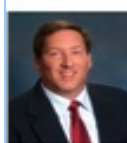


MARKET ACTION REPORT

July 2013

City: Mountain View



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



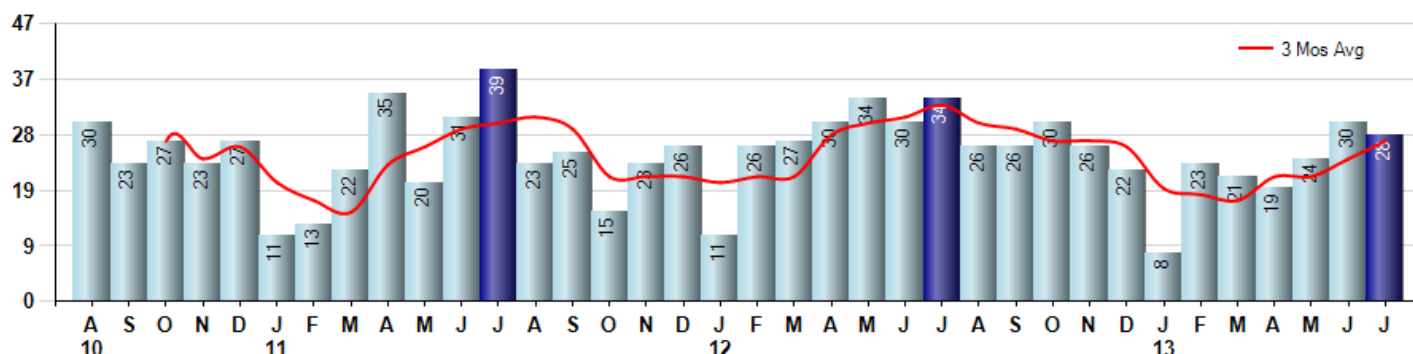
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,156,500	-3%		27%				
Average List Price of all Current Listings	\$1,265,983	-5%		23%				
July Median Sales Price	\$1,252,500	-12%	-6%	9%	14%	\$1,270,000	18%	16%
July Average Sales Price	\$1,322,500	-8%	-1%	9%	17%	\$1,313,801	20%	16%
Total Properties Currently for Sale (Inventory)	18	0%		-18%				
July Number of Properties Sold	28	-7%		-18%			-20%	
July Average Days on Market (Solds)	12	20%	9%	-20%	-40%	13	-44%	-35%
Asking Price per Square Foot (based on New Listings)	\$696	-6%	-1%	10%	5%	\$713	11%	8%
July Sold Price per Square Foot	\$813	3%	3%	17%	19%	\$789	18%	16%
July Month's Supply of Inventory	0.6	7%	-17%	-1%	-28%	0.9	-14%	1%
July Sale Price vs List Price Ratio	112.1%	1.9%	1%	7%	7.3%	109.2%	4.8%	4.5%

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

Property Sales

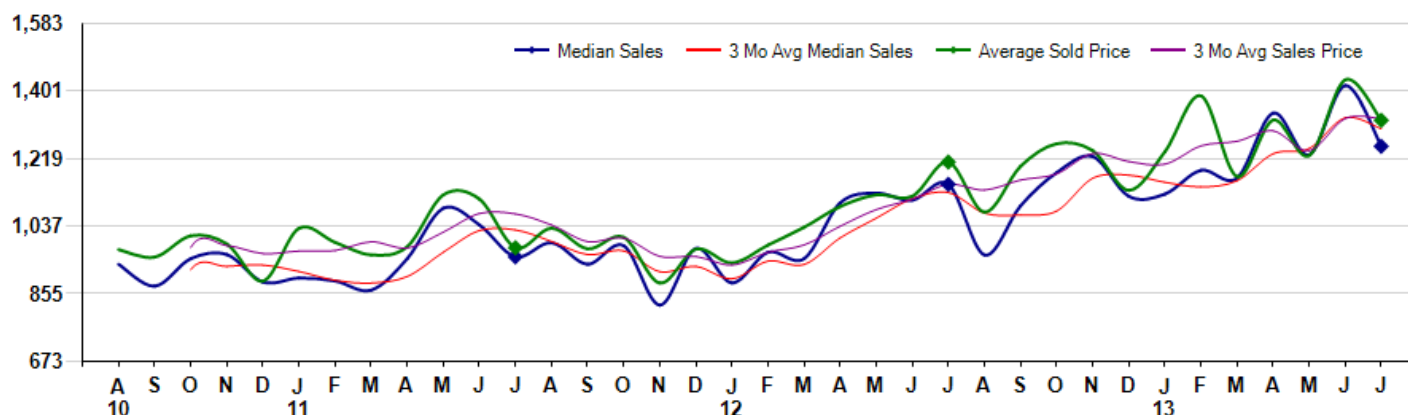
July Property sales were 28, down -17.6% from 34 in July of 2012 and -6.7% lower than the 30 sales last month. July 2013 sales were at their lowest level compared to July of 2012 and 2011. July YTD sales of 153 are running -20.3% behind last year's year-to-date sales of 192.



Prices

The Median Sales Price in July was \$1,252,500, up 8.9% from \$1,150,000 in July of 2012 and down -11.6% from \$1,416,250 last month. The Average Sales Price in July was \$1,322,500, up 9.3% from \$1,210,176 in July of 2012 and down -7.6% from \$1,431,616 last month. July 2013 ASP was at highest level compared to July of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)

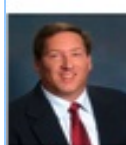


© 2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC. BRE # 00313415

Based on information from MLSListings, Inc. for the period 8/1/2010 through 7/31/2013. 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.



City: Mountain View



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



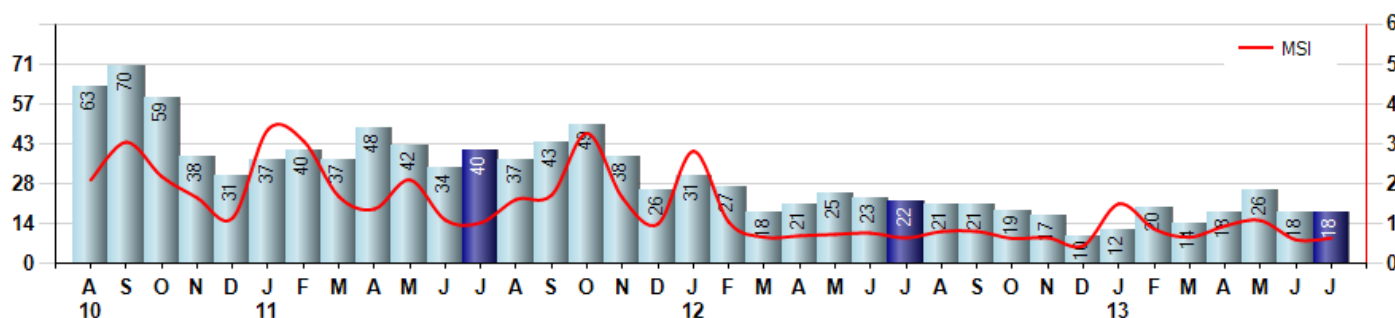
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 18, equal to 18 last month and down -18.2% from 22 in July of last year. July 2013 Inventory was at the lowest level compared to July of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2013 MSI of 0.6 months was at its lowest level compared with July of 2012 and 2011.

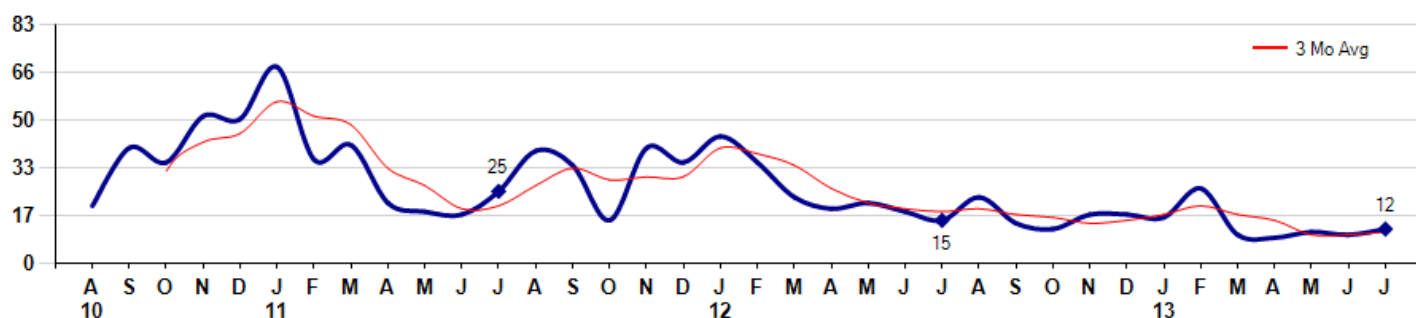
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 12, up 20.0% from 10 days last month and down -20.0% from 15 days in July of last year. The July 2013 DOM was at its lowest level compared with July of 2012 and 2011.

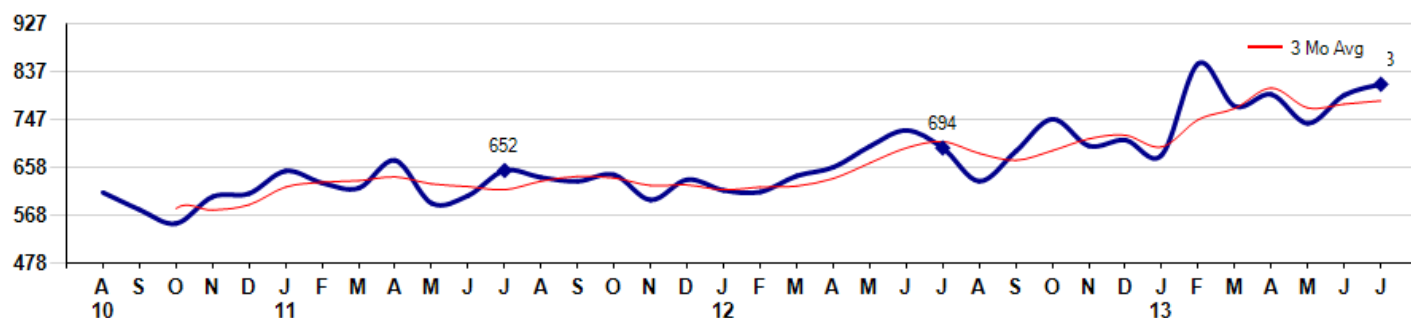
Average Days on Market(Listing to Contract) for properties sold during the month



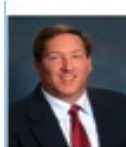
Selling Price per Square Foot

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 July 2013 Selling Price per Square Foot of \$813 was up 2.5% from \$793 last month and up 17.1% from \$694 in July of last year.

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



City: Mountain View



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

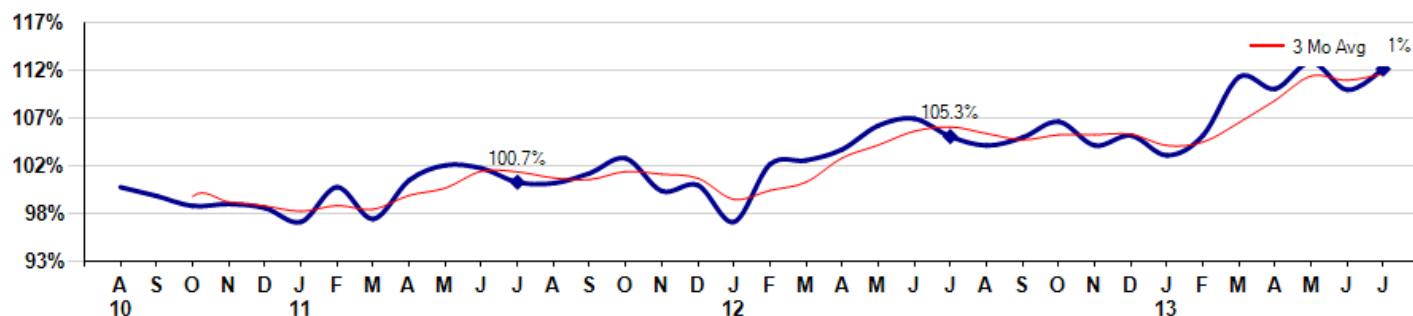


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Selling Price vs Listing Price

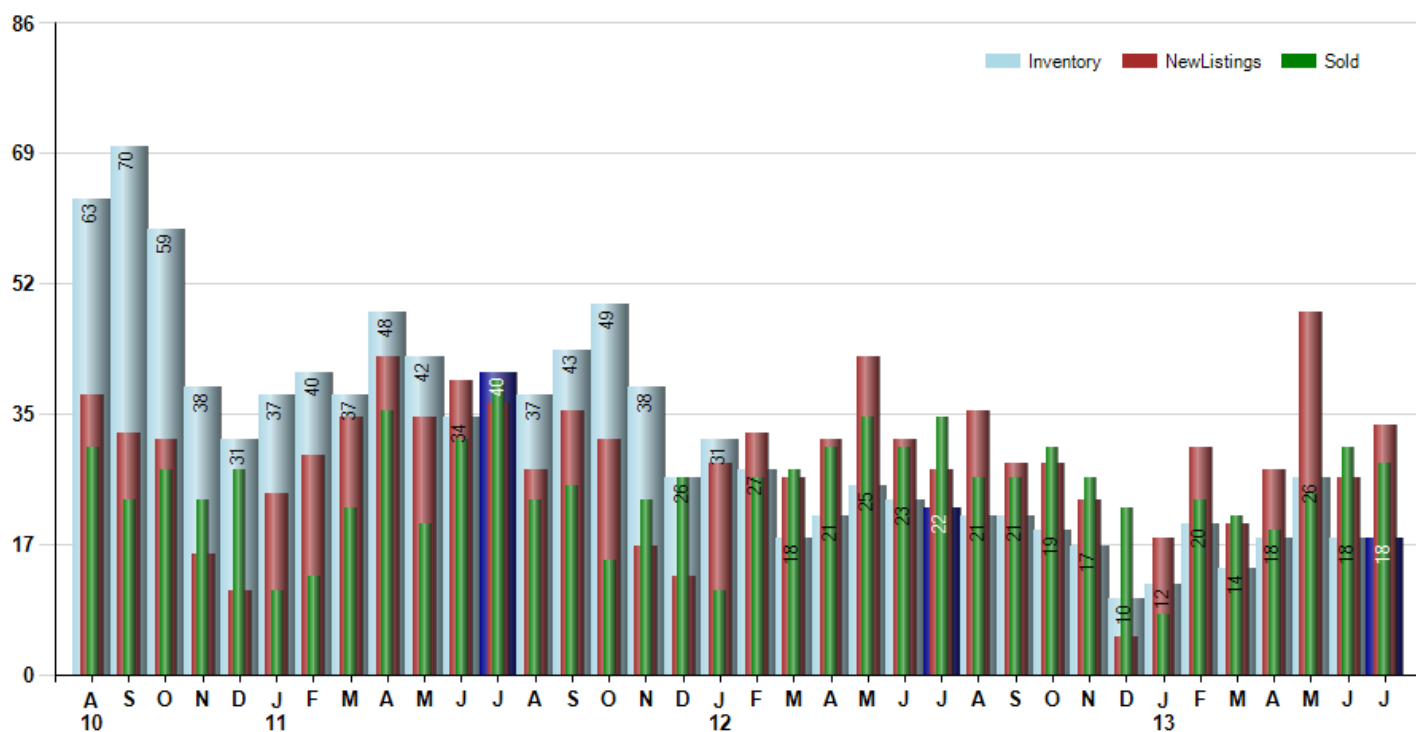
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2013 Selling Price vs List Price of 112.1% was up from 110.0% last month and up from 105.3% in July 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 July 2013 was 33, up 26.9% from 26 last month and up 22.2% from 27 in July of last year.



© 2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC. BRE # 00313415


Based on information from MLSListings, Inc. for the period 8/1/2010 through 7/31/2013. 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

July 2013

City: Mountain View



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



Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Homes Sold	30	23	27	23	27	11	13	22	35	20	31	39	23	25	15	23	26	11	26	27	30	34	30	34	26	26	30	26	22	8	23	21	19	24	30	28
3 Mo. Roll Avg			27	24	26	20	17	15	23	26	29	30	31	29	21	21	21	20	21	21	28	30	31	33	30	29	27	27	26	19	18	17	21	21	24	27

(000's)	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
MedianSalePrice	935	876	950	961	887	898	890	865	950	1,086	1,041	955	993	935	985	825	978	885	968	950	1,100	1,127	1,108	1,150	960	1,093	1,182	1,225	1,118	1,124	1,188	1,167	1,342	1,230	1,416	1,253
3 Mo. Roll Avg			920	929	933	915	892	884	902	967	1,026	1,027	996	961	971	915	929	896	943	934	1,006	1,059	1,111	1,128	1,073	1,068	1,078	1,166	1,175	1,156	1,143	1,160	1,232	1,246	1,329	1,300

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Inventory	63	70	59	38	31	37	40	37	48	42	34	40	37	43	49	38	26	31	27	18	21	25	23	22	21	21	19	17	10	12	20	14	18	26	18	18
MSI	2	3	2	2	1	3	3	2	1	2	1	1	2	2	3	2	1	3	1	1	1	1	1	1	1	1	1	1	0	2	1	1	1	1	1	1

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Days On Market	20	40	35	51	50	68	36	41	21	18	17	25	39	34	15	40	35	44	35	23	19	21	18	15	23	14	12	17	17	16	26	10	9	11	10	12
3 Mo. Roll Avg			32	42	45	56	51	48	33	27	19	20	27	33	29	30	30	40	38	34	26	21	19	18	19	17	16	14	15	17	20	17	15	10	10	11

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Price per Sq Ft	611	579	553	603	609	651	629	619	671	591	605	652	639	632	644	597	635	615	612	642	658	697	727	694	632	688	748	698	709	681	852	772	794	740	793	813
3 Mo. Roll Avg			581	578	588	621	630	633	640	627	622	616	632	641	638	624	625	616	621	623	637	666	694	706	684	671	689	711	718	696	747	768	806	769	776	782

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Sale to List Price	1.002	0.993	0.983	0.985	0.981	0.967	1.002	0.970	1.009	1.024	1.021	1.007	1.006	1.016	1.031	0.998	1.004	0.967	1.025	1.029	1.040	1.064	1.071	1.053	1.044	1.052	1.068	1.044	1.054	1.034	1.054	1.113	1.101	1.128	1.100	1.121
3 Mo. Roll Avg			0.993	0.987	0.983	0.978	0.983	0.980	0.994	1.001	1.018	1.017	1.011	1.010	1.018	1.015	1.011	0.990	0.999	1.007	1.031	1.044	1.058	1.063	1.056	1.050	1.055	1.055	1.055	1.044	1.047	1.067	1.089	1.114	1.110	1.116

	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
New Listings	37	32	31	16	11	24	29	34	42	34	39	36	27	35	31	17	13	28	32	26	31	42	31	27	35	28	28	23	5	18	30	20	27	48	26	33
Inventory	63	70	59	38	31	37	40	37	48	42	34	40	37	43	49	38	26	31	27	18	21	25	23	22	21	21	19	17	10	12	20	14	18	26	18	18
Sales	30	23	27	23	27	11	13	22	35	20	31	39	23	25	15	23	26	11	26	27	30	34	30	34	26	26	30	26	22	8	23	21	19	24	30	28

(000's)	A 10	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J
Avg Sale Price	975	954	1,012	990	890	1,032	994	960	982	1,122	1,110	979	1,032	977	1,008	884	976	939	987	1,034	1,090	1,122	1,118	1,210	1,076	1,199	1,259	1,241	1,134	1,238	1,389	1,171	1,323	1,228	1,432	1,323
3 Mo. Roll Avg			980	985	964	970	972	995	979	1,021	1,071	1,071	1,041	996	1,005	956	956	933	967	987	1,037	1,082	1,110	1,150	1,135	1,162	1,178	1,233	1,211	1,204	1,254	1,266	1,294	1,241	1,327	1,327