



Comparative Market Analysis

Saturday, January 14, 2012

Summary of Comparable Listings

This page summarizes the comparable listings contained in this market analysis.

Active listings

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Age	Date	DOM
187 Garland	\$4,495,000	4	4.00	3979	\$1,130	62	01/09/2012	5
24580 Ruth Lee	\$3,875,000	5	5.00	5095	\$761	1	12/13/2011	32
1310 Villa	\$3,799,000	5	6.00	3793	\$1,002	6	01/11/2012	3
559 Cherry	\$3,289,000	4	3.00	3415	\$963	0	01/11/2012	3
780 South El Monte	\$3,195,000	5	6.00	4423	\$722	3	08/01/2011	166
287 Quinnhill	\$2,399,000	4	4.00	3987	\$602	18	12/02/2011	43
1681 Kensington	\$1,649,900	3	3.00	2623	\$629	59	01/02/2012	12
26 North El Monte	\$1,498,000	5	3.00	2401	\$624	61	11/21/2011	54
791 Woodstock	\$1,398,000	4	3.00	2134	\$655	51	10/24/2011	82
1420 Cedar	\$1,200,000	4	3.00	2257	\$532	37	09/23/2011	247
1306 Don Kirk	\$1,149,000	3	2.00	1418	\$810	57	01/05/2012	9
26 Pasa Robles	\$1,099,000	2	2.00	1334	\$824	89	09/13/2011	123
132 Del Monte	\$995,000	2	1.00	1000	\$995	65	01/11/2012	3
	\$2,310,838	3.85	3.46	2912	\$788	39		60

Pending W/ Release listings

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Age	Date	DOM
1911 Colleen	\$1,179,000	3	2.00	1602	\$736	54		26
	\$1,179,000	3.00	2.00	1602	\$736	54		26

Pending W/O Release listings

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Age	Date	DOM
1545 Niblick	\$2,449,000	4	4.00	3781	\$648	9		202
	\$2,449,000	4.00	4.00	3781	\$648	9		202

Pending, Do Not Show listings

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Age	Date	DOM
618 Orange	\$3,998,000	6	6.00	6874	\$582	5		83
873 Laverne	\$2,500,000	5	3.00	3200	\$781	70		8
1205 Altamead	\$1,398,000	4	3.00	2400	\$583	59		3
1191 Laureles	\$1,290,000	3	3.00	1635	\$789	56		73
1602 Christina	\$1,138,000	3	2.00	1565	\$727	58		64
	\$2,064,800	4.20	3.40	3135	\$692	50		46

Sold (Closed Sale) listings

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Age	Date	DOM
544 Cherry	\$4,709,000	6	8.00	6426	\$733	5	12/03/2011	80
480 Border Hill	\$4,150,000	4	6.00	4629	\$897	4	12/17/2011	45
1504 Country Club	\$3,600,000	5	5.00	7916	\$455	83	11/18/2011	43
631 Morningside	\$2,900,000	3	4.00	4357	\$666	24	11/21/2011	236
320 Alvarado	\$2,420,000	5	3.00	3081	\$785	3	10/31/2011	89





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981 Leonello	\$2,020,000	5	4.00	3090	\$654	8	10/29/2011	68
973 Campbell	\$1,837,500	4	3.00	2781	\$661	63	11/05/2011	115
990 Eastwood	\$1,895,000	4	3.00	2638	\$718	36	11/10/2011	9
1308 Garthwick	\$1,565,000	3	4.00	2737	\$572	54	11/10/2011	57
1225 Saint Joseph	\$1,525,000	4	3.00	2582	\$591	36	11/10/2011	8
464 Marich	\$1,525,000	4	3.00	1844	\$827	59	11/19/2011	9
1740 Selig	\$1,257,500	4	3.00	2264	\$555	45	12/06/2011	42
1694 Newcastle	\$1,350,000	3	2.00	2135	\$632	55	11/15/2011	5
2226 Deodara	\$1,111,111	3	2.00	1556	\$714	51	11/22/2011	10
	\$2,276,079	4.07	3.79	3431	\$676	38		58

Median: **\$1,743,700**

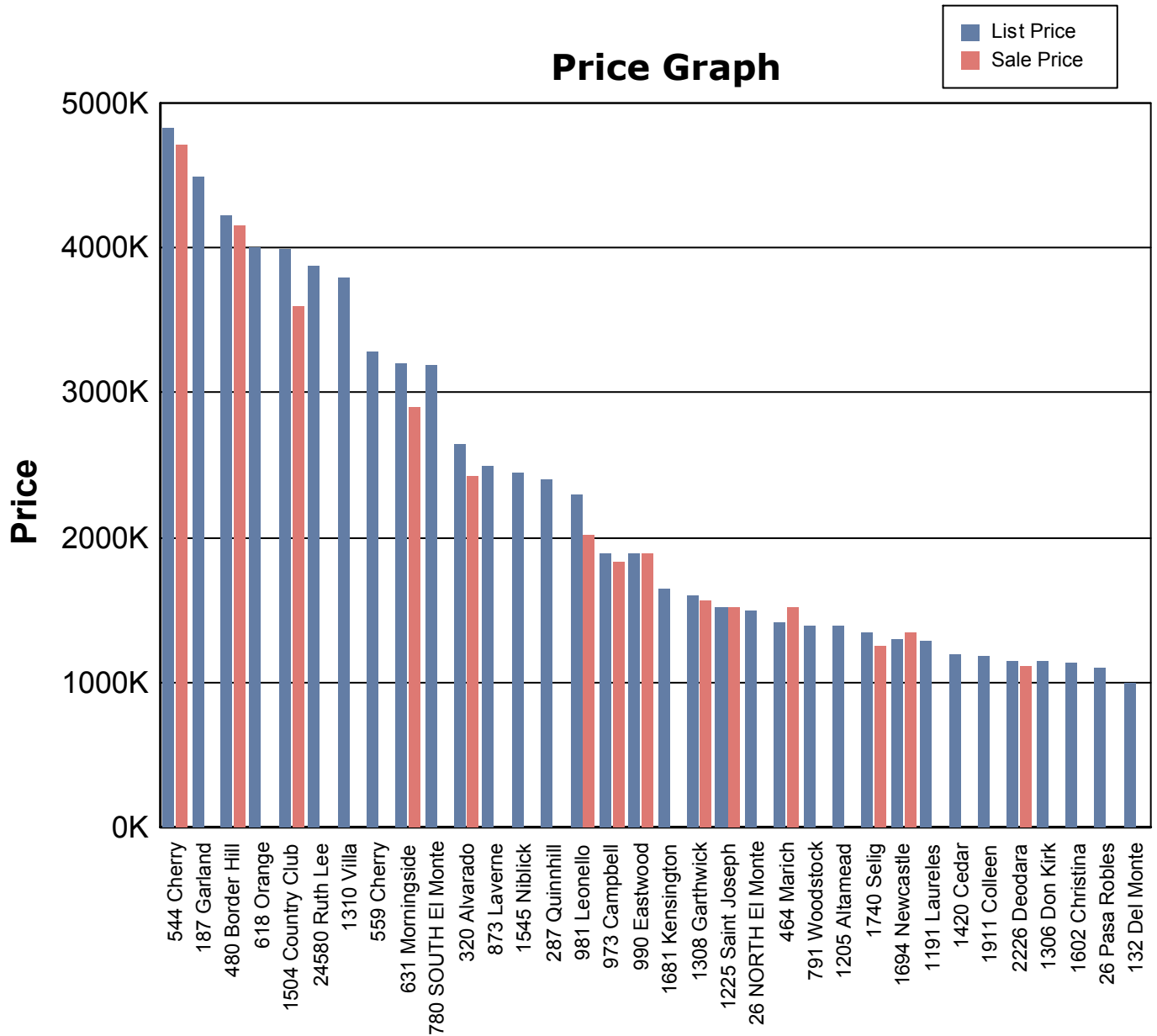
Average: **\$2,231,118**





List Price and Sale Price

This graph illustrates the list price, along with sale price in Sold listings.



Area Summary Report

Summary Statistics

List Price:	<u>High</u> \$4,495,000	<u>Low</u> \$995,000	<u>Average</u> \$2,310,838	<u>Median</u> \$1,649,900
Sold Price:	\$4,709,000	\$1,111,111	\$2,276,079	\$1,866,250

Single Family Residential

Active

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81201127	Country Club	1310 Villa Drive	\$3,799,000	3,793	1,001.6	20,037	3		
Average:			\$3,799,000	3,793	1,001.6	20,037	3		

Sold (Closed Sale)

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81142606	Country Club	1504 Country Club Drive	\$3,995,000	7,916	504.7	81,457	43	\$3,600,000	\$455
Average:			\$3,995,000	7,916	504.7	81,457	43	\$3,600,000	\$455

Pending w/o release

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81138586	Country Club	1545 Niblick Avenue	\$2,449,000	3,781	647.7	14,374	202		
Average:			\$2,449,000	3,781	647.7	14,374	202		

Active

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81141016	Highlands	1420 Cedar Place	\$1,200,000	2,257	531.7	10,000	247		
Average:			\$1,200,000	2,257	531.7	10,000	247		

Sold (Closed Sale)

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81146148	Highlands	1225 Saint Joseph Avenue	\$1,525,000	2,582	590.6	10,440	8	\$1,525,000	\$591
81147401	Highlands	2226 Deodara Drive	\$1,150,000	1,556	739.1	10,500	10	\$1,111,111	\$714
Average:			\$1,337,500	2,069	664.9	10,470	9	\$1,318,056	\$652

Active

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81200859	North Los Altos	187 Garland Way	\$4,495,000	3,979	1,129.7	16,150	5		
81201278	North Los Altos	559 Cherry Avenue	\$3,289,000	3,415	963.1	16,848	3		
81133973	North Los Altos	780 South El Monte Avenue	\$3,195,000	4,423	722.4	17,999	166		
81148317	North Los Altos	26 North El Monte Avenue	\$1,498,000	2,401	623.9	11,220	54		
81144438	North Los Altos	791 Woodstock Lane	\$1,398,000	2,134	655.1	11,284	82		
81139656	North Los Altos	26 Pasa Robles Avenue	\$1,099,000	1,334	823.8	5,828	123		
81201303	North Los Altos	132 Del Monte Avenue	\$995,000	1,000	995.0	5,828	3		
Average:			\$2,281,286	2,669	844.7	12,165	62		

Sold (Closed Sale)

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81139738	North Los Altos	544 Cherry Avenue	\$4,825,000	6,426	750.9	15,907	80	\$4,709,000	\$733
81113762	North Los Altos	631 Morningside Road	\$3,200,000	4,357	734.5	5,244	236	\$2,900,000	\$666
81134049	North Los Altos	320 Alvarado Avenue	\$2,650,000	3,081	860.1	10,285	89	\$2,420,000	\$785
81147231	North Los Altos	464 Marich Way	\$1,420,000	1,844	770.1	10,240	9	\$1,525,000	\$827
Average:			\$3,023,750	3,927	778.9	10,419	104	\$2,888,500	\$753

Pending, do not show

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81141658	North Los Altos	618 Orange Avenue	\$3,998,000	6,874	581.6	13,992	83		



Single Family Residential

Pending, do not show

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81150373	North Los Altos	873 Laverne Way	\$2,500,000	3,200	781.3	15,360	8		
81142188	North Los Altos	1191 Laureles Drive	\$1,290,000	1,635	789.0	13,335	73		
Average:			\$2,596,000	3,903	717.3	14,229	55		

Active

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81150455	South of El Monte	24580 Ruth Lee Court	\$3,875,000	5,095	760.5	34,848	32		
81149228	South of El Monte	287 Quinnhill Road	\$2,399,000	3,987	601.7	16,159	43		
81200120	South of El Monte	1681 Kensington Avenue	\$1,649,900	2,623	629.0	13,068	12		
81200426	South of El Monte	1306 Don Kirk Street	\$1,149,000	1,418	810.3	10,878	9		
Average:			\$2,268,225	3,281	700.4	18,738	24		

Sold (Closed Sale)

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81146232	South of El Monte	480 Border Hill Road	\$4,225,000	4,629	912.7	21,990	45	\$4,150,000	\$897
81136765	South of El Monte	981 Leonello Avenue	\$2,299,000	3,090	744.0	10,074	68	\$2,020,000	\$654
81130813	South of El Monte	973 Campbell Avenue	\$1,895,000	2,781	681.4	11,475	115	\$1,837,500	\$661
81145995	South of El Monte	990 Eastwood Place	\$1,895,000	2,638	718.3	10,400	9	\$1,895,000	\$718
81139640	South of El Monte	1308 Garthwick Drive	\$1,598,000	2,737	583.9	10,101	57	\$1,565,000	\$572
81145120	South of El Monte	1740 Selig Lane	\$1,350,000	2,264	596.3	9,744	42	\$1,257,500	\$555
81147086	South of El Monte	1694 Newcastle Drive	\$1,299,888	2,135	608.8	10,120	5	\$1,350,000	\$632
Average:			\$2,080,270	2,896	692.2	11,986	49	\$2,010,714	\$670

Pending w/ release

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81150663	South of El Monte	1911 Colleen Drive	\$1,179,000	1,602	736.0	8,480	26		
Average:			\$1,179,000	1,602	736.0	8,480	26		

Pending, do not show

MLS #	Area	Address	List Price	SqFt	\$/SqFt	Lt SqFt	DOM	Sale Price	\$/SqFt
81200944	South of El Monte	1205 Altamead Drive	\$1,398,000	2,400	582.5	10,064	3		
81142522	South of El Monte	1602 Christina Drive	\$1,138,000	1,565	727.2	9,460	64		
Average:			\$1,268,000	1,983	654.8	9,762	34		
Total Average:			\$2,274,111	3,146	732.0	61		\$2,276,079	\$676





CMA Pro Report

These pages give a general overview of the selected properties.



544 Cherry Avenue, Los Altos CA 94022

MLS No:	81139738	DOM:	80	Status:	Sold
Class:	Single Family Residential	List Date:	09/14/2011	List Price:	\$4,825,000
Beds:	6+	Sale Price:	\$4,709,000	Lot Size:	15,907 SqFt (Assessor)
Baths:	4+	Sqft:	6426 (Paid Vendor)	Elem Dist:	Los Altos Elementary
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Thank you all... who support this listing!!! Masterfully crafted, decidedly approachable & intimate. 5 bedrooms in the main residence + a multi-room suite and poolside cottage for guests. 3 levels, 2 by elevator, wine room/cellar, cinema, spa. For the senses: Arched pilasters, Soothing Radiant heated stone & hardwood floors beckon "Barefoot Elegance".**



187 Garland Way, Los Altos CA 94022

MLS No:	81200859	DOM:	5	Status:	Active
Class:	Single Family Residential	List Date:	01/09/2012	List Price:	\$4,495,000
Beds:	4	Lot Size:	16,150 SqFt (Assessor)		
Baths:	4+	Sqft:	3979 (Assessor)	Elem Dist:	Los Altos Elementary
High Dist:	Mountain View-Los Altos Union High				

Remarks: **One of a kind home w/ attention to detail. Masterfully restyled throughout. Light & bright rooms, stunning walnut floors, exquisite light fixtures & amazing stone selections of marble & onyx. A customized wine cellar, home theatre & home automation system for light & sound. Impressive rear grounds w/ a loggia, BBQ kitchen, cabana & resort-like pool w/ waterfalls & walk-in beach area.**



480 Border Hill Road, Los Altos CA 94024

MLS No:	81146232	DOM:	45	Status:	Sold
Class:	Single Family Residential	List Date:	11/02/2011	List Price:	\$4,225,000
Beds:	4	Sale Price:	\$4,150,000	Lot Size:	21,990 SqFt (Seller)
Baths:	4+	Sqft:	4629 (Seller)	Elem Dist:	Los Altos Elementary
High Dist:	Mountain View-Los Altos Union High				

Remarks: **EXCEPTIONAL LOCATION! with 360* Panoramic Views of SF Bay in front & LA Hills from infinity edge pool/spa in back; 3 min to town, on private cul de sac, no freeway noise; plenty of parking; power gate. Beautifully Landscaped and usable 1/2 acre lot. 3 yr NEW Mediterranean Masterpiece has a harmonious detailed design with ALL amenities hand crafted and finished. STUNNING turnkey home!**





CMA Pro Report

These pages give a general overview of the selected properties.



618 Orange Avenue, Los Altos CA 94022

MLS No:	81141658	DOM:	83	Status:	Pend w/DNS
Class:	Single Family Residential	List Date:	09/29/2011	List Price:	\$3,998,000
Beds:	6+	Lot Size:	13,992 SqFt (Assessor)		
Baths:	4+				
Sqft:	6874 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Spectacular like-new home on huge downtown lot. Over 6,800+ sq ft on almost 14K sq ft lot! Steps from the downtown. This beautiful Craftsman home has a large gourmet kitchen w/marble counters, distressed oak hardwd floors, a lux master suite, 3 other 1st floor bdrms including 2 en suite, an amazing 3400+ sq ft basement with a <600 sq ft theater, 2bdrms, 2 full ba, gym area, game area + more sq ft**



1504 Country Club Drive, Los Altos CA 94024

MLS No:	81142606	DOM:	43	Status:	Sold
Class:	Single Family Residential	List Date:	10/06/2011	List Price:	\$3,995,000
Beds:	5	Sale Price:	\$3,600,000	Lot Size:	81,457 SqFt (Assessor)
Baths:	4+				
Sqft:	7916 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Beautiful French Normandy style Castle. A gorgeous property to come home to everyday. The wonderful floorplan has it all with light coming into every room from large picture windows, french doors, etc.. The perfect place for entertaining. Stunning views of 3 fairways as you look down on the golf course and across to green foothills. A step into the Elegance of the 1920's.**



24580 Ruth Lee Court, Los Altos CA 94024

MLS No:	81150455	DOM:	32	Status:	Active
Class:	Single Family Residential	List Date:	12/13/2011	List Price:	\$3,875,000
Beds:	5	Lot Size:	34,848 SqFt (Seller)		
Baths:	4+				
Sqft:	5095 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Beautiful new construction with incredible views on a cul-de-sac! 5 bedrooms and 4.5 baths all with ultra luxe finishes throughout. Gourmet kitchen with Viking appliances. Family room adjoins the kitchen and is perfect for entertaining. Formal living and dining rooms with high ceilings.**





CMA Pro Report

These pages give a general overview of the selected properties.



1310 Villa Drive, Los Altos CA 94024

MLS No:	81201127	DOM: 3	Status:	Active
Class:	Single Family Residential		List Date:	01/11/2012
Beds:	5		List Price:	\$3,799,000
Baths:	4+			
Sqft:	3793 (Assessor)		Lot Size:	20,037 SqFt (Assessor)
Elem Dist:	Los Altos Elementary			
High Dist:	Mountain View-Los Altos Union High			

Remarks:



559 Cherry Avenue, Los Altos CA 94022

MLS No:	81201278	DOM: 3	Status:	Active
Class:	Single Family Residential		List Date:	01/11/2012
Beds:	4		List Price:	\$3,289,000
Baths:	3			
Sqft:	3415 (Paid Vendor)		Lot Size:	16,848 SqFt (Paid Vendor)
Elem Dist:	Los Altos Elementary			
High Dist:	Mountain View-Los Altos Union High			

Remarks: Charmed New Estate fm Abigail in sweet spot of North LA. One Story with Carmel feel on huge lot showcases hi ceilings, designer details, moldings, wrought iron & todays colors. Stone tower entry. For LR w FP, expansive formal din, Fam Rm w timbers, FP open to Chefs center island Kit w prof range & windowed breakfast rm. Master w FP, mini-office. Additional Square Footage available for future Guest House.



631 Morningside Road, Los Altos CA 94022

MLS No:	81113762	DOM: 236	Status:	Sold
Class:	Single Family Residential		List Date:	03/30/2011
Beds:	3		List Price:	\$3,200,000
Baths:	3 1/2		Sale Price:	\$2,900,000
Sqft:	4357 (Assessor)		Lot Size:	5,244 SqFt (Assessor)
Elem Dist:	Los Altos Elementary			
High Dist:	Mountain View-Los Altos Union High			

Remarks: Conveniently located just a few blocks from town, this grand home offers luxury, privacy & western hill views. Remodeled in 2002 w/ high ceilings, imported Brush Box wood floors, deep moldings, tumbled marble baths, large gourmet kitchen/great room designed for entertaining. Lower level wood paneled media/family room w/ office space, home theatre, wet bar & plenty storage. Many quality features!





CMA Pro Report

These pages give a general overview of the selected properties.



780 South El Monte Avenue, Los Altos CA 94022

MLS No:	81133973	DOM:	166	Status:	Active
Class:	Single Family Residential	List Date:	08/01/2011	List Price:	\$3,195,000
Beds:	5	Lot Size:	17,999 SqFt (Seller)		
Baths:	4+				
Sqft:	4423 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: Frank Lloyd Wright-inspired phenomenal custom home. Exquisite Master Suite with jacuzzi, SteamJet, floor warmer & 2-way fireplace. 2 guest suites w/private balcony. Gourmet kitchen w/Omega cabinets & top-of-the-line appliances. 4-car garage. Elevator-ready. Slab limestone entry porch & stone columns. Spectacular stair railings. Cinema-quality Media Room. 2 gorgeous Powder Rooms. 2 wet bars. 1200+ s/f Storage Area.



320 Alvarado Avenue, Los Altos CA 94022

MLS No:	81134049	DOM:	89	Status:	Sold
Class:	Single Family Residential	List Date:	08/03/2011	List Price:	\$2,650,000
Beds:	5	Sale Price:	\$2,420,000	Lot Size:	10,285 SqFt (Assessor)
Baths:	3				
Sqft:	3081 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: Completely redone in 2008. Dramatic finishes with high-end materials. Super quality throughout. Large and fantastic great room with soaring ceilings. Many GREEN elements including LED lighting, tankless water heater, water filtration system etc. Slate roof, many built-ins. Perfect location for kids walking and biking to K-12 public schools. Coveted north Los Altos neighborhood



873 Laverne Way, Los Altos CA 94022

MLS No:	81150373	DOM:	8	Status:	Pend w/DNS
Class:	Single Family Residential	List Date:	12/14/2011	List Price:	\$2,500,000
Beds:	5	Lot Size:	15,360 SqFt (Assessor)		
Baths:	3				
Sqft:	3200 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: Set on a large lot, over a third of an acre, this five bedroom house is approximately 3200 square feet. Newly painted throughout, this home is extremely comfortable and well designed. The neighborhood is quintessential Los Altos, walking distance to town and schools. The spacious living room, with its walls of glass, has a wood burning fireplace and beautiful hardwood floors.





Comparative Market Analysis

Saturday, January 14, 2012

CMA Pro Report

These pages give a general overview of the selected properties.



1545 Niblick Avenue, Los Altos CA 94024

MLS No:	81138586	DOM:	202	Status:	Pend w/S
Class:	Single Family Residential	List Date:	09/07/2011	List Price:	\$2,449,000
Beds:	4	Lot Size:	14,374 SqFt (Assessor)		
Baths:	3 1/2				
Sqft:	3781 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Luxury at its finest! Gated custom residence surrounded by mature oak trees sits across from golf course on cul-de-sac. Top of the line amenities: Marble slab and hardwood floors w/inlays, granite slab counters, high ceilings, custom trim/moldings, gourmet kitchen, additional 'en suite' bed/bath, oversize jetted tub, 850+ bottle wine cellar, two patios, built-in sound system, elevator, dog kennel**



287 Quinnhill Road, Los Altos CA 94024

MLS No:	81149228	DOM:	43	Status:	Active
Class:	Single Family Residential	List Date:	12/02/2011	List Price:	\$2,399,000
Beds:	4	Lot Size:	16,159 SqFt (Seller)		
Baths:	3 1/2				
Sqft:	3987 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Impressive living room w/cathedral ceiling. Formal dining, kitchen & family room exposed to magnificent mountain views. Hardwood floors throughout. Beautiful Master suite w/marble flooring & 2 walk-in closets. Ground bedroom suite w/separate entrance? perfect for in-law quarters/office. Fabulous outdoor space w/beautiful interconnected gardens, koi pond & pool heated by Solar. Top-rated Los Altos schools.**



981 Leonello Avenue, Los Altos CA 94024

MLS No:	81136765	DOM:	68	Status:	Sold
Class:	Single Family Residential	List Date:	08/22/2011	List Price:	\$2,299,000
Beds:	5	Sale Price:	\$2,020,000	Lot Size:	10,074 SqFt (Assessor)
Baths:	3 1/2				
Sqft:	3090 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **This exquisite 8 years newer home in sought-after LOS ALTOS area. Excellent Open floor plan. Large gourmet kitchen opens to family room. Spacious master bedroom suite with marble floor. New Polished hardwood floor, many skylights. Excessive use of granite, marble, cherry cabinets and top-rated amenities. Professionally designed landscape. Great for living and entertainment!**





CMA Pro Report

These pages give a general overview of the selected properties.



973 Campbell Avenue, Los Altos CA 94024

MLS No:	81130813	DOM:	115	Status:	Sold
Class:	Single Family Residential	List Date:	07/13/2011	List Price:	\$1,895,000
Beds:	4	Sale Price:	\$1,837,500	Lot Size:	11,475 SqFt (Assessor)
Baths:	2 1/2				
Sqft:	2781 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Located in a prime Los Altos neighborhood close to schools, downtown Los Altos, Rancho Shopping Center & more! Remodeled & expanded in 2004 w/new plumbing,electrical,appliances. Formal DR & lg LR w/fireplace. Bright & open kitchen w/a large center island opens to a spacious family rm w/sliding doors to an expansive deck & yard perfect for entertaining. Xeriscape for low water maintenance. LA schls**



990 Eastwood Place, Los Altos CA 94024

MLS No:	81145995	DOM:	9	Status:	Sold
Class:	Single Family Residential	List Date:	11/01/2011	List Price:	\$1,895,000
Beds:	4	Sale Price:	\$1,895,000	Lot Size:	10,400 SqFt (Assessor)
Baths:	2 1/2				
Sqft:	2638 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Meticulously maintained, remodeled and expanded Hayman in private creekside setting on Cul-de-Sac. Exceptional home reflects pride of ownership of original owners. Custom features and quality detail thru-out. Elegant and expanded master retreat with large walk-in closet. 4th bedroom used as office with custom Cherrywood built-ins. Handsome hardwood flooring and decorator finishes sure to please!**



1681 Kensington Avenue, Los Altos CA 94024

MLS No:	81200120	DOM:	12	Status:	Active
Class:	Single Family Residential	List Date:	01/02/2012	List Price:	\$1,649,900
Beds:	3	Lot Size:	13,068 SqFt (Assessor)		
Baths:	3				
Sqft:	2623 (Paid Vendor)				
Elem Dist:	Cupertino Union School				
High Dist:	Fremont Union High				

Remarks: **Located in the desirable Cupertino school district, close to neighborhood parks and freeway access. Beautiful family home is a rare find. The desirable one story floor plan offers spacious rooms with crown molding, dual pane windows, and hardwood floors.The inviting living and dining rooms allow for formal entertaining, while the large kitchen and family room are perfect for everyday living.**





CMA Pro Report

These pages give a general overview of the selected properties.



1308 Garthwick Drive, Los Altos CA 94024

MLS No:	81139640	DOM: 57	Status:	Sold
Class:	Single Family Residential		List Date:	09/14/2011
Beds:	3		List Price:	\$1,598,000
Baths:	4+		Sale Price:	\$1,565,000
Sqft:	2737 (Paid Vendor)		Lot Size:	10,101 SqFt (Assessor)
Elem Dist:	Los Altos Elementary			
High Dist:	Mountain View-Los Altos Union High			

Remarks: This 1-story turn-key home offers 3 spacious bedrooms suites, 4full bathrooms and a 4th study room. Completelyremodeled in 1999 with perfect feng shui elements to increase your wealth,health& reputation.Largeopenfloor planwithgreatroom where kitchen opens to dining room,breakfast bar,& familyroom,perfect4 entertaining aswellas everydayliving,maturelandscaping.Sale pending.Back up offers accepted



1225 Saint Joseph Avenue, Los Altos CA 94024

MLS No:	81146148	DOM: 8	Status:	Sold
Class:	Single Family Residential		List Date:	11/02/2011
Beds:	4		List Price:	\$1,525,000
Baths:	2 1/2		Sale Price:	\$1,525,000
Sqft:	2582 (Assessor)		Lot Size:	10,440 SqFt (Assessor)
Elem Dist:	Cupertino Union School			
High Dist:	Fremont Union High			

Remarks: Fabulous spacious 4 bd, 2.5 bath home! 2,582sf with a great combination of casual & formal living in the Highlands of Los Altos. Remodeled kitchen & bthrms. Hdwd flrs & high ceilings. Sep LR, DR & FR. Beautiful landscaping.Top schools-Montclair(API 962),Cupertino(API 927),Homestead(API 880). 1 blk to elem school, park,shopping,commute routes,etc. A wonderful home in a real neighborhood community.



26 North El Monte Avenue, Los Altos CA 94022

MLS No:	81148317	DOM: 54	Status:	Active
Class:	Single Family Residential		List Date:	11/21/2011
Beds:	5		List Price:	\$1,498,000
Baths:	3			
Sqft:	2401 (Assessor)		Lot Size:	11,220 SqFt (Assessor)
Elem Dist:	Los Altos Elementary			
High Dist:	Mountain View-Los Altos Union High			

Remarks: Single story, 5-bedroom, 3-bathroom house with two master suites. Expanded and remodeled, it is ready for the new owners. Granite kitchen with stainless steel appliances, laundry room, walk-in closets, greenhouse, pavers patio and much more.





CMA Pro Report

These pages give a general overview of the selected properties.



464 Marich Way, Los Altos CA 94022

MLS No:	81147231	DOM:	9	Status:	Sold
Class:	Single Family Residential	List Date:	11/10/2011	List Price:	\$1,420,000
Beds:	4	Sale Price:	\$1,525,000	Lot Size:	10,240 SqFt (Assessor)
Baths:	2 1/2				
Sqft:	1844 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Charming home in prime location. Great opportunity to move to Los Altos. Larger lot provides ample room to remodel, expand or build a dream home. Neighborhood in a renaissance with several new homes nearby. Open floorplan with lots of glass. Quiet street. Walk to many shops and eateries. Quaint courtyard entry. Kitchen and master bath have been remodeled/updated in recent years.**



791 Woodstock Lane, Los Altos CA 94022

MLS No:	81144438	DOM:	82	Status:	Active
Class:	Single Family Residential	List Date:	10/24/2011	List Price:	\$1,398,000
Beds:	4	Lot Size:	11,284 SqFt (Assessor)		
Baths:	2 1/2				
Sqft:	2134 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Charming 4BR, 2.5BA home. Living room with fireplace, sep dining room, family room with fireplace, inside laundry, eat-in kitchen. Spacious yard with patio and pool. Los Altos Schools. Easy access to expressways & freeways. Buyer to verify schools in school district.**



1205 Altamead Drive, Los Altos CA 94024

MLS No:	81200944	DOM:	3	Status:	Pend w/DNS
Class:	Single Family Residential	List Date:	01/10/2012	List Price:	\$1,398,000
Beds:	4	Lot Size:	10,064 SqFt (Assessor)		
Baths:	3				
Sqft:	2400 (Seller)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **A rare find? a charming jewel, nestled in beautiful Los Altos! This 4 bedroom, 3 bath home has been updated & expanded. It features a guest suite with a separate entrance and a kitchenette, as well as a spacious, private backyard with plenty of sunshine and mature fruit trees. Close to El Camino Hospital and Los Altos' fine parks and shopping. Los Altos Schools: Oak ES, Blach MS and Mountain View HS.**





CMA Pro Report

These pages give a general overview of the selected properties.



1740 Selig Lane, Los Altos CA 94024

MLS No:	81145120	DOM:	42	Status:	Sold
Class:	Single Family Residential	List Date:	10/25/2011	List Price:	\$1,350,000
Beds:	4	Sale Price:	\$1,257,500	Lot Size:	9,744 SqFt (Assessor)
Baths:	2 1/2	Elem Dist:	Los Altos Elementary	High Dist:	Mountain View-Los Altos Union High
Sqft:	2264 (Assessor)				

Remarks: **Located in a sought after Los Altos location this well maintained 4bd2.5ba home is freshly painted and ready to enjoy. Mostly dual pane windows, newer furnace and duct work, copper plumbing and recessed lighting. Double door entry, kitchen family room, formal living & dining room and expansive back yard with pool and patio make this home an entertainers delight. Excellent Los Altos Schools. Open Sun**



1694 Newcastle Drive, Los Altos CA 94024

MLS No:	81147086	DOM:	5	Status:	Sold
Class:	Single Family Residential	List Date:	11/10/2011	List Price:	\$1,299,888
Beds:	3	Sale Price:	\$1,350,000	Lot Size:	10,120 SqFt (Assessor)
Baths:	2	Elem Dist:	Cupertino Union School	High Dist:	Fremont Union High
Sqft:	2135 (Assessor)				

Remarks: **One story ranch style home with either a 4th bedroom or separate family room in desirable Los Altos location. Wall of windows in living room looks out over spacious backyard with mature foliage. Convenient access to freeways, shopping & desirable schools. Newly painted interior, new light fixtures, staged to perfection! No need to preview this property.**



1191 Laureles Drive, Los Altos CA 94022

MLS No:	81142188	DOM:	73	Status:	Pend w/DNS
Class:	Single Family Residential	List Date:	10/01/2011	List Price:	\$1,290,000
Beds:	3	Lot Size:	13,335 SqFt (Assessor)		
Baths:	2 1/2	Elem Dist:	Los Altos Elementary	High Dist:	Mountain View-Los Altos Union High
Sqft:	1635 (Assessor)				

Remarks: **Great North Los Altos location at end of a cul-d-sac on 13,000 sq. ft. park like lot. Original 1635 sq. ft. home built to fit the pie shaped lot with angled kitchen and half bath. Dual purpose family room or dining room with fireplace and sliding glass doors to back yard. Living room with fireplace. Master bedroom with door to back yard.**





Comparative Market Analysis

Saturday, January 14, 2012

CMA Pro Report

These pages give a general overview of the selected properties.



1420 Cedar Place, Los Altos CA 94024

MLS No: **81141016** DOM: **247**
 Class: **Single Family Residential**
 Beds: **4**
 Baths: **3**
 Sqft: **2257 (Assessor)**
 Elem Dist: **Cupertino Union School**
 High Dist: **Fremont Union High**

Status: **Active**
 List Date: **09/23/2011**
 List Price: **\$1,200,000**
 Lot Size: **10,000 SqFt (Assessor)**

Remarks: **Nice view w/city lights view in Highlands are. Remodeled kitchen w/Rosewood cab. Spacious backyard w/deck, lap pool, spa & pond. Monclair, Cupertino & Homestead High. Walk to shopping center. Do not walk on deck. Priced to sell.**



1911 Colleen Drive, Los Altos CA 94024

MLS No: **81150663** DOM: **26**
 Class: **Single Family Residential**
 Beds: **3**
 Baths: **2**
 Sqft: **1602 (Assessor)**
 Elem Dist: **Cupertino Union School**
 High Dist: **Fremont Union High**

Status: **Pend w/RIs**
 List Date: **12/17/2011**
 List Price: **\$1,179,000**
 Lot Size: **8,480 SqFt (Assessor)**

Remarks: **Nice Rancher with tons of potential. Could expand or remodel. Large corner lot with in ground pool. Nice landscaping. Some updates. Great Los Altos neighborhood.**



2226 Deodara Drive, Los Altos CA 94024

MLS No: **81147401** DOM: **10**
 Class: **Single Family Residential**
 Beds: **3**
 Baths: **2**
 Sqft: **1556 (Assessor)**
 Elem Dist: **Cupertino Union School**
 High Dist: **Fremont Union High**

Status: **Sold**
 List Date: **11/12/2011**
 List Price: **\$1,150,000**
 Sale Price: **\$1,111,111**
 Lot Size: **10,500 SqFt (Assessor)**

Remarks: **Open & Spacious Floor plan, Bright & good sized bedrooms and mastersuite, Cozy gas starter fireplace in living room, Kitchen opens to dining area & breakfast nook & family room, Charming home with potential to expand, Fresh paint(interior & exterior), New lighting fixtures, Spacious yard with patio, Mature landscaping, Quiet & nice neighbors, Convenient access to highway yet very quietly nestled.**





CMA Pro Report

These pages give a general overview of the selected properties.



1306 Don Kirk Street, Los Altos CA 94024

MLS No:	81200426	DOM:	9	Status:	Active
Class:	Single Family Residential	List Date:	01/05/2012	List Price:	\$1,149,000
Beds:	3	Lot Size:	10,878 SqFt (Agent)		
Baths:	2				
Sqft:	1418 (Assessor)				
Elem Dist:	Cupertino Union School				
High Dist:	Fremont Union High				

Remarks: **This warm and inviting three bed two bath home is ideally situated on almost a quarter acre in prime South Los Altos. A well-maintained open floor plan features refinished hardwood and fresh paint throughout, updated kitchen, living room w/fireplace, newer heat & AC, Solar heat, Spacious rear yard w/ mature trees and two sheds. Award Winning Cupertino Schools: Montclair, Cupertino and Homestead**



1602 Christina Drive, Los Altos CA 94024

MLS No:	81142522	DOM:	64	Status:	Pend w/DNS
Class:	Single Family Residential	List Date:	10/05/2011	List Price:	\$1,138,000
Beds:	3	Lot Size:	9,460 SqFt (Assessor)		
Baths:	2				
Sqft:	1565 (Assessor)				
Elem Dist:	Cupertino Union School				
High Dist:	Fremont Union High				

Remarks: **THIS SOUTH LOS ALTOS HOME HAS A DESIRABLE CUL-DE-SAC LOCATION. NEW INTERIOR & EXTERIOR PAINT, NEW CARPET, & UPDATED BATHS-READY FOR YOU TO MOVE RIGHT IN. NEW & MATURE LANDSCAPING IN THE FRONT/BACK YARDS. LEMON (MEYER) & TANGERINE TREES. WINE FRIDGE & RELAXING SPA! EXCELLENT SCHOOLS: MONTCLAIRE/CUPERTINO/HOMESTEAD-WOW! A MUST SEE!!**



26 Pasa Robles Avenue, Los Altos CA 94022

MLS No:	81139656	DOM:	123	Status:	Active
Class:	Single Family Residential	List Date:	09/13/2011	List Price:	\$1,099,000
Beds:	2	Lot Size:	5,828 SqFt (Assessor)		
Baths:	2				
Sqft:	1334 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Beautifully Remodeled Spanish Mediterranean Home in the Heart of North Los Altos. Open, sunny floor plan with lots of windows, stainless steel appliances, and plantation shutters. Living room with wood-burning fireplace and separate dining area. Hardwood floors throughout. Completely remodeled bathrooms with travertine floors and stone-tiled walls. Bonus room currently configured as an office.**





CMA Pro Report

These pages give a general overview of the selected properties.



132 Del Monte Avenue, Los Altos CA 94022

MLS No:	81201303	DOM:	3	Status:	Active
Class:	Single Family Residential	List Date:	01/11/2012	List Price:	\$995,000
Beds:	2	Lot Size:	5,828 SqFt (Assessor)		
Baths:	1				
Sqft:	1000 (Assessor)				
Elem Dist:	Los Altos Elementary				
High Dist:	Mountain View-Los Altos Union High				

Remarks: **Charming cottage on a quiet tree-lined street in North Los Altos. Updated kitchen, dual pane windows and hardwood floors. Private, separate office with fireplace. Spacious backyard with mature landscaping. Close proximity to excellent Los Altos schools....An outstanding value!**



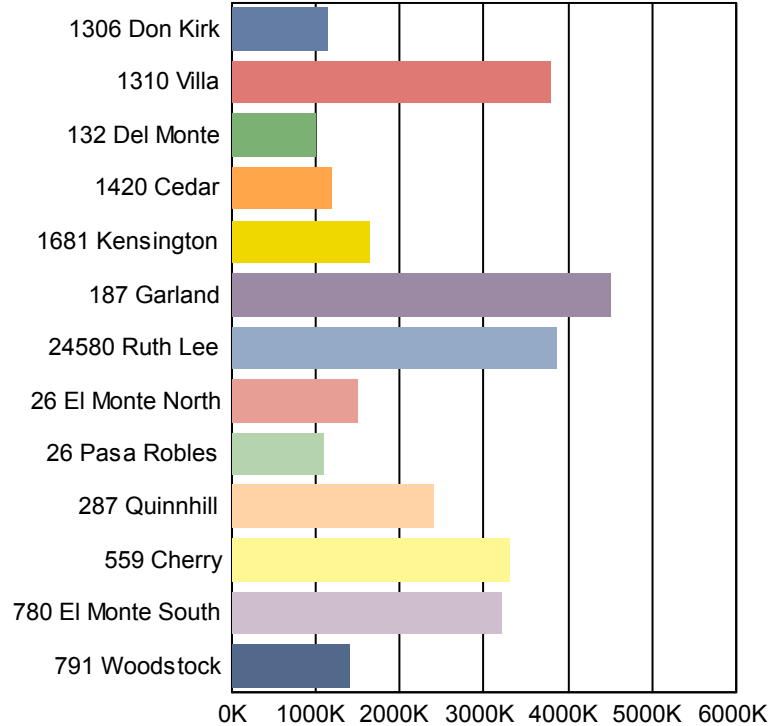


CMA Pro Report

These pages give a general overview of the selected properties.

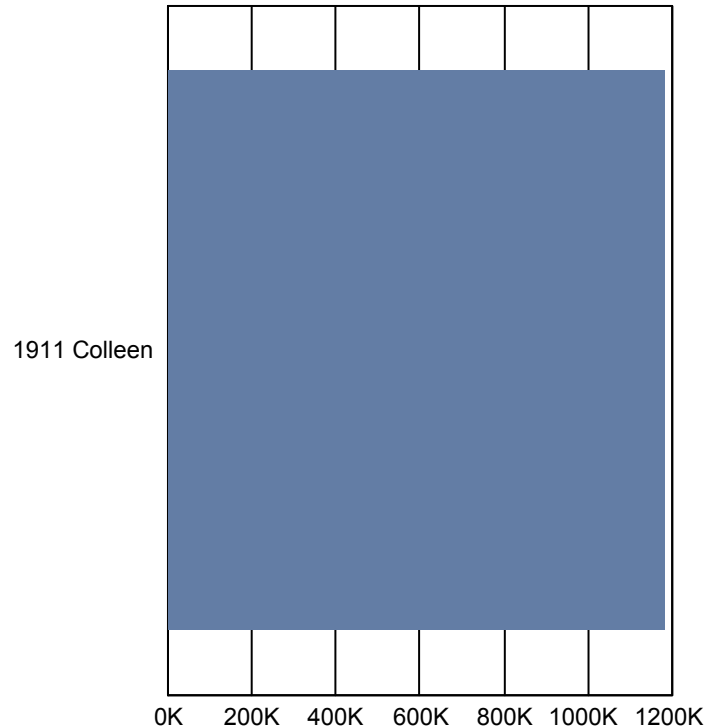
Active Properties

Total # of Listings	13
Lowest Price	\$995,000
Highest Price	\$4,495,000
Average Price	\$2,310,838
Avg. Price/SqFt	\$788.29
Avg DOM	60



Pending w/ release Properties

Total # of Listings	1
Lowest Price	\$1,179,000
Highest Price	\$1,179,000
Average Price	\$1,179,000
Avg. Price/SqFt	\$735.96
Avg DOM	26



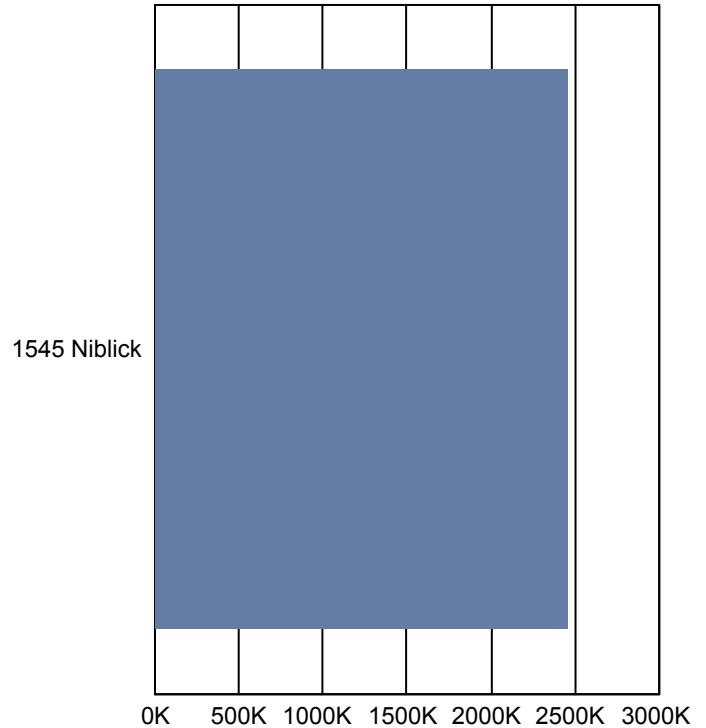


CMA Pro Report

These pages give a general overview of the selected properties.

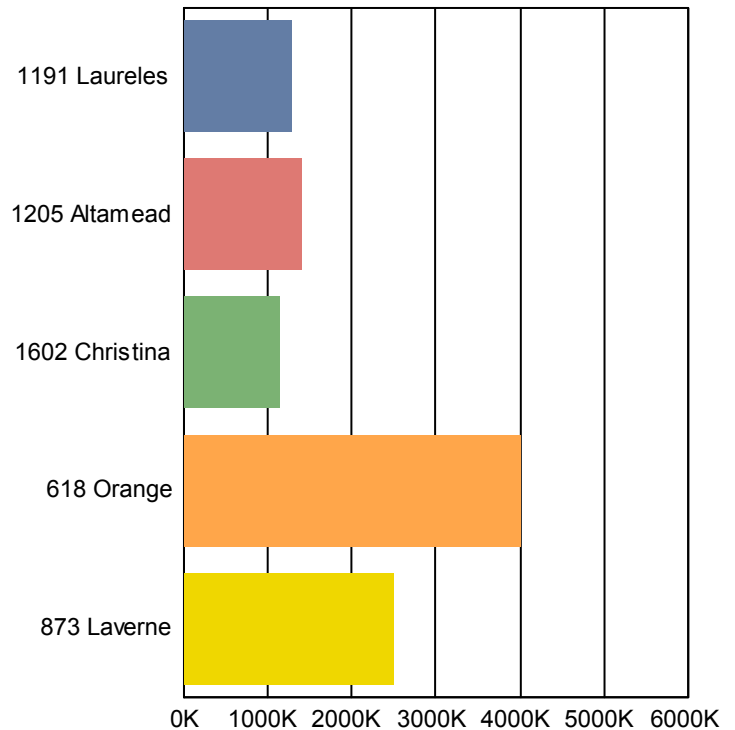
Pending w/o release Properties

Total # of Listings	1
Lowest Price	\$2,449,000
Highest Price	\$2,449,000
Average Price	\$2,449,000
Avg. Price/SqFt	\$647.71
Avg DOM	202



Pending, do not show Properties

Total # of Listings	5
Lowest Price	\$1,138,000
Highest Price	\$3,998,000
Average Price	\$2,064,800
Avg. Price/SqFt	\$692.30
Avg DOM	46



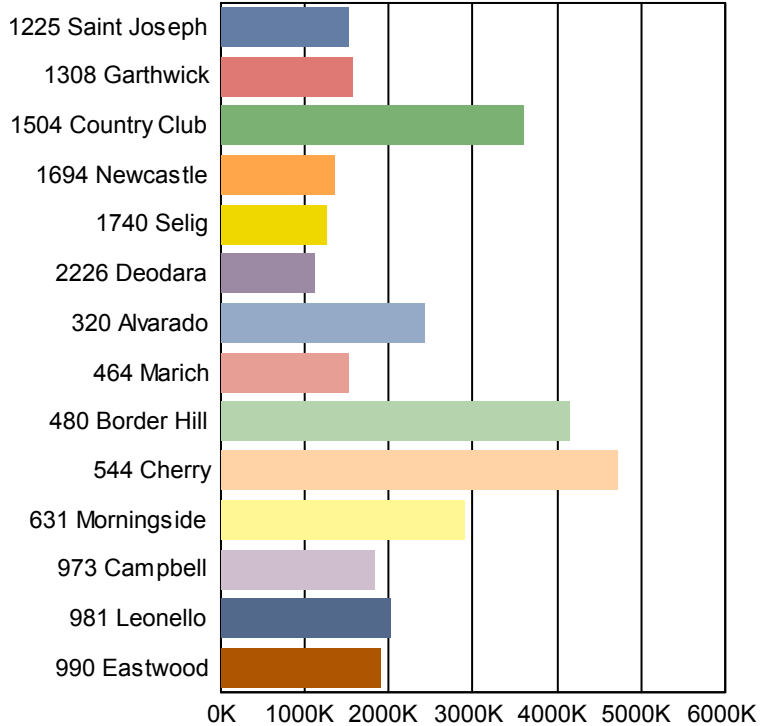


CMA Pro Report

These pages give a general overview of the selected properties.

Sold (Closed Sale) Properties

Total # of Listings	14
Lowest Price	\$1,111,111
Highest Price	\$4,709,000
Average Price	\$2,276,079
Avg. Price/SqFt	\$699.67
Avg DOM	58





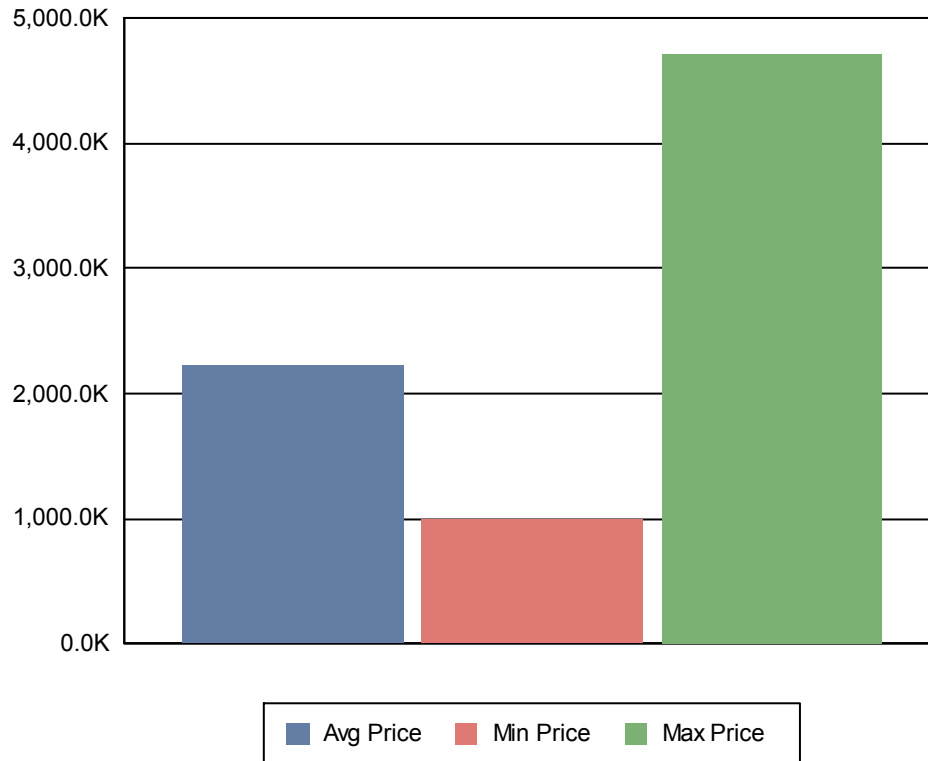
Comparative Market Analysis

Saturday, January 14, 2012

CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per
Active	\$995,000	\$4,495,000	\$2,310,838	\$788.29
Pending w/ release	\$1,179,000	\$1,179,000	\$1,179,000	\$735.96
Pending w/o release	\$2,449,000	\$2,449,000	\$2,449,000	\$647.71
Pending, do not show	\$1,138,000	\$3,998,000	\$2,064,800	\$692.30
Sold (Closed Sale)	\$1,111,111	\$4,709,000	\$2,276,079	\$699.67
Totals / Averages	\$995,000	\$4,709,000	\$2,231,118	\$732.01

Sold Property Analysis

Address	List Price	Sold Price	DOM	%SP/LP	SP/Sqft
544 Cherry	\$4,825,000	\$4,709,000	80	-%2.40	\$732.80
480 Border Hill	\$4,225,000	\$4,150,000	45	-%1.78	\$896.52
1504 Country Club	\$3,995,000	\$3,600,000	43	-%9.89	\$454.78
631 Morningside	\$3,200,000	\$2,900,000	236	-%9.38	\$665.60
320 Alvarado	\$2,650,000	\$2,420,000	89	-%8.68	\$785.46
981 Leonello	\$2,299,000	\$2,020,000	68	-%12.14	\$653.72
973 Campbell	\$1,895,000	\$1,837,500	115	-%3.03	\$660.73
990 Eastwood	\$1,895,000	\$1,895,000	9	%0.00	\$718.35



Comparative Market Analysis

Saturday, January 14, 2012

CMA Pro Report

These pages give a general overview of the selected properties.

1308 Garthwick	\$1,598,000	\$1,565,000	57	-%2.07	\$571.79
1225 Saint Joseph	\$1,525,000	\$1,525,000	8	%0.00	\$590.63
464 Marich	\$1,420,000	\$1,525,000	9	%7.39	\$827.01
1740 Selig	\$1,350,000	\$1,257,500	42	-%6.85	\$555.43
1694 Newcastle	\$1,299,888	\$1,350,000	5	%3.86	\$632.32
2226 Deodara	\$1,150,000	\$1,111,111	10	-%3.38	\$714.08
Total Averages	2,380,492	2,276,079	58	%-3.45	\$675.66

Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
S	544 Cherry	6	8	6,426	\$4,825,000	\$4,709,000	12/03/2011	80
A	187 Garland	4	4	3,979	\$4,495,000	\$4,495,000		5
S	480 Border Hill	4	6	4,629	\$4,225,000	\$4,150,000	12/17/2011	45
PN	618 Orange	6	6	6,874	\$3,998,000	\$3,998,000		83
S	1504 Country Club	5	5	7,916	\$3,995,000	\$3,600,000	11/18/2011	43
A	24580 Ruth Lee	5	5	5,095	\$3,875,000	\$3,875,000		32
A	1310 Villa	5	6	3,793	\$3,799,000	\$3,799,000		3
A	559 Cherry	4	3	3,415	\$3,289,000	\$3,289,000		3
S	631 Morningside	3	4	4,357	\$3,200,000	\$2,900,000	11/21/2011	236
A	780 El Monte South	5	6	4,423	\$3,195,000	\$3,195,000		166
S	320 Alvarado	5	3	3,081	\$2,650,000	\$2,420,000	10/31/2011	89
PN	873 Laverne	5	3	3,200	\$2,500,000	\$2,500,000		8
PS	1545 Niblick	4	4	3,781	\$2,449,000	\$2,449,000		202
A	287 Quinnhill	4	4	3,987	\$2,399,000	\$2,399,000		43
S	981 Leonello	5	4	3,090	\$2,299,000	\$2,020,000	10/29/2011	68
S	973 Campbell	4	3	2,781	\$1,895,000	\$1,837,500	11/05/2011	115
S	990 Eastwood	4	3	2,638	\$1,895,000	\$1,895,000	11/10/2011	9
A	1681 Kensington	3	3	2,623	\$1,649,900	\$1,649,900		12
S	1308 Garthwick	3	4	2,737	\$1,598,000	\$1,565,000	11/10/2011	57
S	1225 Saint Joseph	4	3	2,582	\$1,525,000	\$1,525,000	11/10/2011	8
A	26 El Monte North	5	3	2,401	\$1,498,000	\$1,498,000		54
S	464 Marich	4	3	1,844	\$1,420,000	\$1,525,000	11/19/2011	9
A	791 Woodstock	4	3	2,134	\$1,398,000	\$1,398,000		82
PN	1205 Altamead	4	3	2,400	\$1,398,000	\$1,398,000		3
S	1740 Selig	4	3	2,264	\$1,350,000	\$1,257,500	12/06/2011	42
S	1694 Newcastle	3	2	2,135	\$1,299,888	\$1,350,000	11/15/2011	5
PN	1191 Laureles	3	3	1,635	\$1,290,000	\$1,290,000		73
A	1420 Cedar	4	3	2,257	\$1,200,000	\$1,200,000		247
PR	1911 Colleen	3	2	1,602	\$1,179,000	\$1,179,000		26
S	2226 Deodara	3	2	1,556	\$1,150,000	\$1,111,111	11/22/2011	10
A	1306 Don Kirk	3	2	1,418	\$1,149,000	\$1,149,000		9
PN	1602 Christina	3	2	1,565	\$1,138,000	\$1,138,000		64
A	26 Pasa Robles	2	2	1,334	\$1,099,000	\$1,099,000		123
A	132 Del Monte	2	1	1,000	\$995,000	\$995,000		3