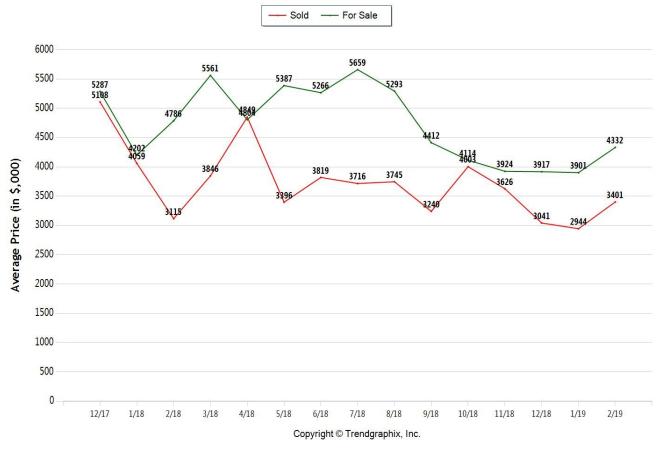
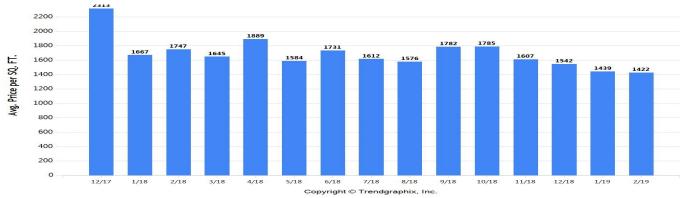
PALO ALTO Home Sales (2/2019 vs 2/2018)

15-Month Market Trend Homes for 2/2019 compared to last year, Updated 3/2019

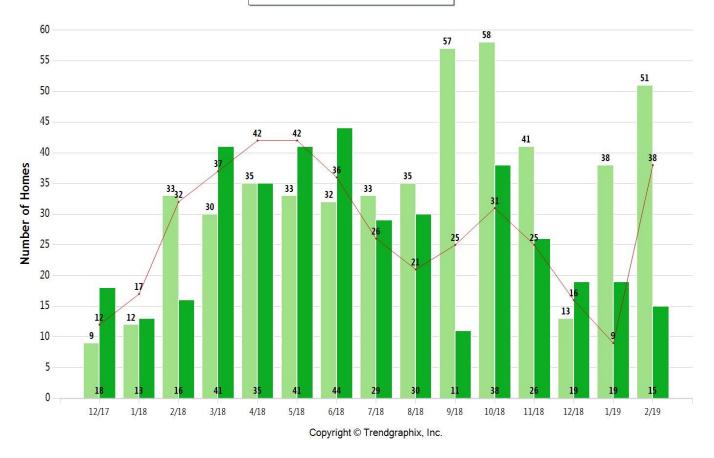
PALO ALTO, 2/2019	2019	Change	Comment
Sale Price	\$3.401M	Increased 9%	Higher sale price
Avg Price/Sqft	\$1422	Decreased 19%	Lower price per sqft, in last 15 months
Sold/List %	99%	Decreased 13%	Lower Price over asking, 1% under asking
Number of Solds	15	Decreased 6%	Slightly less sold
Days on Market	24	Increased 140%	Average sold in 24 days
Months Inventory	3.4	Increased 63%	More Inventory

- Higher sale price compared to last year. Price per sqft at \$1422/sqft
- Average Sold\$/List\$ = 99%, which is 13% lower than last year. Buyers willing to pay closer to asking price.
- More inventory at 3.4 month available.









SP/Orig LP %



Avg CDOM

12/17

1/18

2/18

3/18

4/18

5/18

6/18

7/18

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8/18

9/18

10/18

11/18

12/18

1/19

2/19