

## Santa Clara County Home Sales (12/2017 vs 12/2016)

15-Month Market Trend Homes for 12/2017 compared to 12/2016, Updated 1/8/18

	2017	2016	Change	Comment
<b>Sale Price</b>	\$1.556M	\$1.196M	Increased 30%	Higher Sale Price
<b>Avg Price/Sqft</b>	\$767	\$636	Increased 21%	Higher Price per sqft
<b>Sold/List %</b>	108%	99%	Increased 9%	Higher Price over asking, 8% over asking
<b>Number of Solds</b>	714	750	Decreased 5%	
<b>Days on Market</b>	23	37	Decreased 38%	Average sold 14 days faster
<b>Months Inventory</b>	0.4	0.6	Decreased 31%	Lower inventory

- ◆ County has much higher sale price as well as price per sqft
- ◆ Average Sold\$/List\$ = 108%, which is 9% higher than 12/2016, also highest for last 15 months, showing more competitive pricing. Buyers willing to pay 8% over asking.



