

City: Milpitas



Daniel Pizano

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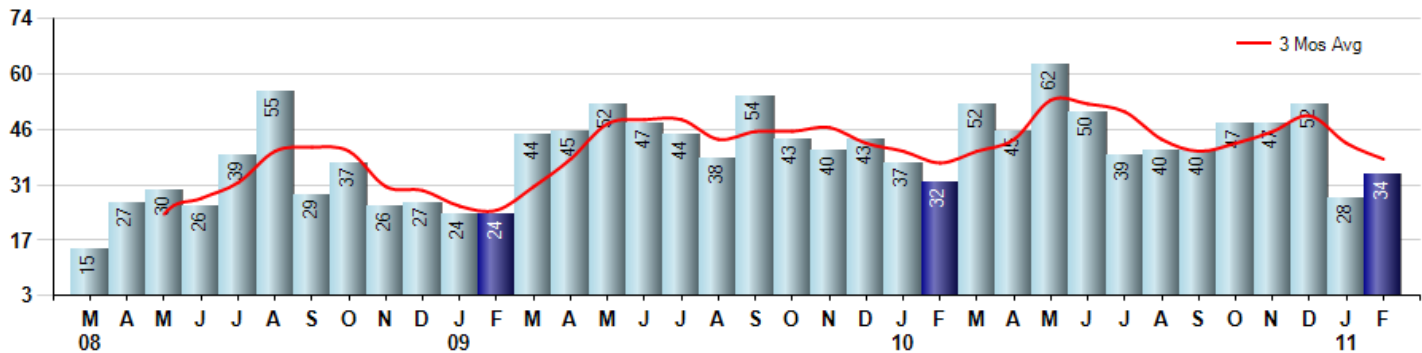
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$439,950	↑		↑				
Average List Price of all Current Listings	\$531,683	↑		↑				
February Median Sales Price	\$396,700	↓	↓	↓	↓	\$407,000	↓	↓
February Average Sales Price	\$397,620	↓	↓	↓	↓	\$411,638	↓	↓
Total Properties Currently for Sale (Inventory)	124	↓		↓				
February Number of Properties Sold	34	↑		↑		62	↓	
February Average Days on Market (Solds)	79	↑	↑	↑	↑	74	↑	↑
Asking Price per Square Foot (based on New Listings)	\$297	↓	↔	↓	↓	\$300	↓	↓
February Sold Price per Square Foot	\$288	↑	↓	↓	↓	\$283	↓	↓
February Month's Supply of Inventory	3.6	↓	↓	↓	↓	4.3	↓	↑
February Sale Price vs List Price Ratio	98.3%	↑	↔	↓	↓	98.1%	↓	↓

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

Property Sales

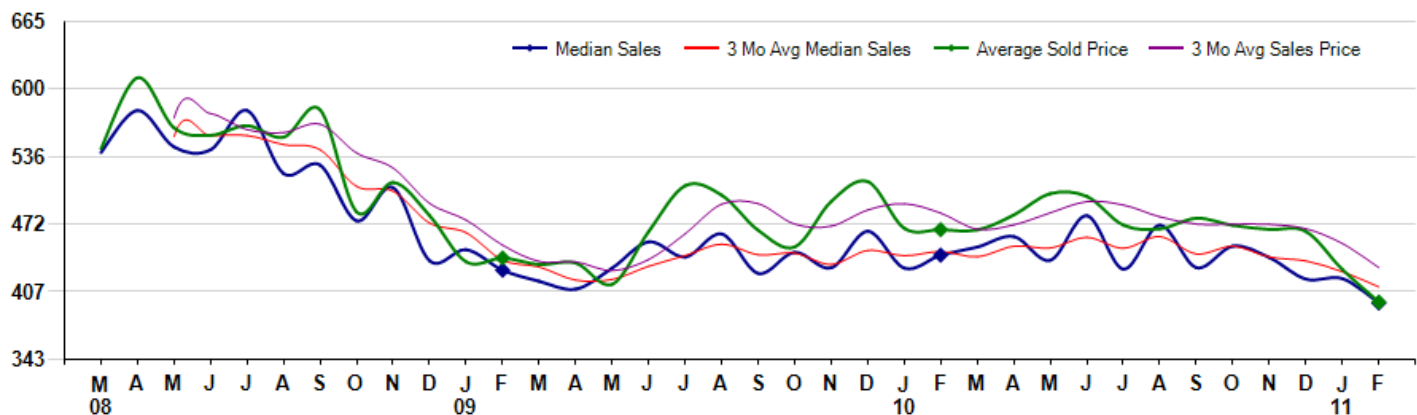
February Property sales were 34, up 6.3% from 32 in February of 2010 and 21.4% higher than the 28 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 62 are running -10.1% behind last year's year-to-date sales of 69.



Prices

The Median Sales Price in February was \$396,700, down -10.3% from \$442,265 in February of 2010 and down -5.5% from \$420,000 last month. The Average Sales Price in February was \$397,620, down -14.8% from \$466,549 in February of 2010 and down -7.2% from \$428,661 last month. February 2011 ASP was at the lowest level compared to February of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from MLSListings, Inc. for the period 3/1/2008 through 2/28/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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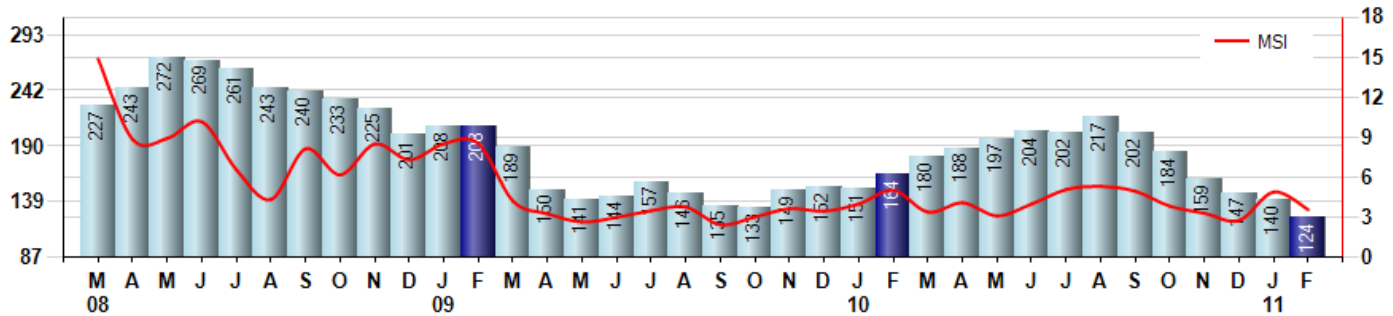
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 124, down -11.4% from 140 last month and down -24.4% from 164 in February of last year. February 2011 Inventory was at the lowest level compared to February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 3.6 months was at its lowest level compared with February of 2010 and 2009.

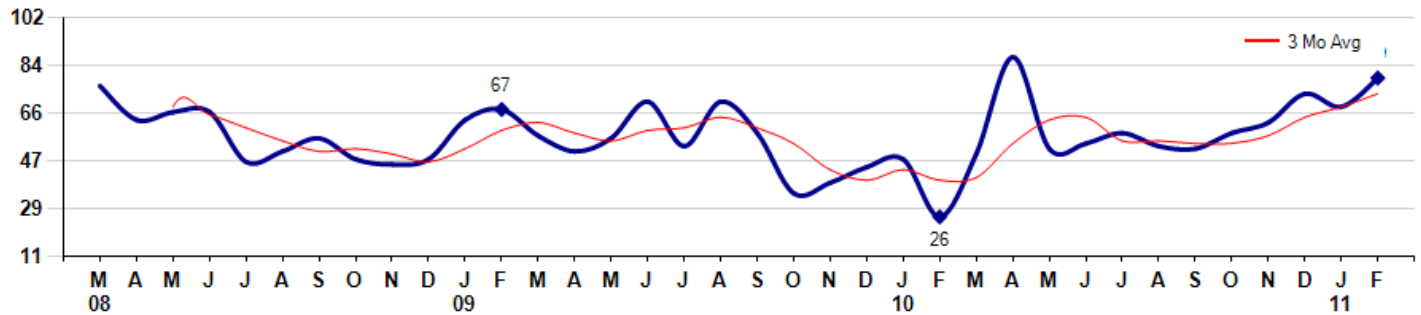
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 79, up 16.2% from 68 days last month and up 203.8% from 26 days in February of last year. The February 2011 DOM was at its highest level compared with February of 2010 and 2009.

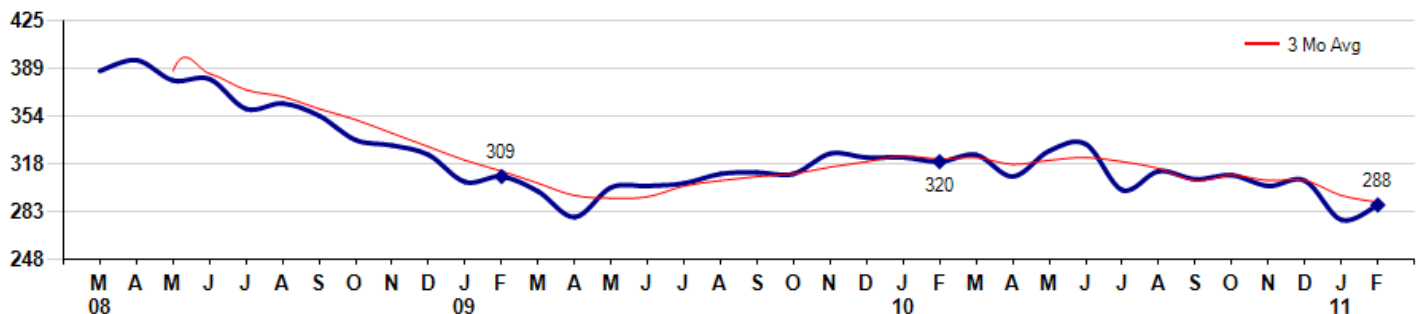
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2011 Selling Price per Square Foot of \$288 was up 4.0% from \$277 last month and down -10.0% from \$320 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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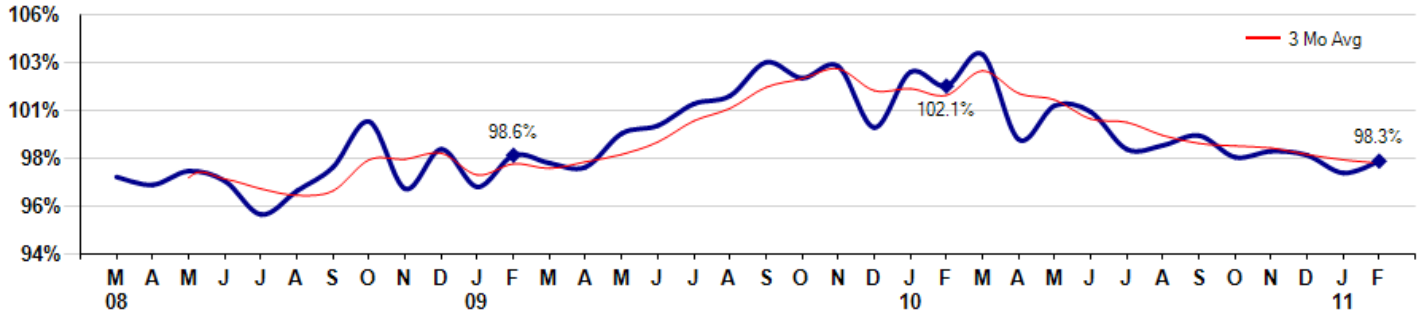


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Selling Price vs Original Listing Price

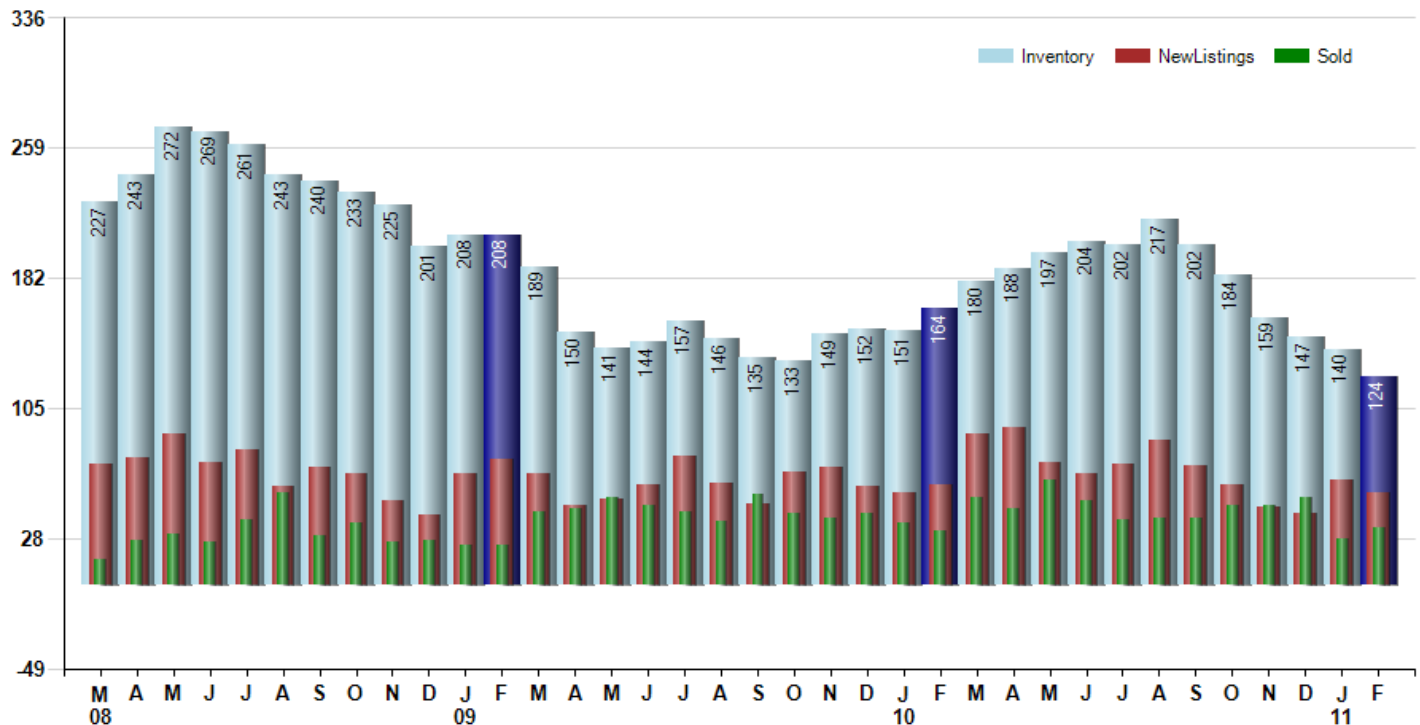
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 98.3% was up from 97.7% last month and down from 102.1% in February of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 February 2011 was 55, down -11.3% from 62 last month and down -8.3% from 60 in February of last year.



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MARKET ACTION REPORT

February 2011

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	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Homes Sold	15	27	30	26	39	55	29	37	26	27	24	24	44	45	52	47	44	38	54	43	40	43	37	32	52	45	62	50	39	40	40	47	47	52	28	34
3 Mo. Roll Avg			24	28	32	40	41	40	31	30	26	25	31	38	47	48	48	43	45	45	46	42	40	37	40	43	53	52	50	43	40	42	45	49	42	38

	(000's) M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Median Sale Price	540	580	545	543	580	520	528	475	507	437	448	428	418	410	430	455	441	463	425	445	430	465	430	442	450	460	438	480	429	471	431	451	440	420	420	397
3 Mo. Roll Avg			555	556	556	548	543	508	503	473	464	438	431	419	419	432	442	453	443	444	433	447	442	446	441	451	449	459	449	460	443	451	440	437	427	412

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Inventory	227	243	272	269	261	243	240	233	225	201	208	208	189	150	141	144	157	146	135	133	149	152	151	164	180	188	197	204	202	217	202	184	159	147	140	124
MSI	15	9	9	10	7	4	8	6	9	7	9	9	4	3	3	3	4	4	3	3	4	4	4	5	3	4	3	4	5	5	5	4	3	3	5	4

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Days On Market	76	63	66	66	47	51	56	48	46	48	63	67	57	51	56	70	53	70	58	35	39	45	48	26	50	87	52	54	58	53	52	58	62	73	68	79
3 Mo. Roll Avg			68	65	60	55	51	52	50	47	52	59	62	58	55	59	60	64	60	54	44	40	44	40	41	54	63	64	55	55	54	54	57	64	68	73

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Price per Sq Ft	387	395	380	381	359	363	354	336	332	325	305	309	298	279	301	302	304	311	312	311	326	323	323	320	325	309	328	333	299	313	307	310	302	306	277	288
3 Mo. Roll Avg			387	385	373	368	359	351	341	331	321	313	304	295	293	294	302	306	309	311	316	320	324	322	323	318	321	323	320	315	306	310	306	306	295	290

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Sale to List Price	0.975	0.971	0.978	0.973	0.956	0.968	0.980	1.003	0.969	0.989	0.970	0.986	0.982	0.980	0.997	1.001	1.012	1.016	1.033	1.025	1.031	1.000	1.028	1.021	1.037	0.994	1.011	1.008	0.989	0.991	0.996	0.985	0.988	0.986	0.977	0.983
3 Mo. Roll Avg			0.975	0.974	0.969	0.966	0.968	0.984	0.984	0.987	0.976	0.982	0.979	0.983	0.986	0.993	1.003	1.010	1.020	1.025	1.030	1.019	1.020	1.016	1.029	1.017	1.014	1.004	1.003	0.996	0.992	0.991	0.990	0.986	0.984	0.982

	M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
New Listings	72	76	90	73	80	59	70	66	50	42	66	75	66	47	51	60	77	61	48	67	70	59	55	60	90	94	73	66	72	86	71	60	46	43	62	55
Inventory	227	243	272	269	261	243	240	233	225	201	208	208	189	150	141	144	157	146	135	133	149	152	151	164	180	188	197	204	202	217	202	184	159	147	140	124
Sales	15	27	30	26	39	55	29	37	26	27	24	24	44	45	52	47	44	38	54	43	40	43	37	32	52	45	62	50	39	40	40	47	47	52	28	34

	(000's) M 08	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	A	M	J	J	A	S	O	N	D	J 11	F
Avg Sale Price	544	611	563	556	566	554	581	483	511	480	436	440	433	435	415	465	508	499	466	450	493	512	468	467	466	481	501	498	471	467	477	471	467	465	429	398
3 Mo. Roll Avg			573	577	562	559	567	540	525	492	476	452	436	436	428	438	463	491	491	472	470	485	491	482	467	471	483	493	490	479	472	472	472	467	453	430

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