



Active Listings	Nov-15					Dec-15				Jan-16		
	1	2	3	4	5	1	2	3	4	1	2	3
AREA	2-Nov	9-Nov	16-Nov	23-Nov	30-Nov	7-Dec	14-Dec	21-Dec	28-Dec	4-Jan	11-Jan	18-Jan
NWQtr1	356	357	332	286	244	246	215	166	144	129	147	168
NWQtr2	105	111	99	78	62	75	62	46	36	42	54	65
Total	461	468	431	364	306	321	277	212	180	171	201	233
SCC1	1130	1101	1031	924	823	790	736	599	526	471	516	537
SCC2	261	285	269	230	185	208	181	141	103	111	138	158
Total	1391	1386	1300	1154	1008	998	917	740	629	582	654	695

SALES (status 2-5) - with 7-day Sales Date (Mon-Sun)												
	11/2	11/9	11/16	11/23	11/30	12/7	12/14	12/21	12/28	1/4	1/11	1/18
NWQtr1	81	67	80	78	49	30	53	49	22	8	18	28
NWQtr2	29	31	40	38	26	14	26	20	9	2	10	16
Total	110	98	120	116	75	44	79	69	31	10	28	44
SCC1	243	212	217	222	134	126	168	163	82	66	88	113
SCC2	94	72	94	99	68	49	75	54	36	19	32	49
Total	337	284	311	321	202	175	243	217	118	85	120	162

CLOSINGS (status 5 only) - with 7-day Close of Escrow date (Mon-Sun)												
	11/2	11/9	11/16	11/23	11/30	12/7	12/14	12/21	12/28	1/4	1/11	1/18
NWQtr1	61	43	51	60	50	71	54	65	44	45	36	38
NWQtr2	23	18	16	36	19	27	28	31	18	12	11	15
Total	84	61	67	96	69	98	82	96	62	57	47	53
SCC1	170	104	138	165	128	194	166	164	115	120	113	123
SCC2	68	43	41	72	51	67	67	69	52	36	43	48
Total	238	147	179	237	179	261	233	233	167	156	156	171

INVENTORY - AVERAGE AREA TOTALS (4 or 5 week average)												
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
NWQtr1	156	220	262	308	374	372	380	406	439	423	315	193
NWQtr2	36	47	59	71	101	108	100	109	133	115	91	55
Total	192	267	321	379	475	480	480	515	572	538	406	248
SCC1	585	700	828	922	1059	1155	1203	1264	1326	1311	1002	663
SCC2	145	170	189	198	248	276	289	312	332	309	246	158
Total	730	870	1017	1120	1307	1431	1492	1576	1658	1620	1248	821

CLOSINGS BY MONTH 2014-2015												
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
NWQtr1	175	193	324	403	405	434	394	360	312	311	264	313
NWQtr2	85	74	139	146	164	210	191	153	137	142	123	132
Total	260	267	463	549	569	644	585	513	449	453	387	445
SCC1	569	522	841	1075	1028	1134	1115	968	924	828	703	882
SCC2	242	206	334	377	392	462	436	406	361	348	297	356
Total	811	728	1175	1452	1420	1596	1551	1374	1285	1176	1000	1238

MEDIAN PRICES 2015-2016												
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
SCC1	\$842,000	\$925,000	\$930,000	\$960,000	\$993,000	\$1,000,000	\$ 965,000	\$ 975,000	\$ 963,000	\$ 963,000	\$ 965,000	\$920,000
SCC2	\$505,000	\$545,000	\$569,240	\$565,000	\$620,000	\$ 650,000	\$ 635,000	\$ 615,000	\$ 610,000	\$ 640,000	\$ 630,000	\$626,000

- 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)



Referral Realty

Presented by: Carol Lin (408)685-8811

Week of:	16-Nov-15	23-Nov-15	30-Nov-15	7-Dec-15	14-Dec-15	21-Dec-15	28-Dec-15	4-Jan-16	11-Jan-16	18-Jan-16	Area #	
CLASS 1: SINGLE FAMILY HOMES - ACTIVE												
Gilroy/MH	1	172	160	149	140	132	130	117	109	103	101	1
Santa Teresa	2	12	7	7	10	8	6	3	4	6	6	2
Evergreen	3	78	69	63	59	56	48	46	40	44	39	3
East Valley	4	75	69	69	61	55	42	34	31	41	42	4
North Valley	5	41	37	31	33	25	16	12	14	21	19	5
Milpitas	6	27	27	26	25	22	20	18	15	12	17	6
Santa Clara	8	44	32	24	29	27	19	10	10	15	18	8
Central SJ	9	60	52	45	46	47	39	37	25	23	28	9
Willow Glen	10	42	39	37	36	31	23	19	17	23	23	10
South SJ	11	38	30	25	24	33	19	15	13	16	15	11
Blossom Vly	12	32	34	27	23	23	18	16	15	13	13	12
Almaden Vly	13	37	34	26	23	26	26	19	16	17	18	13
Cambrian	14	44	32	29	28	22	15	13	12	21	19	14
Campbell	15	38	39	29	30	24	19	17	14	12	21	15
Los Gatos	16	50	44	38	37	38	33	30	27	25	25	16
Saratoga	17	51	49	47	44	37	34	32	32	40	40	17
Cupertino	18	22	18	11	20	18	14	12	10	9	10	18
Sunnyvale	19	31	22	19	19	19	10	10	6	9	9	19
Mtn. View	200-210	14	4	5	8	8	4	3	3	9	11	200-210
Los Altos/Hills	211-214,221	50	44	41	35	25	21	19	17	20	22	211-214,221
Palo Alto	230-243	32	33	29	25	20	11	11	9	9	12	230-243
Menlo Park	300-311	25	17	13	15	11	7	5	6	7	11	300-311
Totals		1015	892	790	770	707	574	498	445	495	519	

Week of:	16-Nov-15	23-Nov-15	30-Nov-15	7-Dec-15	14-Dec-15	21-Dec-15	28-Dec-15	4-Jan-16	11-Jan-16	18-Jan-16	Area #	
CLASS 2: CONDO/TOWNHOMES - ACTIVE												
Gilroy/MH	1	7	5	4	5	7	4	3	3	4	4	1
Santa Teresa	2	4	6	6	4	3	1	1	1	2	5	2
Evergreen	3	18	18	18	15	11	11	11	9	11	14	3
East Valley	4	10	7	5	4	3	3	4	5	4	4	4
North Valley	5	17	12	10	13	6	9	4	5	6	7	5
Milpitas	6	11	10	9	8	5	5	4	4	7	7	6
Santa Clara	8	20	15	12	16	16	14	7	10	10	13	8
Central SJ	9	39	36	30	38	32	27	20	18	20	22	9
Willow Glen	10	11	9	9	7	6	4	1	3	2	6	10
South SJ	11	19	17	14	15	18	13	9	9	9	8	11
Blossom Vly	12	24	22	13	19	22	14	8	11	15	14	12
Almaden Vly	13	1	1	1	1	1	0	0	0	0	0	13
Cambrian	14	7	6	2	2	3	2	1	0	4	1	14
Campbell	15	14	13	10	15	13	8	6	8	10	10	15
Los Gatos	16	5	5	3	2	1	1	1	1	2	2	16
Saratoga	17	1	1	1	1	0	0	1	2	1	0	17
Cupertino	18	11	8	8	7	4	4	4	6	5	5	18
Sunnyvale	19	18	14	11	7	8	5	4	3	7	4	19
Mtn. View	200-210	15	8	5	13	9	5	5	6	12	21	200-210
Los Altos/Hills	211-214,221	3	3	2	3	2	1	2	1	1	0	211-214,221
Palo Alto	230-243	12	11	10	11	9	8	6	5	6	10	230-243
Menlo Park	300-311	11	9	8	5	5	3	3	4	4	4	300-311
Totals		278	236	191	211	184	142	105	114	142	161	

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