

City: Los Gatos

Daniel Pizano

e-PRO, International Diamond Society
 408-460-8401
 www.DanielPizano.com
 daniel.pizano@cbtnorcal.com



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

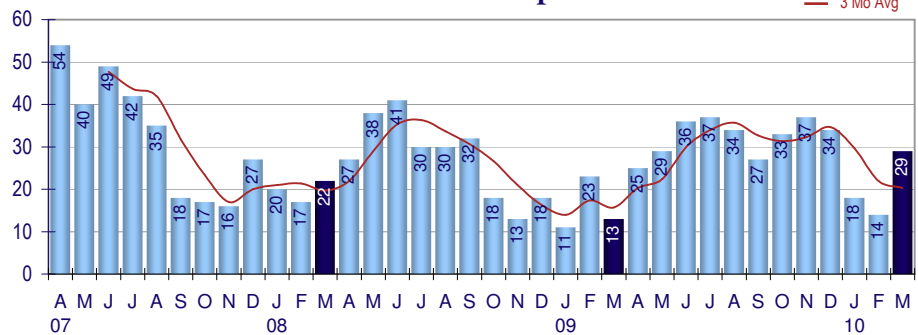
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,274,950	↓		↑				
Average List Price of all Current Listings	\$1,874,795	↓		↑				
March Median Sales Price	\$900,000	↓	↓	↓	\$930,600	↓	↓	
March Average Sales Price	\$1,178,878	↓	↓	↓	\$1,181,633	↓	↑	
Total Properties Currently for Sale (Inventory)	200	↑		↓				
March Number of Properties Sold	29	↑		↑	61	↑		
March Average Days on Market (Solds)	77	↑	↑	↑	59	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$562	↑	↔	↑	\$568	↓	↑	
March Sold Price per Square Foot	\$558	↑	↑	↑	\$532	↑	↑	
March Month's Supply of Inventory	6.9	↓	↓	↓	9.7	↓	↑	
March Sale Price vs List Price Ratio	95.9%	↓	↑	↑	95.9%	↑	↑	

* 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 29, up 123.1% from 13 in March of 2009 and 107.1% higher than the 14 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 61 are running 29.8% ahead of last year's year-to-date sales of 47.

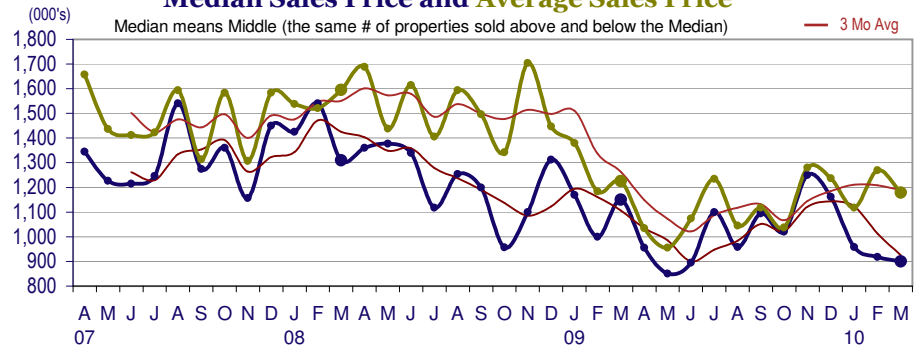
Number of Properties Sold



Prices

The Median Sales Price in March was \$900,000, down -21.7% from \$1,150,000 in March of 2009 and down -1.9% from \$917,500 last month. The Average Sales Price in March was \$1,178,878, down -3.8% from \$1,225,762 in March of 2009 and down -7.2% from \$1,269,725 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.

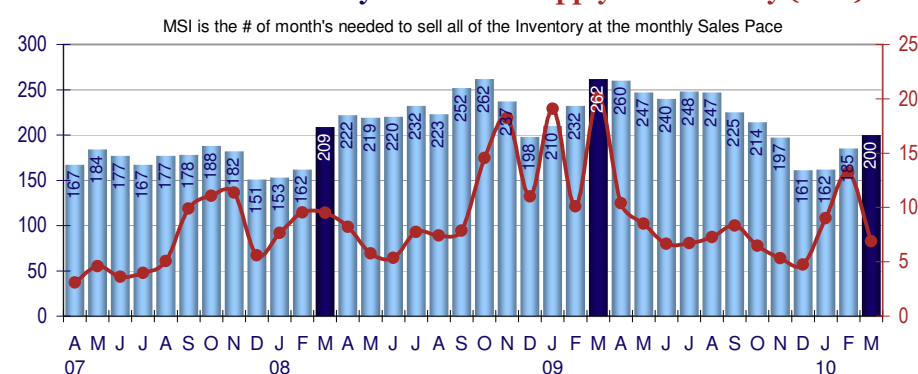
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 200, up 8.1% from 185 last month and down -23.7% from 262 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



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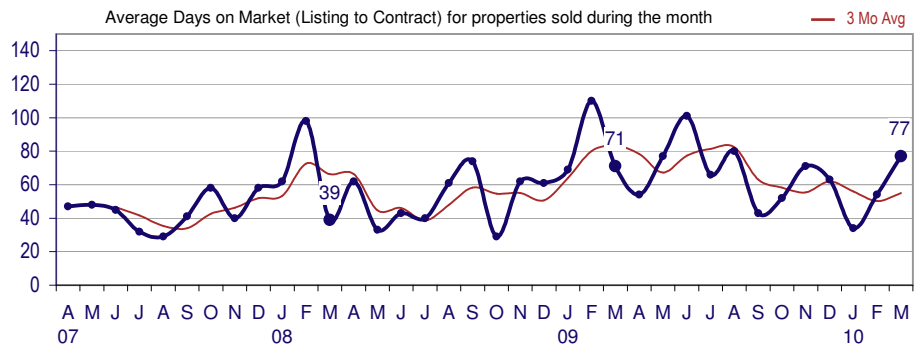


Price Range: All | Properties: Single Family

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 77, up 42.6% from 54 days last month and up 8.5% from 71 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

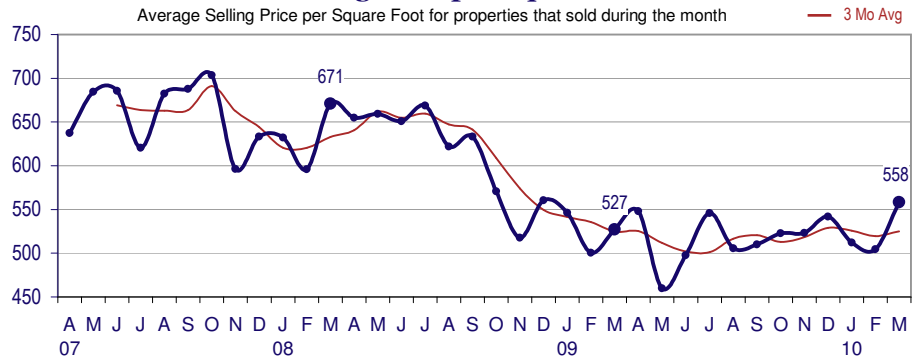
Days On Market for Sold Properties



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 \$558 was up 10.7% from \$504 last month and up 5.9% from 527 in March of last year.

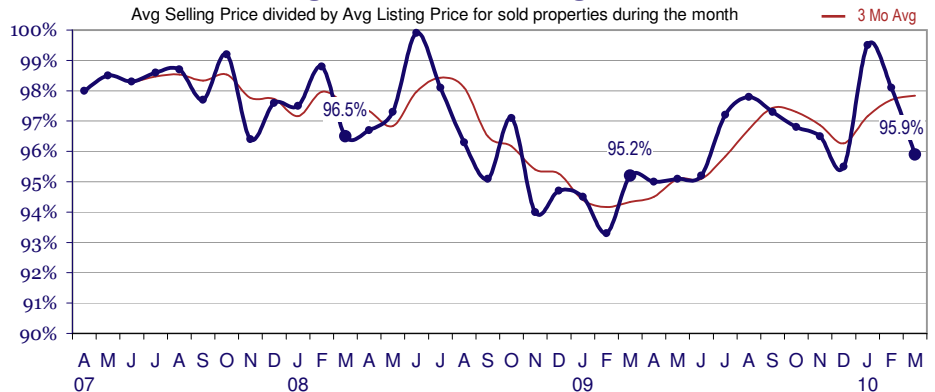
Selling Price per Square Foot



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 95.9% was down from 98.1% last month and up from 95.2% in March of last year.

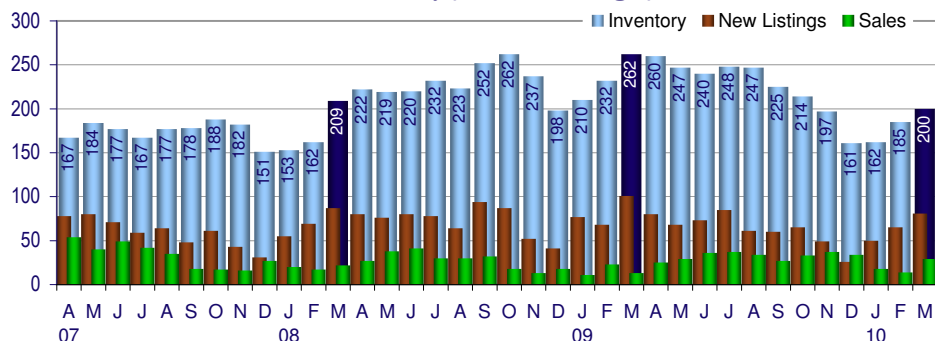
Selling Price versus Listing Price Ratio



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 81, up 24.6% from 65 last month and down -19.8% from 101 in March of last year.

Inventory / New Listings / Sales



City: Los Gatos

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	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	36	37	34	27	33	37	34	18	14	29
3 Mo. Roll Avg			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	36	33	31	32	35	30	22	20

(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	1345	1227	1215	1246	1540	1275	1360	1156	1450	1425	1540	1310	1360	1378	1340	1118	1255	1200	958	1100	1313	1170	1000	1150	955	850	895	1100	959	1095	1020	1250	1163	958	918	900
3 Mo. Roll Avg			1262	1229	1334	1354	1392	1264	1322	1344	1472	1425	1403	1349	1359	1278	1237	1191	1137	1086	1123	1194	1161	1107	1035	985	900	948	985	1051	1025	1122	1144	1123	1013	925

	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	167	184	177	167	177	178	188	182	151	153	162	209	222	219	220	232	223	252	262	237	198	210	232	262	260	247	240	248	247	225	214	197	161	162	185	200
MSI	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	9	7	7	7	8	6	5	5	9	13	7

	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	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	101	66	80	43	52	71	63	34	54	77
3 Mo. Roll Avg			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	62	56	50	55

	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	637	685	686	620	682	688	704	596	633	632	596	671	655	659	651	669	622	633	571	518	560	546	500	527	548	460	498	546	506	510	523	523	542	512	504	558
3 Mo. Roll Avg			669	664	663	663	691	663	644	621	620	633	640	662	655	660	647	641	609	574	550	541	536	525	525	512	502	501	516	521	513	519	529	526	519	525

	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	0.980	0.985	0.983	0.986	0.987	0.977	0.992	0.964	0.976	0.975	0.988	0.965	0.967	0.973	0.999	0.981	0.963	0.951	0.971	0.940	0.947	0.945	0.933	0.952	0.950	0.951	0.952	0.972	0.978	0.973	0.968	0.965	0.955	0.995	0.981	0.959
3 Mo. Roll Avg			0.983	0.985	0.985	0.983	0.985	0.978	0.977	0.972	0.980	0.976	0.973	0.968	0.980	0.984	0.981	0.965	0.962	0.954	0.953	0.944	0.942	0.943	0.945	0.951	0.951	0.958	0.967	0.974	0.973	0.969	0.963	0.972	0.977	0.978

	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	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	50	65	81
Inventory	167	184	177	167	177	178	188	182	151	153	162	209	222	219	220	232	223	252	262	237	198	210	232	262	260	247	240	248	247	225	214	197	161	162	185	200
Sales	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	36	37	34	27	33	37	34	18	14	29

(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	1658	1437	1412	1422	1594	1313	1584	1307	1583	1538	1521	1595	1688	1438	1614	1406	1594	1496	1343	1704	1447	1380	1184	1226	1035	955	1073	1234	1046	1118	1038	1280	1237	1118	1270	1179
3 Mo. Roll Avg			1502	1424	1476	1443	1497	1401	1491	1476	1547	1551	1601	1573	1580	1486	1538	1499	1478	1514	1498	1510	1337	1263	1148	1072	1021	1088	1118	1133	1067	1145	1185	1212	1208	1189

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