

City: *Gilroy*

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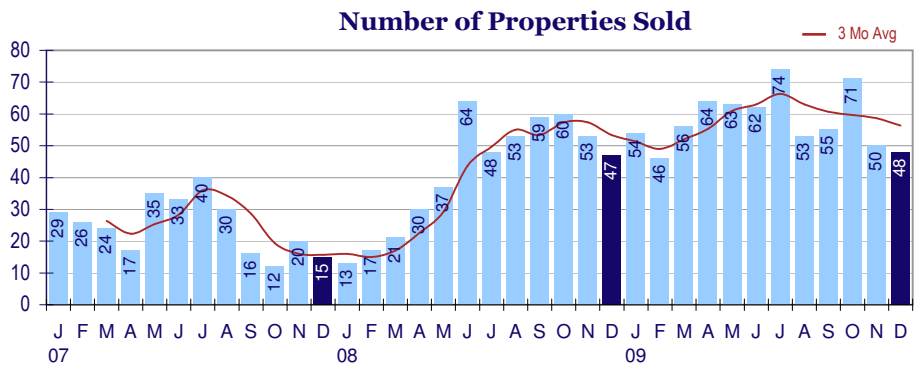
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$683,100	↑		↑				
Average List Price of all Current Listings	\$933,408	↑		↑				
December Median Sales Price	\$375,000	↓	↓	↓	↓	\$0		↓
December Average Sales Price	\$431,964	↓	↓	↓	↑	\$0		↓
Total Properties Currently for Sale (Inventory)	115	↓		↓				
December Number of Properties Sold	48	↓		↑		696	↑	
December Average Days on Market (Solds)	54	↑	↑	↓	↓	0		↓
Asking Price per Square Foot (based on New Listings)	\$223	↑	↑	↑	↑	\$0		↓
December Sold Price per Square Foot	\$206	↓	↓	↓	↔	\$0		↓
December Month's Supply of Inventory	2.4	↓		↓	↓	3.8	↓	↓
December Sale Price vs List Price Ratio	100.6%	↑	↑	↑	↑	0.0%		↓

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

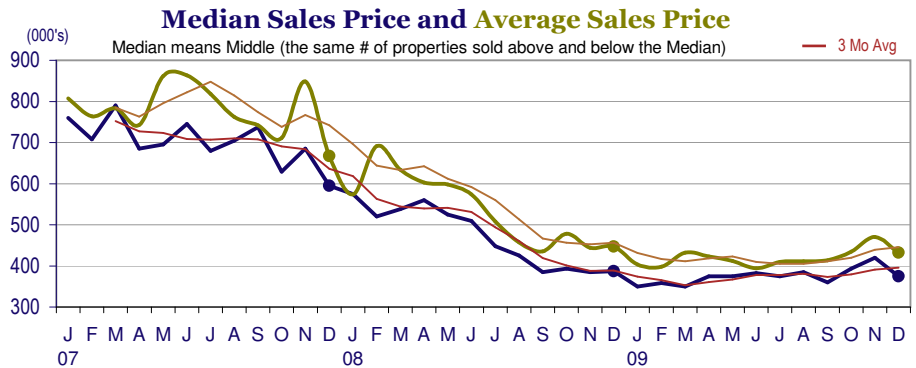
Property Sales

December Property sales were 48, up 2.1% from 47 in December of 2008 and -4.0% lower than the 50 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 696 are running 38.6% ahead of last year's year-to-date sales of 502.



Prices

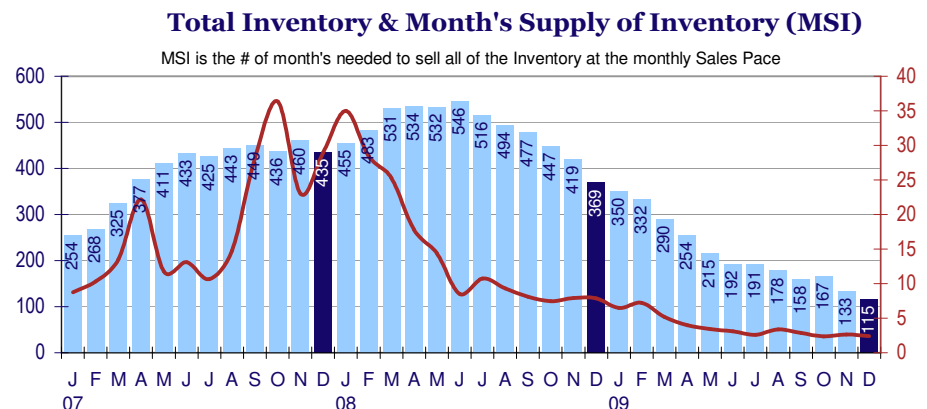
The Median Sales Price in December was \$375,000, down -3.2% from \$387,500 in December of 2008 and down -10.7% from \$420,000 last month. The Average Sales Price in December was \$431,964, down -3.4% from \$447,134 in December of 2008 and down -8.2% from \$470,402 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 115, down -13.5% from 133 last month and down -68.8% from 369 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 2.4 months was at its lowest level compared with December of 2008 and 2007.



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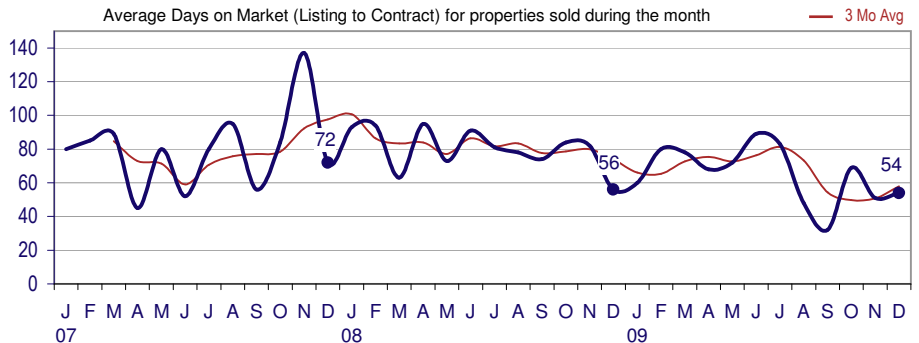
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Market Time

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 54, up 5.9% from 51 days last month and down -3.6% from 56 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

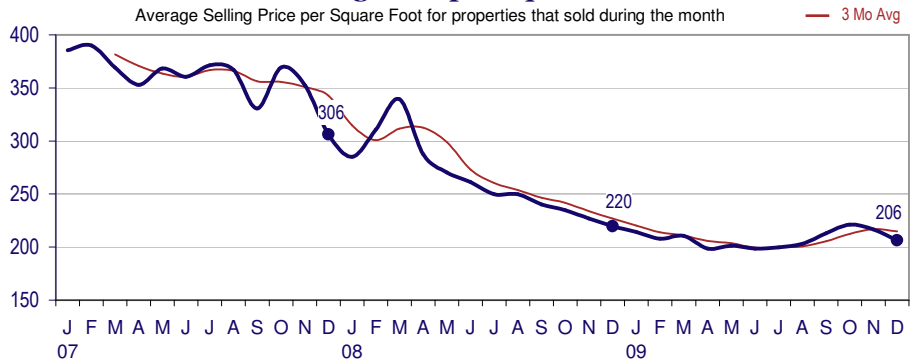
Days On Market for Sold Properties



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 \$206 was down -4.8% from \$217 last month and down -6.1% from 220 in December of last year.

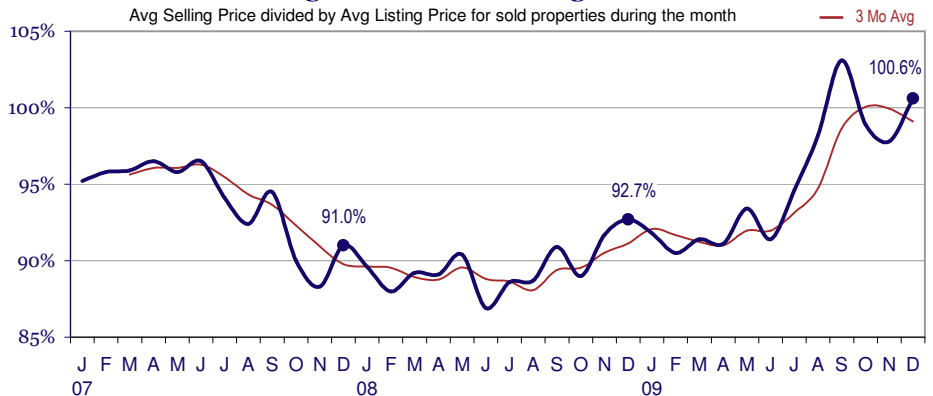
Selling Price per Square Foot



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 100.6% was up from 97.8% last month and up from 92.7% in December of last year.

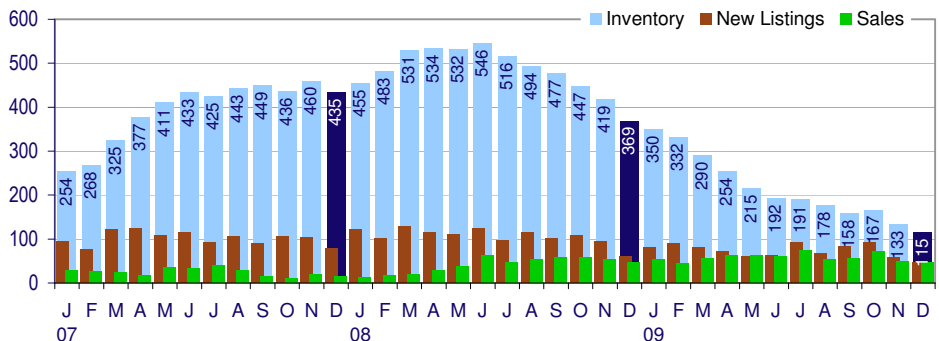
Selling Price versus Listing Price Ratio



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 47, down -19.0% from 58 last month and down -23.0% from 61 in December of last year.

Inventory / New Listings / Sales



City: Gilroy

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	29	26	24	17	35	33	40	30	16	12	20	15	13	17	21	30	37	64	48	53	59	60	53	47	54	46	56	64	63	62	74	53	55	71	50	48
3 Mo. Roll Avg			26	22	25	28	36	34	29	19	16	16	16	15	17	23	29	44	50	55	53	57	57	53	51	49	52	55	61	63	66	63	61	60	59	56

(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	760	708	790	685	695	745	680	705	738	629	685	595	575	520	538	560	525	509	448	425	385	393	385	388	350	358	350	375	375	383	375	385	360	393	420	375
3 Mo. Roll Avg			752	727	723	708	707	710	708	691	684	636	618	563	544	539	541	531	494	461	419	401	388	389	374	365	353	361	367	378	378	381	373	379	391	396

	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	254	268	325	377	411	433	425	443	449	436	460	435	455	483	531	534	532	546	516	494	477	447	419	369	350	332	290	254	215	192	191	178	158	167	133	115
MSI	9	10	14	22	12	13	11	15	28	36	23	29	35	28	25	18	14	9	11	9	8	7	8	8	6	7	5	4	3	3	3	3	3	2	3	2

	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	80	85	89	45	80	52	80	95	56	84	137	72	93	94	63	95	73	91	81	78	74	84	82	56	60	80	78	68	72	89	83	48	32	69	51	54
3 Mo. Roll Avg			85	73	71	59	71	76	77	78	92	98	101	86	83	84	77	86	82	83	78	79	80	74	66	65	73	75	73	76	81	73	54	50	51	58

	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	386	390	369	353	368	360	371	367	331	369	353	306	285	311	339	288	270	261	250	250	240	235	227	220	214	208	211	199	201	199	200	203	213	221	217	206
3 Mo. Roll Avg			382	371	363	361	367	366	356	356	351	343	315	301	312	313	299	273	260	254	247	242	234	227	220	214	211	206	204	200	200	201	205	213	217	215

	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	0.952	0.958	0.959	0.965	0.958	0.965	0.941	0.924	0.945	0.900	0.883	0.910	0.896	0.880	0.892	0.891	0.904	0.869	0.886	0.887	0.909	0.890	0.917	0.927	0.918	0.905	0.914	0.911	0.934	0.914	0.946	0.982	1.031	0.989	0.978	1.006
3 Mo. Roll Avg			0.956	0.961	0.961	0.963	0.955	0.943	0.937	0.923	0.909	0.898	0.896	0.895	0.889	0.888	0.896	0.888	0.886	0.881	0.894	0.895	0.905	0.911	0.921	0.917	0.912	0.910	0.920	0.920	0.931	0.947	0.986	1.001	0.999	0.991

	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	95	77	123	125	108	116	94	106	90	106	105	79	122	103	129	116	112	124	97	115	103	108	95	61	82	91	82	73	62	63	93	67	84	92	58	47
Inventory	254	268	325	377	411	433	425	443	449	436	460	435	455	483	531	534	532	546	516	494	477	447	419	369	350	332	290	254	215	192	191	178	158	167	133	115
Sales	29	26	24	17	35	33	40	30	16	12	20	15	13	17	21	30	37	64	48	53	59	60	53	47	54	46	56	64	63	62	74	53	55	71	50	48

(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	808	764	783	743	862	863	818	762	742	711	848	667	574	691	634	603	598	574	508	457	435	478	444	447	404	398	432	423	412	394	410	411	414	434	470	432
3 Mo. Roll Avg			785	763	796	822	848	814	774	738	767	742	696	644	633	643	612	592	560	513	467	457	452	456	432	416	412	418	423	410	405	405	412	420	440	446

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