

# Q1

## Quarterly Market Report

2013 vs. 2014

### SANTA CLARA

The available housing inventory continues to be very tight throughout all price points of Santa Clara County. The first quarter of 2014 saw the lowest number of new listings brought onto the market than any quarter over the last 10 years. The overly restricted supply has resulted in many of the available properties receiving multiple offers from anxious buyers trying to secure one of the homes. This trend is expected to ease as we move into the 2nd quarter, possibly bringing much relief to frustrated buyers who have been priced out due to the shortage of supply.

### SAN MATEO

Inventory continues to be down in San Mateo County. In the first quarter of 2014, listing inventory was lower than the first quarter of 2013. We continue to see multiple offers on most properties. The \$3+ million market has picked up substantially in the last few months, and some of this has been attributed to buyers seeing more value for their investment in San Mateo County verses San Francisco or Santa Clara Counties.

### SANTA CLARA

Santa Clara County				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	2940	2679	-9%	# of Sales	2940	2679	-9%				
Median Price (\$000)*	\$ 615	\$ 700	14%	Median Price (\$000)*	\$ 615	\$ 700	14%				
Average DOM**	37	33	-11%	Average DOM**	37	33	-11%				
Months of Inventory*	1.0	1.2	20%	Months of Inventory*	1.0	1.2	20%				

  

Los Altos Hills				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	20	17	-15%	Average DOM	81	50	-38%				
Median Price (\$000)	\$ 2375	\$ 3140	32%	Months of Inventory	4.6	3.1	-33%				

  

Palo Alto				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	83	74	-11%	Average DOM	25	13	-48%				
Median Price (\$000)	\$ 1775	\$ 2000	13%	Months of Inventory	1.1	1.1	0%				

### SAN MATEO

San Mateo County				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	1180	1111	-6%	# of Sales	1180	1111	-6%				
Median Price (\$000)*	\$ 714	\$ 815	14%	Median Price (\$000)*	\$ 714	\$ 815	14%				
Average DOM**	41	34	-17%	Average DOM**	41	34	-17%				
Months of Inventory*	1.3	1.4	8%	Months of Inventory*	1.3	1.4	8%				

  

Atherton				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	19	25	32%	Average DOM	64	79	23%				
Median Price (\$000)	\$ 3600	\$ 5000	39%	Months of Inventory	3.7	2.6	-30%				

  

Menlo Park				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	75	72	-4%	Average DOM	24	18	-25%				
Median Price (\$000)	\$ 1350	\$ 1586	17%	Months of Inventory	1.3	1.2	-8%				

  

Portola Valley				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	17	18	6%	Average DOM	65	27	-58%				
Median Price (\$000)	\$ 2025	\$ 2485	23%	Months of Inventory	2.9	2.2	-24%				

  

Woodside				YTD 2013				YTD 2014			
	Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change		Q1 2013	Q1 2014	% Change
# of Sales	27	21	-22%	Average DOM	77	76	-1%				
Median Price (\$000)	\$ 2055	\$ 2400	17%	Months of Inventory	3.6	4.7	31%				

All Residential

Source: TrendGraphix Jan 2014 - Mar 2014

\* 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.

