

MARKET ACTION REPORT

August 2012

MLS Area: South Of El Monte
#214



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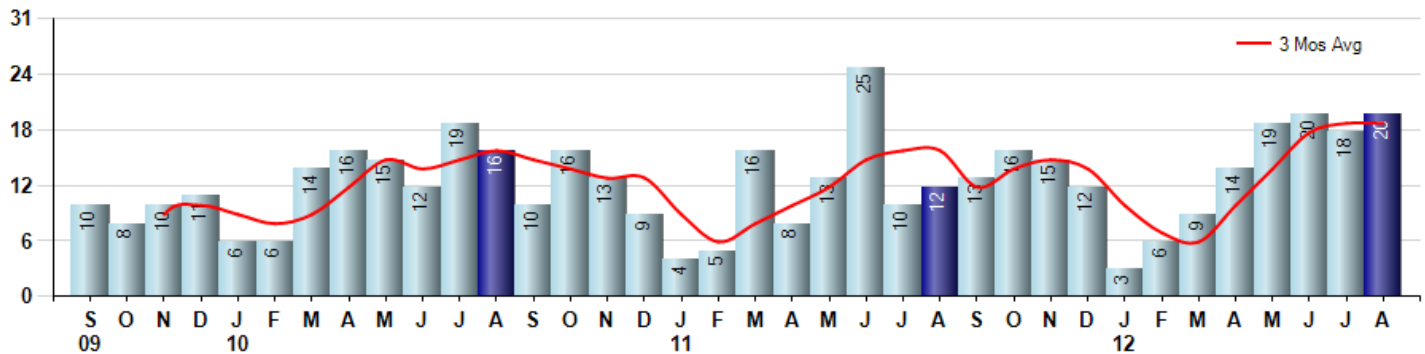
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,100,000	2%		9%				
Average List Price of all Current Listings	\$2,468,733	5%		19%				
August Median Sales Price	\$1,867,500	-4%	4%	5%	19%	\$1,827,000	17%	17%
August Average Sales Price	\$1,852,807	-14%	-2%	-4%	8%	\$1,943,862	13%	13%
Total Properties Currently for Sale (Inventory)	15	-29%		-32%				
August Number of Properties Sold	20	11%		67%			17%	
August Average Days on Market (Solds)	26	44%	18%	0%	-28%	23	-40%	-36%
Asking Price per Square Foot (based on New Listings)	\$749	-2%	-2%	3%	7%	\$781	13%	11%
August Sold Price per Square Foot	\$788	-12%	-1%	19%	11%	\$798	15%	13%
August Month's Supply of Inventory	0.8	-36%	-20%	-59%	-65%	2.3	-11%	7%
August Sale Price vs List Price Ratio	107.5%	3.4%	4%	9%	9.0%	102.7%	4.1%	4.1%

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

Property Sales

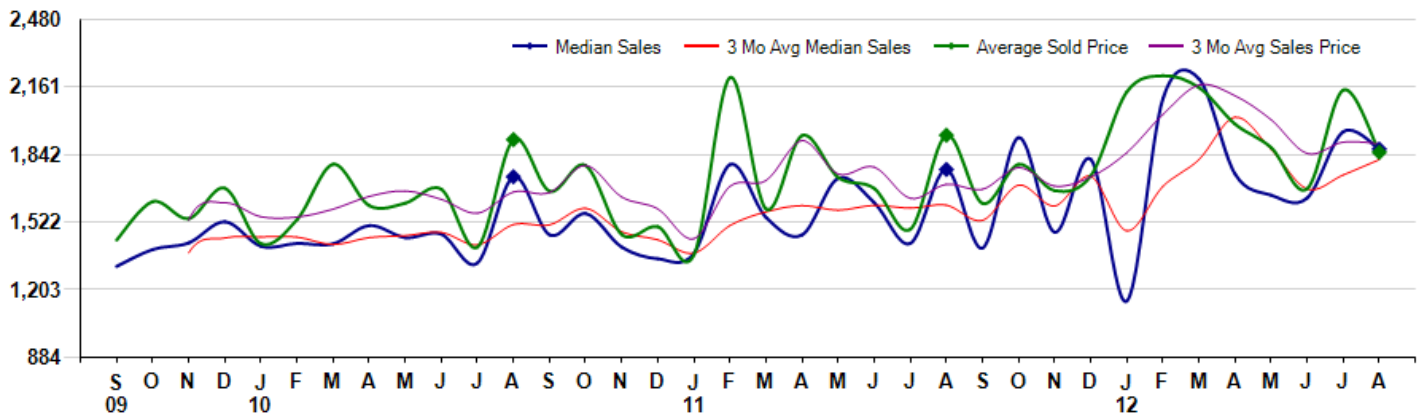
August Property sales were 20, up 66.7% from 12 in August of 2011 and 11.1% higher than the 18 sales last month. August 2012 sales were at their highest level compared to August of 2011 and 2010. August YTD sales of 109 are running 17.2% ahead of last year's year-to-date sales of 93.



Prices

The Median Sales Price in August was \$1,867,500, up 5.4% from \$1,771,500 in August of 2011 and down -4.2% from \$1,950,000 last month. The Average Sales Price in August was \$1,852,807, down -4.2% from \$1,933,667 in August of 2011 and down -13.7% from \$2,147,306 last month. August 2012 ASP was at the lowest level compared to August of 2011 and 2010.

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



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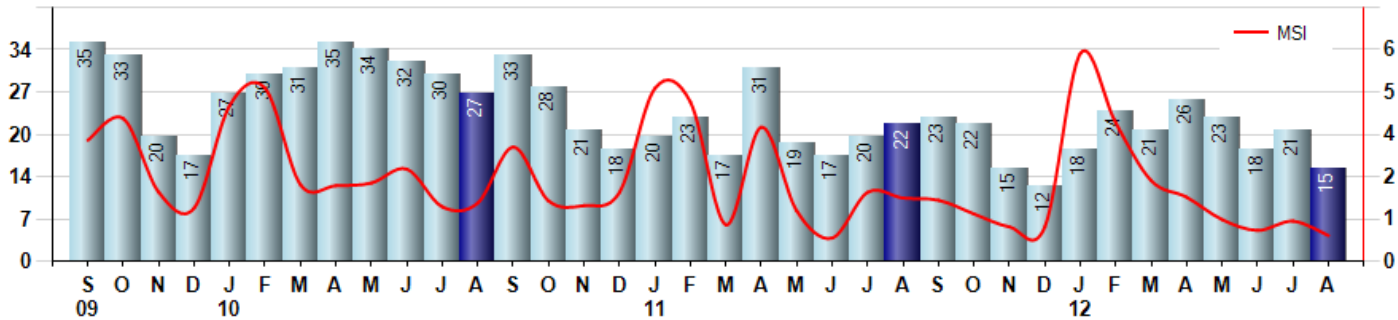
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 15, down -28.6% from 21 last month and down -31.8% from 22 in August of last year. August 2012 Inventory was at the lowest level compared to August of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2012 MSI of 0.8 months was at its lowest level compared with August of 2011 and 2010.

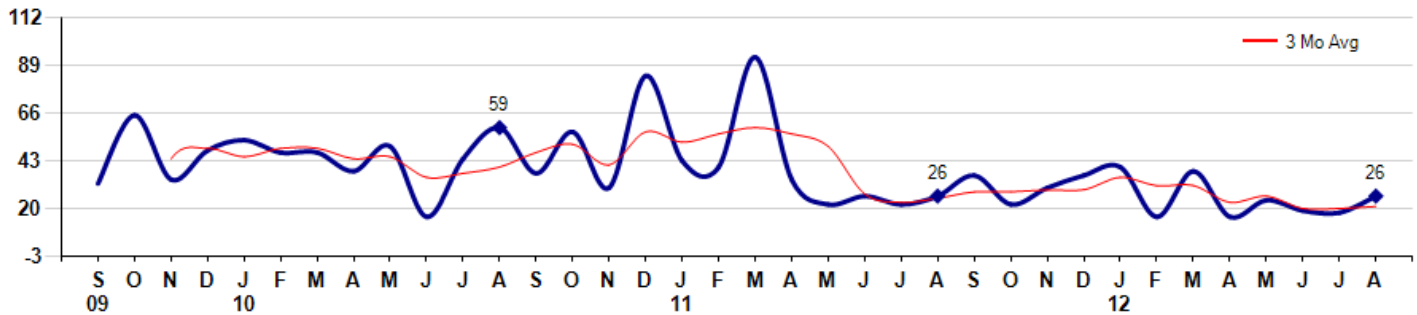
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 26, up 44.4% from 18 days last month and equal to 26 days in August of last year. The August 2012 DOM was at its lowest level compared with August of 2011 and 2010.

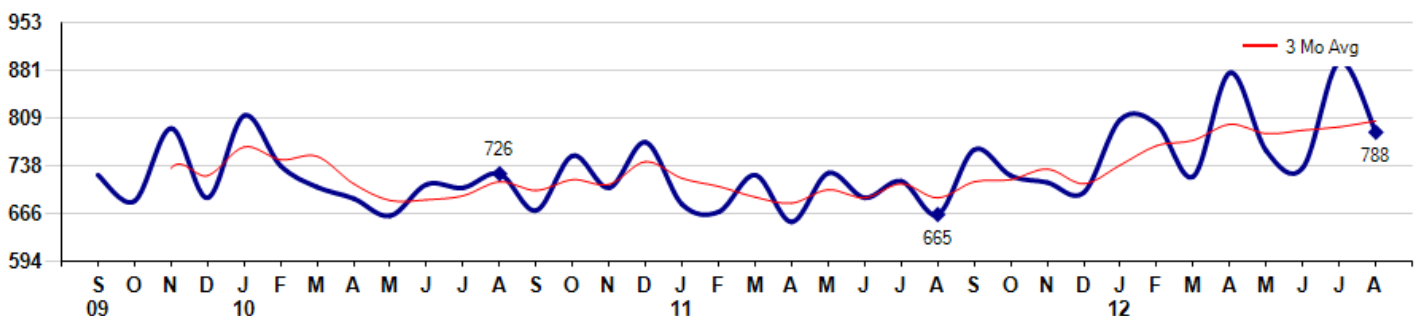
Average Days on Market (Listing to Contract) for properties sold during the month



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 August 2012 Selling Price per Square Foot of \$788 was down -11.8% from \$893 last month and up 18.5% from \$665 in August of last year.

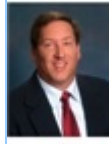
Average Selling Price per Square Foot for properties that sold during the month



Based on information from MLSListings, Inc. for the period 9/1/2009 through 8/31/2012. 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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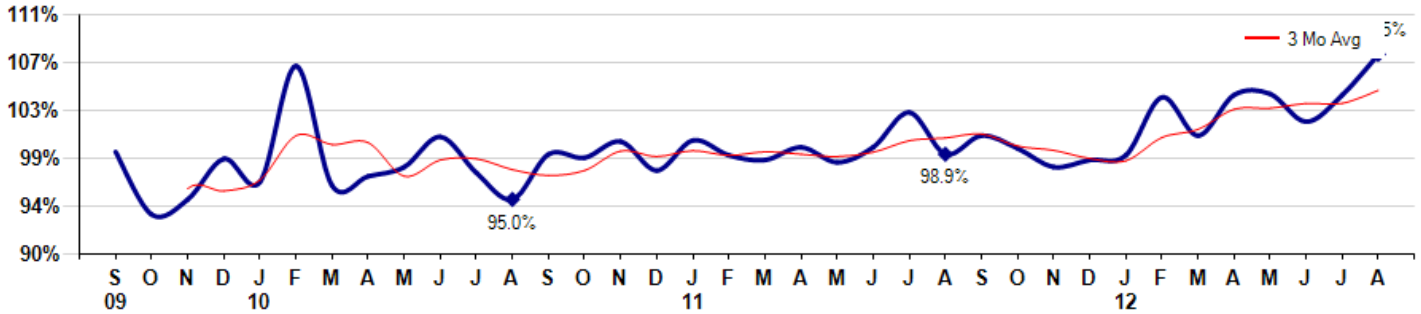


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Selling Price vs Listing Price

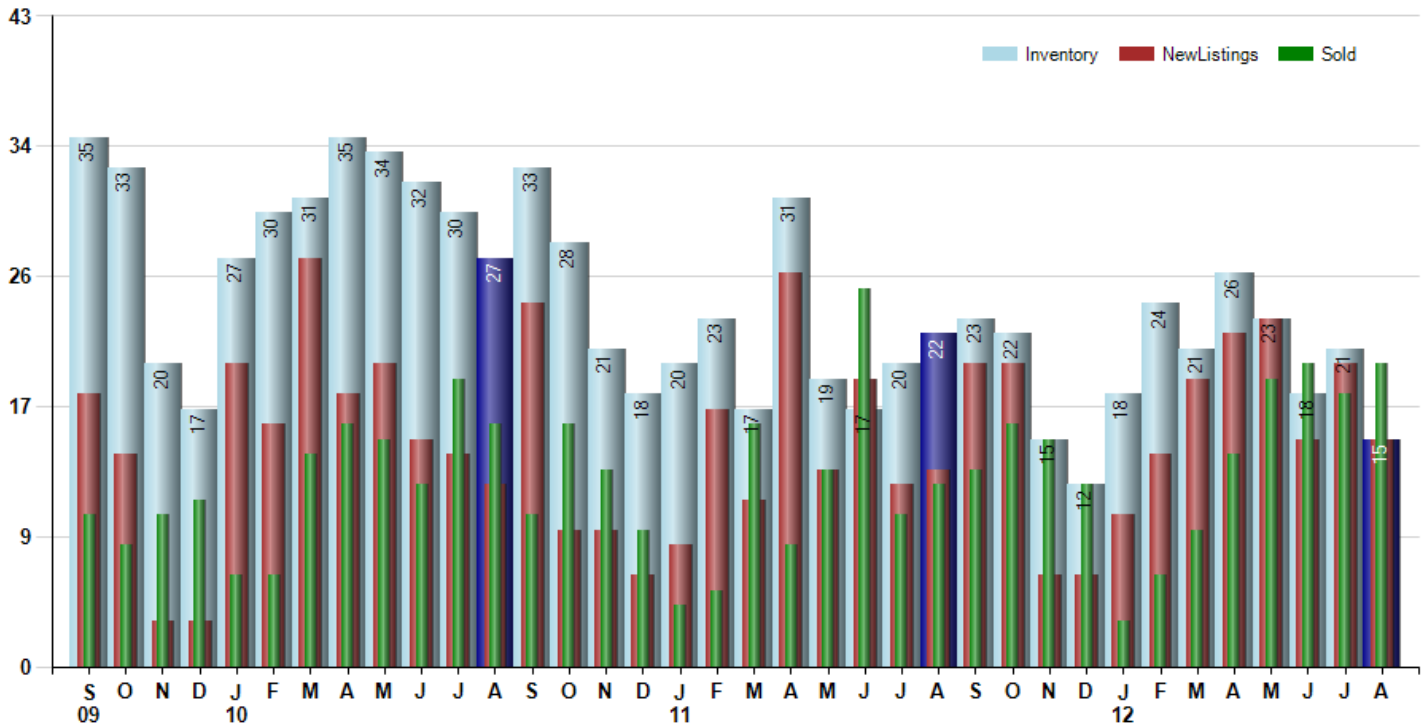
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2012 Selling Price vs List Price of 107.5% was up from 104.0% last month and up from 98.9% in August 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 August 2012 was 15, down -25.0% from 20 last month and up 15.4% from 13 in August of last year.



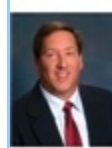
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	S 09	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A
Homes Sold	10	8	10	11	6	6	14	16	15	12	19	16	10	16	13	9	4	5	16	8	13	25	10	12	13	16	15	12	3	6	9	14	19	20	18	20
3 Mo. Roll Avg			9	10	9	8	9	12	15	14	15	16	15	14	13	13	9	6	8	10	12	15	16	16	12	14	15	14	10	7	6	10	14	18	19	19

	(000's) S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Median Sale Price	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	1,923	1,475	1,820	1,150	2,105	2,200	1,751	1,651	1,637	1,950	1,868
3 Mo. Roll Avg			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	1,698	1,599	1,739	1,482	1,692	1,818	2,019	1,867	1,679	1,746	1,818

	S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Inventory	35	33	20	17	27	30	31	35	34	32	30	27	33	28	21	18	20	23	17	31	19	17	20	22	23	22	15	12	18	24	21	26	23	18	21	15
MSI	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	1	1	1	6	4	2	2	1	1	1	1

	S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Days On Market	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	22	30	36	40	16	38	16	24	19	18	26
3 Mo. Roll Avg			44	49	45	49	49	44	45	35	37	40	47	51	41	57	52	56	59	56	50	27	23	25	28	28	29	29	35	31	31	23	26	20	20	21

	S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Price per Sq Ft	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	723	713	698	807	800	722	877	760	735	893	788
3 Mo. Roll Avg			734	723	766	747	752	711	686	687	693	714	701	717	710	744	719	707	691	682	702	690	711	690	714	717	733	711	739	768	776	800	786	791	796	805

	S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Sale to List Price	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	0.994	0.978	0.984	0.988	1.038	1.005	1.040	1.041	1.017	1.040	1.075
3 Mo. Roll Avg			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	0.996	0.992	0.985	0.983	1.003	1.010	1.028	1.029	1.033	1.033	1.044

	S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
New Listings	18	14	3	3	20	16	27	18	20	15	14	12	24	9	9	6	8	17	11	26	13	19	12	13	20	20	6	6	10	14	19	22	23	15	20	15
Inventory	35	33	20	17	27	30	31	35	34	32	30	27	33	28	21	18	20	23	17	31	19	17	20	22	23	22	15	12	18	24	21	26	23	18	21	15
Sales	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	16	15	12	3	6	9	14	19	20	18	20

	(000's) S 09	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	O	N	D	J 12	F	M	A	M	J	J	A
Avg Sale Price	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	1,796	1,672	1,742	2,138	2,214	2,159	1,986	1,875	1,680	2,147	1,853
3 Mo. Roll Avg			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	1,780	1,693	1,736	1,851	2,031	2,170	2,120	2,007	1,847	1,901	1,894

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