

ANNE RILEY & ASSOCIATES

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JANUARY - DECEMBER 2010

Here's where we have been! Where are we going????

A brief glance at the data below clearly articulates the direction of the real estate market in Hillsborough over the past three years.....going down. It is perhaps even more evident that although we felt 2009 had been a damaging year we can now see the collective effect that 2009 had on 2010. While Sellers came to the reality that asking prices need to be lowered to a "perceptible value" for a Buyer to commit to a purchase, the added weight of foreclosed properties that Banks were unloading on the market place pushed prices down as well. The loss of savings for many middle aged executives in 2008 caused by the stock market calamities created a real loss of net worth for many individuals. Add to that the "loss of executive jobs" in 2009 gave rise to fear as many of these "high level executives" were unable to re-employ their skills and experience as efficaciously as they had anticipated.

The weight of these circumstances compounded as 2010 progressed and we ground to a relative halt in mid to late summer as the inventory became stagnant. Eventually our inventory reduced from a high of 92 homes for sale in May and June and stayed relatively high due to a lack of sales until late October and November, when inventory reduced, in part due to the holidays, leaving 45 homes available for sale in December. We began to see some activity late in the year but clearly not at original asking prices.

Recorded Sales	2008	2009	2010
Average Sales Price	\$3,039,253	\$2,739,883	\$2,332,384
Number of Sales	89	96	125
Days on Market	41.6	76	97.62
Sales of \$5 million plus	6	7	7
Sales Volume \$5M	\$96,558,338	\$46,073,000	\$43,788,500

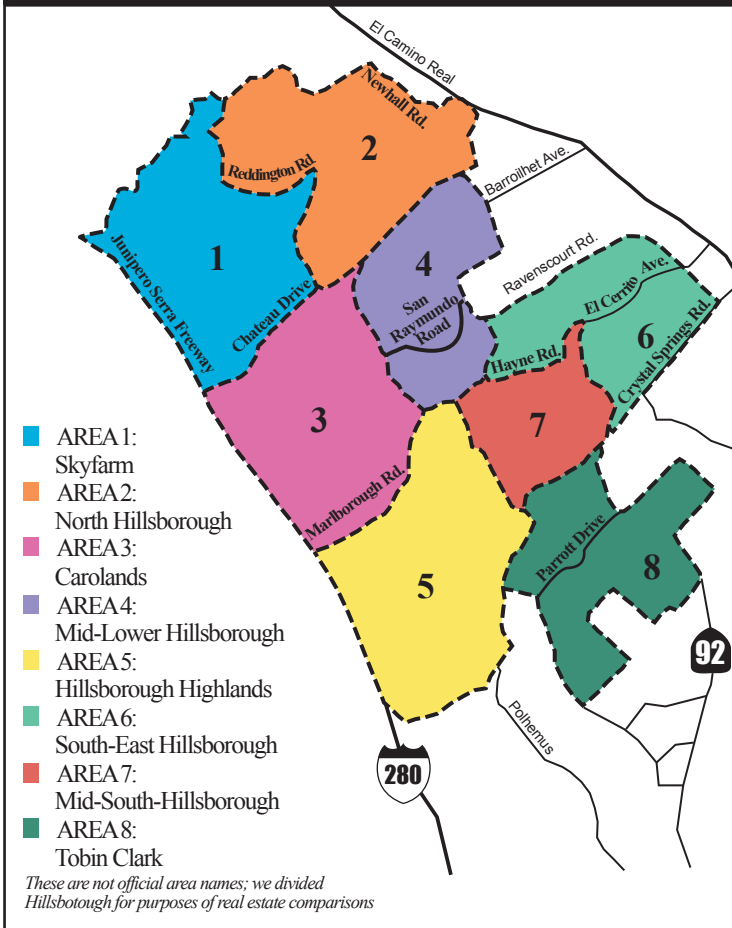
(We have sold only 7 homes over \$5M in 2010 and all of them were sold in the first half of the year.)

We view the current market as an opportunity to purchase Hillsborough property at a good price. Interest rates remain low and even refinancing your present mortgage can be advantageous, if you can bear to work with the over-regulated financial bureaucracy of the lenders.

Will we continue to see price reductions? Will the Spring bring fresh inventory to the market place? Will Buyers renew their faith in the government, our area, future real estate values? Even with these questions unanswered we believe there is a positive attitude around us born of hope and new direction. We look forward to 2011 with eagerness as Hillsborough offers "the best", where one can live well, educate their children well and with a bit of good fortune, thrive.

Best regards,

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SKYFARM (AREA 1)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	9	\$2,322,889	\$2,240,000	89
	2009	4	\$2,910,000	\$1,832,500	93

Lemon Court.....	\$3,850,000	Rowan Tree Lane.....	\$2,138,000
Oakdale Road.....	\$2,595,000	Skyfarm Drive.....	\$2,060,000
Darrell Road.....	\$2,260,000	Corlett Way.....	\$1,850,000
Macadamia Drive.....	\$2,240,000	Panorama Court.....	\$1,738,000
Eugenia Way.....	\$2,175,000		

NORTH HILLSBOROUGH (AREA 2)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	22	\$2,691,455	\$2,462,500	92
	2009	12	\$3,068,910	\$2,755,000	56

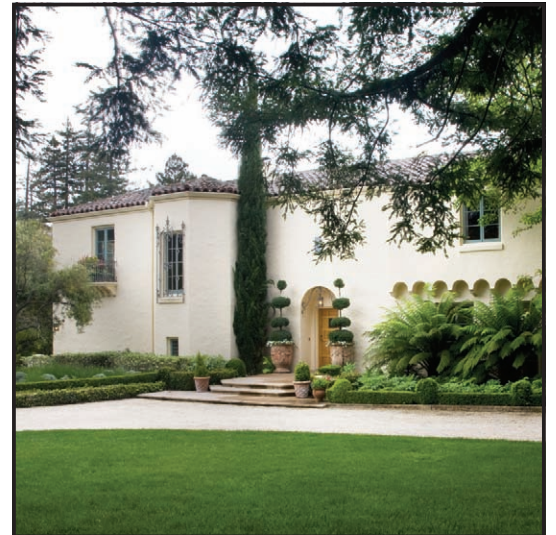
Irwin Drive.....	\$6,200,000	Annescourt Place.....	\$2,400,000
Annescourt Place.....	\$3,690,000	Knightwood Lane.....	\$2,335,000
Forest View Avenue.....	\$3,600,000	Carmelita Avenue.....	\$2,300,000
Forest View Avenue.....	\$3,380,000	Baileyana Road.....	\$2,280,000
Gerri Lane.....	\$3,050,000	Encina Court.....	\$2,260,000
Pepper Avenue.....	\$3,022,500	Kammerer Court.....	\$2,239,000
Fairway Circle.....	\$2,775,000	Windsor Drive.....	\$2,085,000
Hillsborough Blvd.....	\$2,700,000	Edgecourt Drive.....	\$2,037,500
Forest View Avenue.....	\$2,600,000	Edgecourt Drive.....	\$1,775,000
Willow Road.....	\$2,600,000	Walnut Avenue.....	\$1,770,000
Madrone Place.....	\$2,525,000	Jackling Drive.....	\$1,588,000

CAROLANDS (AREA 3)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	18	\$2,626,700	\$2,512,500	71
	2009	11	\$3,523,727	\$2,400,000	60

Laurent Road.....	\$5,275,000	Lookout Road.....	\$2,350,000
Ralston Avenue.....	\$4,000,000	San Raymundo.....	\$2,300,000
Castle Court.....	\$3,580,000	Remilliard Drive.....	\$2,236,000
Chateau Drive.....	\$3,290,000	Ralston Avenue.....	\$2,032,000
Ralston Avenue.....	\$3,000,000	Pullman Road.....	\$1,825,000
Roberts Way.....	\$2,960,000	Warmwood Way.....	\$1,685,000
Chateau Drive.....	\$2,800,000	Denise Drive.....	\$1,620,100
Barbara Way.....	\$2,675,000	Barbara Way.....	\$1,550,000
Ralston Avenue.....	\$2,565,000	Ralston Avenue.....	\$1,537,500

MID-LOWER HILLSBOROUGH (AREA 4)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	7	\$4,558,357	\$3,800,000	119
	2009	13	\$3,278,154	\$3,125,000	49

San Raymundo.....	\$7,698,500	Brewer Drive.....	\$3,435,000
Farm Lane.....	\$7,150,000	Pinehill Road.....	\$3,325,000
Brewer Drive.....	\$3,800,000	Stonepine Road.....	\$2,700,000
Jewell Place.....	\$3,800,000		



HILLSBOROUGH HIGHLANDS (AREA 5)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	24	\$2,242,833	\$1,897,500	114
	2009	15	\$2,061,867	\$2,050,000	90

Woodridge Road.....	\$6,000,000	Inverness Way.....	\$1,870,000
Joyce Road.....	\$3,970,000	Wedgewood Drive.....	\$1,800,000
Southdown Road.....	\$3,180,000	Malborough Road.....	\$1,775,000
Crystal Drive.....	\$2,750,000	Black Mountain Road.....	\$1,760,000
Black Mountain Road.....	\$2,675,000	Crystal Drive.....	\$1,760,000
Kenilworth Road.....	\$2,375,000	Tartain Trail.....	\$1,700,000
Woodridge Road.....	\$2,350,000	Canterbury Road.....	\$1,600,000
Buckingham Way.....	\$2,275,000	Cardigan Road.....	\$1,590,000
Malborough Road.....	\$2,260,000	W. Avondale Road.....	\$1,575,000
Oak Rim Drive.....	\$2,172,000	Southdown Road.....	\$1,471,000
Bairn Drive.....	\$2,160,000	Carlton Road.....	\$1,435,000
Malborough Road.....	\$1,925,000	Pilarcitos Court.....	\$1,400,000

SOUTH-EAST HILLSBOROUGH (AREA 6)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	16	\$2,803,469	\$2,577,500	55
	2009	14	\$2,511,143	\$2,343,000	90

Rockridge Road.....	\$3,675,000	Woodstock Road.....	\$2,555,000
Roblar Avenue.....	\$3,600,000	W. Santa Inez Avenue.....	\$2,528,000
Uplands Drive.....	\$3,460,000	Glendale Road.....	\$2,500,000
El Cerrito Avenue.....	\$3,430,000	Wickham Place.....	\$2,400,000
W. Santa Inez Avenue.....	\$3,050,000	Normandy Court.....	\$2,325,000
El Cerrito Avenue.....	\$3,035,000	Stonehedge Road.....	\$2,270,000
Baywood Avenue.....	\$3,000,000	Glendale Road.....	\$2,242,500
Chiltern Road.....	\$2,600,000	Da Sabla Road.....	\$2,185,000

MID-SOUTH HILLSBOROUGH (AREA 7)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	10	\$2,549,400	\$2,540,000	179
	2009	13	\$2,550,762	\$2,100,000	79

Essex Lane.....	\$3,888,000	Willard Lane.....	\$2,380,000
Buckeye Court.....	\$3,400,000	Crystal Springs Terrace.....	\$2,150,000
Woodridge Road.....	\$2,845,000	Hayne Road.....	\$1,855,000
Hayne Road.....	\$2,750,000	Merner Road.....	\$1,785,000
Vista Road.....	\$2,700,000	Hayne Road.....	\$1,741,000

TOBIN CLARK (AREA 8)	Year	# Sales	Avg. Price	Med. Price	Avg. Days
	2010	19	\$2,966,974	\$2,360,000	62
	2009	14	\$2,734,500	\$2,310,000	92

Brandon Court.....	\$5,865,000	Tournament Drive.....	\$2,325,000
Tobin Clark Drive.....	\$5,600,000	Tournament Drive.....	\$2,275,000
Tobin Clark Drive.....	\$4,500,000	Clydesale Drive.....	\$2,157,500
Mountain Wood Lane.....	\$4,350,000	Woodland Drive.....	\$2,050,000
Mountain Wood Lane.....	\$4,250,000	Parrott Drive.....	\$2,001,000
Tournament Drive.....	\$3,900,000	Glenbrook Drive.....	\$1,890,000
Sugar Hill Drive.....	\$2,638,000	Tobin Clark Drive.....	\$1,801,000
Parrott Drive.....	\$2,565,000	Woodland Drive.....	\$1,750,000
Glenbrook Drive.....	\$2,400,000	Tournament Drive.....	\$1,695,000
Tournament Drive.....	\$2,360,000		



Photos of properties represent Anne's listings or sales. Bold type indicates homes listed/sold by Anne Riley in 2010. Sales information provided by R.E. Infolink: Information deemed reliable but not guaranteed.

HILLSBOROUGH REAL ESTATE REVIEW

JANUARY - DECEMBER 2010

REPRESENTING
HILLSBOROUGH'S
FINEST ESTATES

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