

MLS Area: Cambrian #14

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Price Range: All | Properties: Single Family

Market Profile & Trends Overview

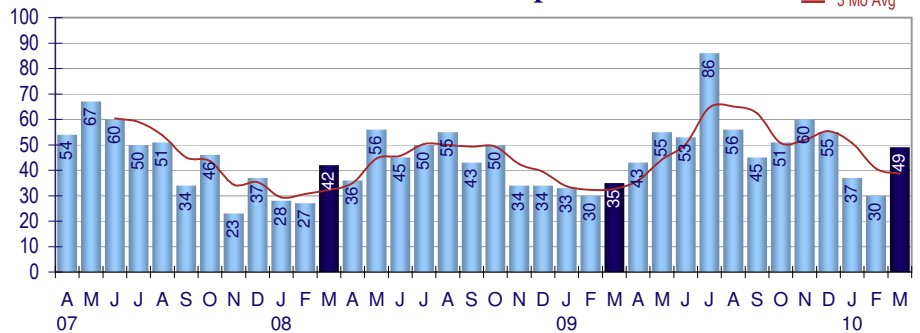
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$609,000	↑		↑				
Average List Price of all Current Listings	\$654,905	↑		↑				
March Median Sales Price	\$616,000	↑	↑	↑	\$600,250	↑	↑	
March Average Sales Price	\$619,908	↔	↔	↑	\$612,128	↑	↑	
Total Properties Currently for Sale (Inventory)	89	↑		↓				
March Number of Properties Sold	49	↑		↑	116	↑		
March Average Days on Market (Solds)	27	↓	↓	↓	34	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$403	↓	↔	↑	\$405	↑	↑	
March Sold Price per Square Foot	\$411	↑	↑	↑	\$406	↑	↑	
March Month's Supply of Inventory	1.8	↓	↓	↓	2.4	↓	↓	
March Sale Price vs List Price Ratio	101.2%	↑	↑	↑	100.7%	↑	↑	

* 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 49, up 40.0% from 35 in March of 2009 and 63.3% higher than the 30 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 116 are running 18.4% ahead of last year's year-to-date sales of 98.

Number of Properties Sold



Prices

The Median Sales Price in March was \$616,000, up 14.1% from \$539,900 in March of 2009 and up 1.3% from \$608,250 last month. The Average Sales Price in March was \$619,908, up 15.1% from \$538,623 in March of 2009 and down -0.1% from \$620,767 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

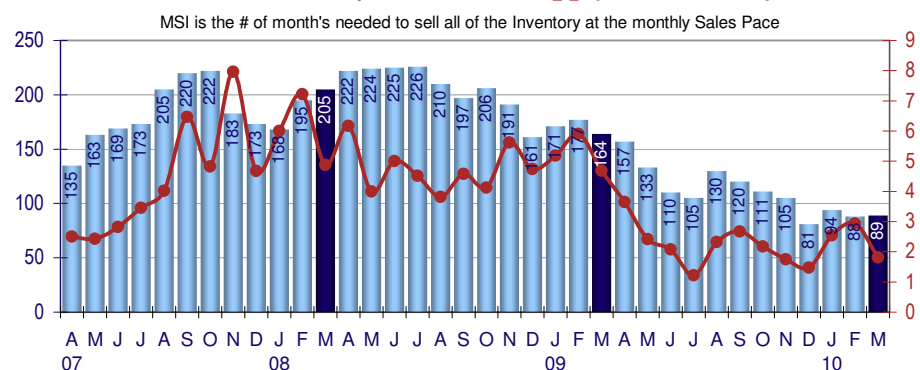
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 89, up 1.1% from 88 last month and down -45.7% from 164 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 1.8 months was at its lowest level compared with March of 2009 and 2008.

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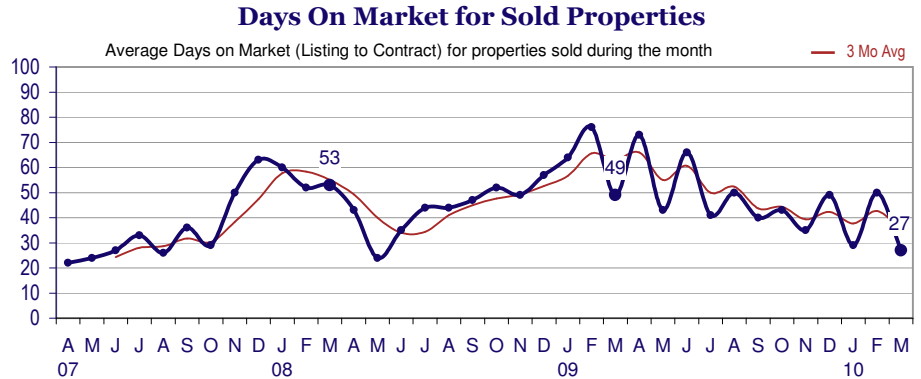
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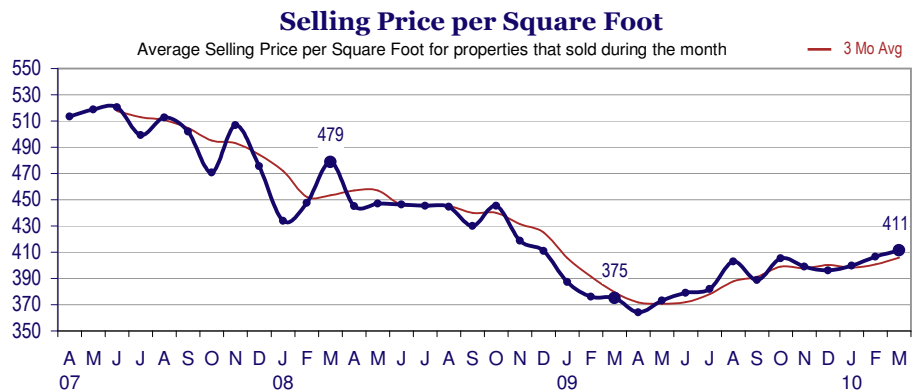
Market Time

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 27, down -46.0% from 50 days last month and down -44.9% from 49 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.



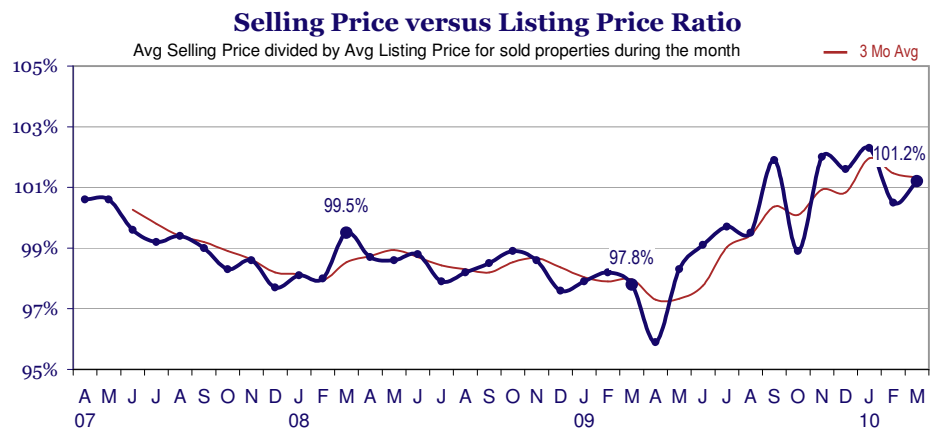
Selling Price per Square Foot

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 \$411 was up 1.2% from \$407 last month and up 9.7% from 375 in March of last year.



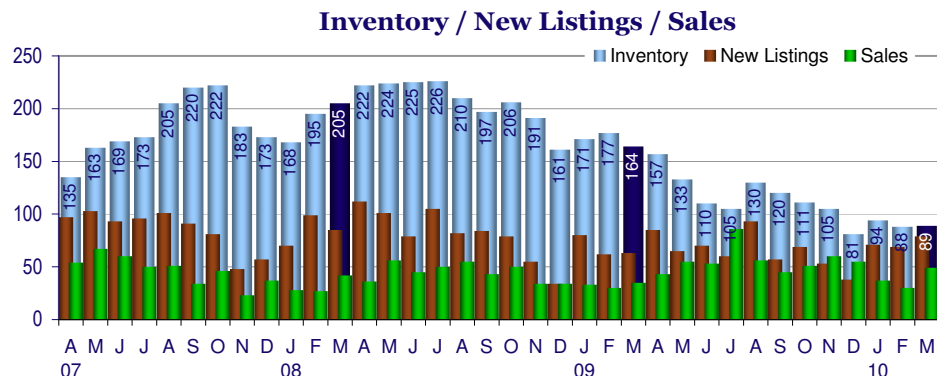
Selling Price vs Original Listing Price

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 101.2% was up from 100.5% last month and up from 97.8% 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 79, up 14.5% from 69 last month and up 25.4% from 63 in March of last year.



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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	54	67	60	50	51	34	46	23	37	28	27	42	36	56	45	50	55	43	50	34	34	33	30	35	43	55	53	86	56	45	51	60	55	37	30	49
3 Mo. Roll Avg			60	59	54	45	44	34	35	29	31	32	35	45	46	50	50	49	49	42	39	34	32	33	36	44	50	65	65	62	51	52	55	51	41	39

(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	732	762	741	737	715	736	714	738	705	653	625	696	665	675	670	685	664	600	638	585	575	510	515	540	520	548	560	593	595	610	615	582	595	575	608	616
3 Mo. Roll Avg			745	747	731	729	722	729	719	699	661	658	662	679	670	677	673	650	634	607	599	556	533	522	525	536	543	567	583	599	607	602	597	584	593	600

	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	135	163	169	173	205	220	222	183	173	168	195	205	222	224	225	226	210	197	206	191	161	171	177	164	157	133	110	105	130	120	111	105	81	94	88	89
MSI	3	2	3	3	4	6	5	8	5	6	7	5	6	4	5	5	4	5	4	6	5	5	6	5	4	2	2	1	2	3	2	2	1	3	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	22	24	27	33	26	36	29	50	63	60	52	53	43	24	35	44	44	47	52	49	57	64	76	49	73	43	66	41	50	40	43	35	49	29	50	27
3 Mo. Roll Avg			24	28	29	32	30	38	47	58	58	55	49	40	34	34	41	45	48	49	53	57	66	63	66	55	61	50	52	44	44	39	42	38	43	35

	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	513	519	520	499	513	502	471	507	476	434	448	479	445	447	446	445	445	430	445	419	411	387	376	375	364	373	379	382	403	389	405	399	396	400	407	411
3 Mo. Roll Avg			518	513	511	505	495	493	484	472	452	453	457	457	446	446	445	440	440	431	425	406	392	380	372	371	372	378	388	391	399	398	400	398	401	406

	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	1.006	1.006	0.996	0.992	0.994	0.990	0.983	0.986	0.977	0.981	0.980	0.995	0.987	0.986	0.988	0.979	0.982	0.985	0.989	0.986	0.976	0.979	0.982	0.978	0.959	0.983	0.991	0.997	0.995	1.019	0.989	1.020	1.016	1.023	1.005	1.012
3 Mo. Roll Avg			1.003	0.998	0.994	0.992	0.989	0.986	0.982	0.981	0.979	0.985	0.987	0.989	0.987	0.984	0.983	0.982	0.985	0.987	0.984	0.980	0.979	0.980	0.973	0.973	0.978	0.990	0.994	1.004	1.001	1.009	1.008	1.020	1.015	1.013

	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	97	103	93	96	101	91	81	48	57	70	99	85	112	101	79	105	82	84	79	55	34	80	62	63	85	65	70	60	93	57	69	53	38	71	69	79
Inventory	135	163	169	173	205	220	222	183	173	168	195	205	222	224	225	226	210	197	206	191	161	171	177	164	157	133	110	105	130	120	111	105	81	94	88	89
Sales	54	67	60	50	51	34	46	23	37	28	27	42	36	56	45	50	55	43	50	34	34	33	30	35	43	55	53	86	56	45	51	60	55	37	30	49

(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	791	770	740	746	759	753	762	723	737	720	642	766	678	715	682	696	670	610	680	629	602	532	568	539	535	573	563	606	621	608	639	617	620	595	621	620
3 Mo. Roll Avg			767	752	748	752	758	746	741	727	700	710	696	720	692	698	683	659	654	640	637	588	567	546	547	549	557	581	597	612	623	621	625	611	612	612

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