

City: Mountain View



Daniel Pizano

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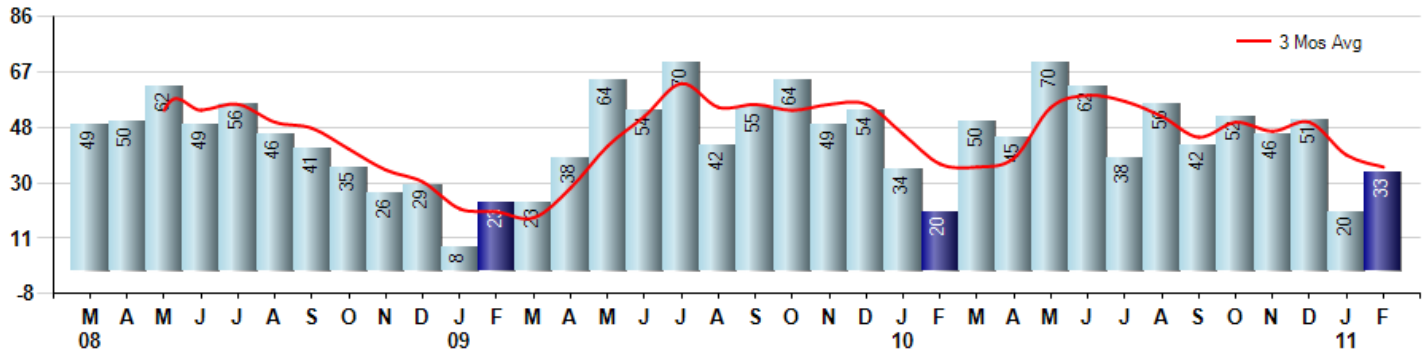
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$529,000	↑		↓				
Average List Price of all Current Listings	\$618,701	↔		↓				
February Median Sales Price	\$595,000	↓	↓	↓	↓	\$652,000	↓	↓
February Average Sales Price	\$679,790	↓	↓	↑	↓	\$718,965	↔	↓
Total Properties Currently for Sale (Inventory)	113	↑		↑				
February Number of Properties Sold	33	↑		↑		53	↓	
February Average Days on Market (Solds)	70	↑	↑	↑	↑	68	↑	↑
Asking Price per Square Foot (based on New Listings)	\$500	↔	↑	↑	↑	\$498	↑	↔
February Sold Price per Square Foot	\$487	↓	↓	↓	↓	\$504	↓	↓
February Month's Supply of Inventory	3.4	↓	↓	↓	↑	4.3	↑	↑
February Sale Price vs List Price Ratio	99.5%	↑	↑	↔	↑	98.6%	↓	↓

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

Property Sales

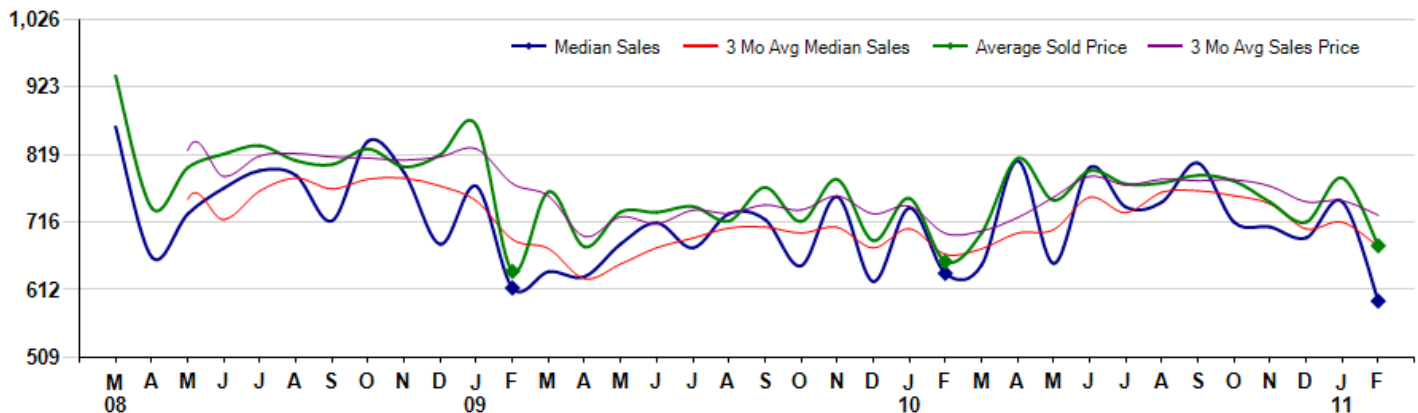
February Property sales were 33, up 65.0% from 20 in February of 2010 and 65.0% higher than the 20 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 53 are running -1.9% behind last year's year-to-date sales of 54.



Prices

The Median Sales Price in February was \$595,000, down -6.7% from \$637,500 in February of 2010 and down -20.4% from \$747,250 last month. The Average Sales Price in February was \$679,790, up 3.7% from \$655,513 in February of 2010 and down -13.2% from \$783,603 last month. February 2011 ASP was at highest 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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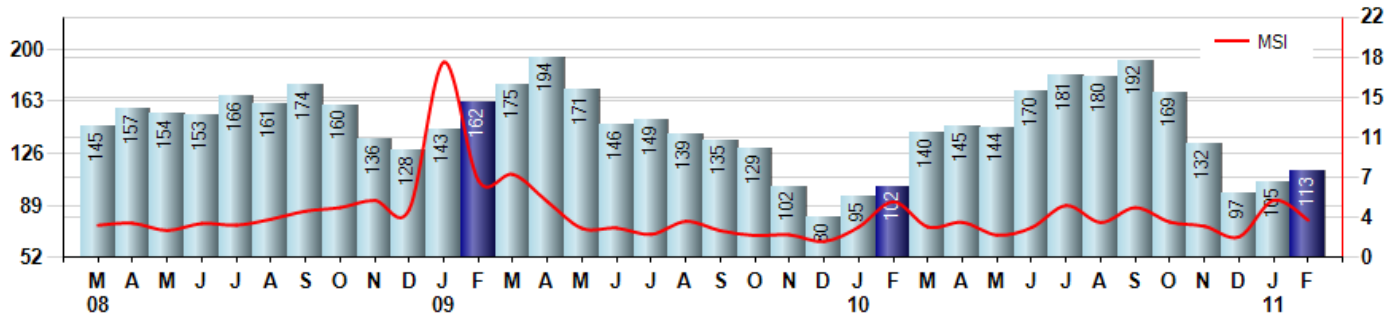
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 113, up 7.6% from 105 last month and up 10.8% from 102 in February of last year. February 2011 Inventory was at a mid range 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 3.4 months was at its lowest level compared with February of 2010 and 2009.

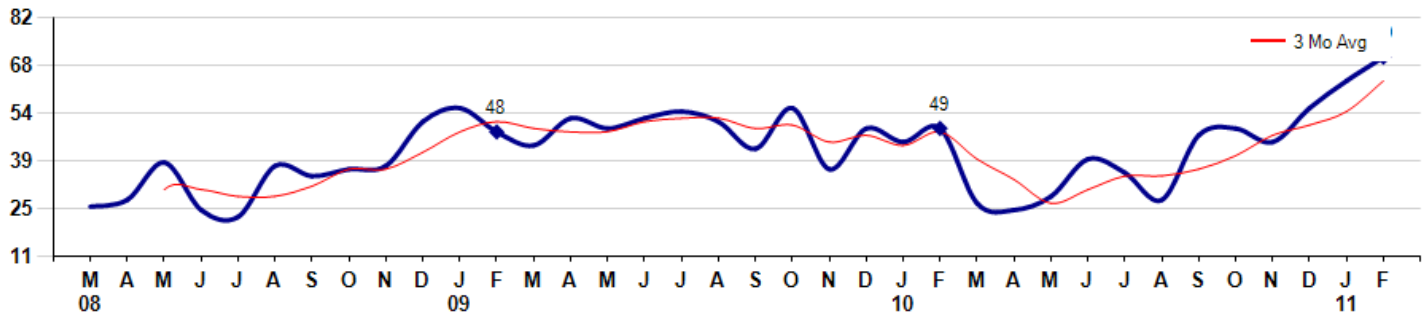
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 70, up 11.1% from 63 days last month and up 42.9% from 49 days in February of last year. The February 2011 DOM was at its highest level compared with February of 2010 and 2009.

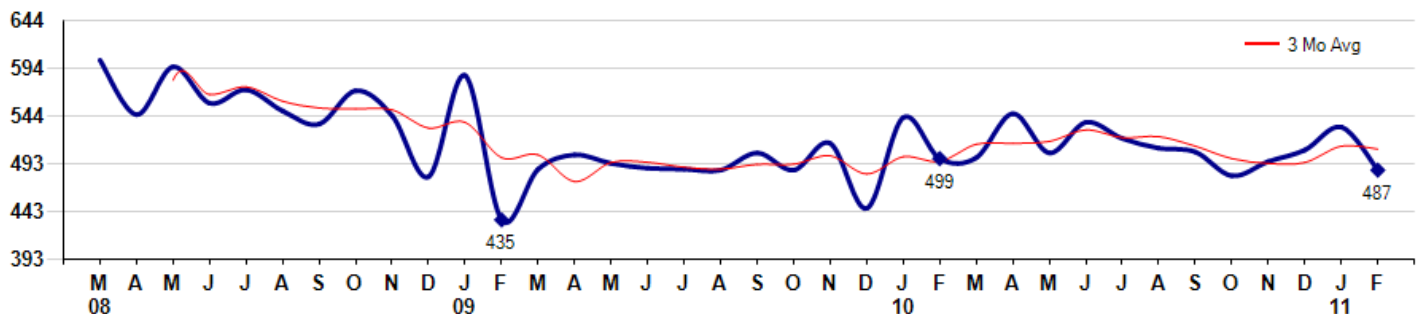
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$487 was down -8.5% from \$532 last month and down -2.4% from \$499 in February of last year.

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



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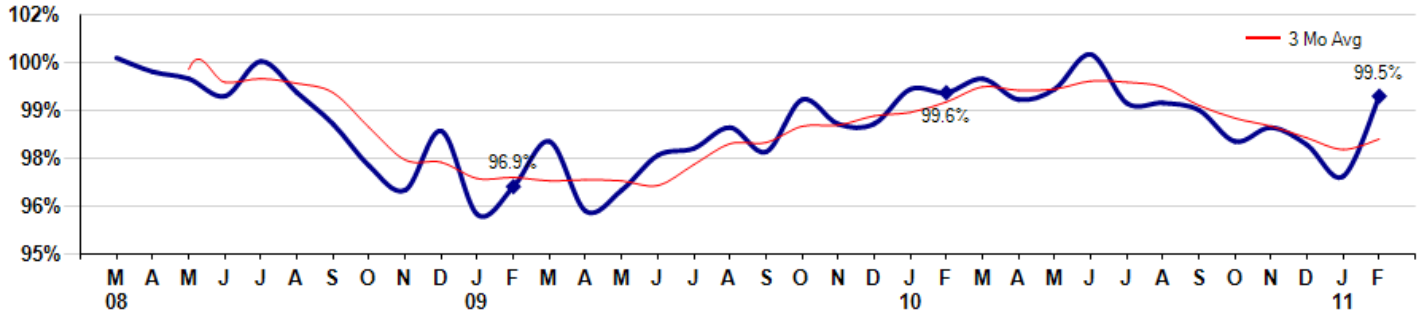


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Selling Price vs Original Listing Price

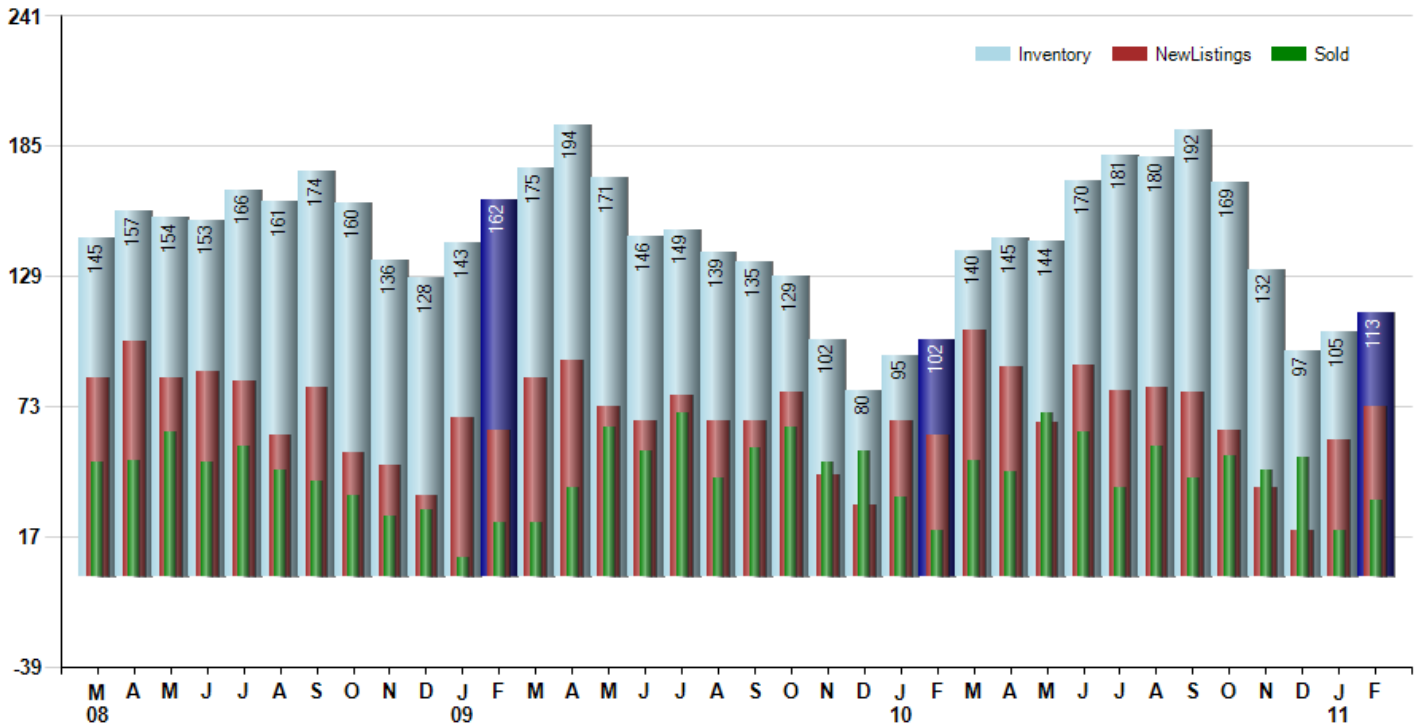
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 99.5% was up from 97.2% last month and down from 99.6% 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 73, up 23.7% from 59 last month and up 19.7% from 61 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	49	50	62	49	56	46	41	35	26	29	8	23	23	38	64	54	70	42	55	64	49	54	34	20	50	45	70	62	38	56	42	52	46	51	20	33
3 Mo. Roll Avg			54	54	56	50	48	41	34	30	21	20	18	28	42	52	63	55	56	54	56	56	46	36	35	38	55	59	57	52	45	50	47	50	39	35

	(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	862	663	729	768	795	788	718	840	792	682	771	615	640	633	683	715	677	729	720	649	755	625	738	638	650	810	653	800	739	747	807	716	709	692	747	595
3 Mo. Roll Avg			751	720	764	783	767	782	783	771	748	689	675	629	652	677	691	707	708	699	708	676	706	667	675	699	704	754	730	762	764	756	744	706	716	678

	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	145	157	154	153	166	161	174	160	136	128	143	162	175	194	171	146	149	139	135	129	102	80	95	102	140	145	144	170	181	180	192	169	132	97	105	113
MSI	3	3	2	3	3	4	4	5	5	4	18	7	8	5	3	3	2	3	2	2	2	1	3	5	3	3	2	3	5	3	5	3	3	2	5	3

	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	26	28	39	25	23	38	35	37	38	51	55	48	44	52	49	52	54	51	43	55	37	49	45	49	27	25	29	40	36	28	47	49	45	55	63	70
3 Mo. Roll Avg			31	31	29	29	32	37	37	42	48	51	49	48	48	51	52	52	49	50	45	47	44	48	40	34	27	31	35	35	37	41	47	50	54	63

	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	602	545	595	557	571	549	535	570	544	480	586	435	488	503	494	489	488	487	505	487	515	447	542	499	500	546	505	537	520	510	506	481	496	508	532	487
3 Mo. Roll Avg			581	566	574	559	552	551	550	531	537	500	503	475	495	495	490	488	493	493	502	483	501	496	514	515	517	529	521	522	512	499	494	495	512	509

	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	1.006	1.002	1.000	0.995	1.005	0.996	0.987	0.975	0.968	0.985	0.961	0.969	0.982	0.962	0.968	0.978	0.980	0.986	0.979	0.994	0.987	0.987	0.997	0.996	1.000	0.994	0.997	1.007	0.993	0.993	0.991	0.982	0.986	0.981	0.972	0.995
3 Mo. Roll Avg			1.003	0.999	1.000	0.999	0.996	0.986	0.977	0.976	0.971	0.972	0.971	0.971	0.971	0.969	0.975	0.981	0.982	0.986	0.987	0.989	0.990	0.993	0.998	0.997	0.999	0.999	0.998	0.992	0.989	0.986	0.983	0.980	0.983	

	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	85	101	85	88	84	61	81	53	48	35	68	63	85	93	73	67	78	67	67	79	44	31	67	61	106	90	66	91	80	81	79	63	38	20	59	73
Inventory	145	157	154	153	166	161	174	160	136	128	143	162	175	194	171	146	149	139	135	129	102	80	95	102	140	145	144	170	181	180	192	169	132	97	105	113
Sales	49	50	62	49	56	46	41	35	26	29	8	23	23	38	64	54	70	42	55	64	49	54	34	20	50	45	70	62	38	56	42	52	46	51	20	33

	(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	940	738	799	820	833	810	804	828	801	819	864	640	763	678	731	731	740	718	769	717	781	688	752	656	699	814	749	795	774	776	788	779	747	716	784	680
3 Mo. Roll Avg			826	786	818	821	816	814	811	816	828	775	756	694	724	713	734	730	742	735	756	729	740	699	702	723	754	786	773	782	779	781	771	747	749	726

Based on information from MLSTeam, 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.

