

City: Mountain View

Daniel Pizano

International Diamond Society, e-PRO
408.460.8401
daniel.pizano@cbnocal.com
www.danielpizano.com



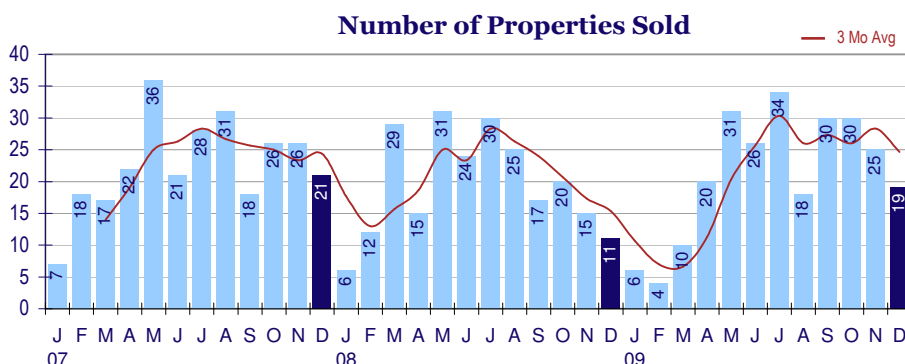
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$796,125	↓		↓				
Average List Price of all Current Listings	\$955,787	↔		↓				
December Median Sales Price	\$970,000	↑	↑	↑	↑	\$0		↓
December Average Sales Price	\$986,316	↔	↑	↓	↑	\$0		↓
Total Properties Currently for Sale (Inventory)	28	↓		↓				
December Number of Properties Sold	19	↓		↑		253	↑	
December Average Days on Market (Solds)	43	↑	↓	↓	↓	0		↓
Asking Price per Square Foot (based on New Listings)	\$709	↑	↑	↑	↑	\$0		↓
December Sold Price per Square Foot	\$531	↓	↓	↓	↓	\$0		↓
December Month's Supply of Inventory	1.5	↓	↓	↓	↓	5.4	↑	↑
December Sale Price vs List Price Ratio	98.1%	↑	↑	↑	↑	0.0%		↓

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

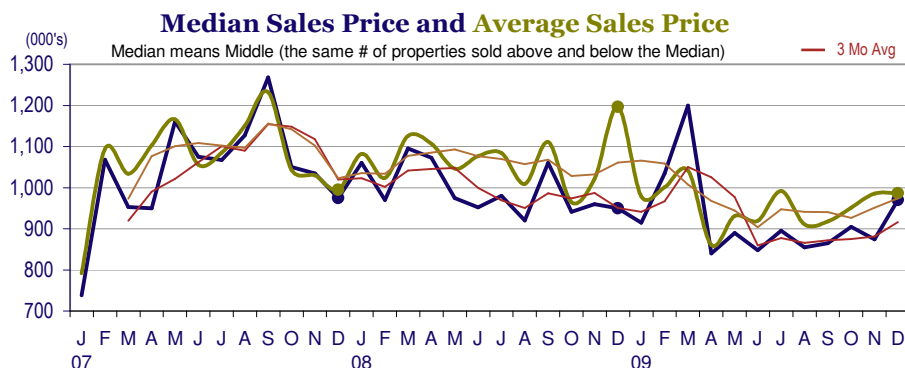
Property Sales

December Property sales were 19, up 72.7% from 11 in December of 2008 and -24.0% lower than the 25 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 253 are running 7.7% ahead of last year's year-to-date sales of 235.



Prices

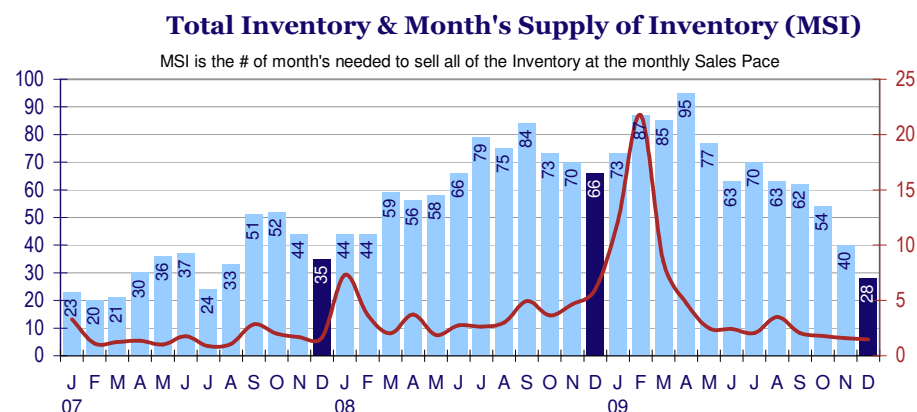
The Median Sales Price in December was \$970,000, up 2.1% from \$950,000 in December of 2008 and up 10.9% from \$874,680 last month. The Average Sales Price in December was \$986,316, down -17.6% from \$1,196,726 in December of 2008 and up 0.1% from \$985,287 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 28, down -30.0% from 40 last month and down -57.6% from 66 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 1.5 months was at its lowest level compared with December of 2008 and 2007.



City: Mountain View

Daniel Pizano

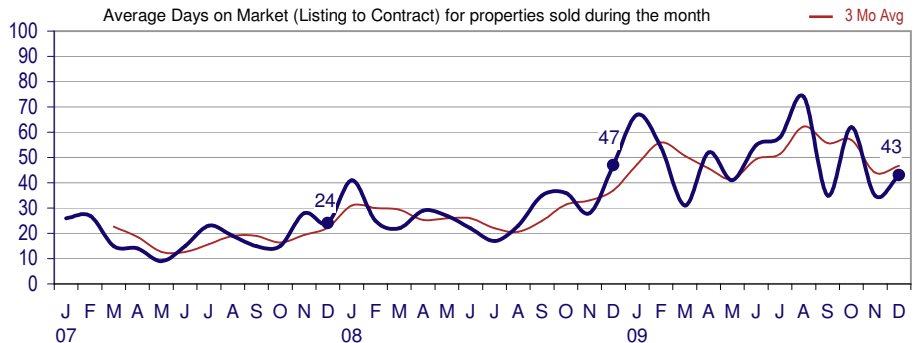
International Diamond Society, e-PRO
 408.460.8401
 daniel.pizano@cbnocal.com
 www.danielpizano.com



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 43, up 22.9% from 35 days last month and down -8.5% from 47 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

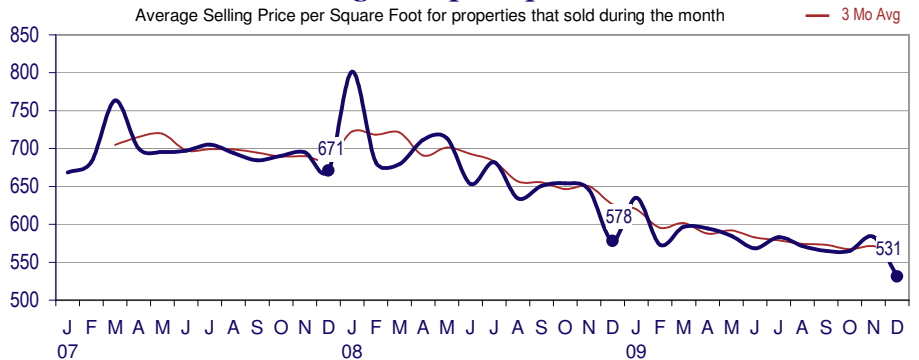
Days On Market for Sold Properties



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 \$531 was down -9.0% from \$584 last month and down -8.1% from 578 in December of last year.

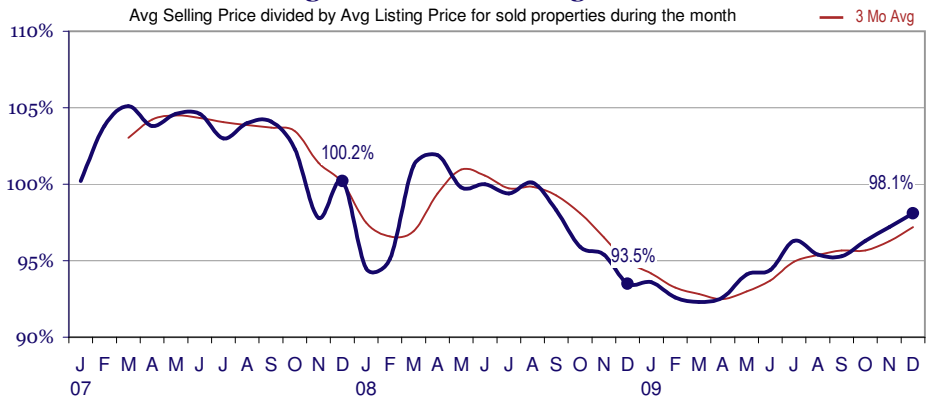
Selling Price per Square Foot



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 98.1% was up from 97.2% last month and up from 93.5% in December of last year.

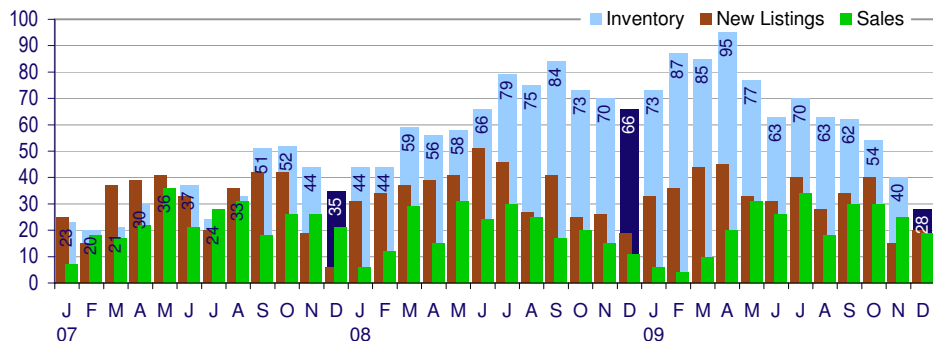
Selling Price versus Listing Price Ratio



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 20, up 33.3% from 15 last month and up 5.3% from 19 in December of last year.

Inventory / New Listings / Sales



City: Mountain View

Price Range: All | Property Types: Single Family

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	7	18	17	22	36	21	28	31	18	26	26	21	6	12	29	15	31	24	30	25	17	20	15	11	6	4	10	20	31	26	34	18	30	30	25	19
3 Mo. Roll Avg			14	19	25	26	28	27	26	25	23	24	18	13	16	19	25	23	28	26	24	21	17	15	11	7	7	11	20	26	30	26	27	26	28	25

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	738	1068	953	950	1161	1075	1067	1128	1268	1050	1035	975	1060	970	1095	1073	975	952	980	920	1060	941	960	950	915	1035	1200	840	890	848	895	855	865	905	875	970
3 Mo. Roll Avg			920	990	1021	1062	1101	1090	1154	1149	1118	1020	1023	1002	1042	1046	1048	1000	969	951	987	974	987	950	942	967	1050	1025	977	859	878	866	872	875	882	917

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	23	20	21	30	36	37	24	33	51	52	44	35	44	44	59	56	58	66	79	75	84	73	70	66	73	87	85	95	77	63	70	63	62	54	40	28
MSI	3	1	1	1	1	2	1	1	3	2	2	2	7	4	2	4	2	3	3	3	5	4	5	6	12	22	9	5	2	2	2	4	2	2	2	1

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	26	27	15	14	9	15	23	19	15	15	28	24	41	25	22	29	27	22	17	23	35	36	28	47	67	54	31	52	41	55	58	74	35	62	35	43
3 Mo. Roll Avg			23	19	13	13	16	19	19	16	19	22	31	30	29	25	26	26	22	21	25	31	33	37	47	56	51	46	41	49	51	62	56	57	44	47

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	669	682	764	700	695	697	705	694	684	690	695	671	802	682	679	712	713	653	682	634	651	654	646	578	635	573	596	594	585	568	583	571	565	565	584	531
3 Mo. Roll Avg			705	715	720	698	699	699	695	690	690	685	723	718	721	691	701	693	683	657	656	646	650	626	620	595	602	588	592	583	579	574	573	567	571	560

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	1.002	1.038	1.051	1.038	1.046	1.046	1.030	1.040	1.041	1.023	0.978	1.002	0.945	0.951	1.012	1.019	0.998	1.000	0.994	1.001	0.983	0.959	0.954	0.935	0.936	0.926	0.923	0.926	0.941	0.944	0.963	0.954	0.953	0.963	0.972	0.981
3 Mo. Roll Avg			1.030	1.042	1.045	1.043	1.041	1.039	1.037	1.035	1.014	1.001	0.975	0.966	0.969	0.994	1.010	1.006	0.997	0.998	0.993	0.981	0.965	0.949	0.942	0.932	0.928	0.925	0.930	0.937	0.949	0.954	0.957	0.957	0.963	0.972

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	25	15	37	39	41	33	20	36	42	42	19	6	31	34	37	39	41	51	46	27	41	25	26	19	33	36	44	45	33	31	40	28	34	40	15	20
Inventory	23	20	21	30	36	37	24	33	51	52	44	35	44	44	59	56	58	66	79	75	84	73	70	66	73	87	85	95	77	63	70	63	62	54	40	28
Sales	7	18	17	22	36	21	28	31	18	26	26	21	6	12	29	15	31	24	30	25	17	20	15	11	6	4	10	20	31	26	34	18	30	30	25	19

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	792	1094	1034	1103	1166	1055	1085	1151	1232	1043	1030	995	1082	1024	1126	1107	1046	1077	1085	1009	1111	965	1022	1197	978	1001	1042	860	932	920	992	911	918	951	985	986
3 Mo. Roll Avg			973	1077	1101	1108	1102	1097	1156	1142	1102	1023	1036	1034	1077	1085	1093	1077	1069	1057	1068	1028	1033	1061	1066	1059	1007	968	945	904	948	941	940	927	951	974

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of RE Infolink and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.