

## PALO ALTO Home Sales (1/2018 vs 1/2017)

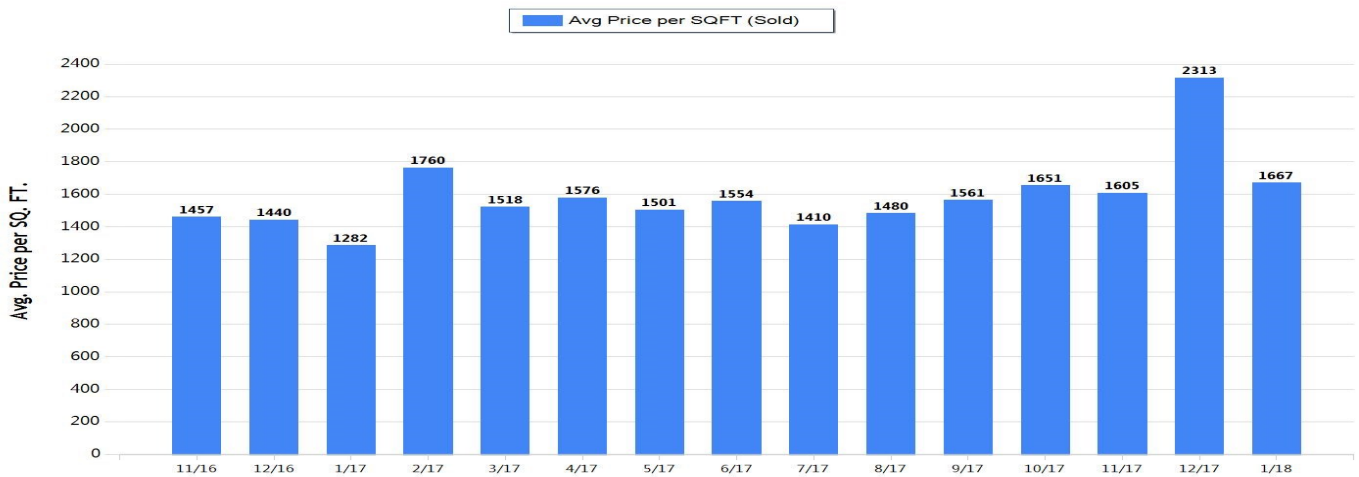
15-Month Market Trend Homes for 1/2018 compared to last year, Updated 2/13/18

	2018	Change	Comment
Sale Price	\$4.059 M	Increased 15%	Higher Sale Price
Avg Price/Sqft	\$1667	Increased 30%	Higher Price per sqft
Sold/List %	101%	Increased 11%	Higher Price over asking, 1% over asking
Number of Solds	13	Increased 62%	Much more sold
Days on Market	12	Decreased 81%	Average sold in 12 days
Months Inventory	0.9	Decreased 57%	Very Low inventory

- ◆ Much higher sale price with 15% increase compared to last year. Price per sqft at \$1667/sqft
- ◆ Average Sold\$/List\$ = 101%, which is 11% higher than last year, showing more competitive pricing. Buyers willing to pay 1% over asking in Palo Alto. Very low inventory at only 0.9 month available.



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