

City: Moraga



Richard "Rick" Booth

Broker Associate

(925) 253-6347

(925) 254-7781

Rick@BoothHomes.com



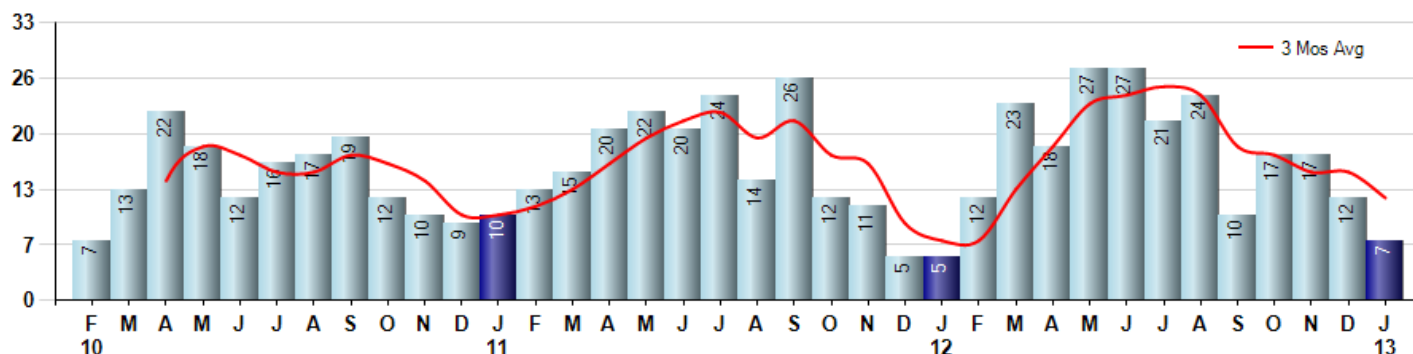
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,089,000	↑		↑				
Average List Price of all Current Listings	\$1,095,960	↓		↑				
January Median Sales Price	\$850,000	↓	↓	↑	↑	\$850,000	↑	↑
January Average Sales Price	\$766,946	↓	↓	↑	↓	\$766,946	↑	↓
Total Properties Currently for Sale (Inventory)	15	↑		↓				
January Number of Properties Sold	7	↓		↑		7	→	
January Average Days on Market (Solds)	17	↓	↓	↓	↓	17	↓	↓
Asking Price per Square Foot (based on New Listings)	\$435	↑	↑	↑	↑	\$435	↑	↑
January Sold Price per Square Foot	\$386	↓	↑	↑	↑	\$386	↑	↑
January Month's Supply of Inventory	2.1	↑	↑	↓	↑	2.1	↓	↑
January Sale Price vs List Price Ratio	101.0%	↑	↑	↑	↑	101.4%	↑	↑

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

Property Sales

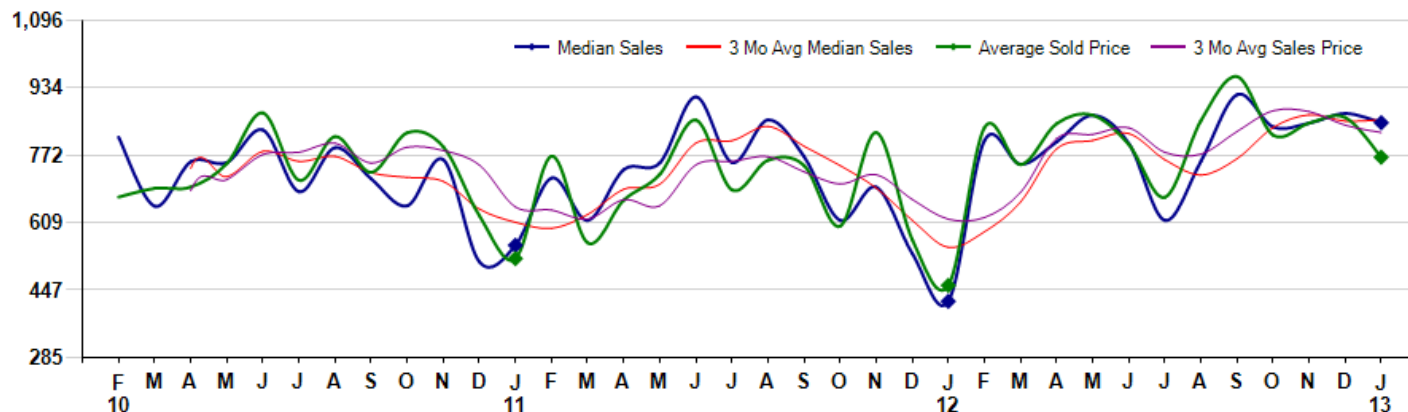
January Property sales were 7, up 40.0% from 5 in January of 2012 and -41.7% lower than the 12 sales last month. January 2013 sales were at a mid level compared to January of 2012 and 2011. January YTD sales of 7 are running 40.0% ahead of last year's year-to-date sales of 5.



Prices

The Median Sales Price in January was \$850,000, up 102.4% from \$420,000 in January of 2012 and down -2.6% from \$872,500 last month. The Average Sales Price in January was \$766,946, up 67.3% from \$458,400 in January of 2012 and down -11.1% from \$862,750 last month. January 2013 ASP was at highest level compared to January of 2012 and 2011.

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



City: Moraga



Richard "Rick" Booth
 Broker Associate
 (925) 253-6347
 (925) 254-7781
 Rick@BoothHomes.com



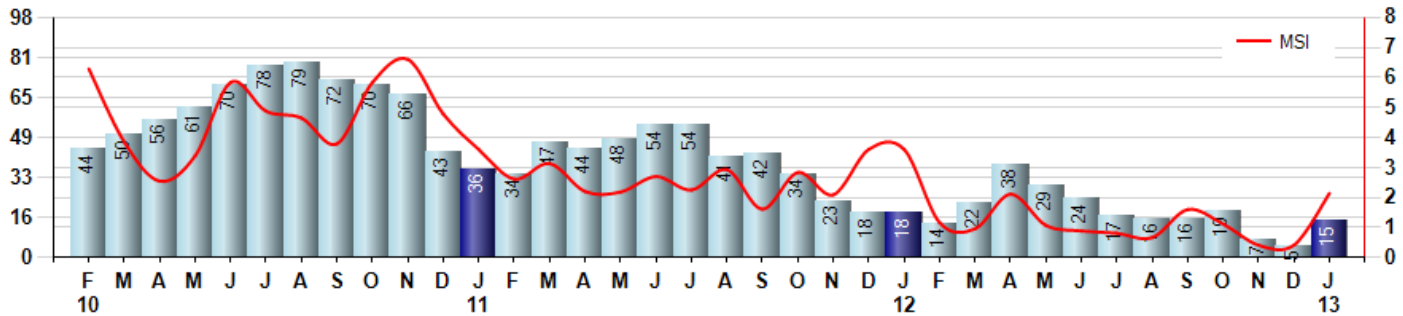
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 15, up 200.0% from 5 last month and down -16.7% from 18 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 2.1 months was at its lowest level compared with January of 2012 and 2011.

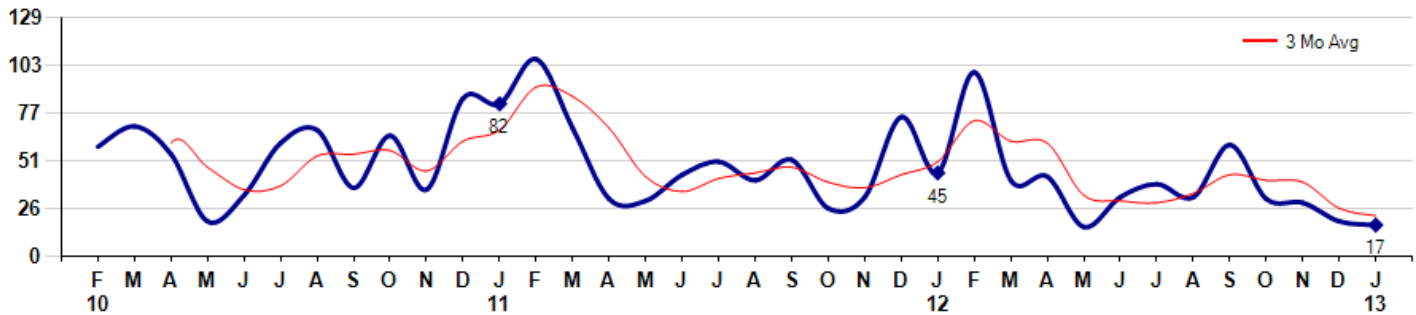
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 17, down -10.5% from 19 days last month and down -62.2% from 45 days in January of last year. The January 2013 DOM was at its lowest level compared with January of 2012 and 2011.

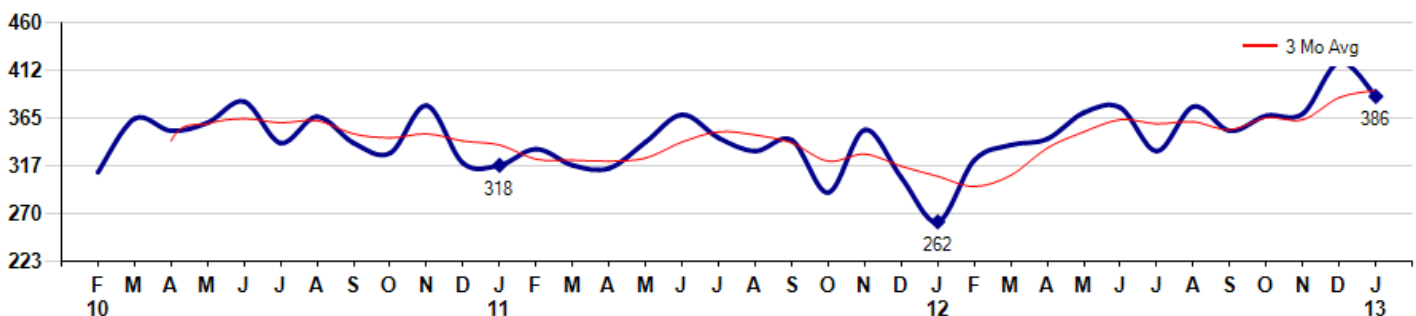
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price per Square Foot of \$386 was down -8.1% from \$420 last month and up 47.3% from \$262 in January of last year.

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



Based on information from Bay East Association of REALTORS and Contra Costa Association of REALTORS for the period 2/1/2010 through 1/31/2013. 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.



City: Moraga



Richard "Rick" Booth
 Broker Associate
 (925) 253-6347
 (925) 254-7781
 Rick@BoothHomes.com

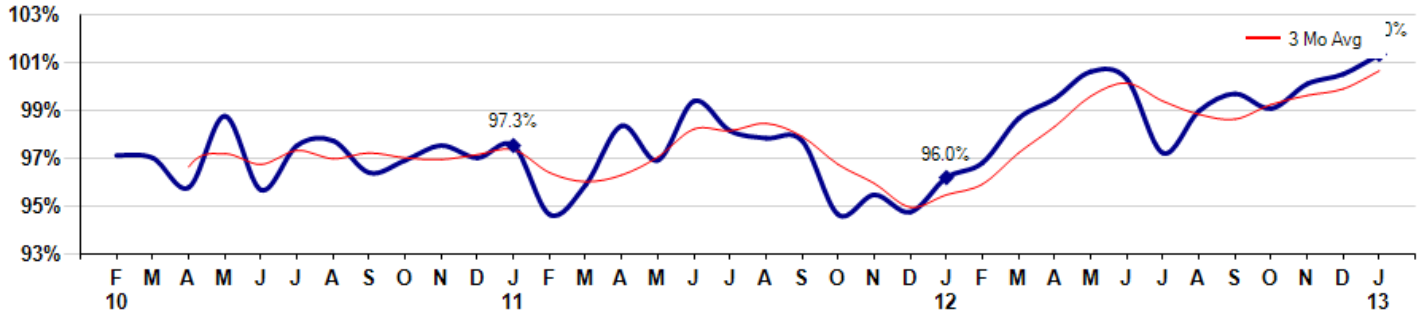


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

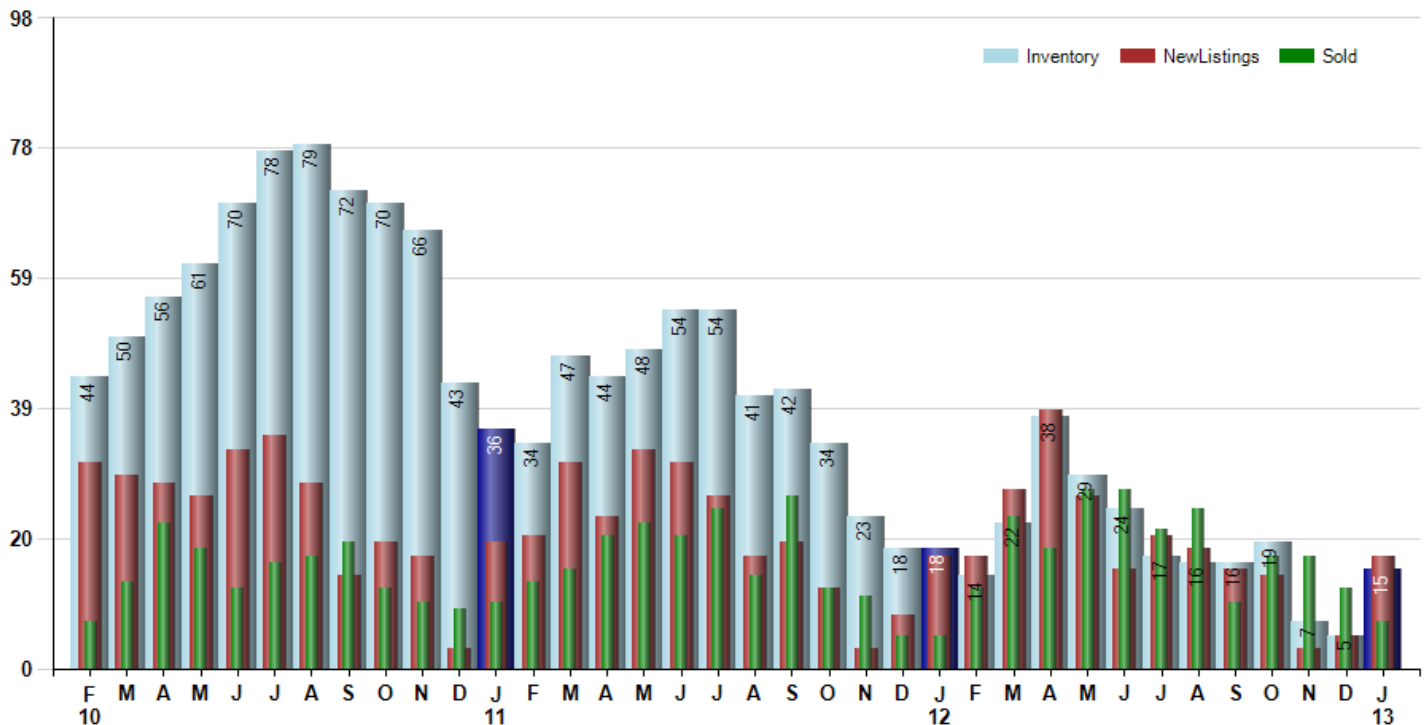
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2013 Selling Price vs List Price of 101.0% was up from 100.2% last month and up from 96.0% in January 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 January 2013 was 17, up 240.0% from 5 last month and equal to 17 in January of last year.



Based on information from Bay East Association of REALTORS and Contra Costa Association of REALTORS for the period 2/1/2010 through 1/31/2013. 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.

