

## PALO ALTO Home Sales (2/2018 vs 2/2017)

15-Month Market Trend Homes for 2/2018 compared to last year, Updated 3/7/18

	2018	Change	Comment
Sale Price	\$3.115 M	Decreased 1%	Slightly lower Sale Price
Avg Price/Sqft	\$1747	Decreased 1%	Lower Price per sqft
Sold/List %	114%	Increased 10%	Higher Price over asking, 14% over asking
Number of Solds	16	Increased 23%	Much more sold
Days on Market	10	Decreased 50%	Average sold in 10 days
Months Inventory	2.1	Increased 10%	Low inventory

- ◆ Slightly lower sale price with 1% decrease compared to last year. Price per sqft at \$1747/sqft
- ◆ Average Sold\$/List\$ = 114%, which is 10% higher than last year, showing more competitive pricing. Buyers willing to pay 14% over asking in Palo Alto. Low inventory at 2.1 month available.



