

City: *Morgan Hill*

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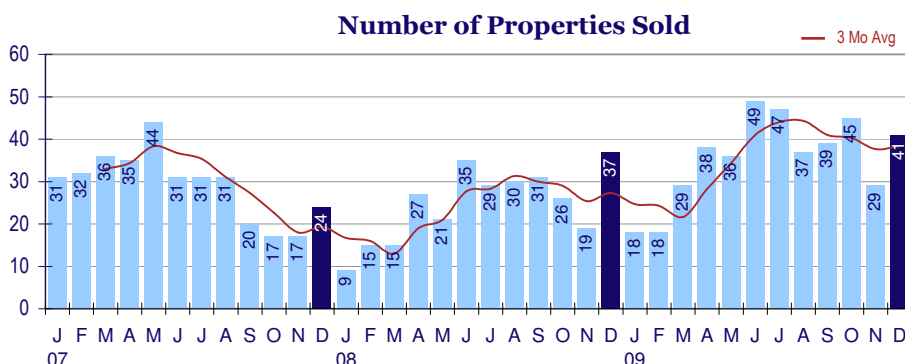
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$849,475	↔		↑				
Average List Price of all Current Listings	\$1,056,211	↑		↑				
December Median Sales Price	\$590,000	↔	↓	↓	↓	\$0		↓
December Average Sales Price	\$694,180	↑	↑	↑	↑	\$0		↓
Total Properties Currently for Sale (Inventory)	102	↓		↓				
December Number of Properties Sold	41	↑		↑		426	↑	
December Average Days on Market (Solds)	101	↑	↑	↔	↑	0		↓
Asking Price per Square Foot (based on New Listings)	\$234	↓	↓	↓	↓	\$0		↓
December Sold Price per Square Foot	\$275	↑	↑	↓	↑	\$0		↓
December Month's Supply of Inventory	2.5	↓	↓	↓	↓	6.1	↓	↓
December Sale Price vs List Price Ratio	92.6%	↓	↔	↑	↑	0.0%		↓

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

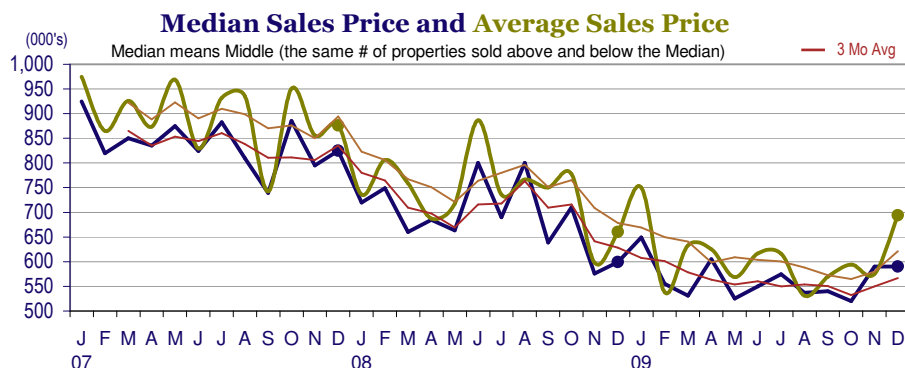
Property Sales

December Property sales were 41, up 10.8% from 37 in December of 2008 and 41.4% higher than the 29 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 426 are running 44.9% ahead of last year's year-to-date sales of 294.



Prices

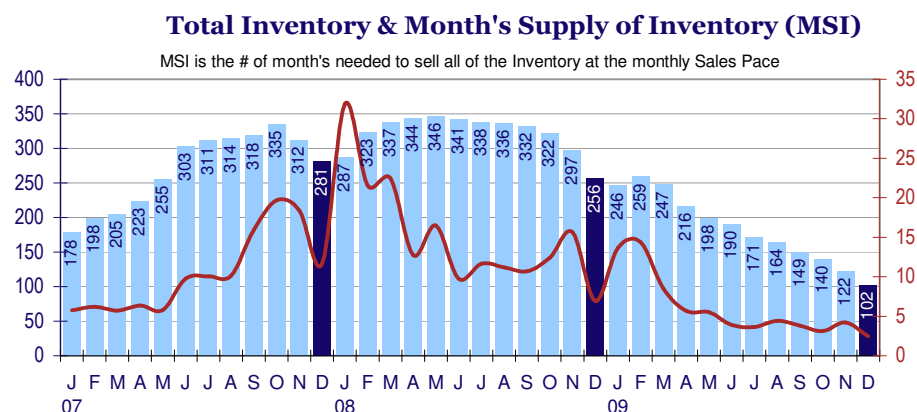
The Median Sales Price in December was \$590,000, down -1.5% from \$599,000 in December of 2008 and equal to \$590,000 last month. The Average Sales Price in December was \$694,180, up 5.2% from \$660,023 in December of 2008 and up 20.7% from \$575,191 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 102, down -16.4% from 122 last month and down -60.2% from 256 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 2.5 months was at its lowest level compared with December of 2008 and 2007.



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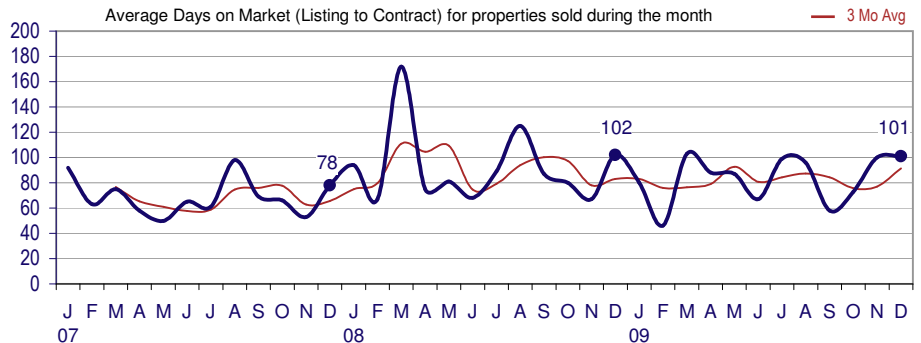
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Market Time

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 101, up 1.0% from 100 days last month and down -1.0% from 102 days in December of last year. The December 2009 DOM was at its highest level compared with December of 2008 and 2007.

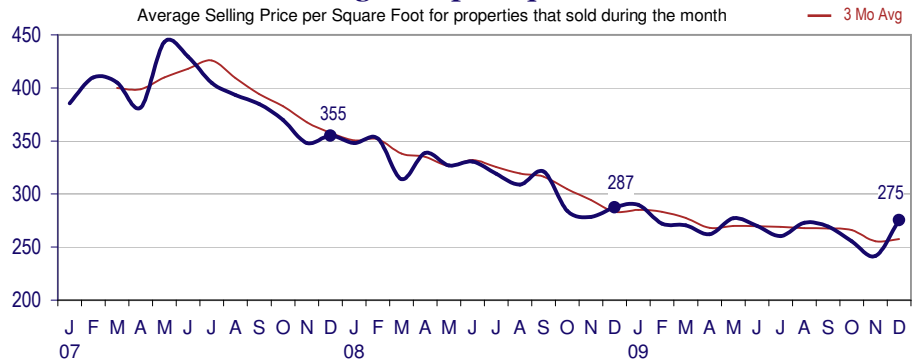
Days On Market for Sold Properties



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 \$275 was up 13.9% from \$242 last month and down -4.2% from 287 in December of last year.

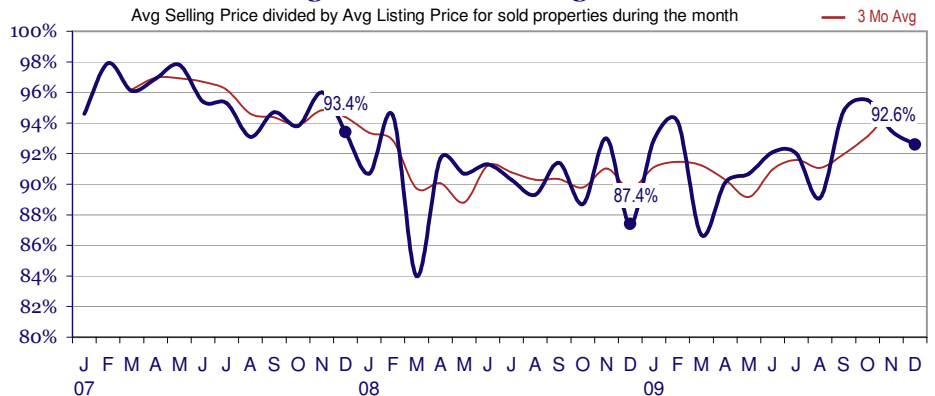
Selling Price per Square Foot



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 92.6% was down from 93.5% last month and up from 87.4% in December of last year.

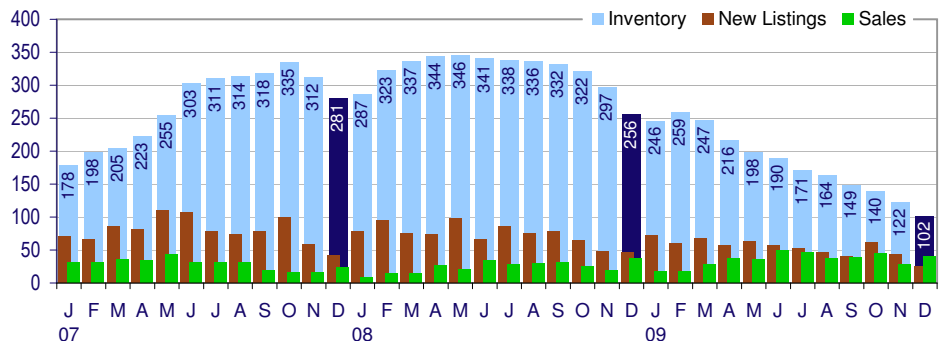
Selling Price versus Listing Price Ratio



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 25, down -41.9% from 43 last month and down -46.8% from 47 in December of last year.

Inventory / New Listings / Sales



City: Morgan Hill

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	31	32	36	35	44	31	31	31	20	17	17	24	9	15	15	27	21	35	29	30	31	26	19	37	18	18	29	38	36	49	47	37	39	45	29	41
3 Mo. Roll Avg			33	34	38	37	35	31	27	23	18	19	17	16	13	19	21	28	28	31	30	29	25	27	25	24	22	28	34	41	44	44	41	40	38	38

(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	925	820	850	835	875	824	883	810	739	885	795	825	720	749	660	685	663	800	690	800	639	710	576	599	649	555	531	605	525	550	575	537	540	520	590	590
3 Mo. Roll Avg			865	835	853	845	861	839	811	811	806	835	780	765	710	698	669	716	718	763	710	716	642	628	608	601	578	564	554	560	550	554	551	532	550	567

	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	178	198	205	223	255	303	311	314	318	335	312	281	287	323	337	344	346	341	338	336	332	322	297	256	246	259	247	216	198	190	171	164	149	140	122	102
MSI	6	6	6	6	6	10	10	10	16	20	18	12	32	22	22	13	16	10	12	11	11	12	16	7	14	14	9	6	6	4	4	4	4	3	4	2

	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	92	63	75	58	50	65	61	98	69	66	53	78	94	67	172	75	81	68	89	125	87	80	67	102	80	46	103	88	87	67	99	96	58	73	100	101
3 Mo. Roll Avg			77	65	61	58	59	75	76	78	63	66	75	80	111	105	109	75	79	94	100	97	78	83	83	76	76	79	93	81	84	87	84	76	77	91

	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	385	410	405	381	443	429	405	393	385	370	348	355	348	352	314	339	327	330	319	309	321	284	278	287	290	272	271	262	277	270	260	273	269	255	242	275
3 Mo. Roll Avg			400	399	410	418	426	409	394	383	368	358	350	352	338	335	327	332	325	319	316	305	294	283	285	283	277	268	270	270	269	268	268	266	256	257

	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	0.946	0.979	0.961	0.969	0.978	0.954	0.953	0.931	0.947	0.938	0.960	0.934	0.907	0.945	0.840	0.917	0.907	0.913	0.903	0.893	0.914	0.887	0.930	0.874	0.929	0.941	0.867	0.901	0.907	0.921	0.920	0.891	0.948	0.955	0.935	0.926
3 Mo. Roll Avg			0.962	0.970	0.969	0.967	0.962	0.946	0.944	0.939	0.948	0.944	0.934	0.929	0.897	0.901	0.888	0.912	0.908	0.903	0.903	0.898	0.910	0.897	0.911	0.915	0.912	0.903	0.892	0.910	0.916	0.911	0.920	0.931	0.946	0.939

	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	71	67	86	81	110	108	79	75	79	100	59	42	78	95	76	74	99	67	87	76	78	65	48	47	72	60	68	58	64	57	53	47	41	61	43	25
Inventory	178	198	205	223	255	303	311	314	318	335	312	281	287	323	337	344	346	341	338	336	332	322	297	256	246	259	247	216	198	190	171	164	149	140	122	102
Sales	31	32	36	35	44	31	31	31	20	17	17	24	9	15	15	27	21	35	29	30	31	26	19	37	18	18	29	38	36	49	47	37	39	45	29	41

(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	975	865	926	873	969	829	932	936	743	951	856	876	736	806	759	688	717	887	736	767	751	778	598	660	751	538	633	625	569	617	616	531	570	594	575	694
3 Mo. Roll Avg			922	888	923	891	910	899	870	876	850	894	823	806	767	751	721	764	780	796	751	765	709	679	670	650	641	599	609	604	601	588	572	565	580	621

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