

City: Mountain View



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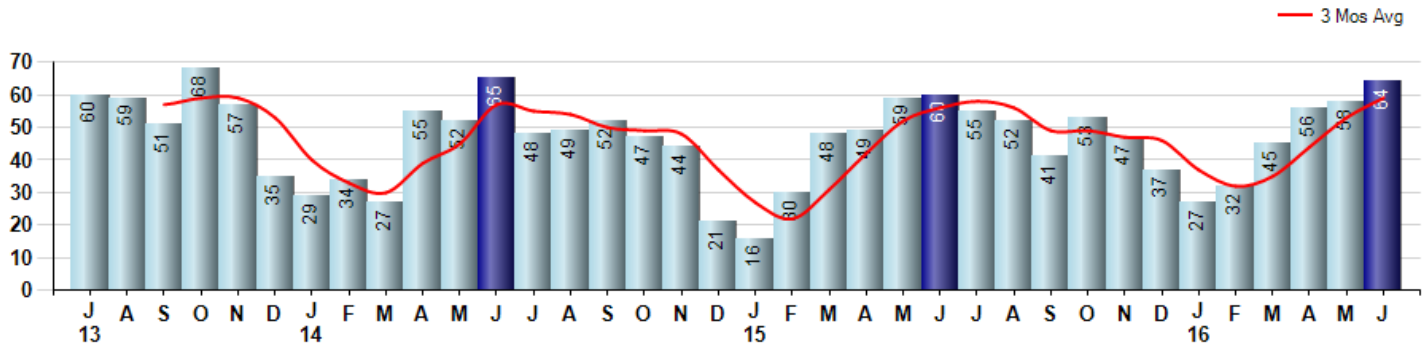
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,370,990	-2%		25%				
Average List Price of all Current Listings	\$1,404,153	0%		28%				
June Median Sales Price	\$1,386,840	2%	2%	-2%	10%	\$1,358,960	7%	8%
June Average Sales Price	\$1,370,586	-2%	-2%	-6%	3%	\$1,401,875	6%	5%
Total Properties Currently for Sale (Inventory)	31	-31%		-16%				
June Number of Properties Sold	64	10%		7%			8%	
June Average Days on Market (Solds)	11	-35%	-27%	10%	-15%	15	36%	15%
Asking Price per Square Foot (based on New Listings)	\$865	-1%	-1%	10%	6%	\$872	11%	6%
June Sold Price per Square Foot	\$949	-3%	0%	-2%	4%	\$952	6%	4%
June Month's Supply of Inventory	0.5	-38%	-27%	-22%	-22%	0.9	41%	40%
June Sale Price vs List Price Ratio	107.8%	-0.6%	0%	-7%	-3.8%	108.2%	-6.6%	-3.4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

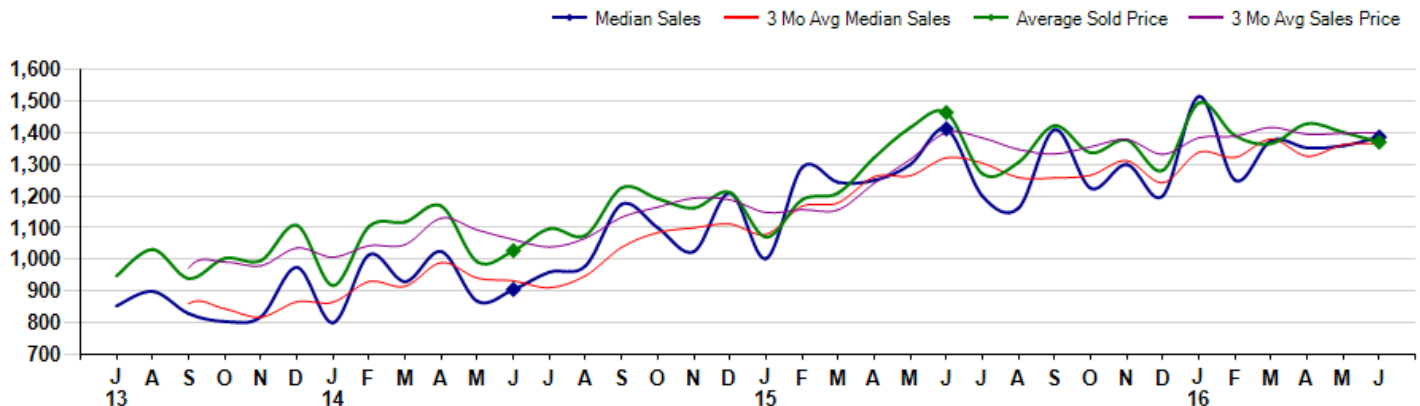
June Property sales were 64, up 6.7% from 60 in June of 2015 and 10.3% higher than the 58 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 282 are running 7.6% ahead of last year's year-to-date sales of 262.



Prices

The Median Sales Price in June was \$1,386,840, down -1.8% from \$1,412,500 in June of 2015 and up 2.1% from \$1,358,960 last month. The Average Sales Price in June was \$1,370,586, down -6.4% from \$1,463,967 in June of 2015 and down -2.2% from \$1,401,428 last month. June 2016 ASP was at a mid range compared to June of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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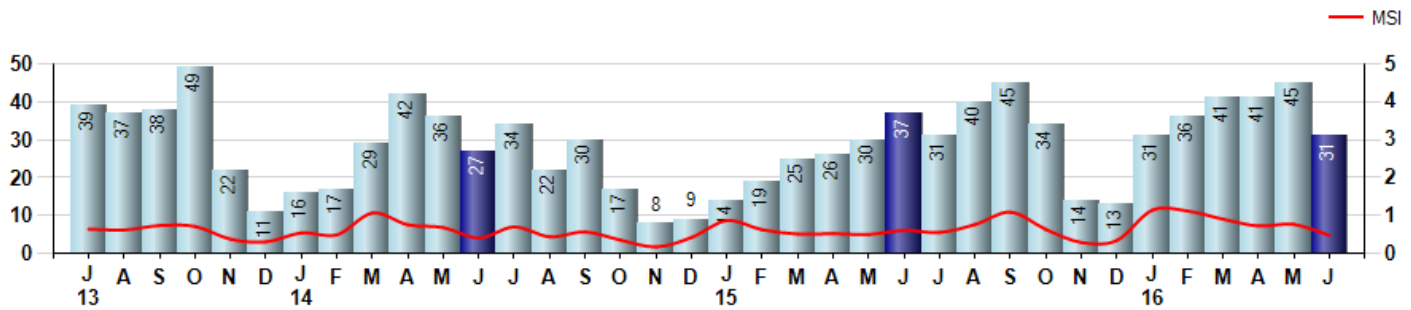
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 31, down -31.1% from 45 last month and down -16.2% from 37 in June of last year. June 2016 Inventory was at a mid range compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 0.5 months was at a mid range compared with June of 2015 and 2014.

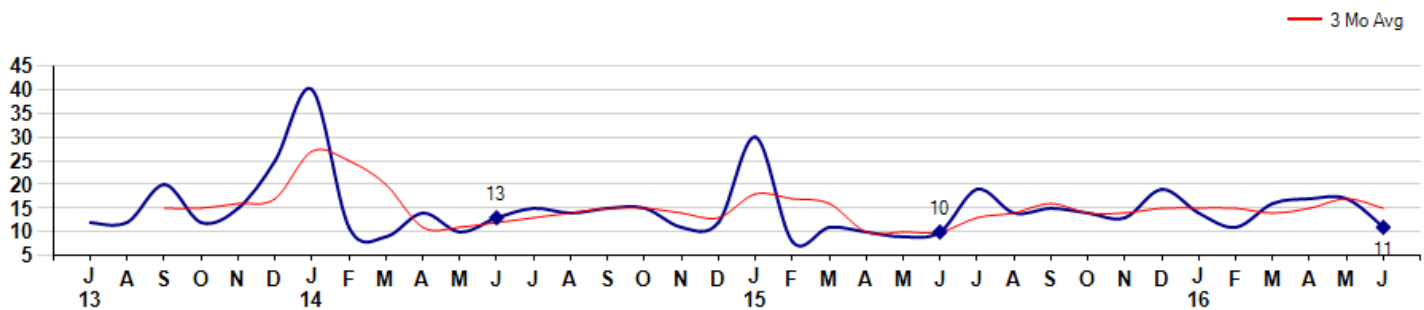
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for June was 11, down -35.3% from 17 days last month and up 10.0% from 10 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

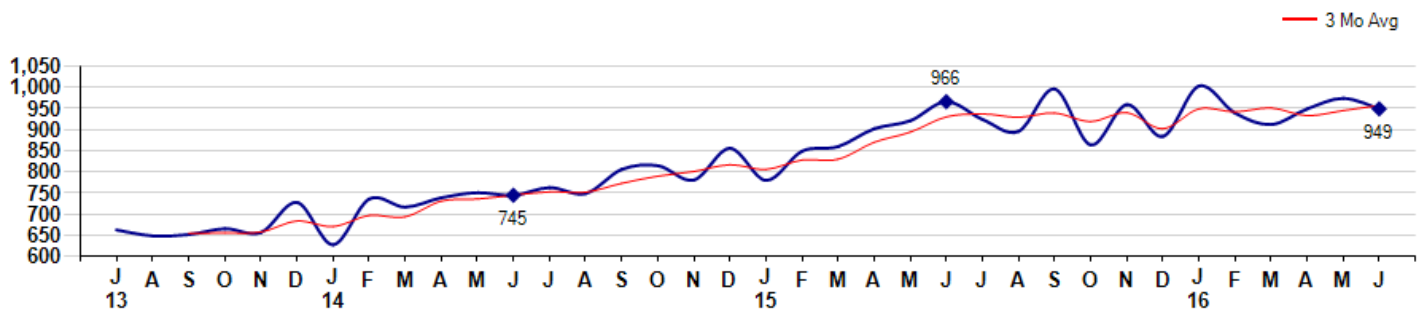
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The June 2016 Selling Price per Square Foot of \$949 was down -2.6% from \$974 last month and down -1.8% from \$966 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month



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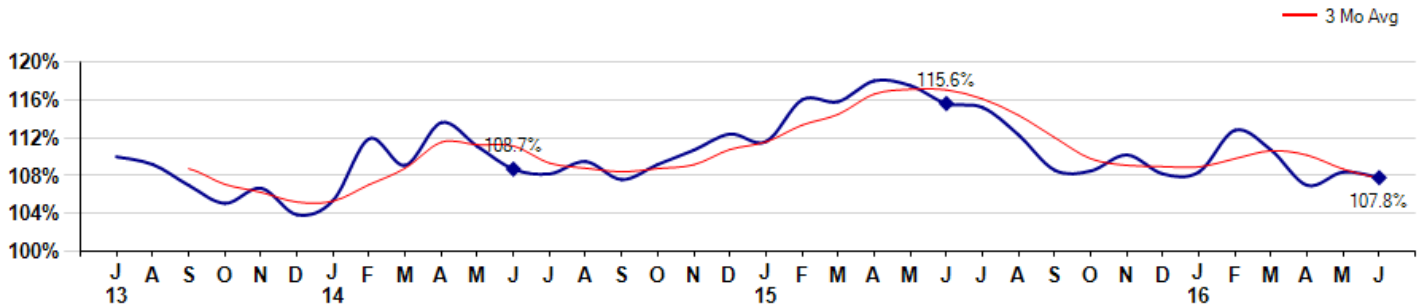


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2016 Selling Price vs List Price of 107.8% was down from 108.4% last month and down from 115.6% in June of last year.

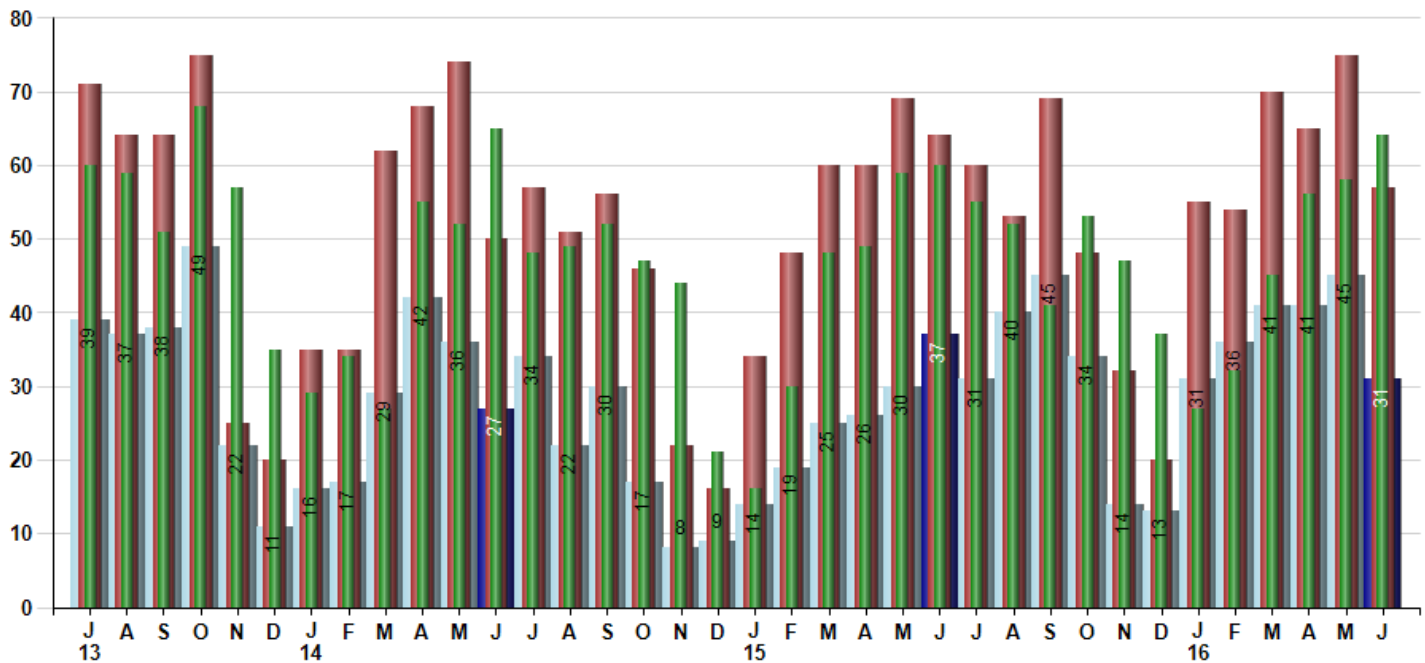
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in June 2016 was 57, down -24.0% from 75 last month and down -10.9% from 64 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

June 2016

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	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Homes Sold	60	59	51	68	57	35	29	34	27	55	52	65	48	49	52	47	44	21	16	30	48	49	59	60	55	52	41	53	47	37	27	32	45	56	58	64
3 Mo. Roll Avg			57	59	59	53	40	33	30	39	45	57	55	54	50	49	48	37	27	22	31	42	52	56	58	56	49	49	47	46	37	32	35	44	53	59

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Median Sale Price	853	899	829	804	819	975	800	1,015	930	1,025	868	905	960	980	1,174	1,100	1,025	1,210	1,003	1,290	1,244	1,250	1,300	1,413	1,200	1,163	1,410	1,225	1,300	1,201	1,515	1,250	1,375	1,353	1,359	1,387
3 Mo. Roll Avg			860	844	817	866	865	930	915	990	941	933	911	948	1,038	1,085	1,100	1,112	1,079	1,168	1,179	1,261	1,265	1,321	1,304	1,258	1,258	1,266	1,312	1,242	1,339	1,322	1,380	1,326	1,362	1,366

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	
Inventory	39	37	38	49	22	11	16	17	29	42	36	27	34	22	30	17	8	9	14	19	25	26	30	37	31	40	45	34	14	13	31	36	41	41	45	31	
MSI	1	1	1	1	0	0	1	1	1	1	1	0	1	0	1	0	0	0	1	1	1	1	1	1	1	1	1	1	0	0	1	1	1	1	1	1	0

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Days On Market	12	12	20	12	15	25	40	11	9	14	10	13	15	14	15	15	11	12	30	8	11	10	9	10	19	14	15	14	13	19	14	11	16	17	17	11
3 Mo. Roll Avg			15	15	16	17	27	25	20	11	11	12	13	14	15	15	14	13	18	17	16	10	10	10	13	14	16	14	14	15	15	15	14	15	17	15

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Price per Sq Ft	663	649	652	666	657	728	628	736	717	739	751	745	763	749	806	815	781	856	780	849	860	902	921	966	924	896	996	864	959	884	1,003	939	912	949	974	949
3 Mo. Roll Avg			655	656	658	684	671	697	694	731	736	745	753	752	773	790	801	817	806	828	830	870	894	930	937	929	939	919	940	902	949	942	951	933	945	957

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Sale to List Price	1.100	1.092	1.070	1.051	1.067	1.039	1.054	1.119	1.091	1.136	1.111	1.087	1.082	1.095	1.076	1.092	1.107	1.124	1.116	1.160	1.158	1.180	1.175	1.156	1.152	1.123	1.086	1.085	1.102	1.082	1.084	1.128	1.107	1.070	1.084	1.078
3 Mo. Roll Avg			1.087	1.071	1.063	1.052	1.053	1.071	1.088	1.115	1.113	1.111	1.093	1.088	1.084	1.088	1.092	1.108	1.116	1.133	1.145	1.166	1.171	1.170	1.161	1.144	1.120	1.098	1.091	1.090	1.089	1.098	1.106	1.102	1.087	1.077

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
New Listings	71	64	64	75	25	20	35	35	62	68	74	50	57	51	56	46	22	16	34	48	60	60	69	64	60	53	69	48	32	20	55	54	70	65	75	57
Inventory	39	37	38	49	22	11	16	17	29	42	36	27	34	22	30	17	8	9	14	19	25	26	30	37	31	40	45	34	14	13	31	36	41	41	45	31
Sales	60	59	51	68	57	35	29	34	27	55	52	65	48	49	52	47	44	21	16	30	48	49	59	60	55	52	41	53	47	37	27	32	45	56	58	64

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Avg Sale Price	948	1,032	940	1,003	997	1,107	917	1,105	1,118	1,168	992	1,028	1,097	1,076	1,226	1,192	1,162	1,212	1,071	1,189	1,210	1,322	1,417	1,464	1,270	1,307	1,423	1,337	1,377	1,282	1,494	1,391	1,366	1,429	1,401	1,371
3 Mo. Roll Avg			973	992	980	1,036	1,007	1,043	1,047	1,130	1,093	1,063	1,039	1,067	1,133	1,165	1,193	1,189	1,148	1,157	1,156	1,240	1,316	1,401	1,384	1,347	1,333	1,355	1,379	1,332	1,384	1,389	1,417	1,395	1,399	1,400

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