

LOS ALTOS Home Sales (12/2017 vs 12/2016)

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

| | 2017 | Change | Comment |
|-------------------------|-----------|---------------|--|
| Sale Price | \$3.586 M | Increased 30% | Higher Sale Price, highest in last 15 months |
| Avg Price/Sqft | \$1337 | Increased 2% | Higher Price per sqft |
| Sold/List % | 110% | Increased 11% | Higher Price over asking, 10% over asking, highest in last 15 months |
| Number of Solds | 17 | Increased 31% | Few more sold |
| Days on Market | 11 | Decreased 72% | Average sold in 11 days |
| Months Inventory | 0.2 | Decreased 65% | Very Low inventory, lowest in last 15 months |

- ◆ Much higher sale price with 30% increase compared to 12/2016. Price per sqft at \$1337/sqft
- ◆ Average Sold\$/List\$ = 110%, which is 11% higher than 12/2016, showing more competitive pricing. Buyers willing to pay 10% over asking in Los Altos. Very low inventory at only 0.2 month available.



