

City: San Jose



Daniel Pizano

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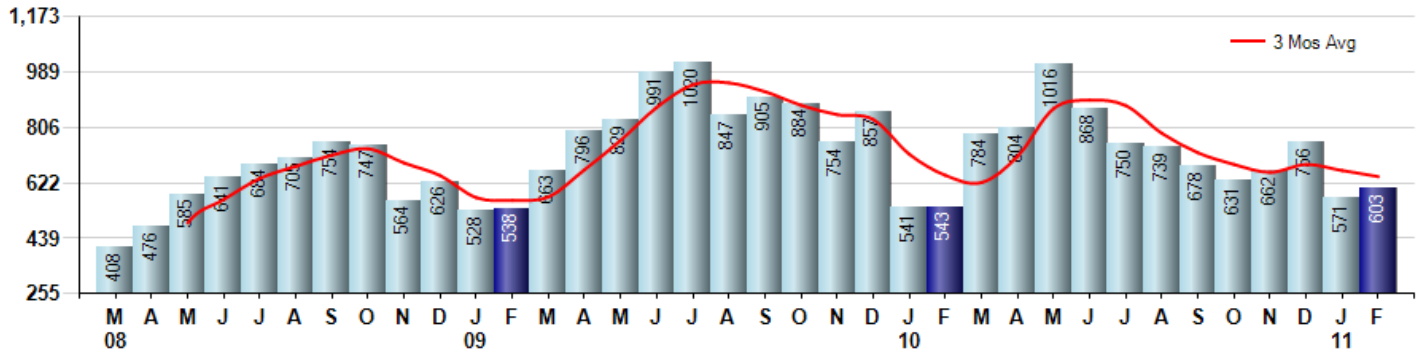
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$420,000	↑		↑				
Average List Price of all Current Listings	\$506,534	↑		↑				
February Median Sales Price	\$370,000	↓	↓	↓	↓	\$385,000	↓	↓
February Average Sales Price	\$443,311	↔	↓	↓	↓	\$444,067	↓	↓
Total Properties Currently for Sale (Inventory)	2,307	↓		↓				
February Number of Properties Sold	603	↑		↑		1,174	↑	
February Average Days on Market (Solds)	70	↓	↑	↑	↑	72	↑	↑
Asking Price per Square Foot (based on New Listings)	\$315	↑	↑	↔	↔	\$307	↓	↓
February Sold Price per Square Foot	\$285	↓	↓	↓	↓	\$287	↓	↓
February Month's Supply of Inventory	3.8	↓	↓	↓	↓	4.1	↓	↓
February Sale Price vs List Price Ratio	99.0%	↔	↑	↓	↓	98.5%	↓	↓

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

Property Sales

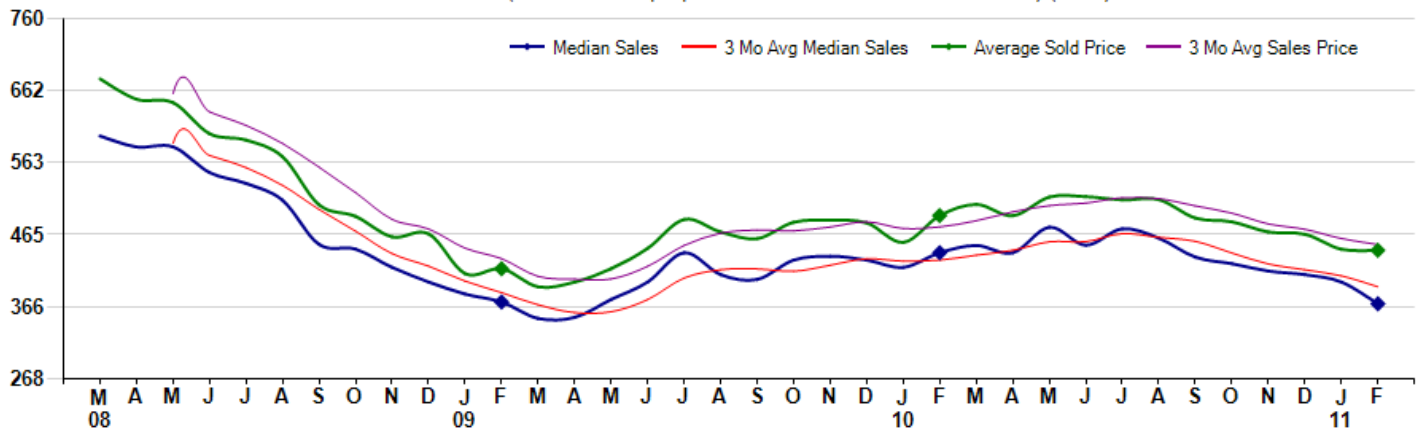
February Property sales were 603, up 11.0% from 543 in February of 2010 and 5.6% higher than the 571 sales last month. February 2011 sales were at their highest level compared to February of 2010 and 2009. February YTD sales of 1,174 are running 8.3% ahead of last year's year-to-date sales of 1,084.



Prices

The Median Sales Price in February was \$370,000, down -15.9% from \$440,000 in February of 2010 and down -7.5% from \$400,000 last month. The Average Sales Price in February was \$443,311, down -9.7% from \$490,973 in February of 2010 and down -0.3% from \$444,865 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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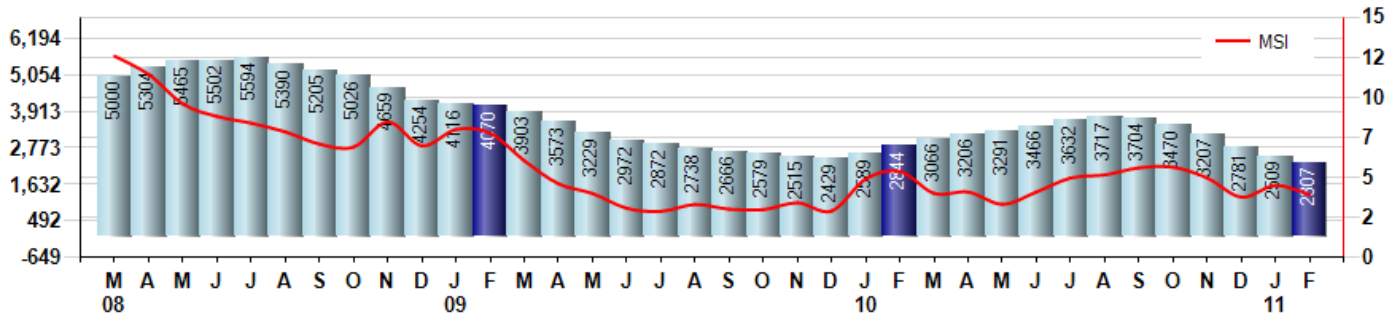
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 2,307, down -8.1% from 2,509 last month and down -18.9% from 2,844 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 3.8 months was at its lowest level compared with February of 2010 and 2009.

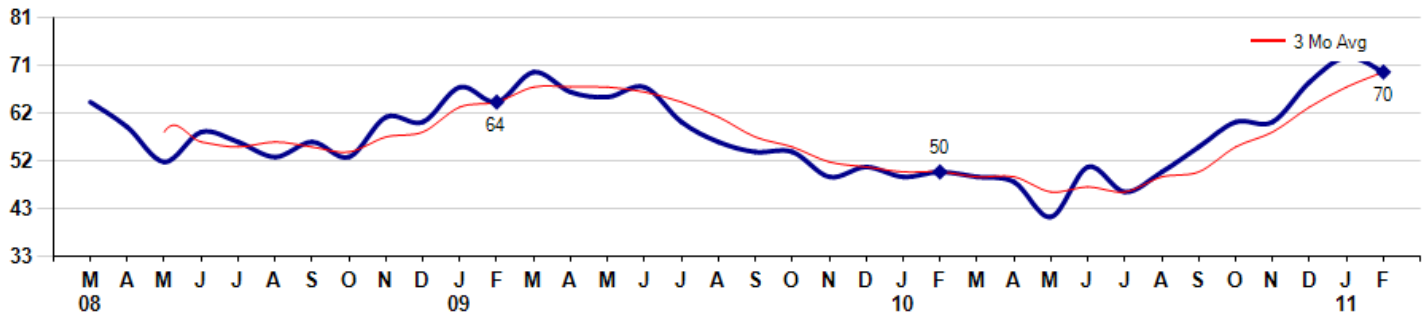
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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, down -4.1% from 73 days last month and up 40.0% from 50 days in February of last year. The February 2011 DOM was at its highest level compared with February of 2010 and 2009.

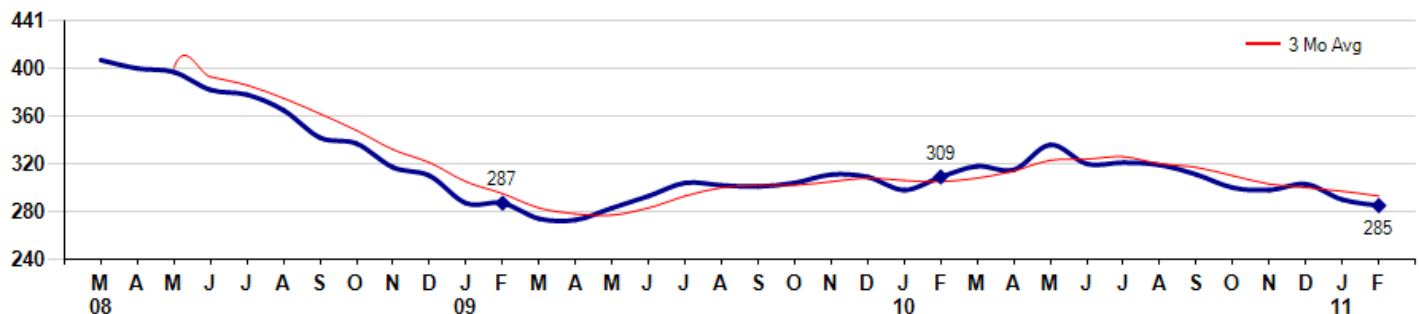
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$285 was down -1.7% from \$290 last month and down -7.8% from \$309 in February of last year.

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



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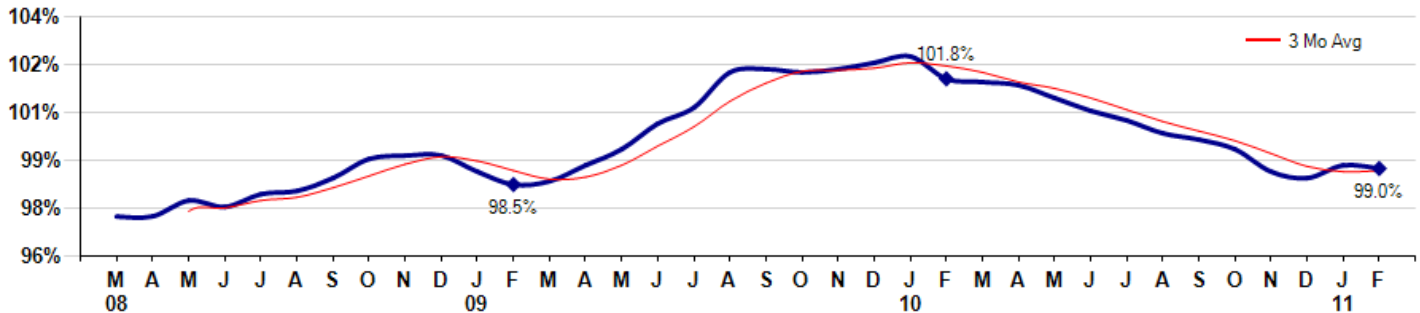


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Selling Price vs Original Listing Price

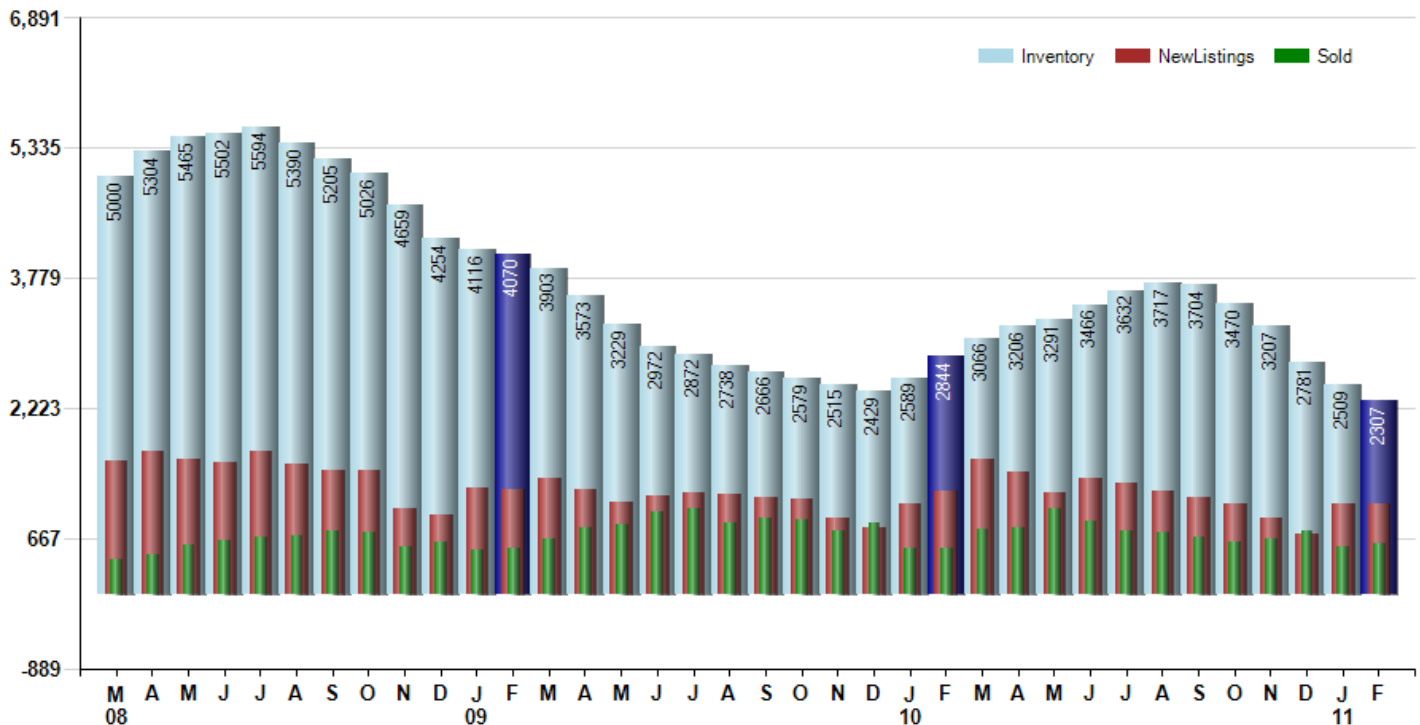
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2011 Selling Price vs Original List Price of 99.0% was down from 99.1% last month and down from 101.8% 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 1074, up 0.1% from 1,073 last month and down -12.4% from 1,226 in February of last year.



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MARKET ACTION REPORT

February 2011

City: *San Jose*



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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	408	476	585	641	684	705	754	747	564	626	528	538	663	796	829	991	1,020	847	905	884	754	857	541	543	784	804	1,016	868	750	739	678	631	662	756	571	603
3 Mo. Roll Avg			490	567	637	677	714	735	688	646	573	564	576	666	763	872	947	953	924	879	848	832	717	647	623	710	868	896	878	786	722	683	657	683	663	643

	(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	600	585	585	550	535	512	452	445	420	400	383	373	350	352	376	400	440	410	404	430	435	430	420	440	450	440	475	451	473	460	434	425	415	410	400	370
3 Mo. Roll Avg			590	573	557	532	500	470	439	422	401	385	369	358	359	376	405	417	418	415	423	432	428	430	437	443	455	455	466	461	456	440	425	417	408	393

	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	5,000	5,304	5,465	5,502	5,594	5,390	5,205	5,026	4,659	4,254	4,116	4,070	3,903	3,573	3,229	2,972	2,872	2,738	2,666	2,579	2,515	2,429	2,589	2,844	3,066	3,206	3,291	3,466	3,632	3,717	3,704	3,470	3,207	2,781	2,509	2,307
MSI	12	11	9	9	8	8	7	7	8	7	8	8	6	4	4	3	3	3	3	3	3	3	5	5	4	4	3	4	5	5	5	5	5	4	4	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	64	59	52	58	56	53	56	53	61	60	67	64	70	66	65	67	60	56	54	54	49	51	49	50	49	48	41	51	46	50	55	60	60	68	73	70
3 Mo. Roll Avg			58	56	55	56	55	54	57	58	63	64	67	67	67	66	64	61	57	55	52	51	50	50	49	49	46	47	46	49	50	55	58	63	67	70

	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	407	400	397	382	378	365	342	337	317	310	287	287	274	273	283	293	304	302	301	304	311	309	298	309	318	315	336	320	321	319	311	300	298	303	290	285
3 Mo. Roll Avg			401	393	386	375	362	348	332	321	305	295	283	278	277	283	293	300	302	302	305	308	306	305	308	314	323	324	326	320	317	310	303	300	297	293

	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	0.975	0.980	0.978	0.982	0.983	0.987	0.993	0.994	0.994	0.989	0.985	0.986	0.991	0.996	1.004	1.009	1.020	1.021	1.020	1.021	1.023	1.025	1.018	1.017	1.016	1.012	1.008	1.005	1.001	0.999	0.996	0.989	0.987	0.991	0.990
3 Mo. Roll Avg			0.977	0.978	0.980	0.981	0.984	0.988	0.991	0.994	0.992	0.989	0.987	0.987	0.991	0.997	1.003	1.011	1.017	1.020	1.021	1.021	1.023	1.022	1.020	1.017	1.015	1.012	1.008	1.005	1.002	0.999	0.995	0.991	0.989	0.989

	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	1,598	1,715	1,609	1,575	1,709	1,556	1,484	1,488	1,028	949	1,272	1,244	1,382	1,257	1,104	1,170	1,204	1,186	1,156	1,140	918	798	1,080	1,226	1,608	1,465	1,220	1,376	1,322	1,240	1,157	1,084	904	725	1,073	1,074
Inventory	5,000	5,304	5,465	5,502	5,594	5,390	5,205	5,026	4,659	4,254	4,116	4,070	3,903	3,573	3,229	2,972	2,872	2,738	2,666	2,579	2,515	2,429	2,589	2,844	3,066	3,206	3,291	3,466	3,632	3,717	3,704	3,470	3,207	2,781	2,509	2,307
Sales	408	476	585	641	684	705	754	747	564	626	528	538	663	796	829	991	1,020	847	905	884	754	857	541	543	784	804	1,016	868	750	739	678	631	662	756	571	603

	(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	678	650	646	603	594	572	506	490	462	466	411	418	393	400	418	446	486	468	459	482	485	481	454	491	506	491	516	517	513	513	488	482	468	465	445	443
3 Mo. Roll Avg			658	633	614	590	557	522	486	473	446	432	408	404	404	421	450	467	471	470	475	482	473	475	484	496	504	508	515	514	504	494	479	472	460	451

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