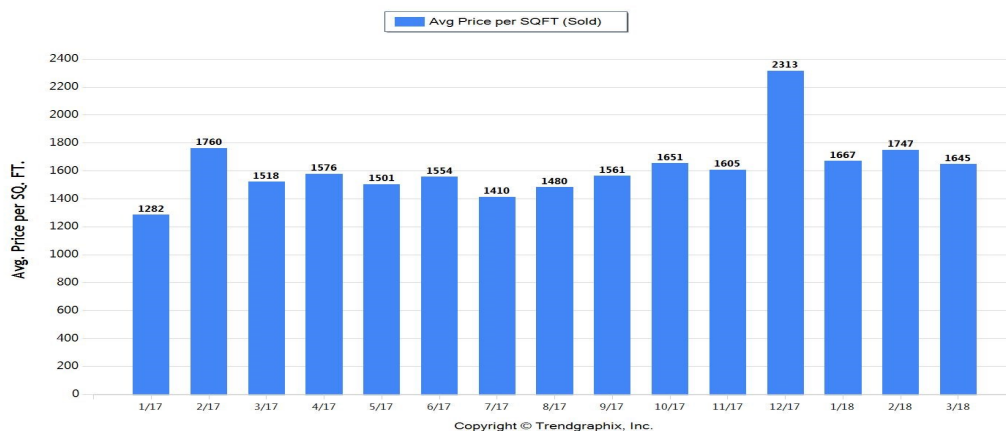


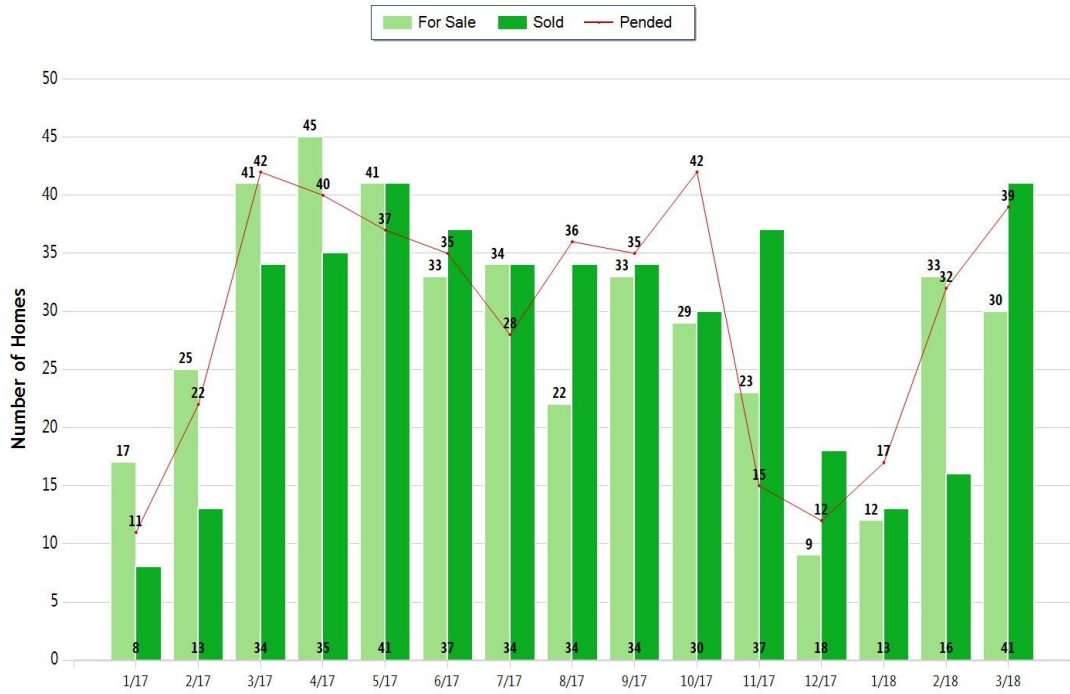
## PALO ALTO Home Sales (3/2018 vs 3/2017)

15-Month Market Trend Homes for 3/2018 compared to last year, Updated 4/10/18

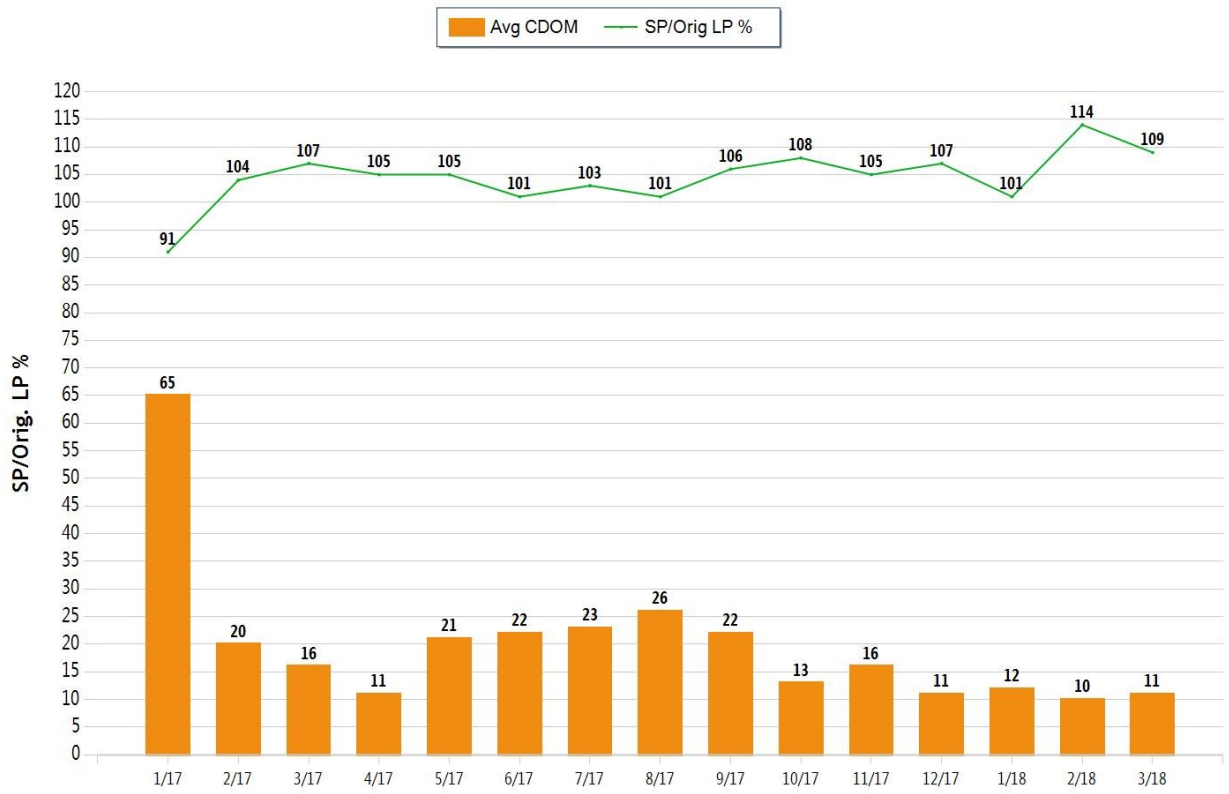
	2018	Change	Comment
Sale Price	\$3.846M	Increased 21%	Slightly lower Sale Price
Avg Price/Sqft	\$1645	Increased 8%	Lower Price per sqft
Sold/List %	109%	Increased 2%	Higher Price over asking, 9% over asking
Number of Solds	41	Increased 21%	Much more sold
Days on Market	11	Decreased 31%	Average sold in 11 days
Months Inventory	0.7	Decreased 42%	Low inventory

- ◆ Slightly lower sale price with increase 21% compared to last year. Price per sqft at \$1645sqft
- ◆ Average Sold\$/List\$ = 109%, which is 2% higher than last year, showing more competitive pricing. Buyers willing to pay 9% over asking in Palo Alto. Low inventory at 0.7 month available.





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