

City: Los Gatos

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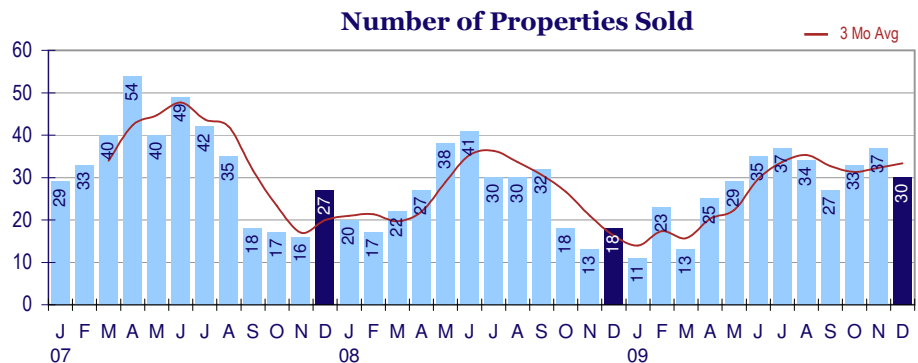
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,400,000	↓		↑				
Average List Price of all Current Listings	\$2,167,650	↔		↑				
December Median Sales Price	\$1,200,000	↓	↔	↓	\$0		↓	
December Average Sales Price	\$1,315,845	↑	↑	↓	\$0		↓	
Total Properties Currently for Sale (Inventory)	141	↓		↓				
December Number of Properties Sold	30	↓		↑	334	↑		
December Average Days on Market (Solds)	66	↓	↑	↑	0		↓	
Asking Price per Square Foot (based on New Listings)	\$515	↑	↓	↓	\$0		↓	
December Sold Price per Square Foot	\$532	↑	↑	↓	\$0		↓	
December Month's Supply of Inventory	4.7	↓	↓	↓	9.4	↔	↔	
December Sale Price vs List Price Ratio	92.4%	↑	↑	↑	0.0%		↓	

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

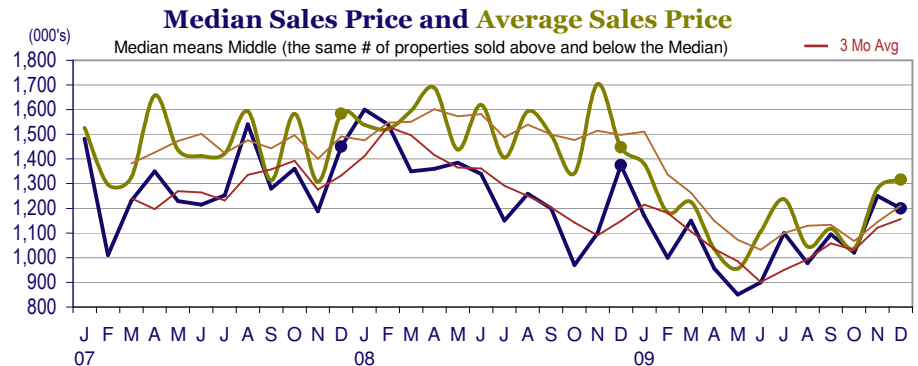
Property Sales

December Property sales were 30, up 66.7% from 18 in December of 2008 and -18.9% lower than the 37 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 334 are running 9.2% ahead of last year's year-to-date sales of 306.



Prices

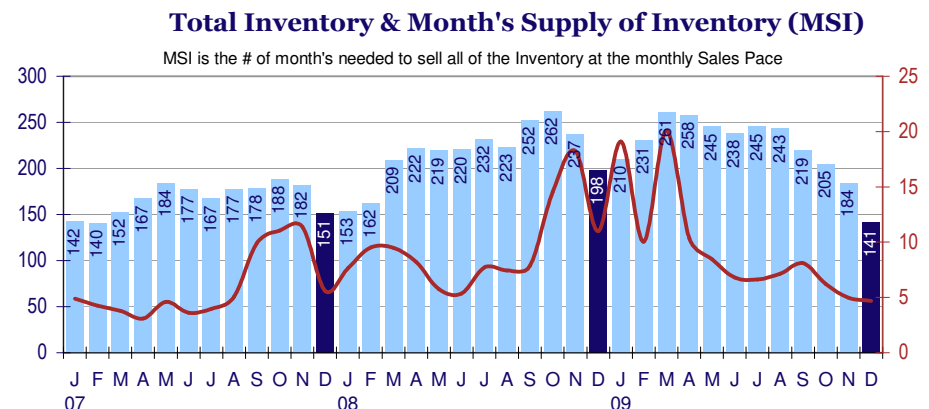
The Median Sales Price in December was \$1,200,000, down -12.7% from \$1,375,000 in December of 2008 and down -4.0% from \$1,250,000 last month. The Average Sales Price in December was \$1,315,845, down -9.0% from \$1,446,699 in December of 2008 and up 2.8% from \$1,279,801 last month. December 2009 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 141, down -23.4% from 184 last month and down -28.8% from 198 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 4.7 months was at its lowest level compared with December of 2008 and 2007.



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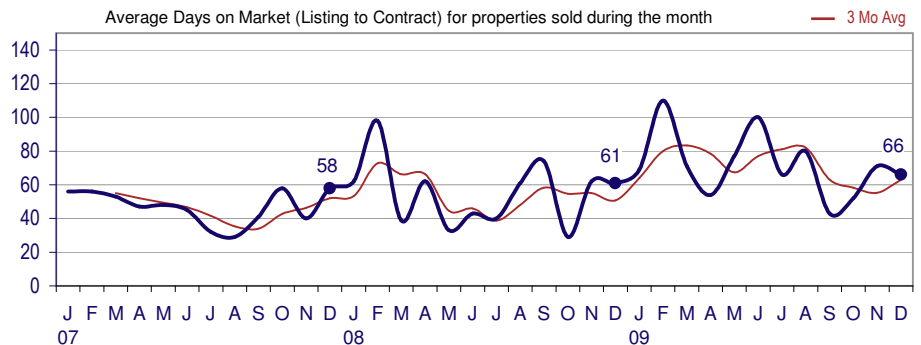
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Market Time

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 66, down -7.0% from 71 days last month and up 8.2% from 61 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

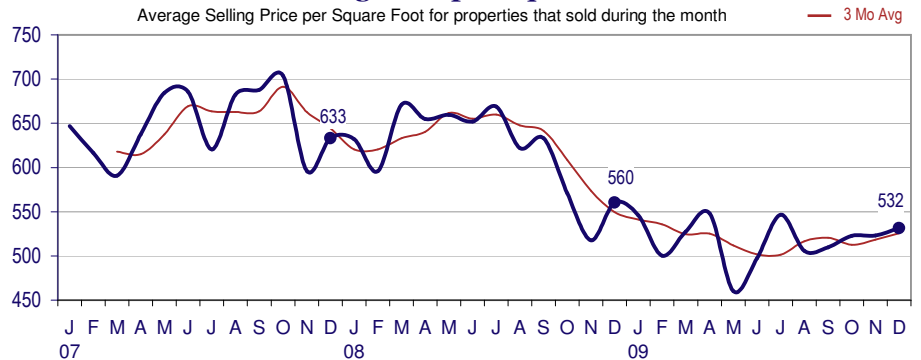
Days On Market for Sold Properties



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 \$532 was up 1.6% from \$523 last month and down -5.2% from 560 in December of last year.

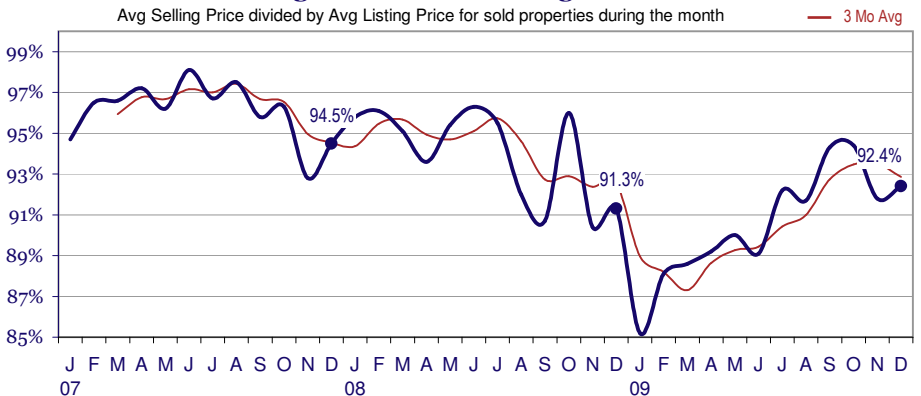
Selling Price per Square Foot



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 92.4% was up from 91.8% last month and up from 91.3% in December of last year.

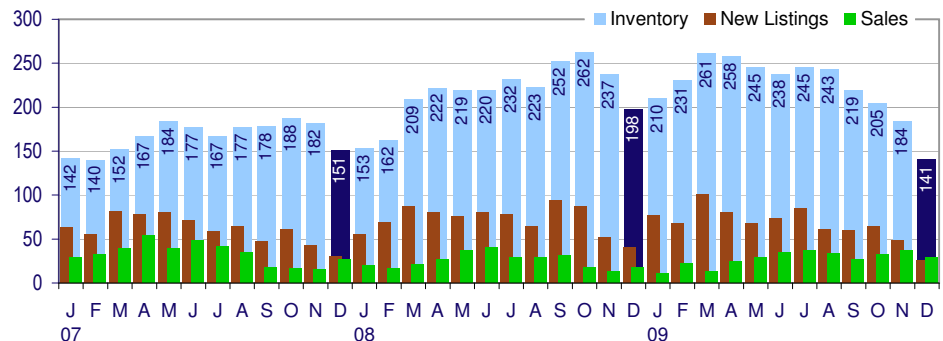
Selling Price versus Listing Price Ratio



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 26, down -46.9% from 49 last month and down -36.6% from 41 in December of last year.

Inventory / New Listings / Sales



City: Los Gatos

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	33	40	54	40	49	42	35	18	17	16	27	20	17	22	27	38	41	30	30	32	18	13	18	11	23	13	25	29	35	37	34	27	33	37	30
3 Mo. Roll Avg			34	42	45	48	44	42	32	23	17	20	21	21	20	22	29	35	36	34	31	27	21	16	14	17	16	20	22	30	34	35	33	31	32	33

(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	1483	1010	1231	1350	1229	1215	1253	1540	1280	1360	1188	1450	1600	1540	1350	1360	1385	1340	1150	1259	1200	970	1100	1375	1170	1000	1150	955	850	900	1100	978	1095	1020	1250	1200
3 Mo. Roll Avg			1241	1197	1270	1265	1232	1336	1358	1393	1276	1333	1413	1530	1497	1417	1365	1362	1292	1250	1203	1143	1090	1148	1215	1182	1107	1035	985	902	950	993	1058	1031	1122	1157

	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	142	140	152	167	184	177	167	177	178	188	182	151	153	162	209	222	219	220	232	223	252	262	237	198	210	231	261	258	245	238	245	243	219	205	184	141
MSI	5	4	4	3	5	4	4	5	10	11	11	6	8	10	10	8	6	5	8	7	8	15	18	11	19	10	20	10	8	7	7	7	8	6	5	5

	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	56	56	53	47	48	45	32	29	41	58	40	58	62	98	39	62	33	43	40	61	74	29	62	61	69	110	71	54	77	100	66	80	43	52	71	66
3 Mo. Roll Avg			55	52	49	47	42	35	34	43	46	52	53	73	66	66	45	46	39	48	58	55	55	51	64	80	83	78	67	77	81	82	63	58	55	63

	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	647	616	591	637	685	686	620	682	688	704	596	633	632	596	671	655	659	652	669	622	633	571	518	560	546	500	527	548	460	498	547	506	510	523	523	532
3 Mo. Roll Avg			618	615	638	669	664	663	663	691	663	644	621	620	633	640	662	655	660	648	641	609	574	550	541	536	525	525	512	502	501	517	521	513	519	526

	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	0.947	0.965	0.966	0.972	0.962	0.981	0.967	0.975	0.958	0.963	0.928	0.945	0.958	0.961	0.951	0.936	0.954	0.963	0.955	0.920	0.907	0.960	0.904	0.913	0.852	0.881	0.886	0.892	0.900	0.891	0.922	0.917	0.943	0.944	0.918	0.924
3 Mo. Roll Avg			0.959	0.968	0.967	0.972	0.970	0.974	0.967	0.965	0.950	0.945	0.944	0.955	0.957	0.949	0.947	0.951	0.957	0.946	0.927	0.929	0.924	0.926	0.890	0.882	0.873	0.886	0.893	0.894	0.904	0.910	0.927	0.935	0.935	0.929

	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	63	55	82	78	80	71	59	64	48	61	43	31	55	69	87	80	76	80	78	64	94	87	52	41	77	68	101	80	68	73	85	61	60	65	49	26
Inventory	142	140	152	167	184	177	167	177	178	188	182	151	153	162	209	222	219	220	232	223	252	262	237	198	210	231	261	258	245	238	245	243	219	205	184	141
Sales	29	33	40	54	40	49	42	35	18	17	16	27	20	17	22	27	38	41	30	30	32	18	13	18	11	23	13	25	29	35	37	34	27	33	37	30

(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	1526	1297	1326	1658	1437	1412	1422	1594	1313	1584	1307	1583	1538	1521	1595	1688	1438	1619	1406	1594	1496	1343	1704	1447	1380	1184	1226	1035	955	1106	1237	1046	1118	1038	1280	1316
3 Mo. Roll Avg			1383	1427	1473	1502	1424	1476	1443	1497	1401	1491	1476	1547	1551	1601	1573	1582	1488	1540	1499	1478	1514	1498	1510	1337	1263	1148	1072	1032	1099	1129	1134	1067	1145	1211

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