

The 3 Oceans Market Report

market update

SAN CARLOS

Current prices for homes on the market
Trends in pricing
Current levels of supply and demand
Value metrics

Report for the week of
2009-01-09

Presented by Kevin Boer
650.387.2860

3 Oceans Real Estate, Inc.

<http://3OceansRealEstate.com> | kevin@3OceansRealEstate.com



City Overview

| Real-Time Market Profile | | Trend |
|---|---------------------|-------|
| Median List Price | \$ 1,149,000 | ↓ ↓ |
| Average List Price | \$ 1,184,205 | |
| Least Expensive Listing | \$ 459,900 | |
| Most Expensive Listing | \$ 3,780,000 | |
| Asking Price per Square Foot | \$ 551 | ↓ ↓ |
| Average Days on Market | 94 | ↑ ↑ |
| Total Inventory | 57 | ↓ ↓ |
| Absorbed This Week* | 6 | |
| Percent of Properties with Price Decrease | 54 % | |
| Percent Relisted (reset DOM) | 18 % | |
| Percent Flip (price increased) | 0 % | |
| Median House Size (sq ft) | 2,157 | |
| Median Lot Size | 6,501 - 8,000 sq ft | |
| Median Number of Bedrooms | 3.5 | |
| Median Number of Bathrooms | 2.0 | |
| Median Age | 58 | |

| Altos Research Value Statistics | |
|---------------------------------|-----------------------------|
| Market Action Index | Cold! Buyer's 17 ← → |

Altos Research calculates the Market Action Index which measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller. See the section below for full details.

Trend Key

Last Month's Trend
 Last Quarter's
 No Clear Monthly/Quarterly

*Metric "Absorbed this Week" covers properties sold and those taken off the market for other reasons. Since sales sometimes take months to close, it is impossible to discern in real-time exactly which properties sold.

Characteristics per Quartile

| Quart | Median Price | Med. Sqft. | Med. Lot Size | Bed | Bath | Med. Age | Inven. | New | Ab-sorbed | Avg. DoM |
|-------|--------------|------------|----------------------|-----|------|----------|--------|-----|-----------|----------|
| 1 | \$ 1,549,750 | 2,672 | 8,001 - 10,000 sq ft | 4.0 | 3.0 | 34 | 14 | 0 | 0 | 106 |
| 2 | \$ 1,297,000 | 2,730 | 8,001 - 10,000 sq ft | 4.0 | 2.0 | 48 | 14 | 1 | 0 | 92 |
| 3 | \$ 1,012,000 | 2,025 | 6,501 - 8,000 sq ft | 3.0 | 2.0 | 52 | 14 | 2 | 3 | 89 |
| 4 | \$ 649,900 | 1,180 | 4,501 - 6500 sq ft | 2.0 | 1.0 | 61 | 15 | 2 | 3 | 90 |

SAN CARLOS

THIS WEEK

The median single family home price in SAN CARLOS this week is \$1,149,000. The 57 homes have been on the market for an average of 94 days.

Inventory has been tightening and days-on-market increasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

QUARTILES

To get a tightly targeted understanding of homes in the market, we break each locale into quartiles. Each quartile is 25% of the homes listed.

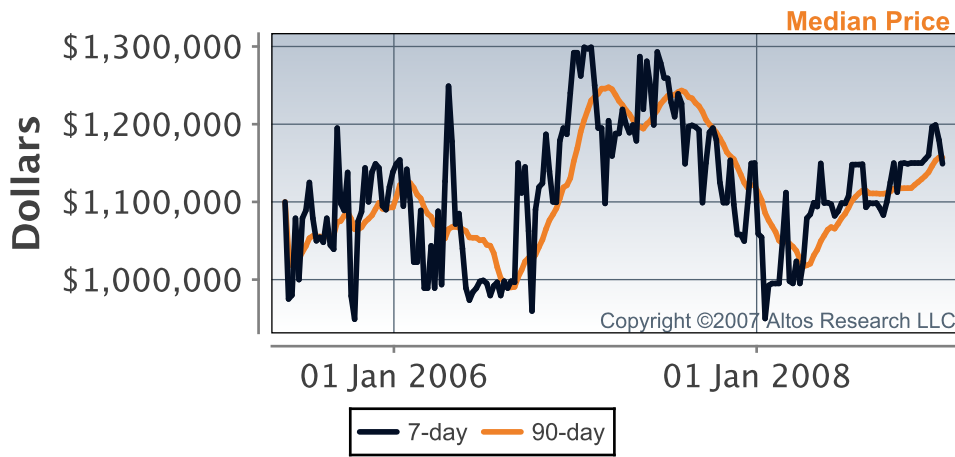
Most expensive 25% of homes

Upper-middle 25% of homes

Lower-middle 25% of homes

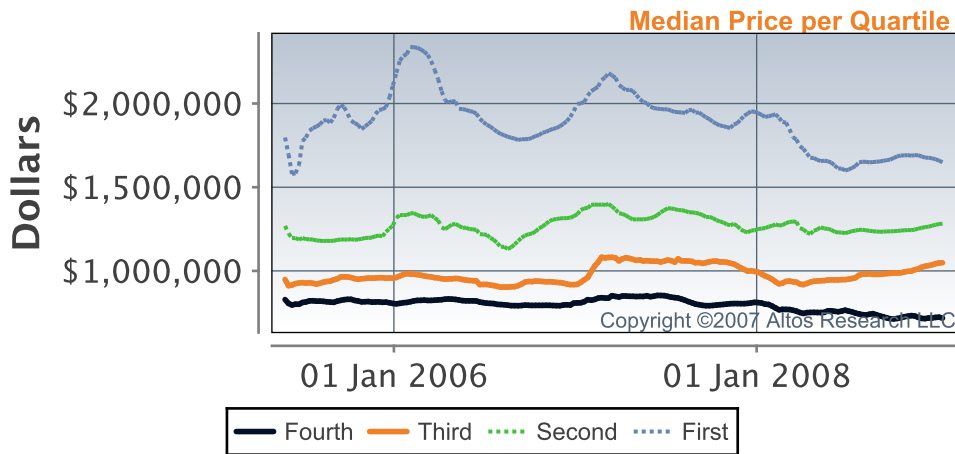
Least expensive 25% of homes

We'll refer to the quartiles in the trend graphs below.



PRICE

Again this week we see a downward notch for prices. Prices continue to pull back from the market's highs. The Market Action Index is a good leading indicator for the durability of this trend.

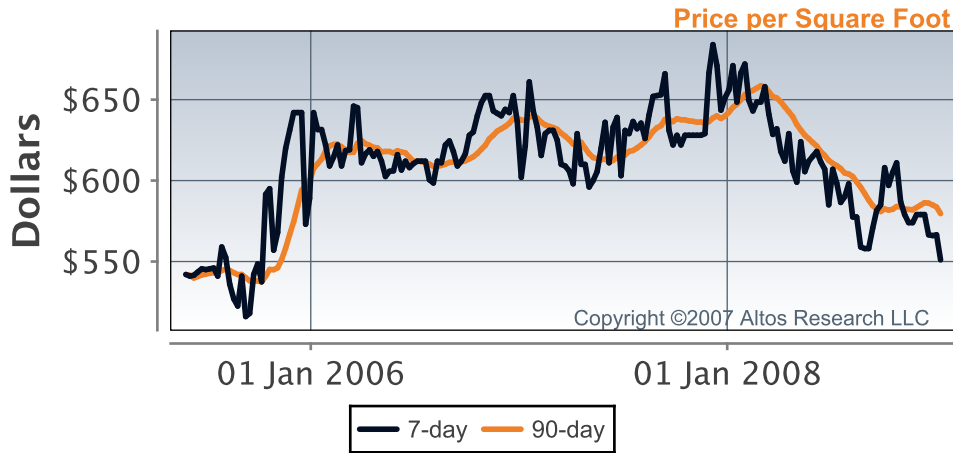


QUARTILE PRICES

Often, we find insights by watching pricing trends within the quartile segments. The top end of the market has shown price weakness in the last few weeks and prices in Quartile 4 are basically flat. Without a strong directional indicator from prices, look to the Market Action Index for a leading indicator of where prices across the board are heading.

PRICE AND VALUE

This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Despite the fact that home prices are rising fairly consistently, the price per square foot of homes listed is declining. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Market zone for a long period, prices are likely in for a downward correction.



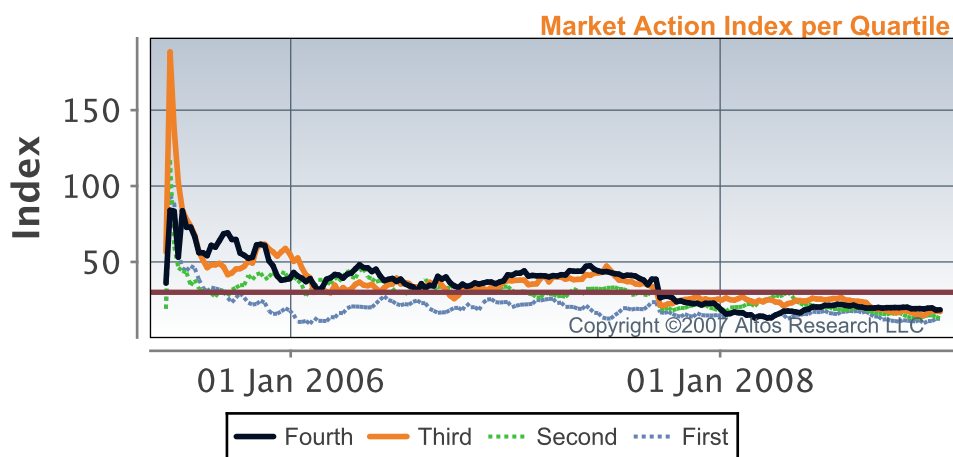
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly gobble up available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of already-listed homes is sufficient to last several months at the current rate of sales. A cold market will typically cause prices to fall.

MARKET ACTION INDEX

The SAN CARLOS market is currently quite strongly in the Buyer's Market zone (below 30). The 90-day Market Action Index stands at 17. With several months of inventory available at the current sales rate, buyers should find ample choice.

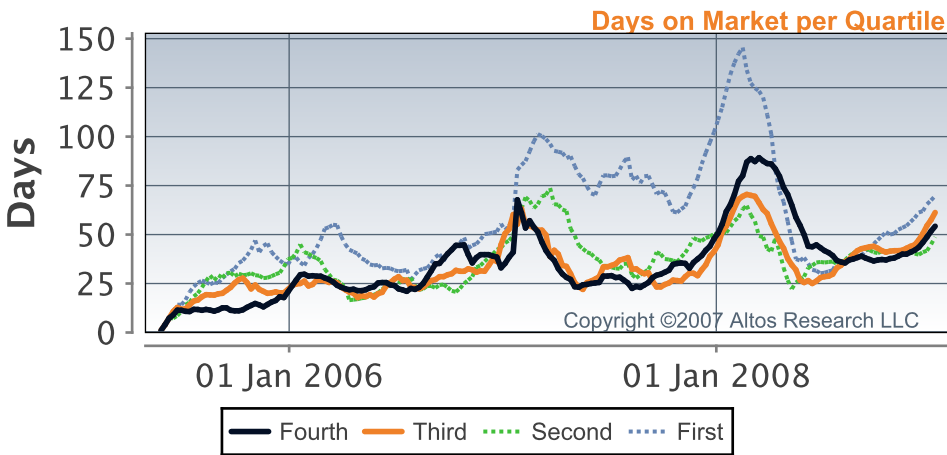
Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.



The quartiles can help you answer the question, "How hot is the market for homes in my price range?"

MARKET ACTION

Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.



DAYS ON MARKET (DOM)

The properties have been on the market for an average of 94 days. Half of the listings have come newly on the market in the past 77 or so days.

DOM PER QUARTILE

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

Neighborhood Detail

SAN CARLOS 94070

| Real-Time Market Profile | | Trend |
|---------------------------------|--|-------|
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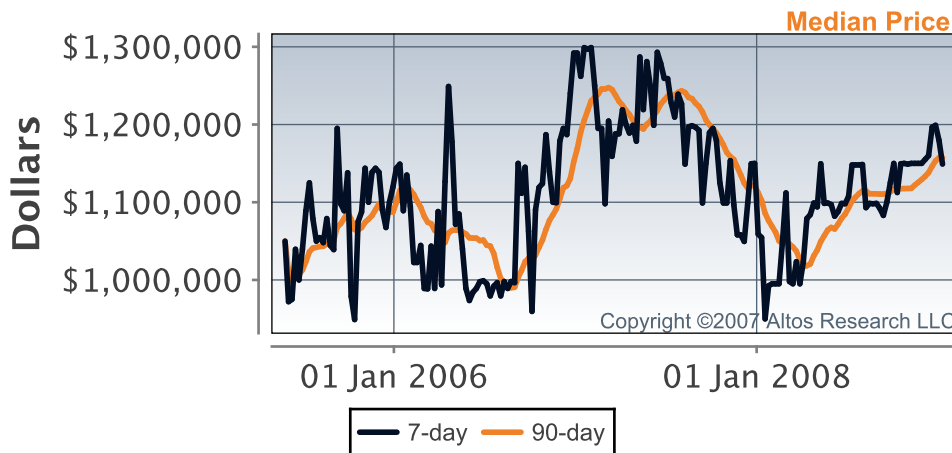
THIS WEEK

The median single family home price in SAN CARLOS 94070 this week is \$1,149,000.

Inventory has been tightening and days-on-market increasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

PRICE

Again this week in this zip code we see a downward notch for prices. We continue to pull back from the market's highs. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



PRICE PER QUARTILE

In the quartile market segments, we see the top end of the market in this zip code showing weakness in the last few weeks and prices in Quartile 4 are basically flat. Without a strong directional indicator from prices, look to the Market Action Index for a leading indicator of where prices across the board are heading.

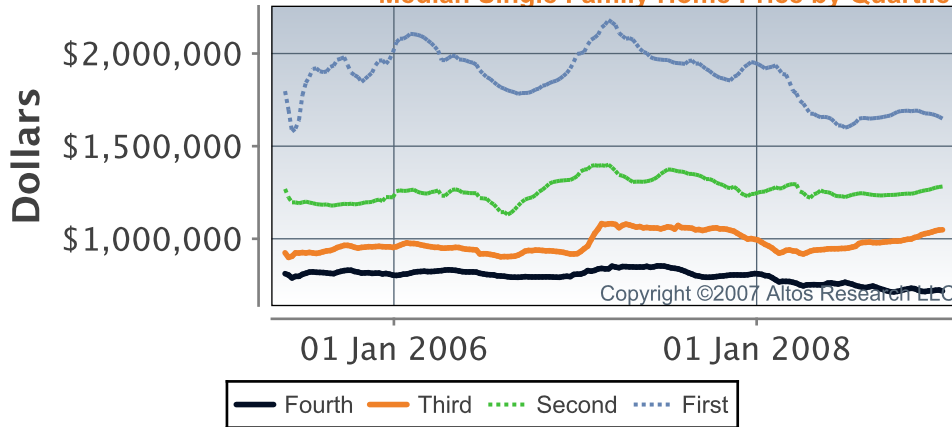
QUARTILES

Most expensive 25% of homes
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 Least expensive 25% of homes

PRICE AND VALUE

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.

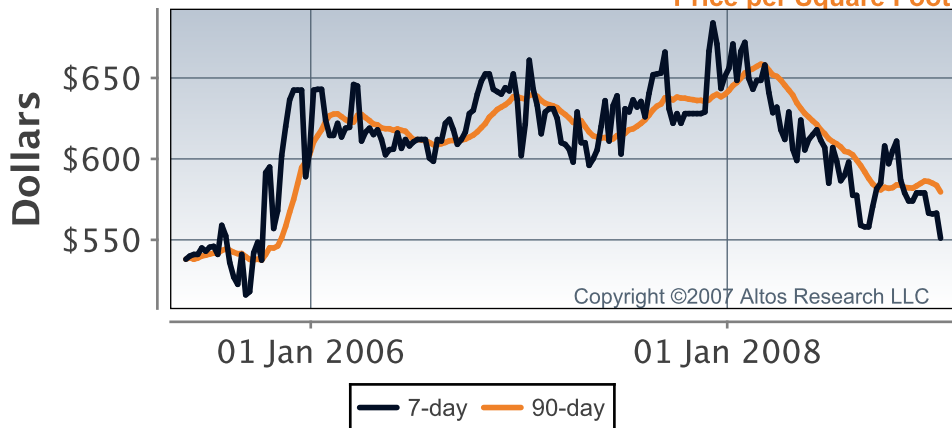
Median Single Family Home Price by Quartile



Characteristics per Quartile

| Quart | Median Price | Med. Sqft | Med. Lot Size | Bed | Bath | Med. Age | Inven. | New | Ab-sorbed | Avg. DoM |
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Price per Square Foot



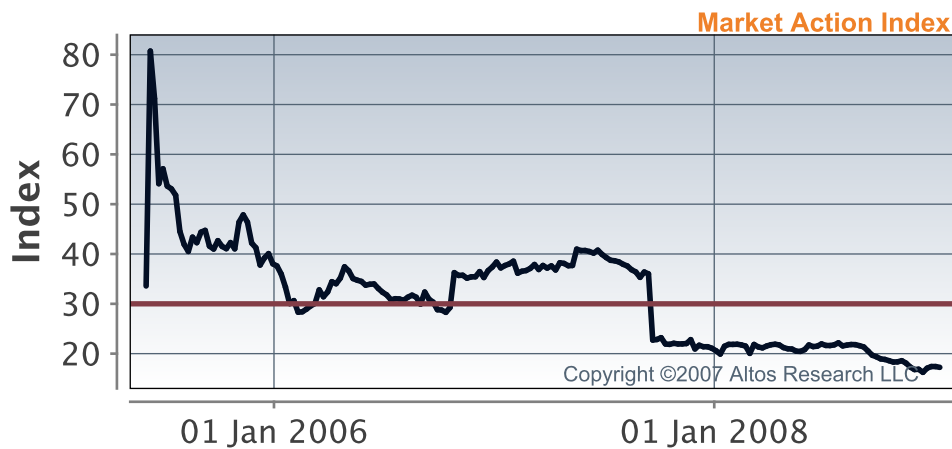
INVENTORY

Inventory has been climbing lately with 57 properties available this week. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index to gauge whether buyer interest is keeping up with available supply.



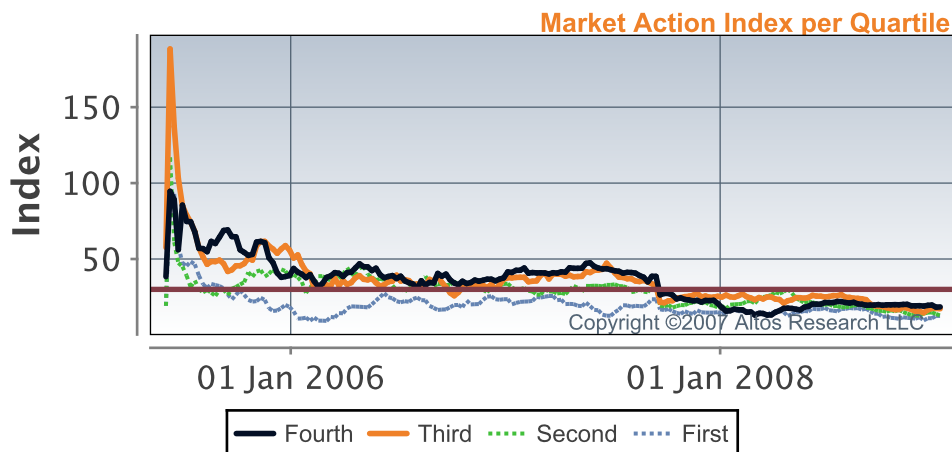
MARKET ACTION INDEX

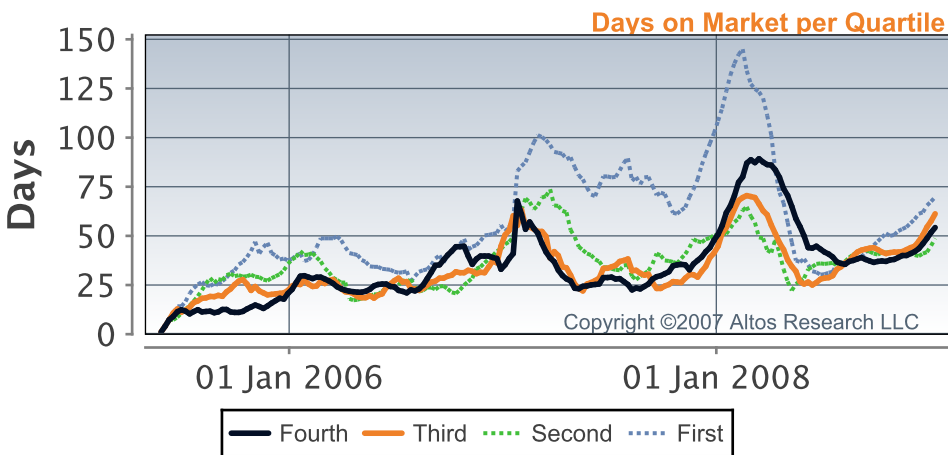
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MARKET ACTION

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.





DAYS ON MARKET

The properties have been on the market for an average of 94 days. Half of the listings have come newly on the market in the past 77 or so days. Watch the 90-day DOM trend for signals of a changing market.

DAYS ON MARKET

It is not uncommon for the higher priced homes in an area (Quartiles 1 and 2) to take longer to sell than those in the lower quartiles.

About Altos Research Corporation

Altos Research Corp. reports real-time analysis of the residential real estate market in local markets across the country. All information contained herein is based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Use this report as one input in the real estate decision making process, but do not rely on it for accuracy. Nothing in this report or any other Altos Research publication is a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.