

City: *Saratoga*

Daniel Pizano

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



Market Profile & Trends Overview

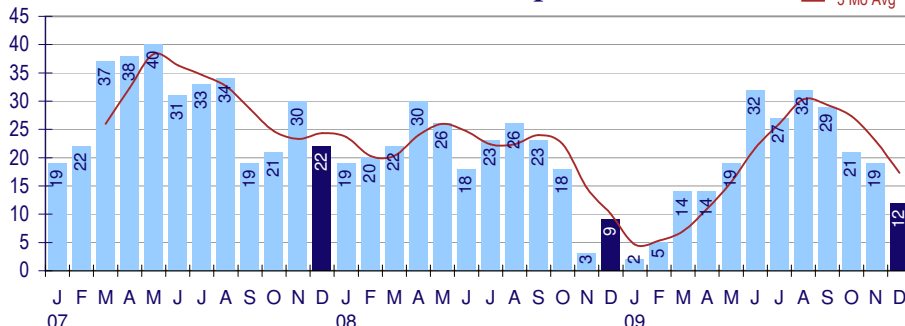
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,250,000	↓		↑				
Average List Price of all Current Listings	\$2,798,361	↓		↑				
December Median Sales Price	\$1,400,000	↓	↓	↓	\$0		↓	
December Average Sales Price	\$1,605,052	↓	↑	↑	\$0		↓	
Total Properties Currently for Sale (Inventory)	78	↓						
December Number of Properties Sold	12	↓		↑	226	↓		
December Average Days on Market (Solds)	64	↑	↑	↑	0		↓	
Asking Price per Square Foot (based on New Listings)	\$691	↑	↑	↑	\$0		↓	
December Sold Price per Square Foot	\$567	↓	↓	↓	\$0		↓	
December Month's Supply of Inventory	6.5	↑	↑	↓	12.9	↑	↑	
December Sale Price vs List Price Ratio	86.5%	↓	↓	↓	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 12, up 33.3% from 9 in December of 2008 and -36.8% lower than the 19 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 226 are running -4.6% behind last year's year-to-date sales of 237.

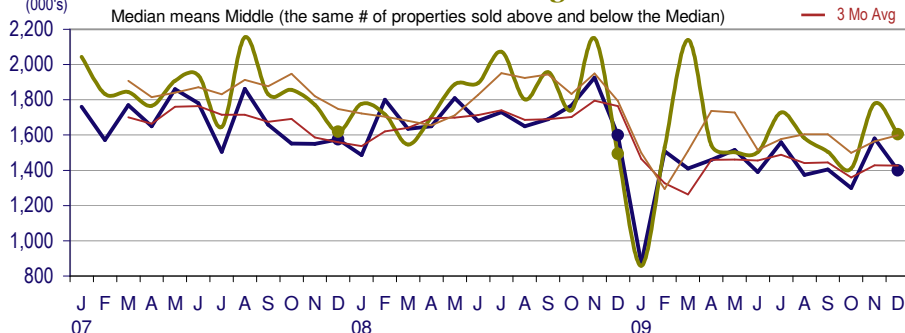
Number of Properties Sold



Prices

The Median Sales Price in December was \$1,400,000, down -12.4% from \$1,598,500 in December of 2008 and down -11.4% from \$1,580,000 last month. The Average Sales Price in December was \$1,605,052, up 7.5% from \$1,493,276 in December of 2008 and down -9.8% from \$1,779,579 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.

Median Sales Price and Average Sales Price

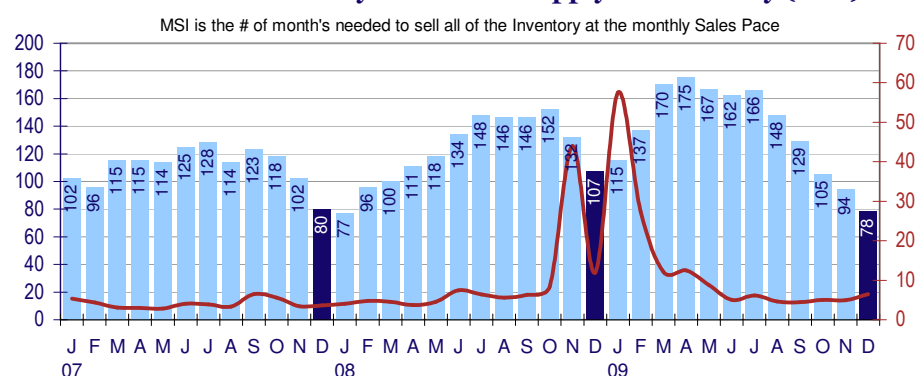


Inventory & MSI

The Total Inventory of Properties available for sale as of December was 78, down -17.0% from 94 last month and down -27.1% from 107 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 6.5 months was at a mid level compared with December of 2008 and 2007.

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



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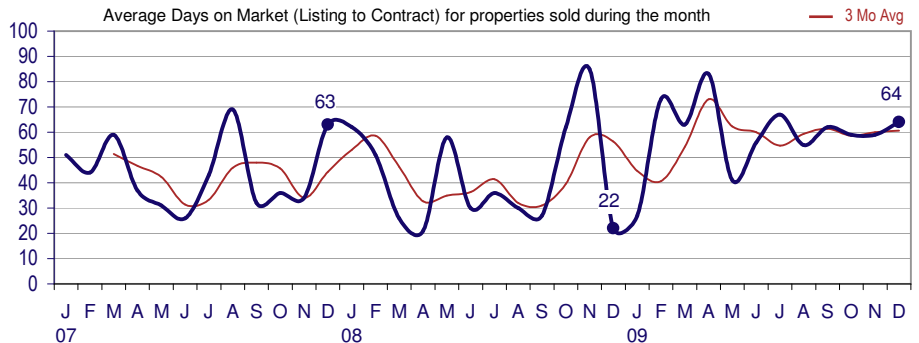
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Market Time

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 December was 64, up 8.5% from 59 days last month and up 190.9% from 22 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

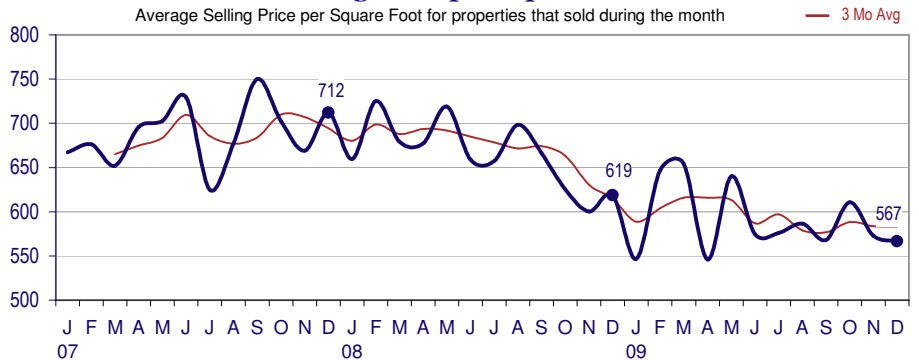
Days On Market for Sold Properties



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 \$567 was down -1.1% from \$573 last month and down -8.4% from 619 in December of last year.

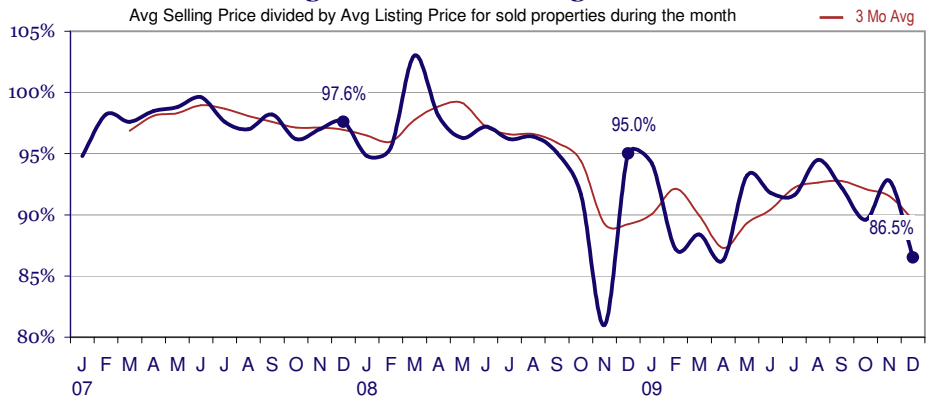
Selling Price per Square Foot



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 86.5% was down from 92.8% last month and down from 95.0% in December of last year.

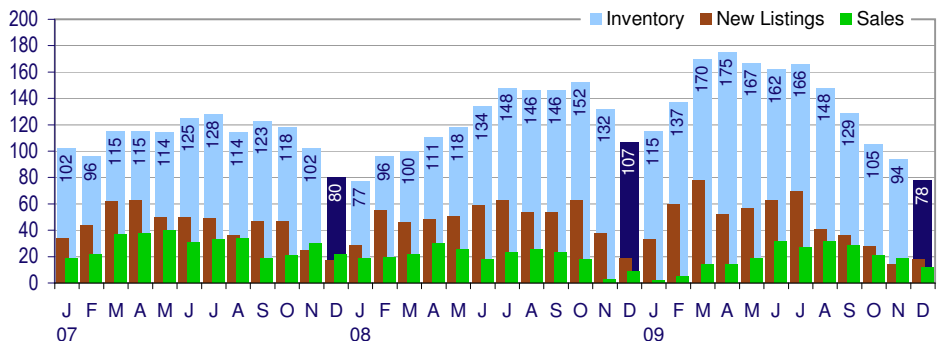
Selling Price versus Listing Price Ratio



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 18, up 28.6% from 14 last month and down -5.3% from 19 in December of last year.

Inventory / New Listings / Sales



City: Saratoga

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	19	22	37	38	40	31	33	34	19	21	30	22	19	20	22	30	26	18	23	26	23	18	3	9	2	5	14	14	19	32	27	32	29	21	19	12
3 Mo. Roll Avg			26	32	38	36	35	33	29	25	23	24	24	20	20	24	26	25	22	22	24	22	15	10	5	5	7	11	16	22	26	30	29	27	23	17

(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	1760	1572	1770	1650	1860	1780	1505	1862	1658	1552	1550	1575	1487	1800	1635	1650	1810	1680	1730	1650	1690	1768	1925	1599	871	1509	1410	1460	1515	1390	1558	1374	1404	1300	1580	1400
3 Mo. Roll Avg			1701	1664	1760	1763	1715	1716	1675	1691	1587	1559	1537	1620	1640	1695	1698	1713	1740	1687	1690	1703	1794	1764	1465	1326	1263	1460	1462	1455	1488	1441	1445	1359	1428	1427

	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	102	96	115	115	114	125	128	114	123	118	102	80	77	96	100	111	118	134	148	146	146	152	132	107	115	137	170	175	167	162	166	148	129	105	94	
MSI	5	4	3	3	3	4	4	3	6	6	3	4	4	5	5	4	5	7	6	6	6	8	44	12	58	27	12	13	9	5	6	5	4	5	5	

	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	51	44	59	37	31	26	43	69	32	36	34	63	62	51	26	21	58	30	36	30	27	62	85	22	27	73	63	83	41	56	67	55	62	59	64	
3 Mo. Roll Avg			51	47	42	31	33	46	48	46	34	44	53	59	46	33	35	36	41	32	31	40	58	56	45	41	54	73	62	60	55	59	61	59	61	

	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	667	676	652	696	703	730	625	677	750	702	669	712	659	725	679	677	719	659	658	698	666	625	600	619	547	647	654	546	640	575	576	586	568	611	573	
3 Mo. Roll Avg			665	675	684	709	686	677	684	710	707	694	680	699	688	694	692	685	678	672	674	663	631	615	588	604	616	616	613	587	597	579	577	588	584	583

	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	0.948	0.982	0.976	0.985	0.988	0.996	0.976	0.970	0.982	0.962	0.970	0.976	0.948	0.955	1.030	0.981	0.963	0.972	0.962	0.964	0.951	0.917	0.810	0.950	0.942	0.872	0.884	0.863	0.932	0.918	0.916	0.945	0.922	0.896	0.928	
3 Mo. Roll Avg			0.969	0.981	0.983	0.990	0.987	0.981	0.976	0.971	0.971	0.969	0.965	0.960	0.978	0.989	0.991	0.972	0.966	0.966	0.959	0.944	0.893	0.892	0.901	0.921	0.899	0.873	0.893	0.904	0.922	0.926	0.928	0.921	0.915	

	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	34	44	62	63	50	50	49	36	47	47	25	17	29	55	46	48	51	59	63	54	54	63	38	19	33	60	78	52	57	63	70	41	36	28	14	
Inventory	102	96	115	115	114	125	128	114	123	118	102	80	77	96	100	111	118	134	148	146	146	152	132	107	115	137	170	175	167	162	166	148	129	105	94	
Sales	19	22	37	38	40	31	33	34	19	21	30	22	19	20	22	30	26	18	23	26	23	18	3	9	2	5	14	14	19	32	27	32	29	21	19	

(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	2043	1834	1845	1767	1908	1939	1646	2154	1832	1856	1772	1618	1777	1717	1547	1702	1888	1896	2072	1802	1957	1740	2148	1493	858	1530	2140	1543	1502	1502	1728	1583	1505	1411	1780	
3 Mo. Roll Avg			1907	1815	1840	1871	1831	1913	1877	1947	1820	1749	1722	1704	1680	1655	1712	1828	1952	1923	1944	1833	1949	1794	1500	1294	1509	1738	1729	1516	1578	1604	1605	1499	1565	

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