

MARKET ACTION REPORT

April 2010

City: El Granada, Half Moon Bay, Montara, Moss Beach



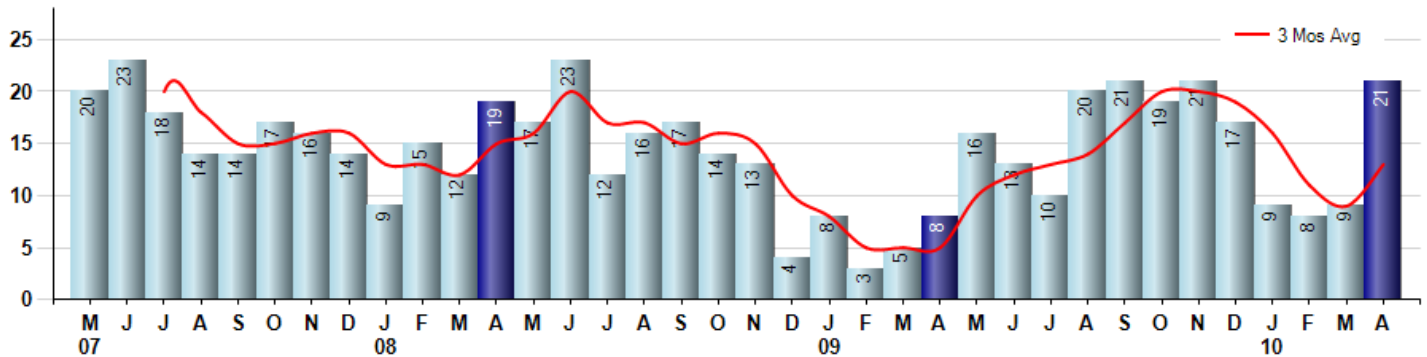
Single Family Home, Townhome, Condo | Price \$0 to \$99,999,000

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$799,000	1%	0%	-10%	0%		0%	
Average List Price of all Current Listings	\$1,016,089	2%	0%	-4%	0%		0%	
April Median Sales Price	\$670,000	-11%	-2%	31%	0%	\$685,000	26%	2%
April Average Sales Price	\$683,262	-14%	-9%	25%	-4%	\$748,670	26%	6%
Total Properties Currently for Sale (Inventory)	149	4%	0%	-12%	0%		0%	
April Number of Properties Sold	21	133%	0%	163%	0%	38	138%	0%
April Average Days on Market (Solds)	150	213%	32%	108%	0%	114	25%	7%
Asking Price per Square Foot (based on New Listings)	\$415	6%	0%	2%	-5%	\$414	-5%	-5%
April Sold Price per Square Foot	\$381	11%	-1%	-2%	1%	\$383	2%	1%
April Month's Supply of Inventory	7.1	-55%	-48%	-67%	-62%	13.4	-57%	-28%
April Sale Price vs List Price Ratio	95.4%	-0.8%	0.6%	1.3%	0.2%	94.8%	-0.8%	-0.4%

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

Property Sales

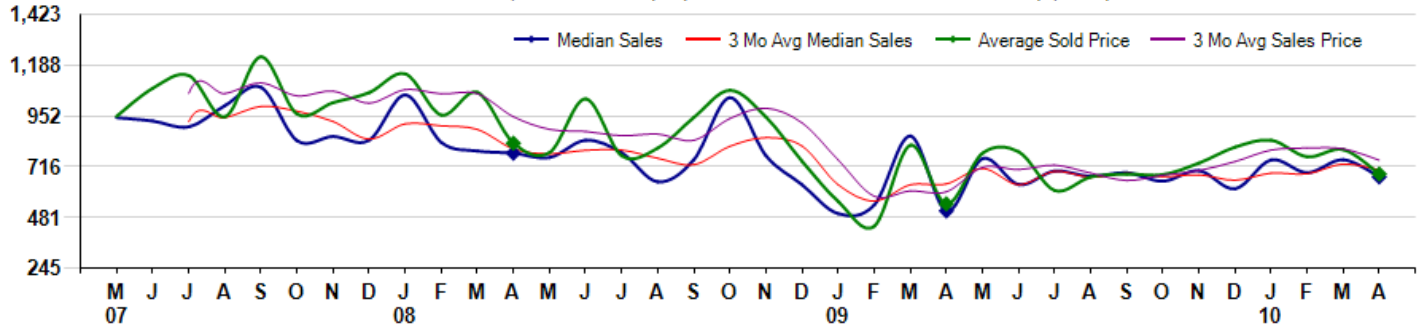
April Property sales were 21, up 162.5% from 8 in April of 2010 and 133.3% higher than the 9 sales last month. April 2010 sales were at their highest level compared to April of 2009 and 2008. April YTD sales of 47 are running 95.8% ahead of last year's year-to-date sales of 24.



Prices

The Median Sales Price in April was \$670,000, up 30.7% from \$512,500 in April of 2009 and down -10.7% from \$750,000 last month. The Average Sales Price in April was \$683,262, up 25.3% from \$545,500 in April of 2009 and down -14.2% from \$796,667 last month. April 2010 ASP was at a mid range compared to April of 2009 and 2008.

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



Based on information from RE Infolink for the period 5/27/1995 through 4/30/2010. 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.

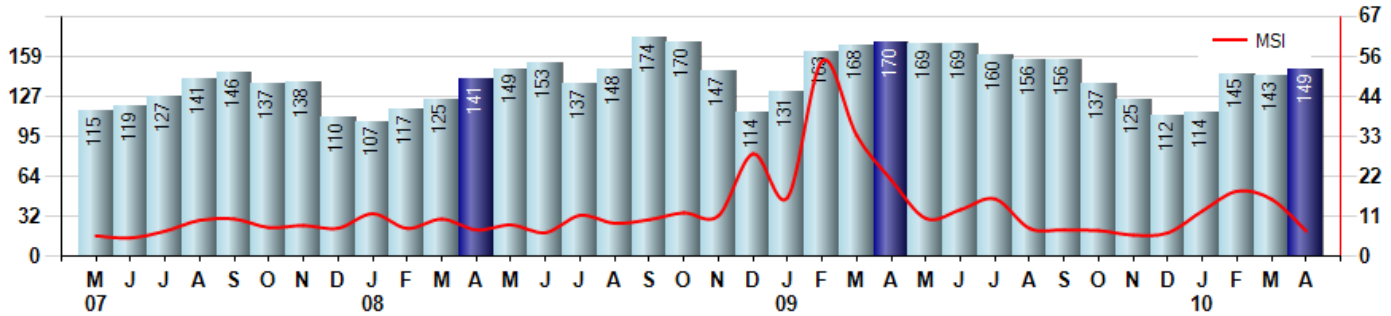


Inventory & MSI

The Total Inventory of Properties available for sale as of April was 149, up 4.2% from 143 last month and down -12.4% from 170 in April of last year. April 2010 Inventory was at a mid range compared to April of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2010 MSI of 7.1 months was at its lowest level compared with April of 2009 and 2008.

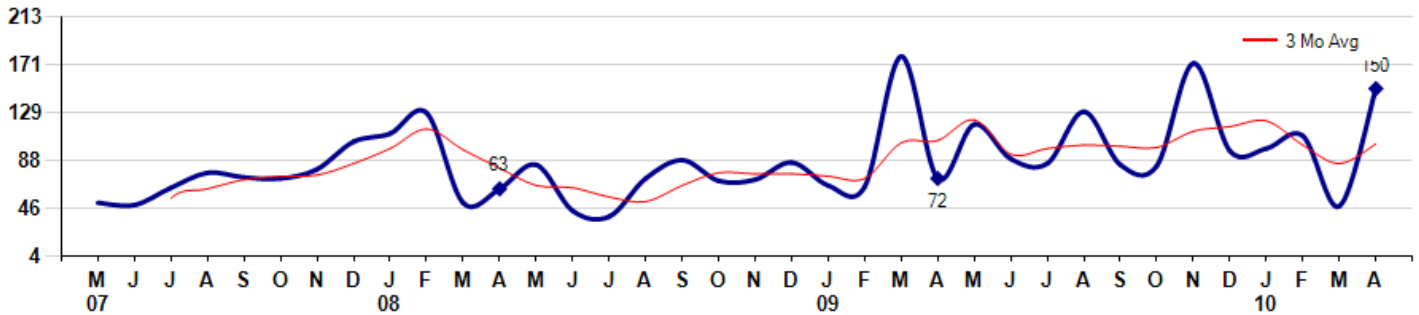
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 150, up 212.5% from 48 days last month and up 108.3% from 72 days in April of last year. The April 2010 DOM was at its highest level compared with April of 2009 and 2008.

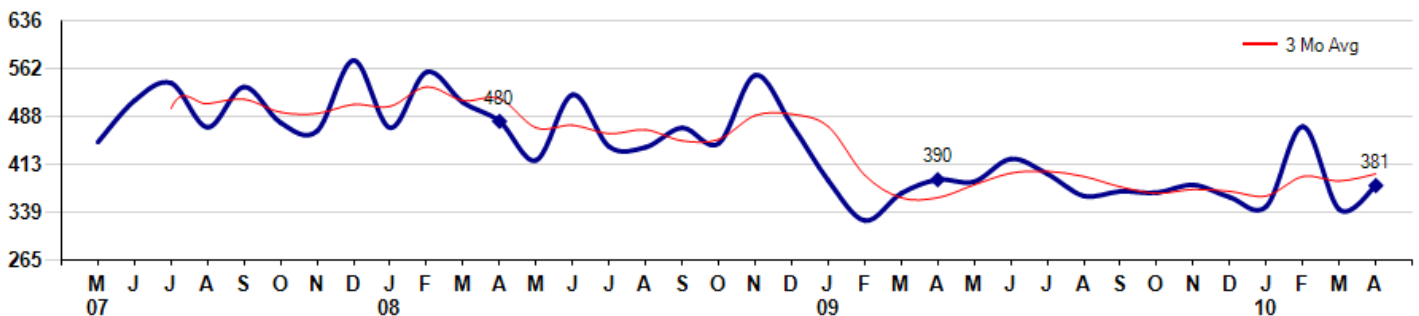
Average Days on Market(Listing to Contract) for properties sold during the month



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 2010 Selling Price per Square Foot of \$381 was up 10.8% from \$344 last month and down -2.3% from \$390 in April of last year.

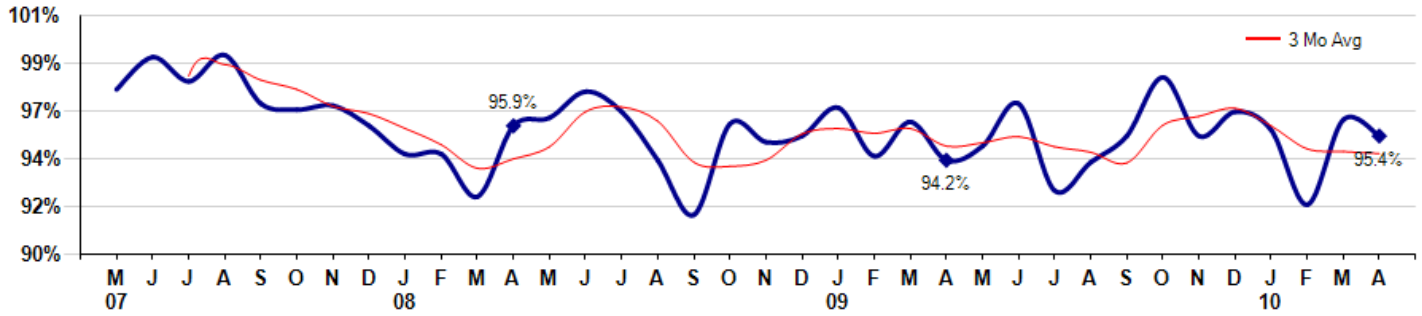
Average Selling Price per Square Foot for properties that sold during the month



Selling Price vs Original Listing Price

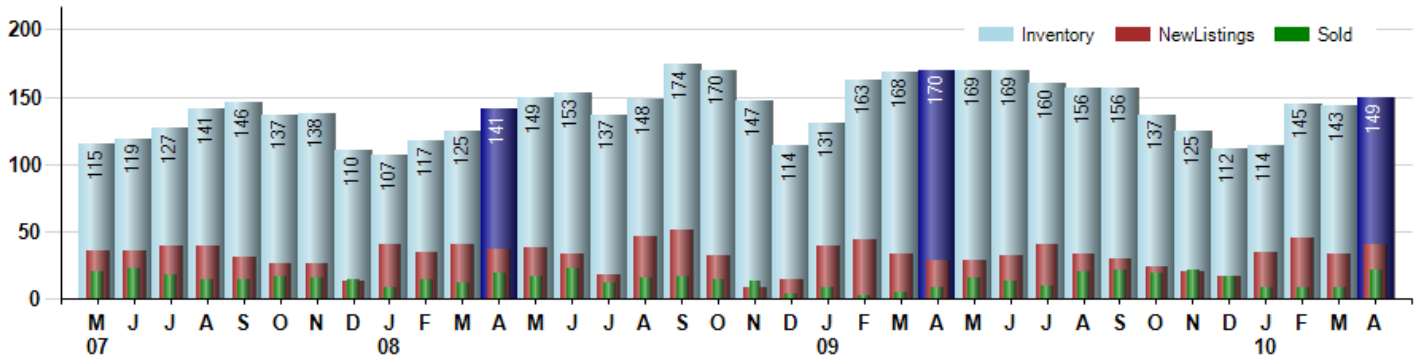
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2010 Selling Price vs Original List Price of 95.4% was down from 96.2% last month and up from 94.2% 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 2010 was 40, up 21.2% from 33 last month and up 37.9% from 29 in April of last year.



MARKET ACTION REPORT

April 2010

City: *El Granada, Half Moon Bay, Montara, Moss Beach*



Property Type: Single Family Home, Townhome, Condo | Price 0 to 99999000

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Homes Sold	20	23	18	14	14	17	16	14	9	15	12	19	17	23	12	16	17	14	13	4	8	3	5	8	16	13	10	20	21	19	21	17	9	8	9	21
3 Mo. Roll Avg			20	18	15	15	16	16	13	13	12	15	16	20	17	15	16	15	10		8	5	5	5	10	12	13	14	17	20	20	19	16	11	9	13

(000's)	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Median Sale Price	945	929	902	1,001	1,086	838	858	840	1,050	830	790	780	760	840	783	647	750	1,037	768	634	500	540	860	513	755	635	698	673	690	650	699	615	749	690	750	670
3 Mo. Roll Avg			925	944	996	975	927	845	916	907	890	800	777	793	794	757	727	812	852	813	634	558	633	638	709	634	696	668	687	671	680	655	688	685	730	703

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Inventory	115	119	127	141	146	137	138	110	107	117	125	141	149	153	137	148	174	170	147	114	131	163	168	170	169	169	160	156	156	137	125	112	114	145	143	149
MSI	6	5	7	10	10	8	9	8	12	8	10	7	9	7	11	9	10	12	11	29	16	54	34	21	11	13	16	8	7	7	6	7	13	18	16	7

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Days On Market	51	49	64	77	73	72	80	104	111	129	51	63	84	44	39	72	88	70	71	86	66	65	178	72	119	89	85	130	84	83	172	96	98	109	48	150
3 Mo. Roll Avg			55	63	71	74	75	85	98	115	97	81	66	64	56	52	66	77	76	76	74	72	103	105	123	93	98	101	100	99	113	117	122	101	85	102

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Price per Sq Ft	448	512	539	471	533	478	465	574	470	556	509	480	420	521	441	440	470	446	551	475	389	327	369	390	387	422	399	365	372	370	382	363	349	472	344	381
3 Mo. Roll Avg			500	507	514	494	492	506	503	533	512	515	470	474	461	467	450	452	489	491	472	397	362	362	382	400	403	395	379	369	375	372	365	395	388	399

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Sale to List Price	0.977	0.993	0.981	0.994	0.970	0.967	0.969	0.959	0.945	0.945	0.924	0.959	0.963	0.976	0.966	0.942	0.915	0.960	0.951	0.954	0.968	0.944	0.961	0.942	0.949	0.970	0.927	0.941	0.954	0.983	0.954	0.966	0.957	0.920	0.962	0.954
3 Mo. Roll Avg			0.984	0.989	0.982	0.977	0.969	0.965	0.958	0.950	0.938	0.943	0.949	0.966	0.968	0.961	0.941	0.939	0.942	0.955	0.958	0.955	0.958	0.949	0.951	0.954	0.949	0.946	0.941	0.959	0.964	0.968	0.959	0.948	0.946	0.945

	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
New Listings	36	36	39	39	31	26	26	13	40	35	41	37	38	33	18	46	51	32	8	14	39	44	34	29	29	32	41	34	30	24	20	17	35	45	33	40
Inventory	115	119	127	141	146	137	138	110	107	117	125	141	149	153	137	148	174	170	147	114	131	163	168	170	169	169	160	156	156	137	125	112	114	145	143	149
Sales	20	23	18	14	14	17	16	14	9	15	12	19	17	23	12	16	17	14	13	4	8	3	5	8	16	13	10	20	21	19	21	17	9	8	9	21

(000's)	M 07	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A
Avg Sale Price	951	1,081	1,140	949	1,227	962	1,014	1,060	1,148	957	1,062	826	783	1,032	768	804	946	1,071	947	743	557	442	817	546	780	787	607	670	683	681	734	808	840	764	797	683
3 Mo. Roll Avg			1,057	1,056	1,105	1,046	1,068	1,012	1,074	1,055	1,056	948	891	881	861	868	839	940	988	920	749	580	605	601	714	704	725	688	653	678	700	741	794	804	800	748

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