

MARKET ACTION REPORT

October 2012

City: *Los Altos*



Courtesy of

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www.losaltoshomes.com



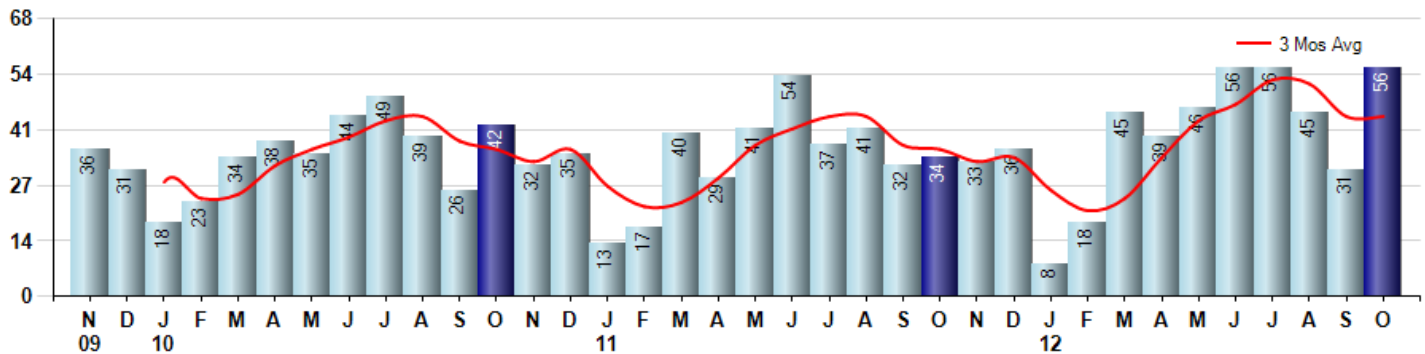
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,965,000	5%		19%				
Average List Price of all Current Listings	\$4,183,984	9%		34%				
October Median Sales Price	\$1,875,000	-1%	-6%	6%	7%	\$1,950,000	12%	11%
October Average Sales Price	\$2,204,845	1%	-7%	13%	10%	\$2,273,063	14%	14%
Total Properties Currently for Sale (Inventory)	84	-21%		-18%				
October Number of Properties Sold	56	81%		65%			18%	
October Average Days on Market (Solds)	29	-19%	-22%	-3%	-36%	38	-12%	-16%
Asking Price per Square Foot (based on New Listings)	\$832	-1%	1%	10%	10%	\$823	10%	9%
October Sold Price per Square Foot	\$819	6%	-1%	8%	14%	\$797	10%	11%
October Month's Supply of Inventory	1.5	-56%	-38%	-50%	-55%	3.0	-15%	-9%
October Sale Price vs List Price Ratio	102.2%	2.6%	2%	2%	5.3%	100.4%	3.2%	3.5%

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

Property Sales

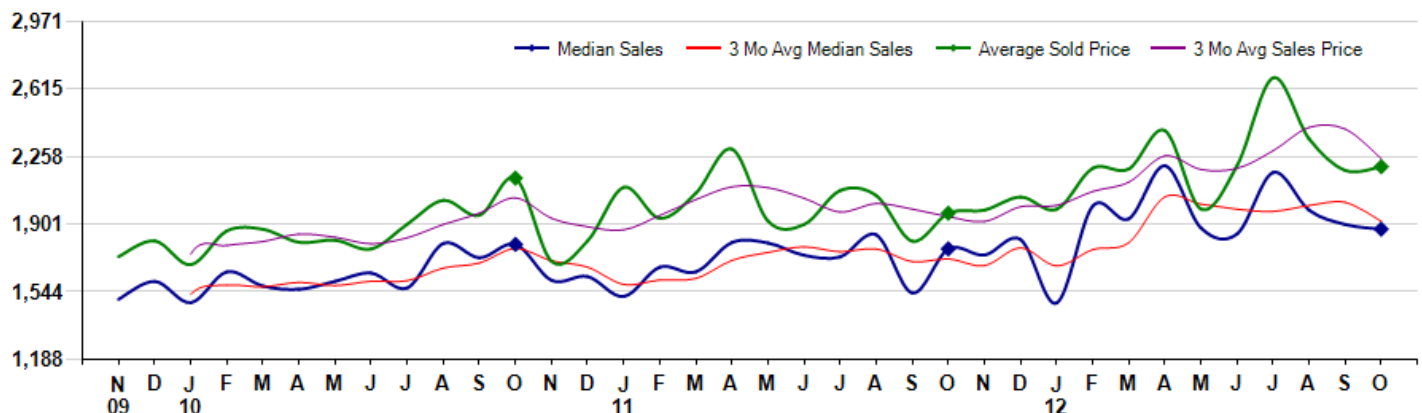
October Property sales were 56, up 64.7% from 34 in October of 2011 and 80.6% higher than the 31 sales last month. October 2012 sales were at their highest level compared to October of 2011 and 2010. October YTD sales of 400 are running 18.3% ahead of last year's year-to-date sales of 338.



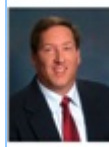
Prices

The Median Sales Price in October was \$1,875,000, up 5.9% from \$1,771,000 in October of 2011 and down -1.3% from \$1,900,000 last month. The Average Sales Price in October was \$2,204,845, up 12.5% from \$1,959,059 in October of 2011 and up 0.9% from \$2,185,419 last month. October 2012 ASP was at highest level compared to October of 2011 and 2010.

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



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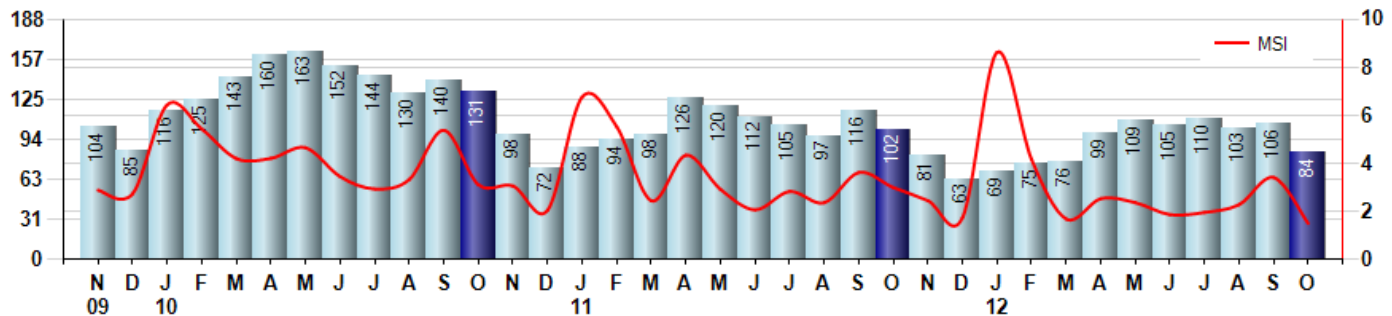
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 84, down -20.8% from 106 last month and down -17.6% from 102 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 1.5 months was at its lowest level compared with October of 2011 and 2010.

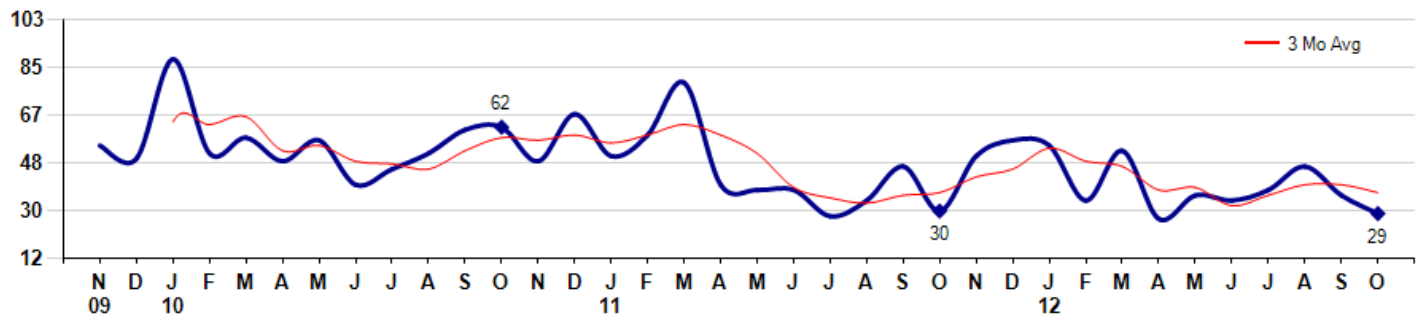
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 29, down -19.4% from 36 days last month and down -3.3% from 30 days in October of last year. The October 2012 DOM was at its lowest level compared with October of 2011 and 2010.

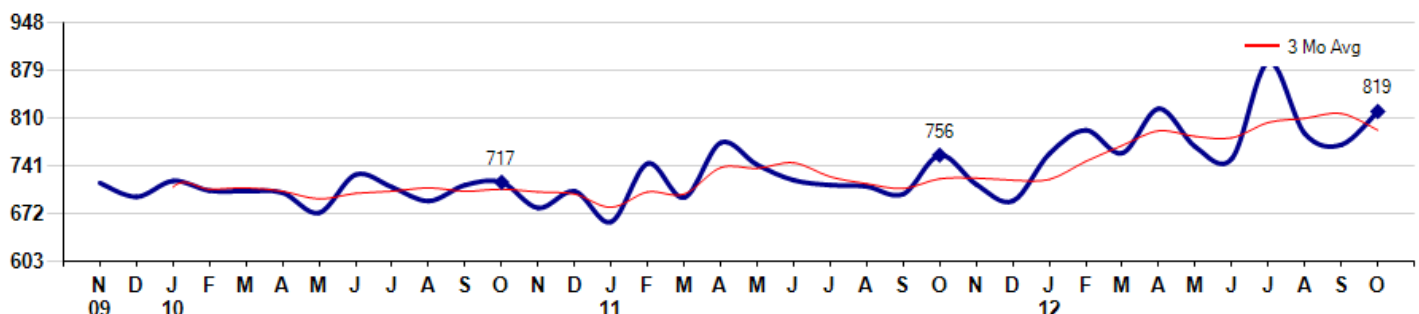
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2012 Selling Price per Square Foot of \$819 was up 6.2% from \$771 last month and up 8.3% from \$756 in October of last year.

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



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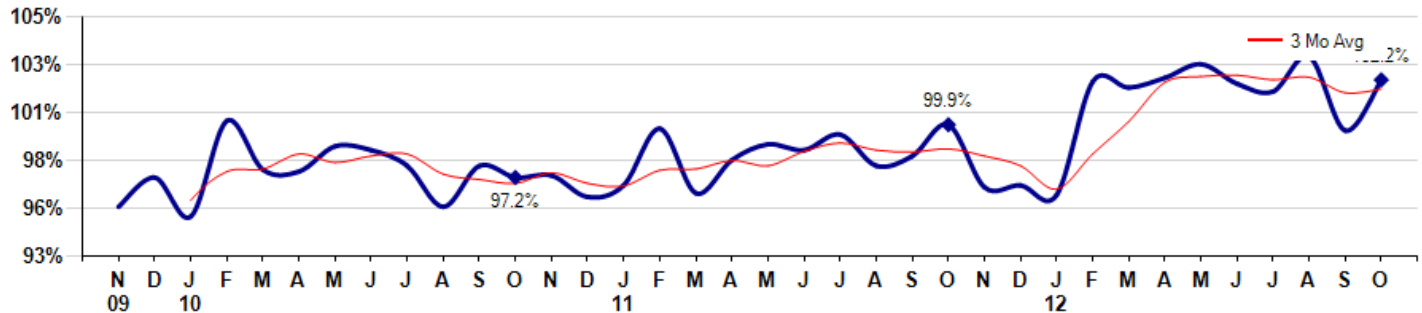


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Selling Price vs Listing Price

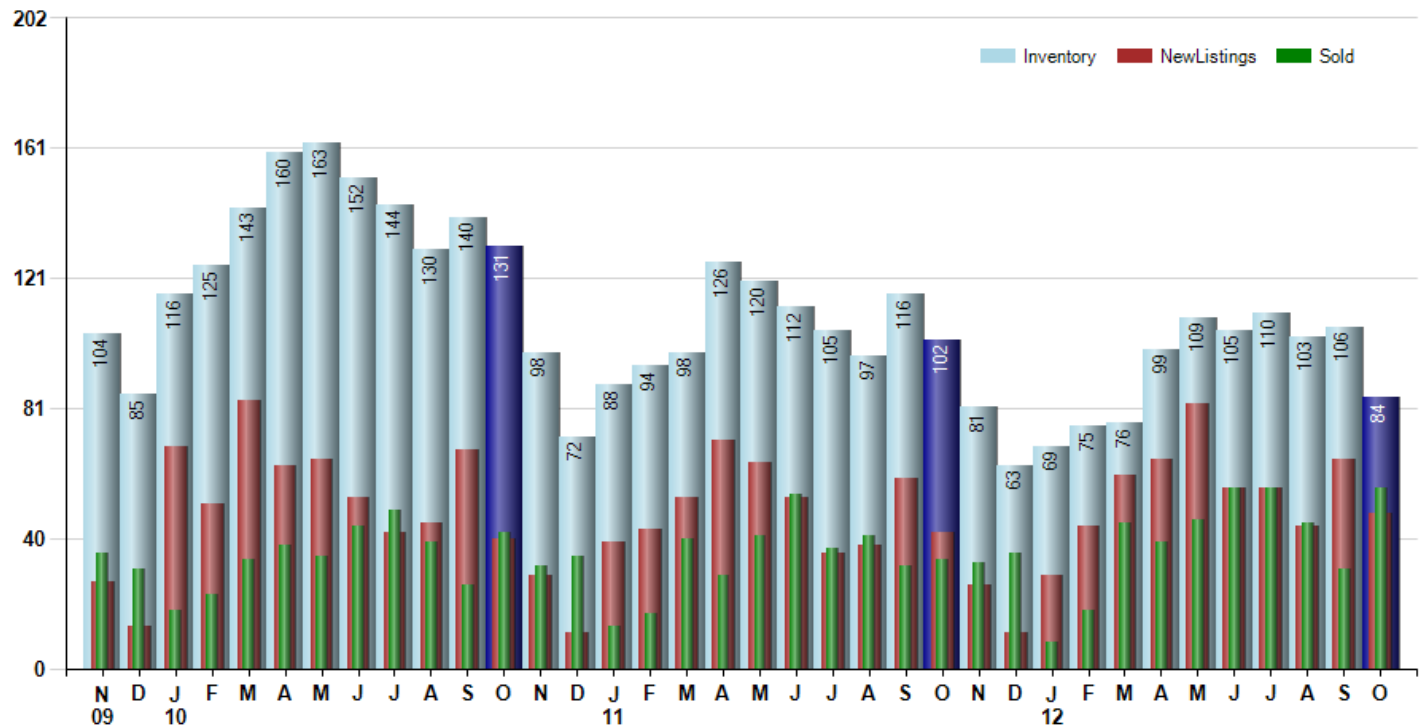
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2012 Selling Price vs List Price of 102.2% was up from 99.6% last month and up from 99.9% in October 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 October 2012 was 48, down -26.2% from 65 last month and up 14.3% from 42 in October of last year.



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	N 09	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	S	O
Homes Sold	36	31	18	23	34	38	35	44	49	39	26	42	32	35	13	17	40	29	41	54	37	41	32	34	33	36	8	18	45	39	46	56	56	45	31	56
3 Mo. Roll Avg			28	24	25	32	36	39	43	44	38	36	33	36	27	22	23	29	37	41	44	44	37	36	33	34	26	21	24	34	43	47	53	52	44	44

	(000's) N 09	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	S	O
MedianSalePrice	1,505	1,600	1,488	1,650	1,575	1,558	1,600	1,644	1,565	1,800	1,725	1,795	1,605	1,625	1,520	1,675	1,650	1,805	1,802	1,738	1,729	1,845	1,539	1,771	1,738	1,820	1,485	1,997	1,930	2,210	1,882	1,850	2,175	1,975	1,900	1,875
3 Mo. Roll Avg			1,531	1,579	1,571	1,594	1,578	1,600	1,603	1,670	1,697	1,773	1,708	1,675	1,583	1,607	1,615	1,710	1,752	1,782	1,756	1,770	1,704	1,718	1,683	1,776	1,681	1,767	1,804	2,046	2,007	1,981	1,969	2,000	2,017	1,917

	N 09	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	S	O
Inventory	104	85	116	125	143	160	163	152	144	130	140	131	98	72	88	94	98	126	120	112	105	97	116	102	81	63	69	75	76	99	109	105	110	103	106	84
MSI	3	3	6	5	4	4	5	3	3	3	5	3	3	2	7	6	2	4	3	2	3	2	4	3	2	2	9	4	2	3	2	2	2	2	3	2

	N 09	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	S	O
Days On Market	55	50	88	52	58	49	57	40	46	52	61	62	49	67	51	59	79	40	38	38	28	34	47	30	51	57	55	34	53	27	36	34	38	47	36	29
3 Mo. Roll Avg			64	63	66	53	55	49	48	46	53	58	57	59	56	59	63	59	52	39	35	33	36	37	43	46	54	49	47	38	39	32	36	40	40	37

	N 09	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	S	O
Price per Sq Ft	716	696	719	705	704	702	673	728	710	690	713	717	680	704	660	744	695	774	742	720	713	711	700	756	714	690	758	792	759	823	768	751	890	787	771	819
3 Mo. Roll Avg			710	707	709	704	693	701	704	709	704	707	703	700	681	703	700	738	737	745	725	715	708	722	723	720	721	747	770	791	783	781	803	809	816	792

	N 09	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	S	O
Sale to List Price	0.957	0.972	0.952	1.001	0.976	0.975	0.988	0.986	0.978	0.957	0.978	0.972	0.973	0.962	0.968	0.997	0.964	0.981	0.989	0.986	0.994	0.978	0.983	0.999	0.967	0.968	0.963	1.021	1.018	1.023	1.030	1.020	1.016	1.034	0.996	1.022
3 Mo. Roll Avg			0.960	0.975	0.976	0.984	0.980	0.983	0.984	0.974	0.971	0.969	0.974	0.969	0.968	0.976	0.976	0.981	0.978	0.985	0.990	0.986	0.985	0.987	0.983	0.978	0.966	0.984	1.001	1.021	1.024	1.024	1.022	1.023	1.015	1.017

	N 09	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	S	O
New Listings	27	13	69	51	83	63	65	53	42	45	68	40	29	11	39	43	53	71	64	53	36	38	59	42	26	11	29	44	60	65	82	56	56	44	65	48
Inventory	104	85	116	125	143	160	163	152	144	130	140	131	98	72	88	94	98	126	120	112	105	97	116	102	81	63	69	75	76	99	109	105	110	103	106	84
Sales	36	31	18	23	34	38	35	44	49	39	26	42	32	35	13	17	40	29	41	54	37	41	32	34	33	36	8	18	45	39	46	56	56	45	31	56

	(000's) N 09	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	S	O
Avg Sale Price	1,730	1,814	1,688	1,866	1,875	1,806	1,817	1,770	1,901	2,027	1,948	2,144	1,705	1,813	2,096	1,932	2,066	2,298	1,918	1,900	2,079	2,053	1,812	1,959	1,976	2,045	1,980	2,197	2,193	2,396	1,981	2,211	2,674	2,352	2,185	2,205
3 Mo. Roll Avg			1,744	1,789	1,809	1,849	1,832	1,798	1,830	1,900	1,959	2,040	1,933	1,888	1,871	1,947	2,031	2,099	2,094	2,038	1,965	2,010	1,981	1,941	1,916	1,993	2,000	2,074	2,123	2,262	2,190	2,196	2,289	2,412	2,404	2,247

