

City: Fremont

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## Market Profile & Trends Overview

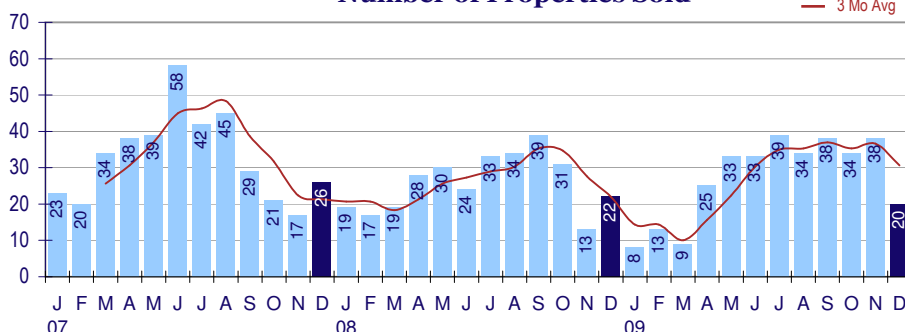
|  | Month     | Trending versus*: |     |     |    | YTD  | Trending versus*: |            |
|--|-----------|-------------------|-----|-----|----|------|-------------------|------------|
|  |           | LM                | L3M | PYM | LY |      | Prior YTD         | Prior Year |
| Median List Price of all Current Listings            | \$738,944 | ↓                 |     | ↑   |    |      |                   |            |
| Average List Price of all Current Listings           | \$967,832 | ↓                 |     | ↑   |    |      |                   |            |
| December Median Sales Price                          | \$578,000 | ↓                 | ↓   | ↑   | ↓  | \$0  |                   | ↓          |
| December Average Sales Price                         | \$683,982 | ↓                 | ↓   | ↑   | ↔  | \$0  |                   | ↓          |
| Total Properties Currently for Sale (Inventory)      | 60        | ↓                 |     | ↓   |    |      |                   |            |
| December Number of Properties Sold                   | 20        | ↓                 |     | ↓   |    | 324  | ↑                 |            |
| December Average Days on Market (Solds)              | 43        | ↓                 | ↓   | ↓   | ↓  | 0    |                   | ↓          |
| Asking Price per Square Foot (based on New Listings) | \$304     | ↓                 | ↓   | ↓   | ↓  | \$0  |                   | ↓          |
| December Sold Price per Square Foot                  | \$377     | ↓                 | ↓   | ↑   | ↑  | \$0  |                   | ↓          |
| December Month's Supply of Inventory                 | 3.0       | ↑                 | ↑   | ↓   | ↓  | 5.7  | ↓                 | ↓          |
| December Sale Price vs List Price Ratio              | 99.8%     | ↑                 | ↑   | ↑   | ↑  | 0.0% |                   | ↓          |

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

## Property Sales

December Property sales were 20, down -9.1% from 22 in December of 2008 and -47.4% lower than the 38 sales last month. December 2009 sales were at their lowest level compared to December of 2008 and 2007. December YTD sales of 324 are running 4.9% ahead of last year's year-to-date sales of 309.

## Number of Properties Sold



## Prices

The Median Sales Price in December was \$578,000, up 24.3% from \$465,000 in December of 2008 and down -13.5% from \$668,000 last month. The Average Sales Price in December was \$683,982, up 47.7% from \$463,023 in December of 2008 and down -8.2% from \$745,061 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.

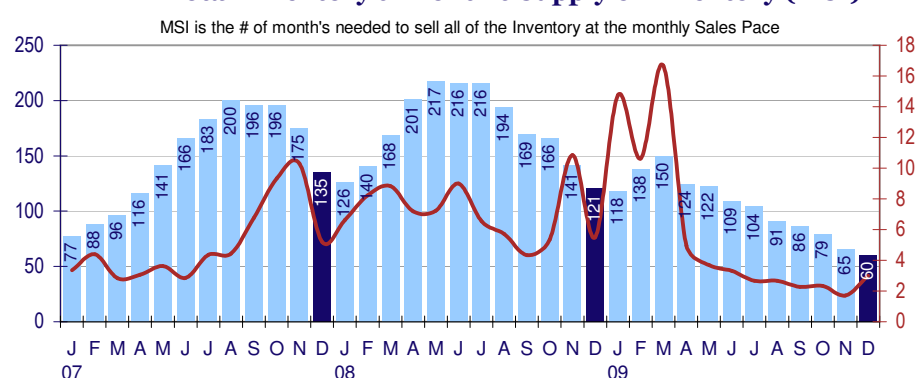
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 60, down -7.7% from 65 last month and down -50.4% from 121 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

## 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 December 2009 MSI of 3.0 months was at its lowest level compared with December of 2008 and 2007.

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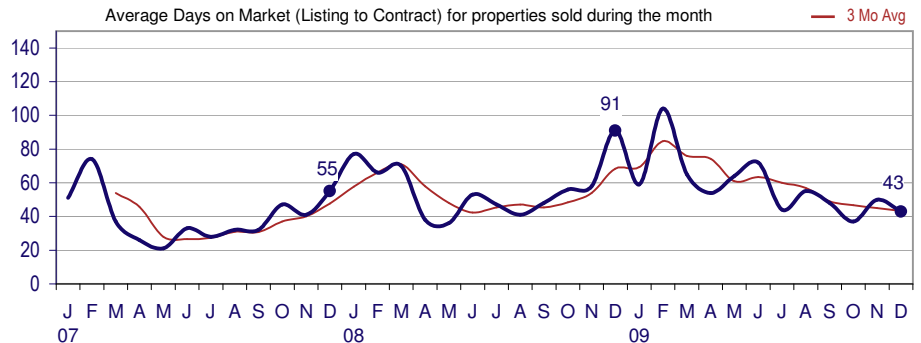
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## Market Time

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 December was 43, down -14.0% from 50 days last month and down -52.7% from 91 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

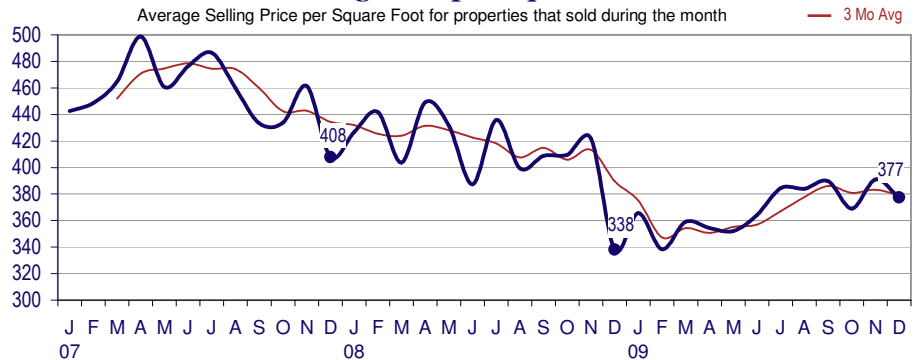
## Days On Market for Sold Properties



## 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 December 2009 Selling Price per Square Foot of \$377 was down -3.5% from \$391 last month and up 11.6% from 338 in December of last year.

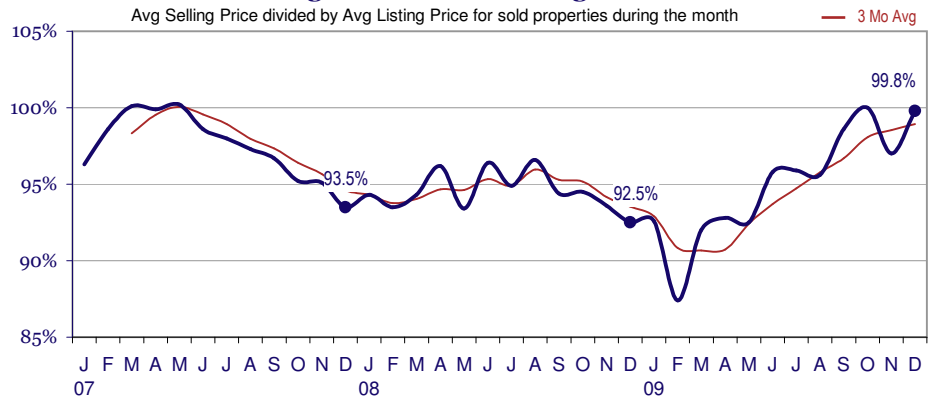
## Selling Price per Square Foot



## 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 December 2009 Selling Price vs Original List Price of 99.8% was up from 97.0% last month and up from 92.5% in December of last year.

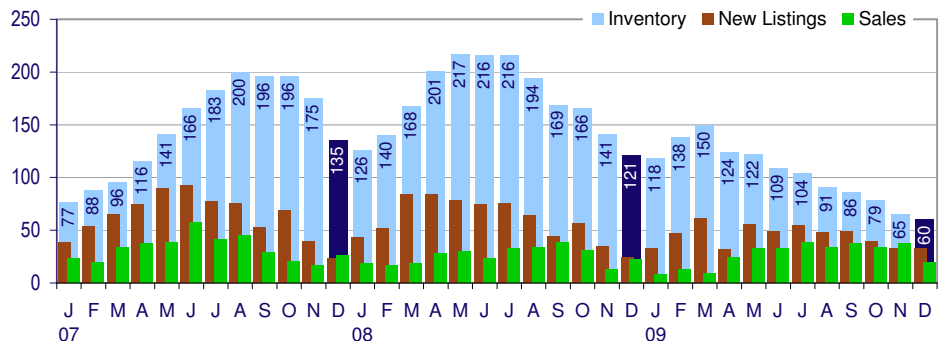
## Selling Price versus Listing Price Ratio



## 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 December 2009 was 33, equal to 33 last month and up 32.0% from 25 in December of last year.

## Inventory / New Listings / Sales



## City: Fremont

Price Range: All | Property Types: Single Family

|                | J 07 | F  | M  | A  | 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  |
|----------------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|
| Homes Sold     | 23   | 20 | 34 | 38 | 39 | 58 | 42 | 45 | 29 | 21 | 17 | 26 | 19   | 17 | 19 | 28 | 30 | 24 | 33 | 34 | 39 | 31 | 13 | 22 | 8    | 13 | 9  | 25 | 33 | 33 | 39 | 34 | 38 | 34 | 38 | 20 |
| 3 Mo. Roll Avg |      |    | 26 | 31 | 37 | 45 | 46 | 48 | 39 | 32 | 22 | 21 | 21   | 18 | 21 | 26 | 27 | 29 | 30 | 35 | 35 | 28 | 22 | 14 | 14   | 10 | 16 | 22 | 30 | 35 | 35 | 37 | 35 | 37 | 31 |    |

| (000's)           | J 07 | F   | M   | A   | 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   |
|-------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 680  | 765 | 760 | 864 | 790 | 745 | 815 | 712 | 767 | 860 | 805 | 670 | 771  | 675 | 693 | 830 | 715 | 650 | 650 | 665 | 668 | 635 | 820 | 465 | 425  | 525 | 540 | 566 | 725 | 630 | 625 | 660 | 591 | 640 | 668 | 578 |
| 3 Mo. Roll Avg    |      |     | 735 | 796 | 805 | 800 | 783 | 757 | 765 | 780 | 811 | 778 | 749  | 705 | 713 | 733 | 746 | 732 | 672 | 655 | 661 | 656 | 708 | 640 | 570  | 472 | 497 | 544 | 610 | 640 | 660 | 638 | 625 | 630 | 633 | 629 |

|           | J 07 | F  | M  | A   | 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  |
|-----------|------|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|----|----|----|----|
| Inventory | 77   | 88 | 96 | 116 | 141 | 166 | 183 | 200 | 196 | 196 | 175 | 135 | 126  | 140 | 168 | 201 | 217 | 216 | 216 | 194 | 169 | 166 | 141 | 121 | 118  | 138 | 150 | 124 | 122 | 109 | 104 | 91 | 86 | 79 | 65 | 60 |
| MSI       | 3    | 4  | 3  | 3   | 4   | 3   | 4   | 4   | 7   | 9   | 10  | 5   | 7    | 8   | 9   | 7   | 7   | 9   | 7   | 6   | 4   | 5   | 11  | 6   | 15   | 11  | 17  | 5   | 4   | 3   | 3   | 3  | 2  | 2  | 2  | 3  |

|                | J 07 | F  | M  | A  | 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  |
|----------------|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|-----|----|----|----|----|----|----|----|----|----|----|
| Days on Market | 51   | 74 | 37 | 26 | 21 | 33 | 28 | 32 | 32 | 47 | 41 | 55 | 77   | 66 | 70 | 38 | 36 | 53 | 47 | 41 | 48 | 56 | 58 | 91 | 59   | 104 | 65 | 54 | 64 | 72 | 44 | 55 | 48 | 37 | 50 | 43 |
| 3 Mo. Roll Avg |      |    | 54 | 46 | 28 | 27 | 27 | 31 | 31 | 37 | 40 | 48 | 58   | 66 | 71 | 58 | 48 | 42 | 45 | 47 | 45 | 48 | 54 | 68 | 69   | 85  | 76 | 74 | 61 | 63 | 60 | 57 | 49 | 47 | 45 | 43 |

|                 | J 07 | F   | M   | A   | 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   |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 443  | 449 | 465 | 499 | 461 | 476 | 486 | 460 | 433 | 434 | 461 | 408 | 427  | 442 | 404 | 449 | 432 | 387 | 436 | 399 | 409 | 409 | 422 | 338 | 366  | 338 | 359 | 354 | 352 | 364 | 384 | 384 | 390 | 369 | 391 | 377 |
| 3 Mo. Roll Avg  |      |     | 452 | 471 | 475 | 479 | 474 | 474 | 460 | 442 | 443 | 434 | 432  | 425 | 424 | 432 | 428 | 423 | 418 | 408 | 415 | 406 | 413 | 390 | 375  | 347 | 354 | 351 | 355 | 357 | 367 | 378 | 386 | 381 | 383 | 379 |

|                    | J 07  | F     | M     | A     | 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     |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.963 | 0.986 | 1.001 | 0.999 | 1.002 | 0.986 | 0.980 | 0.973 | 0.967 | 0.952 | 0.951 | 0.935 | 0.943 | 0.935 | 0.943 | 0.962 | 0.934 | 0.964 | 0.949 | 0.966 | 0.944 | 0.945 | 0.936 | 0.925 | 0.926 | 0.874 | 0.920 | 0.928 | 0.925 | 0.958 | 0.959 | 0.956 | 0.986 | 1.000 | 0.970 | 0.998 |
| 3 Mo. Roll Avg     |       |       | 0.983 | 0.995 | 1.001 | 0.996 | 0.989 | 0.980 | 0.973 | 0.964 | 0.957 | 0.946 | 0.943 | 0.938 | 0.940 | 0.947 | 0.946 | 0.953 | 0.949 | 0.960 | 0.953 | 0.952 | 0.942 | 0.935 | 0.929 | 0.908 | 0.907 | 0.907 | 0.924 | 0.937 | 0.947 | 0.958 | 0.967 | 0.981 | 0.985 | 0.989 |

|              | J 07 | F  | M  | A   | 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  |
|--------------|------|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|----|----|----|----|
| New Listings | 39   | 54 | 65 | 75  | 90  | 93  | 78  | 76  | 53  | 69  | 40  | 24  | 43   | 52  | 84  | 84  | 79  | 75  | 76  | 64  | 44  | 57  | 35  | 25  | 33   | 47  | 61  | 32  | 56  | 49  | 55  | 48 | 49 | 40 | 33 | 33 |
| Inventory    | 77   | 88 | 96 | 116 | 141 | 166 | 183 | 200 | 196 | 196 | 175 | 135 | 126  | 140 | 168 | 201 | 217 | 216 | 216 | 194 | 169 | 166 | 141 | 121 | 118  | 138 | 150 | 124 | 122 | 109 | 104 | 91 | 86 | 79 | 65 | 60 |
| Sales        | 23   | 20 | 34 | 38  | 39  | 58  | 42  | 45  | 29  | 21  | 17  | 26  | 19   | 17  | 19  | 28  | 30  | 24  | 33  | 34  | 39  | 31  | 13  | 22  | 8    | 13  | 9   | 25  | 33  | 33  | 39  | 34 | 38 | 34 | 38 | 20 |

| (000's)        | J 07 | F   | M   | A   | 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   |
|----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 759  | 768 | 833 | 955 | 810 | 863 | 913 | 819 | 814 | 967 | 931 | 694 | 909  | 810 | 745 | 922 | 785 | 678 | 827 | 778 | 700 | 679 | 810 | 463 | 449  | 731 | 629 | 590 | 711 | 658 | 693 | 726 | 698 | 693 | 745 | 684 |
| 3 Mo. Roll Avg |      |     | 787 | 852 | 866 | 876 | 862 | 865 | 849 | 867 | 904 | 864 | 845  | 805 | 821 | 825 | 817 | 795 | 764 | 761 | 769 | 719 | 730 | 651 | 574  | 548 | 603 | 650 | 643 | 653 | 687 | 693 | 706 | 706 | 712 | 707 |