

MLS Area: Los Altos Hills #221



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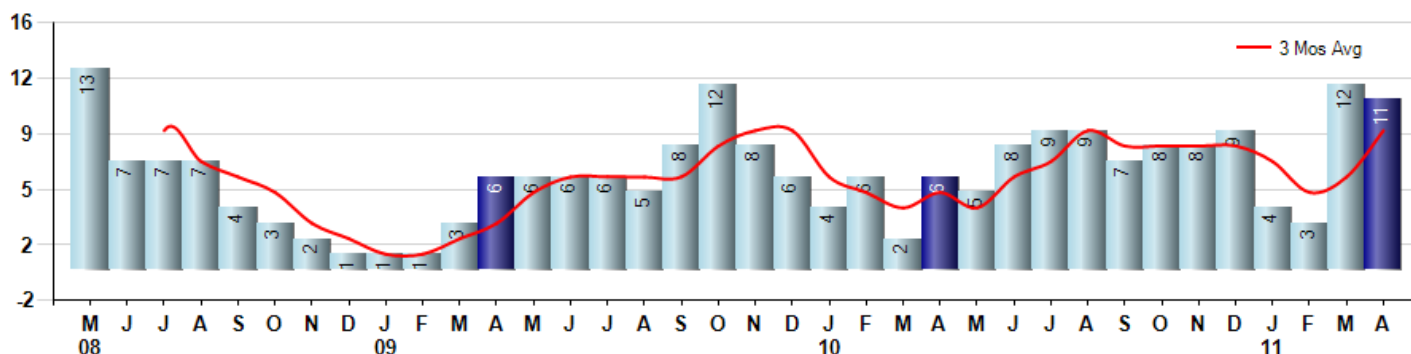
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,947,000	↓		↔				
Average List Price of all Current Listings	\$4,299,692	↓		↑				
April Median Sales Price	\$2,425,000	↑	↔	↓	↑	\$2,412,500	↓	↑
April Average Sales Price	\$3,073,773	↓	↔	↑	↑	\$3,054,072	↑	↑
Total Properties Currently for Sale (Inventory)	54	↑		↓				
April Number of Properties Sold	11	↓		↑		30	↑	
April Average Days on Market (Solds)	56	↓	↓	↓	↓	77	↓	↓
Asking Price per Square Foot (based on New Listings)	\$779	↑	↓	↔	↓	\$829	↓	↓
April Sold Price per Square Foot	\$937	↑	↑	↑	↑	\$797	↑	↑
April Month's Supply of Inventory	4.9	↑	↓	↓	↓	8.1	↓	↓
April Sale Price vs List Price Ratio	97.3%	↑	↑	↑	↑	93.1%	↓	↓

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

Property Sales

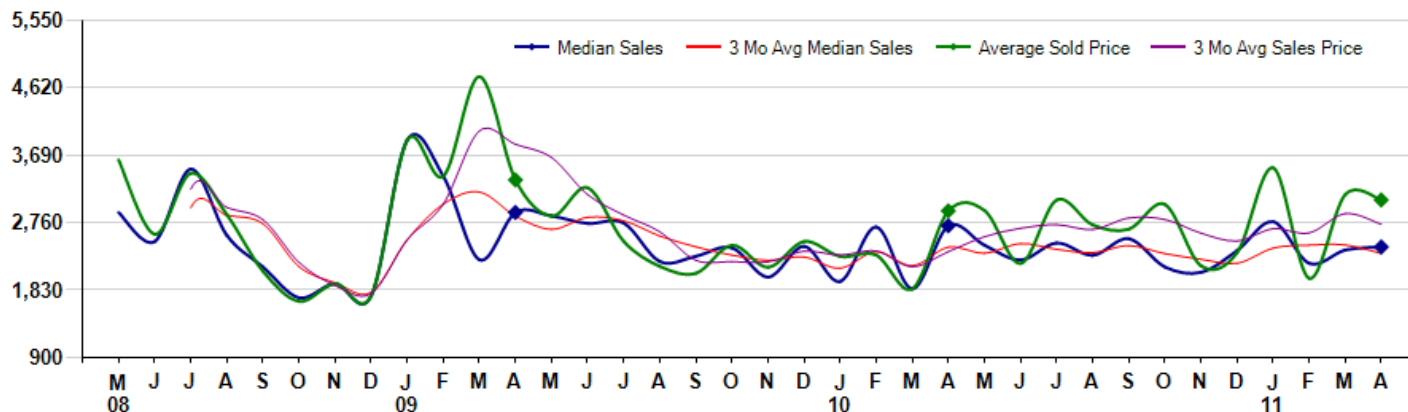
April Property sales were 11, up 83.3% from 6 in April of 2010 and -8.3% lower than the 12 sales last month. April 2011 sales were at their highest level compared to April of 2010 and 2009. April YTD sales of 30 are running 66.7% ahead of last year's year-to-date sales of 18.



Prices

The Median Sales Price in April was \$2,425,000, down -10.8% from \$2,717,500 in April of 2010 and up 1.7% from \$2,383,334 last month. The Average Sales Price in April was \$3,073,773, up 5.2% from \$2,922,500 in April of 2010 and down -2.3% from \$3,147,222 last month. April 2011 ASP was at a mid range 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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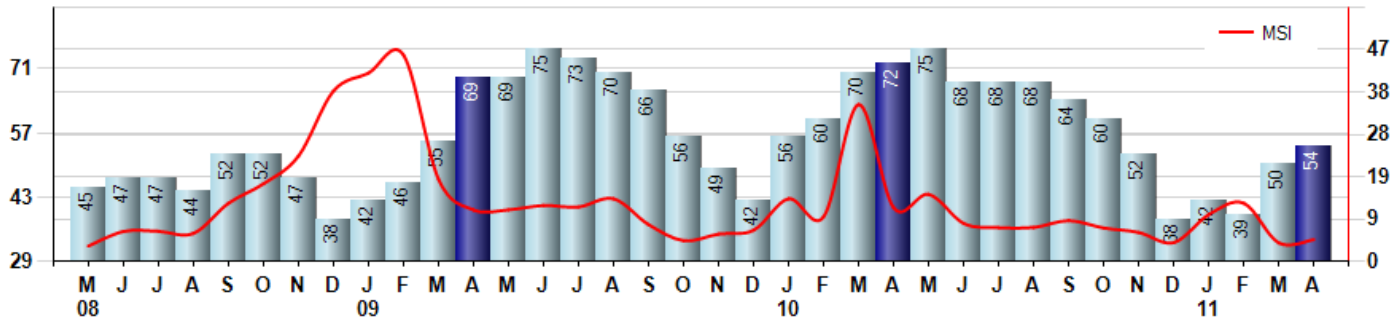
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 54, up 8.0% from 50 last month and down -25.0% from 72 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 4.9 months was at its lowest level compared with April of 2010 and 2009.

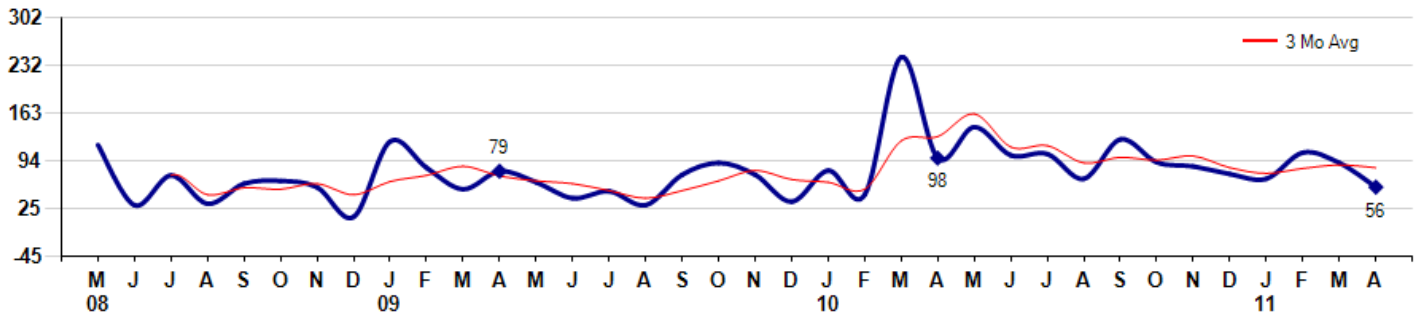
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 56, down -38.5% from 91 days last month and down -42.9% from 98 days in April of last year. The April 2011 DOM was at its lowest level compared with April of 2010 and 2009.

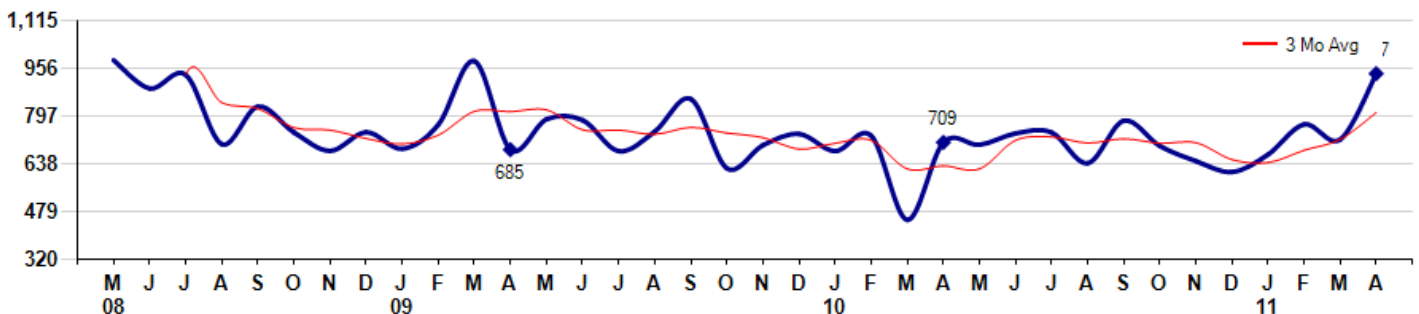
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$937 was up 30.3% from \$719 last month and up 32.2% from \$709 in April of last year.

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



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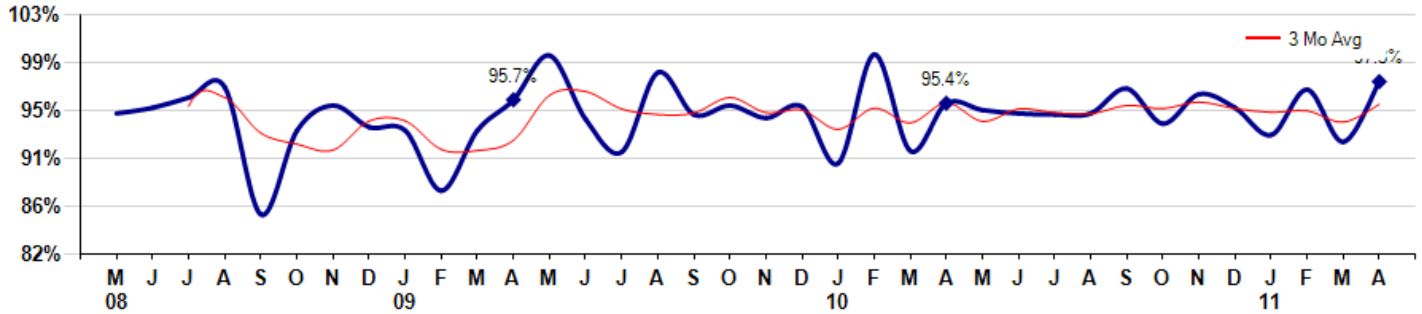


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Selling Price vs Original Listing Price

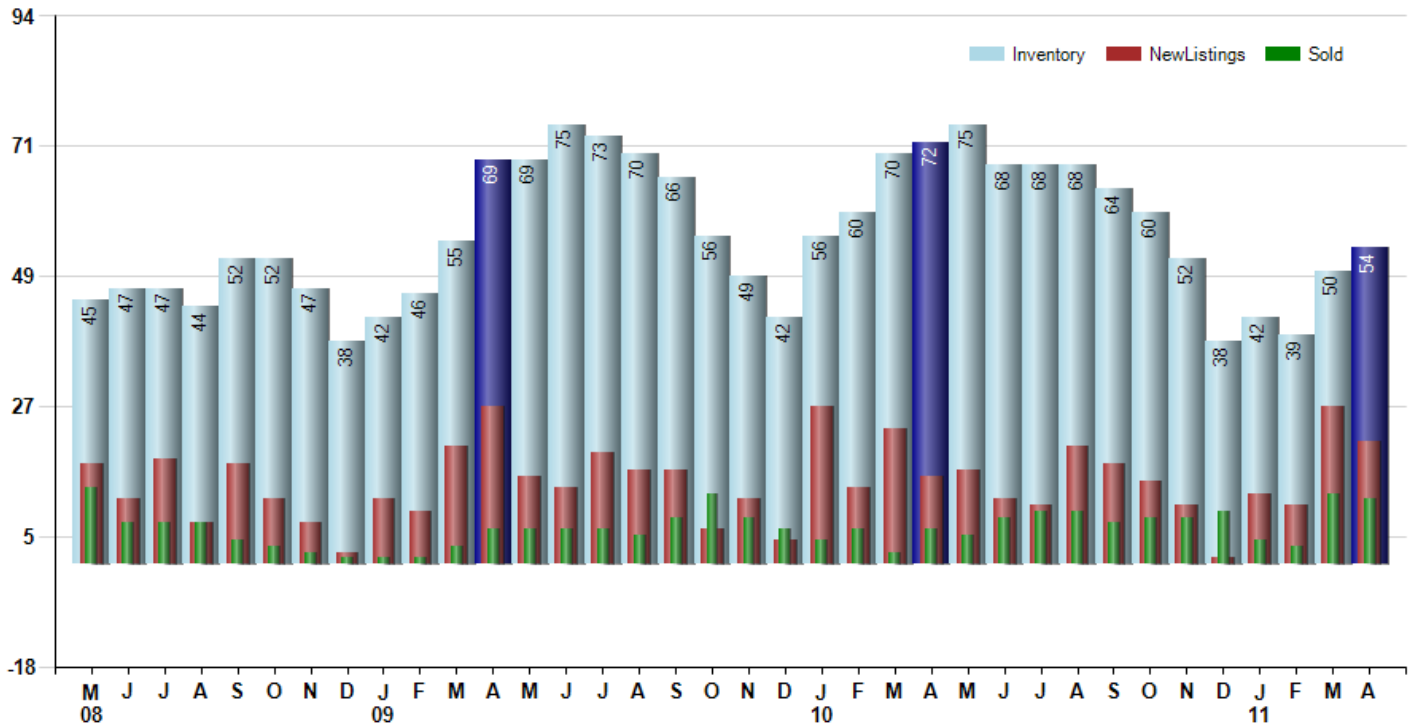
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2011 Selling Price vs Original List Price of 97.3% was up from 92.0% last month and up from 95.4% 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 21, down - 22.2% from 27 last month and up 40.0% from 15 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	13	7	7	7	4	3	2	1	1	1	3	6	6	6	6	5	8	12	8	6	4	6	2	6	5	8	9	9	7	8	8	9	4	3	12	11
3 Mo. Roll Avg			9	7	6	5	3	2	1	1	2	3	5	6	6	6	6	8	9	9	6	5	4	5	4	6	7	9	8	8	8	8	7	5	6	9

	(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	2,900	2,500	3,500	2,585	2,150	1,725	1,920	1,750	3,900	3,400	2,250	2,900	2,853	2,750	2,755	2,225	2,298	2,414	2,010	2,434	1,950	2,700	1,849	2,718	2,450	2,247	2,480	2,310	2,540	2,150	2,075	2,375	2,775	2,200	2,383	2,425
3 Mo. Roll Avg			2,967	2,862	2,745	2,153	1,932	1,798	2,523	3,017	3,183	2,850	2,668	2,834	2,786	2,577	2,426	2,312	2,241	2,286	2,131	2,361	2,166	2,422	2,339	2,471	2,392	2,346	2,443	2,333	2,255	2,200	2,408	2,450	2,453	2,336

	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	45	47	47	44	52	52	47	38	42	46	55	69	69	75	73	70	66	56	49	42	56	60	70	72	75	68	68	68	64	60	52	38	42	39	50	54
MSI	3	7	7	6	13	17	24	38	42	46	18	12	12	13	12	14	8	5	6	7	14	10	35	12	15	9	8	8	9	8	7	4	11	13	4	5

	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	117	30	73	32	61	65	56	13	122	84	53	79	63	40	50	30	74	91	74	35	80	45	244	98	143	102	104	68	125	92	86	75	68	106	91	56
3 Mo. Roll Avg			73	45	55	53	61	45	64	73	86	72	65	61	51	40	51	65	80	67	63	53	123	129	162	114	116	91	99	95	101	84	76	83	88	84

	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	982	888	933	703	828	742	681	743	688	768	979	685	786	783	680	745	853	623	700	737	680	731	452	709	701	739	742	640	781	697	647	611	669	769	719	937
3 Mo. Roll Avg			934	841	821	758	750	722	704	733	812	811	817	751	750	736	759	740	725	687	706	716	621	631	621	716	727	707	721	706	708	652	642	683	719	808

	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	0.945	0.950	0.959	0.968	0.856	0.930	0.952	0.933	0.930	0.877	0.930	0.957	0.996	0.940	0.911	0.981	0.944	0.952	0.941	0.951	0.901	0.997	0.912	0.954	0.948	0.945	0.944	0.945	0.967	0.936	0.962	0.950	0.926	0.966	0.920	0.973
3 Mo. Roll Avg			0.951	0.959	0.928	0.918	0.913	0.938	0.938	0.913	0.912	0.921	0.961	0.964	0.949	0.944	0.945	0.959	0.946	0.948	0.931	0.950	0.937	0.954	0.938	0.949	0.946	0.945	0.952	0.949	0.955	0.949	0.946	0.947	0.937	0.953

	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	17	11	18	7	17	11	7	2	11	9	20	27	15	13	19	16	16	6	11	4	27	13	23	15	16	11	10	20	17	14	10	1	12	10	27	21
Inventory	45	47	47	44	52	52	47	38	42	46	55	69	69	75	73	70	66	56	49	42	56	60	70	72	75	68	68	68	64	60	52	38	42	39	50	54
Sales	13	7	7	7	4	3	2	1	1	1	3	6	6	6	6	5	8	12	8	6	4	6	2	6	5	8	9	9	7	8	8	9	4	3	12	11

	(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	3,626	2,600	3,441	2,871	2,091	1,675	1,920	1,750	3,900	3,400	4,775	3,349	2,851	3,242	2,503	2,158	2,063	2,450	2,146	2,500	2,295	2,313	1,849	2,923	2,928	2,198	3,072	2,729	2,670	3,012	2,166	2,345	3,518	1,991	3,147	3,074
3 Mo. Roll Avg			3,222	2,970	2,801	2,212	1,895	1,782	2,523	3,017	4,025	3,841	3,658	3,147	2,865	2,634	2,241	2,224	2,220	2,365	2,314	2,369	2,152	2,361	2,566	2,683	2,732	2,666	2,824	2,804	2,616	2,508	2,676	2,618	2,885	2,737

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