



# Market Inventory

January 8, 2018

Active Listings	Oct-17		Nov-17				Dec-17				Jan-18	
	4	5	1	2	3	4	1	2	3	4	1	2
AREA	23-Oct	30-Oct	6-Nov	13-Nov	20-Nov	27-Nov	4-Dec	11-Dec	18-Dec	25-Dec	1-Jan	8-Jan
NWQtr1	275	239	229	257	211	169	196	176	149	107	97	117
NWQtr2	59	47	44	43	42	22	36	33	22	7	8	14
<b>Total</b>	<b>334</b>	<b>286</b>	<b>273</b>	<b>300</b>	<b>253</b>	<b>191</b>	<b>232</b>	<b>209</b>	<b>171</b>	<b>114</b>	<b>105</b>	<b>131</b>
SCC1	666	621	609	631	555	432	493	460	396	295	267	323
SCC2	136	104	113	116	93	64	98	97	58	23	21	44
<b>Total</b>	<b>802</b>	<b>725</b>	<b>722</b>	<b>747</b>	<b>648</b>	<b>496</b>	<b>591</b>	<b>557</b>	<b>454</b>	<b>318</b>	<b>288</b>	<b>367</b>

SALES (status 2-5) - with 7-day Sales Date (Mon-Sun)												
	10/23	10/30	11/6	11/13	11/20	11/27	12/4	12/11	12/18	12/25	1/1	1/8
NWQtr1	57	93	75	61	89	85	27	76	49	36	13	10
NWQtr2	38	34	24	27	30	37	13	22	21	20	7	1
<b>Total</b>	<b>95</b>	<b>127</b>	<b>99</b>	<b>88</b>	<b>119</b>	<b>122</b>	<b>40</b>	<b>98</b>	<b>70</b>	<b>56</b>	<b>20</b>	<b>11</b>
SCC1	192	222	198	168	202	233	93	178	156	119	50	54
SCC2	90	86	58	56	70	103	45	60	64	49	13	15
<b>Total</b>	<b>282</b>	<b>308</b>	<b>256</b>	<b>224</b>	<b>272</b>	<b>336</b>	<b>138</b>	<b>238</b>	<b>220</b>	<b>168</b>	<b>63</b>	<b>69</b>

CLOSINGS (status 5 only) - with 7-day Close of Escrow date (Mon-Sun)												
	10/23	10/30	11/6	11/13	11/20	11/27	12/4	12/11	12/18	12/25	1/1	1/8
NWQtr1	80	78	66	63	78	53	81	70	53	51	44	34
NWQtr2	34	27	44	25	32	33	21	28	22	20	24	9
<b>Total</b>	<b>114</b>	<b>105</b>	<b>110</b>	<b>88</b>	<b>110</b>	<b>86</b>	<b>102</b>	<b>98</b>	<b>75</b>	<b>71</b>	<b>68</b>	<b>43</b>
SCC1	183	200	190	166	183	137	203	178	147	139	123	85
SCC2	75	67	93	54	66	72	69	58	57	41	48	25
<b>Total</b>	<b>258</b>	<b>267</b>	<b>283</b>	<b>220</b>	<b>249</b>	<b>209</b>	<b>272</b>	<b>236</b>	<b>204</b>	<b>180</b>	<b>171</b>	<b>110</b>

INVENTORY - AVERAGE AREA TOTALS (4 or 5 week average)												
	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
NWQtr1	190	248	285	304	361	338	307	296	279	258	216	157
NWQtr2	40	71	79	86	86	92	80	65	73	64	38	24
<b>Total</b>	<b>230</b>	<b>319</b>	<b>364</b>	<b>390</b>	<b>447</b>	<b>430</b>	<b>387</b>	<b>361</b>	<b>352</b>	<b>322</b>	<b>254</b>	<b>181</b>
SCC1	522	628	725	839	935	946	852	791	733	661	557	411
SCC2	169	215	232	331	279	254	261	205	165	142	96	69
<b>Total</b>	<b>691</b>	<b>843</b>	<b>957</b>	<b>1170</b>	<b>1214</b>	<b>1200</b>	<b>1113</b>	<b>996</b>	<b>898</b>	<b>803</b>	<b>653</b>	<b>480</b>

CLOSINGS BY MONTH 2016-2017												
	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
NWQtr1	148	279	324	341	433	477	379	362	354	324	324	271
NWQtr2	76	126	147	144	168	182	149	171	134	171	130	113
<b>Total</b>	<b>224</b>	<b>405</b>	<b>471</b>	<b>485</b>	<b>601</b>	<b>659</b>	<b>528</b>	<b>533</b>	<b>488</b>	<b>495</b>	<b>454</b>	<b>384</b>
SCC1	488	736	812	864	1121	1231	1062	1028	938	897	827	741
SCC2	220	314	376	360	443	473	378	430	358	381	328	255
<b>Total</b>	<b>708</b>	<b>1050</b>	<b>1188</b>	<b>1224</b>	<b>1564</b>	<b>1704</b>	<b>1440</b>	<b>1458</b>	<b>1296</b>	<b>1278</b>	<b>1022</b>	<b>996</b>

MEDIAN PRICES 2016-2017												
	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
SCC1	\$ 927,500	\$ 1,100,000	\$ 1,129,000	\$ 1,160,000	\$ 1,190,000	\$ 1,165,000	\$ 1,163,000	\$ 1,150,000	\$ 1,172,579	\$ 1,210,000	\$ 1,287,000	\$ 1,300,000
SCC2	\$ 634,807	\$ 685,000	\$ 697,500	\$ 718,000	\$ 710,000	\$ 740,000	\$ 730,375	\$ 753,500	\$ 720,000	\$ 758,000	\$ 770,000	\$ 805,500

- Class 1 =Single Family Residence
- Class 2 =Townhomes/Condos
- SCC =Santa Clara County: \*\*Search By County\*\*
- NWQtr =NorthWest of 17/101 & SouthWest of Menlo Park/101: Area (8/15-19/ 200-209/ 211-214/ 221/ 230-243)

	424,100	636,000	Jumbo ( 2M)
30 yr fixed	3.88%	4.00%	4.00%
5 yr ARM	3.50%	3.25%	3.25%