

City: Los Altos



Courtesy of
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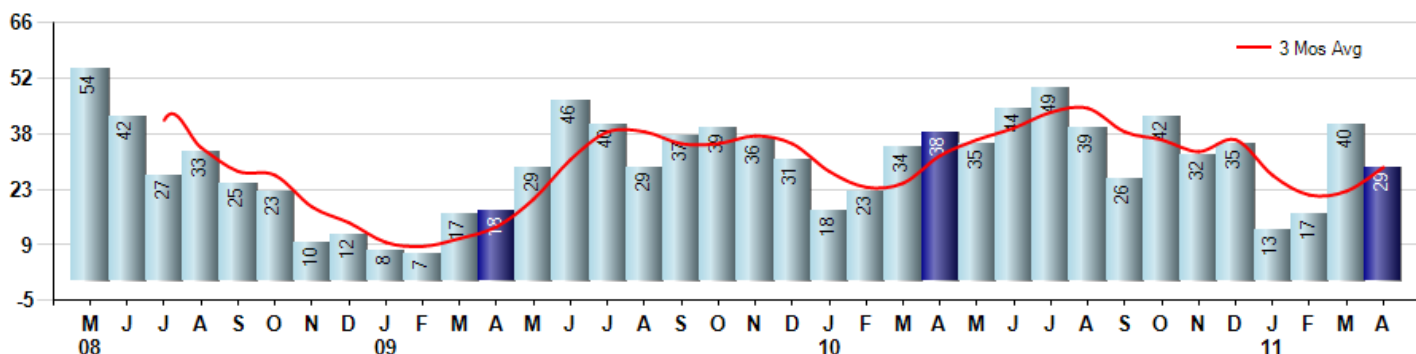
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,448,000	↓		↓				
Average List Price of all Current Listings	\$3,198,536	↓		↑				
April Median Sales Price	\$1,805,000	↑	↑	↑	↑	\$1,670,000	↑	↑
April Average Sales Price	\$2,297,848	↑	↑	↑	↑	\$2,114,758	↑	↑
Total Properties Currently for Sale (Inventory)	117	↑		↓				
April Number of Properties Sold	29	↓		↓		99	↓	
April Average Days on Market (Solds)	40	↓	↓	↓	↓	60	↑	↑
Asking Price per Square Foot (based on New Listings)	\$759	↑	↔	↑	↔	\$760	↔	↔
April Sold Price per Square Foot	\$774	↑	↑	↑	↑	\$722	↑	↑
April Month's Supply of Inventory	4.0	↑	↑	↓	↔	4.6	↓	↑
April Sale Price vs List Price Ratio	98.1%	↑	↑	↑	↑	96.0%	↓	↓

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

Property Sales

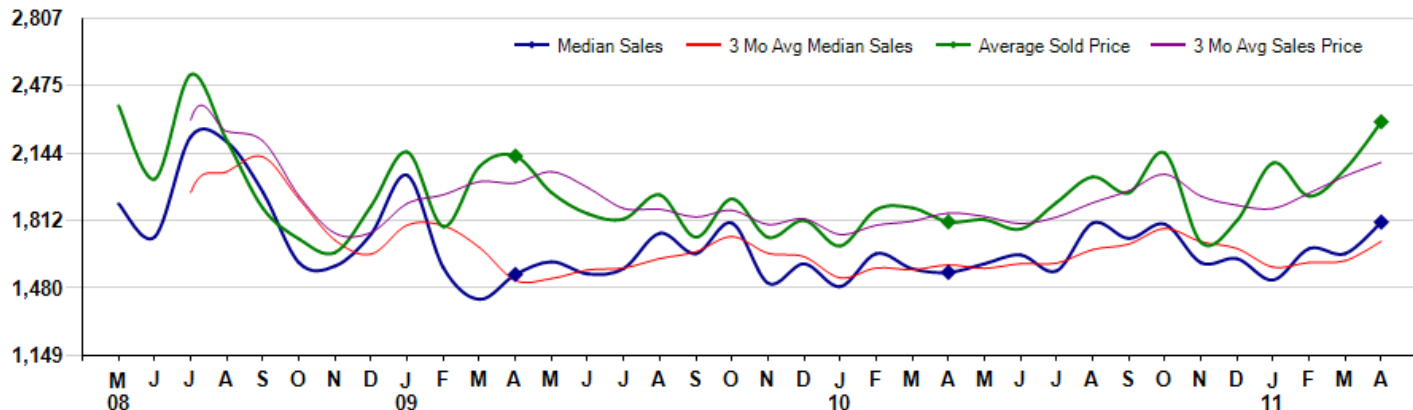
April Property sales were 29, down -23.7% from 38 in April of 2010 and -27.5% lower than the 40 sales last month. April 2011 sales were at a mid level compared to April of 2010 and 2009. April YTD sales of 99 are running -12.4% behind last year's year-to-date sales of 113.



Prices

The Median Sales Price in April was \$1,805,000, up 15.9% from \$1,557,500 in April of 2010 and up 9.4% from \$1,650,000 last month. The Average Sales Price in April was \$2,297,848, up 27.2% from \$1,805,874 in April of 2010 and up 11.2% from \$2,065,689 last month. April 2011 ASP was at highest level compared to April 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 5/1/2008 through 4/30/2011. 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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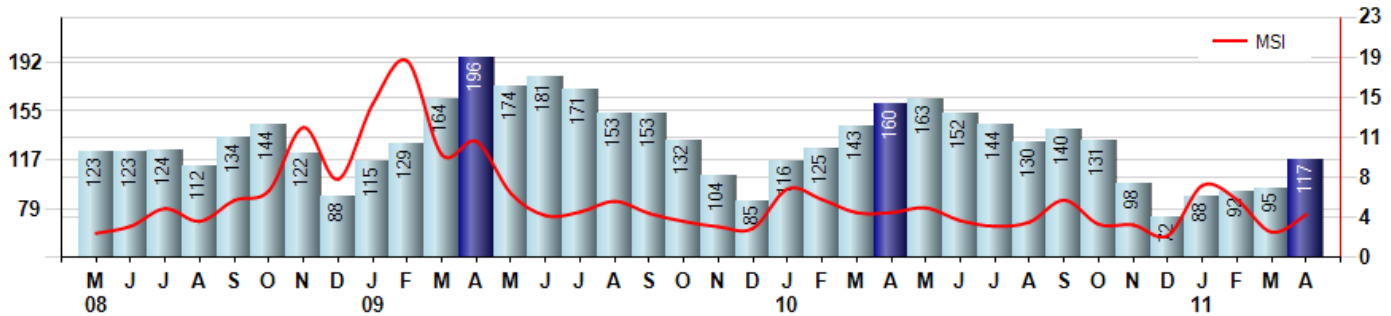
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 117, up 23.2% from 95 last month and down -26.9% from 160 in April of last year. April 2011 Inventory was at the lowest level compared to April of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 4.0 months was at its lowest level compared with April of 2010 and 2009.

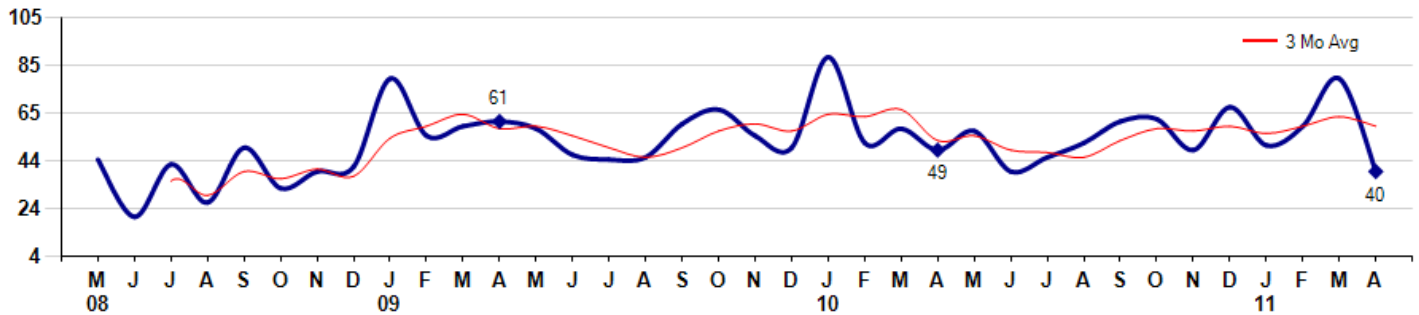
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 40, down -49.4% from 79 days last month and down -18.4% from 49 days in April of last year. The April 2011 DOM was at its lowest level compared with April of 2010 and 2009.

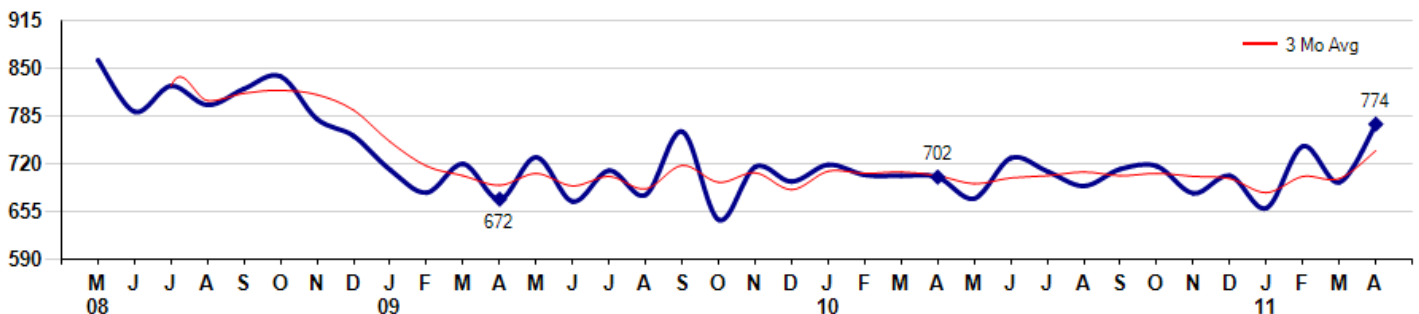
Average Days on Market (Listing to Contract) for properties sold during the month



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 April 2011 Selling Price per Square Foot of \$774 was up 11.4% from \$695 last month and up 10.3% from \$702 in April of last year.

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



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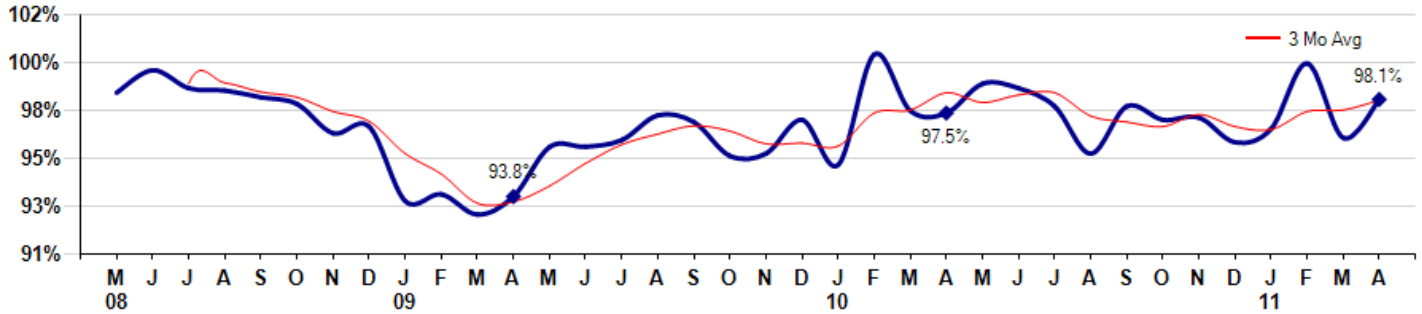


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Selling Price vs Original Listing Price

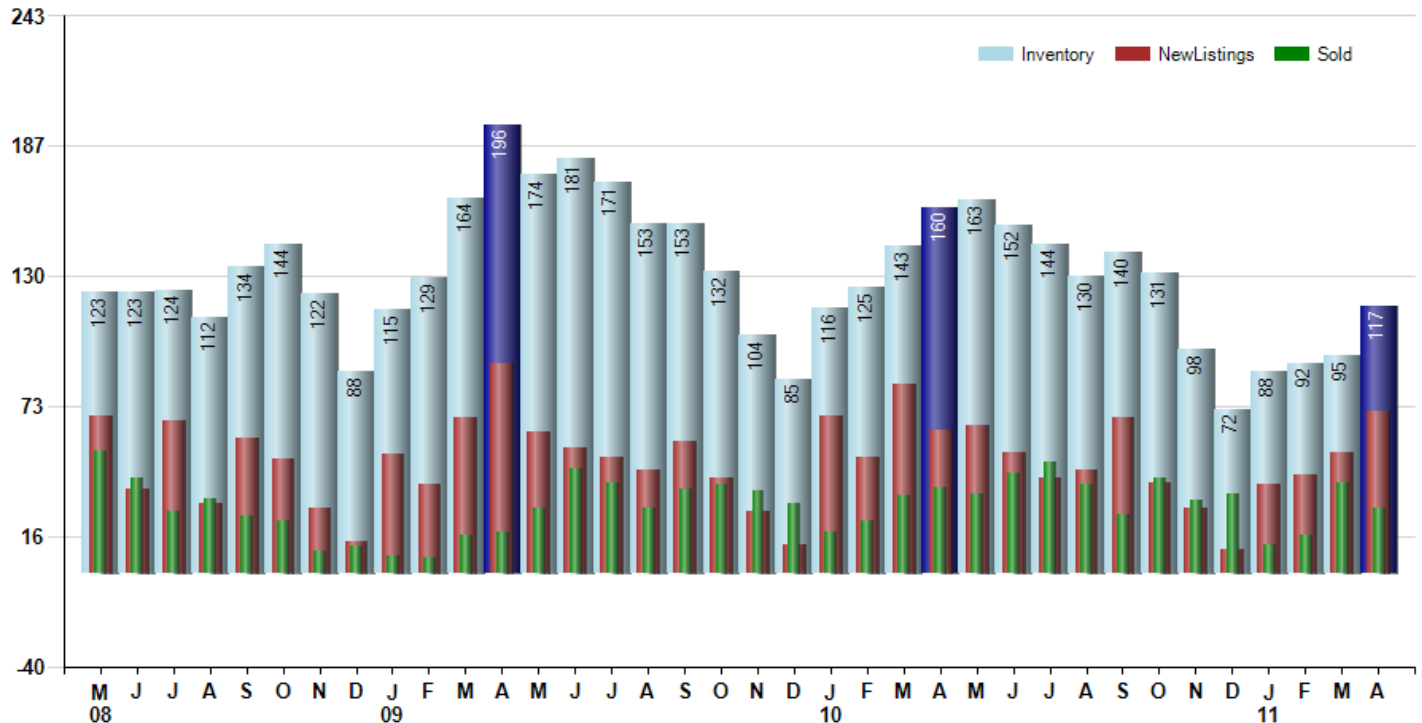
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2011 Selling Price vs Original List Price of 98.1% was up from 96.4% last month and up from 97.5% in April 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 April 2011 was 71, up 34.0% from 53 last month and up 12.7% from 63 in April of last year.



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MARKET ACTION REPORT

April 2011

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	M 08	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	M	A
Homes Sold	54	42	27	33	25	23	10	12	8	7	17	18	29	46	40	29	37	39	36	31	18	23	34	38	35	44	49	39	26	42	32	35	13	17	40	29
3 Mo. Roll Avg			41	34	28	27	19	15	10	9	11	14	21	31	38	38	35	35	37	35	28	24	25	32	36	39	43	44	38	36	33	36	27	22	23	29

	(000's) M 08	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	M	A
Median Sale Price	1,895	1,732	2,225	2,200	1,952	1,605	1,589	1,747	2,035	1,581	1,425	1,548	1,610	1,551	1,577	1,750	1,650	1,800	1,505	1,600	1,488	1,650	1,575	1,558	1,600	1,644	1,565	1,800	1,725	1,795	1,605	1,625	1,520	1,675	1,650	1,805
3 Mo. Roll Avg			1,951	2,052	2,126	1,919	1,715	1,647	1,790	1,788	1,680	1,518	1,528	1,569	1,579	1,626	1,659	1,733	1,652	1,635	1,531	1,579	1,571	1,594	1,578	1,600	1,603	1,670	1,697	1,773	1,708	1,675	1,583	1,607	1,615	1,710

	M 08	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	M	A
Inventory	123	123	124	112	134	144	122	88	115	129	164	196	174	181	171	153	153	132	104	85	116	125	143	160	163	152	144	130	140	131	98	72	88	92	95	117
MSI	2	3	5	3	5	6	12	7	14	18	10	11	6	4	4	5	4	3	3	3	6	5	4	4	5	3	3	3	5	3	3	2	7	5	2	4

	M 08	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	M	A
Days On Market	45	21	43	27	50	33	40	42	79	55	59	61	58	47	45	46	60	66	55	50	88	52	58	49	57	40	46	52	61	62	49	67	51	59	79	40
3 Mo. Roll Avg			36	30	40	37	41	38	54	59	64	58	59	55	50	46	50	57	60	57	64	63	66	53	55	49	48	46	53	58	57	59	56	59	63	59

	M 08	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	M	A
Price per Sq Ft	861	791	826	800	822	839	781	758	712	681	720	672	729	669	711	678	764	644	716	696	719	705	704	702	673	728	710	690	713	717	680	704	660	744	695	774
3 Mo. Roll Avg			826	806	816	820	814	793	750	717	704	691	707	690	703	686	718	695	708	685	710	707	709	704	693	701	704	709	704	707	703	700	681	703	700	738

	M 08	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	M	A
Sale to List Price	0.984	0.994	0.986	0.985	0.982	0.979	0.966	0.969	0.936	0.939	0.930	0.938	0.960	0.960	0.963	0.974	0.971	0.956	0.957	0.972	0.952	1.001	0.976	0.975	0.988	0.986	0.978	0.957	0.978	0.972	0.973	0.962	0.968	0.997	0.964	0.981
3 Mo. Roll Avg			0.988	0.988	0.984	0.982	0.976	0.971	0.957	0.948	0.935	0.936	0.943	0.953	0.961	0.966	0.969	0.967	0.961	0.962	0.960	0.975	0.976	0.984	0.980	0.983	0.984	0.974	0.971	0.969	0.974	0.969	0.968	0.976	0.976	0.981

	M 08	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	M	A
New Listings	69	37	67	31	59	50	29	14	52	39	68	92	62	55	51	45	58	42	27	13	69	51	83	63	65	53	42	45	68	40	29	11	39	43	53	71
Inventory	123	123	124	112	134	144	122	88	115	129	164	196	174	181	171	153	153	132	104	85	116	125	143	160	163	152	144	130	140	131	98	72	88	92	95	117
Sales	54	42	27	33	25	23	10	12	8	7	17	18	29	46	40	29	37	39	36	31	18	23	34	38	35	44	49	39	26	42	32	35	13	17	40	29

	(000's) M 08	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	M	A
Avg Sale Price	2,377	2,017	2,531	2,206	1,873	1,722	1,655	1,884	2,150	1,783	2,078	2,129	1,950	1,847	1,820	1,939	1,731	1,919	1,730	1,814	1,688	1,866	1,875	1,806	1,817	1,770	1,901	2,027	1,948	2,144	1,705	1,813	2,096	1,932	2,066	2,298
3 Mo. Roll Avg			2,308	2,251	2,203	1,934	1,750	1,754	1,896	1,939	2,004	1,997	2,052	1,975	1,872	1,868	1,830	1,863	1,793	1,821	1,744	1,789	1,809	1,849	1,832	1,798	1,830	1,900	1,959	2,040	1,933	1,888	1,871	1,947	2,031	2,099

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