

# 2013

Year End Market Report

2012 vs. 2013

2013 was an extraordinary year in Santa Clara County, with respect to the residential real estate marketplace. Because of the shortage of inventory and an ample number of buyers, nearly every transaction experienced multiple offers, with most properties selling over the listed price. Although the total number of sales was off slightly from 2012 (-5%), there was a dramatic increase in the median sale price (+23%). This robust marketplace is expected to continue into 2014, especially during the first six months.

In San Mateo County, the entire region is experiencing one of the shortest inventory selections in years. Multiple offers still abound, yet in most cases, fewer than earlier last year. Agents are priming their clients to react as quickly as possible when the right property comes on the market. The coastal area had a phenomenal increase in activity and offers tremendous value compared to many Peninsula areas. In addition, although multiple offers are somewhat common in that market as well, they are not experiencing the frenzy that many Peninsula communities are.

## SANTA CLARA

Community	2012	2013	% Change
<b>Los Altos Hills</b>			
# of Sales	113	110	-3%
Median Price (\$000)	\$2650	\$2796	6%
Average CDOM	81	62	-23%
Months of Inventory	4.5	3.8	-16%

Community	2012	2013	% Change
<b>Palo Alto</b>			
# of Sales	625	508	-19%
Median Price (\$000)	\$1550	\$1834	18%
Average CDOM	23	18	-22%
Months of Inventory	1.0	0.7	-30%

## SAN MATEO

<b>Atherton</b>			
# of Sales	82	98	20%
Median Price (\$000)	\$3352	\$3540	6%
Average CDOM	60	61	2%
Months of Inventory	4.3	4.4	2%

<b>Menlo Park</b>			
# of Sales	471	428	-9%
Median Price (\$000)	\$1250	\$1381	10%
Average CDOM	32	24	-25%
Months of Inventory	1.2	1.1	-8%

<b>Portola Valley</b>			
# of Sales	62	77	24%
Median Price (\$000)	\$2200	\$2287	4%
Average CDOM	68	49	-28%
Months of Inventory	3.5	2.6	-26%

<b>Woodside</b>			
# of Sales	83	105	27%
Median Price (\$000)	\$1610	\$2050	27%
Average CDOM	85	63	-26%
Months of Inventory	6.8	4.6	-32%

All Residential

Source: TrendGraphix Jan 2013 - Dec 2013

\* Number of Sales is for the stated quarter and Median Price is an average for the stated quarter.

\*\* Average CDOM and Months of Inventory based on statistics for the last month of the stated quarter.

