

MLS Area: Cambrian #14



Daniel Pizano

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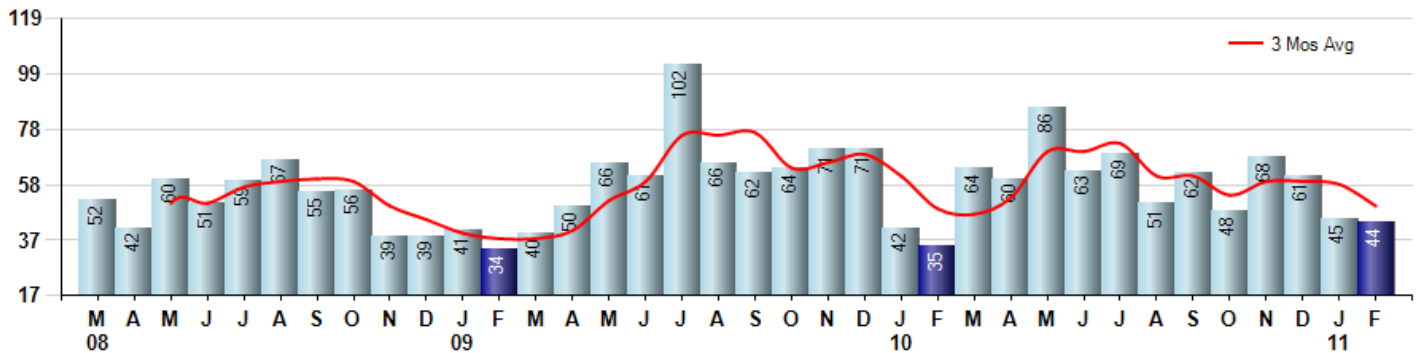
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$540,000	↑		↑				
Average List Price of all Current Listings	\$532,307	↑		↑				
February Median Sales Price	\$537,500	↓	↓	↓	↓	\$547,200	↓	↓
February Average Sales Price	\$542,030	↓	↓	↓	↓	\$563,641	↓	↔
Total Properties Currently for Sale (Inventory)	191	↓		↑				
February Number of Properties Sold	44	↓		↑		89	↑	
February Average Days on Market (Solds)	59	↓	↓	↑	↑	60	↑	↑
Asking Price per Square Foot (based on New Listings)	\$356	↓	↓	↓	↓	\$365	↓	↓
February Sold Price per Square Foot	\$339	↓	↓	↓	↓	\$371	↓	↓
February Month's Supply of Inventory	4.3	↔	↑	↓	↑	4.3	↑	↑
February Sale Price vs List Price Ratio	97.2%	↓	↓	↓	↓	97.5%	↓	↓

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

Property Sales

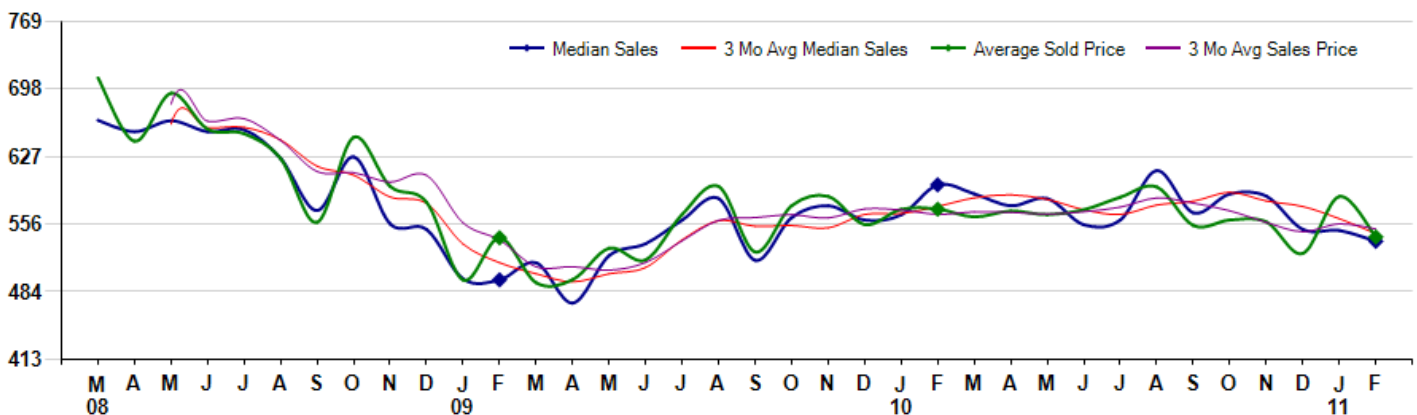
February Property sales were 44, up 25.7% from 35 in February of 2010 and -2.2% lower than the 45 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 89 are running 15.6% ahead of last year's year-to-date sales of 77.



Prices

The Median Sales Price in February was \$537,500, down -10.0% from \$597,000 in February of 2010 and down -2.1% from \$549,000 last month. The Average Sales Price in February was \$542,030, down -5.1% from \$571,343 in February of 2010 and down -7.3% from \$584,772 last month. February 2011 ASP was at a mid range 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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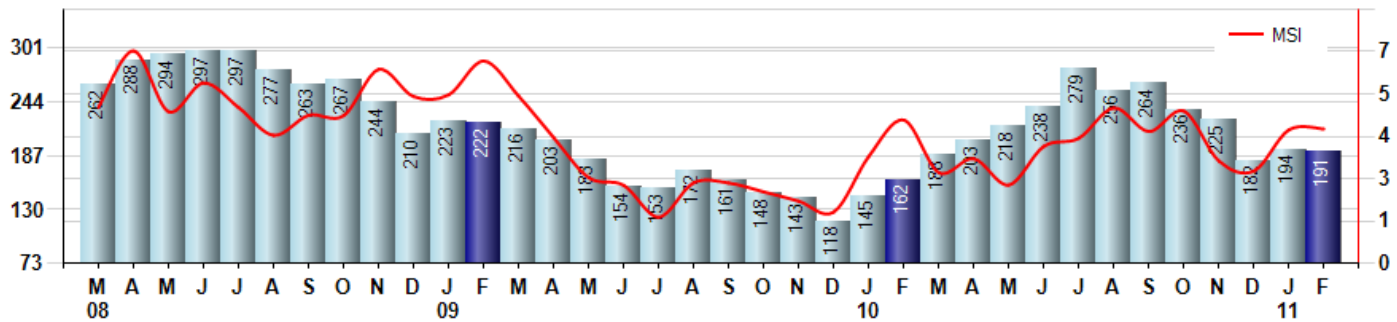
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 191, down -1.5% from 194 last month and up 17.9% from 162 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 4.3 months was at its lowest level compared with February of 2010 and 2009.

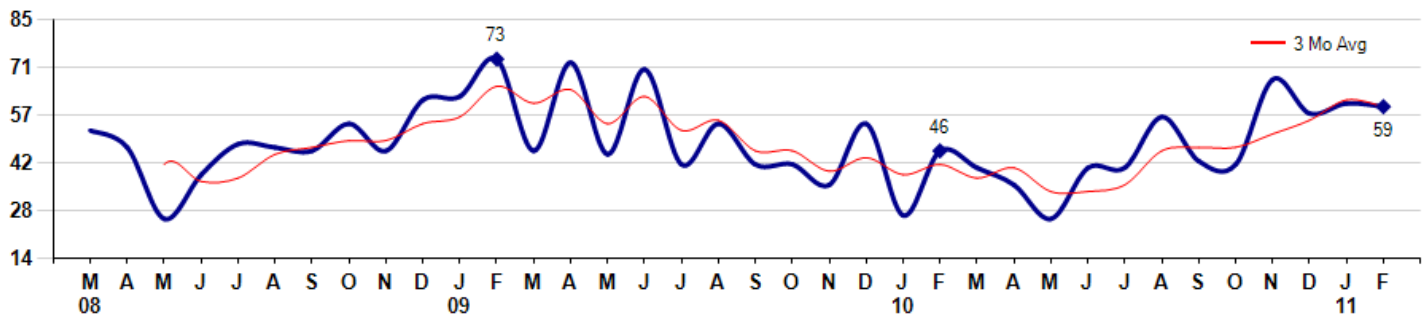
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 59, down -1.7% from 60 days last month and up 28.3% from 46 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

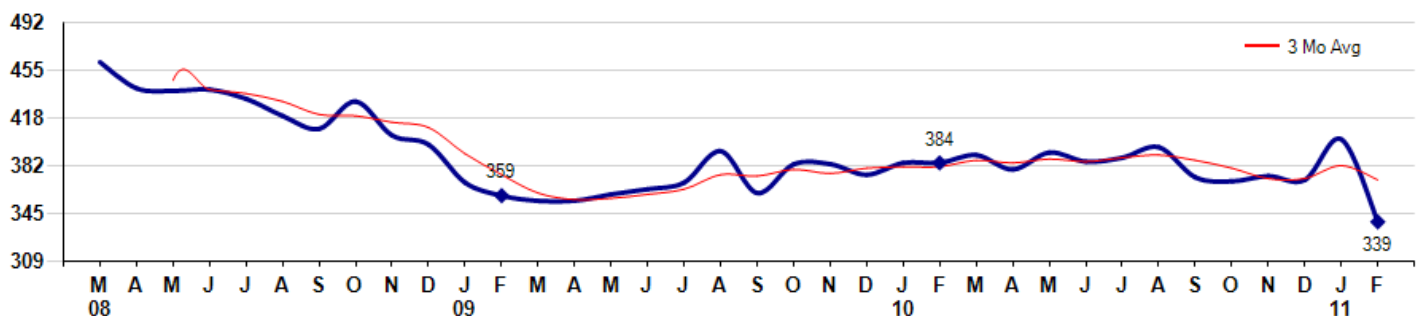
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$339 was down -15.7% from \$402 last month and down -11.7% from \$384 in February of last year.

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



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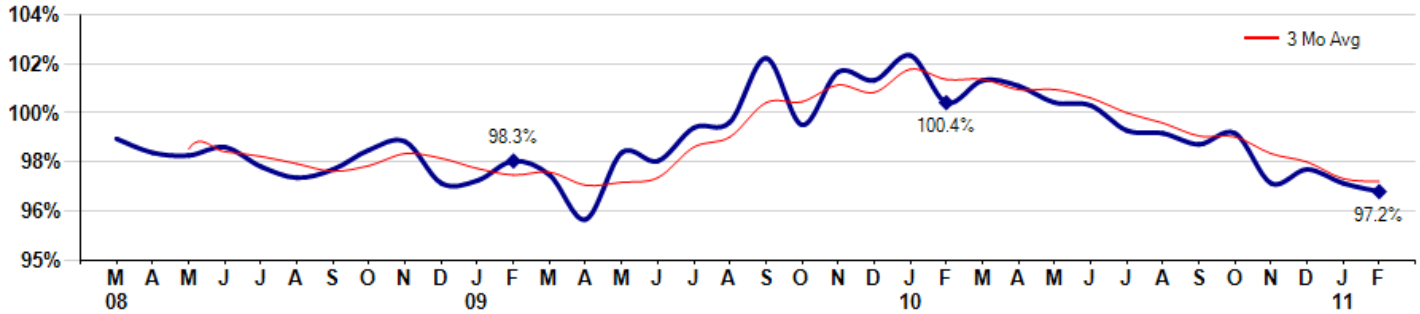


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Selling Price vs Original Listing Price

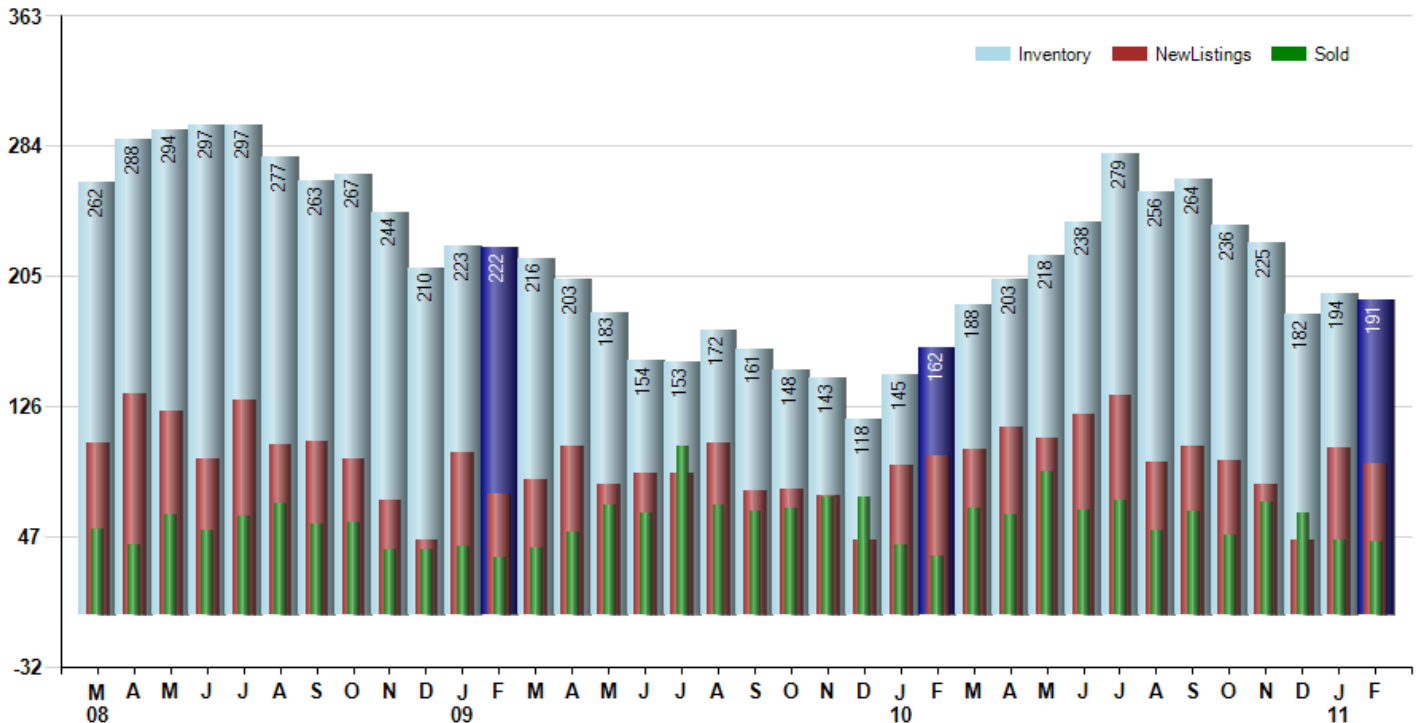
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 97.2% was down from 97.5% last month and down from 100.4% 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 91, down -9.9% from 101 last month and down -5.2% from 96 in February of last year.



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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	52	42	60	51	59	67	55	56	39	39	41	34	40	50	66	61	102	66	62	64	71	71	42	35	64	60	86	63	69	51	62	48	68	61	45	44
3 Mo. Roll Avg			51	51	57	59	60	59	50	45	40	38	38	41	52	59	76	76	77	64	66	69	61	49	47	53	70	70	73	61	61	54	59	59	58	50

	(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	665	653	665	653	655	625	570	627	556	550	498	497	515	473	523	535	560	583	518	563	575	560	565	597	588	575	583	555	560	612	568	588	585	550	549	538
3 Mo. Roll Avg			661	657	658	644	617	607	584	578	535	515	503	495	503	510	539	559	553	554	552	566	567	574	583	587	582	571	566	576	580	589	580	574	561	546

	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	262	288	294	297	297	277	263	267	244	210	223	222	216	203	183	154	153	172	161	148	143	118	145	162	188	203	218	238	279	256	264	236	225	182	194	191
MSI	5	7	5	6	5	4	5	5	6	5	5	7	5	4	3	3	2	3	3	2	2	2	3	5	3	3	3	4	4	5	4	5	3	3	4	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	52	47	26	39	48	47	46	54	46	61	62	73	46	72	45	70	42	54	42	42	36	54	27	46	41	36	26	41	41	56	43	42	67	57	60	59
3 Mo. Roll Avg			42	37	38	45	47	49	49	54	56	65	60	64	54	62	52	55	46	46	40	44	39	42	38	41	34	34	36	46	47	47	51	55	61	59

	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	461	441	439	440	433	420	410	431	405	398	369	359	355	355	360	364	369	393	361	383	383	375	384	384	390	379	392	385	388	396	373	370	374	371	402	339
3 Mo. Roll Avg			447	440	437	431	421	420	415	411	391	375	361	356	357	360	364	375	374	379	376	380	381	381	386	384	387	385	388	390	386	380	372	372	382	371

	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	0.991	0.986	0.985	0.988	0.981	0.977	0.980	0.987	0.990	0.975	0.976	0.983	0.978	0.962	0.986	0.983	0.995	0.997	1.020	0.996	1.015	1.012	1.021	1.004	1.012	1.010	1.004	1.003	0.994	0.993	0.989	0.993	0.975	0.980	0.975	0.972
3 Mo. Roll Avg			0.987	0.986	0.985	0.982	0.979	0.981	0.986	0.984	0.980	0.978	0.979	0.974	0.975	0.977	0.988	0.992	1.004	1.004	1.010	1.008	1.016	1.012	1.012	1.009	1.009	1.006	1.000	0.997	0.992	0.992	0.986	0.983	0.977	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	104	134	123	94	130	103	105	94	69	45	98	73	82	102	79	85	85	104	75	76	72	45	90	96	100	113	107	121	133	92	102	93	79	45	101	91
Inventory	262	288	294	297	297	277	263	267	244	210	223	222	216	203	183	154	153	172	161	148	143	118	145	162	188	203	218	238	279	256	264	236	225	182	194	191
Sales	52	42	60	51	59	67	55	56	39	39	41	34	40	50	66	61	102	66	62	64	71	71	42	35	64	60	86	63	69	51	62	48	68	61	45	44

	(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	710	643	693	656	651	625	557	647	595	579	497	541	494	497	530	518	566	595	526	575	585	555	571	571	563	570	566	571	584	595	554	560	558	525	585	542
3 Mo. Roll Avg			682	664	667	644	611	610	600	607	557	539	511	511	507	515	538	560	562	566	562	572	570	566	569	568	566	569	573	583	578	570	557	548	556	551

