

City: Sunnyvale



Daniel Pizano

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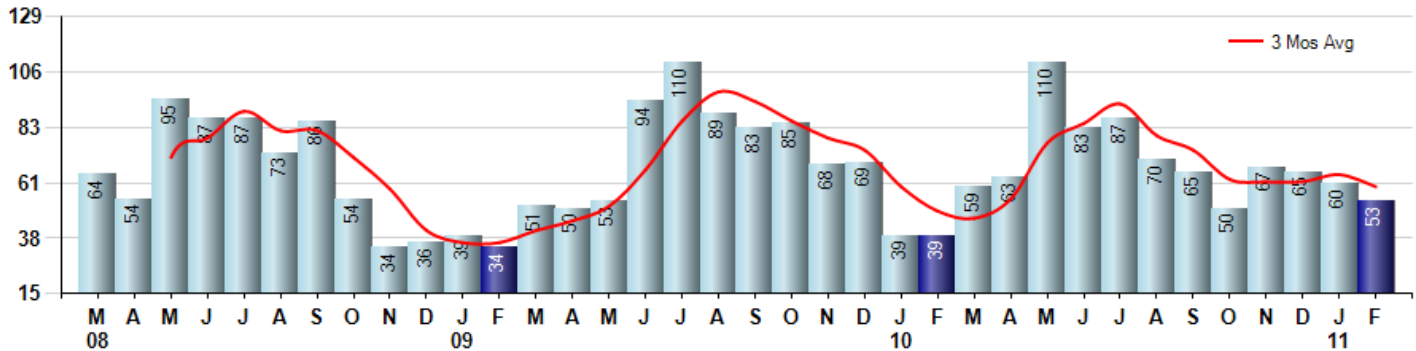
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$595,000	↑		↑				
Average List Price of all Current Listings	\$621,627	↑		↑				
February Median Sales Price	\$590,000	↑	↑	↓	↓	\$550,000	↓	↓
February Average Sales Price	\$625,090	↑	↑	↓	↓	\$610,815	↓	↓
Total Properties Currently for Sale (Inventory)	163	↓		↓				
February Number of Properties Sold	53	↓		↑		113	↑	
February Average Days on Market (Solds)	72	↑	↑	↑	↑	56	↑	↑
Asking Price per Square Foot (based on New Listings)	\$436	↑	↑	↓	↔	\$428	↓	↓
February Sold Price per Square Foot	\$399	↓	↓	↓	↓	\$414	↓	↓
February Month's Supply of Inventory	3.1	↑	↑	↓	↓	2.9	↓	↓
February Sale Price vs List Price Ratio	99.3%	↓	↓	↓	↓	101.2%	↑	↑

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

Property Sales

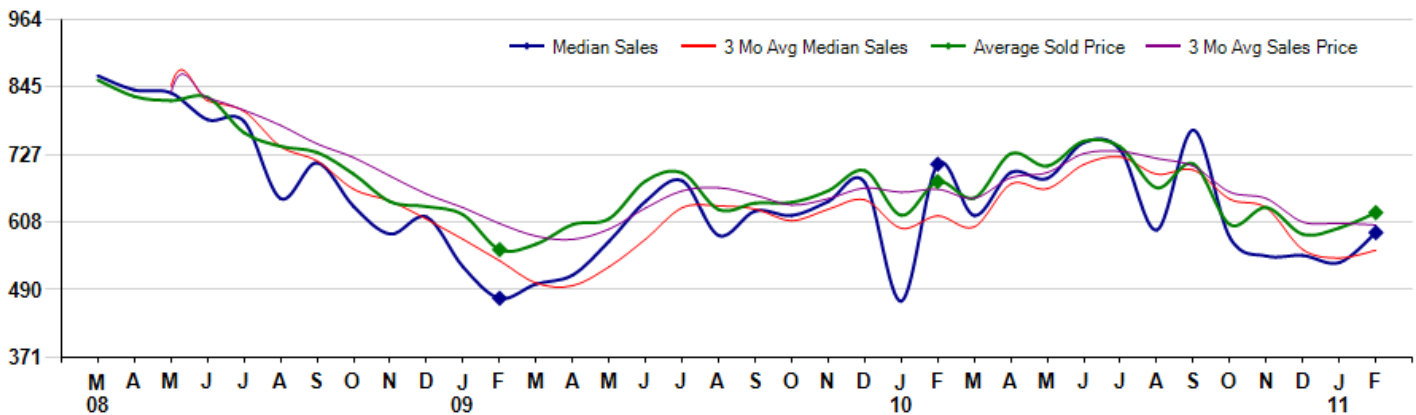
February Property sales were 53, up 35.9% from 39 in February of 2010 and -11.7% lower than the 60 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 113 are running 44.9% ahead of last year's year-to-date sales of 78.



Prices

The Median Sales Price in February was \$590,000, down -16.9% from \$710,000 in February of 2010 and up 9.8% from \$537,500 last month. The Average Sales Price in February was \$625,090, down -8.0% from \$679,436 in February of 2010 and up 4.5% from \$598,205 last month. February 2011 ASP was at a mid range 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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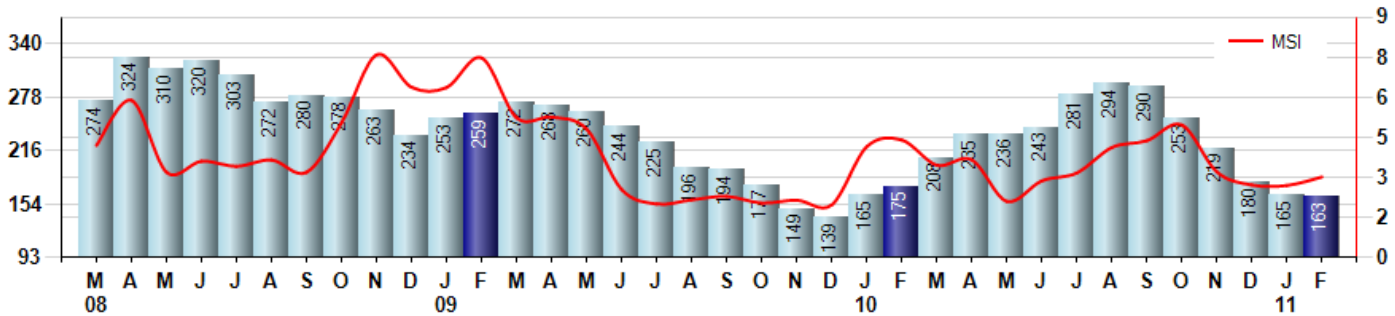
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 163, down -1.2% from 165 last month and down -6.9% from 175 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 3.1 months was at its lowest level compared with February of 2010 and 2009.

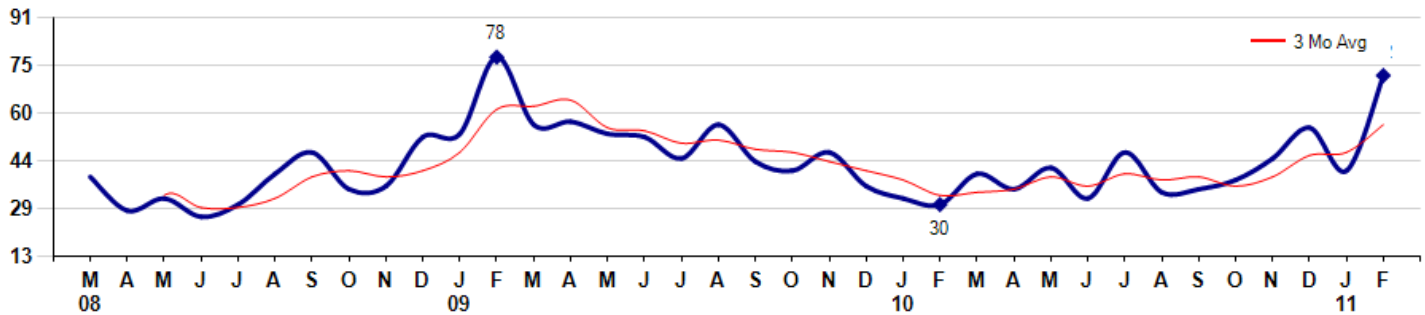
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 72, up 75.6% from 41 days last month and up 140.0% from 30 days in February of last year. The February 2011 DOM was at a mid range compared with February of 2010 and 2009.

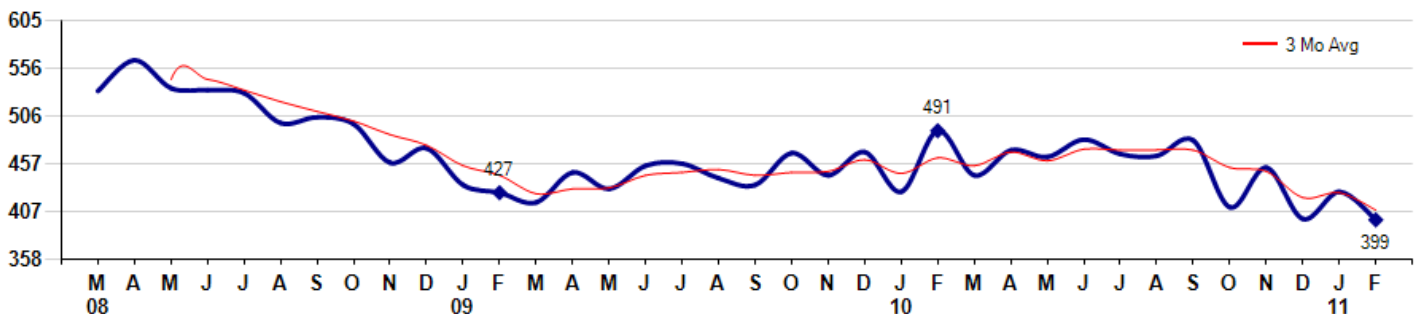
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$399 was down -6.8% from \$428 last month and down -18.7% from \$491 in February of last year.

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



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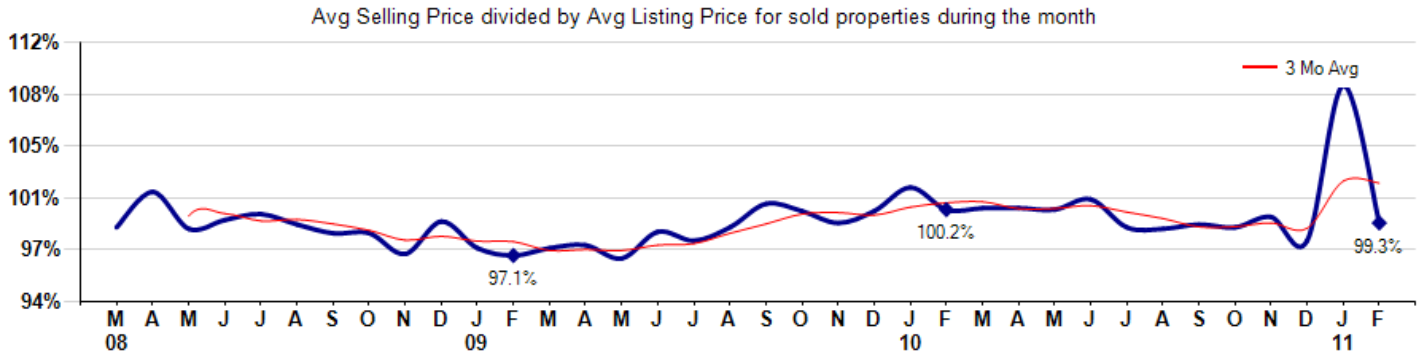
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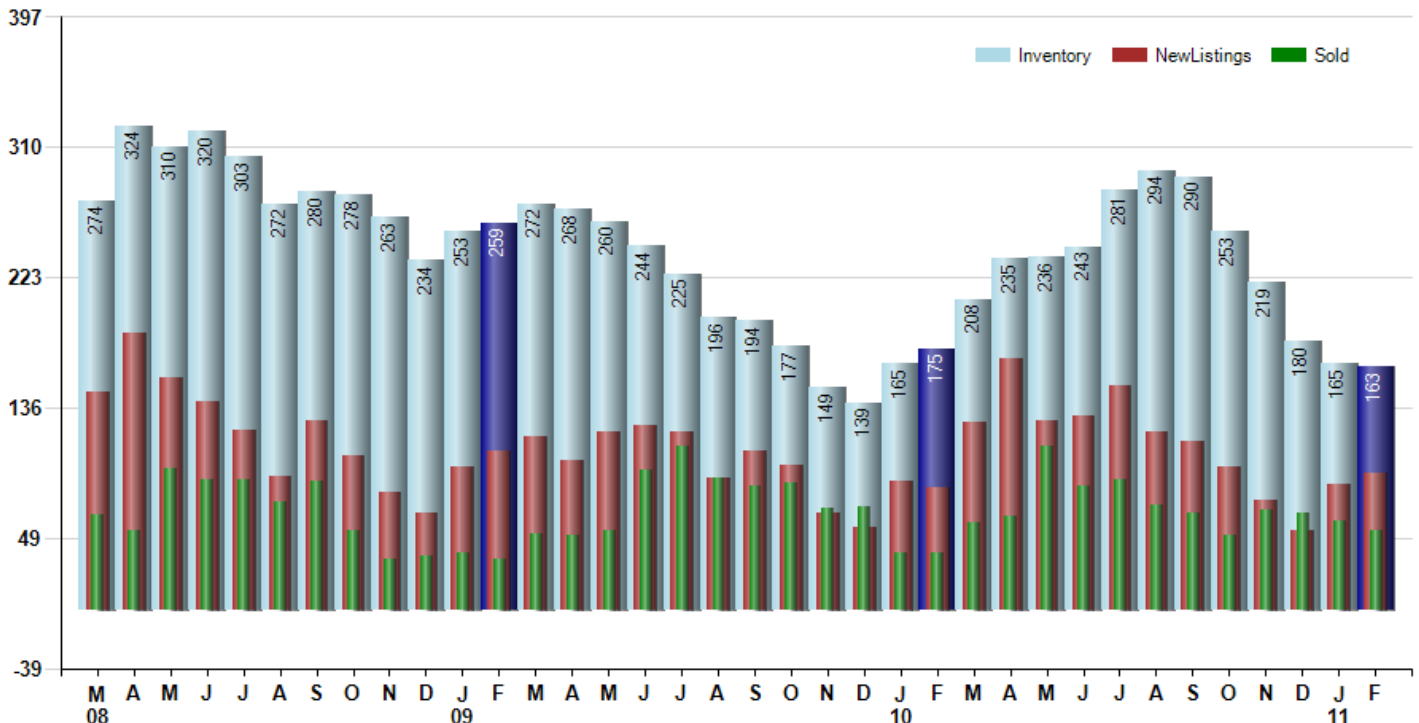
Selling Price vs Original Listing Price

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 99.3% was down from 108.6% last month and down from 100.2% in February of last year.



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 92, up 9.5% from 84 last month and up 12.2% from 82 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	64	54	95	87	87	73	86	54	34	36	39	34	51	50	53	94	110	89	83	85	68	69	39	39	59	63	110	83	87	70	65	50	67	65	60	53
3 Mo. Roll Avg			71	79	90	82	82	71	58	41	36	36	41	45	51	66	86	98	94	86	79	74	59	49	46	54	77	85	93	80	74	62	61	61	64	59

	(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	865	840	835	788	785	650	713	636	588	618	530	475	500	516	575	645	681	585	628	620	644	678	470	710	620	696	685	748	735	595	770	582	549	550	538	590
3 Mo. Roll Avg			847	821	803	741	716	666	645	614	578	541	502	497	530	579	634	637	631	611	631	647	597	619	600	675	667	710	723	693	700	649	633	560	545	559

	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	274	324	310	320	303	272	280	278	263	234	253	259	272	268	260	244	225	196	194	177	149	139	165	175	208	235	236	243	281	294	290	253	219	180	165	163
MSI	4	6	3	4	3	4	3	5	8	7	6	8	5	5	5	3	2	2	2	2	2	2	4	4	4	4	2	3	3	4	4	5	3	3	3	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	39	28	32	26	30	40	47	35	36	52	53	78	56	57	53	52	45	56	44	41	47	36	32	30	40	35	42	32	47	34	35	38	45	55	41	72
3 Mo. Roll Avg			33	29	29	32	39	41	39	41	47	61	62	64	55	54	50	51	48	47	44	41	38	33	34	35	39	36	40	38	39	36	39	46	47	56

	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	532	564	535	533	530	499	505	498	458	473	435	427	417	448	431	455	457	442	435	468	445	469	428	491	445	471	464	482	467	465	481	412	453	400	428	399
3 Mo. Roll Avg			544	544	533	521	511	501	487	476	455	445	426	431	432	445	448	451	445	448	449	461	447	463	455	469	460	472	471	471	471	453	449	422	427	409

	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	0.990	1.014	0.989	0.995	0.999	0.992	0.986	0.986	0.972	0.994	0.976	0.971	0.976	0.978	0.969	0.987	0.981	0.990	1.006	1.001	0.993	1.001	1.017	1.002	1.003	1.003	1.002	1.009	0.990	0.989	0.992	0.990	0.997	0.981	1.086	0.993
3 Mo. Roll Avg			0.998	0.999	0.994	0.995	0.992	0.988	0.981	0.984	0.981	0.980	0.974	0.975	0.974	0.978	0.979	0.986	0.992	0.999	1.000	0.998	1.004	1.007	1.007	1.003	1.003	1.005	1.000	0.996	0.990	0.990	0.993	0.989	1.021	1.020

	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	146	185	156	140	120	90	127	104	79	65	96	107	116	100	119	124	119	89	107	97	65	56	86	82	126	168	127	130	150	119	113	96	74	53	84	92
Inventory	274	324	310	320	303	272	280	278	263	234	253	259	272	268	260	244	225	196	194	177	149	139	165	175	208	235	236	243	281	294	290	253	219	180	165	163
Sales	64	54	95	87	87	73	86	54	34	36	39	34	51	50	53	94	110	89	83	85	68	69	39	39	59	63	110	83	87	70	65	50	67	65	60	53

	(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	858	829	821	827	765	741	731	693	644	636	621	560	570	604	614	681	695	630	642	643	663	699	620	679	651	729	707	751	740	669	711	604	634	587	598	625
3 Mo. Roll Avg			836	826	805	778	746	722	689	658	634	606	584	578	596	633	663	669	656	638	649	668	661	666	650	686	695	729	733	720	707	661	650	609	607	603

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.

