

November 2018 Market Report

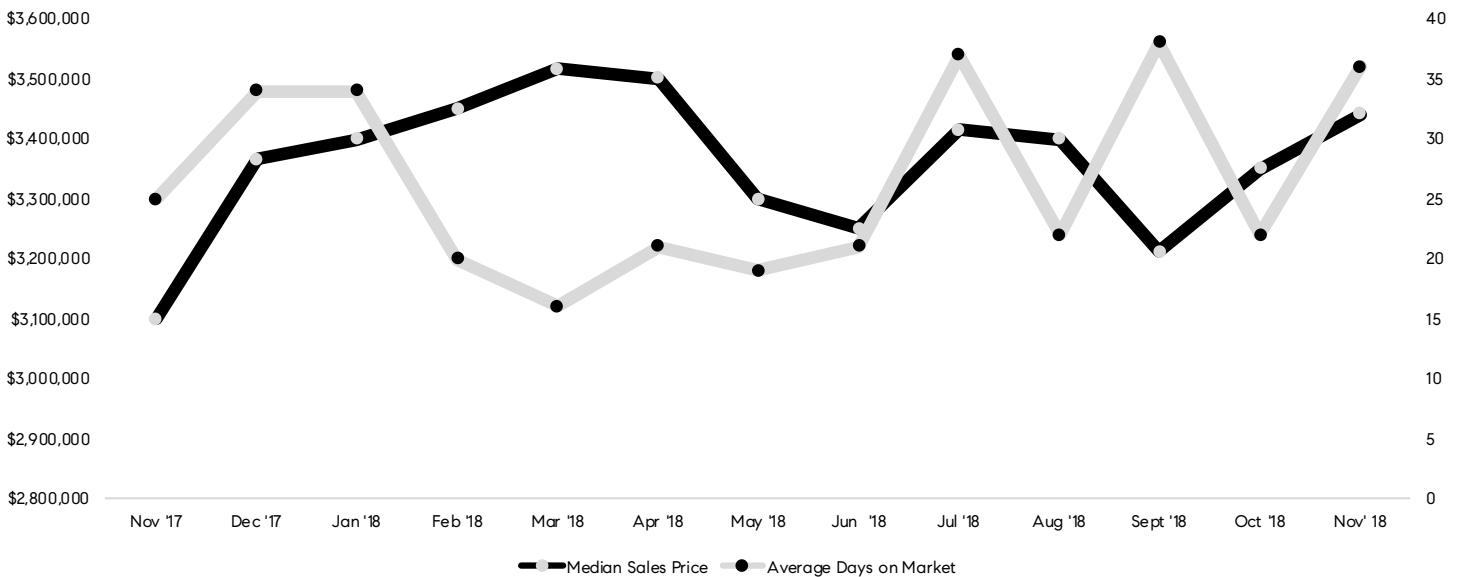
COMPASS

Silicon Valley > Residences

Year-to-Year Analysis of the Market

	NOV-'18	NOV-'17	% CHANGE
Median Sales Price	\$3,441,000	\$3,100,000	Up 11.0%
Average Days on Market	36	25	11 Days Slower
Number of Homes for Sale	277	256	Up 8.2%
Percent Under Contract	24.6%	31.2%	Down 6.6 Percentage Points
Average Sold Price/Original Price	95.5%	101.0%	Down 5.5%
Average Price per Square Foot	\$1,478	\$1,355	Up 9.1%

Median Sales Price and Days on Market Comparison



Source: Terradatum, December 6, 2018

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.