

January 2019 Market Report

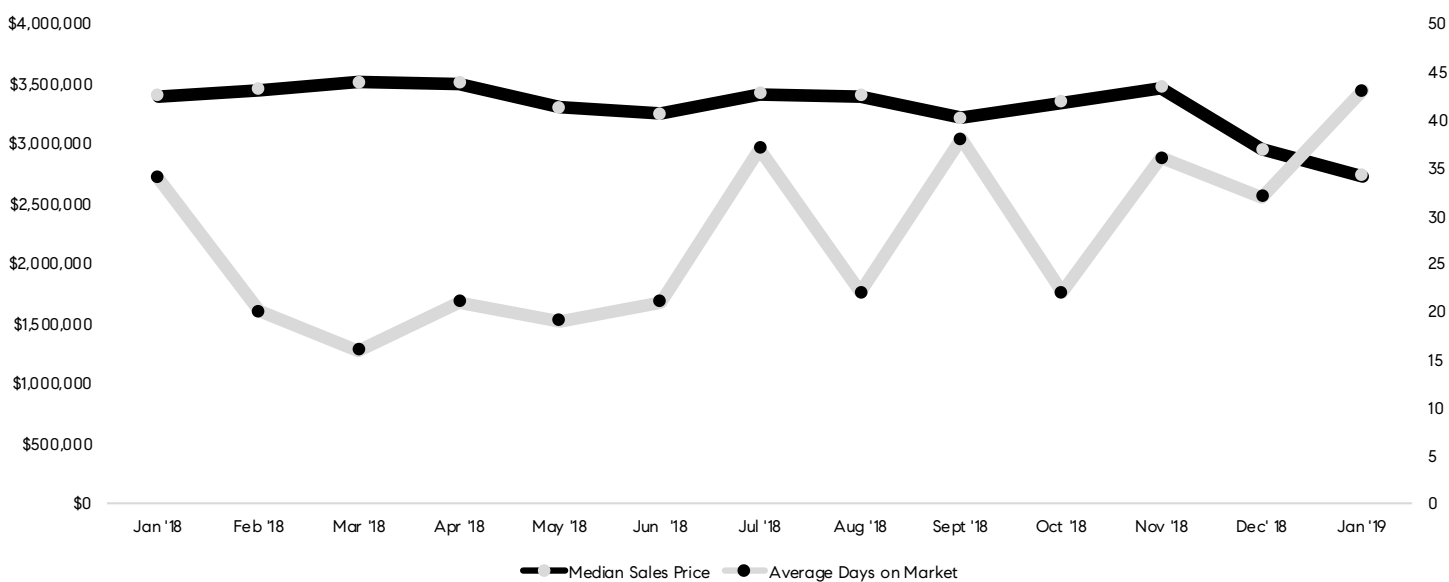
COMPASS

Silicon Valley > Residences

Year-to-Year Analysis of the Market

	JAN-'19	JAN-'18	% CHANGE
Median Sales Price	\$2,734,000	\$3,400,000	Down 19.6%
Average Days on Market	43	34	9 Days Slower
Number of Homes for Sale	196	167	Up 17.4%
Percent Under Contract	20.4%	37.7%	Down 17.3 Percentage Points
Average Sold Price/Original Price	92.0%	100.1%	Down 8.1%
Average Price per Square Foot	\$1,394	\$1,377	Up 1.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, February 6, 2019

Defining Silicon Valley: Our real estate markets in Silicon Valley include the cities and towns of Atherton, Los Altos (excluding county area), Los Altos Hills, Menlo Park (excluding east of U.S. 101), Palo Alto, Portola Valley, and Woodside. Sales data includes all single-family homes in these communities.