

City: Palo Alto

**Daniel Pizano**

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Price Range: All | Properties: Single Family

## Market Profile & Trends Overview

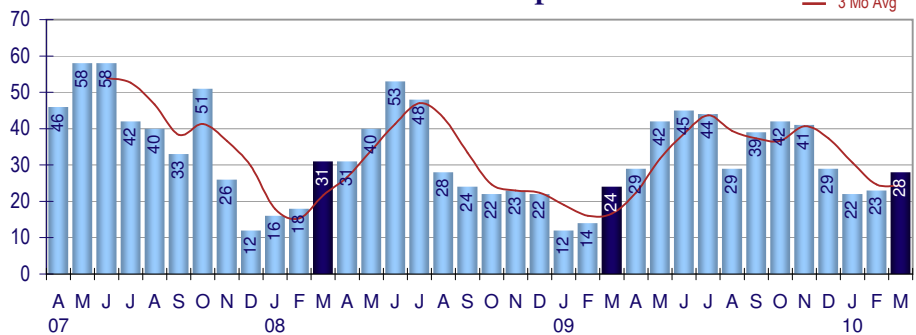
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,669,000	↑		↑				
Average List Price of all Current Listings	\$2,126,596	↑		↑				
March Median Sales Price	\$1,404,500	↓	↑	↑	↑	\$1,433,770	↑	↑
March Average Sales Price	\$1,624,589	↔	↑	↑	↑	\$1,557,218	↑	↑
Total Properties Currently for Sale (Inventory)	80	↑		↓				
March Number of Properties Sold	28	↑		↑		73	↑	
March Average Days on Market (Solds)	60	↑	↑	↑	↑	57	↑	↑
Asking Price per Square Foot (based on New Listings)	\$779	↔	↑	↓	↓	\$774	↓	↓
March Sold Price per Square Foot	\$788	↑	↑	↓	↑	\$761	↓	↓
March Month's Supply of Inventory	2.9	↓	↓	↓	↓	3.1	↓	↓
March Sale Price vs List Price Ratio	102.3%	↑	↑	↑	↑	98.3%	↑	↑

\* 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 28, up 16.7% from 24 in March of 2009 and 21.7% higher than the 23 sales last month. March 2010 sales were at a mid level compared to March of 2009 and 2008. March YTD sales of 73 are running 46.0% ahead of last year's year-to-date sales of 50.

### Number of Properties Sold



## Prices

The Median Sales Price in March was \$1,404,500, up 15.4% from \$1,217,500 in March of 2009 and down -6.7% from \$1,505,000 last month. The Average Sales Price in March was \$1,624,589, up 12.4% from \$1,445,725 in March of 2009 and down -0.3% from \$1,628,699 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

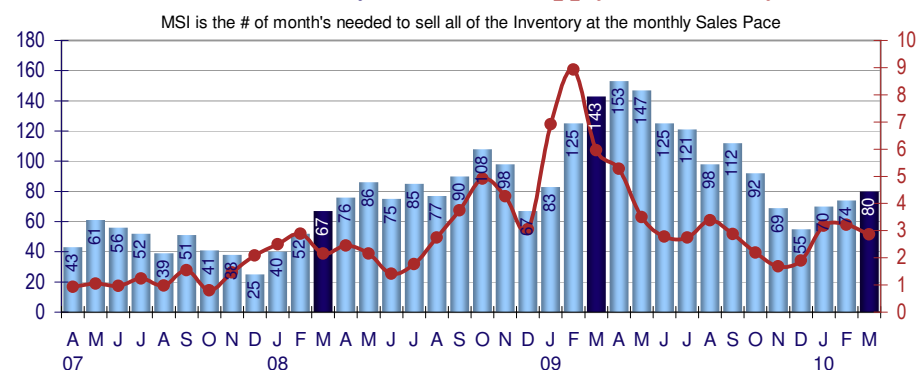
### Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 80, up 8.1% from 74 last month and down -44.1% from 143 in March of last year. March 2010 Inventory was at a mid level compared with March of 2009 and 2008.

### Total Inventory & Month's Supply of Inventory (MSI)



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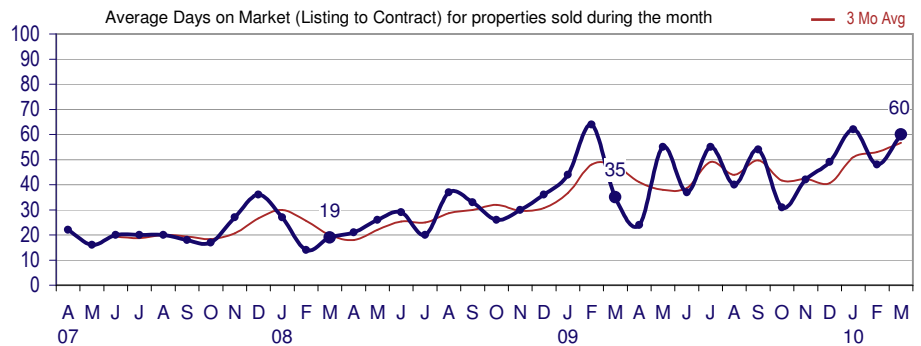


Price Range: All | Properties: Single Family

## 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 60, up 25.0% from 48 days last month and up 71.4% from 35 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

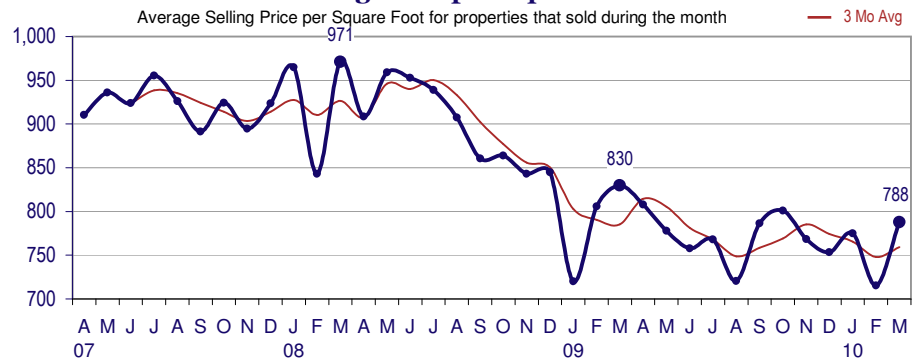
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$788 was up 10.1% from \$715 last month and down -5.1% from 830 in March of last year.

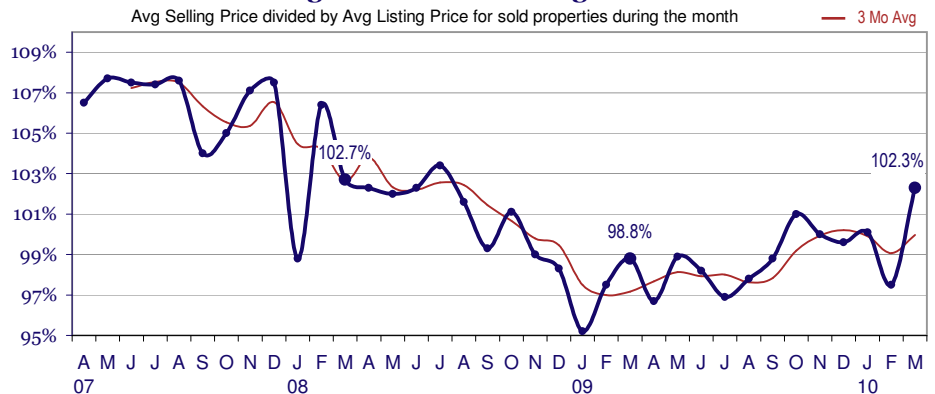
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 102.3% was up from 97.5% last month and up from 98.8% in March of last year.

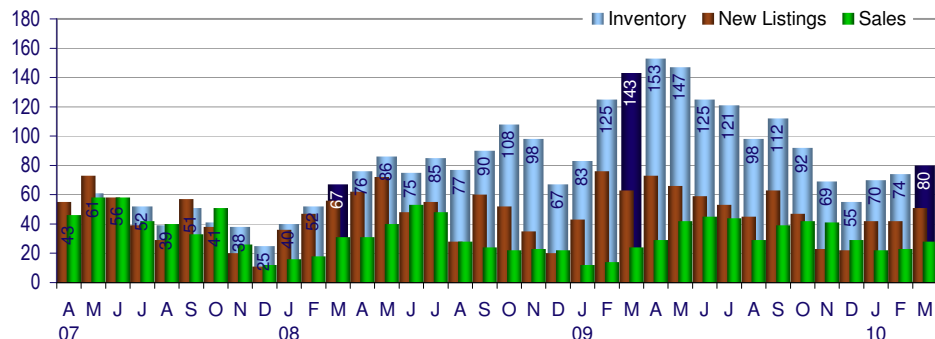
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 51, up 21.4% from 42 last month and down -19.0% from 63 in March of last year.

## Inventory / New Listings / Sales



## City: Palo Alto

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	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	29	22	23	28
3 Mo. Roll Avg			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	37	31	25	24

(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	1700	1518	1433	1475	1654	1720	1620	1439	1900	1513	1655	1635	1700	1435	1611	1729	1485	1467	1275	1330	1338	1373	1493	1218	1245	1501	1400	1323	1308	1274	1507	1430	1269	1363	1505	1405
3 Mo. Roll Avg			1550	1475	1521	1616	1665	1593	1653	1617	1689	1601	1663	1590	1582	1592	1608	1560	1409	1357	1314	1347	1401	1361	1319	1321	1382	1408	1344	1302	1363	1404	1402	1354	1379	1424

	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	43	61	56	52	39	51	41	38	25	40	52	67	76	86	75	85	77	90	108	98	67	83	125	143	153	147	125	121	98	112	92	69	55	70	74	80
MSI	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	4	3	3	3	3	2	2	2	3	3	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	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	49	62	48	60
3 Mo. Roll Avg			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	41	51	53	57

	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	910	936	924	955	926	891	924	895	924	965	843	971	909	959	953	939	908	860	864	843	845	720	806	830	808	778	758	768	721	787	801	768	753	775	715	788
3 Mo. Roll Avg			923	938	935	924	914	903	914	928	911	926	908	946	940	950	933	902	877	856	851	803	790	785	815	805	781	768	749	758	769	785	774	766	748	759

	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	1.065	1.077	1.075	1.074	1.076	1.040	1.050	1.071	1.075	0.988	1.064	1.027	1.023	1.020	1.023	1.034	1.016	0.993	1.011	0.990	0.983	0.952	0.975	0.988	0.967	0.989	0.982	0.969	0.978	0.988	1.010	1.000	0.996	1.001	0.975	1.023
3 Mo. Roll Avg			1.072	1.075	1.075	1.063	1.055	1.054	1.065	1.045	1.042	1.026	1.038	1.023	1.022	1.026	1.024	1.014	1.007	0.998	0.995	0.975	0.970	0.972	0.977	0.981	0.979	0.980	0.976	0.978	0.992	0.999	1.002	0.999	0.991	1.000

	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	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	42	42	51
Inventory	43	61	56	52	39	51	41	38	25	40	52	67	76	86	75	85	77	90	108	98	67	83	125	143	153	147	125	121	98	112	92	69	55	70	74	80
Sales	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	29	22	23	28

(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	1768	1892	1758	1611	1958	2202	1827	1759	2179	2298	1790	1920	1939	1677	2021	1819	1758	1751	1396	1556	1413	1553	1503	1446	1537	1637	1556	1470	1489	1408	1659	1507	1420	1397	1629	1625
3 Mo. Roll Avg			1806	1753	1776	1924	1996	1929	1922	2079	2089	2003	1883	1845	1879	1839	1866	1776	1635	1568	1455	1507	1490	1501	1495	1540	1576	1554	1505	1456	1519	1525	1529	1441	1482	1550

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