

MLS Area: Almaden Valley #13



Daniel Pizano

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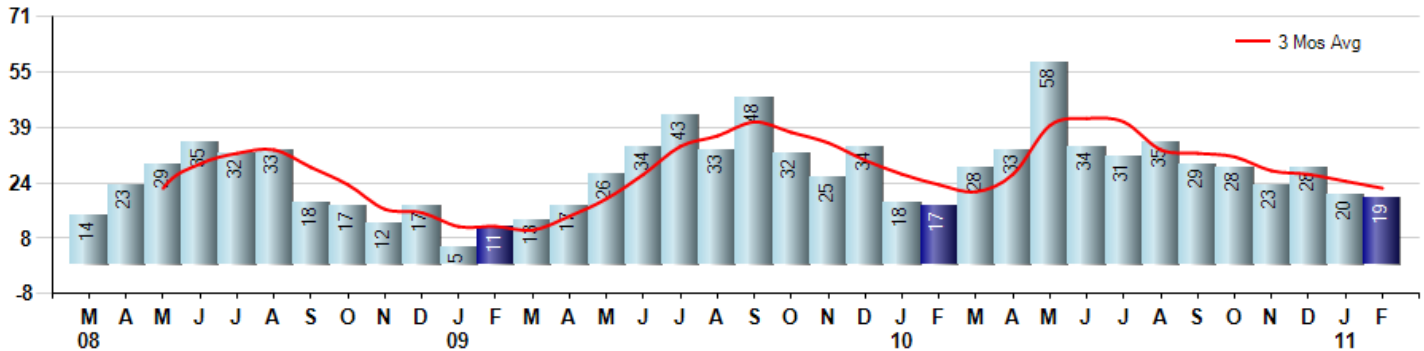
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$900,000	↓		↓				
Average List Price of all Current Listings	\$1,059,576	↓		↔				
February Median Sales Price	\$900,000	↑	↑	↓	↔	\$842,500	↓	↓
February Average Sales Price	\$1,011,237	↑	↑	↑	↑	\$902,471	↑	↓
Total Properties Currently for Sale (Inventory)	101	↑		↑				
February Number of Properties Sold	19	↓		↑		39	↑	
February Average Days on Market (Solds)	68	↓	↑	↑	↑	96	↑	↑
Asking Price per Square Foot (based on New Listings)	\$456	↑	↑	↑	↑	\$439	↑	↑
February Sold Price per Square Foot	\$381	↑	↔	↓	↓	\$379	↓	↓
February Month's Supply of Inventory	5.3	↑	↑	↓	↑	4.8	↑	↑
February Sale Price vs List Price Ratio	95.7%	↓	↓	↓	↓	96.1%	↓	↓

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

Property Sales

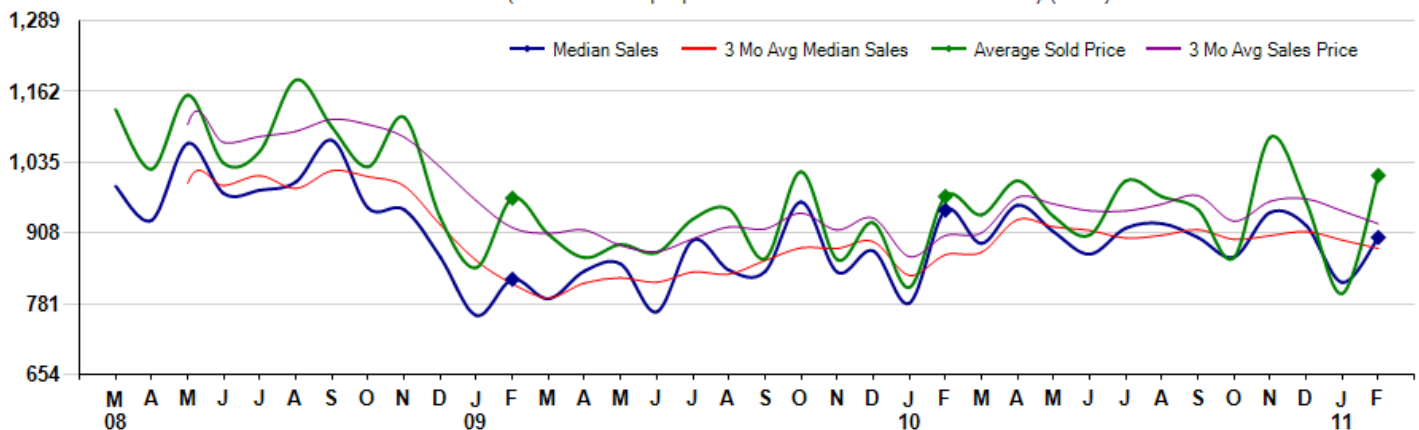
February Property sales were 19, up 11.8% from 17 in February of 2010 and -5.0% lower than the 20 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 39 are running 11.4% ahead of last year's year-to-date sales of 35.



Prices

The Median Sales Price in February was \$900,000, down -5.2% from \$949,000 in February of 2010 and up 9.8% from \$819,500 last month. The Average Sales Price in February was \$1,011,237, up 3.8% from \$973,773 in February of 2010 and up 26.5% from \$799,144 last month. February 2011 ASP was at highest 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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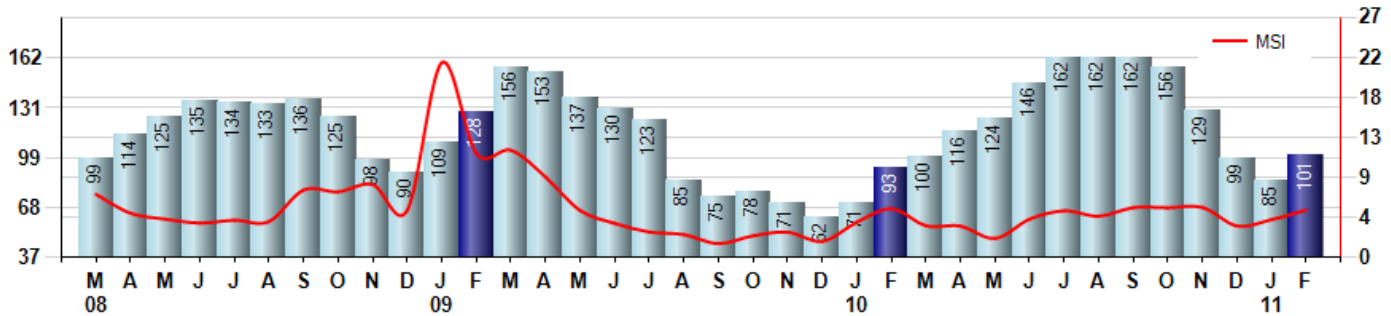
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 101, up 18.8% from 85 last month and up 8.6% from 93 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 5.3 months was at its lowest level compared with February of 2010 and 2009.

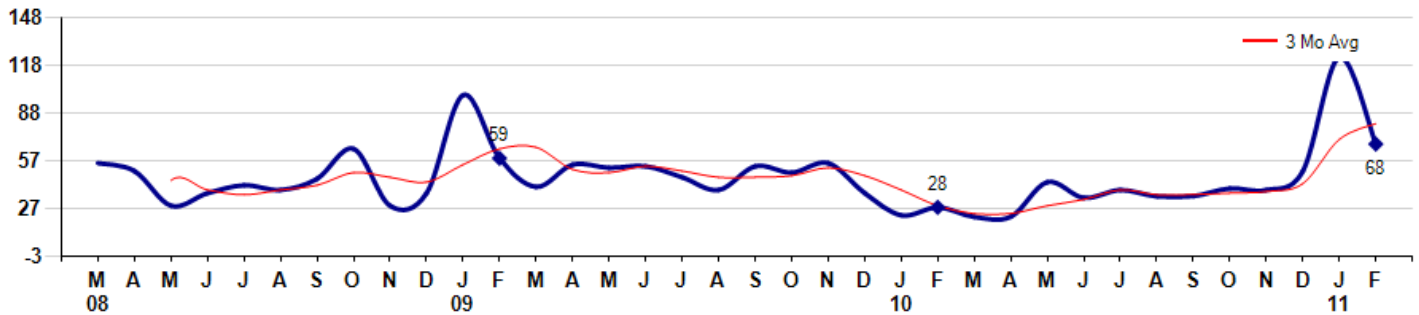
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 68, down -44.7% from 123 days last month and up 142.9% from 28 days in February of last year. The February 2011 DOM was at its highest level compared with February of 2010 and 2009.

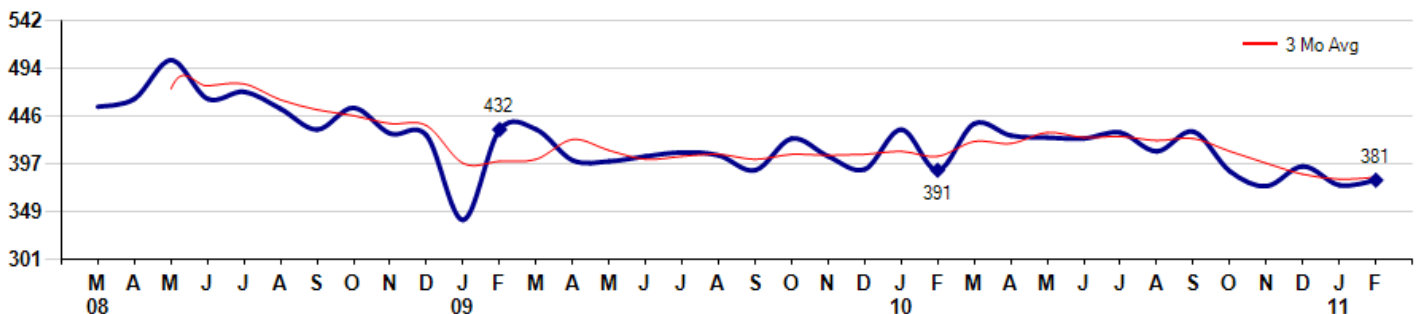
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$381 was up 1.3% from \$376 last month and down -2.6% from \$391 in February of last year.

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



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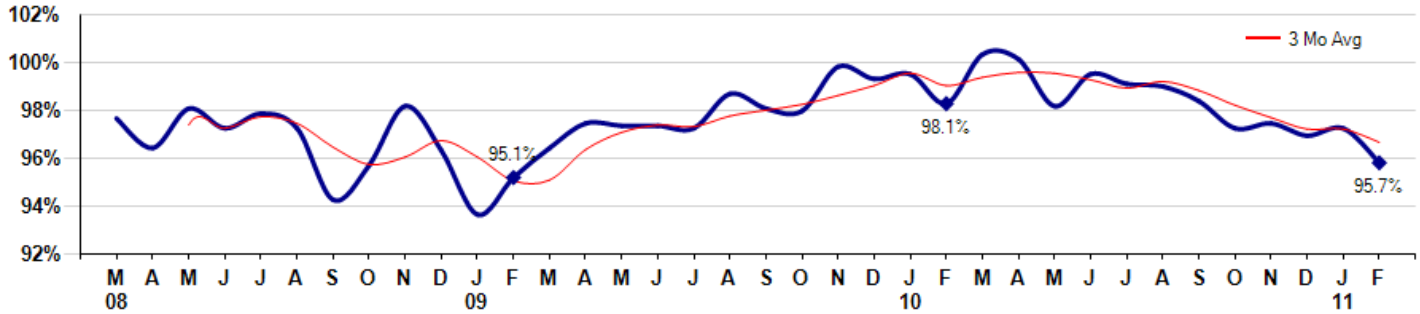


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Selling Price vs Original Listing Price

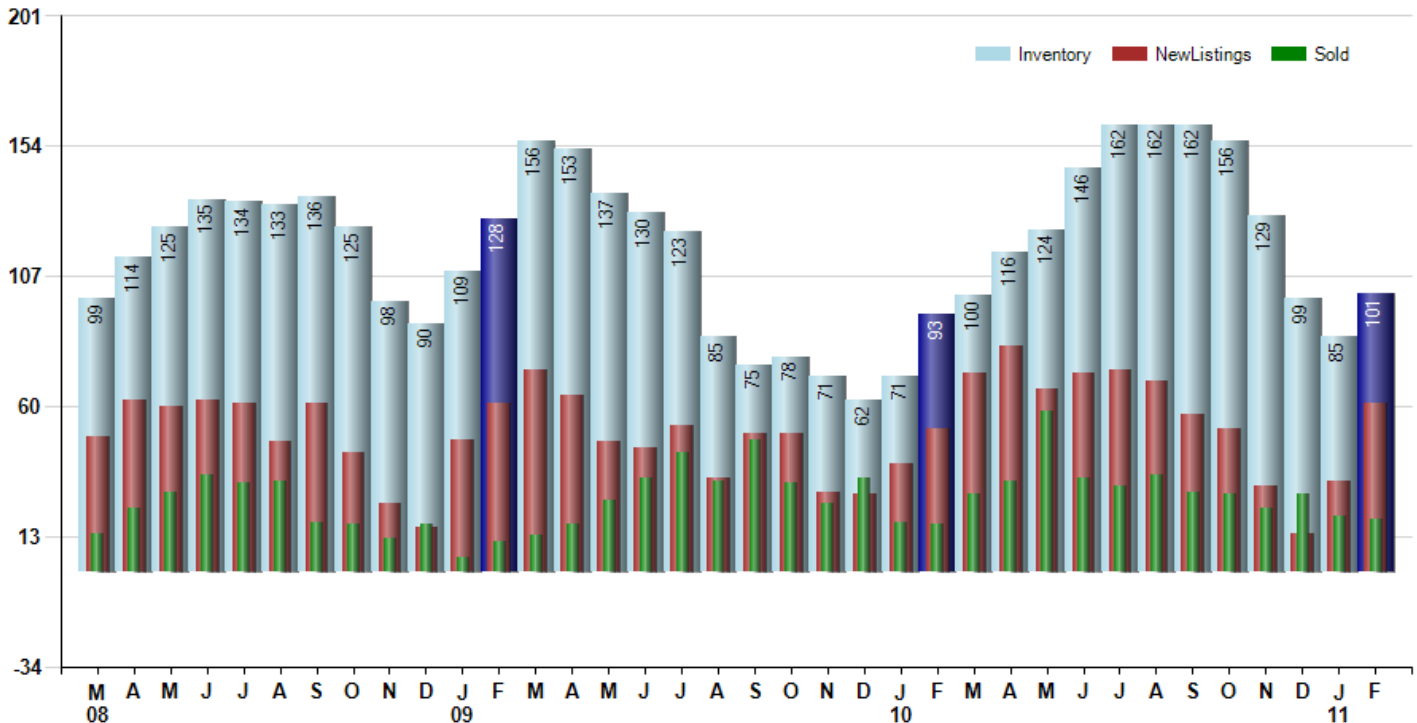
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 95.7% was down from 97.1% last month and down from 98.1% 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 61, up 84.8% from 33 last month and up 17.3% from 52 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	14	23	29	35	32	33	18	17	12	17	5	11	13	17	26	34	43	33	48	32	25	34	18	17	28	33	58	34	31	35	29	28	23	28	20	19
3 Mo. Roll Avg			22	29	32	33	28	23	16	15	11	11	10	14	19	26	34	37	41	38	35	30	26	23	21	26	40	42	41	33	32	31	27	26	24	22

	(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	992	931	1,069	979	985	1,000	1,075	953	950	865	760	825	790	840	853	767	895	842	839	964	838	876	782	949	890	958	910	870	917	925	900	865	945	922	820	900
3 Mo. Roll Avg			997	993	1,011	988	1,020	1,009	993	923	858	817	792	818	828	820	838	834	859	881	880	893	832	869	874	932	919	913	899	904	914	897	903	911	895	880

	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	99	114	125	135	134	133	136	125	98	90	109	128	156	153	137	130	123	85	75	78	71	62	71	93	100	116	124	146	162	162	162	156	129	99	85	101
MSI	7	5	4	4	4	4	8	7	8	5	22	12	12	9	5	4	3	3	2	2	3	2	4	5	4	4	2	4	5	5	6	6	6	4	4	5

	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	51	29	37	42	39	46	65	29	37	99	59	41	55	53	54	47	39	54	50	56	37	23	28	22	22	44	34	39	35	35	40	39	51	123	68
3 Mo. Roll Avg			45	39	36	39	42	50	47	44	55	65	66	52	50	54	51	47	47	48	53	48	39	29	24	24	29	33	39	36	36	37	38	43	71	81

	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	455	463	502	463	470	453	432	454	428	426	341	432	432	401	400	405	409	406	391	423	405	392	432	391	438	426	424	423	429	410	430	390	375	395	376	381
3 Mo. Roll Avg			473	476	478	462	452	446	438	436	398	400	402	422	411	402	405	407	402	407	406	407	410	405	420	418	429	424	425	421	423	410	398	387	382	384

	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	0.975	0.963	0.979	0.971	0.977	0.971	0.942	0.956	0.980	0.962	0.936	0.951	0.963	0.973	0.972	0.972	0.971	0.985	0.979	0.978	0.996	0.991	0.993	0.981	1.001	0.999	0.980	0.993	0.989	0.988	0.982	0.971	0.973	0.968	0.971	0.957
3 Mo. Roll Avg			0.972	0.971	0.976	0.973	0.963	0.956	0.959	0.966	0.959	0.950	0.950	0.962	0.969	0.972	0.972	0.976	0.978	0.981	0.984	0.988	0.993	0.988	0.992	0.994	0.993	0.991	0.987	0.990	0.986	0.980	0.975	0.971	0.971	0.965

	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	49	62	60	62	61	47	61	43	25	16	48	61	73	64	47	45	53	34	50	50	29	28	39	52	72	82	66	72	73	69	57	52	31	14	33	61
Inventory	99	114	125	135	134	133	136	125	98	90	109	128	156	153	137	130	123	85	75	78	71	62	71	93	100	116	124	146	162	162	162	156	129	99	85	101
Sales	14	23	29	35	32	33	18	17	12	17	5	11	13	17	26	34	43	33	48	32	25	34	18	17	28	33	58	34	31	35	29	28	23	28	20	19

	(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	1,129	1,023	1,156	1,033	1,055	1,183	1,098	1,027	1,116	935	846	971	905	864	888	873	933	951	862	1,018	860	926	810	974	941	1,002	938	904	1,002	973	950	864	1,080	964	799	1,011
3 Mo. Roll Avg			1,103	1,070	1,081	1,091	1,112	1,103	1,080	1,026	966	917	907	913	886	875	898	919	915	944	914	935	866	904	908	972	960	948	948	960	975	929	965	969	948	925

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