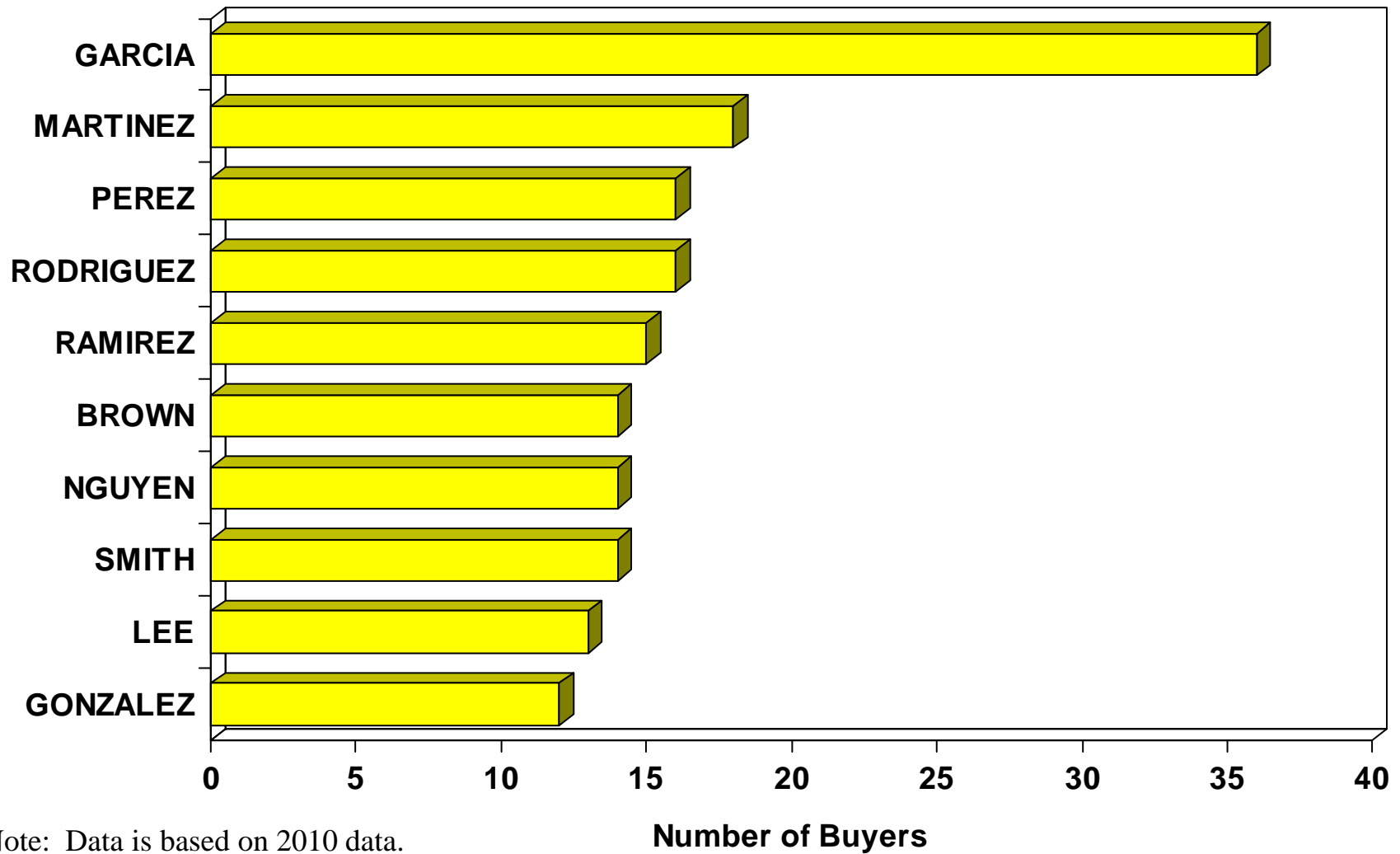
Ventura County (2000 Census vs. 2010 Census)



SOURCE: U.S. Census Bureau

Top 10 Home Buyer Surnames

Ventura County



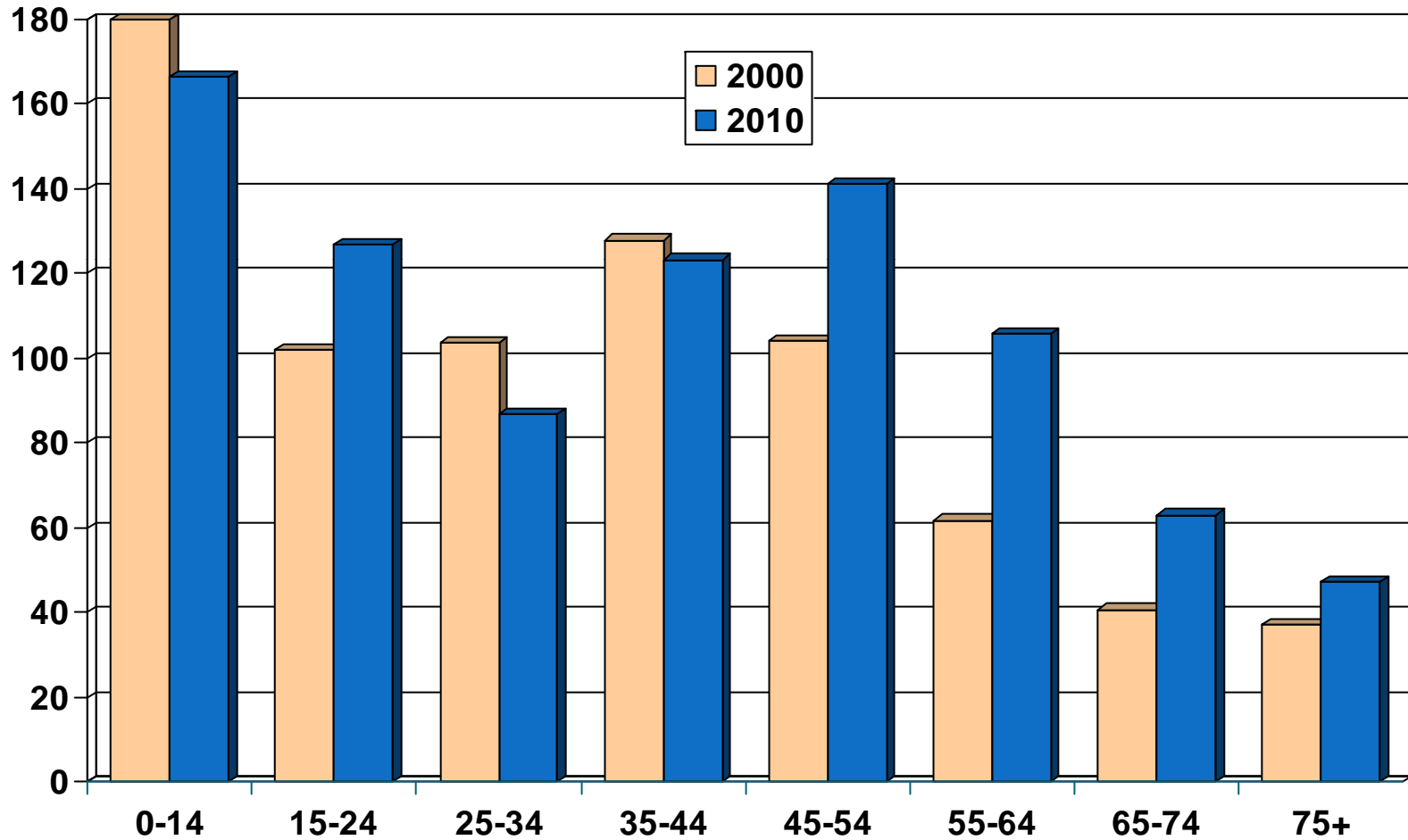
Note: Data is based on 2010 data.

SOURCE: DataQuick Information Systems

Population by Age Group

Ventura County (2000-2010)

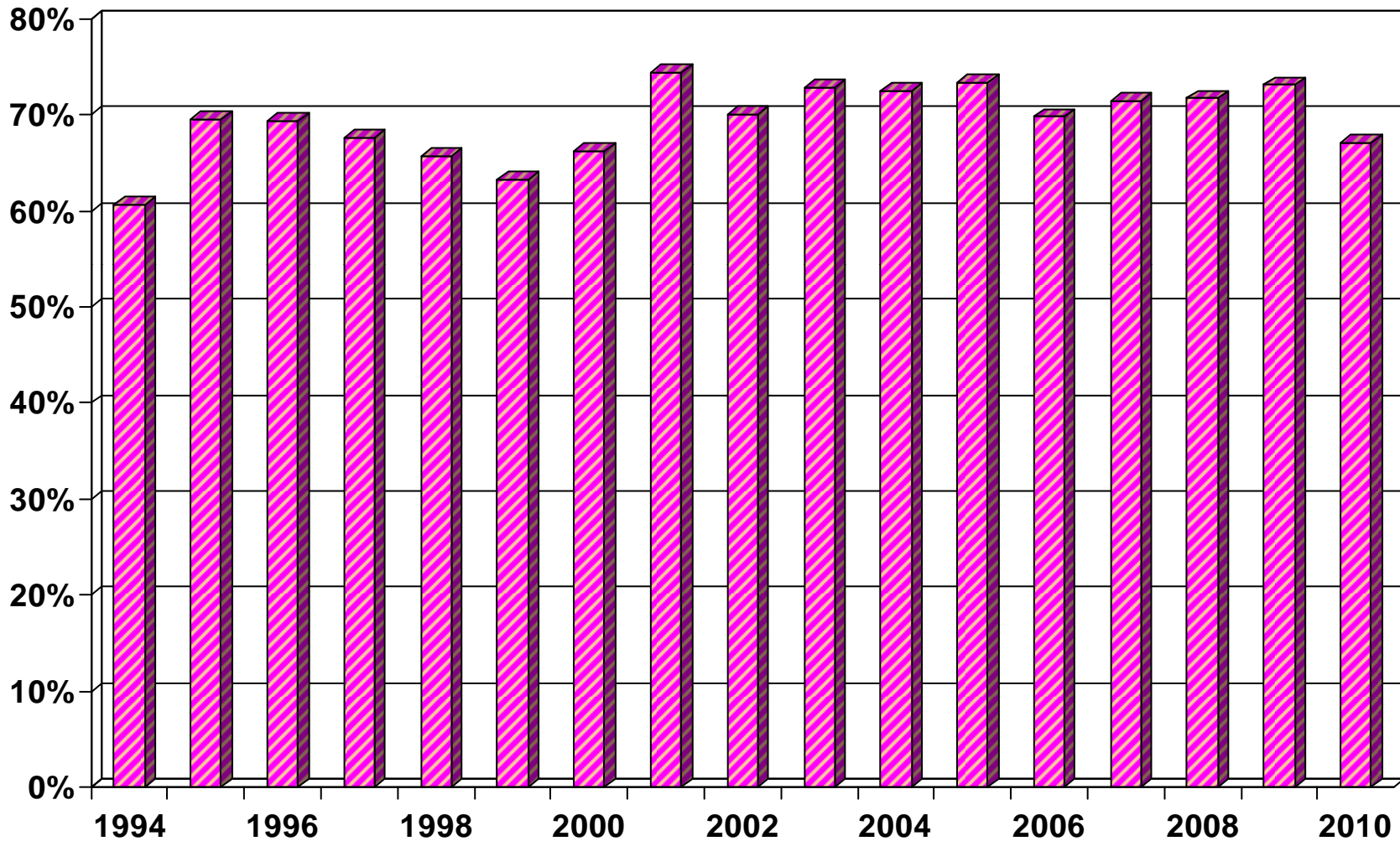
Thousands



SOURCE: California Department of Finance;
CALIFORNIA ASSOCIATION OF REALTORS®

Homeownership Rates

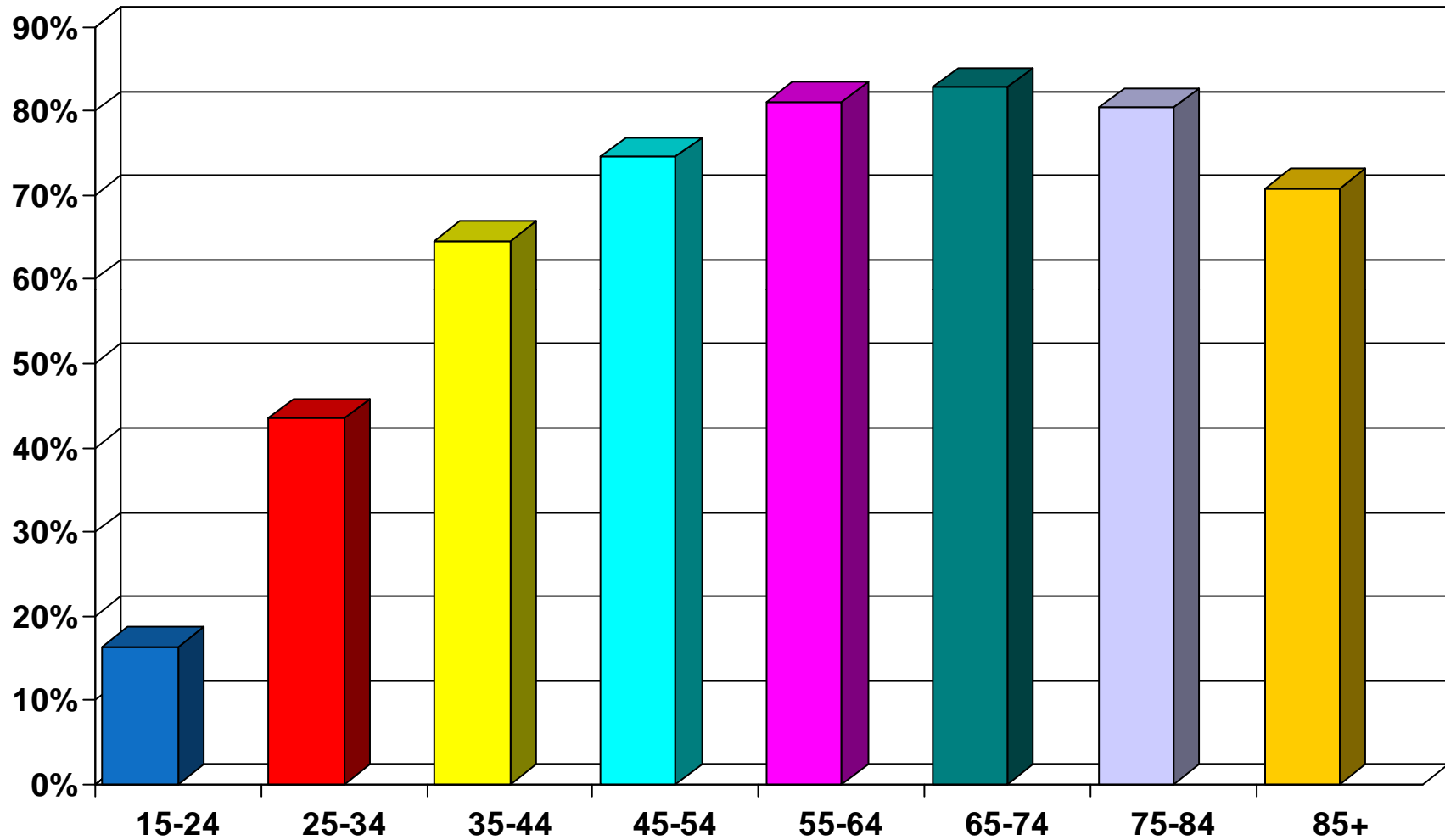
Ventura Metropolitan Area, 2010: 67.1%



SOURCE: U.S. Census Bureau

Homeownership Rates by Age

Ventura County (2000 Census)



SOURCE: California Department of Finance;
CALIFORNIA ASSOCIATION OF REALTORS®