

Daniel Pizano

e-PRO, International Diamond Society
 408-460-8401
 www.DanielPizano.com
 daniel.pizano@cbtnorcal.com



Price Range: All | Properties: Single Family

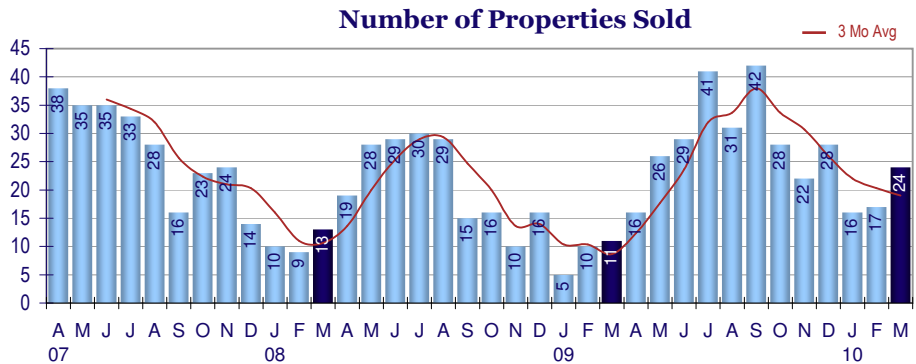
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,075,000	↑		↑				
Average List Price of all Current Listings	\$1,202,733	↑		↓				
March Median Sales Price	\$907,000	↓	↔	↑	\$899,000	↑	↑	
March Average Sales Price	\$983,495	↔	↑	↔	\$941,349	↓	↔	
Total Properties Currently for Sale (Inventory)	83	↑		↓				
March Number of Properties Sold	24	↑		↑	57	↑		
March Average Days on Market (Solds)	23	↓	↓	↓	24	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$441	↑	↑	↑	\$432	↔	↑	
March Sold Price per Square Foot	\$447	↑	↑	↔	\$430	↑	↑	
March Month's Supply of Inventory	3.5	↓	↓	↓	4.0	↓	↓	
March Sale Price vs List Price Ratio	100.0%	↑	↑	↑	99.3%	↑	↑	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

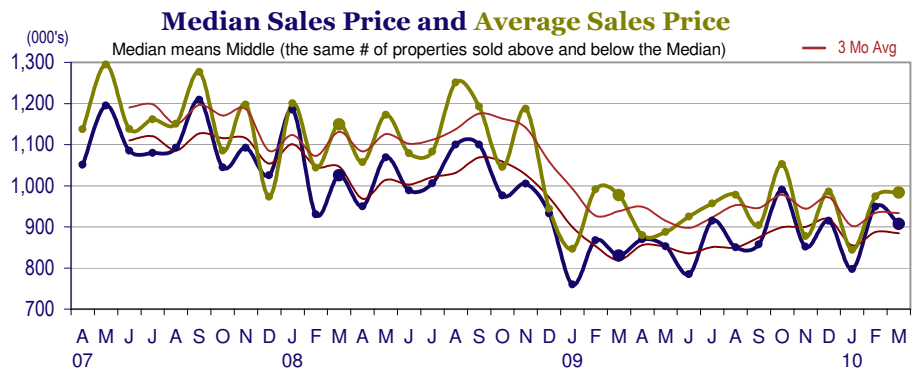
Property Sales

March Property sales were 24, up 118.2% from 11 in March of 2009 and 41.2% higher than the 17 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 57 are running 119.2% ahead of last year's year-to-date sales of 26.



Prices

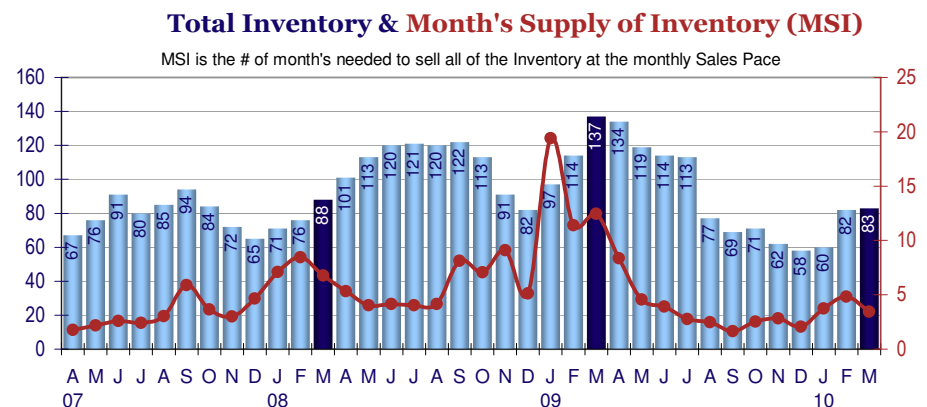
The Median Sales Price in March was \$907,000, up 9.3% from \$830,000 in March of 2009 and down -4.4% from \$949,000 last month. The Average Sales Price in March was \$983,495, up 0.7% from \$976,839 in March of 2009 and up 1.0% from \$973,773 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 83, up 1.2% from 82 last month and down -39.4% from 137 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 3.5 months was at its lowest level compared with March of 2009 and 2008.



Daniel Pizano

e-PRO, International Diamond Society

408-460-8401

www.DanielPizano.com

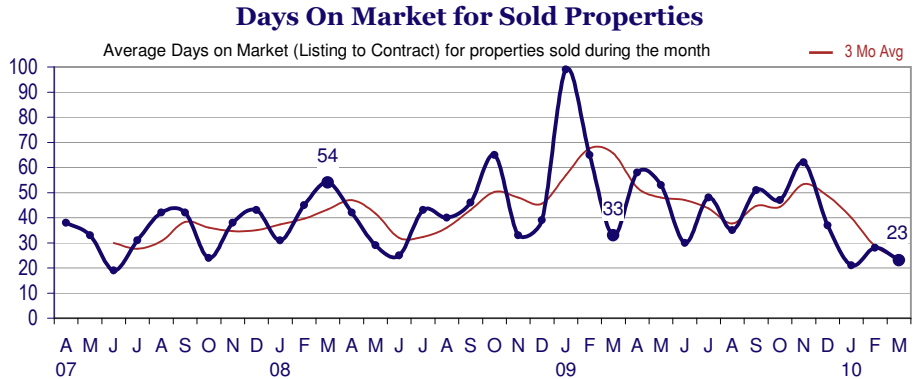
daniel.pizano@cbtnorcal.com



Price Range: All | Properties: Single Family

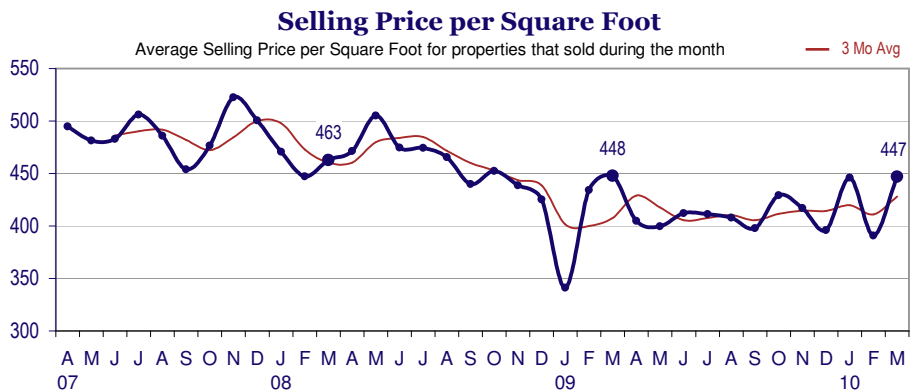
Market Time

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 March was 23, down -17.9% from 28 days last month and down -30.3% from 33 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.



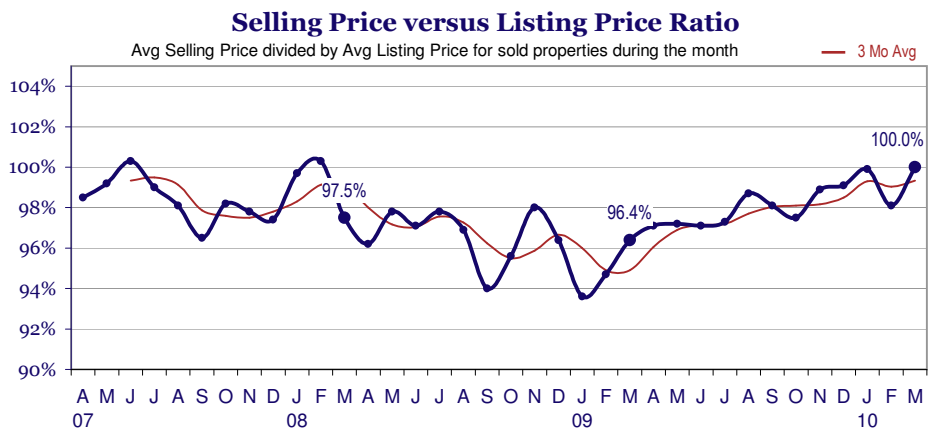
Selling Price per Square Foot

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 March 2010 Selling Price per Square Foot of \$447 was up 14.4% from \$391 last month and down -0.2% from 448 in March of last year.



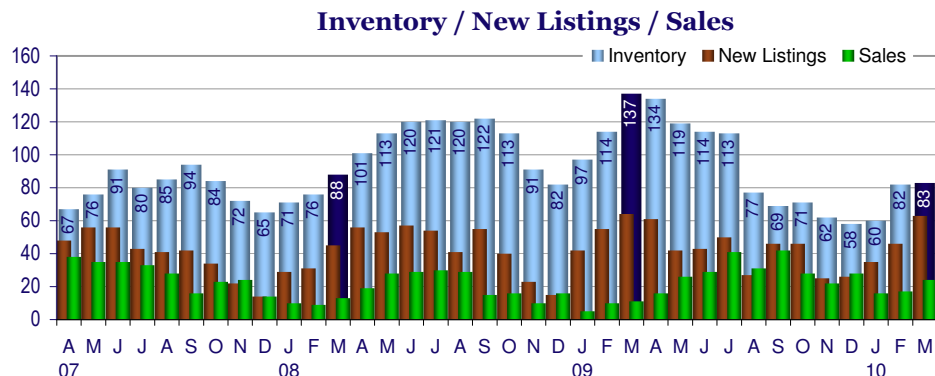
Selling Price vs Original Listing Price

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 March 2010 Selling Price vs Original List Price of 100.0% was up from 98.1% last month and up from 96.4% in March of last year.



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 March 2010 was 63, up 37.0% from 46 last month and down -1.6% from 64 in March of last year.



MLS Area: Almaden Valley #13

Price Range: All | Property Types: Single Family

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Homes Sold	38	35	35	33	28	16	23	24	14	10	9	13	19	28	29	30	29	15	16	10	16	5	10	11	16	26	29	41	31	42	28	22	28	16	17	24
3 Mo. Roll Avg			36	34	32	26	22	21	20	16	11	11	14	20	25	29	29	25	20	14	14	10	10	9	12	18	24	32	34	38	34	31	26	22	20	19

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Median Sale Price	1051	1195	1085	1080	1093	1209	1045	1093	1025	1185	930	1025	950	1069	989	1006	1100	1100	977	1005	933	760	868	830	870	853	785	915	850	858	990	852	915	798	949	907
3 Mo. Roll Avg			1110	1120	1086	1127	1116	1116	1054	1101	1047	1047	968	1015	1003	1021	1032	1069	1059	1027	971	899	853	819	856	851	836	851	850	874	899	900	919	855	887	885

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Inventory	67	76	91	80	85	94	84	72	65	71	76	88	101	113	120	121	120	122	113	91	82	97	114	137	134	119	114	113	77	69	71	62	58	60	82	83
MSI	2	2	3	2	3	6	4	3	5	7	8	7	5	4	4	4	4	8	7	9	5	19	11	12	8	5	4	3	2	2	3	3	2	4	5	3

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Days on Market	38	33	19	31	42	42	24	38	43	31	45	54	42	29	25	43	40	46	65	33	39	99	65	33	58	53	30	48	35	51	47	62	37	21	28	23
3 Mo. Roll Avg			30	28	31	38	36	35	35	37	40	43	47	42	32	32	36	43	50	48	46	57	68	66	52	48	47	44	38	45	44	53	49	40	29	24

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Price per Sq Ft	495	482	483	506	486	454	476	523	501	471	447	463	471	505	475	474	465	440	452	439	425	341	434	448	405	400	412	411	408	398	429	417	396	446	391	447
3 Mo. Roll Avg			486	490	492	482	472	484	500	498	473	460	461	480	484	485	472	460	453	444	439	402	400	408	429	418	406	408	410	406	412	415	414	420	411	428

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Sale to List Price	0.985	0.992	1.003	0.990	0.981	0.965	0.982	0.978	0.974	0.997	1.003	0.975	0.962	0.978	0.971	0.978	0.969	0.940	0.956	0.980	0.964	0.936	0.947	0.964	0.971	0.972	0.971	0.973	0.987	0.981	0.975	0.989	0.991	0.999	0.981	1.000
3 Mo. Roll Avg			0.993	0.995	0.991	0.979	0.976	0.975	0.978	0.983	0.991	0.992	0.980	0.972	0.970	0.976	0.973	0.962	0.955	0.959	0.967	0.960	0.949	0.949	0.961	0.969	0.971	0.972	0.977	0.980	0.981	0.982	0.985	0.993	0.990	0.993

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
New Listings	48	56	56	43	41	42	34	22	14	29	31	45	56	53	57	54	41	55	40	23	15	42	55	64	61	42	43	50	27	46	46	25	26	35	46	63
Inventory	67	76	91	80	85	94	84	72	65	71	76	88	101	113	120	121	120	122	113	91	82	97	114	137	134	119	114	113	77	69	71	62	58	60	82	83
Sales	38	35	35	33	28	16	23	24	14	10	9	13	19	28	29	30	29	15	16	10	16	5	10	11	16	26	29	41	31	42	28	22	28	16	17	24

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	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
Avg Sale Price	1137	1295	1138	1162	1151	1277	1086	1197	973	1201	1044	1149	1057	1172	1079	1083	1251	1192	1045	1187	945	846	991	977	880	888	925	957	978	904	1052	877	986	844	974	983
3 Mo. Roll Avg			1190	1198	1150	1196	1171	1187	1085	1124	1073	1131	1083	1126	1103	1111	1138	1175	1163	1142	1059	993	927	938	949	915	898	923	953	946	978	944	972	902	934	934

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of RE Infolink and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.