

PALO ALTO Home Sales (12/2018 vs 12/2017)

15-Month Market Trend Homes for 12/2018 compared to last year, Updated 1/2019

PALO ALTO, 12/2018	2018	Change	Comment
Sale Price	\$3.041M	Decreased 41%	Lower sale price, lowest in last 15 months
Avg Price/Sqft	\$1542	Decreased 33%	Lower price per sqft
Sold/List %	94%	Decreased 12%	Lower Price over asking, 6% under asking
Number of Solds	19	Increased 6%	Slightly more sold
Days on Market	29	Increased 164%	Average sold in 29 days
Months Inventory	0.7	Increased 40%	More Inventory

- ◆ Lower sale price compared to last year and lowest in last 15 months. Price per sqft at \$1542/sqft
- ◆ Average Sold\$/List\$ = 94%, which is 12% lower than last year. Buyers willing to pay 6% less than asking price.
- ◆ More inventory at 0.7 month available.



