

MLS Area: *Cambrian*

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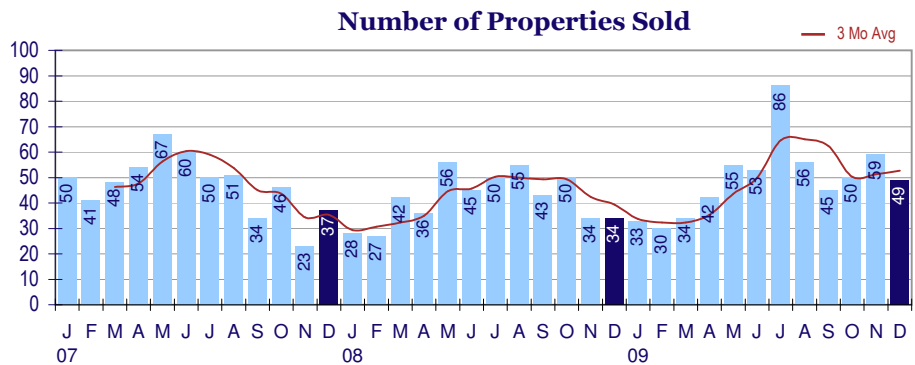
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$599,475	↓		↓				
Average List Price of all Current Listings	\$645,193	↓		↓				
December Median Sales Price	\$595,000	↑	↔	↑	↔	\$0		↓
December Average Sales Price	\$622,698	↔	↔	↑	↑	\$0		↓
Total Properties Currently for Sale (Inventory)	60	↓		↓				
December Number of Properties Sold	49	↓		↑		592	↑	
December Average Days on Market (Solds)	51	↑	↑	↓	↑	0		↓
Asking Price per Square Foot (based on New Listings)	\$414	↑	↑	↔	↑	\$0		↓
December Sold Price per Square Foot	\$395	↔	↔	↓	↑	\$0		↓
December Month's Supply of Inventory	1.2	↓	↓	↓	↓	2.9	↓	↓
December Sale Price vs List Price Ratio	97.9%	↓	↑	↑	↑	0.0%		↓

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

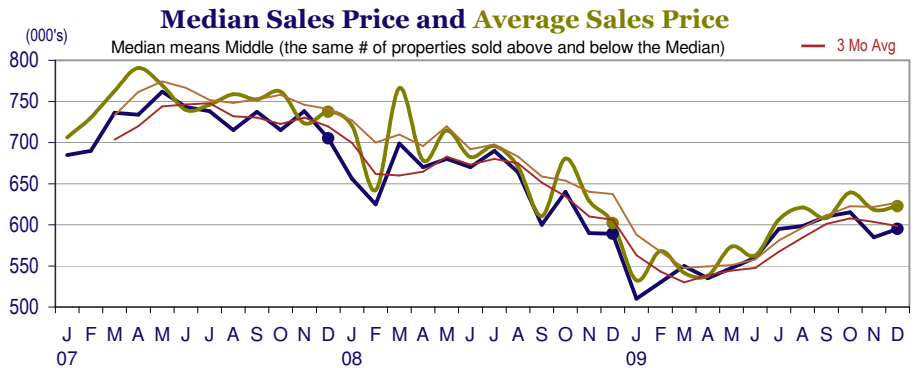
Property Sales

December Property sales were 49, up 44.1% from 34 in December of 2008 and -16.9% lower than the 59 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 592 are running 18.4% ahead of last year's year-to-date sales of 500.



Prices

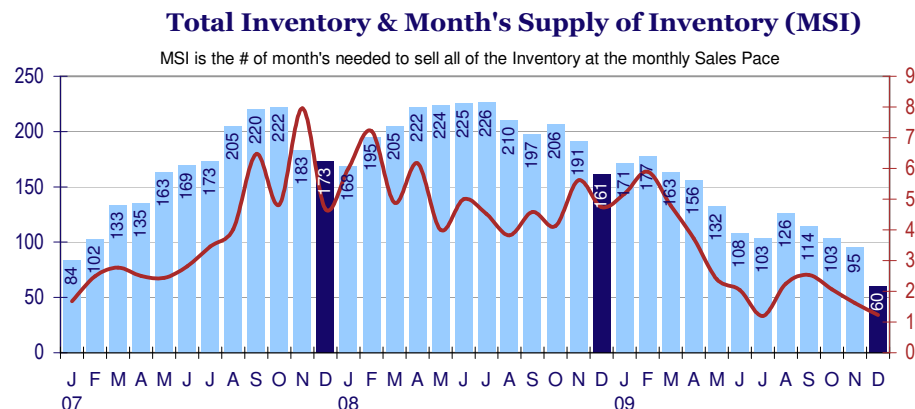
The Median Sales Price in December was \$595,000, up 1.0% from \$589,000 in December of 2008 and up 1.7% from \$585,000 last month. The Average Sales Price in December was \$622,698, up 3.5% from \$601,794 in December of 2008 and up 0.7% from \$618,222 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 60, down -36.8% from 95 last month and down -62.7% from 161 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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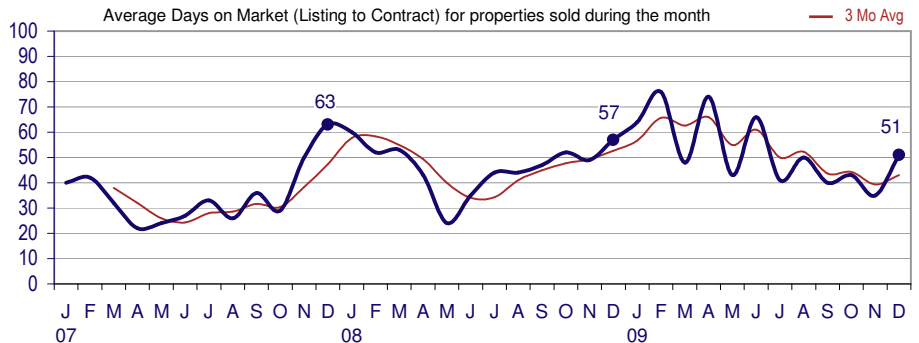
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Market Time

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 51, up 45.7% from 35 days last month and down -10.5% from 57 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

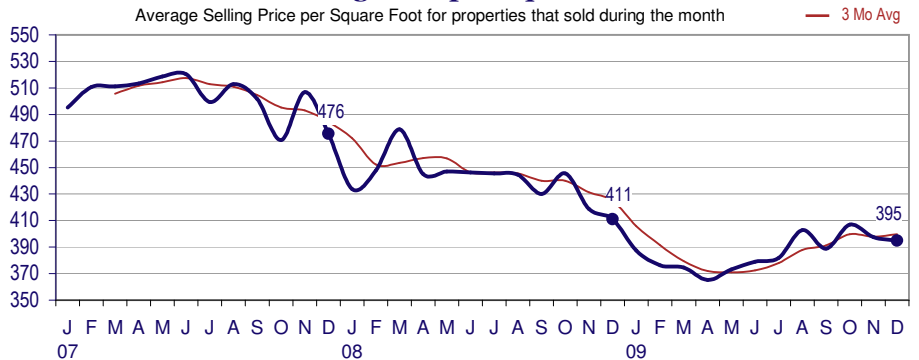
Days On Market for Sold Properties



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 \$395 was down -0.7% from \$397 last month and down -3.9% from 411 in December of last year.

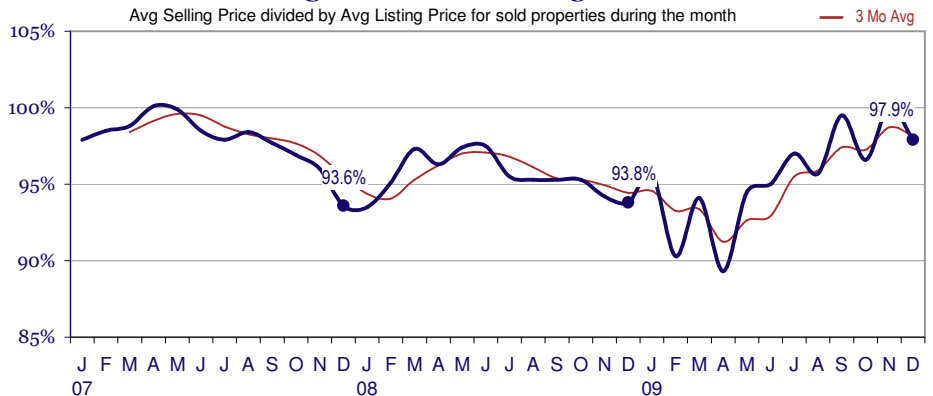
Selling Price per Square Foot



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 97.9% was down from 100.1% last month and up from 93.8% in December of last year.

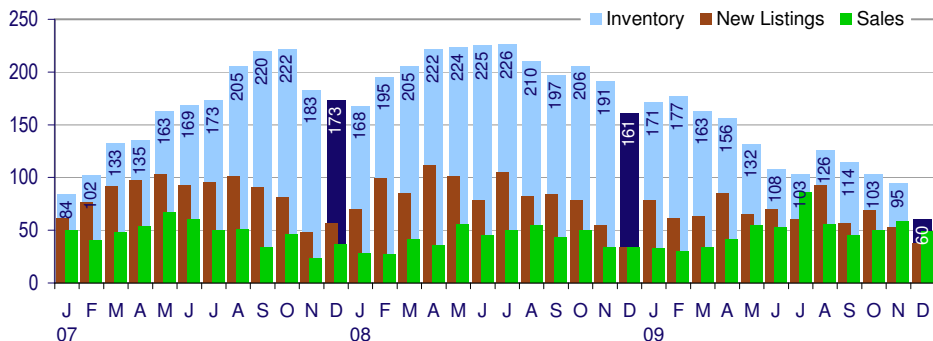
Selling Price versus Listing Price Ratio



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 38, down -28.3% from 53 last month and up 11.8% from 34 in December of last year.

Inventory / New Listings / Sales



MLS Area: Cambrian

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	50	41	48	54	67	60	50	51	34	46	23	37	28	27	42	36	56	45	50	55	43	50	34	34	33	30	34	42	55	53	86	56	45	50	59	49
3 Mo. Roll Avg			46	48	56	60	59	54	45	44	34	35	29	31	32	35	45	46	50	50	49	49	42	39	34	32	32	35	44	50	65	65	62	50	51	53

(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	685	690	736	734	762	743	738	715	738	715	738	705	656	625	699	670	680	670	690	664	600	640	590	589	510	530	550	535	548	560	595	599	610	615	585	595
3 Mo. Roll Avg			704	720	744	746	748	732	730	723	730	719	700	662	660	665	683	673	680	675	651	635	610	606	563	543	530	538	544	548	568	585	601	608	603	598

	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	84	102	133	135	163	169	173	205	220	222	183	173	168	195	205	222	224	225	226	210	197	206	191	161	171	177	163	156	132	108	103	126	114	103	95	60
MSI	2	2	3	3	2	3	3	4	6	5	8	5	6	7	5	6	4	5	5	4	5	4	6	5	5	6	5	4	2	2	1	2	3	2	2	1

	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	40	42	32	22	24	27	33	26	36	29	50	63	60	52	53	43	24	35	44	44	47	52	49	57	64	76	48	74	43	66	41	50	40	43	35	51
3 Mo. Roll Avg			38	32	26	24	28	29	32	30	38	47	58	58	55	49	40	34	34	41	45	48	49	53	57	66	63	66	55	61	50	52	44	44	39	43

	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	495	511	511	513	519	520	499	513	502	471	507	476	434	448	479	445	447	446	445	445	430	445	419	411	387	376	375	365	373	379	382	403	389	407	397	395
3 Mo. Roll Avg			506	512	514	518	513	511	505	495	493	484	472	452	453	457	457	446	446	445	440	440	431	425	406	392	379	372	371	372	378	388	391	400	398	400

	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	0.979	0.985	0.988	1.001	0.999	0.985	0.979	0.984	0.977	0.969	0.960	0.936	0.935	0.951	0.973	0.963	0.974	0.975	0.955	0.953	0.953	0.953	0.942	0.938	0.957	0.903	0.941	0.893	0.945	0.950	0.970	0.957	0.995	0.966	1.001	0.979
3 Mo. Roll Avg			0.984	0.991	0.996	0.995	0.988	0.983	0.980	0.977	0.969	0.955	0.944	0.941	0.953	0.962	0.970	0.971	0.968	0.961	0.954	0.953	0.949	0.944	0.946	0.933	0.934	0.912	0.926	0.929	0.955	0.959	0.974	0.973	0.987	0.982

	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	62	77	92	97	103	93	96	101	91	81	48	57	70	99	85	112	101	79	105	82	84	79	55	34	79	62	63	85	65	70	60	93	57	69	53	38
Inventory	84	102	133	135	163	169	173	205	220	222	183	173	168	195	205	222	224	225	226	210	197	206	191	161	171	177	163	156	132	108	103	126	114	103	95	60
Sales	50	41	48	54	67	60	50	51	34	46	23	37	28	27	42	36	56	45	50	55	43	50	34	34	33	30	34	42	55	53	86	56	45	50	59	49

(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	706	730	763	791	770	740	746	759	753	762	723	737	720	642	766	678	715	682	696	670	610	680	629	602	532	568	542	538	573	563	606	621	608	639	618	623
3 Mo. Roll Avg			733	761	774	767	752	748	752	758	746	741	727	700	710	696	720	692	698	683	659	654	640	637	588	567	547	549	551	558	581	597	612	623	622	627

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