

## County: Santa Clara

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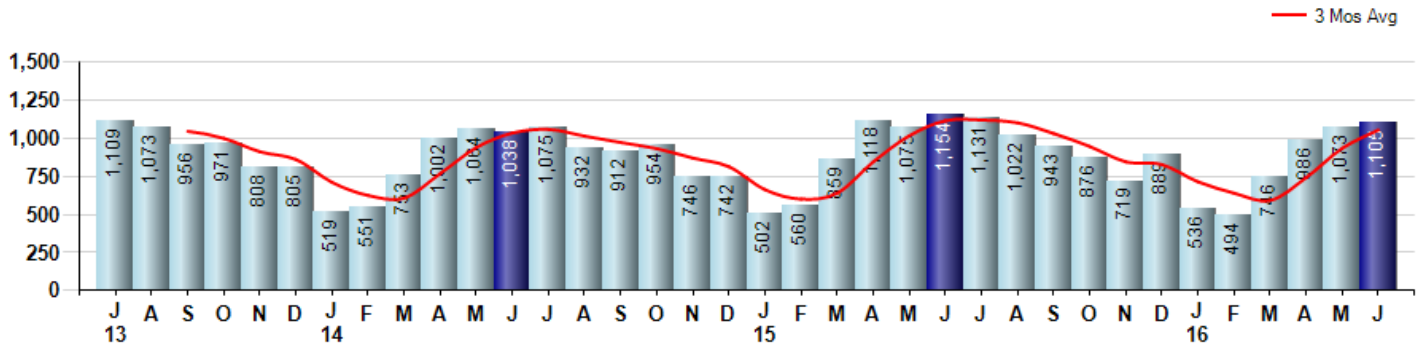
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,200,000	0%		20%				
Average List Price of all Current Listings	\$1,784,549	0%		15%				
June Median Sales Price	\$1,050,000	-5%	-3%	5%	11%	\$1,040,000	10%	10%
June Average Sales Price	\$1,319,305	-6%	-3%	0%	7%	\$1,314,065	4%	6%
Total Properties Currently for Sale (Inventory)	1,351	1%		4%				
June Number of Properties Sold	1,105	3%		-4%			-6%	
June Average Days on Market (Solds)	21	5%	5%	11%	-13%	23	0%	-4%
Asking Price per Square Foot (based on New Listings)	\$662	1%	-3%	5%	6%	\$676	10%	8%
June Sold Price per Square Foot	\$693	-3%	-2%	4%	7%	\$690	6%	6%
June Month's Supply of Inventory	1.2	-2%	-1%	8%	-4%	1.4	9%	9%
June Sale Price vs List Price Ratio	103.4%	-1.0%	0%	-3%	-1.3%	103.5%	-2.6%	-1.2%

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

### Property Sales

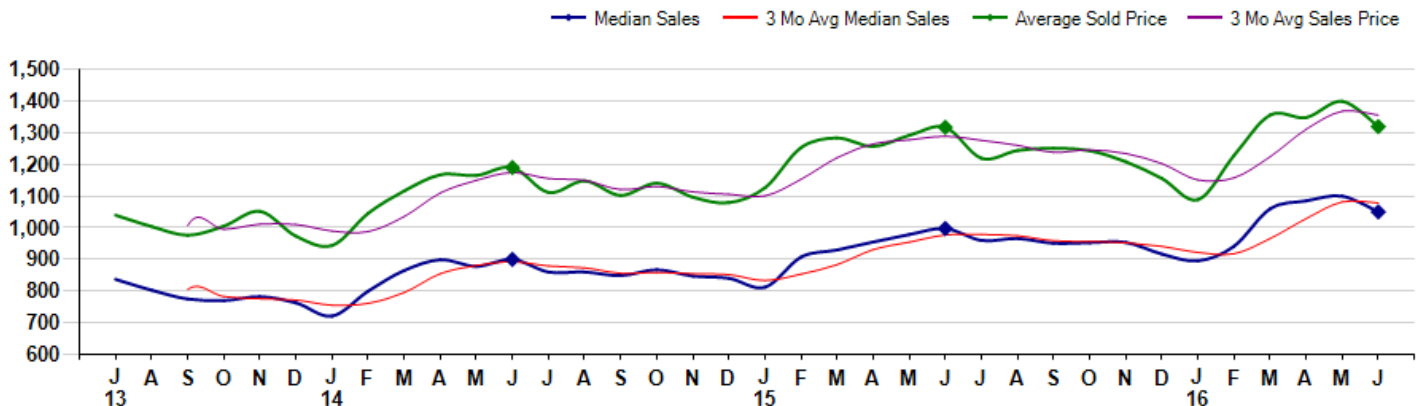
June Property sales were 1,105, down -4.2% from 1,154 in June of 2015 and 3.0% higher than the 1,073 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 4,940 are running -6.2% behind last year's year-to-date sales of 5,268.



### Prices

The Median Sales Price in June was \$1,050,000, up 5.3% from \$997,500 in June of 2015 and down -4.5% from \$1,100,000 last month. The Average Sales Price in June was \$1,319,305, up 0.2% from \$1,317,108 in June of 2015 and down -5.7% from \$1,399,675 last month. June 2016 ASP was at highest level 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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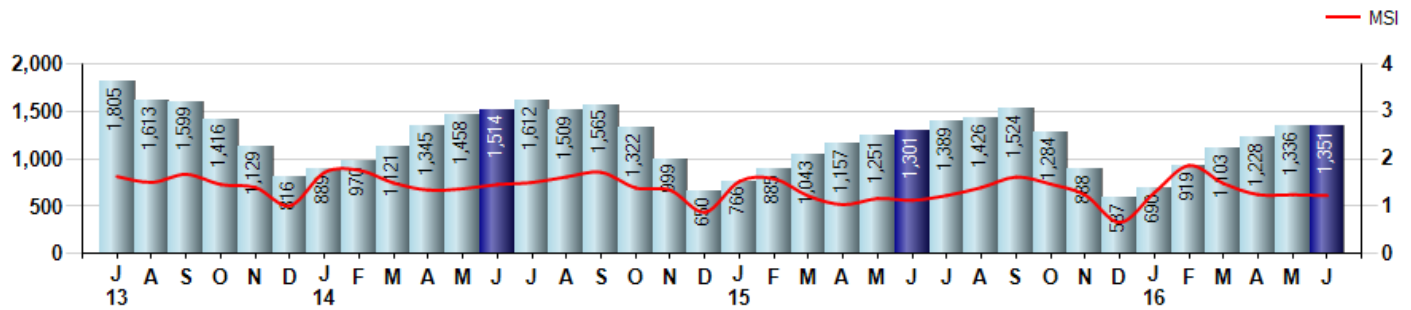
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 1,351, up 1.1% from 1,336 last month and up 3.8% from 1,301 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 1.2 months was at a mid range compared with June of 2015 and 2014.

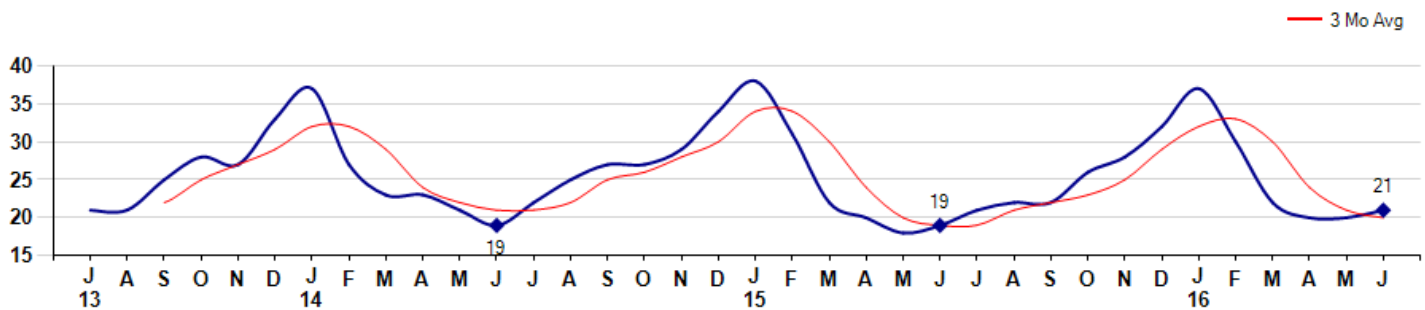
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 21, up 5.0% from 20 days last month and up 10.5% from 19 days in June of last year. The June 2016 DOM was at its highest level compared with June of 2015 and 2014.

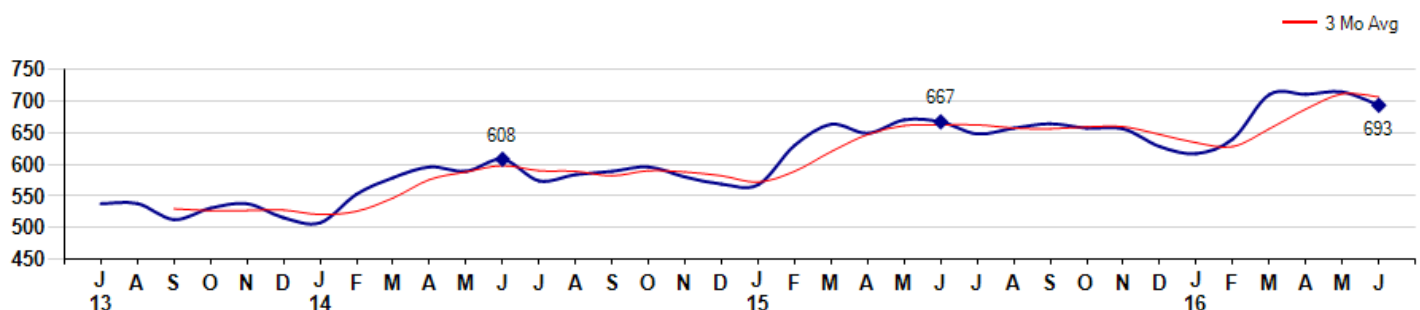
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$693 was down -2.9% from \$714 last month and up 3.9% from \$667 in June of last year.

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



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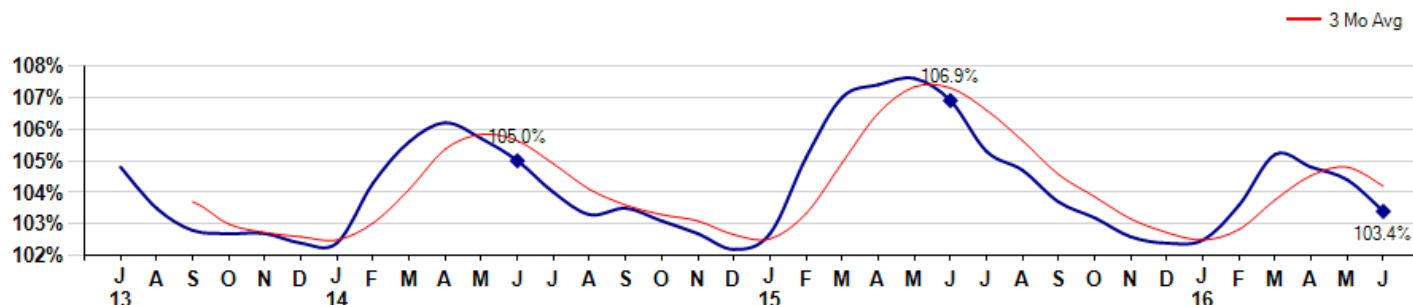


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Selling Price vs Listing Price

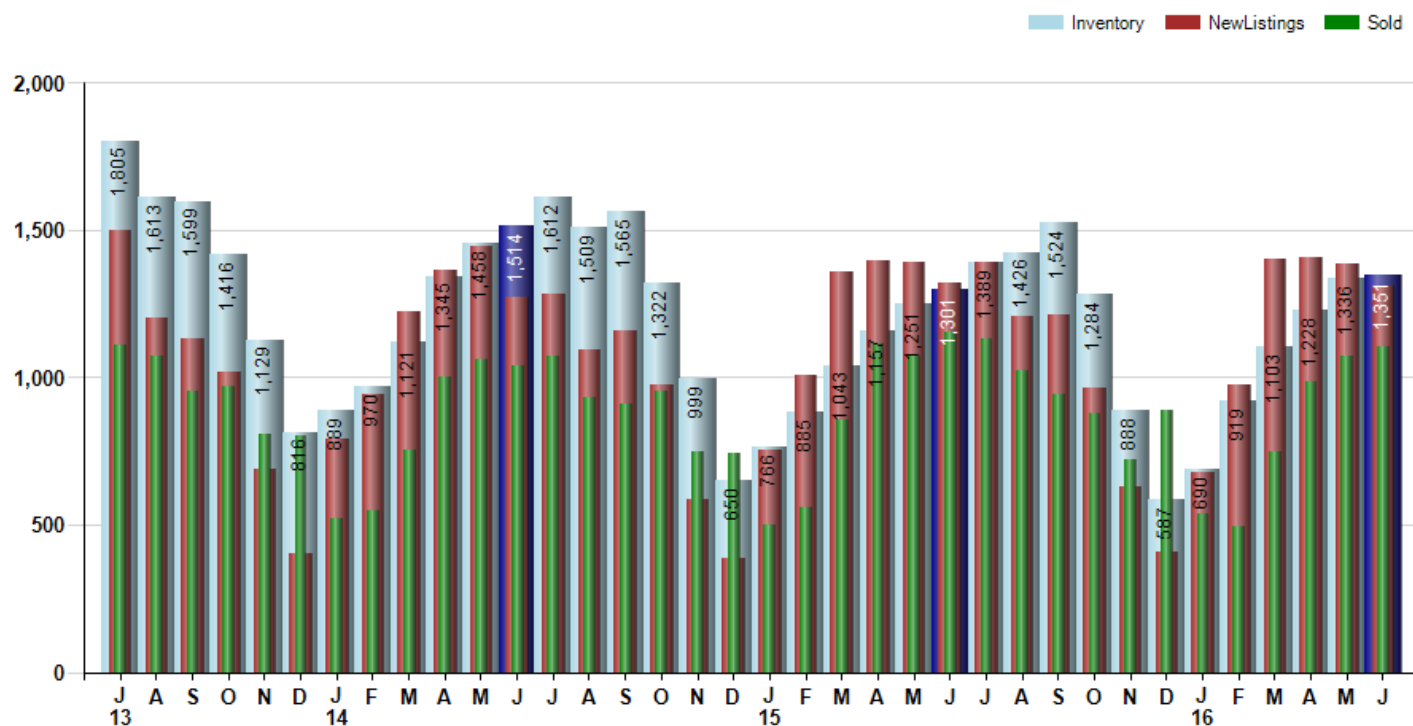
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2016 Selling Price vs List Price of 103.4% was down from 104.4% last month and down from 106.9% 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 1313, down -5.2% from 1,385 last month and down -0.5% from 1,320 in June of last year.



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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	1,109	1,073	956	971	808	805	519	551	753	1,002	1,064	1,038	1,075	932	912	954	746	742	502	560	859	1,118	1,075	1,154	1,131	1,022	943	876	719	889	536	494	746	986	1,073	1,105
3 Mo. Roll Avg			1,046	1,000	912	861	711	625	608	769	940	1,035	1,059	1,015	973	933	871	814	663	601	640	846	1,017	1,116	1,120	1,102	1,032	947	846	828	715	640	592	742	935	1,055

(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
MedianSalePrice	837	803	775	770	783	763	721	800	865	899	878	900	860	860	849	867	848	841	812	908	930	955	979	998	960	966	951	953	954	917	896	942	1,060	1,085	1,100	1,050
3 Mo. Roll Avg			805	783	776	772	756	761	795	855	881	892	879	873	856	859	855	852	833	853	883	931	955	977	979	975	959	957	953	941	922	918	966	1,029	1,082	1,078

	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	1,805	1,613	1,599	1,416	1,129	816	889	970	1,121	1,345	1,458	1,514	1,612	1,509	1,565	1,322	999	650	766	885	1,043	1,157	1,251	1,301	1,389	1,426	1,524	1,284	888	587	690	919	1,103	1,228	1,336	1,351
MSI	2	2	2	1	1	1	2	2	1	1	1	1	1	2	2	1	1	1	2	2	1	1	1	1	1	1	2	1	1	1	1	2	1	1	1	1

	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	21	21	25	28	27	33	37	27	23	23	21	19	22	25	27	27	29	34	38	31	22	20	18	19	21	22	22	26	28	32	37	30	22	20	20	21
3 Mo. Roll Avg			22	25	27	29	32	32	29	24	22	21	21	22	25	26	28	30	34	34	30	24	20	19	19	21	22	23	25	29	32	33	30	24	21	20

	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	538	538	513	531	538	516	508	553	579	596	589	608	574	584	589	596	580	569	568	630	663	649	670	667	648	657	664	657	656	628	617	640	710	710	714	693
3 Mo. Roll Avg			530	527	527	528	521	526	547	576	588	598	590	589	582	590	588	582	572	589	620	647	661	662	662	657	656	659	659	647	634	628	656	687	711	706

	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	1.048	1.035	1.028	1.027	1.027	1.024	1.024	1.043	1.056	1.062	1.057	1.050	1.040	1.033	1.035	1.031	1.027	1.022	1.027	1.051	1.070	1.074	1.076	1.069	1.053	1.047	1.037	1.032	1.026	1.024	1.025	1.036	1.052	1.048	1.044	1.034
3 Mo. Roll Avg			1.037	1.030	1.027	1.026	1.025	1.030	1.041	1.054	1.058	1.056	1.049	1.041	1.036	1.033	1.031	1.027	1.025	1.033	1.049	1.065	1.073	1.073	1.066	1.056	1.046	1.039	1.032	1.027	1.025	1.028	1.038	1.045	1.048	1.042

	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	1,501	1,200	1,131	1,019	687	403	790	945	1,225	1,362	1,445	1,272	1,285	1,096	1,160	974	585	388	753	1,008	1,360	1,398	1,392	1,320	1,391	1,207	1,211	965	630	406	677	977	1,403	1,410	1,385	1,313
Inventory	1,805	1,613	1,599	1,416	1,129	816	889	970	1,121	1,345	1,458	1,514	1,612	1,509	1,565	1,322	999	650	766	885	1,043	1,157	1,251	1,301	1,389	1,426	1,524	1,284	888	587	690	919	1,103	1,228	1,336	1,351
Sales	1,109	1,073	956	971	808	805	519	551	753	1,002	1,064	1,038	1,075	932	912	954	746	742	502	560	859	1,118	1,075	1,154	1,131	1,022	943	876	719	889	536	494	746	986	1,073	1,105

(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	1,040	1,004	977	1,005	1,052	973	944	1,046	1,117	1,167	1,165	1,190	1,111	1,148	1,102	1,141	1,097	1,079	1,127	1,253	1,284	1,257	1,292	1,317	1,219	1,244	1,251	1,243	1,209	1,156	1,089	1,229	1,356	1,349	1,400	1,319
3 Mo. Roll Avg			1,007	995	1,011	1,010	990	988	1,035	1,110	1,150	1,174	1,156	1,150	1,121	1,130	1,113	1,106	1,101	1,153	1,221	1,265	1,278	1,289	1,276	1,260	1,238	1,246	1,234	1,203	1,151	1,158	1,224	1,311	1,368	1,356

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