



| Active Listings | Dec-14 | | | Jan-15 | | | | Feb-15 | | | | Mar-15 |
|-----------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 1 | 2 | 3 | 4 | 1 |
| AREA | 15-Dec | 22-Dec | 29-Dec | 5-Jan | 12-Jan | 19-Jan | 26-Jan | 2-Feb | 9-Feb | 16-Feb | 23-Feb | 2-Mar |
| NWQtr1 | 228 | | | 127 | 150 | 160 | 187 | 197 | 226 | 221 | 236 | 248 |
| NWQtr2 | 56 | | | 16 | 39 | 46 | 41 | 36 | 45 | 47 | 58 | 47 |
| Total | 284 | 0 | 0 | 143 | 189 | 206 | 228 | 233 | 271 | 268 | 294 | 295 |
| SCC1 | 833 | 666 | 482 | 515 | 576 | 600 | 647 | 655 | 709 | 705 | 731 | 778 |
| SCC2 | 218 | 176 | 109 | 107 | 144 | 166 | 163 | 153 | 175 | 170 | 182 | 181 |
| Total | 1051 | 842 | 591 | 622 | 720 | 766 | 810 | 808 | 884 | 875 | 913 | 959 |

| SALES (status 2-5) - with 7-day Sales Date (Mon-Sun) | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 12/15 | 12/22 | 12/29 | 1/5 | 1/12 | 1/19 | 1/26 | 2/2 | 2/9 | 2/16 | 2/23 | 3/2 |
| NWQtr1 | 40 | 75 | 45 | 48 | 19 | 33 | 40 | 59 | 59 | 82 | 75 | 88 |
| NWQtr2 | 16 | 30 | 23 | 22 | 14 | 21 | 27 | 25 | 26 | 25 | 28 | 43 |
| Total | 56 | 105 | 68 | 70 | 33 | 54 | 67 | 84 | 85 | 107 | 103 | 131 |
| SCC1 | 144 | 299 | 225 | 229 | 83 | 149 | 155 | 182 | 184 | 231 | 202 | 239 |
| SCC2 | 67 | 107 | 98 | 83 | 44 | 60 | 70 | 67 | 76 | 81 | 78 | 94 |
| Total | 211 | 406 | 323 | 312 | 127 | 209 | 225 | 249 | 260 | 312 | 280 | 333 |

| CLOSINGS (status 5 only) - with 7-day Close of Escrow date (Mon-Sun) | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 12/15 | 12/22 | 12/29 | 1/5 | 1/12 | 1/19 | 1/26 | 2/2 | 2/9 | 2/16 | 2/23 | 3/2 |
| NWQtr1 | 57 | 61 | 26 | 27 | 44 | 34 | 35 | 27 | 30 | 28 | 51 | 65 |
| NWQtr2 | 25 | 25 | 12 | 10 | 20 | 21 | 8 | 19 | 19 | 16 | 14 | 20 |
| Total | 82 | 86 | 38 | 37 | 64 | 55 | 43 | 46 | 49 | 44 | 65 | 85 |
| SCC1 | 150 | 172 | 95 | 108 | 107 | 97 | 93 | 96 | 77 | 97 | 120 | 159 |
| SCC2 | 52 | 85 | 45 | 50 | 45 | 45 | 31 | 50 | 43 | 38 | 47 | 52 |
| Total | 202 | 257 | 140 | 158 | 152 | 142 | 124 | 146 | 120 | 135 | 167 | 211 |

| INVENTORY - AVERAGE AREA TOTALS (4 or 5 week average) | | | | | | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|------------|------------|
| | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 |
| NWQtr1 | 234 | 277 | 335 | 384 | 363 | 349 | 365 | 365 | 346 | 272 | 156 | 220 |
| NWQtr2 | 73 | 81 | 103 | 115 | 148 | 126 | 126 | 115 | 101 | 73 | 36 | 47 |
| Total | 307 | 358 | 438 | 499 | 511 | 475 | 491 | 480 | 447 | 345 | 192 | 267 |
| SCC1 | 858 | 1026 | 1218 | 1276 | 1355 | 1412 | 1377 | 1281 | 1060 | 732 | 585 | 700 |
| SCC2 | 269 | 309 | 343 | 371 | 411 | 456 | 426 | 407 | 326 | 191 | 145 | 170 |
| Total | 1127 | 1335 | 1561 | 1647 | 1766 | 1868 | 1803 | 1688 | 1386 | 923 | 730 | 870 |

| CLOSINGS BY MONTH 2014-2015 | | | | | | | | | | | | |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|------------|------------|
| | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 |
| NWQtr1 | 305 | 395 | 395 | 431 | 397 | 320 | 346 | 336 | 247 | 229 | 175 | 193 |
| NWQtr2 | 141 | 179 | 185 | 163 | 173 | 180 | 146 | 164 | 113 | 103 | 85 | 74 |
| Total | 446 | 574 | 580 | 594 | 570 | 500 | 492 | 500 | 360 | 332 | 260 | 267 |
| SCC1 | 769 | 975 | 1016 | 1028 | 1046 | 906 | 896 | 916 | 682 | 698 | 569 | 522 |
| SCC2 | 348 | 413 | 422 | 410 | 423 | 378 | 386 | 394 | 295 | 313 | 242 | 206 |
| Total | 1117 | 1388 | 1438 | 1438 | 1469 | 1284 | 1282 | 1310 | 977 | 1011 | 811 | 728 |

| MEDIAN PRICES 2014-2015 | | | | | | | | | | | | |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 |
| SCC1 | \$860,000 | \$900,000 | \$889,444 | \$903,000 | \$865,000 | \$867,500 | \$850,000 | \$875,000 | \$855,000 | \$844,500 | \$842,000 | \$925,000 |
| SCC2 | \$523,500 | \$523,750 | \$545,000 | \$526,750 | \$530,000 | \$558,000 | \$535,000 | \$550,000 | \$566,000 | \$505,000 | \$505,000 | \$545,000 |

- Class 1 =Single Family Residence
- Class 2 =Townhomes/Condos
- SCC =Santa Clara County: Area (1-23/200-243)
- NWQtr =NorthWest of 17/101 & SouthWest of Menlo Park/101: Area (8/15-19/200-243)

INVENTORY ANALYSIS

3/2/2015



Presented by: Carol Lin (408)685-8811

| Week of: | 15-Dec-14 | 5-Jan-15 | 12-Jan-15 | 19-Jan-15 | 26-Jan-15 | 2-Feb-15 | 9-Feb-15 | 16-Feb-15 | 23-Feb-15 | 2-Mar-15 | Area # | |
|--|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| CLASS 1: SINGLE FAMILY HOMES - ACTIVE | | | | | | | | | | | | |
| Gilroy/MH | 1 | 174 | 130 | 136 | 136 | 129 | 122 | 121 | 129 | 125 | 135 | 1 |
| Santa Teresa | 2 | 15 | 11 | 13 | 14 | 13 | 12 | 11 | 16 | 23 | 14 | 2 |
| Evergreen | 3 | 55 | 33 | 33 | 31 | 38 | 46 | 39 | 39 | 42 | 50 | 3 |
| East Valley | 4 | 78 | 53 | 55 | 54 | 48 | 50 | 48 | 51 | 47 | 49 | 4 |
| North Valley | 5 | 24 | 15 | 14 | 20 | 24 | 20 | 24 | 28 | 25 | 29 | 5 |
| Milpitas | 6 | 15 | 12 | 13 | 19 | 22 | 20 | 21 | 18 | 16 | 16 | 6 |
| Santa Clara | 8 | 25 | 14 | 14 | 17 | 20 | 21 | 23 | 24 | 20 | 32 | 8 |
| Central SJ | 9 | 58 | 39 | 39 | 45 | 49 | 41 | 48 | 49 | 47 | 49 | 9 |
| Willow Glen | 10 | 43 | 19 | 27 | 20 | 22 | 28 | 37 | 37 | 40 | 45 | 10 |
| South SJ | 11 | 29 | 16 | 19 | 23 | 21 | 20 | 22 | 20 | 20 | 21 | 11 |
| Blossom Vly | 12 | 28 | 9 | 14 | 17 | 13 | 28 | 30 | 27 | 39 | 39 | 12 |
| Almaden Vly | 13 | 22 | 11 | 19 | 18 | 17 | 19 | 28 | 28 | 39 | 29 | 13 |
| Cambrian | 14 | 22 | 11 | 14 | 11 | 19 | 20 | 26 | 15 | 18 | 22 | 14 |
| Campbell | 15 | 20 | 10 | 14 | 15 | 14 | 13 | 19 | 19 | 22 | 19 | 15 |
| Los Gatos | 16 | 51 | 36 | 39 | 39 | 37 | 44 | 56 | 52 | 54 | 60 | 16 |
| Saratoga | 17 | 39 | 26 | 27 | 28 | 31 | 36 | 38 | 42 | 38 | 40 | 17 |
| Cupertino | 18 | 18 | 6 | 8 | 6 | 9 | 10 | 15 | 12 | 17 | 15 | 18 |
| Sunnyvale | 19 | 14 | 6 | 13 | 14 | 19 | 19 | 22 | 17 | 25 | 25 | 19 |
| Mtn. View | 200-210 | 6 | 6 | 7 | 8 | 9 | 10 | 10 | 10 | 13 | 13 | 200-210 |
| Los Altos/Hills | 211-214,221 | 37 | 15 | 17 | 25 | 28 | 28 | 28 | 25 | 22 | 27 | 211-214,221 |
| Palo Alto | 230-243 | 18 | 8 | 11 | 8 | 20 | 16 | 15 | 20 | 24 | 17 | 230-243 |
| Menlo Park | 300-311 | 13 | 13 | 12 | 15 | 14 | 14 | 20 | 16 | 18 | 16 | 300-311 |
| Totals | | 804 | 499 | 558 | 583 | 616 | 637 | 701 | 694 | 734 | 762 | |

| Week of: | 15-Dec-14 | 5-Jan-15 | 12-Jan-15 | 19-Jan-15 | 26-Jan-15 | 2-Feb-15 | 9-Feb-15 | 16-Feb-15 | 23-Feb-15 | 2-Mar-15 | Area # | |
|--|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| CLASS 2: CONDO/TOWNHOMES - ACTIVE | | | | | | | | | | | | |
| Gilroy/MH | 1 | 9 | 5 | 4 | 3 | 3 | 4 | 5 | 6 | 7 | 5 | 1 |
| Santa Teresa | 2 | 4 | 4 | 6 | 5 | 4 | 4 | 3 | 7 | 5 | 5 | 2 |
| Evergreen | 3 | 21 | 15 | 18 | 21 | 20 | 18 | 16 | 11 | 10 | 15 | 3 |
| East Valley | 4 | 11 | 7 | 27 | 8 | 9 | 7 | 8 | 8 | 7 | 7 | 4 |
| North Valley | 5 | 14 | 1 | 3 | 7 | 6 | 3 | 6 | 9 | 14 | 15 | 5 |
| Milpitas | 6 | 9 | 9 | 7 | 7 | 7 | 7 | 10 | 10 | 6 | 7 | 6 |
| Santa Clara | 8 | 14 | 6 | 12 | 10 | 7 | 4 | 8 | 10 | 13 | 8 | 8 |
| Central SJ | 9 | 34 | 26 | 27 | 25 | 26 | 24 | 30 | 25 | 27 | 28 | 9 |
| Willow Glen | 10 | 7 | 2 | 4 | 4 | 6 | 5 | 6 | 6 | 6 | 5 | 10 |
| South SJ | 11 | 23 | 11 | 12 | 7 | 10 | 13 | 15 | 11 | 17 | 20 | 11 |
| Blossom Vly | 12 | 19 | 9 | 10 | 15 | 18 | 20 | 18 | 20 | 17 | 17 | 12 |
| Almaden Vly | 13 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 3 | 2 | 2 | 13 |
| Cambrian | 14 | 9 | 1 | 5 | 9 | 9 | 10 | 11 | 7 | 4 | 7 | 14 |
| Campbell | 15 | 12 | 4 | 8 | 6 | 4 | 11 | 11 | 9 | 11 | 8 | 15 |
| Los Gatos | 16 | 8 | 1 | 4 | 6 | 4 | 6 | 4 | 4 | 4 | 2 | 16 |
| Saratoga | 17 | 3 | 0 | 0 | 3 | 3 | 2 | 1 | 1 | 3 | 3 | 17 |
| Cupertino | 18 | 2 | 1 | 7 | 3 | 7 | 4 | 4 | 6 | 4 | 8 | 18 |
| Sunnyvale | 19 | 11 | 2 | 6 | 4 | 4 | 2 | 6 | 6 | 9 | 4 | 19 |
| Mtn. View | 200-210 | 2 | 2 | 3 | 4 | 8 | 4 | 7 | 6 | 8 | 6 | 200-210 |
| Los Altos/Hills | 211-214,221 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 1 | 0 | 6 | 211-214,221 |
| Palo Alto | 230-243 | 4 | 0 | 0 | 3 | 2 | 2 | 3 | 4 | 6 | 2 | 230-243 |
| Menlo Park | 300-311 | 5 | 2 | 4 | 5 | 5 | 5 | 6 | 3 | 3 | 6 | 300-311 |
| Totals | | 222 | 109 | 169 | 157 | 165 | 158 | 181 | 173 | 183 | 186 | |

If your property is now listed for sale or lease, this is not intended as a solicitation of that listing.