

City: Sunnyvale



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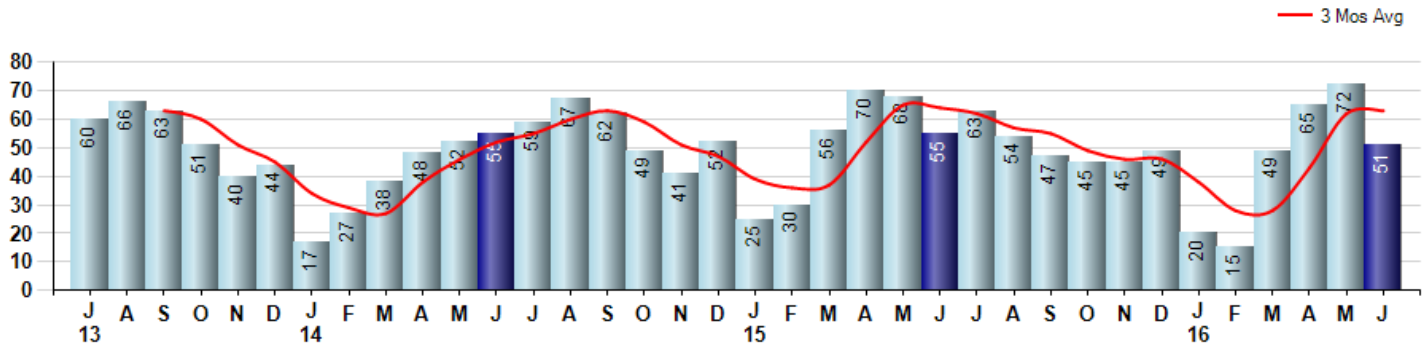
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,458,000	-3%		9%				
Average List Price of all Current Listings	\$1,445,621	-2%		9%				
June Median Sales Price	\$1,683,000	14%	9%	11%	20%	\$1,550,000	11%	11%
June Average Sales Price	\$1,621,220	10%	8%	11%	19%	\$1,492,075	10%	9%
Total Properties Currently for Sale (Inventory)	44	13%		5%				
June Number of Properties Sold	51	-29%		-7%			-11%	
June Average Days on Market (Solds)	11	0%	-8%	-8%	-31%	13	-7%	-19%
Asking Price per Square Foot (based on New Listings)	\$884	2%	2%	9%	13%	\$863	13%	10%
June Sold Price per Square Foot	\$938	0%	2%	0%	7%	\$920	6%	5%
June Month's Supply of Inventory	0.9	59%	31%	13%	31%	1.0	46%	52%
June Sale Price vs List Price Ratio	106.6%	-1.8%	-1%	-7%	-4.0%	108.3%	-5.7%	-2.5%

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

Property Sales

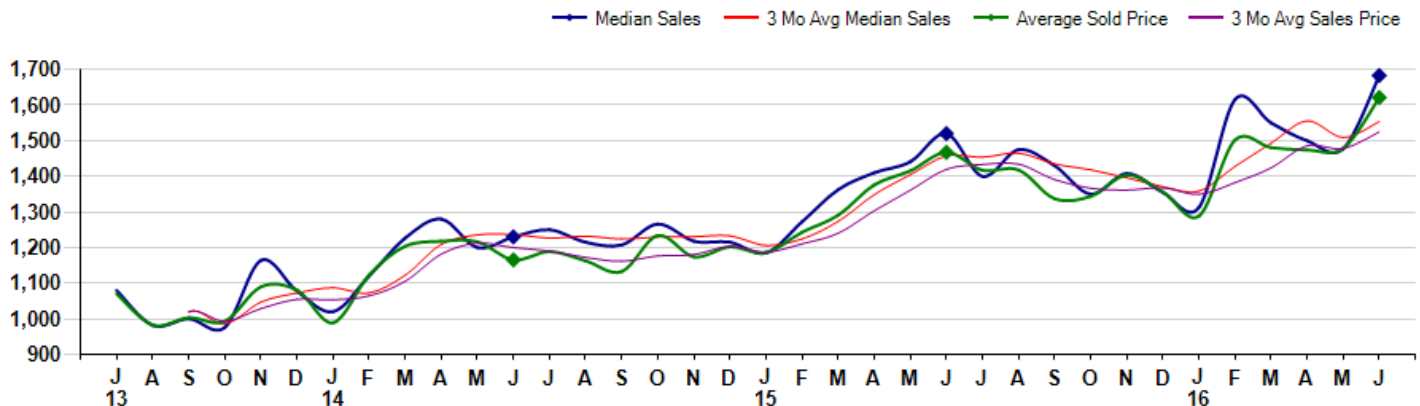
June Property sales were 51, down -7.3% from 55 in June of 2015 and -29.2% lower than the 72 sales last month. June 2016 sales were at their lowest level compared to June of 2015 and 2014. June YTD sales of 272 are running -10.5% behind last year's year-to-date sales of 304.



Prices

The Median Sales Price in June was \$1,683,000, up 10.7% from \$1,520,000 in June of 2015 and up 13.9% from \$1,477,500 last month. The Average Sales Price in June was \$1,621,220, up 10.5% from \$1,467,291 in June of 2015 and up 9.6% from \$1,478,792 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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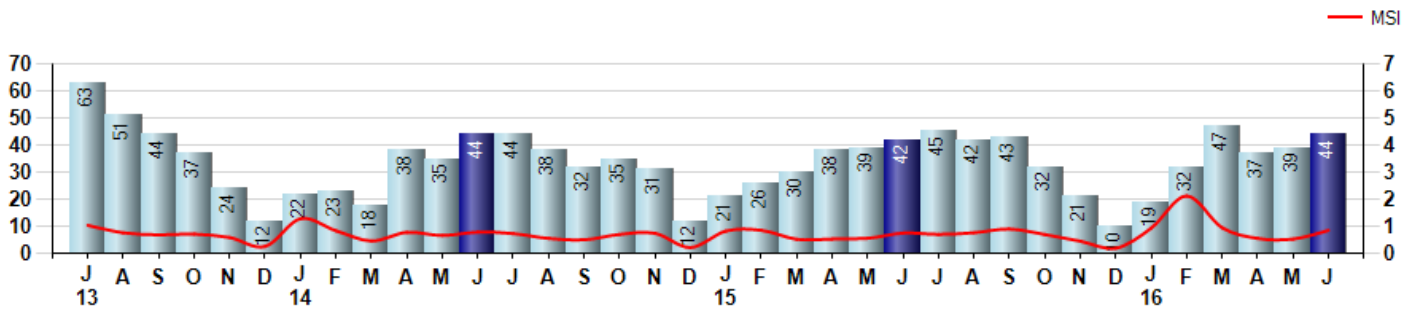
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 44, up 12.8% from 39 last month and up 4.8% from 42 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 0.9 months was at its highest level compared with June of 2015 and 2014.

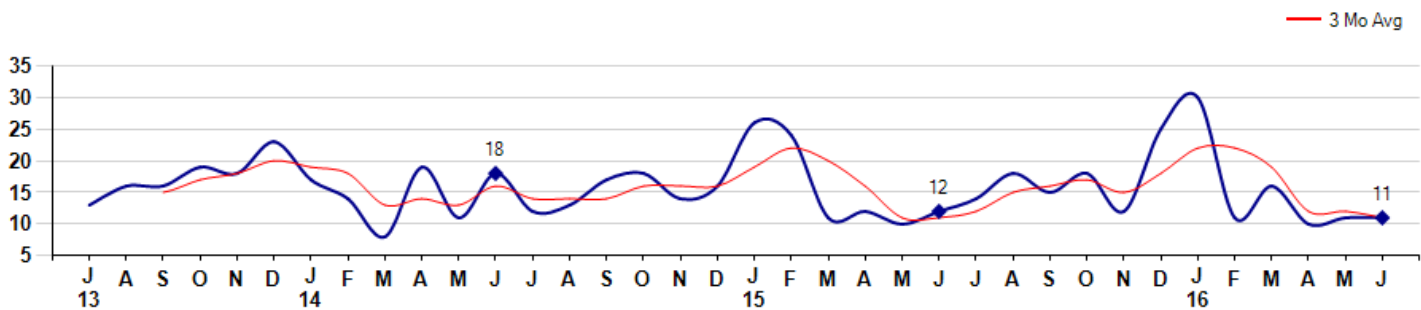
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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, equal to 11 days last month and down -8.3% from 12 days in June of last year. The June 2016 DOM was at its lowest level compared with June of 2015 and 2014.

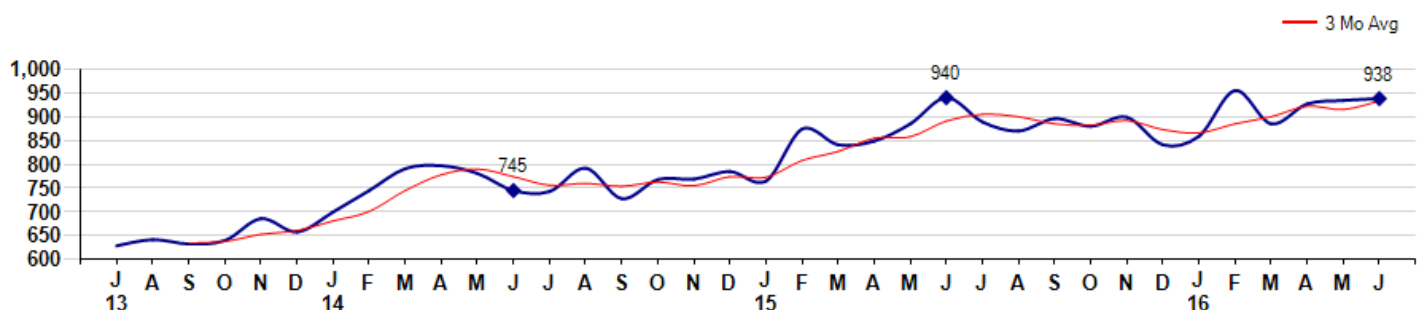
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$938 was up 0.4% from \$934 last month and down -0.2% from \$940 in June of last year.

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



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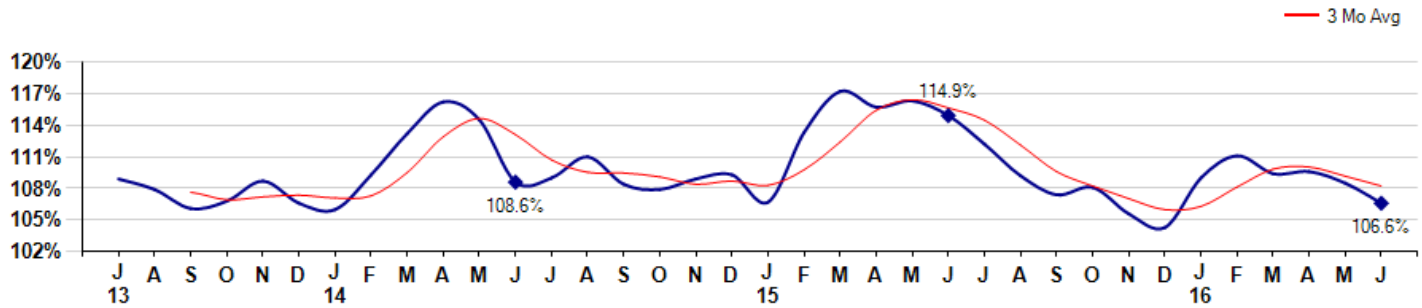


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Selling Price vs Listing Price

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 106.6% was down from 108.5% last month and down from 114.9% in June of last year.

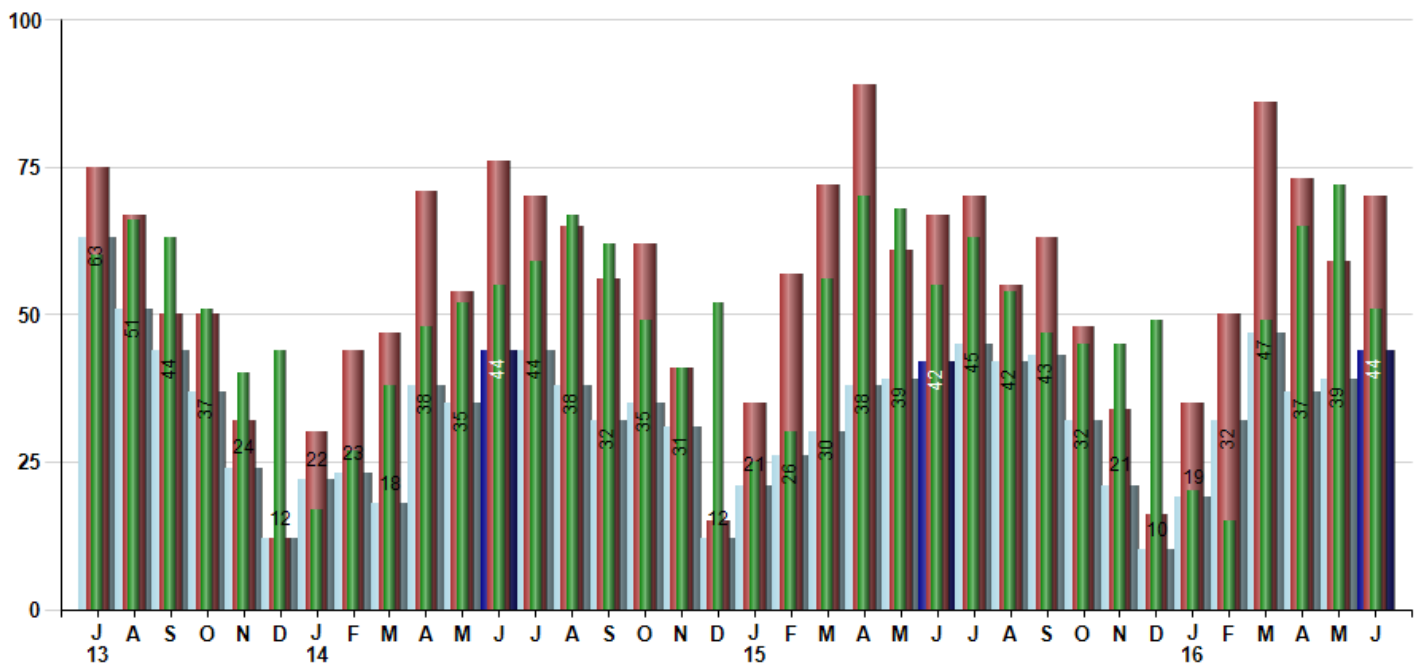
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 70, up 18.6% from 59 last month and up 4.5% from 67 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	66	63	51	40	44	17	27	38	48	52	55	59	67	62	49	41	52	25	30	56	70	68	55	63	54	47	45	45	49	20	15	49	65	72	51
3 Mo. Roll Avg			63	60	51	45	34	29	27	38	46	52	55	60	63	59	51	47	39	36	37	52	65	64	62	57	55	49	46	46	38	28	28	43	62	63

	(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	1,080	982	1,000	976	1,164	1,078	1,020	1,120	1,227	1,280	1,200	1,230	1,250	1,215	1,208	1,266	1,218	1,215	1,185	1,273	1,363	1,410	1,441	1,520	1,400	1,475	1,430	1,350	1,408	1,355	1,313	1,616	1,550	1,500	1,478	1,683
3 Mo. Roll Avg			1,021	986	1,047	1,073	1,087	1,073	1,122	1,209	1,236	1,237	1,227	1,232	1,224	1,230	1,231	1,233	1,206	1,224	1,273	1,348	1,405	1,457	1,454	1,465	1,435	1,418	1,396	1,371	1,359	1,428	1,493	1,555	1,509	1,554

	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	63	51	44	37	24	12	22	23	18	38	35	44	44	38	32	35	31	12	21	26	30	38	39	42	45	42	43	32	21	10	19	32	47	37	39	44
MSI	1	1	1	1	1	0	1	1	0	1	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	1	0	0	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	13	16	16	19	18	23	17	14	8	19	11	18	12	13	17	18	14	16	26	24	11	12	10	12	14	18	15	18	12	25	30	11	16	10	11	11
3 Mo. Roll Avg			15	17	18	20	19	18	13	14	13	16	14	14	14	16	16	16	19	22	20	16	11	11	12	15	16	17	15	18	22	22	19	12	12	11

	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	629	642	633	640	686	658	700	745	791	797	781	745	743	792	728	768	769	785	765	874	841	849	885	940	889	870	896	880	899	841	859	955	885	927	934	938
3 Mo. Roll Avg			635	638	653	661	681	701	745	778	790	774	756	760	754	763	755	774	773	808	827	855	858	891	905	900	885	882	892	873	866	885	900	922	915	933

	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	1.089	1.079	1.061	1.068	1.087	1.066	1.060	1.093	1.132	1.162	1.145	1.086	1.090	1.110	1.084	1.079	1.089	1.093	1.067	1.133	1.172	1.157	1.163	1.149	1.122	1.092	1.074	1.081	1.056	1.043	1.090	1.111	1.094	1.096	1.085	1.066
3 Mo. Roll Avg			1.076	1.069	1.072	1.074	1.071	1.073	1.095	1.129	1.146	1.131	1.107	1.095	1.095	1.091	1.084	1.087	1.083	1.098	1.124	1.154	1.164	1.156	1.145	1.121	1.096	1.082	1.070	1.060	1.063	1.081	1.098	1.100	1.092	1.082

	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	75	67	50	50	32	12	30	44	47	71	54	76	70	65	56	62	41	15	35	57	72	89	61	67	70	55	63	48	34	16	35	50	86	73	59	70
Inventory	63	51	44	37	24	12	22	23	18	38	35	44	44	38	32	35	31	12	21	26	30	38	39	42	45	42	43	32	21	10	19	32	47	37	39	44
Sales	60	66	63	51	40	44	17	27	38	48	52	55	59	67	62	49	41	52	25	30	56	70	68	55	63	54	47	45	45	49	20	15	49	65	72	51

	(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	1,070	982	1,003	993	1,090	1,081	989	1,124	1,204	1,218	1,216	1,165	1,189	1,163	1,133	1,234	1,174	1,202	1,186	1,243	1,291	1,376	1,415	1,467	1,417	1,418	1,337	1,344	1,403	1,356	1,289	1,502	1,481	1,474	1,479	1,621
3 Mo. Roll Avg			1,019	993	1,029	1,054	1,053	1,064	1,105	1,182	1,213	1,200	1,190	1,172	1,161	1,177	1,180	1,203	1,187	1,210	1,240	1,303	1,361	1,420	1,433	1,434	1,391	1,366	1,362	1,368	1,349	1,382	1,424	1,486	1,478	1,525

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