

City: Santa Clara

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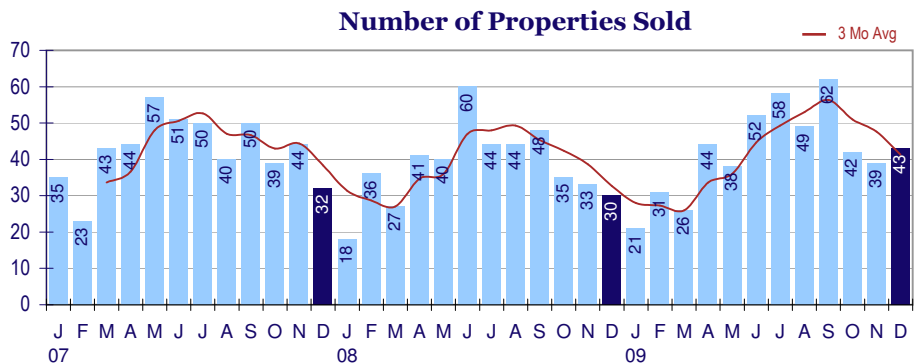
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$609,975	↑		↓				
Average List Price of all Current Listings	\$663,678	↑		↔				
December Median Sales Price	\$620,000	↓	↔	↑	↑	\$0		↓
December Average Sales Price	\$682,618	↑	↑	↑	↑	\$0		↓
Total Properties Currently for Sale (Inventory)	52	↓		↓				
December Number of Properties Sold	43	↑		↑		505	↑	
December Average Days on Market (Solds)	30	↑	↓	↓	↓	0		↓
Asking Price per Square Foot (based on New Listings)	\$379	↓	↓	↓	↓	\$0		↓
December Sold Price per Square Foot	\$412	↔	↓	↔	↔	\$0		↓
December Month's Supply of Inventory	1.2	↓		↓	↓	3.6	↓	↓
December Sale Price vs List Price Ratio	101.0%	↑	↑	↑	↑	0.0%		↓

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

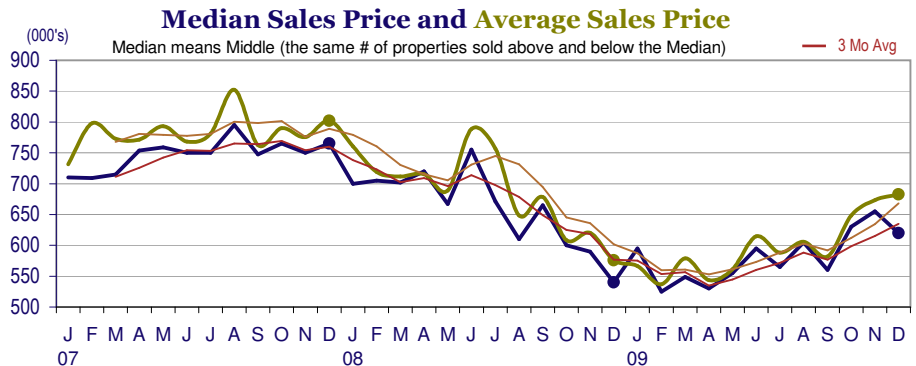
Property Sales

December Property sales were 43, up 43.3% from 30 in December of 2008 and 10.3% higher than the 39 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 505 are running 10.7% ahead of last year's year-to-date sales of 456.



Prices

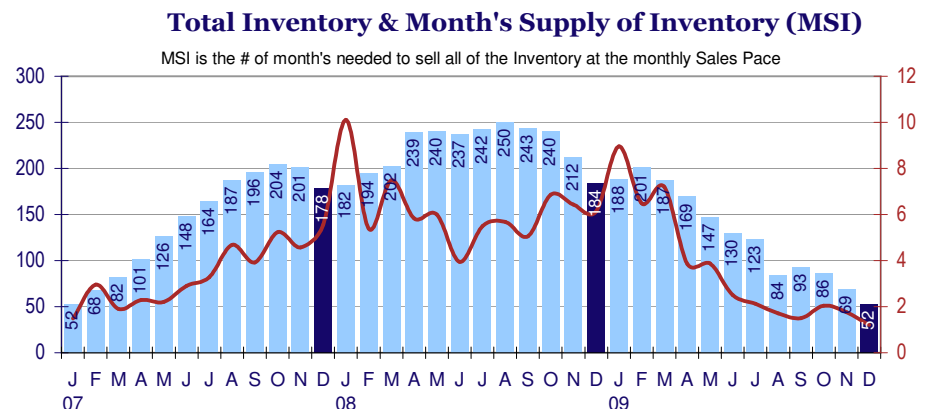
The Median Sales Price in December was \$620,000, up 14.8% from \$540,000 in December of 2008 and down -5.3% from \$655,000 last month. The Average Sales Price in December was \$682,618, up 18.6% from \$575,606 in December of 2008 and up 1.4% from \$673,085 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 52, down -24.6% from 69 last month and down -71.7% from 184 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 1.2 months was at its lowest level compared with December of 2008 and 2007.



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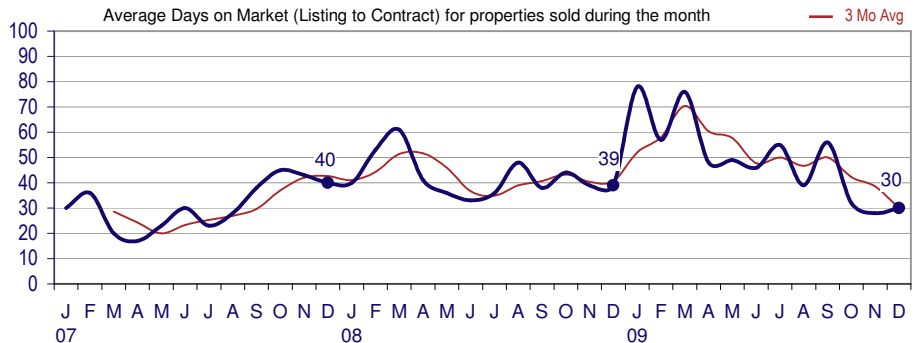
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Market Time

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 30, up 7.1% from 28 days last month and down -23.1% from 39 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

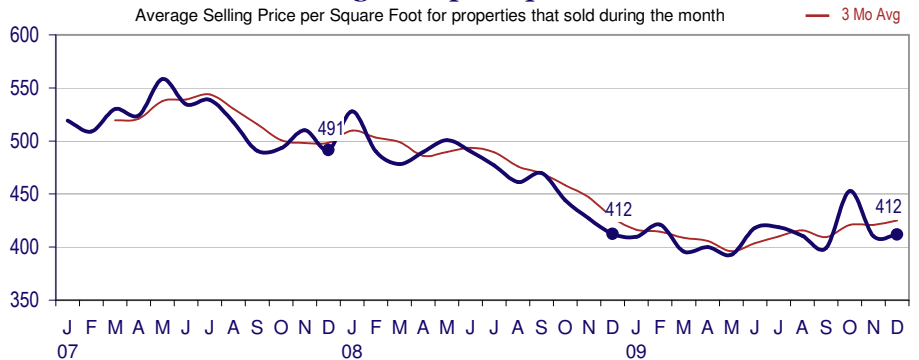
Days On Market for Sold Properties



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 \$412 was up 0.3% from \$410 last month and down -0.2% from 412 in December of last year.

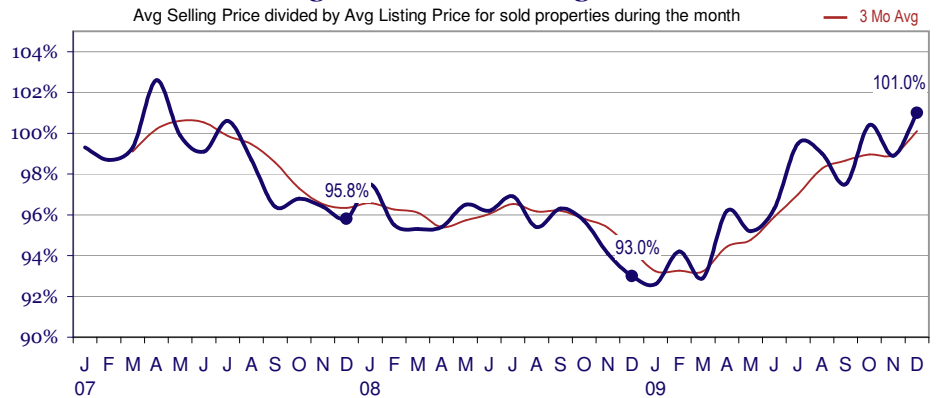
Selling Price per Square Foot



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 101.0% was up from 98.9% last month and up from 93.0% in December of last year.

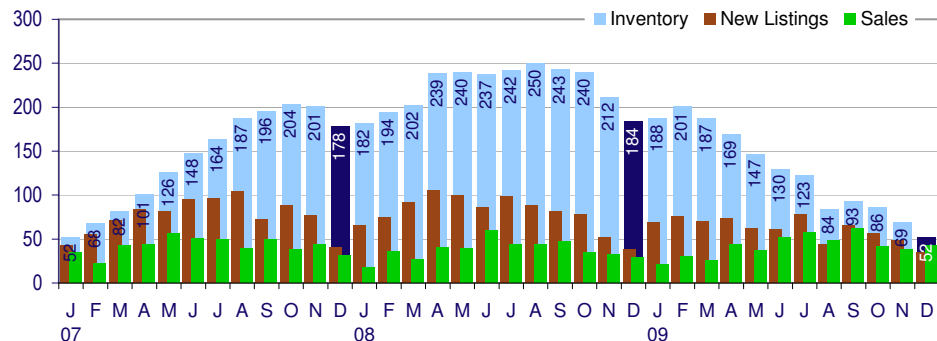
Selling Price versus Listing Price Ratio



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 35, down -28.6% from 49 last month and down -10.3% from 39 in December of last year.

Inventory / New Listings / Sales



City: Santa Clara

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	35	23	43	44	57	51	50	40	50	39	44	32	18	36	27	41	40	60	44	44	48	35	33	30	21	31	26	44	38	52	58	49	62	42	39	43
3 Mo. Roll Avg			34	37	48	51	53	47	47	43	44	38	31	29	27	35	36	47	48	49	45	42	39	33	28	27	26	34	36	45	49	53	56	51	48	41

(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	710	709	715	754	759	750	750	795	748	765	750	765	700	705	702	720	667	755	671	610	665	600	590	540	595	525	549	530	555	595	565	605	560	630	655	620
3 Mo. Roll Avg			711	726	743	754	753	765	764	769	754	760	738	723	702	709	696	714	698	679	649	625	618	577	575	553	556	535	545	560	572	588	577	598	615	635

	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	52	68	82	101	126	148	164	187	196	204	201	178	182	194	202	239	240	237	242	250	243	240	212	184	188	201	187	169	147	130	123	84	93	86	69	52
MSI	1	3	2	2	2	3	3	5	4	5	5	6	10	5	7	6	6	4	6	6	5	7	6	6	9	6	7	4	4	3	2	2	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	30	36	20	17	23	30	23	28	38	45	43	40	40	53	61	41	36	33	36	48	38	44	39	39	78	57	76	48	49	46	55	39	56	32	28	30
3 Mo. Roll Avg			29	24	20	23	25	27	30	37	42	43	41	44	51	52	46	37	35	39	41	43	40	41	52	58	70	60	58	48	50	47	50	42	39	30

	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	519	509	530	524	558	535	539	518	491	493	510	491	528	490	478	489	501	490	477	461	470	444	427	412	410	421	396	400	393	418	419	411	399	453	410	412
3 Mo. Roll Avg			519	521	537	539	544	530	516	501	498	498	510	503	499	486	490	494	489	476	469	458	447	428	416	414	409	406	396	404	410	416	410	421	421	425

	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	0.993	0.987	0.993	1.026	0.999	0.991	1.006	0.987	0.964	0.968	0.964	0.958	0.975	0.955	0.953	0.954	0.965	0.962	0.969	0.954	0.963	0.957	0.941	0.930	0.926	0.942	0.929	0.962	0.952	0.963	0.995	0.990	0.975	1.004	0.989	1.010
3 Mo. Roll Avg			0.991	1.002	1.006	1.005	0.999	0.995	0.986	0.973	0.965	0.963	0.966	0.963	0.961	0.954	0.957	0.960	0.965	0.962	0.962	0.958	0.954	0.943	0.932	0.933	0.932	0.944	0.948	0.959	0.970	0.983	0.987	0.990	0.989	1.001

	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	43	55	71	84	82	95	97	105	72	88	77	41	66	75	92	106	100	86	99	89	82	78	52	39	69	76	70	74	62	61	78	44	66	57	49	35
Inventory	52	68	82	101	126	148	164	187	196	204	201	178	182	194	202	239	240	237	242	250	243	240	212	184	188	201	187	169	147	130	123	84	93	86	69	52
Sales	35	23	43	44	57	51	50	40	50	39	44	32	18	36	27	41	40	60	44	44	48	35	33	30	21	31	26	44	38	52	58	49	62	42	39	43

(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	731	798	773	771	793	768	781	852	762	790	775	802	760	719	712	716	689	788	757	648	678	609	620	576	566	537	579	543	561	615	588	606	582	648	673	683
3 Mo. Roll Avg			767	781	779	777	781	800	799	802	776	789	779	761	730	715	705	731	745	731	695	645	636	602	587	560	561	553	561	573	588	603	592	612	635	668

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