

MLS Area: Almaden Valley

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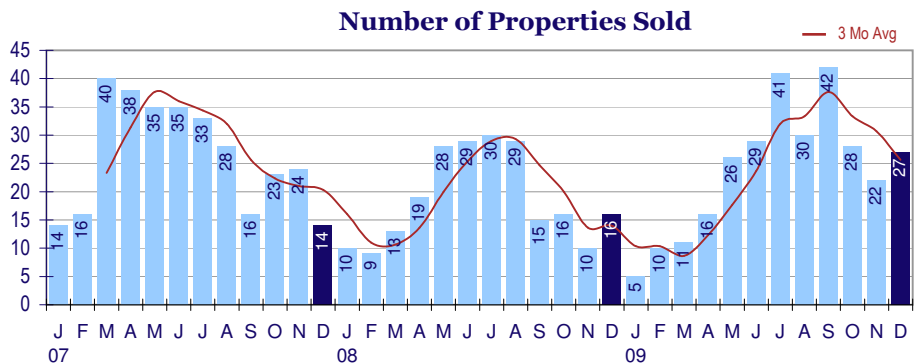
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,088,000	↔		↑				
Average List Price of all Current Listings	\$1,229,857	↓		↓				
December Median Sales Price	\$905,000	↑	↓	↓	\$0		↓	
December Average Sales Price	\$986,178	↑	↑	↑	\$0		↓	
Total Properties Currently for Sale (Inventory)	47	↓		↓				
December Number of Properties Sold	27	↑		↑	287	↑		
December Average Days on Market (Solds)	38	↓	↓	↓	0		↓	
Asking Price per Square Foot (based on New Listings)	\$427	↓	↔	↑	\$0		↓	
December Sold Price per Square Foot	\$396	↓	↓	↓	\$0		↓	
December Month's Supply of Inventory	1.7	↓		↓	6.1	↔	↔	
December Sale Price vs List Price Ratio	96.2%	↓	↑	↑	0.0%		↓	

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

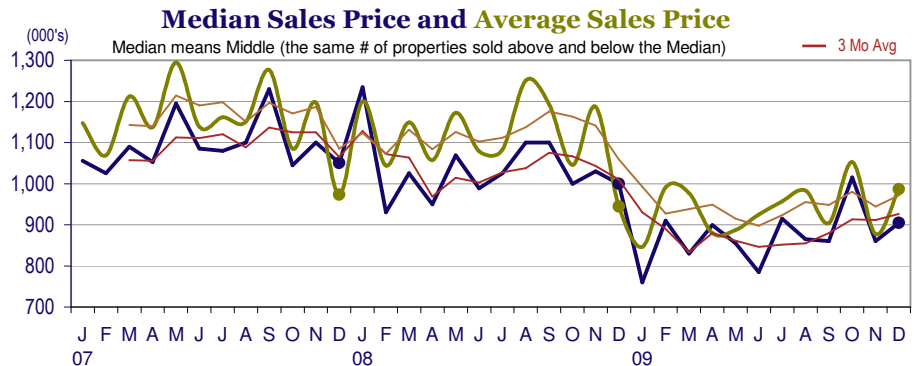
Property Sales

December Property sales were 27, up 68.8% from 16 in December of 2008 and 22.7% higher than the 22 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 287 are running 28.1% ahead of last year's year-to-date sales of 224.



Prices

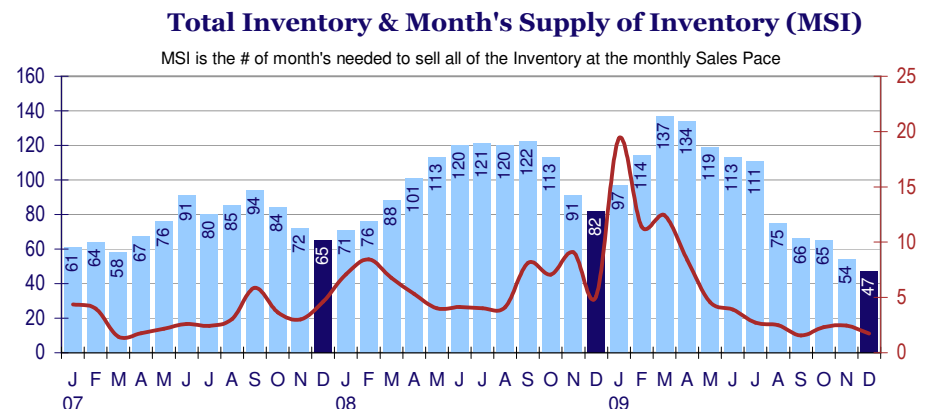
The Median Sales Price in December was \$905,000, down -9.5% from \$1,000,000 in December of 2008 and up 5.2% from \$860,000 last month. The Average Sales Price in December was \$986,178, up 4.4% from \$944,556 in December of 2008 and up 12.4% from \$877,077 last month. December 2009 ASP was at the highest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 47, down -13.0% from 54 last month and down -42.7% from 82 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 1.7 months was at its lowest level compared with December of 2008 and 2007.



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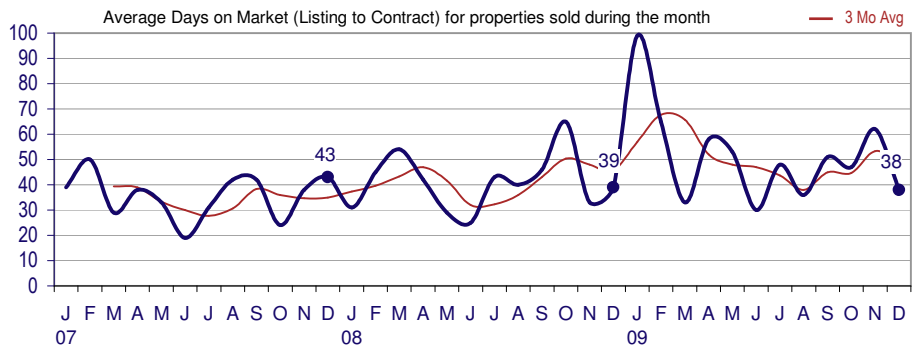
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Market Time

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 38, down -38.7% from 62 days last month and down -2.6% from 39 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

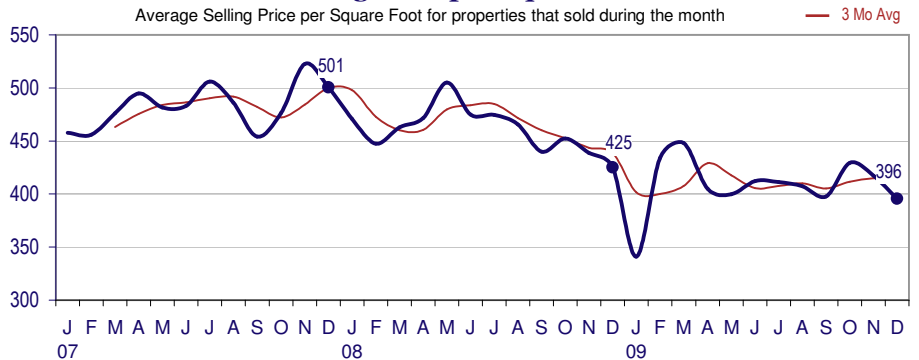
Days On Market for Sold Properties



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 \$396 was down -5.2% from \$417 last month and down -7.0% from 425 in December of last year.

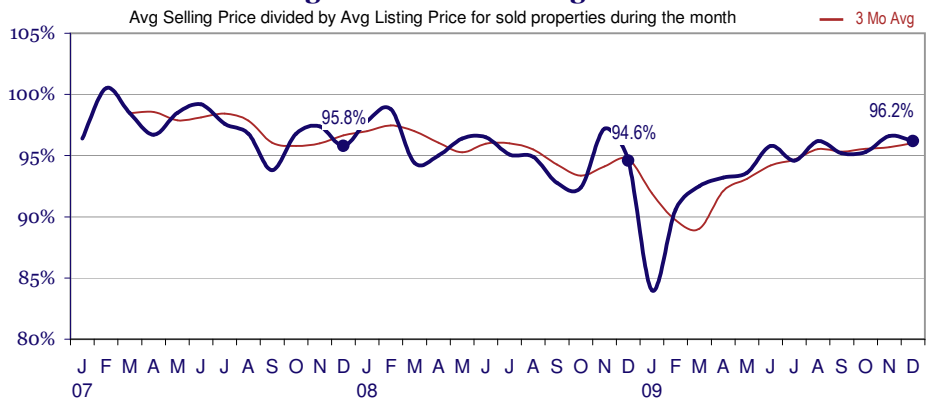
Selling Price per Square Foot



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 96.2% was down from 96.6% last month and up from 94.6% in December of last year.

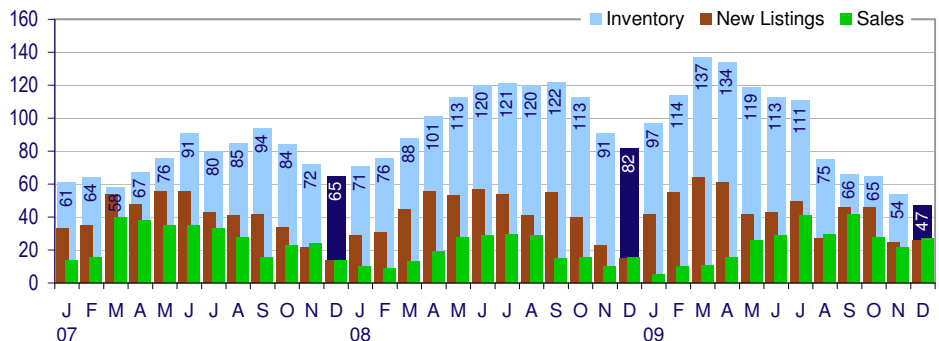
Selling Price versus Listing Price Ratio



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 26, up 4.0% from 25 last month and up 73.3% from 15 in December of last year.

Inventory / New Listings / Sales



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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	14	16	40	38	35	35	33	28	16	23	24	14	10	9	13	19	28	29	30	29	15	16	10	16	5	10	11	16	26	29	41	30	42	28	22	27
3 Mo. Roll Avg			23	31	38	36	34	32	26	22	21	20	16	11	11	14	20	25	29	29	25	20	14	14	10	10	9	12	18	24	32	33	38	33	31	26

(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	1056	1025	1090	1053	1195	1085	1080	1100	1230	1045	1100	1050	1235	930	1025	950	1069	989	1025	1100	1100	1000	1030	1000	760	910	830	899	855	785	915	865	860	1015	860	905
3 Mo. Roll Avg			1057	1056	1113	1111	1120	1088	1137	1125	1125	1065	1128	1072	1063	968	1015	1003	1028	1038	1075	1067	1043	1010	930	890	833	880	861	846	852	855	880	913	912	927

	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	61	64	58	67	76	91	80	85	94	84	72	65	71	76	88	101	113	120	121	120	122	113	91	82	97	114	137	134	119	113	111	75	66	65	54	47
MSI	4	4	1	2	2	3	2	3	6	4	3	5	7	8	7	5	4	4	4	4	8	7	9	5	19	11	12	8	5	4	3	3	2	2	2	2

	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	39	50	29	38	33	19	31	42	42	24	38	43	31	45	54	42	29	25	43	40	46	65	33	39	99	65	33	58	53	30	48	36	51	47	62	38
3 Mo. Roll Avg			39	39	33	30	28	31	38	36	35	35	37	40	43	47	42	32	32	36	43	50	48	46	57	68	66	52	48	47	44	38	45	45	53	49

	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	458	456	476	495	482	483	506	486	454	476	523	501	471	447	463	471	505	475	474	465	440	452	439	425	341	434	448	405	400	412	411	407	398	429	417	396
3 Mo. Roll Avg			463	476	484	486	490	492	482	472	484	500	498	473	460	461	480	484	485	472	460	453	444	439	402	400	408	429	418	406	408	410	405	411	415	414

	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	0.964	1.005	0.985	0.967	0.985	0.992	0.976	0.968	0.938	0.968	0.974	0.958	0.978	0.988	0.944	0.950	0.964	0.965	0.951	0.949	0.928	0.924	0.972	0.946	0.840	0.906	0.925	0.932	0.936	0.958	0.946	0.962	0.952	0.953	0.966	0.962
3 Mo. Roll Avg			0.985	0.986	0.979	0.981	0.984	0.979	0.961	0.958	0.960	0.967	0.970	0.975	0.970	0.961	0.953	0.960	0.960	0.955	0.943	0.934	0.941	0.947	0.919	0.897	0.890	0.921	0.931	0.942	0.947	0.955	0.953	0.956	0.957	0.960

	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	33	35	54	48	56	56	43	41	42	34	22	14	29	31	45	56	53	57	54	41	55	40	23	15	42	55	64	61	42	43	50	27	46	46	25	26
Inventory	61	64	58	67	76	91	80	85	94	84	72	65	71	76	88	101	113	120	121	120	122	113	91	82	97	114	137	134	119	113	111	75	66	65	54	47
Sales	14	16	40	38	35	35	33	28	16	23	24	14	10	9	13	19	28	29	30	29	15	16	10	16	5	10	11	16	26	29	41	30	42	28	22	27

(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	1147	1069	1212	1137	1295	1138	1162	1151	1277	1086	1197	973	1201	1044	1149	1057	1172	1079	1083	1251	1192	1045	1187	945	846	991	977	880	888	925	957	983	904	1052	877	986
3 Mo. Roll Avg			1143	1139	1215	1190	1198	1150	1196	1171	1187	1085	1124	1073	1131	1083	1126	1103	1111	1138	1175	1163	1142	1059	993	927	938	949	915	898	923	955	948	980	944	972

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