

City: *Milpitas*

**Daniel Pizano**

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Price Range: All | Properties: Single Family

## Market Profile & Trends Overview

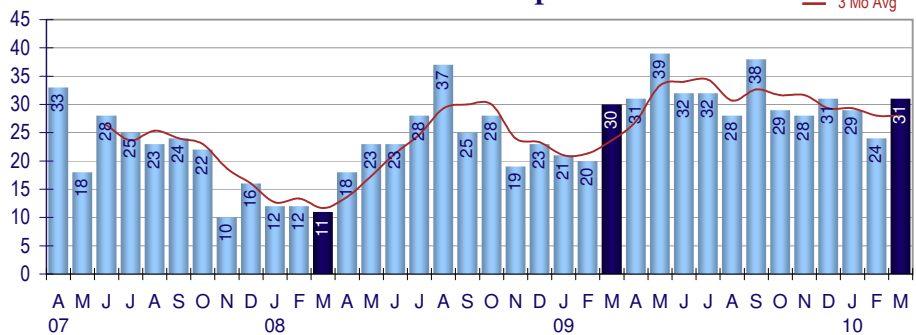
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$499,999	↔		↑				
Average List Price of all Current Listings	\$661,149	↓		↑				
March Median Sales Price	\$495,000	↑		↑	\$463,500	↑	↔	
March Average Sales Price	\$523,694	↑	↓	↑	\$511,590	↑	↔	
Total Properties Currently for Sale (Inventory)	67	↓		↓				
March Number of Properties Sold	31	↑		↑	84	↑		
March Average Days on Market (Solds)	42	↑	↑	↓	35	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$338	↑	↑	↑	\$324	↑	↔	
March Sold Price per Square Foot	\$335	↑	↔	↑	\$333	↑	↑	
March Month's Supply of Inventory	2.2	↓	↓	↓	2.5	↓	↓	
March Sale Price vs List Price Ratio	103.4%	↑	↑	↑	102.1%	↑	↑	

\* 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 31, up 3.3% from 30 in March of 2009 and 29.2% higher than the 24 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 84 are running 18.3% ahead of last year's year-to-date sales of 71.

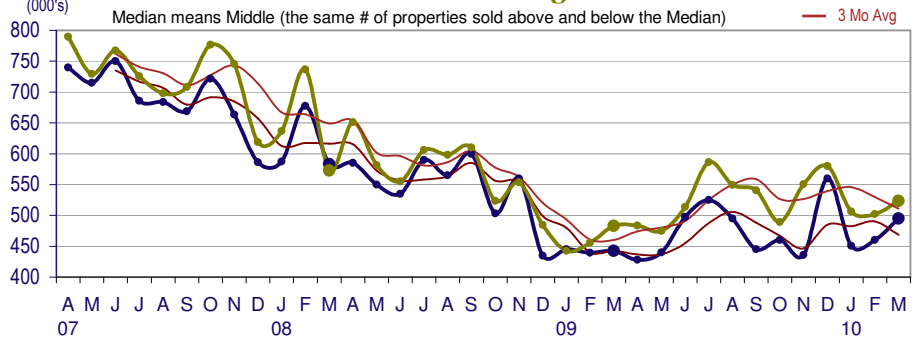
### Number of Properties Sold



## Prices

The Median Sales Price in March was \$495,000, up 11.9% from \$442,500 in March of 2009 and up 7.6% from \$460,000 last month. The Average Sales Price in March was \$523,694, up 8.5% from \$482,837 in March of 2009 and up 4.3% from \$502,173 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

### Median Sales Price and Average Sales Price

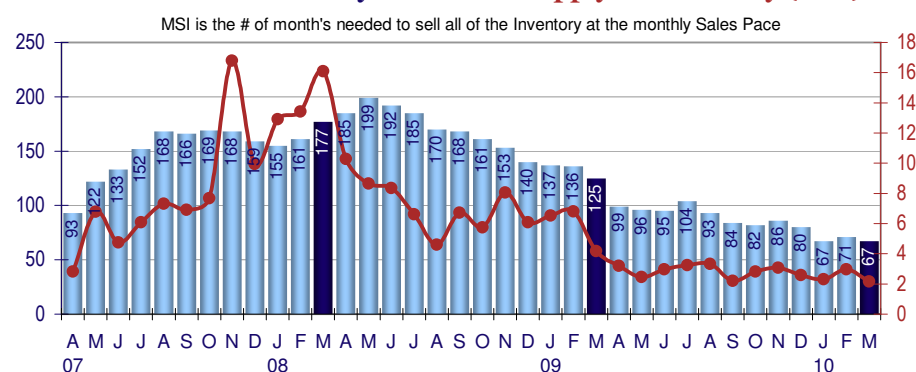


## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 67, down -5.6% from 71 last month and down -46.4% from 125 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 2.2 months was at its lowest level compared with March of 2009 and 2008.

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



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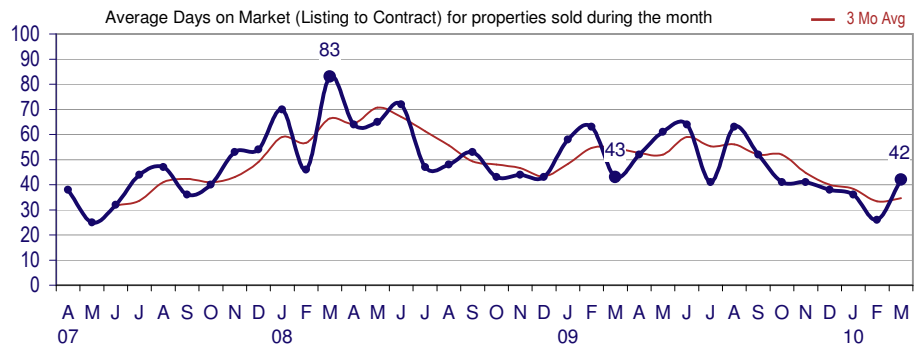


Price Range: All | Properties: Single Family

## 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 42, up 61.5% from 26 days last month and down -2.3% from 43 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

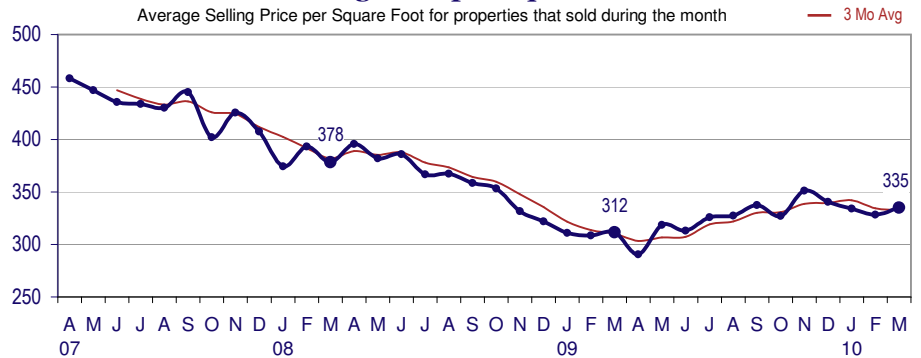
## Days On Market for Sold Properties



## 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 \$335 was up 2.0% from \$328 last month and up 7.6% from 312 in March of last year.

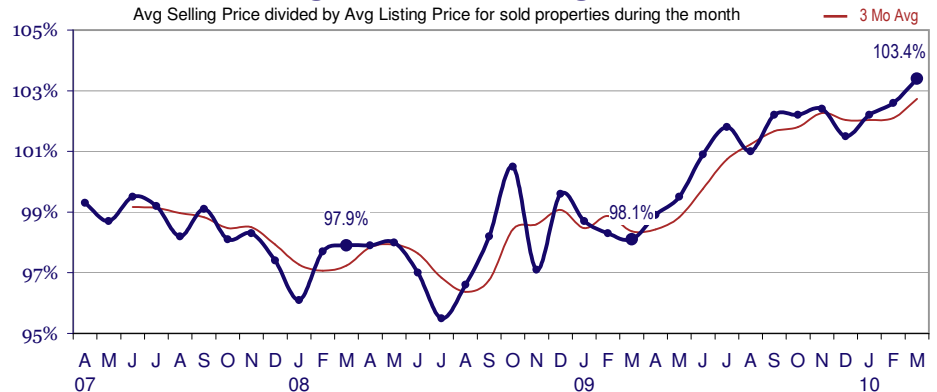
## Selling Price per Square Foot



## 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 103.4% was up from 102.6% last month and up from 98.1% in March of last year.

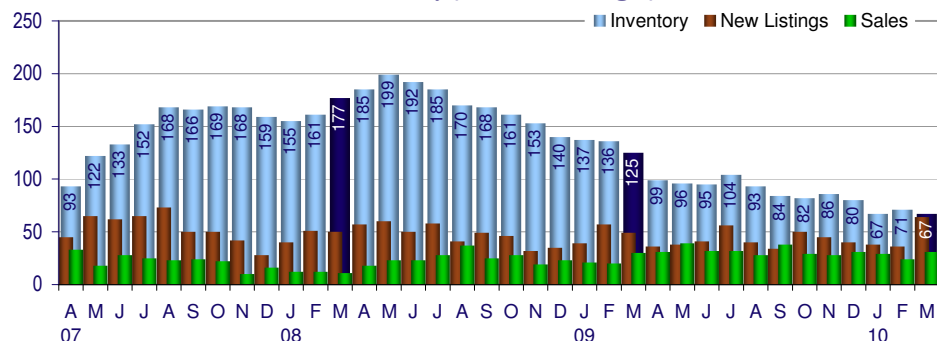
## Selling Price versus Listing Price Ratio



## 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 64, up 77.8% from 36 last month and up 30.6% from 49 in March of last year.

## Inventory / New Listings / Sales



## City: Milpitas

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	33	18	28	25	23	24	22	10	16	12	12	11	18	23	23	28	37	25	28	19	23	21	20	30	31	39	32	32	28	38	29	28	31	29	24	31
3 Mo. Roll Avg			26	24	25	24	23	19	16	13	13	12	14	17	21	25	29	30	30	24	23	21	21	24	27	33	34	34	31	33	32	32	29	29	28	28

(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	740	715	750	686	684	669	722	664	587	588	678	583	585	550	535	590	565	600	503	560	435	445	440	443	428	440	498	525	495	445	460	436	560	451	460	495
3 Mo. Roll Avg			735	717	707	680	691	685	657	613	617	616	615	573	557	558	563	585	556	554	499	480	440	442	437	437	455	488	506	488	467	447	485	482	490	469

	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	93	122	133	152	168	166	169	168	159	155	161	177	185	199	192	185	170	168	161	153	140	137	136	125	99	96	95	104	93	84	82	86	80	67	71	67
MSI	3	7	5	6	7	7	8	17	10	13	13	16	10	9	8	7	5	7	6	8	6	7	7	4	3	2	3	3	3	2	3	3	3	2	3	2

	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	38	25	32	44	47	36	40	53	54	70	46	83	64	65	72	47	48	53	43	44	43	58	63	43	52	61	64	41	63	52	41	41	38	36	26	42
3 Mo. Roll Avg			32	34	41	42	41	43	49	59	57	66	64	71	67	61	56	49	48	47	43	48	55	55	53	52	59	55	56	52	52	45	40	38	33	35

	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	458	447	436	434	430	445	402	426	408	374	393	378	396	382	386	367	367	359	353	332	322	311	308	312	290	319	313	326	327	338	327	351	341	334	328	335
3 Mo. Roll Avg			447	439	433	436	426	424	412	403	392	382	389	385	388	378	373	364	360	348	336	322	314	310	303	307	307	319	322	330	331	339	340	342	334	333

	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	0.993	0.987	0.995	0.992	0.982	0.991	0.981	0.983	0.974	0.961	0.977	0.979	0.979	0.980	0.970	0.955	0.966	0.982	1.005	0.971	0.996	0.987	0.983	0.981	0.989	0.995	1.009	1.018	1.010	1.022	1.022	1.024	1.015	1.022	1.026	1.034
3 Mo. Roll Avg			0.992	0.991	0.990	0.988	0.985	0.985	0.979	0.973	0.971	0.972	0.978	0.979	0.976	0.968	0.964	0.968	0.984	0.986	0.991	0.985	0.989	0.984	0.984	0.988	0.998	1.007	1.012	1.017	1.018	1.023	1.020	1.020	1.021	1.027

	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	45	65	62	65	73	50	50	42	28	40	51	50	57	60	50	58	41	49	46	32	35	39	57	49	36	38	41	56	40	34	50	45	40	38	36	64
Inventory	93	122	133	152	168	166	169	168	159	155	161	177	185	199	192	185	170	168	161	153	140	137	136	125	99	96	95	104	93	84	82	86	80	67	71	67
Sales	33	18	28	25	23	24	22	10	16	12	12	11	18	23	23	28	37	25	28	19	23	21	20	30	31	39	32	32	28	38	29	28	31	29	24	31

(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	790	729	767	726	698	708	777	746	619	637	737	573	651	581	555	606	598	610	523	554	485	442	455	483	484	475	514	586	549	541	489	550	580	506	502	524
3 Mo. Roll Avg			762	741	730	711	728	743	714	667	664	649	653	602	596	581	586	605	577	562	521	494	461	460	474	480	491	525	550	559	526	527	540	546	529	511

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