

City: Los Altos

Daniel Pizano

International Diamond Society, e-PRO
408.460.8401
daniel.pizano@cbnocal.com
www.danielpizano.com



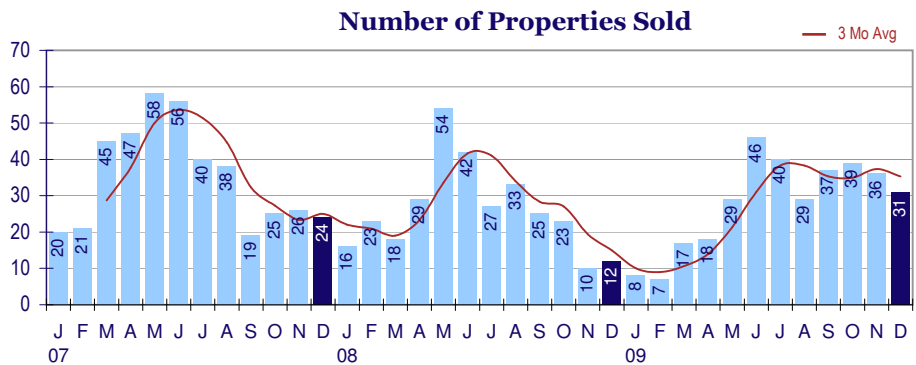
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,798,000	↑		↑				
Average List Price of all Current Listings	\$4,177,748	↑		↑				
December Median Sales Price	\$1,600,000	↑	↓	↓	↓	\$0		↓
December Average Sales Price	\$1,813,718	↑	↔	↓	↓	\$0		↓
Total Properties Currently for Sale (Inventory)	73	↓		↓				
December Number of Properties Sold	31	↓		↑		337	↑	
December Average Days on Market (Solds)	50	↓	↓	↑	↓	0		↓
Asking Price per Square Foot (based on New Listings)	\$805	↑	↑	↑	↑	\$0		↓
December Sold Price per Square Foot	\$696	↓	↓	↓	↔	\$0		↓
December Month's Supply of Inventory	2.4	↓		↓	↓	7.1	↑	↑
December Sale Price vs List Price Ratio	93.7%	↓	↑	↑	↑	0.0%		↓

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

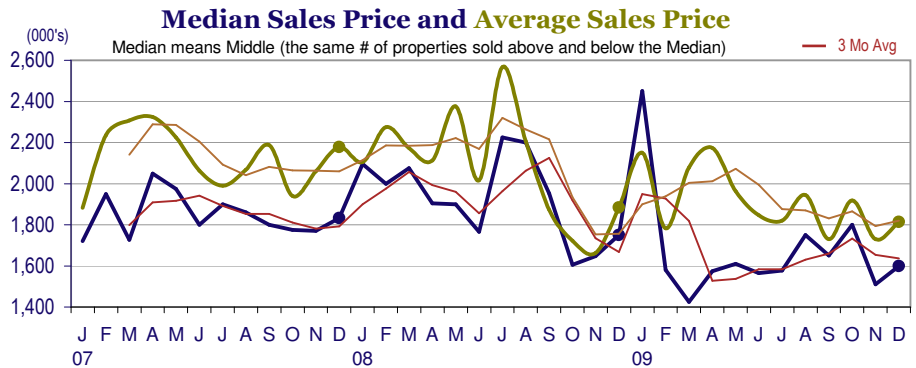
Property Sales

December Property sales were 31, up 158.3% from 12 in December of 2008 and -13.9% lower than the 36 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 337 are running 8.0% ahead of last year's year-to-date sales of 312.



Prices

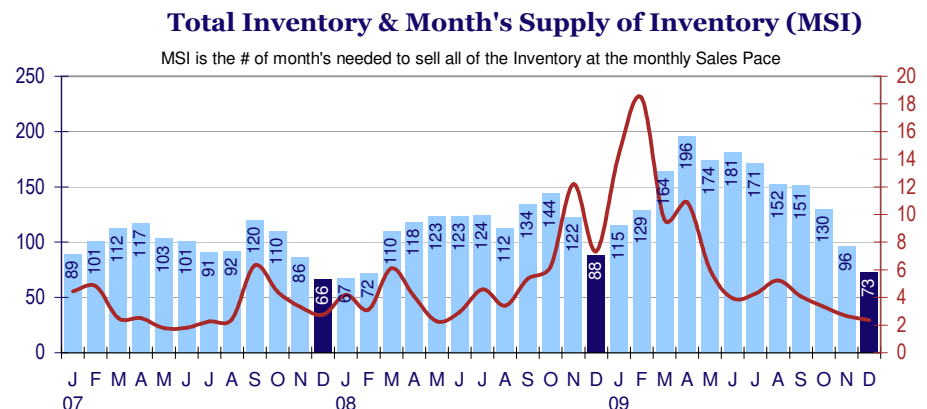
The Median Sales Price in December was \$1,600,000, down -8.6% from \$1,750,000 in December of 2008 and up 6.0% from \$1,510,000 last month. The Average Sales Price in December was \$1,813,718, down -3.7% from \$1,883,500 in December of 2008 and up 4.8% from \$1,730,217 last month. December 2009 ASP 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 73, down -24.0% from 96 last month and down -17.0% from 88 in December of last year. December 2009 Inventory was at a mid 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.



City: *Los Altos*

Daniel Pizano

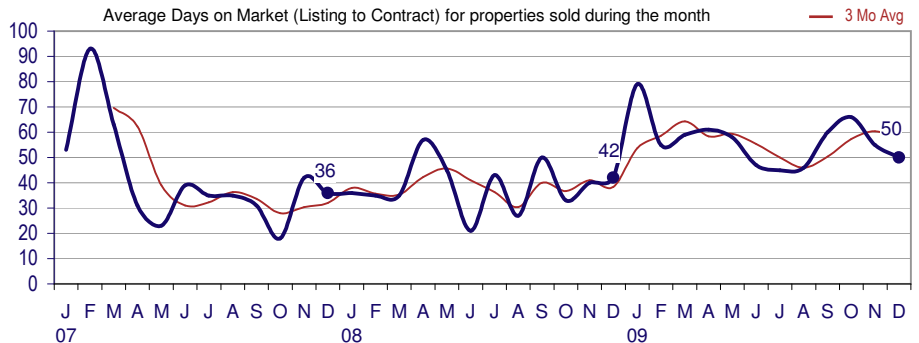
International Diamond Society, e-PRO
 408.460.8401
 daniel.pizano@cbnocal.com
 www.danielpizano.com



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 50, down -9.1% from 55 days last month and up 19.0% from 42 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

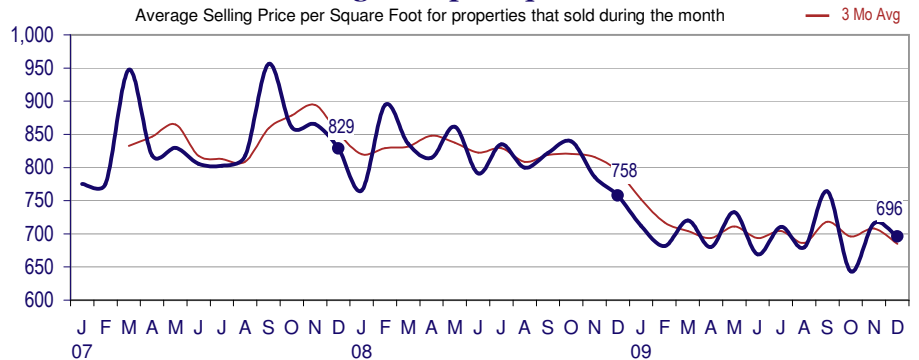
Days On Market for Sold Properties



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 \$696 was down -2.8% from \$716 last month and down -8.2% from 758 in December of last year.

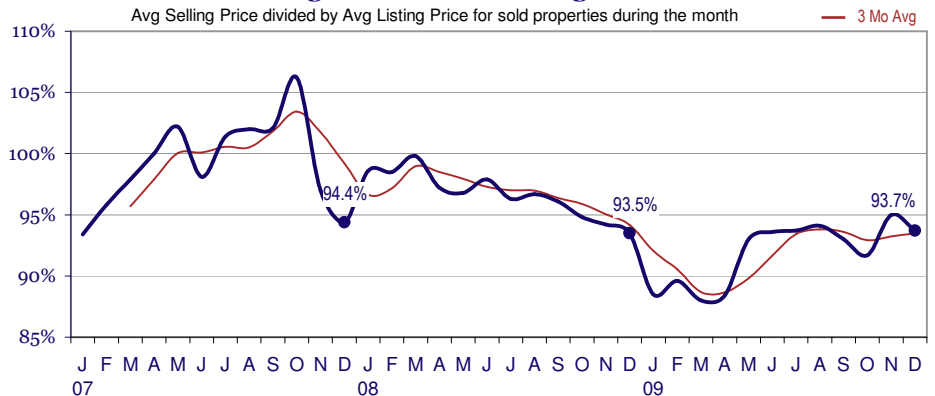
Selling Price per Square Foot



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 93.7% was down from 95.0% last month and up from 93.5% in December of last year.

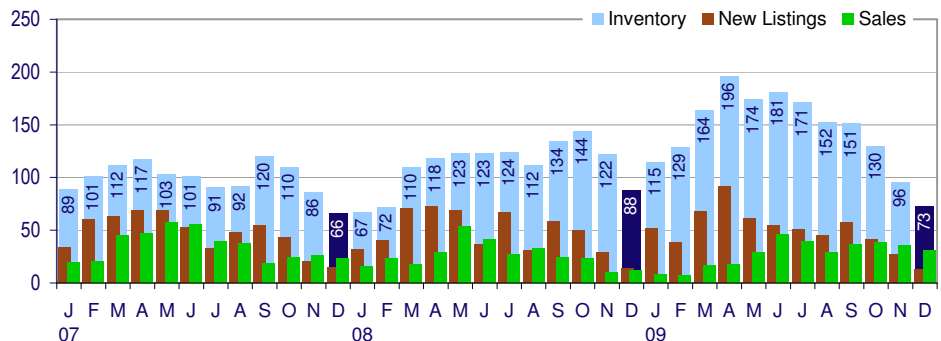
Selling Price versus Listing Price Ratio



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 13, down -51.9% from 27 last month and down -7.1% from 14 in December of last year.

Inventory / New Listings / Sales



City: Los Altos

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	20	21	45	47	58	56	40	38	19	25	26	24	16	23	18	29	54	42	27	33	25	23	10	12	8	7	17	18	29	46	40	29	37	39	36	31
3 Mo. Roll Avg			29	38	50	54	51	45	32	27	23	25	22	21	19	23	34	42	41	34	28	27	19	15	10	9	11	14	21	31	38	38	35	35	37	35

(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	1720	1950	1727	2049	1975	1800	1900	1860	1800	1775	1770	1832	2095	2000	2075	1905	1900	1765	2225	2200	1952	1605	1648	1750	2450	1581	1425	1575	1610	1565	1578	1750	1650	1800	1510	1600
3 Mo. Roll Avg			1799	1909	1917	1941	1892	1853	1853	1812	1782	1792	1899	1976	2057	1993	1960	1857	1963	2063	2126	1919	1735	1668	1949	1927	1819	1527	1537	1583	1584	1631	1659	1733	1653	1637

	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	89	101	112	117	103	101	91	92	120	110	86	66	67	72	110	118	123	123	124	112	134	144	122	88	115	129	164	196	174	181	171	152	151	130	96	73
MSI	4	5	2	2	2	2	2	2	6	4	3	3	4	3	6	4	2	3	5	3	5	6	12	7	14	18	10	11	6	4	4	5	4	3	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	53	93	63	31	23	39	35	35	31	18	42	36	36	35	35	57	45	21	43	27	50	33	40	42	79	55	59	61	58	47	45	46	60	66	55	50
3 Mo. Roll Avg			70	62	39	31	32	36	34	28	30	32	38	36	35	42	46	41	36	30	40	37	41	38	54	59	64	58	59	55	50	46	50	57	60	57

	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	775	775	947	818	830	806	803	818	956	861	865	829	765	894	836	815	861	791	835	800	822	839	786	758	712	681	720	680	733	669	711	680	764	644	716	696
3 Mo. Roll Avg			832	847	865	818	813	809	859	879	894	852	820	829	832	848	837	822	829	809	819	820	816	794	752	717	704	694	711	694	704	686	718	696	708	685

	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	0.934	0.958	0.979	1.000	1.022	0.981	1.014	1.020	1.021	1.062	0.970	0.944	0.986	0.985	0.998	0.972	0.968	0.979	0.963	0.967	0.961	0.948	0.942	0.935	0.885	0.896	0.880	0.884	0.930	0.936	0.937	0.941	0.930	0.917	0.950	0.937
3 Mo. Roll Avg			0.957	0.979	1.000	1.001	1.006	1.005	1.018	1.034	1.018	0.992	0.967	0.972	0.990	0.985	0.979	0.973	0.970	0.970	0.964	0.959	0.950	0.942	0.921	0.905	0.887	0.887	0.898	0.917	0.934	0.938	0.936	0.929	0.932	0.935

	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	34	60	63	69	69	53	33	48	55	43	21	15	32	41	71	73	69	37	67	31	59	50	29	14	52	39	68	92	62	55	51	45	58	42	27	13
Inventory	89	101	112	117	103	101	91	92	120	110	86	66	67	72	110	118	123	123	124	112	134	144	122	88	115	129	164	196	174	181	171	152	151	130	96	73
Sales	20	21	45	47	58	56	40	38	19	25	26	24	16	23	18	29	54	42	27	33	25	23	10	12	8	7	17	18	29	46	40	29	37	39	36	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
Avg Sale Price	1882	2235	2307	2325	2224	2064	1990	2068	2187	1940	2060	2178	2105	2274	2173	2113	2377	2017	2568	2206	1873	1722	1663	1884	2150	1783	2078	2174	1964	1847	1820	1945	1731	1919	1730	1814
3 Mo. Roll Avg			2142	2289	2286	2204	2093	2041	2082	2065	2062	2059	2114	2186	2184	2187	2221	2169	2320	2263	2216	1934	1753	1756	1899	1939	2004	2012	2072	1995	1877	1870	1832	1865	1793	1821

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of RE Infolink and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.