

Zip Code: 95124

Daniel Pizano

International Diamond Society, e-PRO
 408.460.8401
 daniel.pizano@cbnocal.com
 www.danielpizano.com



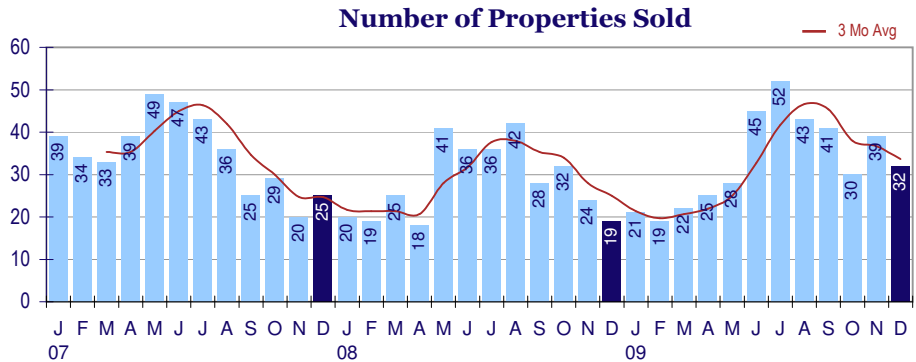
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$629,000	↓		↓				
Average List Price of all Current Listings	\$669,655	↓		↓				
December Median Sales Price	\$605,000	↓	↓	↓	\$0		↓	
December Average Sales Price	\$657,945	↑	↑	↔	\$0		↓	
Total Properties Currently for Sale (Inventory)	44	↓		↓				
December Number of Properties Sold	32	↓		↑	397	↑		
December Average Days on Market (Solds)	51	↑	↑	↔	0		↓	
Asking Price per Square Foot (based on New Listings)	\$430	↑	↑	↑	\$0		↓	
December Sold Price per Square Foot	\$407	↑	↔	↓	\$0		↓	
December Month's Supply of Inventory	1.4	↓	↑	↓	3.4	↓	↓	
December Sale Price vs List Price Ratio	97.8%	↓	↑	↑	0.0%		↓	

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

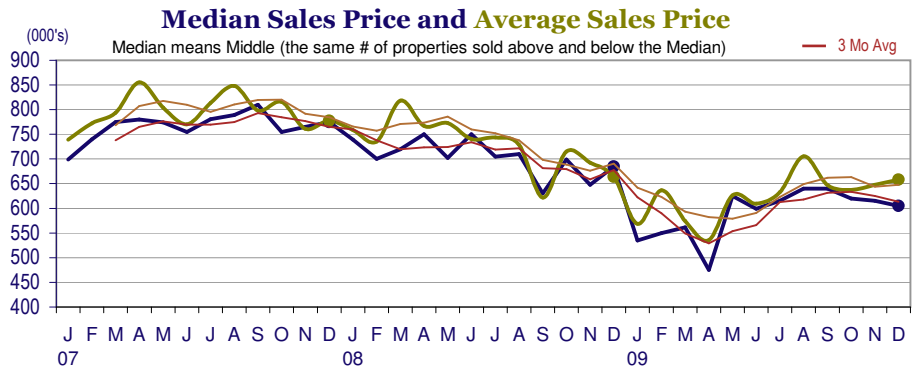
Property Sales

December Property sales were 32, up 68.4% from 19 in December of 2008 and -17.9% lower than the 39 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 397 are running 16.8% ahead of last year's year-to-date sales of 340.



Prices

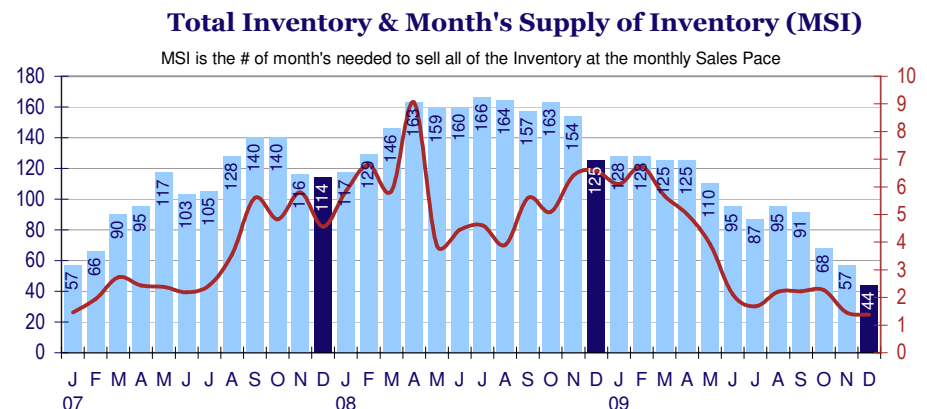
The Median Sales Price in December was \$605,000, down -11.7% from \$685,000 in December of 2008 and down -1.6% from \$615,000 last month. The Average Sales Price in December was \$657,945, down -0.9% from \$664,000 in December of 2008 and up 1.6% from \$647,487 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 44, down -22.8% from 57 last month and down -64.8% from 125 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 1.4 months was at its lowest level compared with December of 2008 and 2007.



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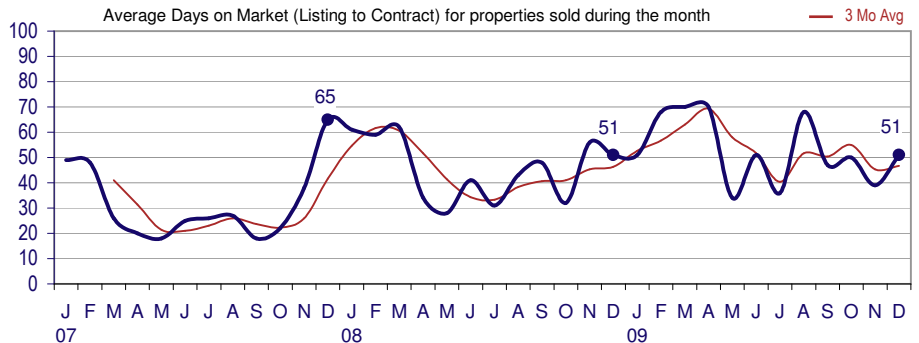
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Market Time

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 30.8% from 39 days last month and equal to 51 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

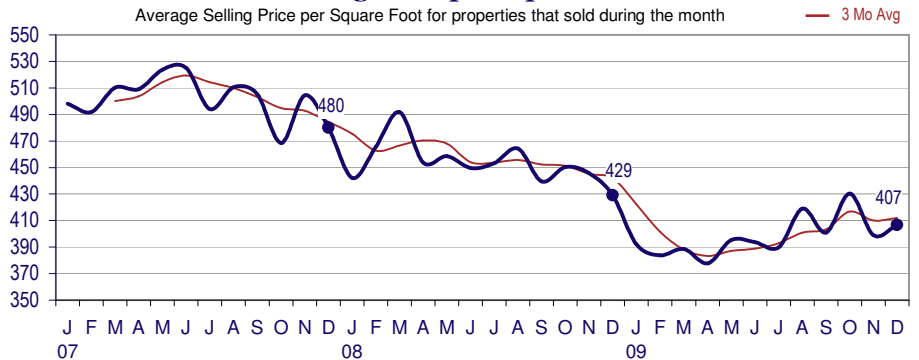
Days On Market for Sold Properties



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 \$407 was up 1.9% from \$399 last month and down -5.2% from 429 in December of last year.

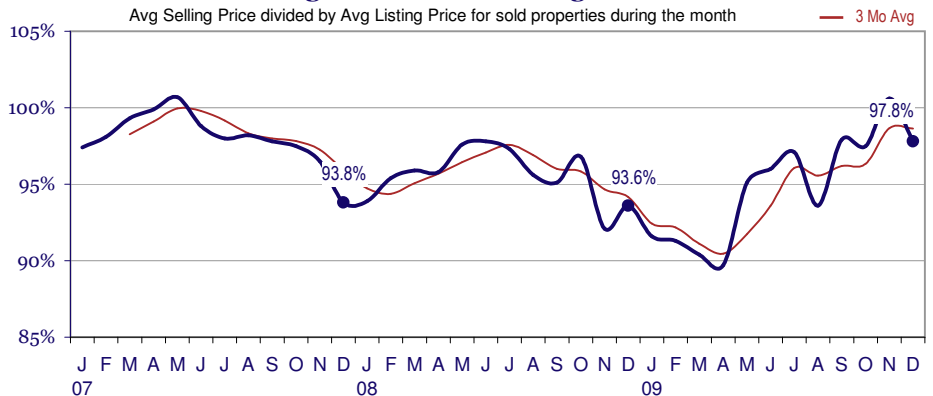
Selling Price per Square Foot



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 97.8% was down from 100.6% last month and up from 93.6% in December of last year.

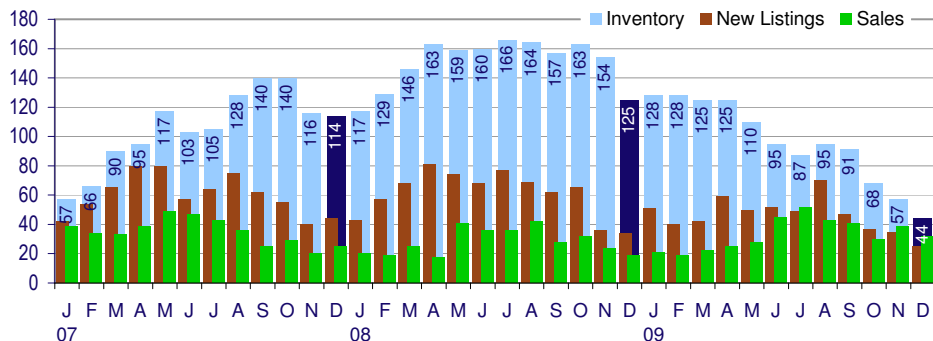
Selling Price versus Listing Price Ratio



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 25, down -28.6% from 35 last month and down -26.5% from 34 in December of last year.

Inventory / New Listings / Sales



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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	39	34	33	39	49	47	43	36	25	29	20	25	20	19	25	18	41	36	36	42	28	32	24	19	21	19	22	25	28	45	52	43	41	30	39	32
3 Mo. Roll Avg			35	35	40	45	46	42	35	30	25	25	22	21	21	21	28	32	38	38	35	34	28	25	21	20	21	22	25	33	42	47	45	38	37	34

(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	699	740	775	780	774	755	781	789	810	755	765	775	739	700	720	750	702	750	705	710	630	699	648	685	535	550	562	475	625	599	615	640	640	620	615	605
3 Mo. Roll Avg			738	765	776	770	770	775	793	785	777	765	760	738	720	723	724	734	719	722	682	680	659	677	623	590	549	529	554	566	613	618	632	633	625	613

	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	57	66	90	95	117	103	105	128	140	140	116	114	117	129	146	163	159	160	166	164	157	163	154	125	128	128	125	125	110	95	87	95	91	68	57	44
MSI	1	2	3	2	2	2	2	4	6	5	6	5	6	7	6	9	4	4	5	4	6	5	6	7	6	7	6	5	4	2	2	2	2	2	1	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	49	48	26	20	18	25	26	27	18	22	38	65	61	59	62	34	28	41	31	43	48	32	56	51	51	68	70	70	34	51	36	68	47	50	39	51
3 Mo. Roll Avg			41	31	21	21	23	26	24	22	26	42	55	62	61	52	41	34	33	38	41	41	45	46	53	57	63	69	58	52	40	52	50	55	45	47

	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	498	492	510	509	524	525	494	510	505	469	504	480	442	466	492	454	459	450	453	464	439	450	446	429	392	384	389	378	395	394	390	419	401	430	399	407
3 Mo. Roll Avg			500	504	514	519	514	510	503	495	493	484	475	463	466	470	468	454	454	456	452	451	445	442	422	402	388	383	387	389	393	401	403	417	410	412

	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	0.974	0.981	0.993	0.999	1.007	0.988	0.980	0.982	0.978	0.975	0.965	0.938	0.939	0.954	0.959	0.958	0.976	0.978	0.973	0.956	0.951	0.968	0.921	0.936	0.916	0.913	0.904	0.897	0.951	0.960	0.971	0.936	0.979	0.975	1.006	0.978
3 Mo. Roll Avg			0.983	0.991	1.000	0.998	0.992	0.983	0.980	0.978	0.973	0.959	0.947	0.944	0.951	0.957	0.964	0.971	0.976	0.969	0.960	0.958	0.947	0.942	0.924	0.922	0.911	0.905	0.917	0.936	0.961	0.956	0.962	0.963	0.987	0.986

	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	42	54	65	80	80	57	64	75	62	55	40	44	43	57	68	81	74	68	77	69	62	65	36	34	51	40	42	59	50	52	49	70	47	37	35	25
Inventory	57	66	90	95	117	103	105	128	140	140	116	114	117	129	146	163	159	160	166	164	157	163	154	125	128	128	125	125	110	95	87	95	91	68	57	44
Sales	39	34	33	39	49	47	43	36	25	29	20	25	20	19	25	18	41	36	36	42	28	32	24	19	21	19	22	25	28	45	52	43	41	30	39	32

(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	739	772	794	856	804	770	814	848	798	816	761	777	759	735	818	767	773	741	744	729	622	715	692	664	568	637	575	536	627	609	633	705	647	637	647	658
3 Mo. Roll Avg			768	807	818	810	796	811	820	821	792	785	766	757	771	774	786	760	752	738	698	688	676	690	642	623	593	582	579	591	623	649	662	663	644	648

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