

MARKET ACTION REPORT

September 2011

MLS Area: South Of El Monte
#214



Courtesy of
David Blockhus, CRS, GRI, E-Pro
650 917-4250
dblockhus@cbnocal.com
www.losaltshomes.com



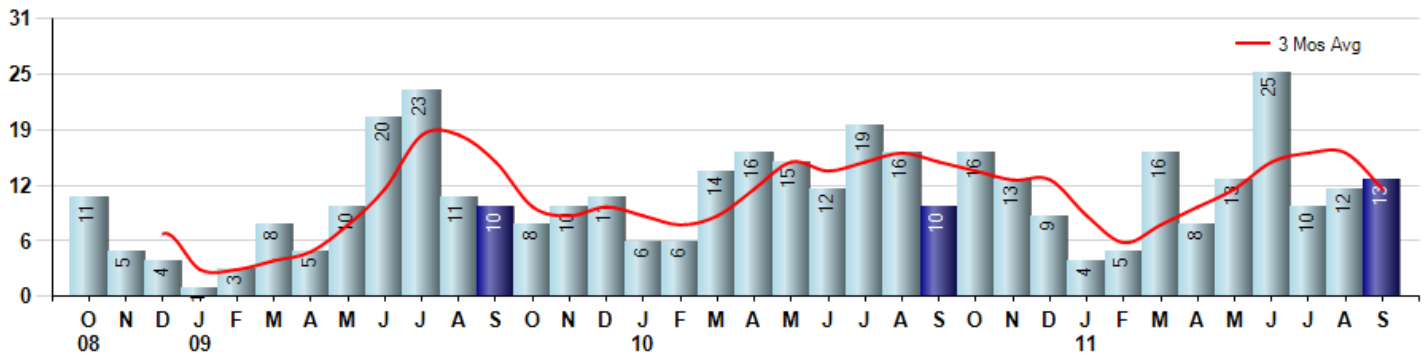
Price Range: \$10,000 and Up | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,725,000	-13%		4%				
Average List Price of all Current Listings	\$1,848,043	-12%		1%				
September Median Sales Price	\$1,400,000	-21%	-6%	-4%	-3%	\$1,525,000	5%	5%
September Average Sales Price	\$1,611,923	-17%	-4%	-3%	-1%	\$1,707,199	4%	5%
Total Properties Currently for Sale (Inventory)	21	-5%		-36%				
September Number of Properties Sold	13	8%		30%			-7%	
September Average Days on Market (Solds)	36	39%	33%	-3%	-22%	38	-12%	-17%
Asking Price per Square Foot (based on New Listings)	\$729	-1%	3%	0%	2%	\$698	-3%	-2%
September Sold Price per Square Foot	\$762	15%	8%	14%	7%	\$704	0%	-1%
September Month's Supply of Inventory	1.6	-12%	-11%	-51%	-37%	2.5	-13%	-4%
September Sale Price vs List Price Ratio	100.5%	1.6%	1%	2%	3.4%	98.8%	2.0%	1.7%

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

Property Sales

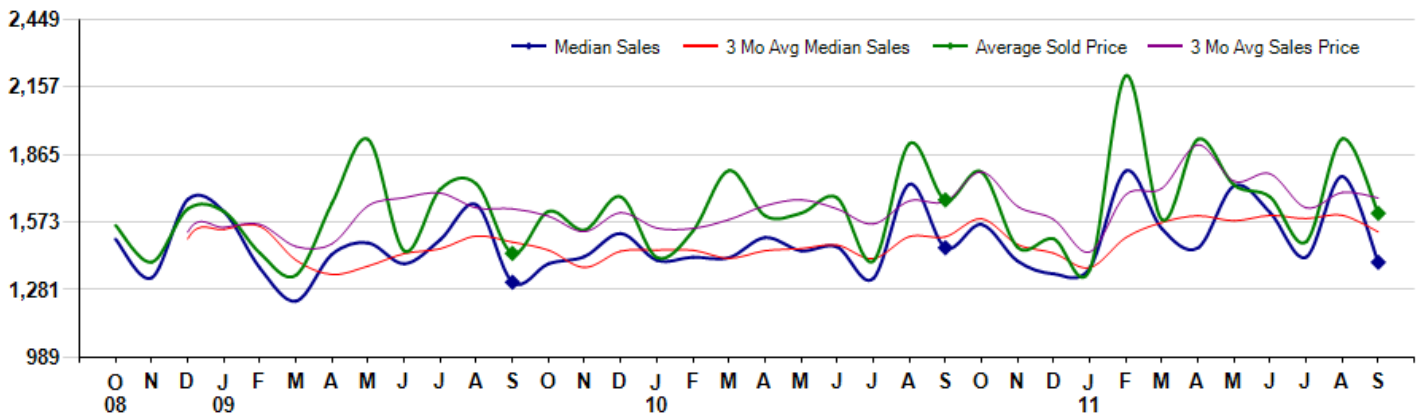
September Property sales were 13, up 30.0% from 10 in September of 2010 and 8.3% higher than the 12 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 106 are running -7.0% behind last year's year-to-date sales of 114.



Prices

The Median Sales Price in September was \$1,400,000, down -4.3% from \$1,463,000 in September of 2010 and down -21.0% from \$1,771,500 last month. The Average Sales Price in September was \$1,611,923, down -3.4% from \$1,669,406 in September of 2010 and down -16.6% from \$1,933,667 last month. September 2011 ASP was at a mid range compared to September 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 10/1/2008 through 9/30/2011. 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.



MLS Area: South Of El Monte #214



Courtesy of
David Blockhus, CRS, GRI, E-Pro
650 917-4250
dblockhus@cbsnorcal.com
www.losaltoshomes.com



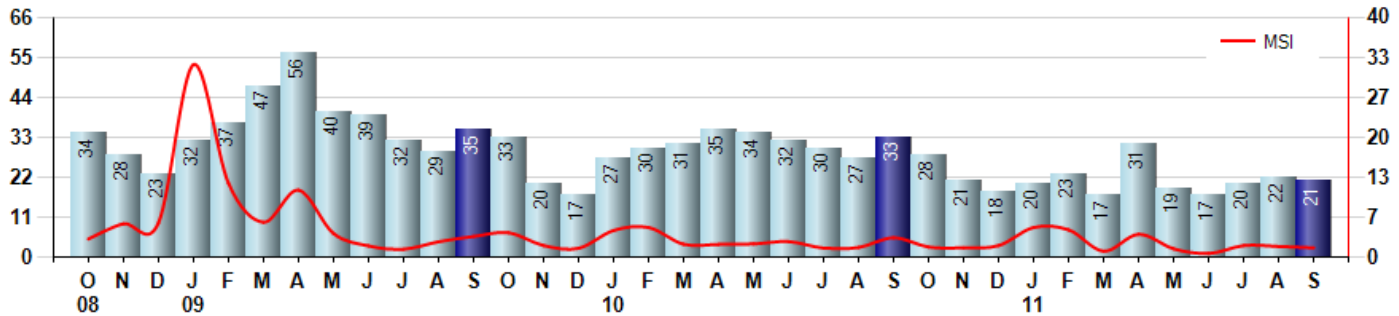
Price Range: \$10,000 and Up | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of September was 21, down -4.5% from 22 last month and down -36.4% from 33 in September of last year. September 2011 Inventory was at the lowest level compared to September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 1.6 months was at its lowest level compared with September of 2010 and 2009.

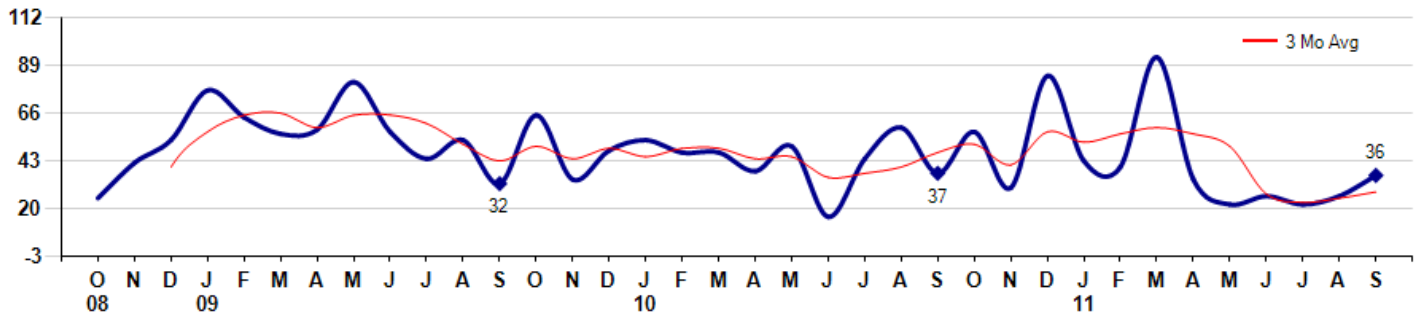
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 36, up 38.5% from 26 days last month and down -2.7% from 37 days in September of last year. The September 2011 DOM was at a mid range compared with September of 2010 and 2009.

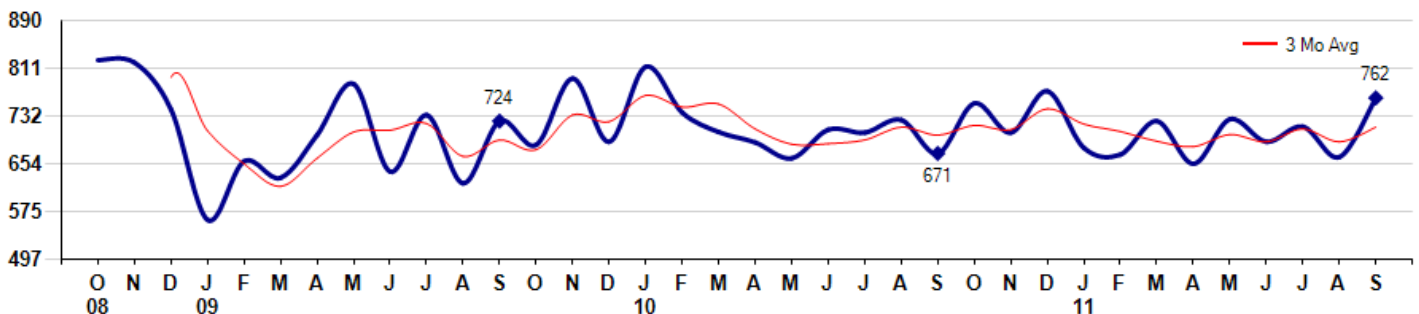
Average Days on Market (Listing to Contract) for properties sold during the month



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 September 2011 Selling Price per Square Foot of \$762 was up 14.6% from \$665 last month and up 13.6% from \$671 in September of last year.

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



Based on information from MLS Listings, Inc. for the period 10/1/2008 through 9/30/2011. 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.



MLS Area: South Of El Monte #214



Courtesy of
David Blockhus, CRS, GRI, E-Pro
650 917-4250
dblockhus@cbnocal.com
www.losaltoshomes.com

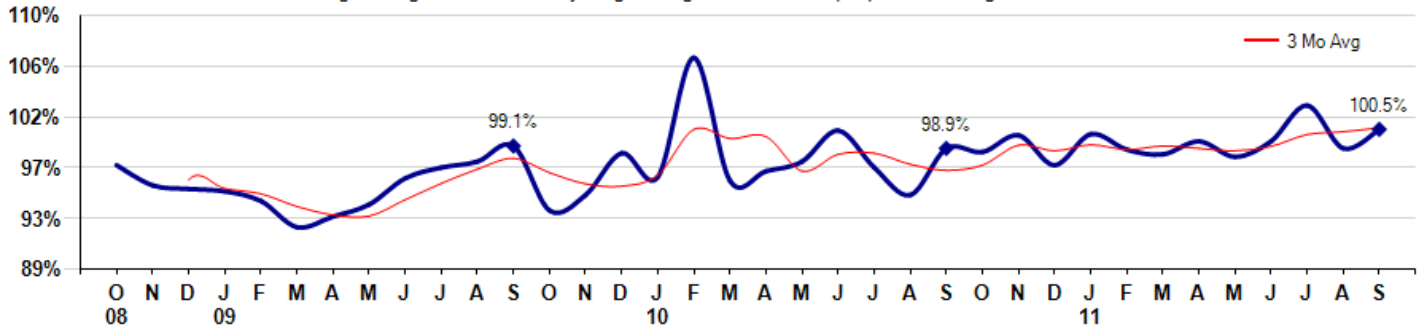


Price Range: \$10,000 and Up | Properties: Single Family Home

Selling Price vs Original Listing Price

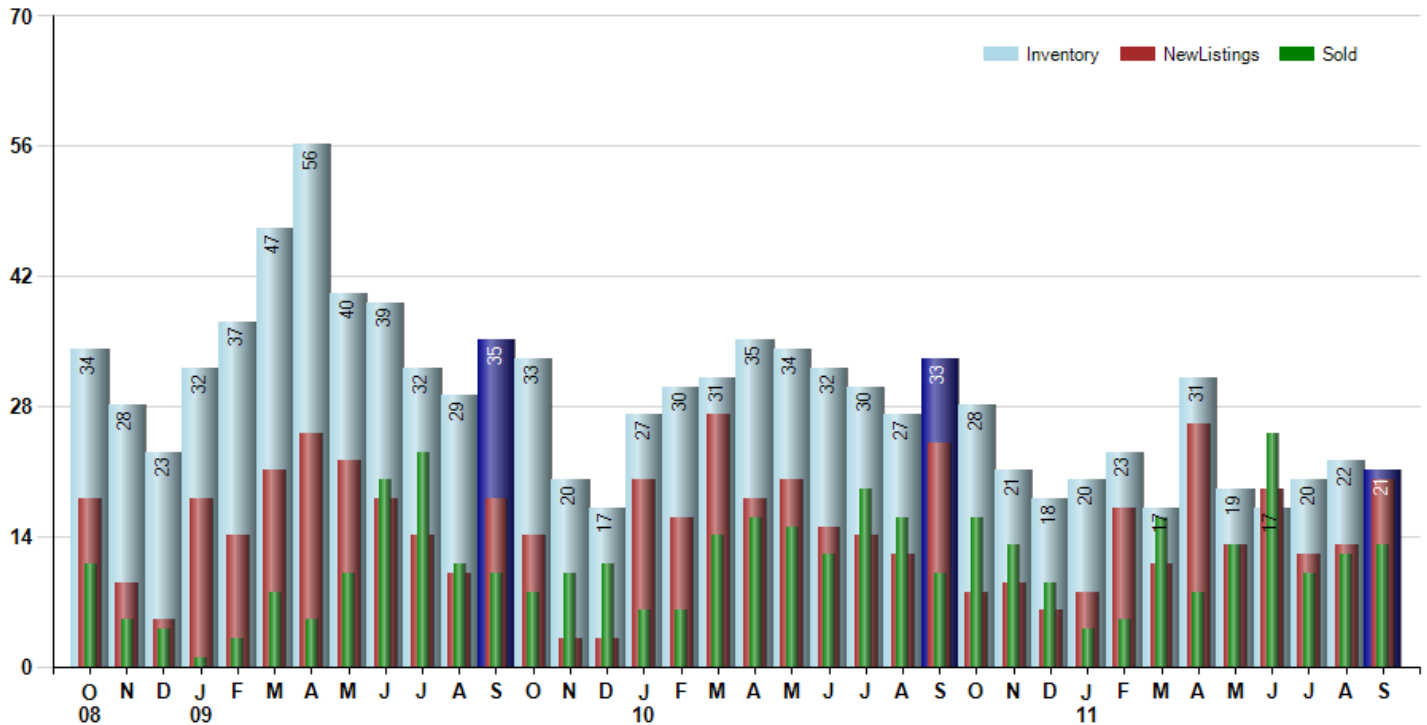
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2011 Selling Price vs Original List Price of 100.5% was up from 98.9% last month and up from 98.9% in September 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 September 2011 was 20, up 53.8% from 13 last month and down -16.7% from 24 in September of last year.



Based on information from MLSListings, Inc. for the period 10/1/2008 through 9/30/2011. 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.



MARKET ACTION REPORT

September 2011

MLS Area: South Of El Monte #214



Courtesy of
David Blockhus, CRS, GRI, E-Pro
650 917-4250
dblockhus@cbnorcal.com
www.losaltoshomes.com



Price Range: \$10,000 and Up | Properties: Single Family Home

	O 08	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	M	J	J	A	S
Homes Sold	11	5	4	1	3	8	5	10	20	23	11	10	8	10	11	6	6	14	16	15	12	19	16	10	16	13	9	4	5	16	8	13	25	10	12	13
3 Mo. Roll Avg			7	3	3	4	5	8	12	18	18	15	10	9	10	9	8	9	12	15	14	15	16	15	14	13	13	9	6	8	10	12	15	16	16	12

	(000's) O 08	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	M	J	J	A	S
MedianSalePrice	1,500	1,333	1,672	1,620	1,375	1,233	1,435	1,484	1,394	1,498	1,649	1,314	1,394	1,425	1,525	1,409	1,423	1,420	1,507	1,450	1,466	1,330	1,738	1,463	1,564	1,405	1,350	1,375	1,795	1,546	1,463	1,730	1,615	1,423	1,772	1,400
3 Mo. Roll Avg			1,502	1,542	1,556	1,409	1,348	1,384	1,438	1,459	1,514	1,487	1,452	1,378	1,448	1,453	1,452	1,417	1,450	1,459	1,474	1,415	1,511	1,510	1,588	1,477	1,440	1,377	1,507	1,572	1,601	1,579	1,603	1,589	1,603	1,531

	O 08	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	M	J	J	A	S
Inventory	34	28	23	32	37	47	56	40	39	32	29	35	33	20	17	27	30	31	35	34	32	30	27	33	28	21	18	20	23	17	31	19	17	20	22	21
MSI	3	6	6	32	12	6	11	4	2	1	3	4	4	2	2	5	5	2	2	2	3	2	2	3	2	2	2	5	5	1	4	1	1	2	2	2

	O 08	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	M	J	J	A	S
Days On Market	25	42	53	77	64	56	58	81	57	44	53	32	65	34	48	53	47	47	38	50	16	44	59	37	57	30	84	43	40	93	34	22	26	22	26	36
3 Mo. Roll Avg			40	57	65	66	59	65	65	61	51	43	50	44	49	45	49	49	44	45	35	37	40	47	51	41	57	52	56	59	56	50	27	23	25	28

	O 08	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	M	J	J	A	S
Price per Sq Ft	824	820	743	562	658	631	701	785	641	734	622	724	685	794	690	813	738	706	689	663	710	705	726	671	753	705	773	680	669	724	654	727	690	715	665	762
3 Mo. Roll Avg			796	708	654	617	663	706	709	720	666	693	677	734	723	766	747	752	711	686	687	693	714	701	717	710	744	719	707	691	682	702	690	711	690	714

	O 08	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	M	J	J	A	S
Sale to List Price	0.975	0.958	0.955	0.953	0.945	0.923	0.932	0.942	0.964	0.973	0.978	0.991	0.937	0.950	0.985	0.965	1.065	0.962	0.970	0.978	1.004	0.973	0.950	0.989	0.986	1.000	0.975	1.001	0.988	0.984	0.995	0.982	0.995	1.025	0.989	1.005
3 Mo. Roll Avg			0.963	0.955	0.951	0.940	0.933	0.932	0.946	0.960	0.972	0.981	0.969	0.959	0.957	0.967	1.005	0.997	0.999	0.970	0.984	0.985	0.976	0.971	0.975	0.992	0.987	0.992	0.988	0.991	0.989	0.987	0.991	1.001	1.003	1.006

	O 08	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	M	J	J	A	S
New Listings	18	9	5	18	14	21	25	22	18	14	10	18	14	3	3	20	16	27	18	20	15	14	12	24	8	9	6	8	17	11	26	13	19	12	13	20
Inventory	34	28	23	32	37	47	56	40	39	32	29	35	33	20	17	27	30	31	35	34	32	30	27	33	28	21	18	20	23	17	31	19	17	20	22	21
Sales	11	5	4	1	3	8	5	10	20	23	11	10	8	10	11	6	6	14	16	15	12	19	16	10	16	13	9	4	5	16	8	13	25	10	12	13

	(000's) O 08	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	M	J	J	A	S
Avg Sale Price	1,560	1,401	1,631	1,620	1,440	1,345	1,656	1,932	1,450	1,716	1,739	1,438	1,620	1,540	1,683	1,421	1,535	1,796	1,601	1,612	1,678	1,405	1,913	1,669	1,791	1,465	1,502	1,368	2,206	1,585	1,932	1,734	1,682	1,489	1,934	1,612
3 Mo. Roll Avg			1,530	1,551	1,563	1,468	1,480	1,644	1,679	1,699	1,635	1,631	1,599	1,533	1,614	1,548	1,547	1,584	1,644	1,670	1,631	1,565	1,665	1,662	1,791	1,642	1,586	1,445	1,692	1,719	1,908	1,750	1,783	1,635	1,702	1,678

Based on information from MLS Listings, Inc. for the period 10/1/2008 through 9/30/2011. 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.

