

Zip Code: 95124



Daniel Pizano

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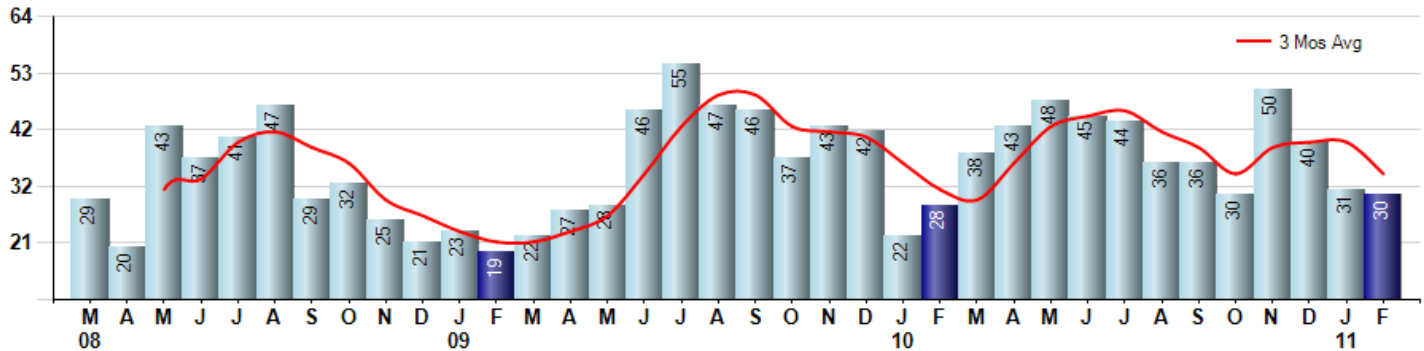
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$597,444	↑		↑				
Average List Price of all Current Listings	\$613,019	↑		↑				
February Median Sales Price	\$615,000	↔	↑	↓	↓	\$620,000	↔	↔
February Average Sales Price	\$619,948	↓	↑	↓	↓	\$644,064	↑	↑
Total Properties Currently for Sale (Inventory)	120	↑		↑				
February Number of Properties Sold	30	↓		↑		61	↑	
February Average Days on Market (Solds)	61	↓	↑	↑	↑	62	↑	↑
Asking Price per Square Foot (based on New Listings)	\$387	↑	↑	↓	↓	\$381	↓	↓
February Sold Price per Square Foot	\$371	↓	↓	↓	↓	\$402	↔	↔
February Month's Supply of Inventory	4.0	↑	↑	↑	↑	3.7	↓	↓
February Sale Price vs List Price Ratio	97.4%	↔	↓	↓	↓	97.4%	↓	↓

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

Property Sales

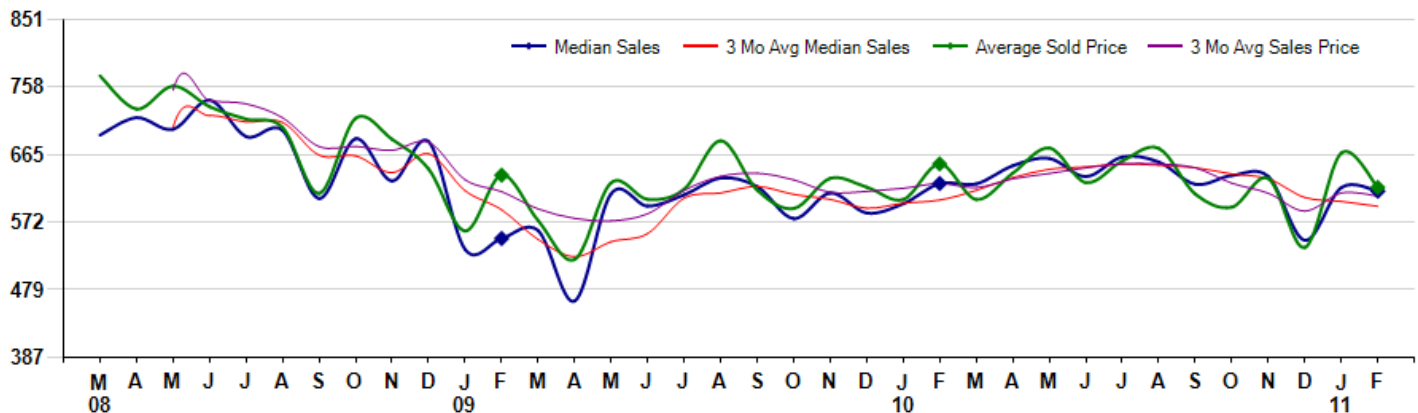
February Property sales were 30, up 7.1% from 28 in February of 2010 and -3.2% lower than the 31 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 61 are running 22.0% ahead of last year's year-to-date sales of 50.



Prices

The Median Sales Price in February was \$615,000, down -1.7% from \$625,500 in February of 2010 and down -0.8% from \$620,000 last month. The Average Sales Price in February was \$619,948, down -5.0% from \$652,464 in February of 2010 and down -7.1% from \$667,402 last month. February 2011 ASP was at the lowest level compared to February of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from MLSListings, Inc. for the period 3/1/2008 through 2/28/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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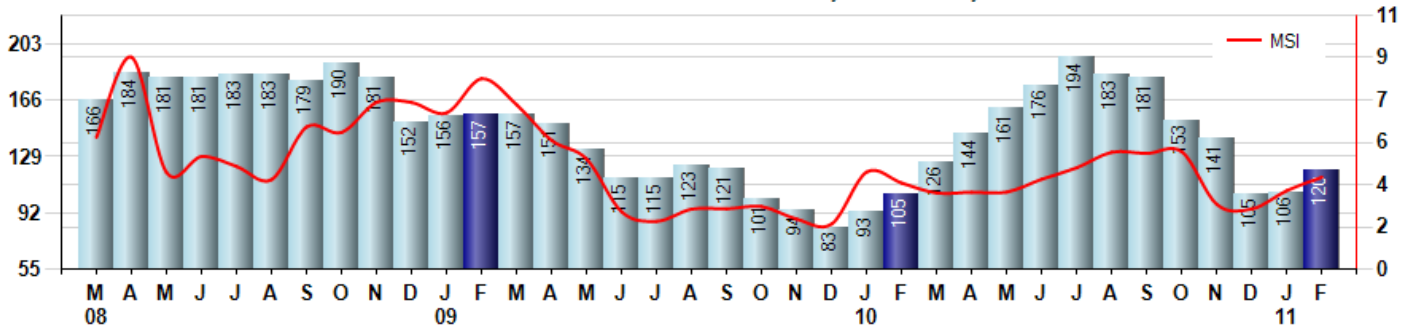
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 120, up 13.2% from 106 last month and up 14.3% from 105 in February of last year. February 2011 Inventory was at a mid range compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 4.0 months was at a mid range compared with February of 2010 and 2009.

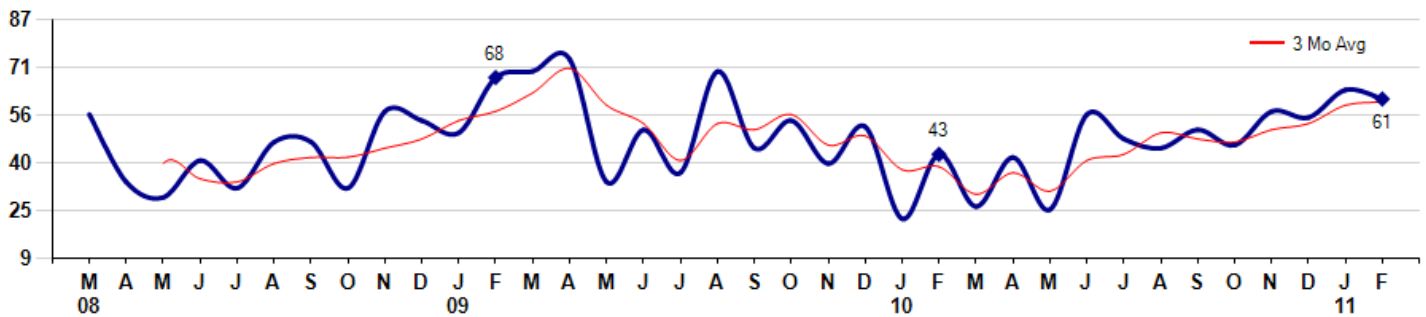
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 61, down -4.7% from 64 days last month and up 41.9% from 43 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

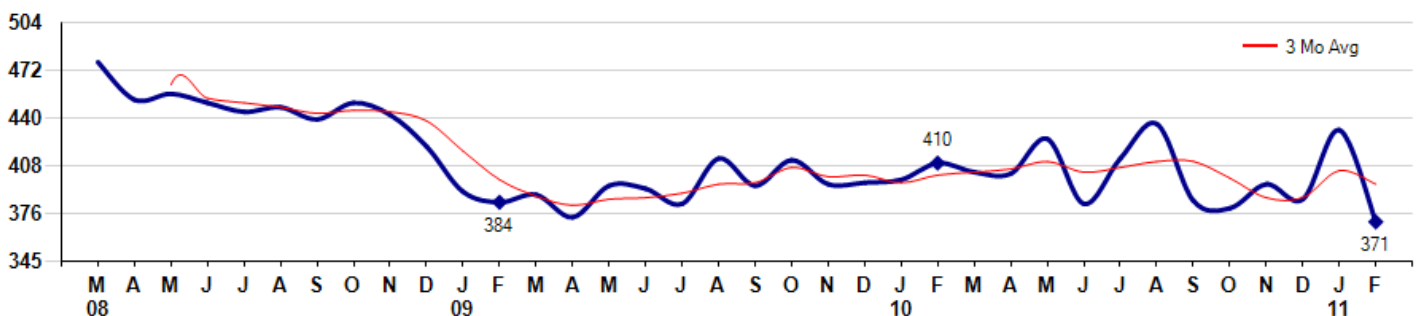
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2011 Selling Price per Square Foot of \$371 was down -14.1% from \$432 last month and down -9.5% from \$410 in February of last year.

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



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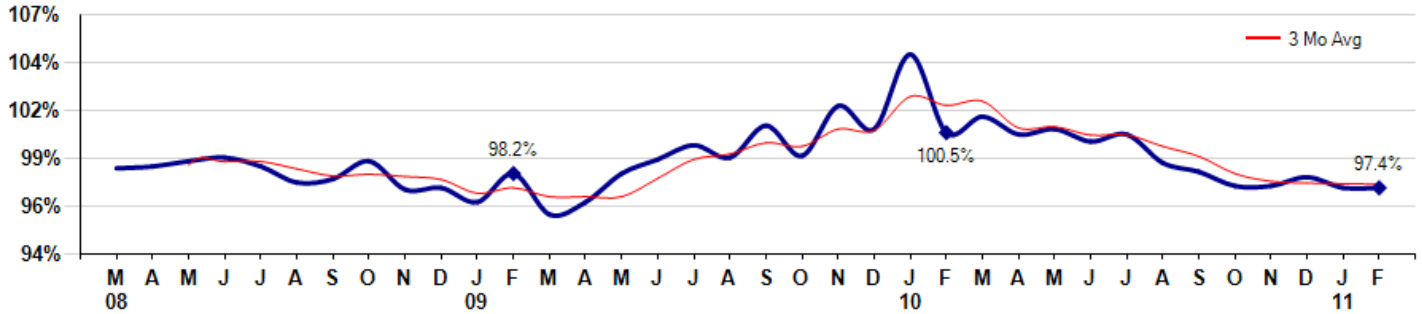


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Selling Price vs Original Listing Price

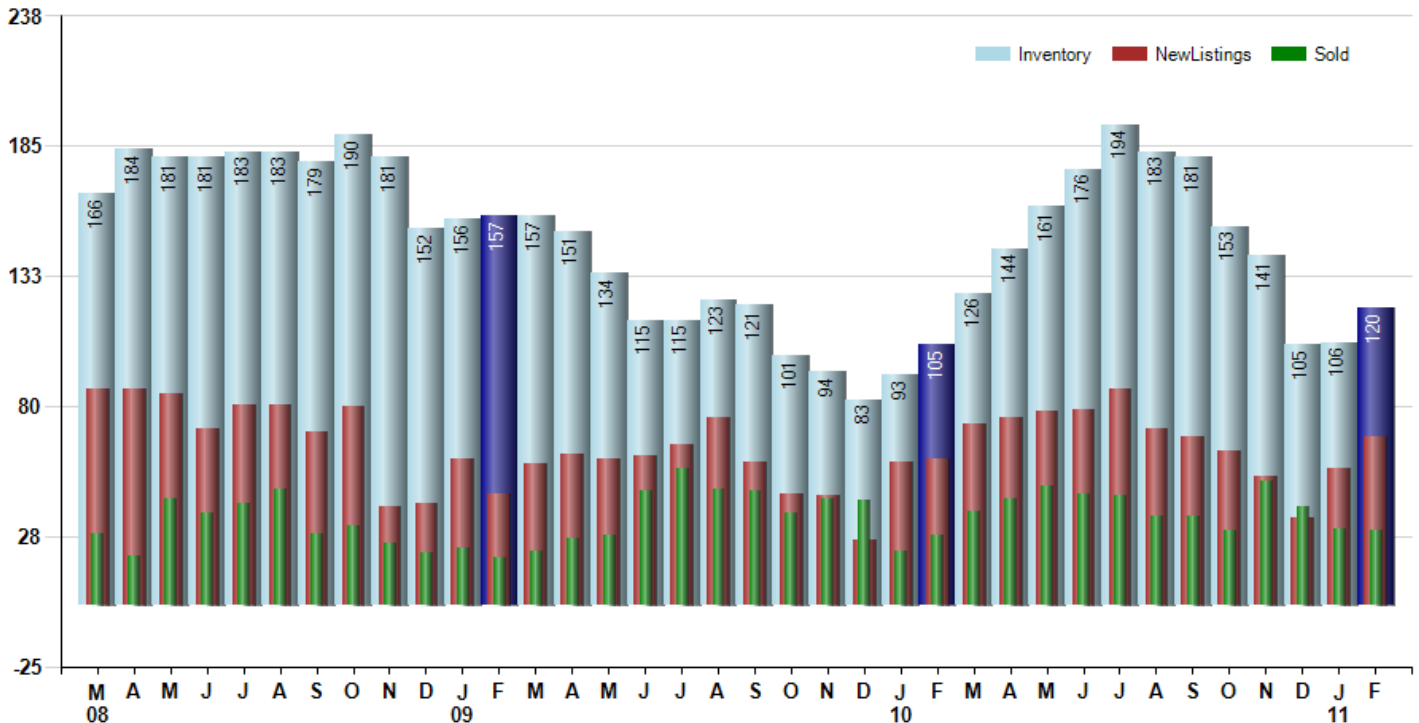
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 97.4% was equal to 97.4% last month and down from 100.5% in February of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 February 2011 was 68, up 23.6% from 55 last month and up 15.3% from 59 in February of last year.



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MARKET ACTION REPORT

February 2011

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	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Homes Sold	29	20	43	37	41	47	29	32	25	21	23	19	22	27	28	46	55	47	46	37	43	42	22	28	38	43	48	45	44	36	36	30	50	40	31	30
3 Mo. Roll Avg			31	33	40	42	39	36	29	26	23	21	21	23	26	34	43	49	49	43	42	41	36	31	29	36	43	45	46	42	39	34	39	40	40	34

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Median Sale Price	692	716	700	740	690	699	605	687	629	683	535	550	561	464	612	595	610	633	621	577	613	585	598	626	625	650	660	635	662	655	625	637	635	548	620	615
3 Mo. Roll Avg			703	719	710	710	665	664	640	666	616	589	549	525	545	557	605	613	621	611	604	592	598	603	616	634	645	648	652	651	647	639	632	606	601	594

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Inventory	166	184	181	181	183	183	179	190	181	152	156	157	157	151	134	115	115	123	121	101	94	83	93	105	126	144	161	176	194	183	181	153	141	105	106	120
MSI	6	9	4	5	4	4	6	6	7	7	7	8	7	6	5	3	2	3	3	3	2	2	4	4	3	3	3	4	4	5	5	5	3	3	3	4

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Days On Market	56	34	29	41	32	47	47	32	57	54	50	68	70	74	34	51	37	70	45	54	40	52	22	43	26	42	25	56	48	45	51	46	57	55	64	61
3 Mo. Roll Avg			40	35	34	40	42	42	45	48	54	57	63	71	59	53	41	53	51	56	46	49	38	39	30	37	31	41	43	50	48	47	51	53	59	60

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Price per Sq Ft	477	452	456	450	444	447	439	450	442	421	391	384	389	374	395	393	383	413	395	412	396	397	399	410	404	403	426	383	413	436	385	380	396	386	432	371
3 Mo. Roll Avg			462	453	450	447	443	445	444	438	418	399	388	382	386	387	390	396	397	407	401	402	397	402	404	406	411	404	407	411	411	400	387	387	405	396

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Sale to List Price	0.985	0.986	0.989	0.991	0.986	0.977	0.979	0.989	0.973	0.974	0.966	0.982	0.959	0.966	0.982	0.990	0.998	0.991	1.009	0.992	1.020	1.007	1.049	1.005	1.014	1.004	1.007	1.000	1.004	0.988	0.983	0.975	0.975	0.980	0.974	0.974
3 Mo. Roll Avg			0.987	0.989	0.989	0.985	0.981	0.982	0.980	0.979	0.971	0.974	0.969	0.969	0.969	0.979	0.990	0.993	0.999	0.997	1.007	1.006	1.025	1.020	1.023	1.008	1.008	1.004	1.004	0.997	0.992	0.982	0.978	0.977	0.976	0.976

	M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
New Listings	87	87	85	71	81	81	70	80	40	41	59	45	57	61	59	60	65	76	58	45	44	26	58	59	73	76	78	79	87	71	68	62	52	35	55	68
Inventory	166	184	181	181	183	183	179	190	181	152	156	157	157	151	134	115	115	123	121	101	94	83	93	105	126	144	161	176	194	183	181	153	141	105	106	120
Sales	29	20	43	37	41	47	29	32	25	21	23	19	22	27	28	46	55	47	46	37	43	42	22	28	38	43	48	45	44	36	36	30	50	40	31	30

	(000's) M 08	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F
Avg Sale Price	773	728	759	731	714	703	612	715	686	645	560	637	575	521	627	604	618	684	616	591	633	620	604	652	604	640	674	627	656	674	611	593	632	537	667	620
3 Mo. Roll Avg			754	739	735	716	676	677	671	682	631	614	591	578	574	584	616	635	639	631	613	615	619	626	620	632	639	647	652	652	647	626	612	588	612	608

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