

City: Palo Alto

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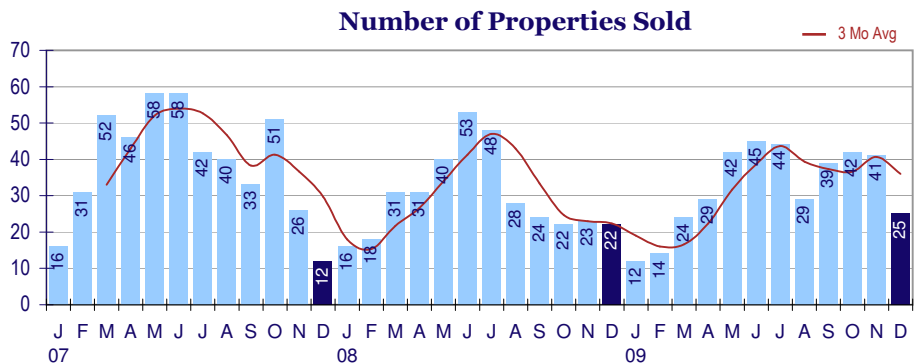
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,800,000	↑		↔				
Average List Price of all Current Listings	\$2,716,814	↑		↑				
December Median Sales Price	\$1,212,500	↓	↓	↓	↓	\$0		↓
December Average Sales Price	\$1,439,276	↓	↓	↑	↓	\$0		↓
Total Properties Currently for Sale (Inventory)	49	↓		↓				
December Number of Properties Sold	25	↓		↑		386	↑	
December Average Days on Market (Solds)	53	↑	↑	↑	↑	0		↓
Asking Price per Square Foot (based on New Listings)	\$660	↓	↓	↓	↓	\$0		↓
December Sold Price per Square Foot	\$748	↓	↓	↓	↓	\$0		↓
December Month's Supply of Inventory	2.0	↑	↑	↓	↑	4.0	↑	↑
December Sale Price vs List Price Ratio	95.0%	↓	↑	↓	↑	0.0%		↓

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

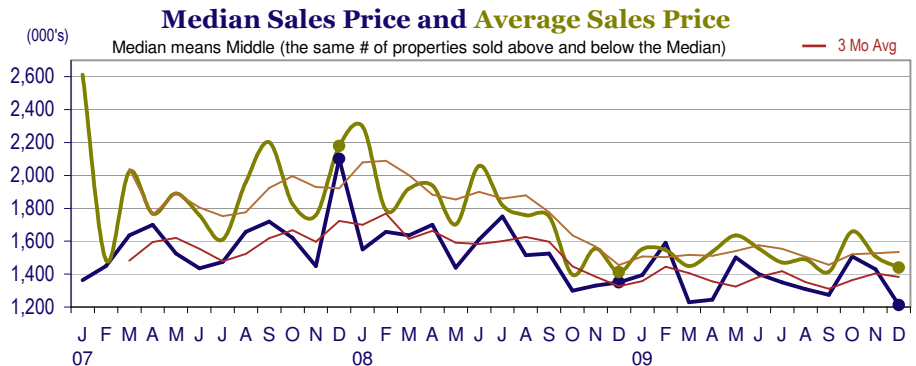
Property Sales

December Property sales were 25, up 13.6% from 22 in December of 2008 and -39.0% lower than the 41 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 386 are running 8.4% ahead of last year's year-to-date sales of 356.



Prices

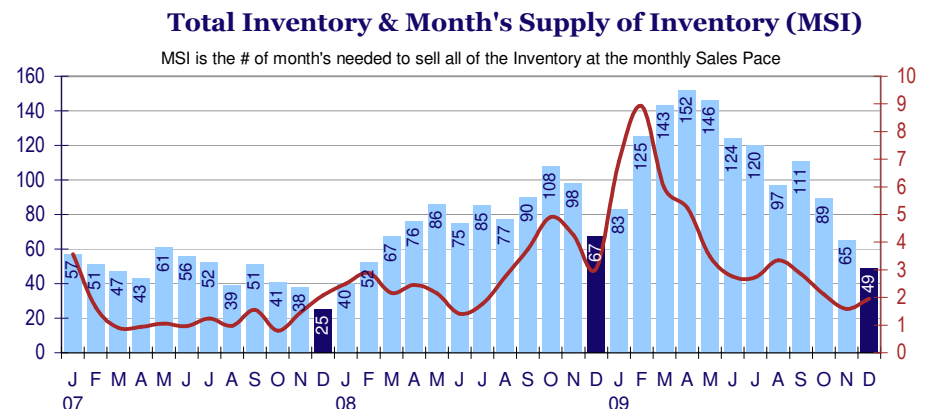
The Median Sales Price in December was \$1,212,500, down -10.2% from \$1,350,000 in December of 2008 and down -15.2% from \$1,430,000 last month. The Average Sales Price in December was \$1,439,276, up 1.9% from \$1,412,545 in December of 2008 and down -4.5% from \$1,506,549 last month. December 2009 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 49, down -24.6% from 65 last month and down -26.9% from 67 in December of last year. December 2009 Inventory was at a mid 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 2.0 months was at its lowest level compared with December of 2008 and 2007.



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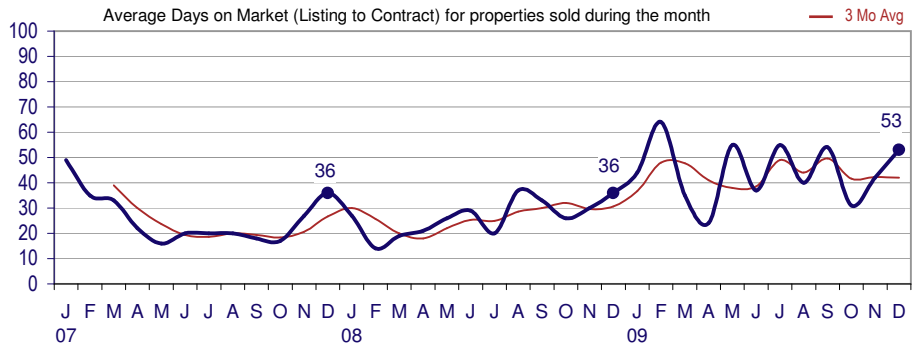
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Market Time

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 53, up 26.2% from 42 days last month and up 47.2% from 36 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

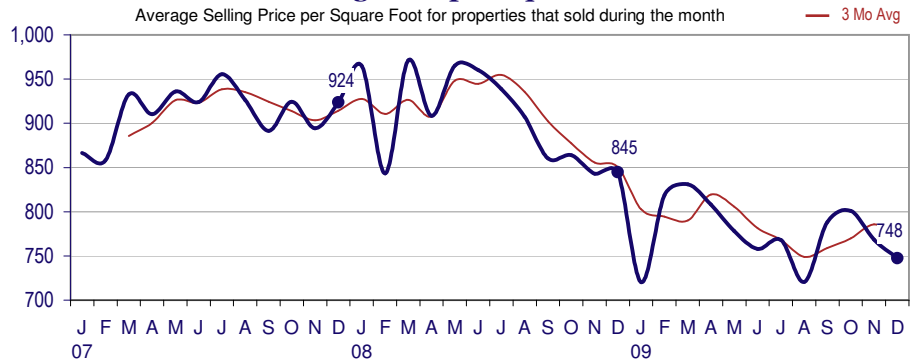
Days On Market for Sold Properties



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 \$748 was down -2.7% from \$768 last month and down -11.5% from 845 in December of last year.

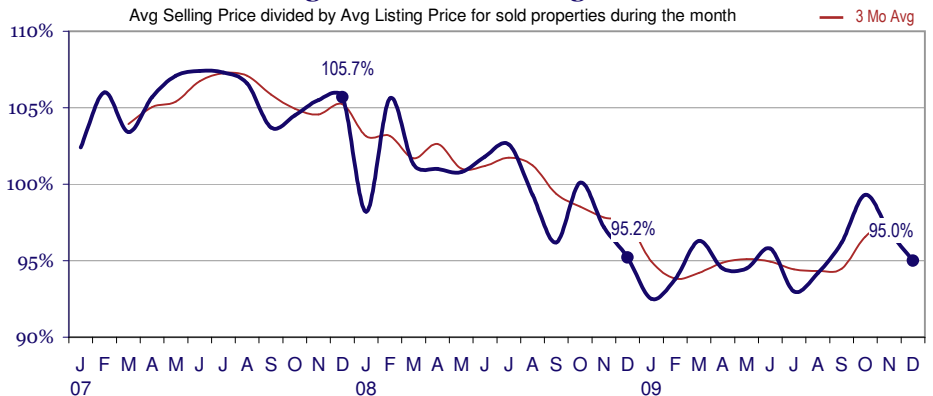
Selling Price per Square Foot



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 95.0% was down from 96.9% last month and down from 95.2% in December of last year.

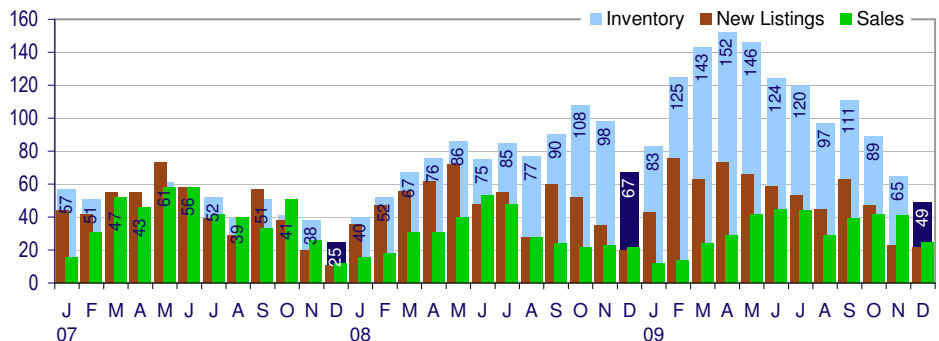
Selling Price versus Listing Price Ratio



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 22, down -4.3% from 23 last month and up 10.0% from 20 in December of last year.

Inventory / New Listings / Sales



City: Palo Alto

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	16	31	52	46	58	58	42	40	33	51	26	12	16	18	31	31	40	53	48	28	24	22	23	22	12	14	24	29	42	45	44	29	39	42	41	25
3 Mo. Roll Avg			33	43	52	54	53	47	38	41	37	30	18	15	22	27	34	41	47	43	33	25	23	22	19	16	17	22	32	39	44	39	37	37	41	36

(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	1363	1450	1636	1700	1525	1435	1475	1658	1720	1620	1450	2100	1550	1657	1635	1700	1440	1611	1750	1515	1525	1300	1330	1350	1395	1592	1230	1245	1501	1400	1350	1308	1274	1508	1430	1213
3 Mo. Roll Avg			1483	1595	1620	1553	1478	1523	1618	1666	1597	1723	1700	1769	1614	1664	1592	1584	1600	1625	1597	1447	1385	1327	1358	1446	1406	1356	1325	1382	1417	1353	1311	1363	1404	1384

	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	57	51	47	43	61	56	52	39	51	41	38	25	40	52	67	76	86	75	85	77	90	108	98	67	83	125	143	152	146	124	120	97	111	89	65	49
MSI	4	2	1	1	1	1	1	1	2	1	1	2	3	3	2	2	2	1	2	3	4	5	4	3	7	9	6	5	3	3	3	3	3	2	2	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	49	35	33	22	16	20	20	20	18	17	27	36	27	14	19	21	26	29	20	37	33	26	30	36	44	64	35	24	55	37	55	40	54	31	42	53
3 Mo. Roll Avg			39	30	24	19	19	20	19	18	21	27	30	26	20	18	22	25	25	29	30	32	30	31	37	48	48	41	38	39	49	44	50	42	42	42

	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	866	858	933	910	936	924	955	926	891	924	895	924	965	843	971	909	965	960	939	908	860	864	843	845	720	819	831	808	778	758	768	721	788	801	768	748
3 Mo. Roll Avg			886	900	926	923	938	935	924	914	903	914	928	911	926	908	948	945	955	936	902	877	856	851	803	795	790	819	806	781	768	749	759	770	786	772

	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	1.024	1.060	1.034	1.057	1.071	1.074	1.073	1.066	1.037	1.045	1.055	1.057	0.982	1.056	1.013	1.010	1.008	1.018	1.026	0.993	0.962	1.001	0.972	0.952	0.925	0.938	0.963	0.945	0.945	0.958	0.930	0.942	0.962	0.993	0.969	0.950
3 Mo. Roll Avg			1.039	1.050	1.054	1.067	1.073	1.071	1.059	1.049	1.046	1.052	1.031	1.032	1.017	1.026	1.010	1.012	1.017	1.012	0.994	0.985	0.978	0.975	0.950	0.938	0.942	0.949	0.951	0.949	0.944	0.943	0.945	0.966	0.975	0.971

	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	44	42	55	55	73	58	39	29	57	38	20	11	36	47	56	62	72	48	55	28	60	52	35	20	43	76	63	73	66	59	53	45	63	47	23	22
Inventory	57	51	47	43	61	56	52	39	51	41	38	25	40	52	67	76	86	75	85	77	90	108	98	67	83	125	143	152	146	124	120	97	111	89	65	49
Sales	16	31	52	46	58	58	42	40	33	51	26	12	16	18	31	31	40	53	48	28	24	22	23	22	12	14	24	29	42	45	44	29	39	42	41	25

(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	2613	1486	2024	1768	1892	1758	1611	1958	2202	1827	1759	2179	2298	1790	1920	1939	1702	2059	1819	1758	1751	1396	1556	1413	1553	1546	1450	1537	1637	1556	1470	1489	1413	1659	1507	1439
3 Mo. Roll Avg			2041	1759	1895	1806	1753	1776	1924	1996	1929	1922	2079	2089	2003	1883	1854	1900	1860	1878	1776	1635	1568	1455	1507	1504	1516	1511	1541	1576	1554	1505	1458	1521	1526	1535

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