

City: *Monte Sereno*

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Market Profile & Trends Overview

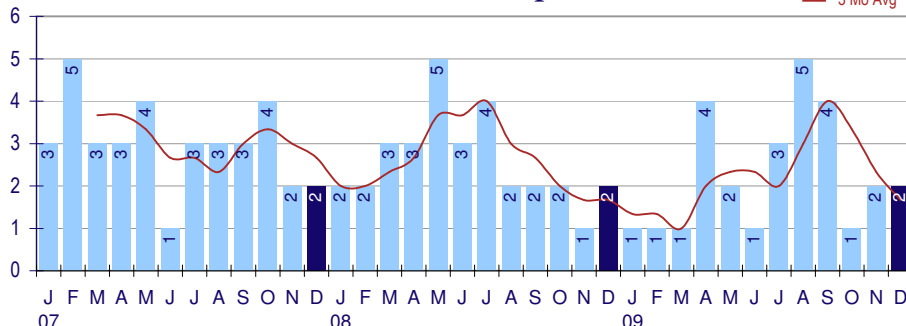
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,699,000	↓		↓				
Average List Price of all Current Listings	\$3,162,462	↓		↓				
December Median Sales Price	\$2,300,000	↓	↑	↓	\$0		↓	
December Average Sales Price	\$1,977,500	↑	↑	↓	\$0		↓	
Total Properties Currently for Sale (Inventory)	13	↓		↓				
December Number of Properties Sold	2	↔	↔	↔	27	↓		
December Average Days on Market (Solds)	138	↓	↑	↑	0		↓	
Asking Price per Square Foot (based on New Listings)	\$835		↑	↓	\$0		↓	
December Sold Price per Square Foot	\$633	↑	↑	↓	\$0		↓	
December Month's Supply of Inventory	6.5	↓	↓	↓	17.2	↑	↑	
December Sale Price vs List Price Ratio	85.5%	↓	↓	↓	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 2, equal to 2 in December of 2008 and the same as the 2 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 27 are running -12.9% behind last year's year-to-date sales of 31.

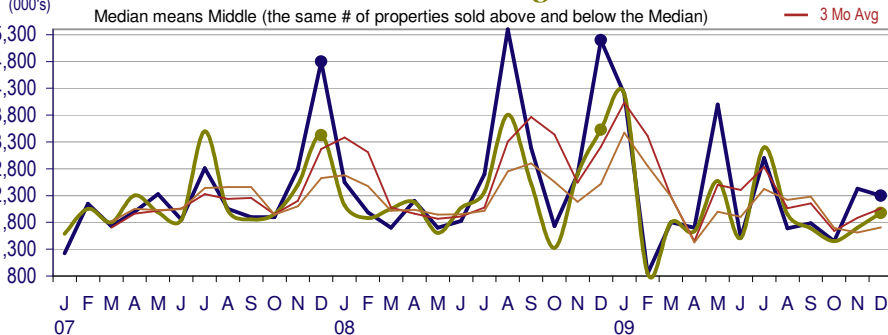
Number of Properties Sold



Prices

The Median Sales Price in December was \$2,300,000, down -55.8% from \$5,200,000 in December of 2008 and down -5.3% from \$2,428,000 last month. The Average Sales Price in December was \$1,977,500, down -43.9% from \$3,525,000 in December of 2008 and up 16.4% from \$1,699,000 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.

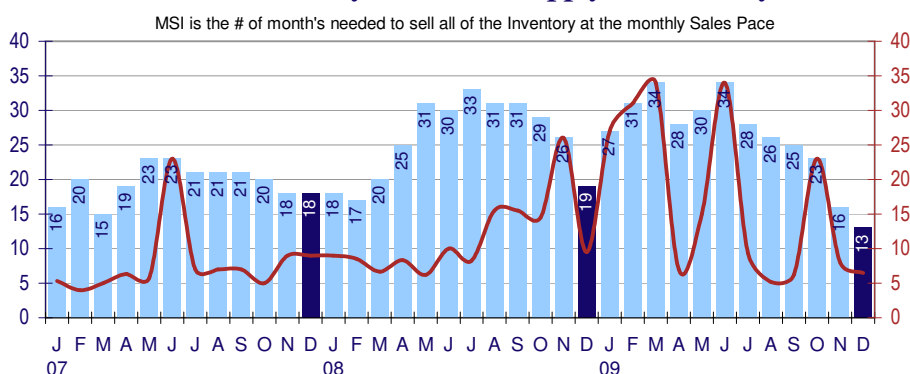
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 13, down -18.8% from 16 last month and down -31.6% from 19 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

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 December 2009 MSI of 6.5 months was at its lowest level compared with December of 2008 and 2007.

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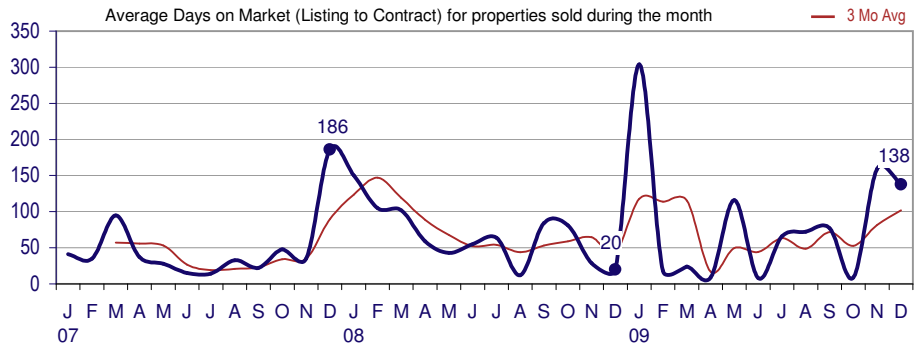
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Market Time

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 138, down -13.2% from 159 days last month and up 590.0% from 20 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

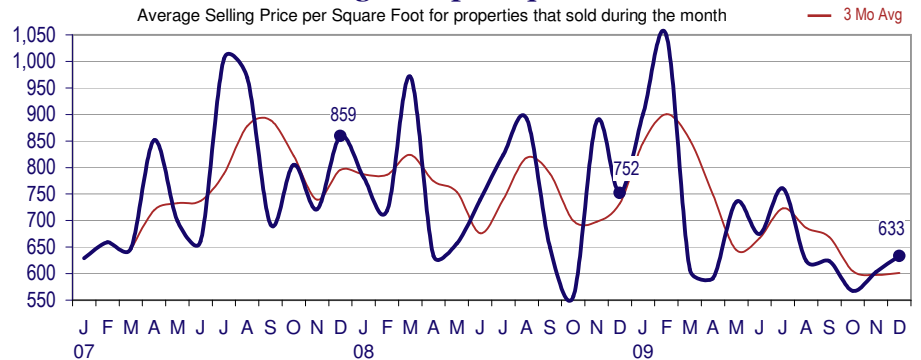
Days On Market for Sold Properties



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 \$633 was up 5.0% from \$603 last month and down -15.8% from 752 in December of last year.

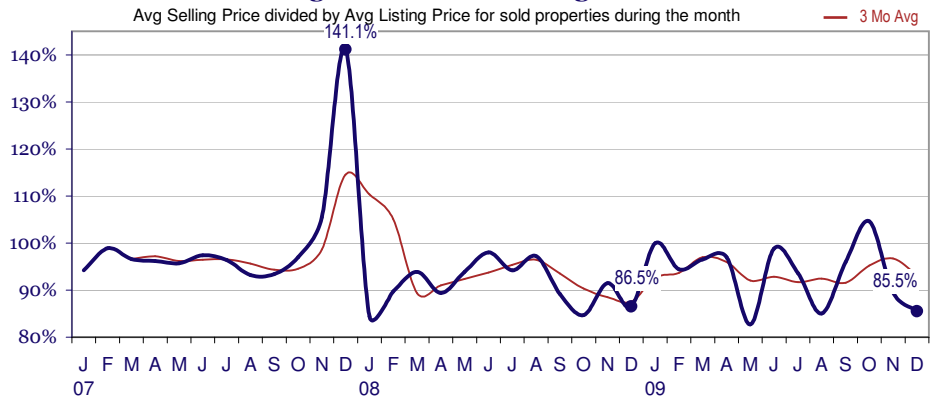
Selling Price per Square Foot



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 85.5% was down from 89.5% last month and down from 86.5% in December of last year.

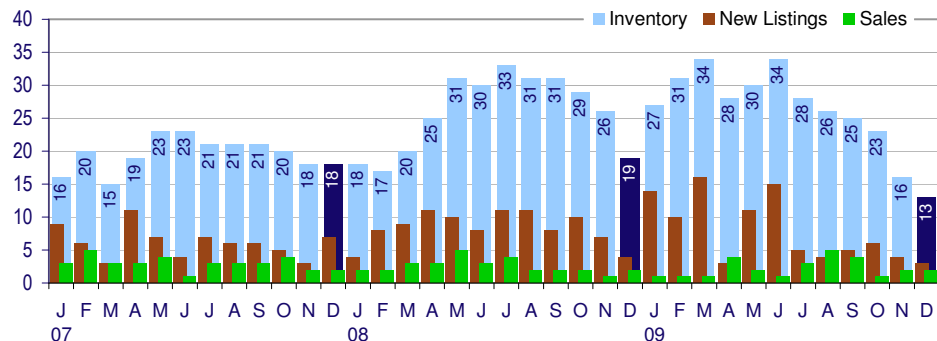
Selling Price versus Listing Price Ratio



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 3, down -25.0% from 4 last month and down -25.0% from 4 in December of last year.

Inventory / New Listings / Sales



City: Monte Sereno

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	3	5	3	3	4	1	3	3	3	4	2	2	2	2	3	3	5	3	4	2	2	2	1	2	1	1	1	4	2	1	3	5	4	1	2	2
3 Mo. Roll Avg			4	4	3	3	3	2	3	3	3	3	2	2	2	3	4	4	4	3	3	2	2	2	1	1	1	2	2	2	2	3	4	3	2	2

(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	1225	2150	1733	2000	2325	1850	2813	2050	1900	1900	2800	4800	2550	1985	1700	2200	1700	1825	2700	5400	3189	1730	2700	5200	4195	845	1800	1700	4000	1510	2999	1690	1782	1450	2428	2300
3 Mo. Roll Avg			1703	1961	2019	2058	2329	2238	2254	1950	2200	3167	3383	3112	2078	1962	1867	1908	2075	3308	3763	3440	2540	3210	4032	3413	2280	1448	2500	2403	2836	2066	2157	1641	1887	2059

	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	16	20	15	19	23	23	21	21	21	20	18	18	18	17	20	25	31	30	33	31	31	29	26	19	27	31	34	28	30	34	28	26	25	23	16	13
MSI	5	4	5	6	6	23	7	7	7	5	9	9	9	9	7	8	6	10	8	16	16	15	26	10	27	31	34	7	15	34	9	5	6	23	8	7

	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	41	35	95	37	28	15	14	33	22	48	35	186	150	105	102	59	43	55	64	12	84	81	29	20	304	18	24	9	116	8	66	72	77	9	159	138
3 Mo. Roll Avg			57	56	53	27	19	21	23	34	35	90	124	147	119	89	68	52	54	44	53	59	65	43	118	114	115	17	50	44	63	49	72	53	82	102

	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	629	659	647	852	699	661	1005	969	692	805	721	859	781	719	972	633	657	739	824	892	650	557	887	752	901	1048	608	591	735	675	760	623	623	568	603	633
3 Mo. Roll Avg			645	719	733	737	788	878	889	822	740	795	787	786	824	775	754	676	740	818	789	700	698	732	847	900	852	749	645	667	723	686	669	605	598	601

	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	0.942	0.989	0.966	0.962	0.957	0.974	0.964	0.932	0.934	0.970	1.055	1.411	0.844	0.897	0.939	0.894	0.939	0.980	0.942	0.972	0.892	0.847	0.915	0.865	1.000	0.944	0.965	0.970	0.827	0.988	0.936	0.850	0.960	1.046	0.895	0.855
3 Mo. Roll Avg			0.966	0.972	0.962	0.964	0.965	0.957	0.943	0.945	0.986	1.145	1.103	1.051	0.893	0.910	0.924	0.938	0.954	0.965	0.935	0.904	0.885	0.876	0.927	0.936	0.970	0.960	0.921	0.928	0.917	0.925	0.915	0.952	0.967	0.932

	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	9	6	3	11	7	4	7	6	6	5	3	7	4	8	9	11	10	8	11	11	8	10	7	4	14	10	16	3	11	15	5	4	5	6	4	3
Inventory	16	20	15	19	23	23	21	21	21	20	18	18	18	17	20	25	31	30	33	31	31	29	26	19	27	31	34	28	30	34	28	26	25	23	16	13
Sales	3	5	3	3	4	1	3	3	3	4	2	2	2	2	3	3	5	3	4	2	2	2	1	2	1	1	1	4	2	1	3	5	4	1	2	2

(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	1588	2051	1803	2302	1985	1850	3496	2025	1853	1956	2500	3425	2120	1883	2050	2177	1607	2068	2370	3808	2525	1323	2700	3525	4195	845	1800	1634	2569	1510	3196	1952	1690	1450	1699	1978
3 Mo. Roll Avg			1814	2052	2030	2046	2444	2457	2458	1945	2103	2627	2682	2476	2018	2036	1945	1951	2015	2749	2901	2552	2182	2516	3473	2855	2280	1426	2001	1904	2425	2219	2279	1697	1613	1709