

City: *Morgan Hill*

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Price Range: All | Properties: Single Family

Market Profile & Trends Overview

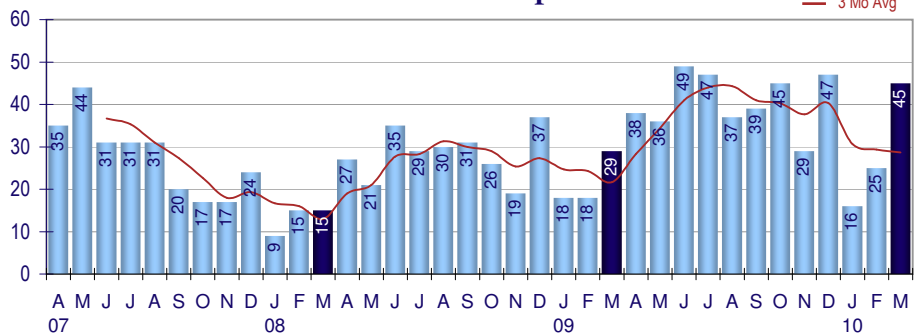
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$679,000	↓		↑				
Average List Price of all Current Listings	\$915,770	↑		↑				
March Median Sales Price	\$560,000	↓	↓	↑	\$582,500	↑	↑	
March Average Sales Price	\$617,904	↓	↓	↓	\$644,193	↔	↑	
Total Properties Currently for Sale (Inventory)	133	↓		↓				
March Number of Properties Sold	45	↑		↑	86	↑		
March Average Days on Market (Solds)	70	↑	↓	↓	68	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$264	↔	↓	↓	\$269	↓	↔	
March Sold Price per Square Foot	\$259	↓	↓	↓	\$267	↓	↔	
March Month's Supply of Inventory	3.0	↓	↓	↓	5.8	↓	↓	
March Sale Price vs List Price Ratio	98.6%	↓	↑	↑	97.2%	↑	↑	

* 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 45, up 55.2% from 29 in March of 2009 and 80.0% higher than the 25 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 86 are running 32.3% ahead of last year's year-to-date sales of 65.

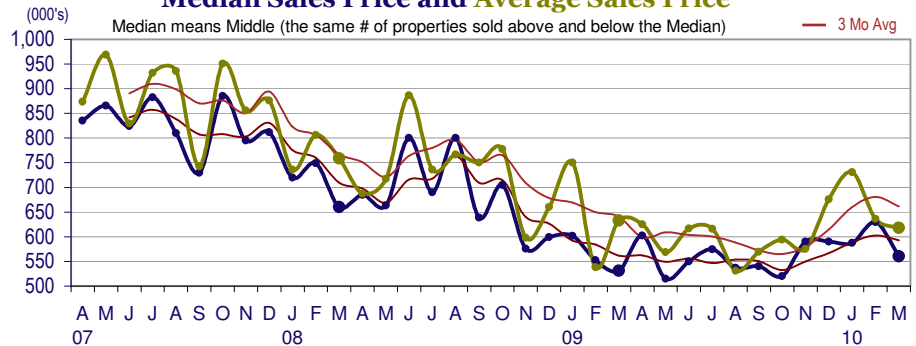
Number of Properties Sold



Prices

The Median Sales Price in March was \$560,000, up 5.5% from \$531,000 in March of 2009 and down -11.1% from \$630,000 last month. The Average Sales Price in March was \$617,904, down -2.4% from \$632,786 in March of 2009 and down -2.9% from \$636,176 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.

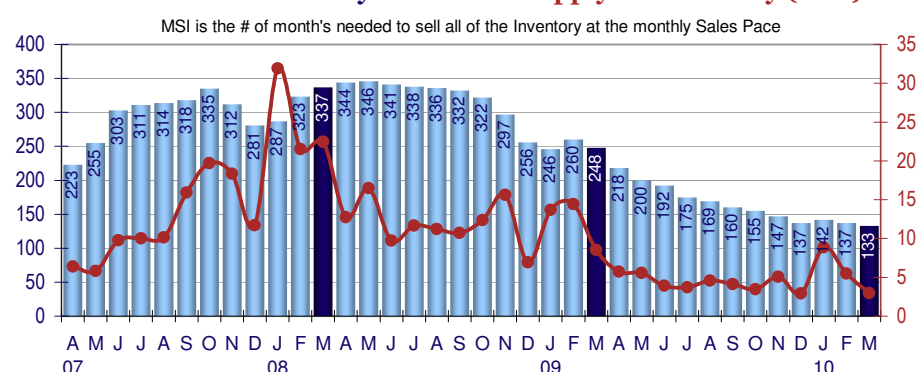
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 133, down -2.9% from 137 last month and down -46.4% from 248 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)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 3.0 months was at its lowest level compared with March of 2009 and 2008.

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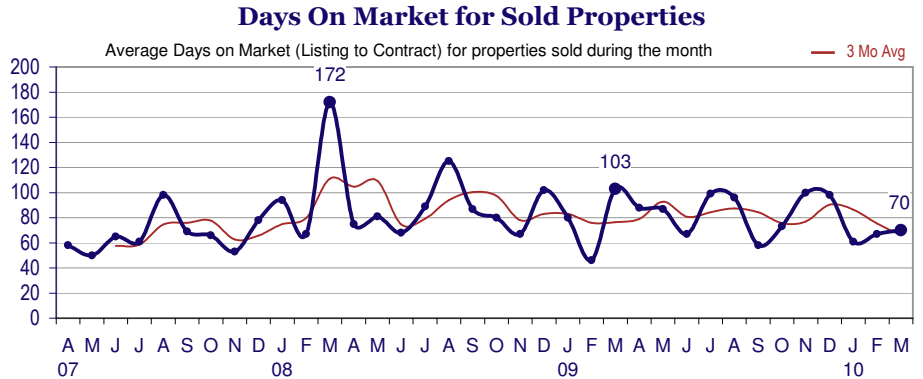
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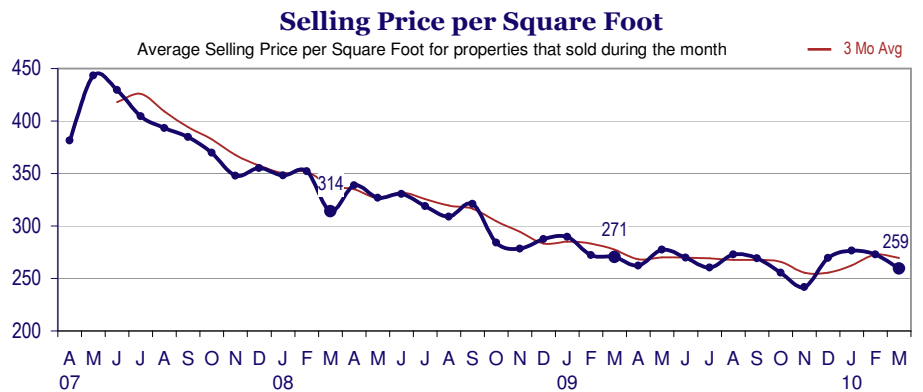
Market Time

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 March was 70, up 4.5% from 67 days last month and down -32.0% from 103 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.



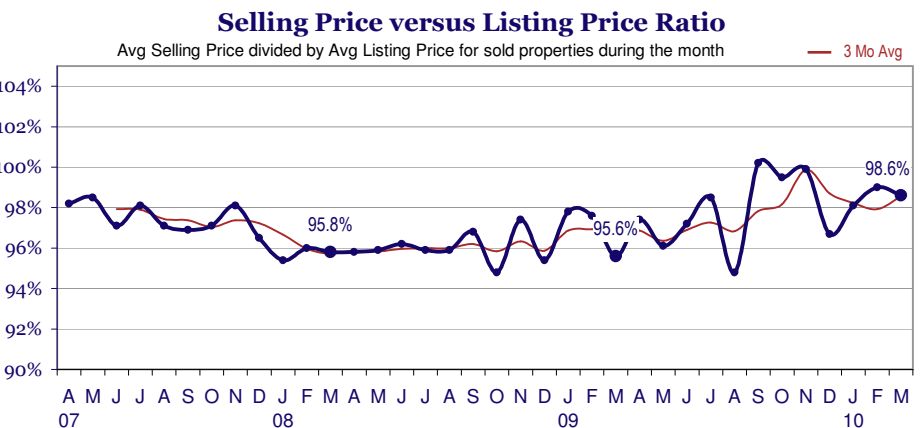
Selling Price per Square Foot

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 \$259 was down -4.9% from \$273 last month and down -4.1% from 271 in March of last year.



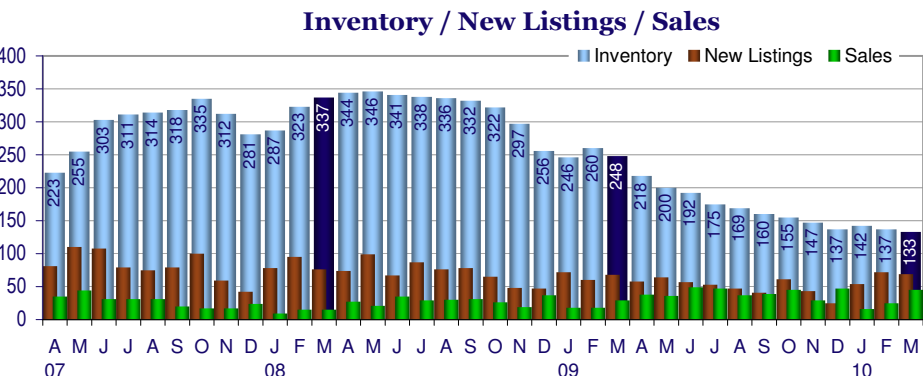
Selling Price vs Original Listing Price

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 98.6% was down from 99.0% last month and up from 95.6% in March of last year.



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 69, down -4.2% from 72 last month and up 1.5% from 68 in March of last year.



City: Morgan Hill

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	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	47	16	25	45
3 Mo. Roll Avg			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	40	31	29	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
Median Sale Price	835	866	824	883	810	730	885	795	812	720	749	660	685	663	800	690	800	639	705	576	599	602	553	531	603	515	550	575	537	540	520	590	590	588	630	560
3 Mo. Roll Avg			842	857	839	807	808	803	831	776	760	710	698	669	716	718	763	710	715	640	627	592	585	562	562	550	556	547	554	551	532	550	567	589	603	593

	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	223	255	303	311	314	318	335	312	281	287	323	337	344	346	341	338	336	332	322	297	256	246	260	248	218	200	192	175	169	160	155	147	137	142	137	133
MSI	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	5	4	3	5	3	9	5	3

	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	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	98	61	67	70
3 Mo. Roll Avg			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	90	86	75	66

	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	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	270	276	273	259
3 Mo. Roll Avg			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	256	263	273	270

	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	0.982	0.985	0.971	0.981	0.971	0.969	0.971	0.981	0.965	0.954	0.960	0.958	0.958	0.959	0.962	0.959	0.959	0.968	0.948	0.974	0.954	0.978	0.976	0.956	0.974	0.961	0.972	0.985	0.948	1.002	0.995	0.999	0.967	0.981	0.990	0.986
3 Mo. Roll Avg			0.979	0.979	0.974	0.974	0.970	0.974	0.972	0.967	0.960	0.957	0.959	0.958	0.960	0.960	0.960	0.962	0.958	0.963	0.959	0.969	0.969	0.970	0.969	0.964	0.969	0.973	0.968	0.978	0.982	0.999	0.987	0.982	0.979	0.986

	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	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	54	72	69
Inventory	223	255	303	311	314	318	335	312	281	287	323	337	344	346	341	338	336	332	322	297	256	246	260	248	218	200	192	175	169	160	155	147	137	142	137	133
Sales	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	47	16	25	45

(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	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	676	731	636	618
3 Mo. Roll Avg			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	615	660	681	662

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