

MLS Area: Blossom Valley #12

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Price Range: All | Properties: Single Family

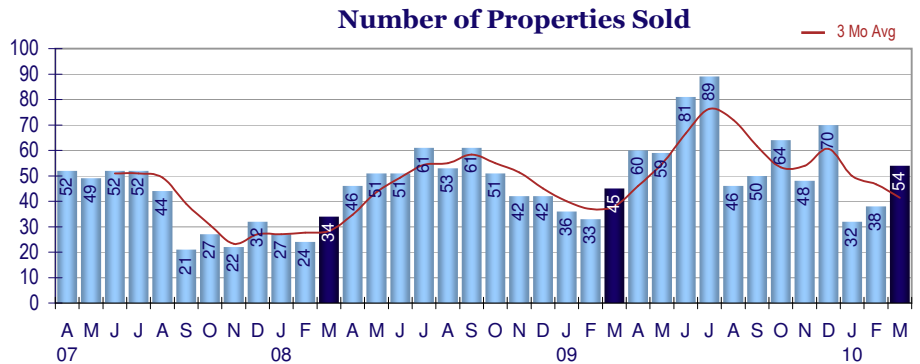
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$499,000	↑		↔				
Average List Price of all Current Listings	\$520,217	↑		↔				
March Median Sales Price	\$526,000	↑	↑	↑	\$507,500	↑	↑	
March Average Sales Price	\$537,244	↑	↑	↑	\$520,592	↑	↑	
Total Properties Currently for Sale (Inventory)	122	↓		↓				
March Number of Properties Sold	54	↑		↑	124	↑		
March Average Days on Market (Solds)	46	↑	↑	↓	41	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$320	↑	↑	↑	\$315	↑	↑	
March Sold Price per Square Foot	\$313	↓	↔	↑	\$317	↑	↑	
March Month's Supply of Inventory	2.3	↓	↓	↓	3.3	↓	↓	
March Sale Price vs List Price Ratio	101.4%	↓	↔	↑	101.4%	↑	↑	

* 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)

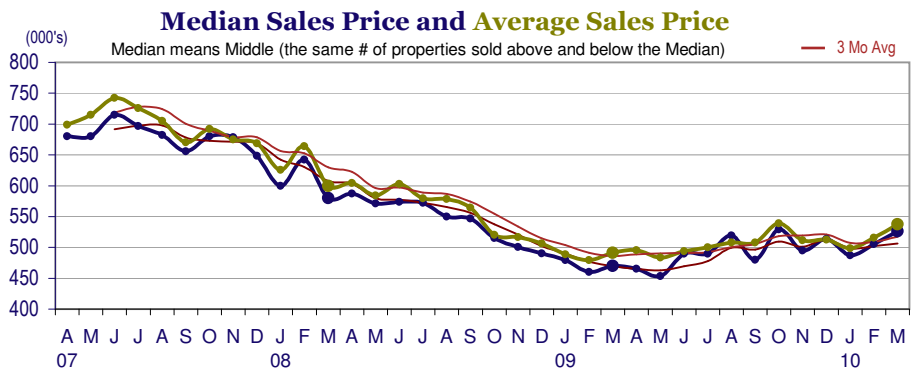
Property Sales

March Property sales were 54, up 20.0% from 45 in March of 2009 and 42.1% higher than the 38 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 124 are running 8.8% ahead of last year's year-to-date sales of 114.



Prices

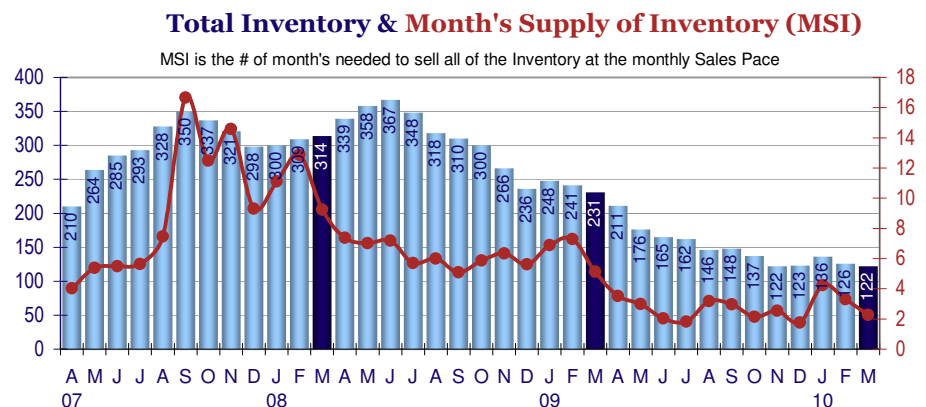
The Median Sales Price in March was \$526,000, up 11.9% from \$470,000 in March of 2009 and up 4.1% from \$505,500 last month. The Average Sales Price in March was \$537,244, up 9.3% from \$491,330 in March of 2009 and up 4.2% from \$515,508 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 122, down -3.2% from 126 last month and down -47.2% from 231 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 2.3 months was at its lowest level compared with March of 2009 and 2008.



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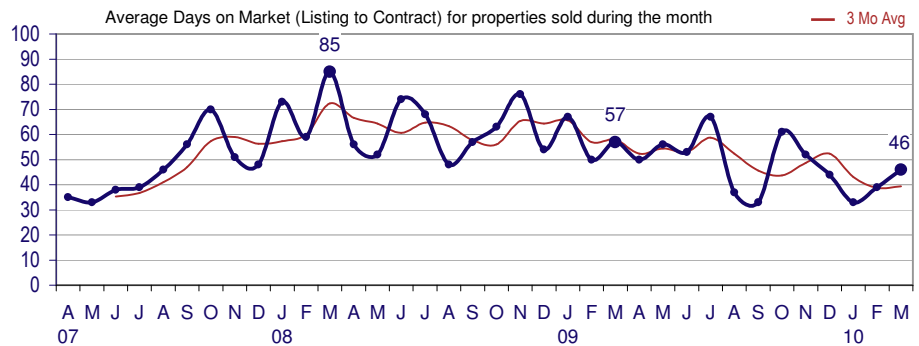


Price Range: All | Properties: Single Family

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 46, up 17.9% from 39 days last month and down -19.3% from 57 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

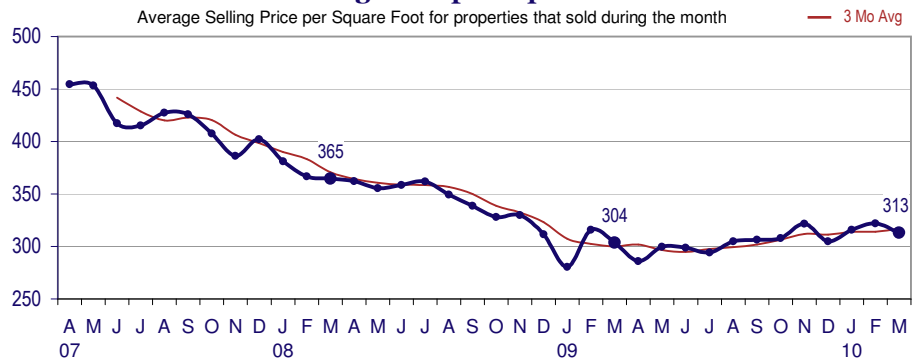
Days On Market for Sold Properties



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 \$313 was down -2.7% from \$322 last month and up 3.1% from 304 in March of last year.

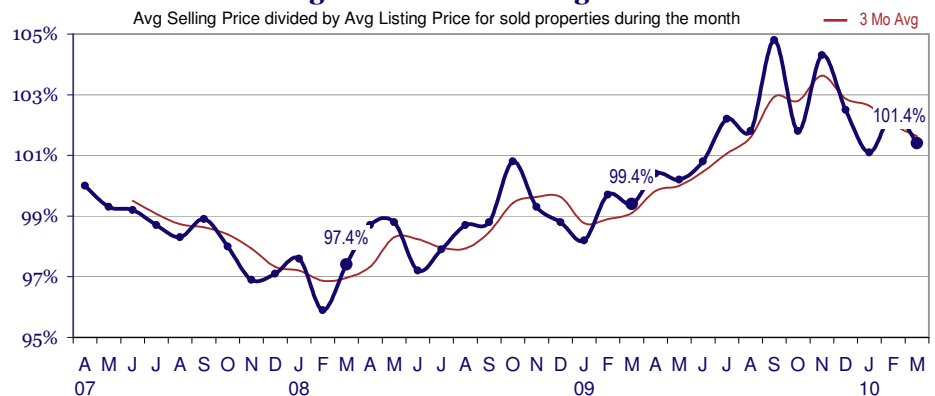
Selling Price per Square Foot



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 101.4% was down from 102.4% last month and up from 99.4% in March of last year.

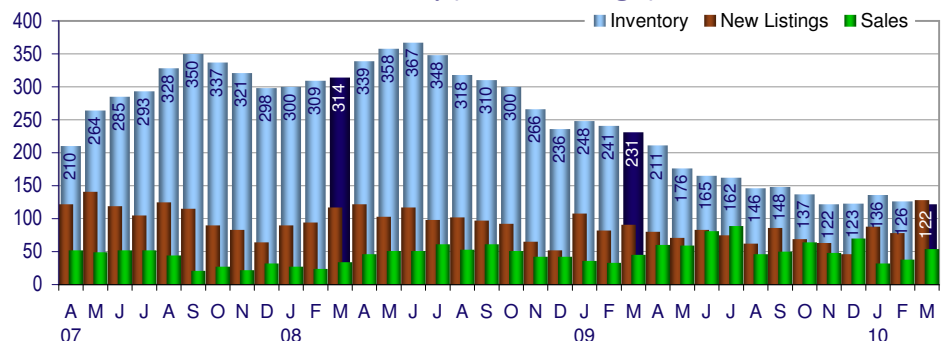
Selling Price versus Listing Price Ratio



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 128, up 64.1% from 78 last month and up 40.7% from 91 in March of last year.

Inventory / New Listings / Sales



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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	52	49	52	52	44	21	27	22	32	27	24	34	46	51	51	61	53	61	51	42	42	36	33	45	60	59	81	89	46	50	64	48	70	32	38	54
3 Mo. Roll Avg			51	51	49	39	31	23	27	27	28	28	35	44	49	54	55	58	55	51	45	40	37	38	46	55	67	76	72	62	53	54	61	50	47	41

(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	680	680	715	697	682	656	680	679	649	600	642	580	588	571	574	572	550	547	515	501	491	479	460	470	466	454	490	490	519	480	529	495	514	487	506	526
3 Mo. Roll Avg			692	697	698	678	673	671	669	642	630	607	603	580	578	572	565	556	537	521	502	490	477	470	465	463	470	478	500	496	509	501	513	499	502	506

	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	210	264	285	293	328	350	337	321	298	300	309	314	339	358	367	348	318	310	300	266	236	248	241	231	211	176	165	162	146	148	137	122	123	136	126	122
MSI	4	5	5	6	7	17	12	15	9	11	13	9	7	7	7	6	6	5	6	6	6	7	7	5	4	3	2	2	3	3	2	3	2	4	3	2

	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	35	33	38	39	46	56	70	51	48	73	59	85	56	52	74	68	48	57	63	76	54	67	50	57	50	56	53	67	37	33	61	52	44	33	39	46
3 Mo. Roll Avg			35	37	41	47	57	59	56	57	60	72	67	64	61	65	63	58	56	65	64	66	57	58	52	54	53	59	52	46	44	49	52	43	39	39

	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	455	453	417	415	427	426	408	386	402	381	367	365	362	356	359	362	349	339	328	330	312	280	316	304	286	300	299	294	305	307	308	322	305	316	322	313
3 Mo. Roll Avg			442	429	420	423	420	407	399	390	383	371	364	361	359	359	357	350	339	332	323	307	303	300	302	297	295	298	299	302	306	312	311	314	314	317

	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	1.000	0.993	0.992	0.987	0.983	0.989	0.980	0.969	0.971	0.976	0.959	0.974	0.987	0.988	0.972	0.979	0.987	0.988	1.008	0.993	0.988	0.982	0.997	0.994	1.004	1.002	1.008	1.022	1.018	1.048	1.018	1.043	1.025	1.011	1.024	1.014
3 Mo. Roll Avg			0.995	0.991	0.987	0.986	0.984	0.979	0.973	0.972	0.969	0.970	0.973	0.983	0.982	0.980	0.979	0.985	0.994	0.996	0.988	0.989	0.991	0.998	1.000	1.005	1.011	1.016	1.029	1.028	1.036	1.029	1.026	1.020	1.016	

	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	122	141	119	105	125	115	90	83	64	90	94	117	122	103	117	98	102	97	92	65	52	108	82	91	80	71	83	75	62	86	69	63	46	88	78	128
Inventory	210	264	285	293	328	350	337	321	298	300	309	314	339	358	367	348	318	310	300	266	236	248	241	231	211	176	165	162	146	148	137	122	123	136	126	122
Sales	52	49	52	52	44	21	27	22	32	27	24	34	46	51	51	61	53	61	51	42	42	36	33	45	60	59	81	89	46	50	64	48	70	32	38	54

(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	699	715	743	726	705	670	692	675	669	625	664	600	604	584	603	579	579	564	520	517	506	489	479	491	496	483	494	500	508	508	539	512	512	499	516	537
3 Mo. Roll Avg			719	728	724	700	689	679	679	656	653	630	623	596	597	589	587	574	554	534	515	504	491	486	489	490	491	492	501	505	518	519	521	508	509	517

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