

Zip Code: 93921



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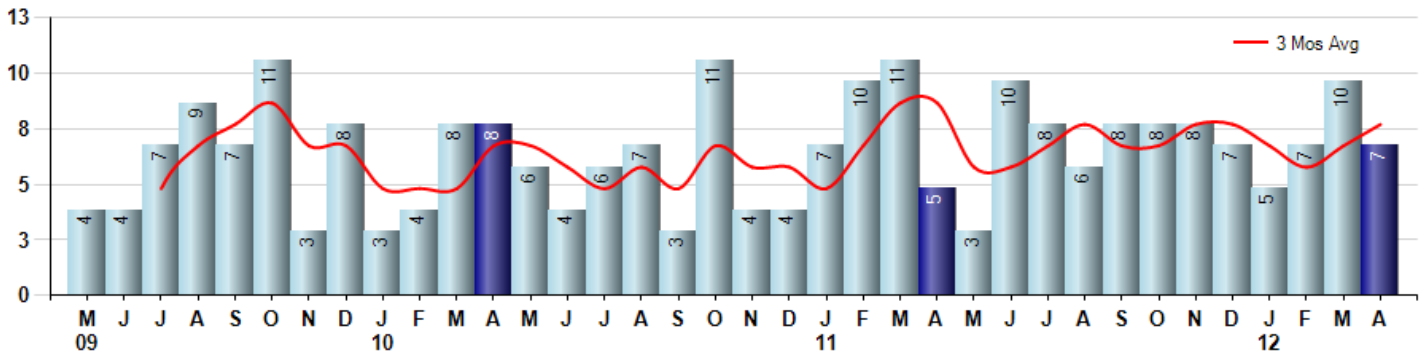
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,875,000	↑		↑				
Average List Price of all Current Listings	\$2,496,172	↓		↑				
April Median Sales Price	\$1,166,560	↑	↑	↓	↓	\$1,137,000	↓	↓
April Average Sales Price	\$1,310,637	↑	↓	↑	↓	\$1,363,471	↔	↓
Total Properties Currently for Sale (Inventory)	67	↑		↓				
April Number of Properties Sold	7	↓		↑		29	↓	
April Average Days on Market (Solds)	206	↑	↑	↑	↑	139	↑	↑
Asking Price per Square Foot (based on New Listings)	\$925	↑	↓	↓	↓	\$1,020	↑	↔
April Sold Price per Square Foot	\$752	↑	↑	↓	↓	\$716	↓	↓
April Month's Supply of Inventory	9.6	↑	↑	↓	↓	9.7	↑	↓
April Sale Price vs List Price Ratio	93.5%	↑	↑	↑	↔	93.2%	↑	↔

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

Property Sales

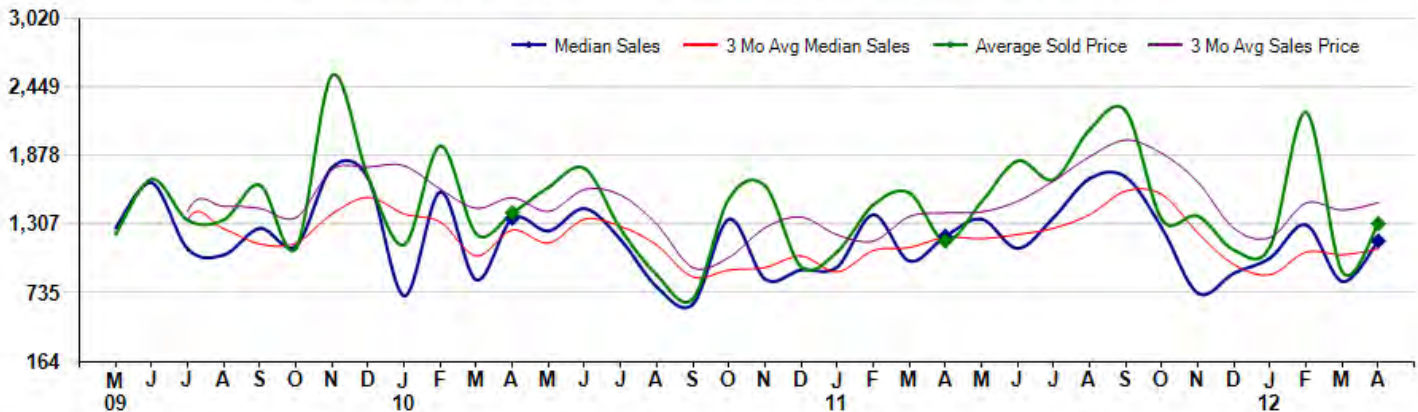
April Property sales were 7, up 40.0% from 5 in April of 2011 and -30.0% lower than the 10 sales last month. April 2012 sales were at a mid level compared to April of 2011 and 2010. April YTD sales of 29 are running -12.1% behind last year's year-to-date sales of 33.



Prices

The Median Sales Price in April was \$1,166,560, down -3.3% from \$1,206,000 in April of 2011 and up 40.5% from \$830,000 last month. The Average Sales Price in April was \$1,310,637, up 12.4% from \$1,165,800 in April of 2011 and up 44.1% from \$909,500 last month. April 2012 ASP was at a mid range compared to April of 2011 and 2010.

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



Based on information from MLSListings, Inc. for the period 5/1/2009 through 4/30/2012. 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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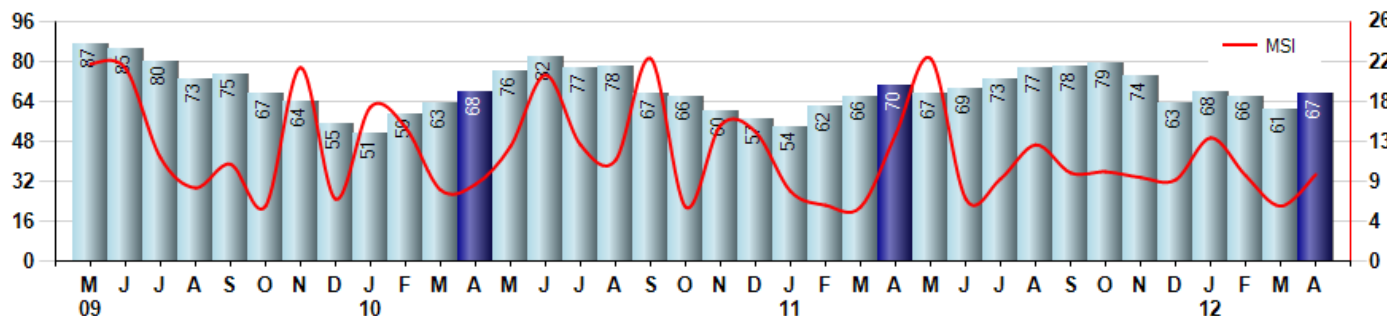
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 67, up 9.8% from 61 last month and down -4.3% from 70 in April of last year. April 2012 Inventory was at the lowest level compared to April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 9.6 months was at a mid range compared with April of 2011 and 2010.

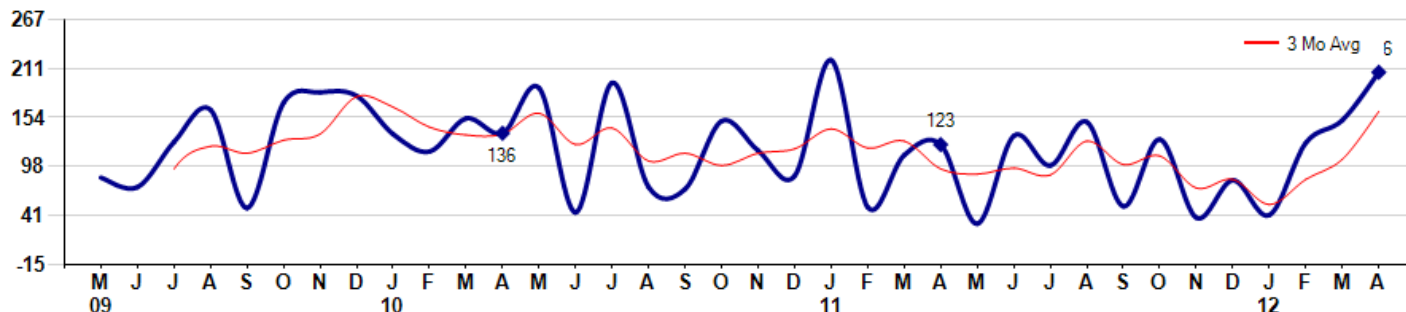
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 206, up 36.4% from 151 days last month and up 67.5% from 123 days in April of last year. The April 2012 DOM was at its highest level compared with April of 2011 and 2010.

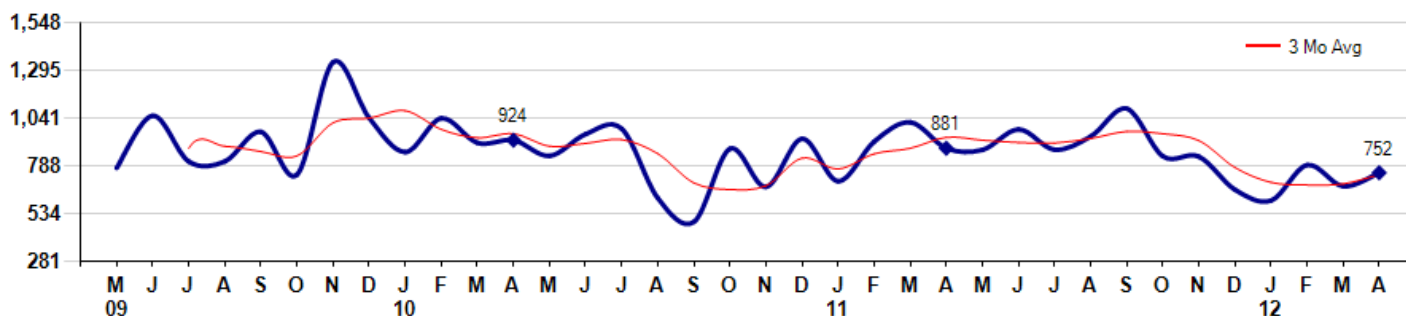
Average Days on Market (Listing to Contract) for properties sold during the month



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 April 2012 Selling Price per Square Foot of \$752 was up 10.6% from \$680 last month and down -14.6% from \$881 in April of last year.

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



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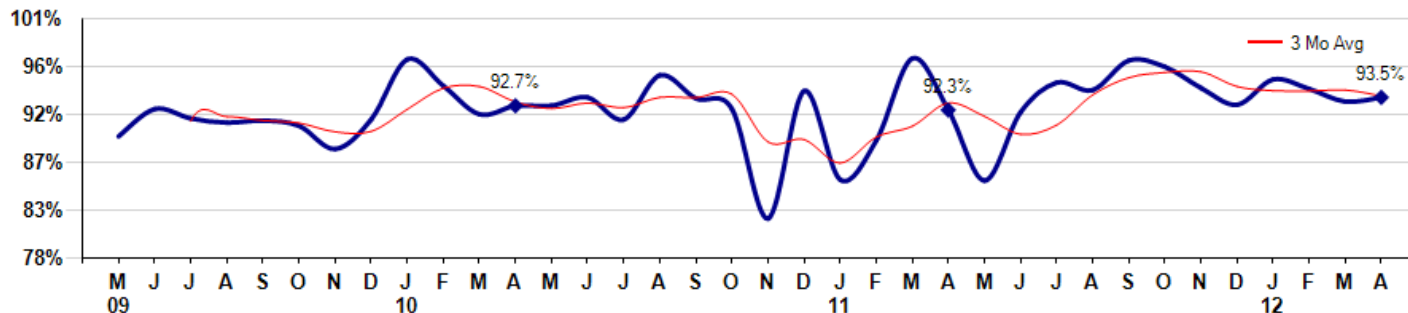


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Selling Price vs Original Listing Price

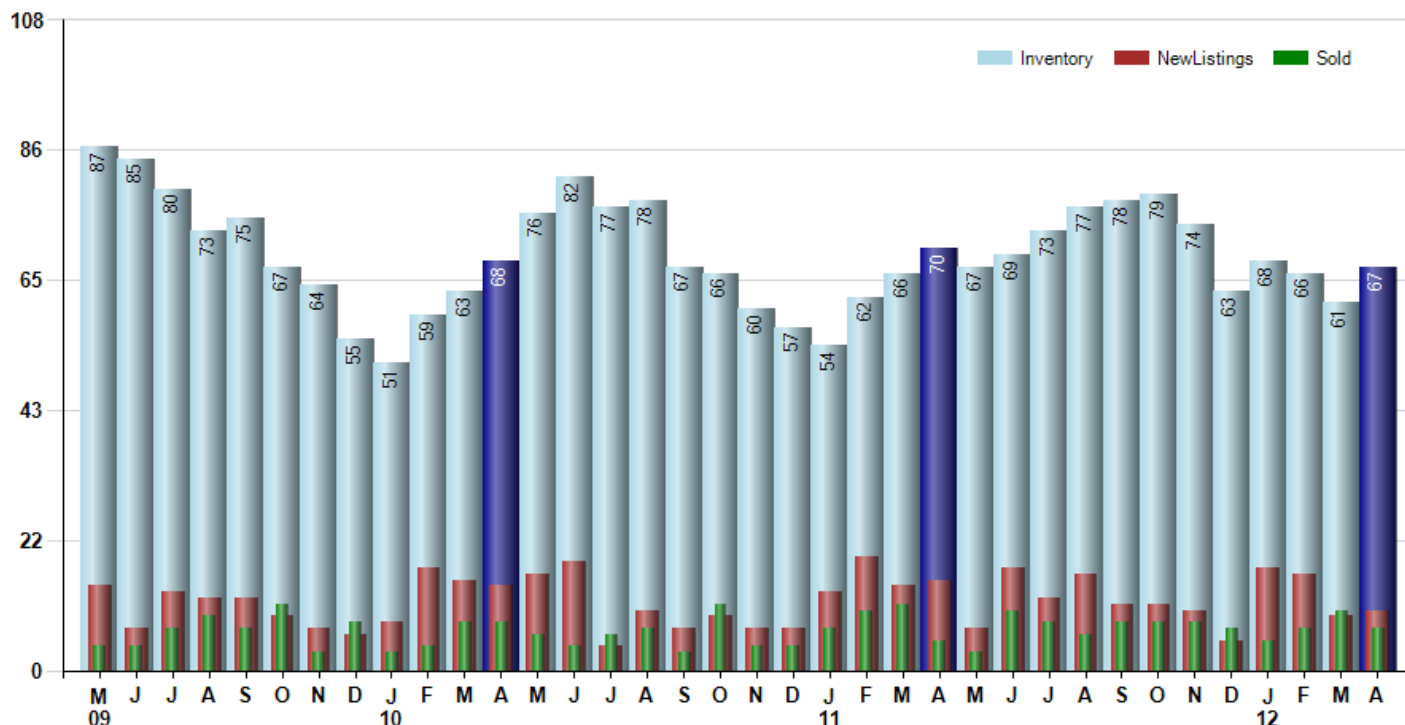
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2012 Selling Price vs Original List Price of 93.5% was up from 93.1% last month and up from 92.3% in April 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 April 2012 was 10, up 11.1% from 9 last month and down -33.3% from 15 in April of last year.



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MARKET ACTION REPORT

April 2012

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	M 09	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	O	N	D	J 12	F	M	A
Homes Sold	4	4	7	9	7	11	3	8	3	4	8	8	6	4	6	7	3	11	4	4	7	10	11	5	3	10	8	6	8	8	8	7	5	7	10	7
3 Mo. Roll Avg			5	7	8	9	7	7	5	5	5	7	7	6	5	6	5	7	6	6	5	7	9	9	6	6	7	8	7	7	8	8	7	6	7	8

	(000's) M 09	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	O	N	D	J 12	F	M	A
Median Sale Price	1,275	1,650	1,100	1,050	1,273	1,125	1,778	1,688	710	1,575	843	1,356	1,250	1,438	1,177	785	640	1,349	850	926	950	1,386	1,000	1,206	1,350	1,105	1,363	1,688	1,700	1,275	732	900	1,025	1,300	830	1,167
3 Mo. Roll Avg			1,342	1,267	1,141	1,149	1,392	1,530	1,392	1,324	1,042	1,258	1,150	1,348	1,288	1,133	867	925	946	1,042	909	1,087	1,112	1,197	1,185	1,220	1,273	1,385	1,583	1,554	1,236	969	886	1,075	1,052	1,099

	M 09	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	O	N	D	J 12	F	M	A
Inventory	87	85	80	73	75	67	64	55	51	59	63	68	76	82	77	78	67	66	60	57	54	62	66	70	67	69	73	77	78	79	74	63	68	66	61	67
MSI	22	21	11	8	11	6	21	7	17	15	8	9	13	21	13	11	22	6	15	14	8	6	6	14	22	7	9	13	10	10	9	9	14	9	6	10

	M 09	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	O	N	D	J 12	F	M	A
Days On Market	85	74	126	163	50	171	183	179	135	115	153	136	188	45	194	74	72	150	116	87	220	51	111	123	32	133	99	149	52	129	39	82	42	125	151	206
3 Mo. Roll Avg			95	121	113	128	135	178	166	143	134	135	159	123	142	104	113	99	113	118	141	119	127	95	89	96	88	127	100	110	73	83	54	83	106	161

	M 09	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	O	N	D	J 12	F	M	A
Price per Sq Ft	777	1,054	811	812	968	742	1,337	1,042	861	1,040	910	924	841	956	985	618	492	879	677	932	707	917	1,019	881	873	981	874	944	1,091	839	837	662	605	793	680	752
3 Mo. Roll Avg			881	892	864	841	1,016	1,040	1,080	981	937	958	892	907	927	853	698	663	683	829	772	852	881	939	924	912	909	933	970	958	922	779	701	687	693	742

	M 09	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	O	N	D	J 12	F	M	A
Sale to List Price	0.898	0.924	0.915	0.911	0.913	0.908	0.886	0.914	0.971	0.946	0.919	0.927	0.927	0.935	0.914	0.956	0.934	0.924	0.820	0.941	0.857	0.894	0.972	0.923	0.856	0.921	0.949	0.942	0.970	0.964	0.944	0.928	0.952	0.943	0.931	0.935
3 Mo. Roll Avg			0.912	0.917	0.913	0.911	0.902	0.903	0.924	0.944	0.945	0.931	0.924	0.930	0.925	0.935	0.935	0.938	0.893	0.895	0.873	0.897	0.908	0.930	0.917	0.900	0.909	0.937	0.954	0.959	0.945	0.941	0.941	0.942	0.936	

	M 09	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	O	N	D	J 12	F	M	A
New Listings	14	7	13	12	12	9	7	6	8	17	15	14	16	18	4	10	7	9	7	7	13	19	14	15	7	17	12	16	11	11	10	5	17	16	9	10
Inventory	87	85	80	73	75	67	64	55	51	59	63	68	76	82	77	78	67	66	60	57	54	62	66	70	67	69	73	77	78	79	74	63	68	66	61	67
Sales	4	4	7	9	7	11	3	8	3	4	8	8	6	4	6	7	3	11	4	4	7	10	11	5	3	10	8	6	8	8	8	7	5	7	10	7

	(000's) M 09	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	O	N	D	J 12	F	M	A
Avg Sale Price	1,221	1,681	1,340	1,342	1,632	1,107	2,544	1,697	1,136	1,959	1,223	1,401	1,614	1,771	1,265	883	686	1,520	1,625	953	1,076	1,467	1,568	1,166	1,492	1,834	1,677	2,095	2,248	1,346	1,375	1,091	1,122	2,237	910	1,311
3 Mo. Roll Avg			1,414	1,454	1,438	1,360	1,761	1,783	1,793	1,597	1,439	1,527	1,413	1,596	1,550	1,306	945	1,030	1,277	1,366	1,218	1,166	1,371	1,400	1,408	1,497	1,668	1,869	2,007	1,896	1,656	1,270	1,196	1,483	1,423	1,486

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