

City: Los Altos

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Price Range: All | Properties: Single Family

Market Profile & Trends Overview

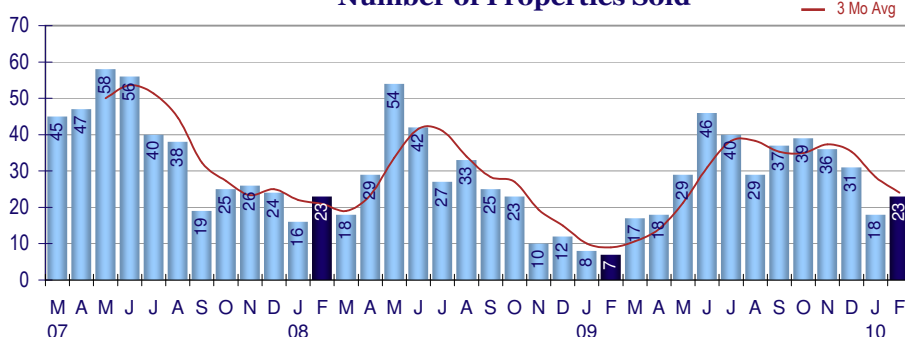
| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-------------|-------------------|------|------|------|-------------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$2,775,000 | 1% | | 11% | | | | |
| Average List Price of all Current Listings | \$3,681,021 | -1% | | 9% | | | | |
| February Median Sales Price | \$1,650,000 | 11% | 4% | 4% | 3% | \$1,612,000 | -0% | 1% |
| February Average Sales Price | \$1,866,166 | 11% | 5% | 5% | -0% | \$1,787,752 | -10% | -4% |
| Total Properties Currently for Sale (Inventory) | 120 | 6% | | -7% | | | | |
| February Number of Properties Sold | 23 | 28% | | 229% | | 41 | 173% | |
| February Average Days on Market (Solds) | 52 | -41% | -12% | -5% | -7% | 68 | 0% | 21% |
| Asking Price per Square Foot (based on New Listings) | \$747 | 1% | -1% | -2% | -0% | \$741 | -3% | -1% |
| February Sold Price per Square Foot | \$705 | -2% | -0% | 3% | 1% | \$711 | 2% | 1% |
| February Month's Supply of Inventory | 5.2 | -17% | 10% | -72% | -27% | 5.7 | -65% | -20% |
| February Sale Price vs List Price Ratio | 97.4% | 6.1% | 5.7% | 8.7% | 6.6% | 92.4% | 5.2% | 1.1% |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

February Property sales were 23, up 228.6% from 7 in February of 2009 and 27.8% higher than the 18 sales last month. February 2010 sales were at their highest level compared to February of 2009 and 2008. February YTD sales of 41 are running 173.3% ahead of last year's year-to-date sales of 15.

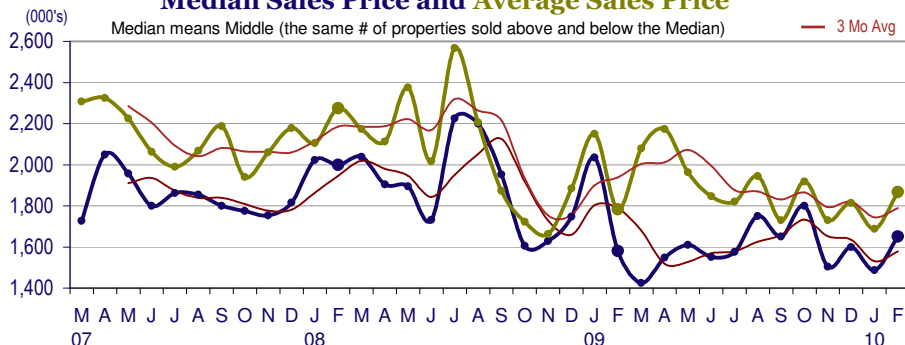
Number of Properties Sold



Prices

The Median Sales Price in February was \$1,650,000, up 4.3% from \$1,581,250 in February of 2009 and up 10.9% from \$1,487,500 last month. The Average Sales Price in February was \$1,866,166, up 4.7% from \$1,782,679 in February of 2009 and up 10.6% from \$1,687,556 last month. February 2010 ASP was at a mid range compared to February of 2009 and 2008.

Median Sales Price and Average Sales Price

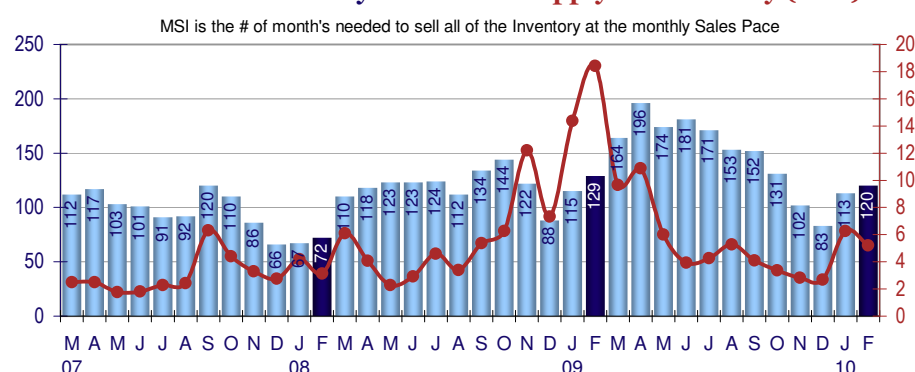


Inventory & MSI

The Total Inventory of Properties available for sale as of February was 120, up 6.2% from 113 last month and down -7.0% from 129 in February of last year. February 2010 Inventory was at a mid level compared with February of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 5.2 months was at a mid level compared with February of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



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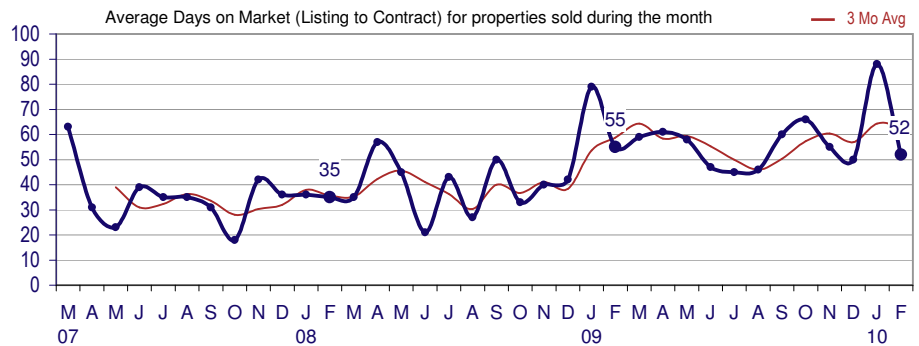


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Market Time

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 52, down -40.9% from 88 days last month and down -5.5% from 55 days in February of last year. The February 2010 DOM was at a mid level compared with February of 2009 and 2008.

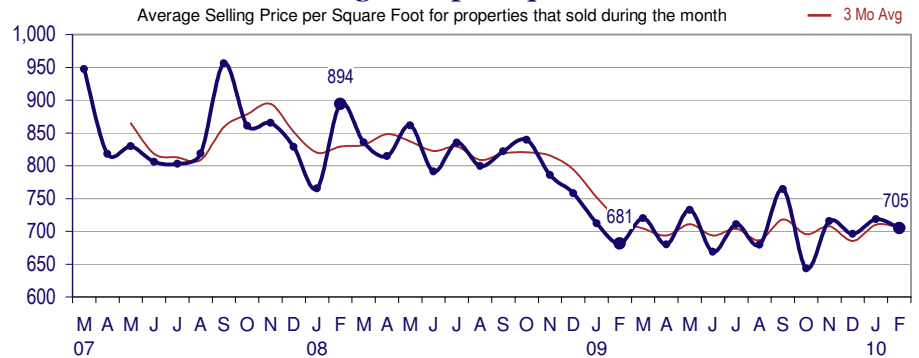
Days On Market for Sold Properties



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 2010 Selling Price per Square Foot of \$705 was down -1.9% from \$719 last month and up 3.4% from 681 in February of last year.

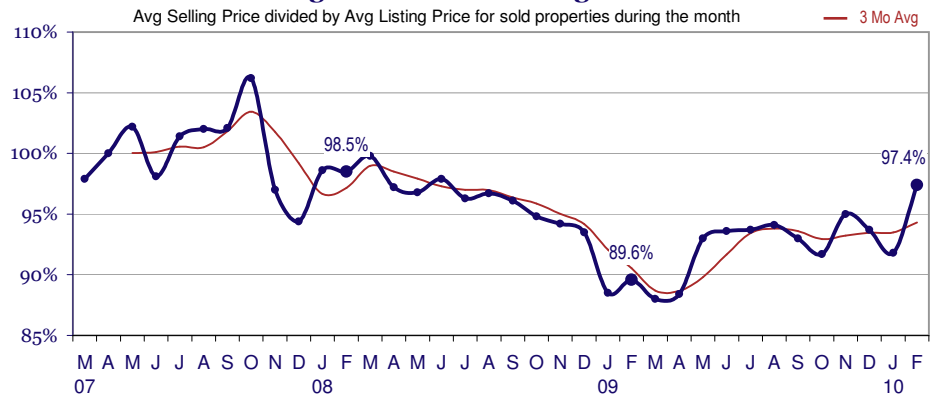
Selling Price per Square Foot



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 2010 Selling Price vs Original List Price of 97.4% was up from 91.8% last month and up from 89.6% in February of last year.

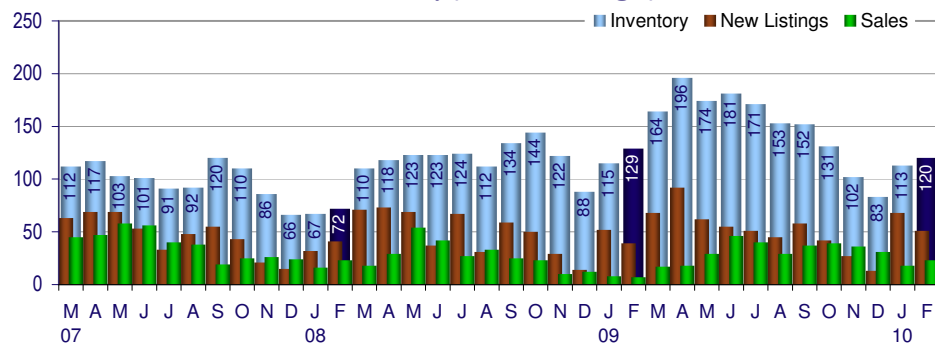
Selling Price versus Listing Price Ratio



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 2010 was 51, down -25.0% from 68 last month and up 30.8% from 39 in February of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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February 2010

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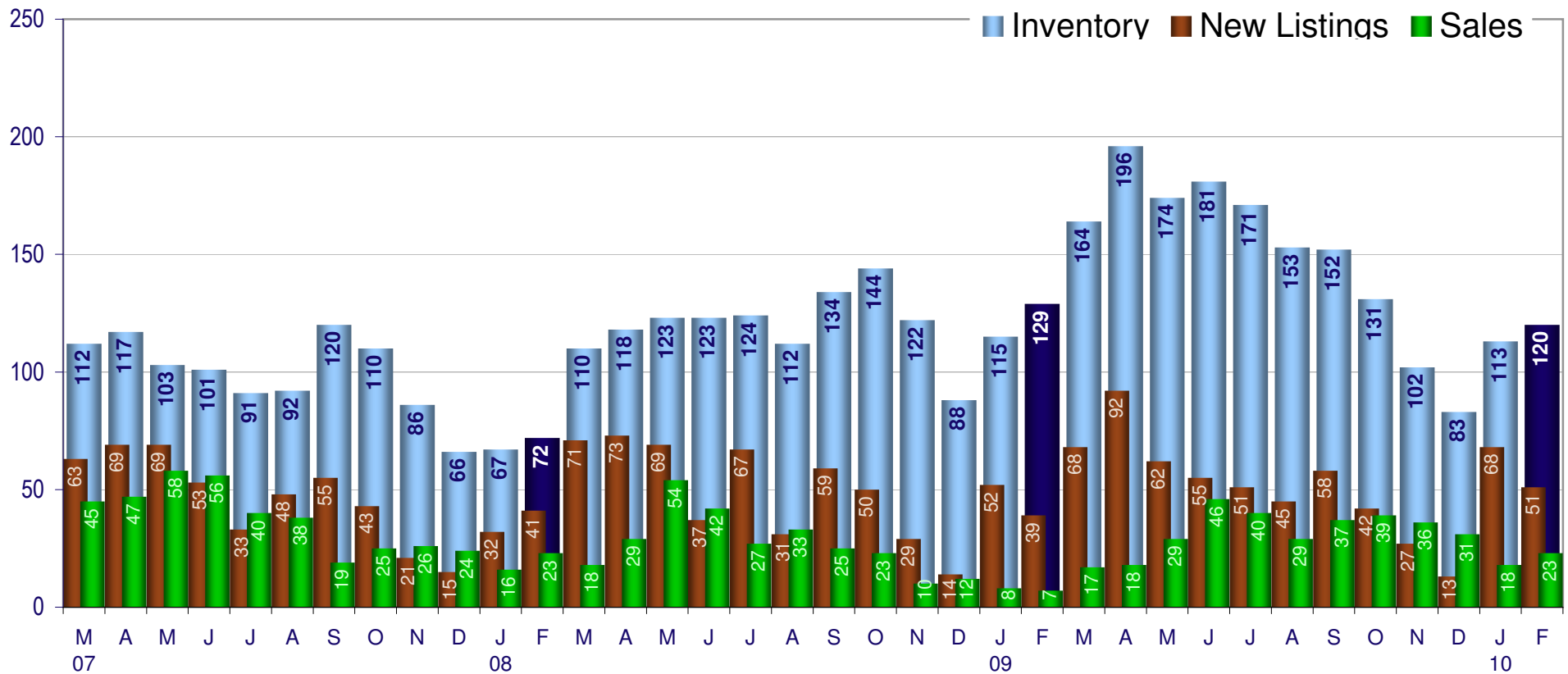
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