

County: Santa Clara

Daniel Pizano

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Price Range: All | Properties: Single Family

Market Profile & Trends Overview

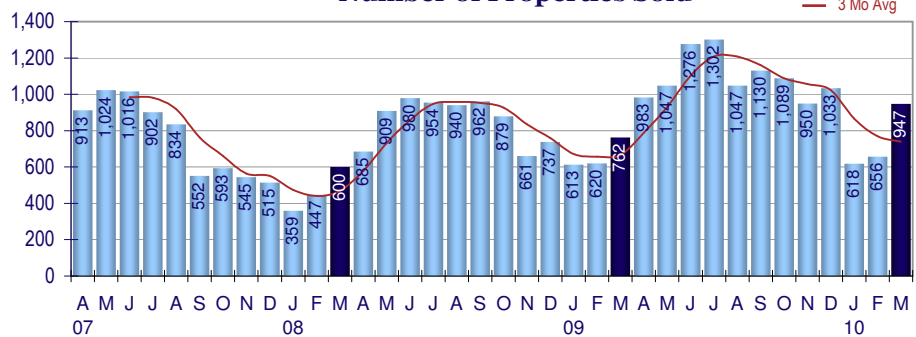
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,000	↑		↑				
Average List Price of all Current Listings	\$1,088,631	↑		↑				
March Median Sales Price	\$592,000	↑	↑	↑	↑	\$560,000	↑	↑
March Average Sales Price	\$740,138	↑	↑	↑	↑	\$707,663	↑	↑
Total Properties Currently for Sale (Inventory)	2,547	↓		↓				
March Number of Properties Sold	947	↑		↑		2,221	↑	
March Average Days on Market (Solds)	48	↓	↓	↓	↓	49	↓	↓
Asking Price per Square Foot (based on New Listings)	\$393	↑	↑	↑	↑	\$385	↑	↑
March Sold Price per Square Foot	\$395	↑	↑	↑	↑	\$386	↑	↑
March Month's Supply of Inventory	2.7	↓	↓	↓	↓	3.6	↓	↓
March Sale Price vs List Price Ratio	101.0%	↔	↑	↑	↑	99.2%	↑	↑

* 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 947, up 24.3% from 762 in March of 2009 and 44.4% higher than the 656 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 2,221 are running 11.3% ahead of last year's year-to-date sales of 1,995.

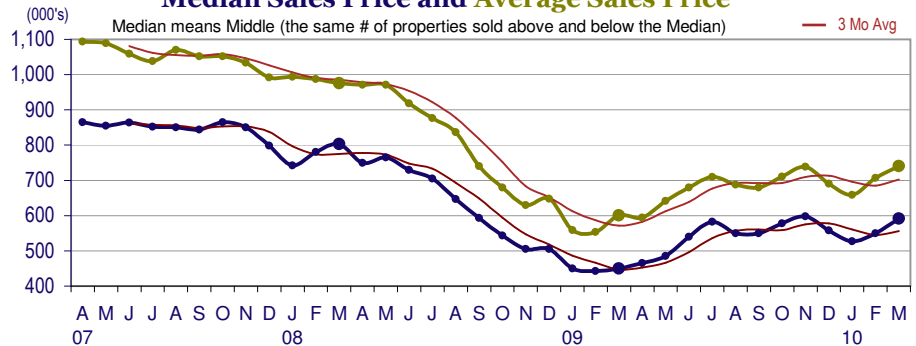
Number of Properties Sold



Prices

The Median Sales Price in March was \$592,000, up 31.6% from \$450,000 in March of 2009 and up 7.6% from \$550,000 last month. The Average Sales Price in March was \$740,138, up 23.2% from \$600,880 in March of 2009 and up 4.7% from \$707,073 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

Median Sales Price and Average Sales Price

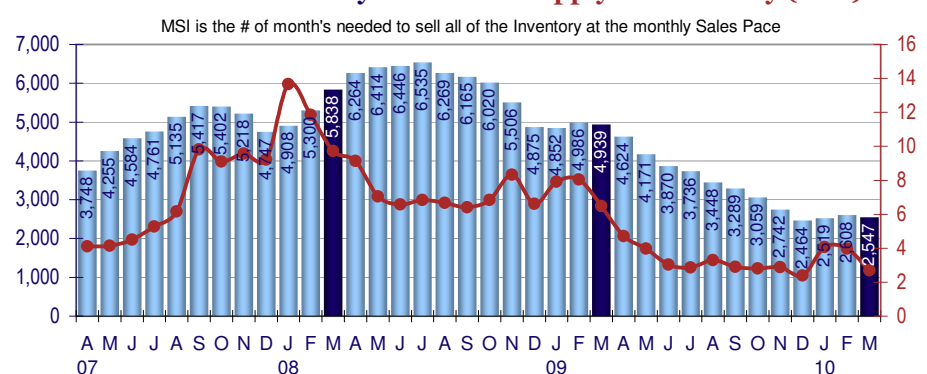


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 2,547, down -2.3% from 2,608 last month and down -48.4% from 4,939 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 2.7 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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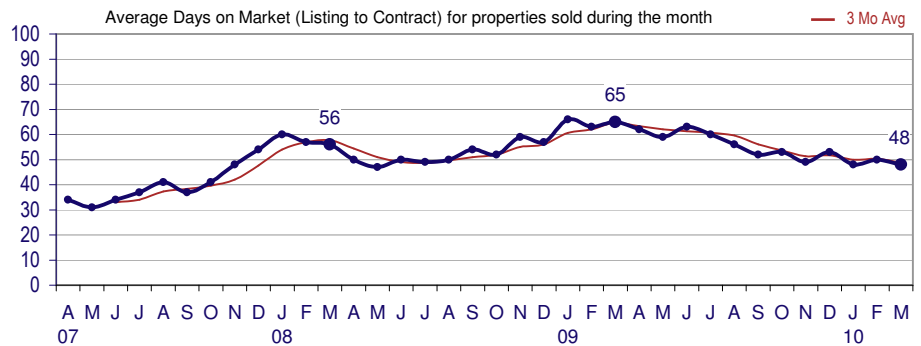


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Market Time

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 48, down -4.0% from 50 days last month and down -26.2% from 65 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

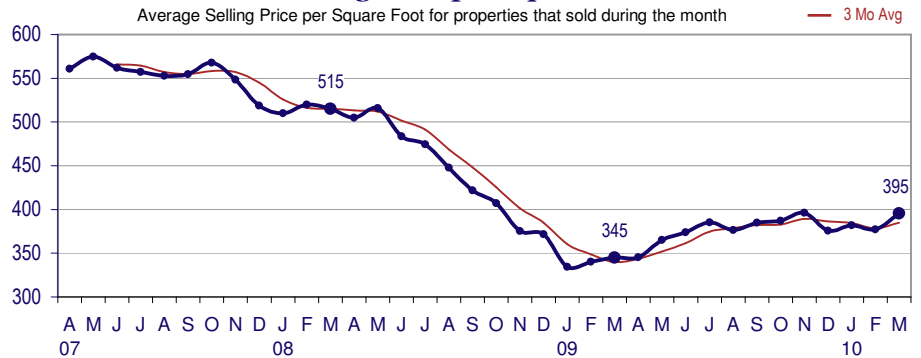
Days On Market for Sold Properties



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 \$395 was up 4.9% from \$377 last month and up 14.7% from 345 in March of last year.

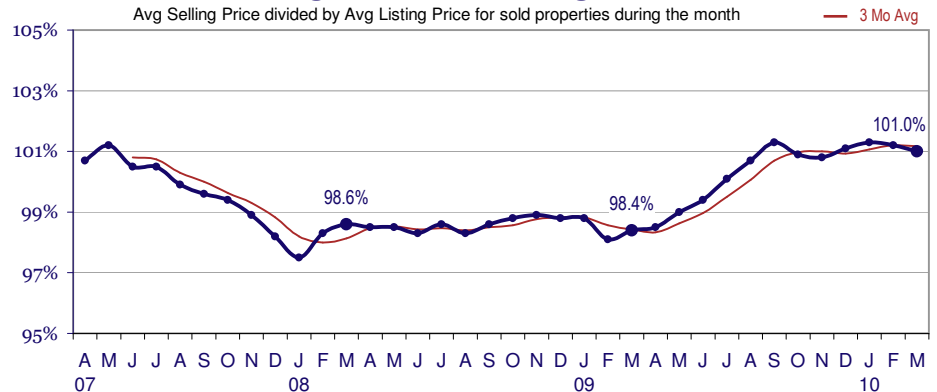
Selling Price per Square Foot



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 101.0% was down from 101.2% last month and up from 98.4% in March of last year.

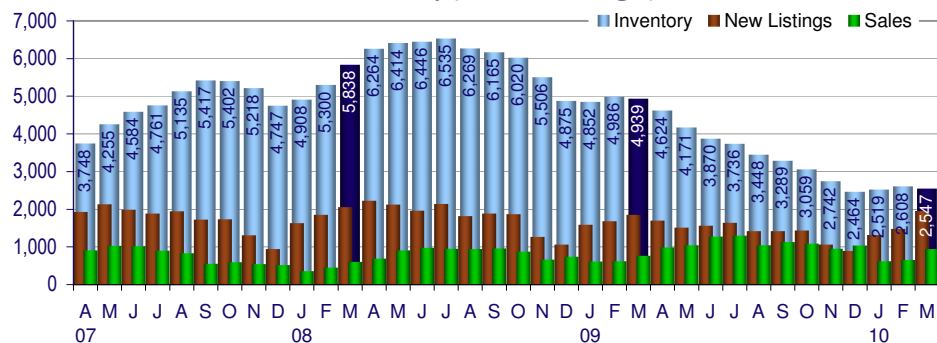
Selling Price versus Listing Price Ratio



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 1,958, up 32.6% from 1,477 last month and up 5.7% from 1,853 in March of last year.

Inventory / New Listings / Sales



	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	913	1024	1016	902	834	552	593	545	515	359	447	600	685	909	980	954	940	962	879	661	737	613	620	762	983	1047	1276	1302	1047	1130	1089	950	1033	618	656	947
3 Mo. Roll Avg			984	981	917	763	660	563	551	473	440	469	577	731	858	948	958	952	927	834	759	670	657	665	788	931	1102	1208	1208	1160	1089	1056	1024	867	769	740

(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	865	855	864	853	850	844	865	850	799	742	780	803	750	765	729	705	647	594	543	505	505	450	443	450	465	485	540	583	550	550	578	598	558	528	550	592
3 Mo. Roll Avg			861	857	856	849	853	853	838	797	774	775	778	773	748	733	694	648	594	547	518	487	466	448	453	467	497	536	558	561	559	575	578	561	545	557

	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	3748	4255	4584	4761	5135	5417	5402	5218	4747	4908	5300	5838	6264	6414	6446	6535	6269	6165	6020	5506	4875	4852	4986	4939	4624	4171	3870	3736	3448	3289	3059	2742	2464	2519	2608	2547	
MSI	4	4	5	5	6	10	9	10	9	14	12	10	9	7	7	7	7	6	7	8	7	8	8	6	5	4	3	3	3	3	3	3	3	2	4	4	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	34	31	34	37	41	37	41	48	54	60	57	56	50	47	50	49	50	54	52	59	57	66	63	65	62	59	63	60	56	52	53	49	53	48	50	48
3 Mo. Roll Avg			33	34	37	38	40	42	48	54	57	58	54	51	49	49	50	51	52	55	56	61	62	65	63	62	61	61	60	56	54	51	52	50	50	49

	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	561	575	562	557	553	555	568	548	519	510	520	515	505	516	484	474	448	422	407	375	372	334	340	345	345	365	374	385	376	385	387	396	376	382	377	395
3 Mo. Roll Avg			566	565	557	555	558	557	545	526	516	515	513	512	501	491	469	448	426	401	385	360	349	340	344	352	361	375	379	382	383	389	386	385	378	385

	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	1.007	1.012	1.005	1.005	0.999	0.996	0.994	0.989	0.982	0.975	0.983	0.986	0.985	0.983	0.986	0.983	0.986	0.988	0.989	0.988	0.988	0.981	0.984	0.985	0.990	0.994	1.001	1.007	1.013	1.009	1.008	1.011	1.013	1.012	1.010	
3 Mo. Roll Avg			1.008	1.007	1.003	1.000	0.996	0.993	0.988	0.982	0.980	0.981	0.985	0.985	0.984	0.985	0.984	0.985	0.986	0.988	0.988	0.988	0.986	0.984	0.983	0.986	0.990	0.995	1.001	1.007	1.010	1.010	1.009	1.011	1.012	1.012

	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	1925	2134	1987	1887	1942	1723	1732	1309	945	1630	1851	2055	2225	2123	1965	2137	1819	1889	1872	1262	1059	1590	1678	1853	1698	1514	1559	1638	1419	1422	1433	1066	889	1319	1477	1958
Inventory	3748	4255	4584	4761	5135	5417	5402	5218	4747	4908	5300	5838	6264	6414	6446	6535	6269	6165	6020	5506	4875	4852	4986	4939	4624	4171	3870	3736	3448	3289	3059	2742	2464	2519	2608	2547
Sales	913	1024	1016	902	834	552	593	545	515	359	447	600	685	909	980	954	940	962	879	661	737	613	620	762	983	1047	1276	1302	1047	1130	1089	950	1033	618	656	947

(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	1094	1089	1059	1038	1070	1052	1052	1034	992	994	988	975	971	972	919	877	837	740	680	630	648	559	554	601	594	642	680	710	688	679	710	739	691	659	707	740
3 Mo. Roll Avg			1081	1062	1056	1053	1058	1046	1026	1007	991	986	978	973	954	922	877	818	752	683	653	612	587	571	583	612	638	677	692	692	693	710	713	696	685	702