

# COMPLETE WEEKLY MARKET REPORT

Week of 12/15/08-1/4/09

**Greenbrae / Kevin Patsel**

LISTING INVENTORY  
SALES ACTIVITY  
# OF MULTIPLE OFFERS  
# OF RATIFIED OFFERS  
# OF HOMES HELD OPEN  
COMMENTS (MARKET)  
PREVIEWS MARKET

**San Rafael / Daunielle Cutting**

LISTING INVENTORY  
SALES ACTIVITY  
# OF MULTIPLE OFFERS  
# OF RATIFIED OFFERS  
# OF HOMES HELD OPEN  
COMMENTS (MARKET)  
PREVIEWS MARKET

**Sebastopol / Stephen Liebling**

LISTING INVENTORY *Decreasing*  
SALES ACTIVITY *Steady*  
# OF MULTIPLE OFFERS 3  
# OF RATIFIED OFFERS 15  
# OF HOMES HELD OPEN 1  
COMMENTS (MARKET) *Listings were slow as expected. Sales were strong for the 2 weeks.*  
PREVIEWS MARKET *2 sales in Previews properties, yeah!!!!*

**Burlingame / Leigh Whitten**

LISTING INVENTORY *Steady*  
SALES ACTIVITY *Steady*  
# OF MULTIPLE OFFERS ?  
# OF RATIFIED OFFERS 5  
# OF HOMES HELD OPEN 12  
COMMENTS (MARKET) *Agents are back to work & report that buyers & sellers who wouldn't talk about doing anything @ the end of 08, are calling w/plans to get preapproved, start looking @ homes or want to meet to discuss listing their home. Things are still slow but there is definitely signs of activity and optimism. Great news!*  
PREVIEWS MARKET *Some new listings have been coming on the market but sales are slow so far.*

**Menlo Park-El Camino / Wendy McPherson**

LISTING INVENTORY *Decreasing*  
SALES ACTIVITY *Decreasing*  
# OF MULTIPLE OFFERS 1  
# OF RATIFIED OFFERS 5  
# OF HOMES HELD OPEN 10  
COMMENTS (MARKET) *8 offers on a PA property-went 4% over. Very difficult pricing now, the only comps are declining prices of the unsold inventory. Open houses were encouraging however.*  
PREVIEWS MARKET

**Petaluma / Todd Mendoza**

LISTING INVENTORY  
SALES ACTIVITY  
# OF MULTIPLE OFFERS  
# OF RATIFIED OFFERS  
# OF HOMES HELD OPEN  
COMMENTS (MARKET)  
PREVIEWS MARKET

**Santa Rosa / Rick Laws**

LISTING INVENTORY *Increasing*  
SALES ACTIVITY *Increasing*  
# OF MULTIPLE OFFERS 28  
# OF RATIFIED OFFERS 34  
# OF HOMES HELD OPEN 5  
COMMENTS (MARKET) *Not as quiet during the holidays for the under \$500k*  
PREVIEWS MARKET *Price reductions!*

**So. Marin-Belvedere / Alice Gray**

LISTING INVENTORY *Increasing*  
SALES ACTIVITY *Increasing*  
# OF MULTIPLE OFFERS -  
# OF RATIFIED OFFERS 2  
# OF HOMES HELD OPEN 5  
COMMENTS (MARKET) *Based on the number of calls from prospective buyers & possible listings we are optimistic about 2009!*  
PREVIEWS MARKET

**Half Moon Bay / Robert Ross**

LISTING INVENTORY *Decreasing*  
SALES ACTIVITY *Increasing*  
# OF MULTIPLE OFFERS 0  
# OF RATIFIED OFFERS 2  
# OF HOMES HELD OPEN 1  
COMMENTS (MARKET) *The past 2 weeks were slow holiday times but this past weekend agents reported very busy open homes, some with as many as 15 groups, most with 7or8. Buyers appear to be ready to hear good news - they're looking for the reasons to buy now & we have them: an inventory of homes that's about 20% higher than usual at this time on the coast, low financing rates, money supply increasing, very motivated sellers & the optimistic that new politics in the country will bring better economic news.*  
PREVIEWS MARKET *High end sales are definitely down since mid Oct. with resulting incredible opportunities for buyers along the coast.*

**Menlo Park-Santa Cruz / Dave Hobson**

LISTING INVENTORY *Steady*  
SALES ACTIVITY *Decreasing*  
# OF MULTIPLE OFFERS 1  
# OF RATIFIED OFFERS 5  
# OF HOMES HELD OPEN 10  
COMMENTS (MARKET) *One high end off the market sale in Menlo. Perhaps a good sign that the market is loosening up a bit. The past two weeks were typical slow holiday activity.*  
PREVIEWS MARKET *Slow....*

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**Palo Alto-Downtown / John Carman**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Steady*  
 # OF MULTIPLE OFFERS *2*  
 # OF RATIFIED OFFERS *7*  
 # OF HOMES HELD OPEN *7/5*  
 COMMENTS (MARKET) *Market is extremely slow - very few listings. Hopefully more will be coming on the market in the next 3 weeks.*  
 PREVIEWS MARKET

**Palo Alto-Midtown / John Carman**

LISTING INVENTORY  
 SALES ACTIVITY  
 # OF MULTIPLE OFFERS  
 # OF RATIFIED OFFERS  
 # OF HOMES HELD OPEN  
 COMMENTS (MARKET)  
 PREVIEWS MARKET

**Redwood City-San Carlos / Marianne Rush**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *0*  
 # OF RATIFIED OFFERS *1*  
 # OF HOMES HELD OPEN *6*  
 COMMENTS (MARKET) *Typical holiday activity but the few open houses we had were very well attended...agents have a positive feeling about 2009.*  
 PREVIEWS MARKET *Not much activity.*

**San Francisco Lakeside / Cathy Scharot**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *?*  
 # OF RATIFIED OFFERS *?*  
 # OF HOMES HELD OPEN *13*  
 COMMENTS (MARKET) *nothing to report*  
 PREVIEWS MARKET *Non-existent.*

**San Francisco Lombard / Mark Best**

LISTING INVENTORY *Increasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *0*  
 # OF RATIFIED OFFERS *3 & 3*  
 # OF HOMES HELD OPEN *1 & 0*  
 COMMENTS (MARKET) *Very slow Holiday season for sales. Many listings pulled for the mandatory month. Listing surge has started but should build through January. Must educate buyers that loans are available & cheap!*  
 PREVIEWS MARKET *Sloooow.*

**San Francisco Market St / Kathy Murphy**

LISTING INVENTORY *Steady*  
 SALES ACTIVITY *Steady*  
 # OF MULTIPLE OFFERS *0*  
 # OF RATIFIED OFFERS *2*  
 # OF HOMES HELD OPEN *7*  
 COMMENTS (MARKET) *Agents were very pleased w/the activity @ open houses this week. A condo in Protero Hill which had experienced low traffic in the previous weeks had over 55 people at Sunday's open. This was the case w/several other properties.*  
 PREVIEWS MARKET *Slow*

**San Francisco Noriega / Bill Tsonis**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *0*  
 # OF RATIFIED OFFERS *1*  
 # OF HOMES HELD OPEN *0*  
 COMMENTS (MARKET) *Not much going on with the holidays just ending.*  
 PREVIEWS MARKET

**San Francisco TRI Van Ness / Dawn Ross**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *0*  
 # OF RATIFIED OFFERS *8*  
 # OF HOMES HELD OPEN *16*  
 COMMENTS (MARKET) *Slow but we are seeing a few signs of life.*  
 PREVIEWS MARKET

**San Mateo / Chuck Cwieka**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *?*  
 # OF RATIFIED OFFERS *10*  
 # OF HOMES HELD OPEN *6*  
 COMMENTS (MARKET)  
 PREVIEWS MARKET

**Woodside-PV / Wendy McPherson**

LISTING INVENTORY *Decreasing*  
 SALES ACTIVITY *Decreasing*  
 # OF MULTIPLE OFFERS *1*  
 # OF RATIFIED OFFERS *4*  
 # OF HOMES HELD OPEN *12*  
 COMMENTS (MARKET) *Amazingly, we had 14 offers on an REO in EPA - even Woodside agents are going to where the markets are moving. Buyers were out in force yesterday & according to the agents there were many new buyers beginning to look.*  
 PREVIEWS MARKET *On life support....*