

City: Los Altos

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Price Range: All | Properties: Single Family

Market Profile & Trends Overview

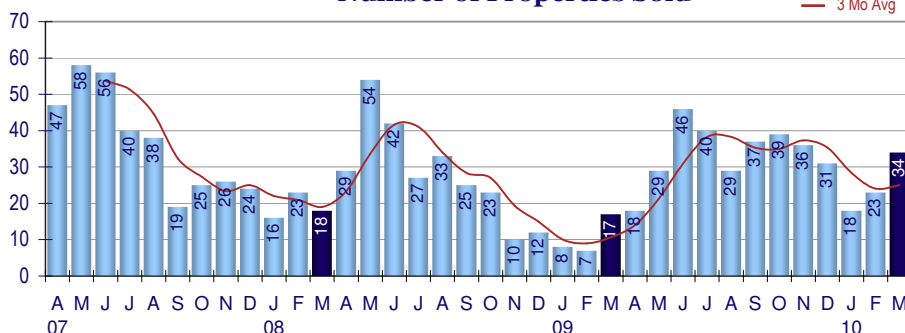
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,695,000	↑		↑				
Average List Price of all Current Listings	\$3,255,930	↓		↑				
March Median Sales Price	\$1,575,000	↓	↓	↑	\$1,612,000	↑	↔	
March Average Sales Price	\$1,874,618	↔	↑	↓	\$1,827,131	↓	↓	
Total Properties Currently for Sale (Inventory)	139	↑		↓				
March Number of Properties Sold	34	↑		↑	75	↑		
March Average Days on Market (Solds)	58	↑	↓	↓	64	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$744	↑	↑	↑	\$732	↔	↔	
March Sold Price per Square Foot	\$704	↔	↔	↓	\$708	↔	↑	
March Month's Supply of Inventory	4.1	↓	↓	↓	5.2	↓	↓	
March Sale Price vs List Price Ratio	97.6%	↓	↑	↑	96.7%	↑	↑	

* 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 34, up 100.0% from 17 in March of 2009 and 47.8% higher than the 23 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 75 are running 134.4% ahead of last year's year-to-date sales of 32.

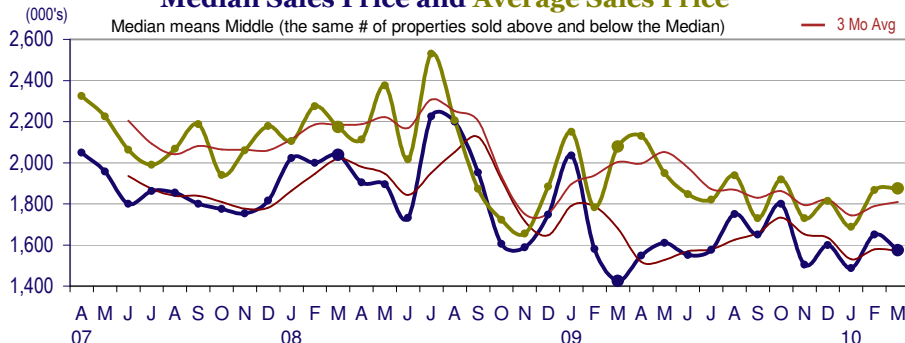
Number of Properties Sold



Prices

The Median Sales Price in March was \$1,575,000, up 10.5% from \$1,425,000 in March of 2009 and down -4.5% from \$1,650,000 last month. The Average Sales Price in March was \$1,874,618, down -9.8% from \$2,078,235 in March of 2009 and up 0.5% from \$1,866,166 last month. March 2010 ASP was at the lowest level 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 139, up 13.9% from 122 last month and down -15.2% from 164 in March of last year. March 2010 Inventory was at a mid 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 4.1 months was at its lowest level compared with March of 2009 and 2008.

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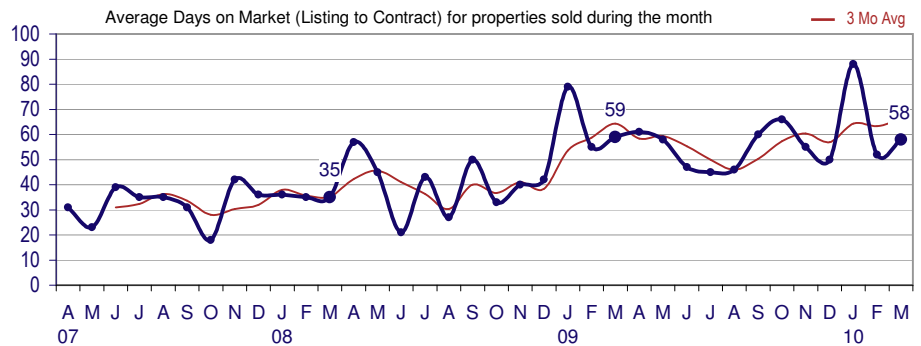


Price Range: All | Properties: Single Family

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 58, up 11.5% from 52 days last month and down -1.7% from 59 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

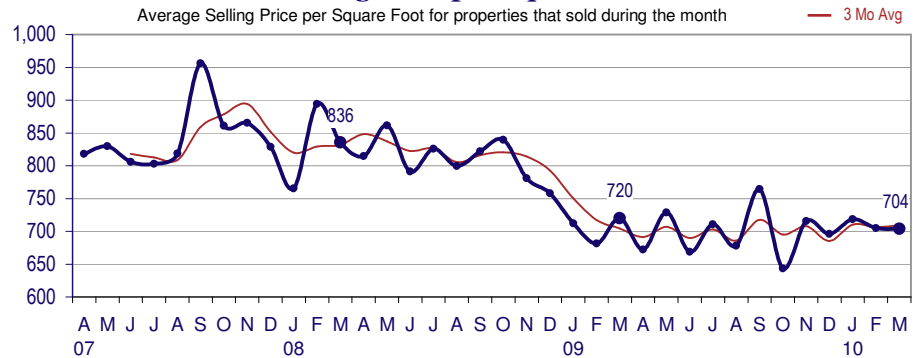
Days On Market for Sold Properties



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 \$704 was down -0.1% from \$705 last month and down -2.2% from 720 in March of last year.

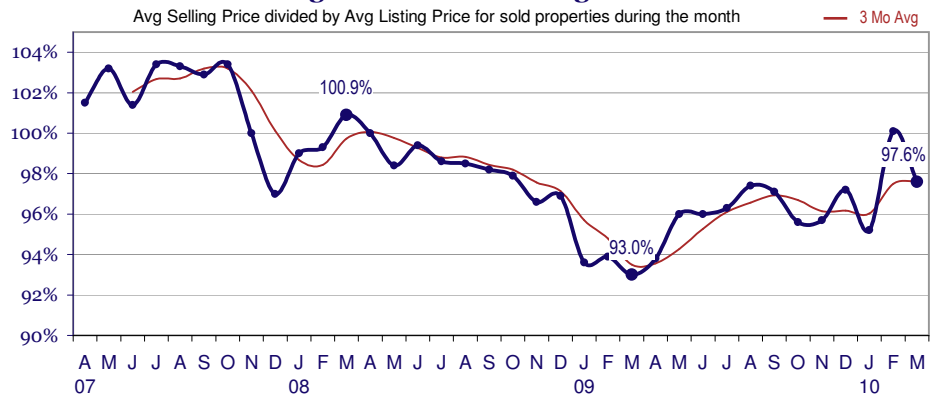
Selling Price per Square Foot



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 97.6% was down from 100.1% last month and up from 93.0% in March of last year.

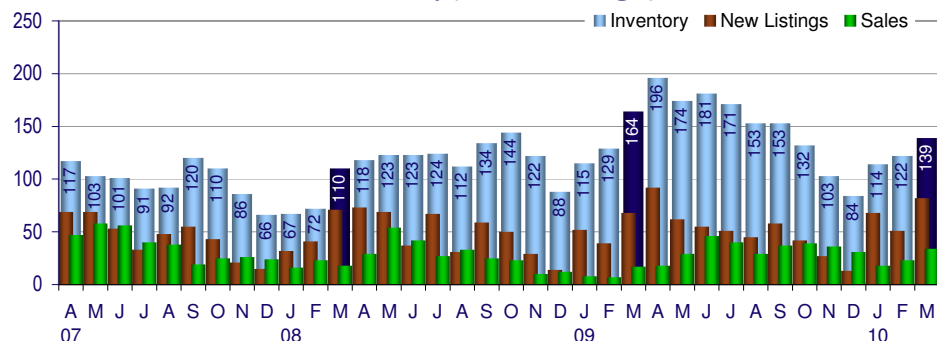
Selling Price versus Listing Price Ratio



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 82, up 60.8% from 51 last month and up 20.6% from 68 in March of last year.

Inventory / New Listings / Sales



City: Los Altos

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	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	18	23	34
3 Mo. Roll Avg			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	28	24	25

(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	2049	1958	1800	1863	1855	1800	1775	1754	1815	2023	2000	2038	1905	1895	1732	2225	2200	1952	1605	1589	1747	2035	1581	1425	1548	1610	1551	1577	1750	1650	1800	1505	1600	1488	1650	1575
3 Mo. Roll Avg			1935	1873	1839	1839	1810	1776	1781	1864	1946	2020	1981	1946	1844	1951	2052	2126	1919	1715	1647	1790	1788	1680	1518	1528	1569	1579	1626	1659	1733	1652	1635	1531	1579	1571

	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	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	153	153	132	103	84	114	122	139
MSI	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	3	6	5	4

	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	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	88	52	58
3 Mo. Roll Avg			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	64	63	66

	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	818	830	806	803	818	956	861	865	829	765	894	836	815	861	791	826	800	822	839	781	758	712	681	720	672	729	669	711	678	764	644	716	696	719	705	704
3 Mo. Roll Avg			818	813	809	859	879	894	852	820	829	832	848	837	822	826	806	816	820	814	793	750	717	704	691	707	690	703	686	718	695	708	685	710	707	709

	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	1.015	1.032	1.014	1.034	1.033	1.029	1.034	1.000	0.970	0.990	0.993	1.009	1.000	0.984	0.994	0.986	0.985	0.982	0.979	0.966	0.969	0.936	0.939	0.930	0.938	0.960	0.960	0.963	0.974	0.971	0.956	0.957	0.972	0.952	1.001	0.976
3 Mo. Roll Avg			1.020	1.027	1.027	1.032	1.032	1.021	1.001	0.987	0.984	0.997	1.001	0.998	0.993	0.988	0.988	0.984	0.982	0.976	0.971	0.957	0.948	0.935	0.936	0.943	0.953	0.961	0.966	0.969	0.967	0.961	0.962	0.960	0.975	0.976

	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	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	68	51	82
Inventory	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	153	153	132	103	84	114	122	139
Sales	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	18	23	34

(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	2325	2224	2064	1990	2068	2187	1940	2060	2178	2105	2274	2173	2113	2377	2017	2531	2206	1873	1722	1655	1884	2150	1783	2078	2129	1950	1847	1820	1939	1731	1919	1730	1814	1688	1866	1875
3 Mo. Roll Avg			2204	2093	2041	2082	2065	2062	2059	2114	2186	2184	2187	2221	2169	2308	2251	2203	1934	1750	1754	1896	1939	2004	1997	2052	1975	1872	1868	1830	1863	1793	1821	1744	1789	1809

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