

City: Santa Clara

Daniel Pizano

e-PRO, International Diamond Society
 408-460-8401
 www.DanielPizano.com
 daniel.pizano@cbtnorcal.com



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

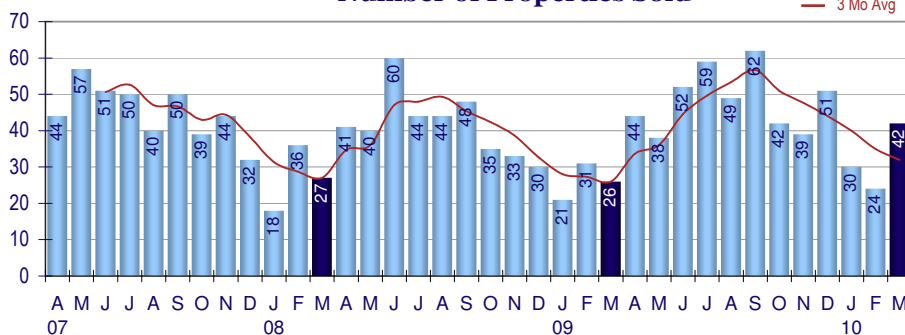
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$575,000	↔		↓				
Average List Price of all Current Listings	\$612,603	↑		↓				
March Median Sales Price	\$575,000	↔	↔	↑	\$571,000	↑	↓	
March Average Sales Price	\$601,036	↑	↓	↑	\$583,054	↑	↓	
Total Properties Currently for Sale (Inventory)	85	↑		↓				
March Number of Properties Sold	42	↑		↑	96	↑		
March Average Days on Market (Solds)	42	↓	↑	↓	42	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$435	↑	↑	↑	\$424	↑	↑	
March Sold Price per Square Foot	\$417	↑	↑	↑	\$409	↔	↔	
March Month's Supply of Inventory	2.0	↓	↓	↓	2.6	↓	↓	
March Sale Price vs List Price Ratio	100.2%	↓	↓	↑	100.4%	↑	↑	

* 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 42, up 61.5% from 26 in March of 2009 and 75.0% higher than the 24 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 96 are running 23.1% ahead of last year's year-to-date sales of 78.

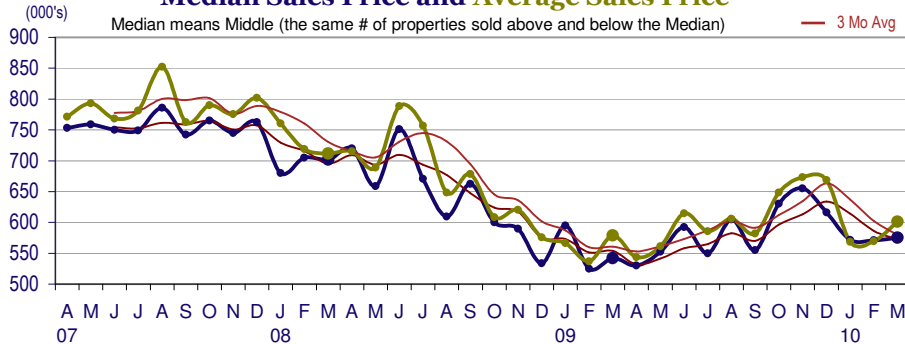
Number of Properties Sold



Prices

The Median Sales Price in March was \$575,000, up 6.1% from \$542,000 in March of 2009 and up 0.7% from \$571,000 last month. The Average Sales Price in March was \$601,036, up 3.9% from \$578,667 in March of 2009 and up 5.5% from \$569,521 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

Median Sales Price and Average Sales Price

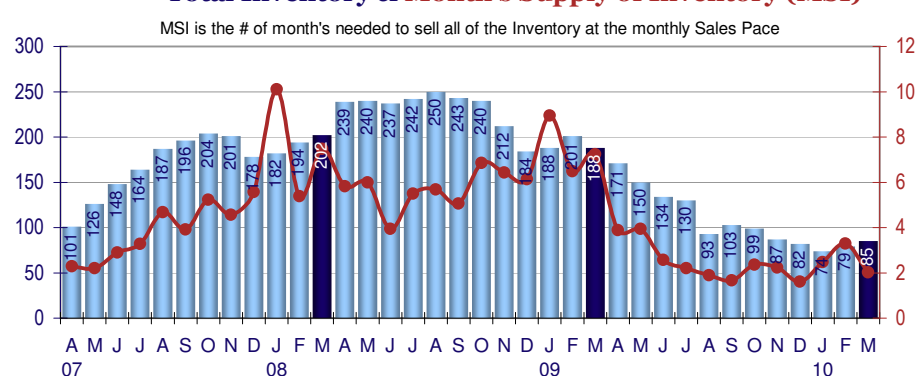


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 85, up 7.6% from 79 last month and down - 54.8% from 188 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 2.0 months was at its lowest level compared with March of 2009 and 2008.

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



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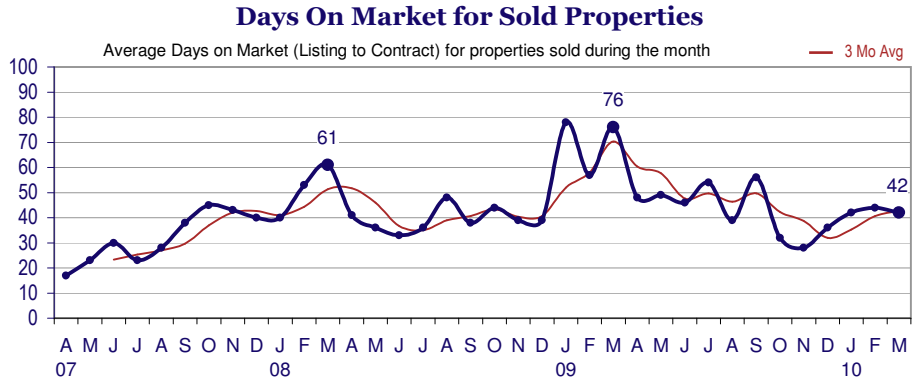
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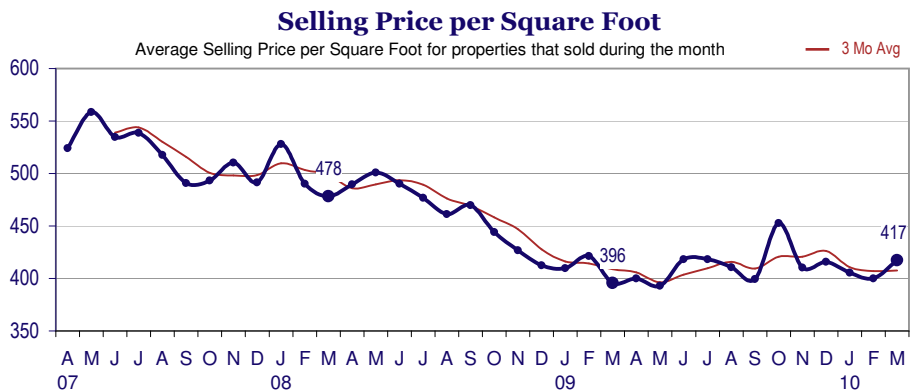
Market Time

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 42, down -4.5% from 44 days last month and down -44.7% from 76 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.



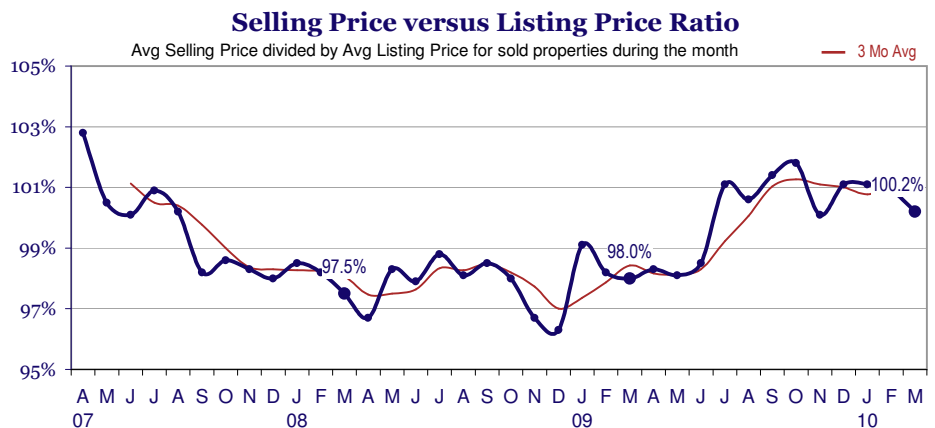
Selling Price per Square Foot

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 \$417 was up 4.3% from \$400 last month and up 5.4% from 396 in March of last year.



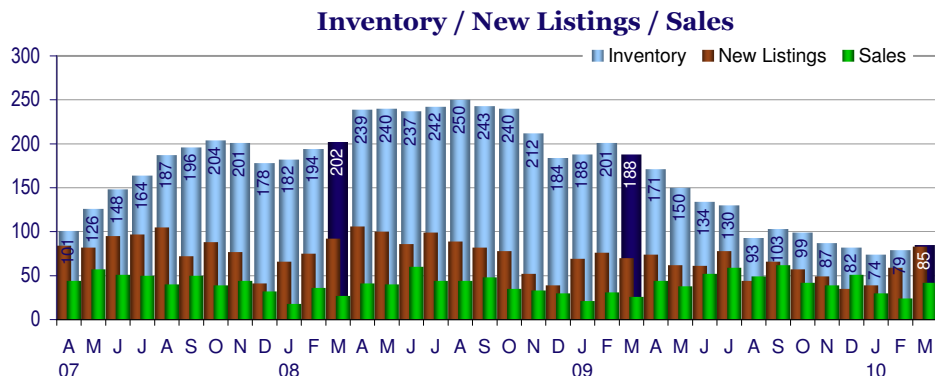
Selling Price vs Original Listing Price

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 100.2% was down from 100.9% last month and up from 98.0% 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 83, up 40.7% from 59 last month and up 18.6% from 70 in March of last year.



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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	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	59	49	62	42	39	51	30	24	42
3 Mo. Roll Avg			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	50	53	57	51	48	44	40	35	32

(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	753	759	750	749	786	742	765	745	763	680	705	702	720	659	751	671	610	663	600	590	534	595	525	542	530	553	593	550	605	555	630	655	616	572	571	575
3 Mo. Roll Avg			754	753	762	759	764	751	758	729	716	696	709	694	710	693	677	648	624	617	575	573	551	554	532	542	558	565	583	570	597	613	634	614	586	573

	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	101	126	148	164	187	196	204	201	178	182	194	202	239	240	237	242	250	243	240	212	184	188	201	188	171	150	134	130	93	103	99	87	82	74	79	85	
MSI	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	2	2	2	3	2

	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	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	54	39	56	32	28	36	42	44	42
3 Mo. Roll Avg			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	46	50	42	39	32	35	41	43

	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	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	418	411	399	453	410	416	406	400	417
3 Mo. Roll Avg			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	409	421	421	426	411	407	408

	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	1.028	1.005	1.001	1.009	1.002	0.982	0.986	0.983	0.980	0.985	0.982	0.975	0.967	0.983	0.979	0.988	0.981	0.985	0.980	0.967	0.963	0.991	0.982	0.980	0.983	0.981	0.985	1.011	1.006	1.014	1.018	1.001	1.011	1.011	1.009	1.002
3 Mo. Roll Avg			1.011	1.005	1.004	0.998	0.990	0.984	0.983	0.983	0.982	0.981	0.975	0.975	0.976	0.983	0.983	0.985	0.982	0.977	0.970	0.974	0.979	0.984	0.982	0.981	0.983	0.992	1.001	1.010	1.013	1.011	1.010	1.008	1.010	1.007

	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	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	39	59	83
Inventory	101	126	148	164	187	196	204	201	178	182	194	202	239	240	237	242	250	243	240	212	184	188	201	188	171	150	134	130	93	103	99	87	82	74	79	85
Sales	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	59	49	62	42	39	51	30	24	42

(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	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	585	606	582	648	673	668	569	570	601
3 Mo. Roll Avg			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	587	602	591	612	635	663	637	602	580