

City: *Cupertino*

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Price Range: All | Properties: Single Family

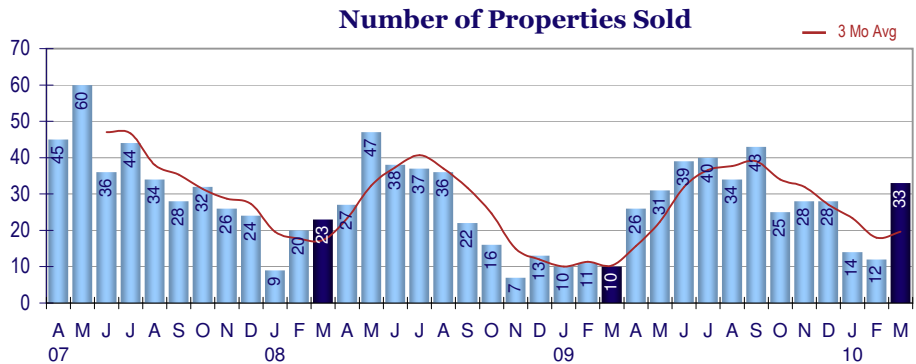
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,099,000	↑		↓				
Average List Price of all Current Listings	\$1,346,759	↑		↑				
March Median Sales Price	\$1,030,000	↓	↓	↓	↓	\$1,100,000	↑	↑
March Average Sales Price	\$1,103,967	↑	↓	↓	↓	\$1,115,372	↔	↔
Total Properties Currently for Sale (Inventory)	57	↑		↓				
March Number of Properties Sold	33	↑		↑		59	↑	
March Average Days on Market (Solds)	31	↓	↓	↑	↓	45	↑	↑
Asking Price per Square Foot (based on New Listings)	\$589	↓	↓	↓	↔	\$608	↑	↑
March Sold Price per Square Foot	\$581	↓	↔	↑	↑	\$593	↑	↑
March Month's Supply of Inventory	1.7	↓	↓	↓	↓	2.9	↓	↓
March Sale Price vs List Price Ratio	100.5%	↔	↑	↑	↑	99.1%	↑	↑

* 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)

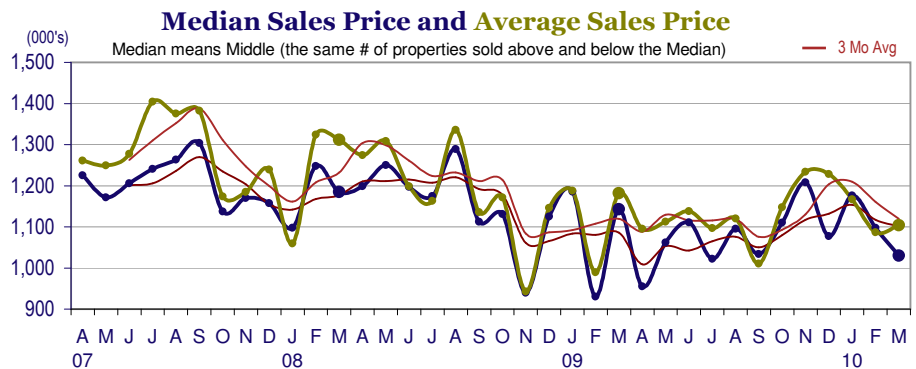
Property Sales

March Property sales were 33, up 230.0% from 10 in March of 2009 and 175.0% higher than the 12 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 59 are running 90.3% ahead of last year's year-to-date sales of 31.



Prices

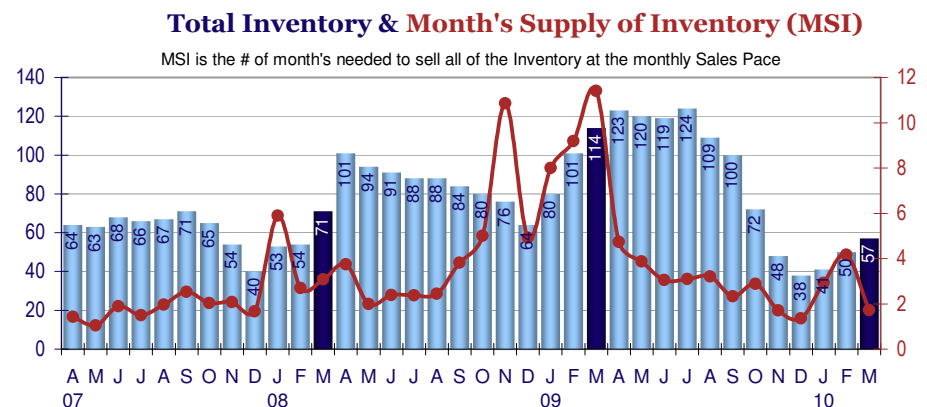
The Median Sales Price in March was \$1,030,000, down -9.8% from \$1,142,500 in March of 2009 and down -6.2% from \$1,097,500 last month. The Average Sales Price in March was \$1,103,967, down -6.6% from \$1,181,419 in March of 2009 and up 1.6% from \$1,087,000 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 57, up 14.0% from 50 last month and down -50.0% from 114 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 1.7 months was at its lowest level compared with March of 2009 and 2008.



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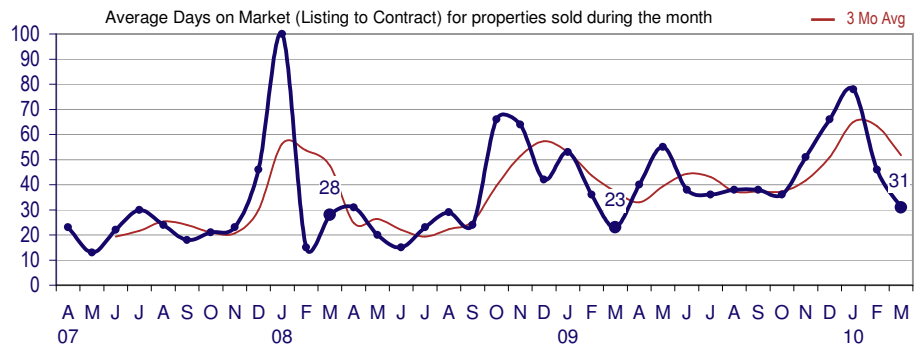


Price Range: All | Properties: Single Family

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 31, down -32.6% from 46 days last month and up 34.8% from 23 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

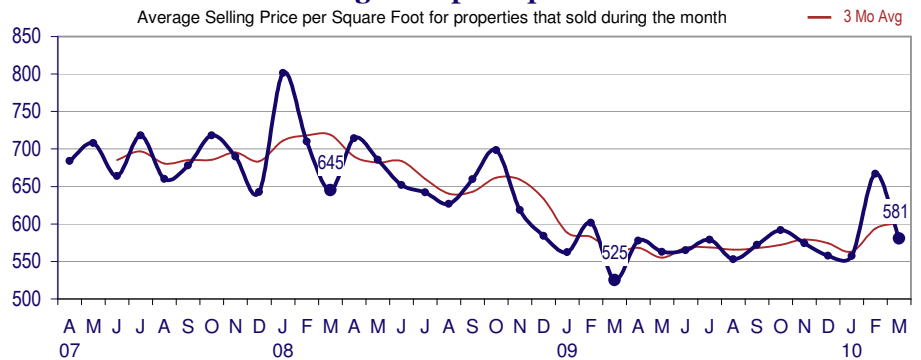
Days On Market for Sold Properties



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 \$581 was down -12.9% from \$667 last month and up 10.6% from 525 in March of last year.

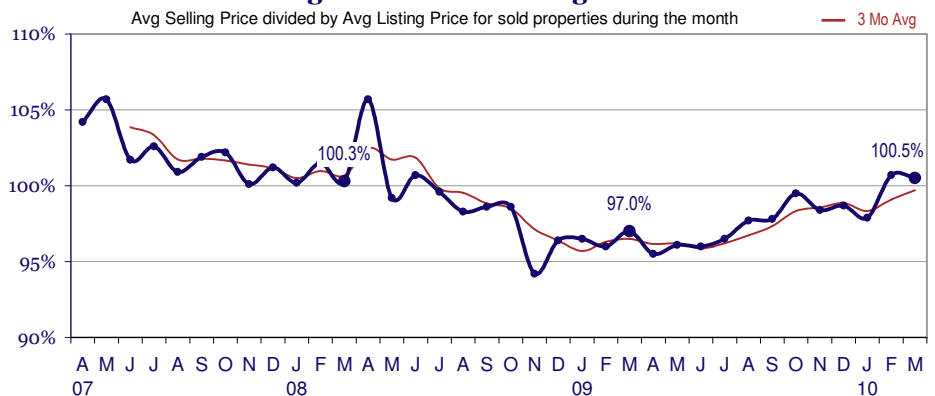
Selling Price per Square Foot



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 100.5% was down from 100.7% last month and up from 97.0% in March of last year.

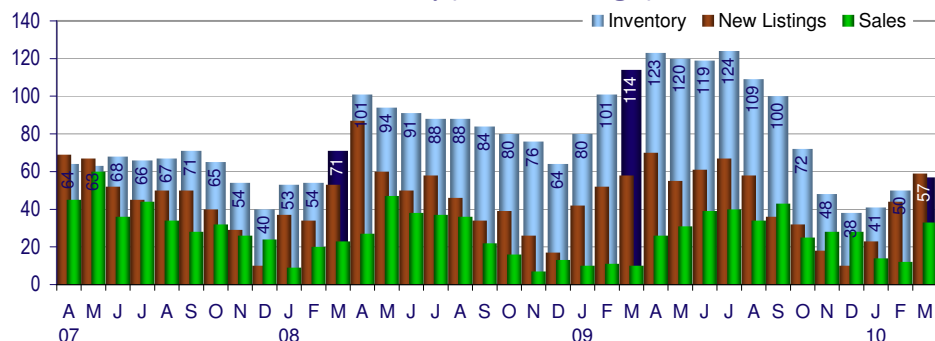
Selling Price versus Listing Price Ratio



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 59, up 34.1% from 44 last month and up 1.7% from 58 in March of last year.

Inventory / New Listings / Sales



City: Cupertino

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	45	60	36	44	34	28	32	26	24	9	20	23	27	47	38	37	36	22	16	7	13	10	11	10	26	31	39	40	34	43	25	28	28	14	12	33
3 Mo. Roll Avg			47	47	38	35	31	29	27	20	18	17	23	32	37	41	37	32	25	15	12	10	11	10	16	22	32	37	38	39	34	32	27	23	18	20

(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	1225	1172	1206	1241	1264	1304	1138	1170	1158	1098	1248	1185	1199	1250	1197	1175	1289	1113	1131	940	1125	1186	930	1143	955	1062	1111	1023	1095	1034	1110	1208	1078	1176	1098	1030
3 Mo. Roll Avg			1201	1206	1237	1269	1235	1204	1155	1142	1168	1177	1211	1211	1215	1207	1220	1192	1178	1061	1065	1084	1080	1086	1009	1053	1043	1065	1076	1051	1080	1117	1132	1154	1117	1101

	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	64	63	68	66	67	71	65	54	40	53	54	71	101	94	91	88	88	84	80	76	64	80	101	114	123	120	119	124	109	100	72	48	38	41	50	57
MSI	1	1	2	2	2	3	2	2	2	6	3	3	4	2	2	2	2	4	5	11	5	8	9	11	5	4	3	3	3	2	3	2	1	3	4	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	23	13	22	30	24	18	21	23	46	100	15	28	31	20	15	23	29	24	66	64	42	53	36	23	40	55	38	36	38	38	36	51	66	78	46	31
3 Mo. Roll Avg			19	22	25	24	21	21	30	56	54	48	25	26	22	19	22	25	40	51	57	53	44	37	33	39	44	43	37	37	37	42	51	65	63	52

	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	684	708	664	718	660	678	718	690	643	801	710	645	714	686	652	642	627	660	699	619	584	562	602	525	578	563	565	579	553	572	592	574	558	557	667	581
3 Mo. Roll Avg			685	697	681	685	685	695	684	711	718	719	690	682	684	660	640	643	662	659	634	588	583	563	568	555	568	569	566	568	572	579	574	563	594	602

	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	1.042	1.057	1.017	1.026	1.009	1.019	1.022	1.001	1.012	1.002	1.015	1.003	1.057	0.992	1.007	0.996	0.983	0.986	0.986	0.942	0.964	0.965	0.960	0.970	0.955	0.961	0.960	0.965	0.977	0.978	0.995	0.984	0.987	0.979	1.007	1.005
3 Mo. Roll Avg			1.039	1.033	1.017	1.018	1.017	1.014	1.012	1.005	1.010	1.007	1.025	1.017	1.019	0.998	0.995	0.988	0.985	0.971	0.964	0.957	0.963	0.965	0.962	0.962	0.959	0.962	0.967	0.973	0.983	0.986	0.989	0.983	0.991	0.997

	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	69	67	52	45	50	50	40	29	10	37	34	53	87	60	50	58	46	34	39	26	17	42	52	58	70	55	61	67	58	36	32	18	10	23	44	59
Inventory	64	63	68	66	67	71	65	54	40	53	54	71	101	94	91	88	88	84	80	76	64	80	101	114	123	120	119	124	109	100	72	48	38	41	50	57
Sales	45	60	36	44	34	28	32	26	24	9	20	23	27	47	38	37	36	22	16	7	13	10	11	10	26	31	39	40	34	43	25	28	28	14	12	33

(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	1261	1249	1277	1404	1376	1383	1174	1185	1240	1060	1324	1312	1274	1309	1199	1163	1335	1136	1172	943	1146	1188	989	1181	1095	1113	1138	1097	1120	1011	1148	1234	1228	1167	1087	1104
3 Mo. Roll Avg			1263	1310	1352	1388	1311	1247	1200	1161	1208	1232	1304	1298	1261	1223	1232	1211	1214	1084	1087	1093	1108	1120	1089	1130	1115	1116	1118	1076	1093	1131	1203	1210	1161	1119