

## PALO ALTO Home Sales (4/2018 vs 4/2017)

15-Month Market Trend Homes for 4/2018 compared to last year, Updated 5/15/18

	2018	Change	Comment
Sale Price	\$4.849M	Increased 34%	Higher Sale Price
Avg Price/Sqft	\$1889	Increased 20%	Higher Price per sqft
Sold/List %	104%	Decreased 1%	Higher Price over asking, 4% over asking
Number of Solds	35	same	
Days on Market	19	Increased 73%	Average sold in 19 days
Months Inventory	1	Decreased 23%	Low inventory

- ◆ Slightly lower sale price with increase 34% compared to last year. Price per sqft at \$1889/sqft
- ◆ Average Sold\$/List\$ = 104%, which is 1% lower than last year, showing more competitive pricing. Buyers willing to pay 4% over asking in Palo Alto. Low inventory at 1.0 month available.



