

City: *Saratoga*



Daniel Pizano

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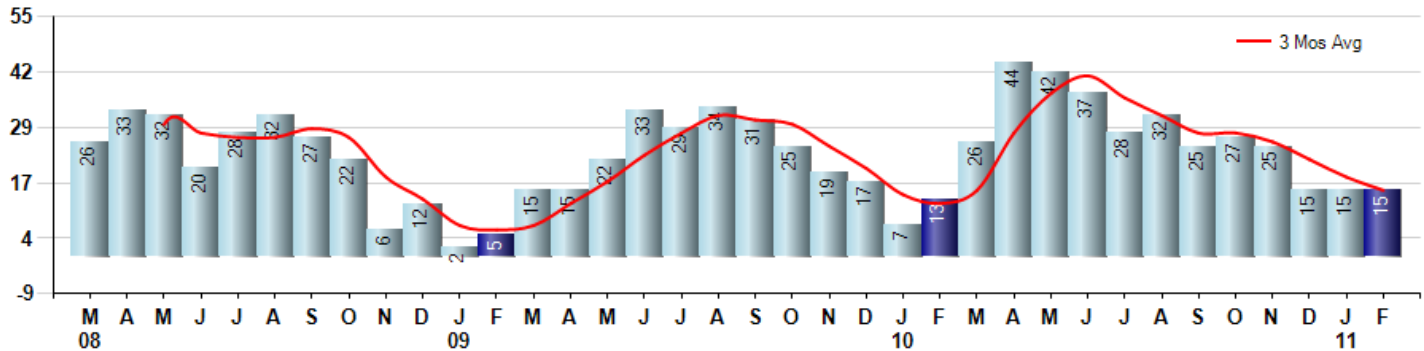
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,904,500	↓		↑				
Average List Price of all Current Listings	\$2,496,958	↔		↑				
February Median Sales Price	\$1,240,000	↓	↓	↓	↓	\$1,325,000	↓	↓
February Average Sales Price	\$1,458,520	↓	↑	↓	↓	\$1,488,060	↓	↓
Total Properties Currently for Sale (Inventory)	110	↑		↓				
February Number of Properties Sold	15	↔		↑		30	↑	
February Average Days on Market (Solds)	43	↓	↑	↑	↓	51	↑	↑
Asking Price per Square Foot (based on New Listings)	\$654	↑	↑	↑	↑	\$639	↔	↑
February Sold Price per Square Foot	\$535	↓	↓	↓	↓	\$555	↓	↓
February Month's Supply of Inventory	7.3	↑	↑	↓	↑	6.3	↓	↑
February Sale Price vs List Price Ratio	96.8%	↑	↔	↓	↑	95.9%	↑	↓

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

Property Sales

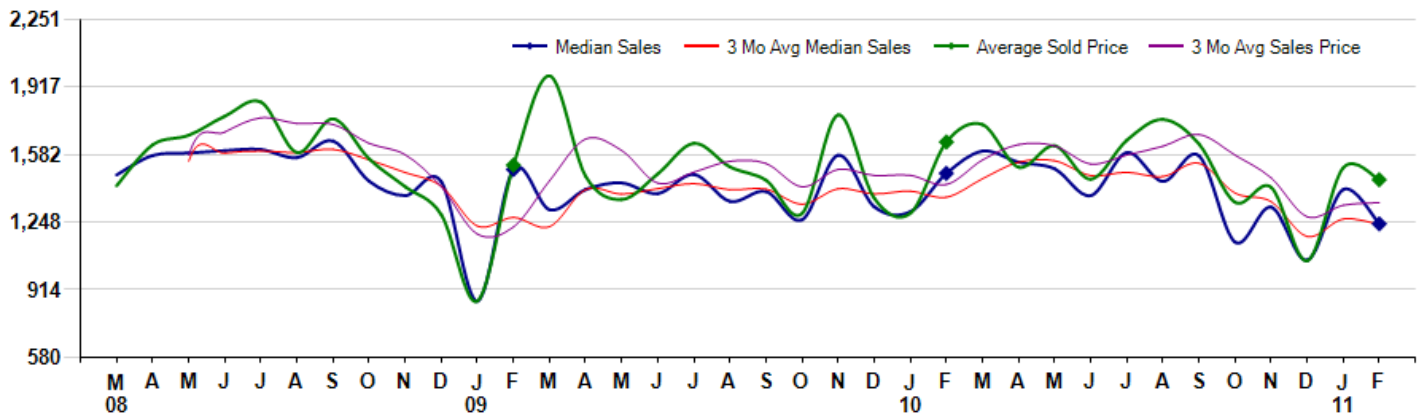
February Property sales were 15, up 15.4% from 13 in February of 2010 and equal to 0.0% 15 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 30 are running 50.0% ahead of last year's year-to-date sales of 20.



Prices

The Median Sales Price in February was \$1,240,000, down -16.8% from \$1,490,000 in February of 2010 and down -12.1% from \$1,410,000 last month. The Average Sales Price in February was \$1,458,520, down -11.3% from \$1,644,827 in February of 2010 and down -3.9% from \$1,517,600 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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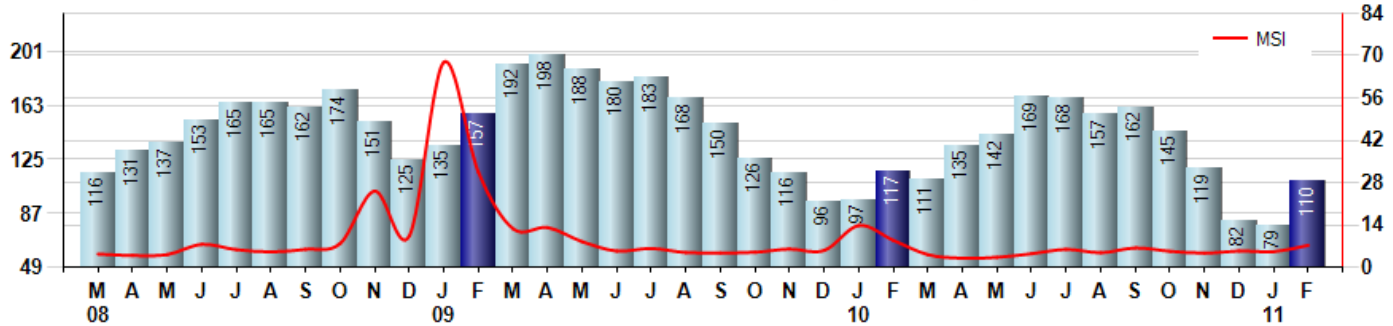
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 110, up 39.2% from 79 last month and down -6.0% from 117 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 7.3 months was at its lowest level compared with February of 2010 and 2009.

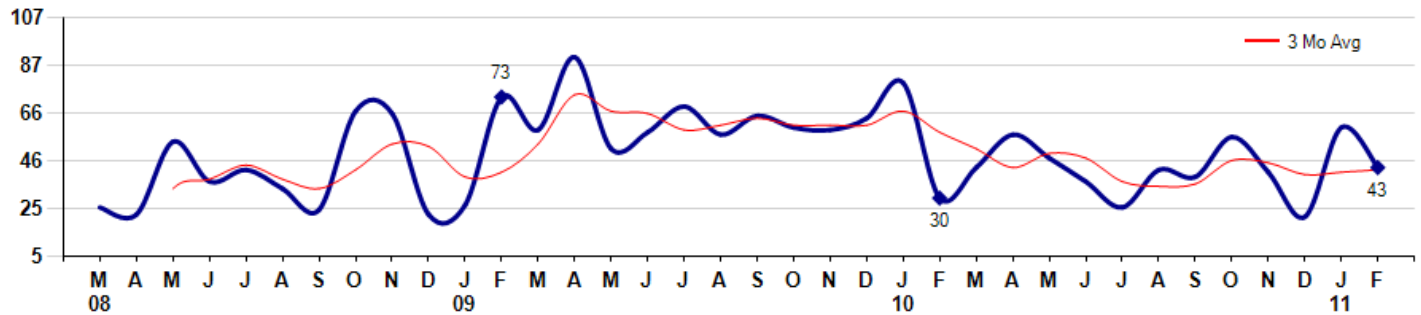
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 43, down -28.3% from 60 days last month and up 43.3% from 30 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

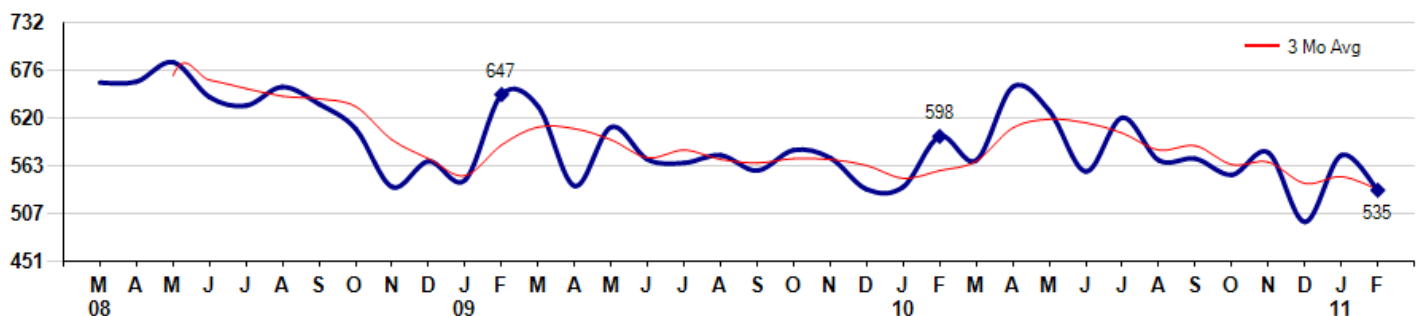
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$535 was down -7.1% from \$576 last month and down -10.5% from \$598 in February of last year.

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



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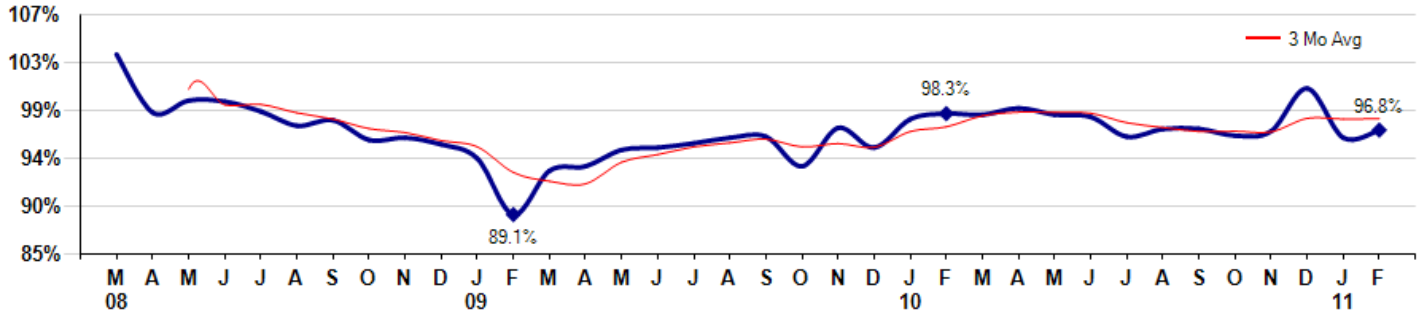


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Selling Price vs Original Listing Price

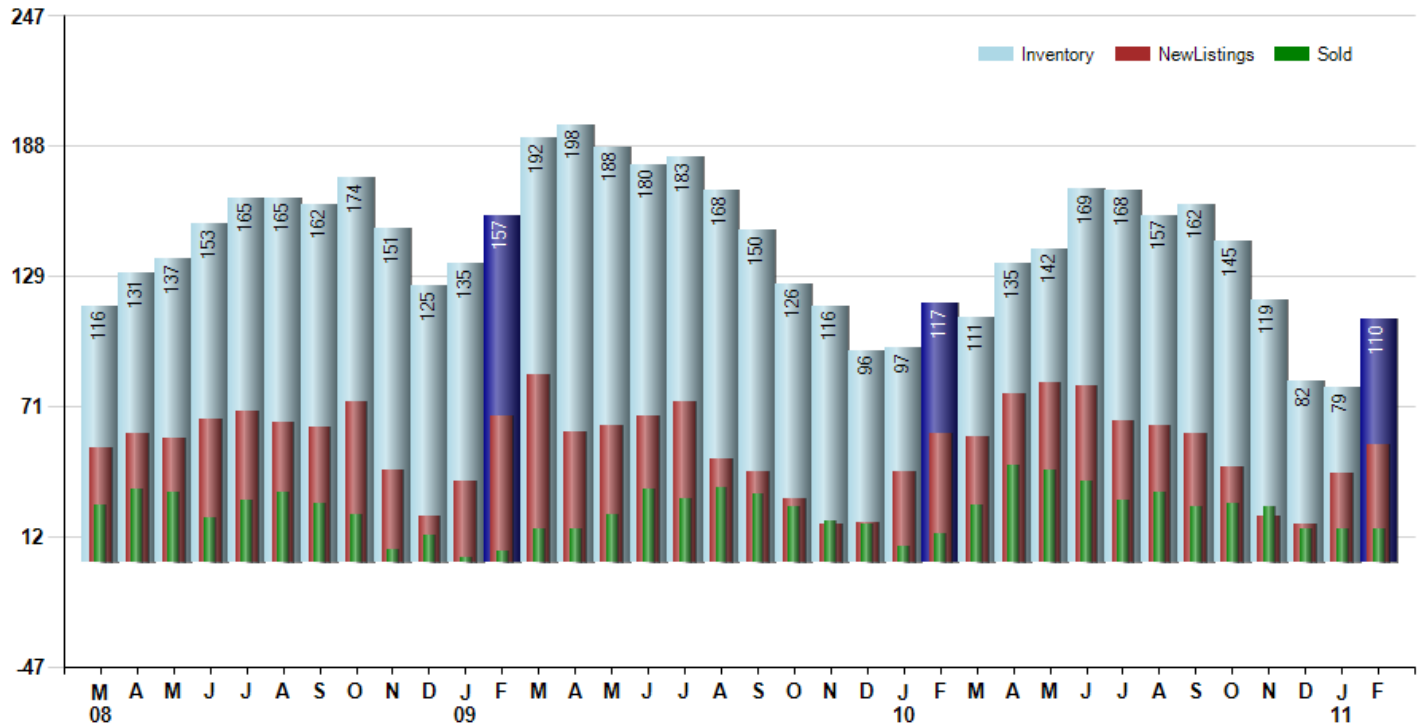
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 96.8% was up from 96.1% last month and down from 98.3% 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 53, up 32.5% from 40 last month and down -8.6% from 58 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	26	33	32	20	28	32	27	22	6	12	2	5	15	15	22	33	29	34	31	25	19	17	7	13	26	44	42	37	28	32	25	27	25	15	15	15
3 Mo. Roll Avg			30	28	27	27	29	27	18	13	7	6	7	12	17	23	28	32	31	30	25	20	14	12	15	28	37	41	36	32	28	28	26	22	18	15

	(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	1,483	1,579	1,590	1,603	1,608	1,568	1,650	1,451	1,380	1,449	858	1,509	1,310	1,410	1,443	1,390	1,485	1,351	1,400	1,260	1,580	1,325	1,300	1,490	1,600	1,545	1,513	1,380	1,593	1,450	1,577	1,150	1,323	1,060	1,410	1,240
3 Mo. Roll Avg			1,550	1,590	1,600	1,593	1,608	1,556	1,494	1,427	1,229	1,272	1,226	1,410	1,388	1,414	1,439	1,409	1,412	1,337	1,413	1,388	1,402	1,372	1,463	1,545	1,552	1,479	1,495	1,474	1,540	1,392	1,350	1,178	1,264	1,237

	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	116	131	137	153	165	165	162	174	151	125	135	157	192	198	188	180	183	168	150	126	116	96	97	117	111	135	142	169	168	157	162	145	119	82	79	110
MSI	4	4	4	8	6	5	6	8	25	10	68	31	13	13	9	5	6	5	5	5	6	6	14	9	4	3	3	5	6	5	6	5	5	5	5	7

	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	23	54	37	42	34	25	67	66	23	27	73	59	90	51	58	69	57	65	60	59	64	79	30	43	57	47	37	26	42	39	56	41	22	60	43
3 Mo. Roll Avg			34	38	44	38	34	42	53	52	39	41	53	74	67	66	59	61	64	61	61	61	67	58	51	43	49	47	37	35	36	46	45	40	41	42

	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	661	662	685	644	634	656	636	607	539	569	547	647	633	540	609	571	567	576	558	582	573	536	539	598	570	656	628	557	620	570	572	553	579	498	576	535
3 Mo. Roll Avg			669	664	654	645	642	633	594	572	552	588	609	607	594	573	582	571	567	572	571	564	549	558	569	608	618	614	602	582	587	565	568	543	551	536

	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	1.037	0.984	0.995	0.994	0.985	0.972	0.977	0.959	0.961	0.955	0.942	0.891	0.931	0.935	0.950	0.952	0.956	0.961	0.962	0.935	0.970	0.952	0.978	0.983	0.982	0.988	0.982	0.980	0.962	0.969	0.969	0.963	0.967	1.006	0.961	0.968
3 Mo. Roll Avg			1.005	0.991	0.991	0.984	0.978	0.969	0.966	0.958	0.953	0.929	0.921	0.919	0.939	0.946	0.953	0.956	0.960	0.953	0.956	0.952	0.967	0.971	0.981	0.984	0.984	0.983	0.975	0.970	0.967	0.966	0.979	0.978	0.978	

	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	52	58	56	65	68	63	61	73	42	21	37	66	85	59	62	66	73	47	41	29	17	18	41	58	57	76	81	80	64	62	58	43	21	17	40	53
Inventory	116	131	137	153	165	165	162	174	151	125	135	157	192	198	188	180	183	168	150	126	116	96	97	117	111	135	142	169	168	157	162	145	119	82	79	110
Sales	26	33	32	20	28	32	27	22	6	12	2	5	15	15	22	33	29	34	31	25	19	17	7	13	26	44	42	37	28	32	25	27	25	15	15	15

	(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	1,429	1,631	1,678	1,773	1,842	1,593	1,760	1,562	1,424	1,285	858	1,530	1,972	1,476	1,361	1,487	1,639	1,522	1,456	1,292	1,780	1,367	1,292	1,645	1,731	1,520	1,627	1,461	1,654	1,757	1,636	1,347	1,421	1,057	1,518	1,459
3 Mo. Roll Avg			1,579	1,694	1,764	1,736	1,732	1,638	1,582	1,424	1,189	1,225	1,454	1,660	1,603	1,441	1,496	1,549	1,539	1,423	1,509	1,479	1,480	1,435	1,556	1,632	1,626	1,536	1,581	1,624	1,682	1,580	1,468	1,275	1,332	1,345

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