

MLS Area: Almaden Valley #13



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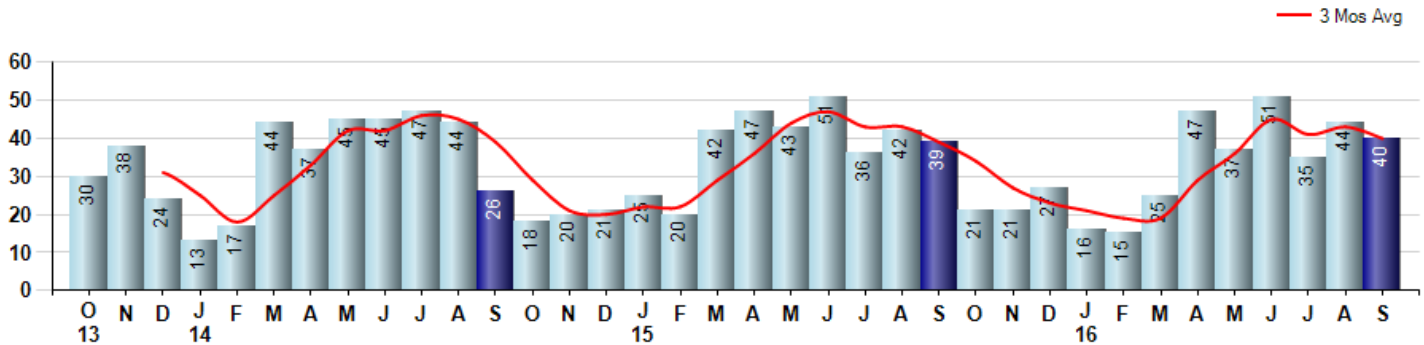
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	-4%		0%				
Average List Price of all Current Listings	\$1,726,782	-2%		3%				
September Median Sales Price	\$1,366,500	8%	5%	4%	6%	\$1,331,000	2%	3%
September Average Sales Price	\$1,301,972	0%	-4%	-5%	-3%	\$1,378,872	1%	2%
Total Properties Currently for Sale (Inventory)	47	-10%		-8%				
September Number of Properties Sold	40	-9%		3%			-10%	
September Average Days on Market (Solds)	38	52%	46%	73%	65%	27	29%	17%
Asking Price per Square Foot (based on New Listings)	\$612	7%	3%	9%	6%	\$590	3%	2%
September Sold Price per Square Foot	\$568	-3%	-5%	-5%	-2%	\$595	3%	3%
September Month's Supply of Inventory	1.2	-1%	-19%	-10%	-7%	1.6	32%	27%
September Sale Price vs List Price Ratio	99.5%	-0.4%	-1%	-4%	-3.1%	101.2%	-1.9%	-1.4%

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

Property Sales

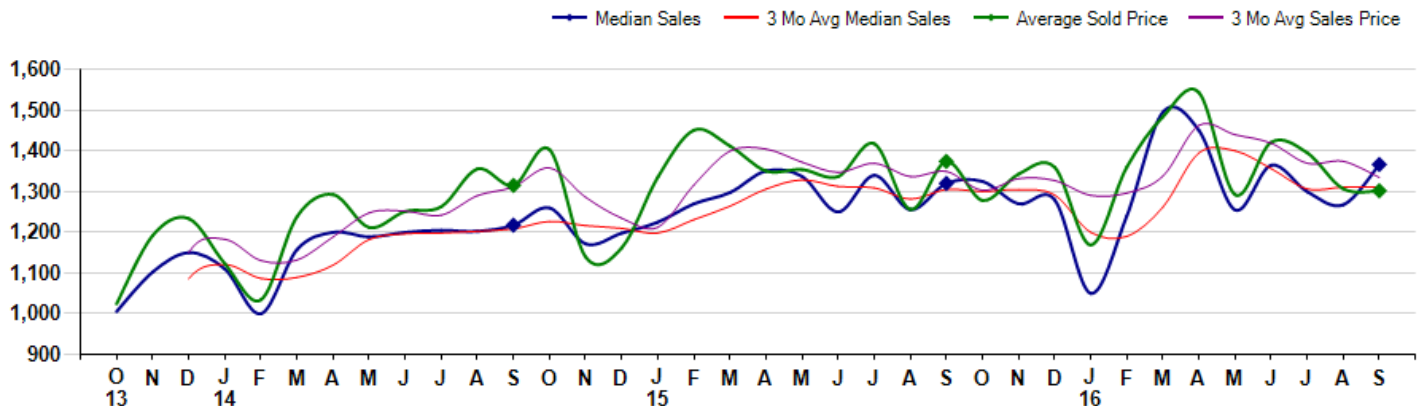
September Property sales were 40, up 2.6% from 39 in September of 2015 and -9.1% lower than the 44 sales last month. September 2016 sales were at their highest level compared to September of 2015 and 2014. September YTD sales of 310 are running -10.1% behind last year's year-to-date sales of 345.



Prices

The Median Sales Price in September was \$1,366,500, up 3.5% from \$1,320,000 in September of 2015 and up 7.8% from \$1,267,500 last month. The Average Sales Price in September was \$1,301,972, down -5.3% from \$1,374,287 in September of 2015 and down -0.4% from \$1,306,778 last month. September 2016 ASP was at the lowest level compared to September of 2015 and 2014.

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



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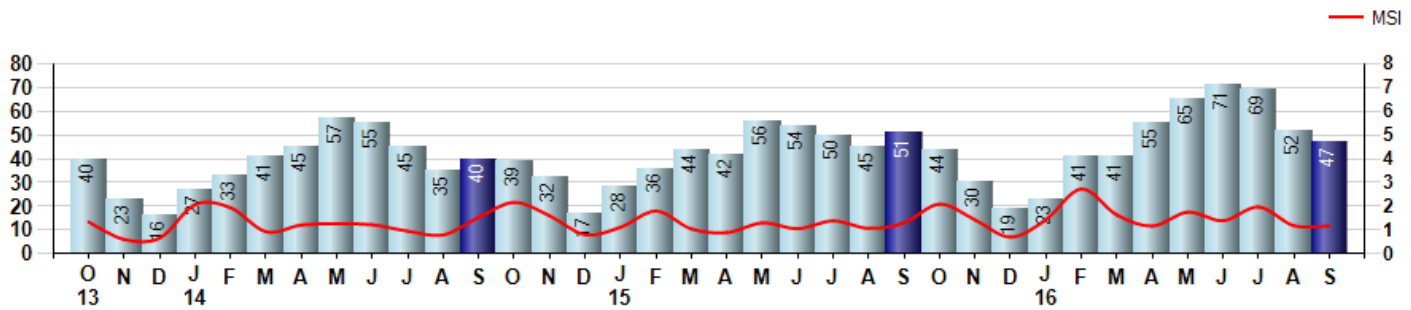
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 47, down -9.6% from 52 last month and down -7.8% from 51 in September of last year. September 2016 Inventory was at a mid range compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 1.2 months was at its lowest level compared with September of 2015 and 2014.

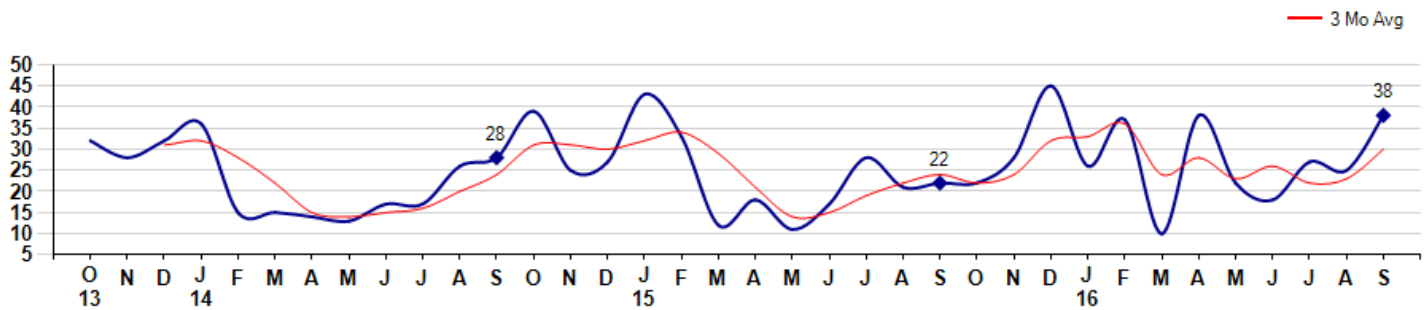
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 38, up 52.0% from 25 days last month and up 72.7% from 22 days in September of last year. The September 2016 DOM was at its highest level compared with September of 2015 and 2014.

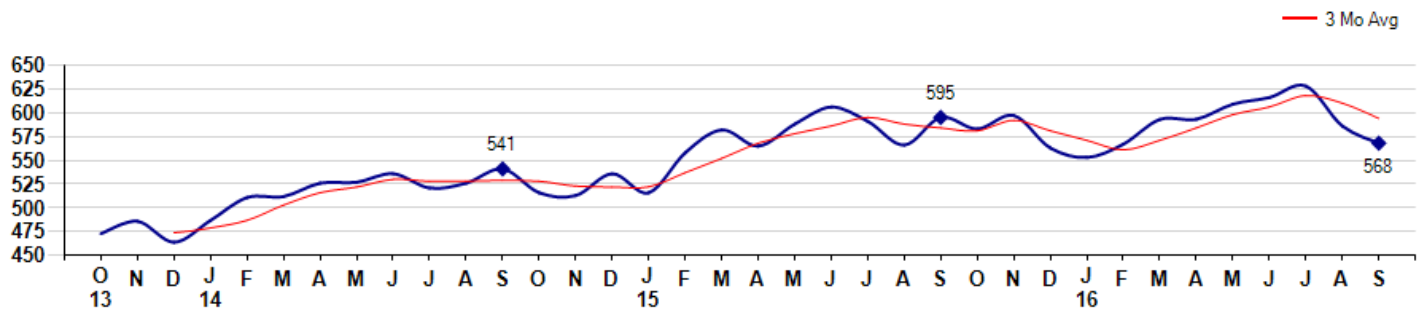
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2016 Selling Price per Square Foot of \$568 was down -3.1% from \$586 last month and down -4.5% from \$595 in September of last year.

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



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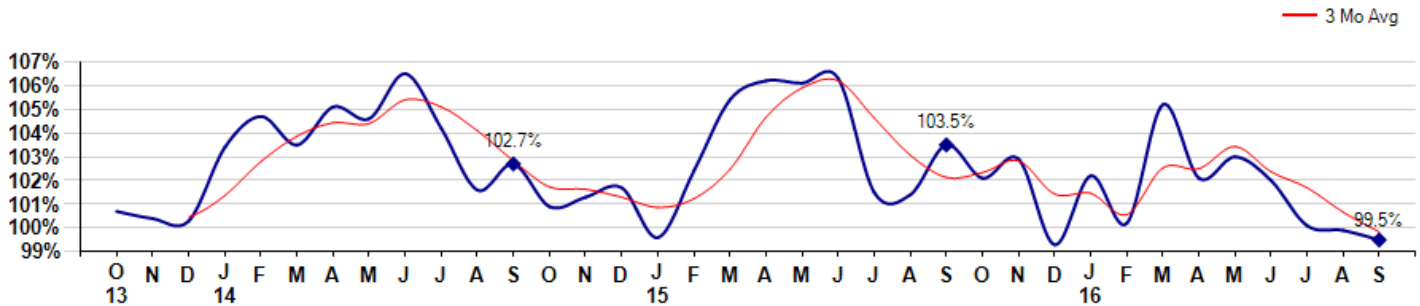


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Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 99.5% was down from 99.9% last month and down from 103.5% in September of last year.

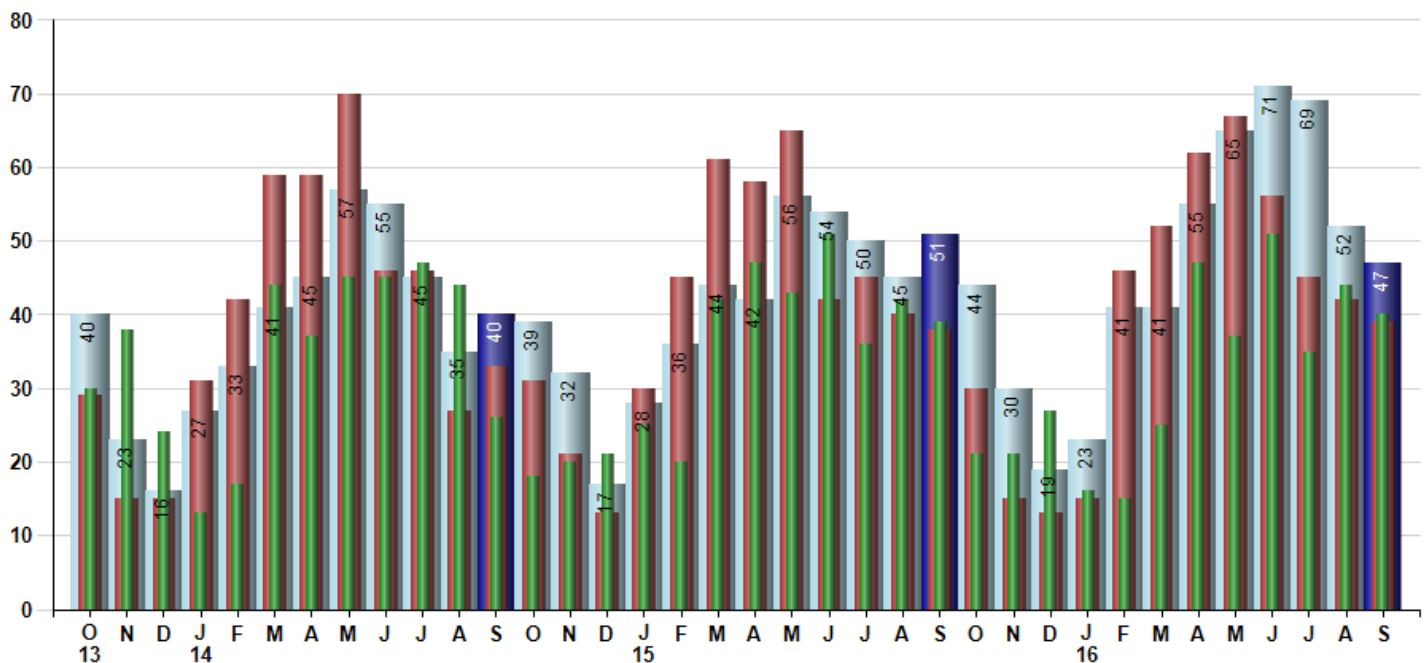
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2016 was 39, down -7.1% from 42 last month and up 2.6% from 38 in September of last year.

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



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MARKET ACTION REPORT

September 2016

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	O 13	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	J	A	S
Homes Sold	30	38	24	13	17	44	37	45	45	47	44	26	18	20	21	25	20	42	47	43	51	36	42	39	21	21	27	16	15	25	47	37	51	35	44	40
3 Mo. Roll Avg			31	25	18	25	33	42	42	46	45	39	29	21	20	22	22	29	36	44	47	43	43	39	34	27	23	21	19	19	29	36	45	41	43	40

	(000's) O 13	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	J	A	S
MedianSalePrice	1,005	1,103	1,150	1,110	1,000	1,158	1,200	1,189	1,200	1,205	1,203	1,218	1,260	1,172	1,198	1,225	1,270	1,298	1,351	1,338	1,250	1,340	1,256	1,320	1,325	1,270	1,280	1,050	1,240	1,495	1,450	1,255	1,365	1,300	1,268	1,367
3 Mo. Roll Avg			1,086	1,121	1,087	1,089	1,119	1,182	1,196	1,198	1,203	1,208	1,227	1,216	1,210	1,198	1,231	1,264	1,306	1,329	1,313	1,309	1,282	1,305	1,300	1,305	1,292	1,200	1,190	1,262	1,395	1,400	1,357	1,307	1,311	1,311

	O 13	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	J	A	S
Inventory	40	23	16	27	33	41	45	57	55	45	35	40	39	32	17	28	36	44	42	56	54	50	45	51	44	30	19	23	41	41	55	65	71	69	52	47
MSI	1	1	1	2	2	1	1	1	1	1	1	2	2	2	1	1	2	1	1	1	1	1	1	1	2	1	1	1	3	2	1	2	1	2	1	1

	O 13	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	J	A	S
Days On Market	32	28	32	36	15	15	14	13	17	17	26	28	39	25	27	43	33	12	18	11	17	28	21	22	22	28	45	26	37	10	38	22	18	27	25	38
3 Mo. Roll Avg			31	32	28	22	15	14	15	16	20	24	31	31	30	32	34	29	21	14	15	19	22	24	22	24	32	33	36	24	28	23	26	22	23	30

	O 13	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	J	A	S
Price per Sq Ft	473	486	464	487	511	512	526	527	536	521	526	541	516	513	536	516	558	582	565	588	606	591	566	595	583	597	563	553	567	593	593	609	616	628	586	568
3 Mo. Roll Avg			474	479	487	503	516	522	530	528	528	529	528	523	522	522	537	552	568	578	586	595	588	584	581	592	581	571	561	571	584	598	606	618	610	594

	O 13	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	J	A	S
Sale to List Price	1.007	1.004	1.003	1.034	1.047	1.035	1.051	1.046	1.065	1.042	1.016	1.027	1.009	1.013	1.017	0.996	1.024	1.054	1.062	1.061	1.063	1.015	1.014	1.035	1.021	1.029	0.993	1.022	1.002	1.052	1.021	1.030	1.020	1.001	0.999	0.995
3 Mo. Roll Avg			1.005	1.014	1.028	1.039	1.044	1.044	1.054	1.051	1.041	1.028	1.017	1.016	1.013	1.009	1.012	1.025	1.047	1.059	1.062	1.046	1.031	1.021	1.023	1.028	1.014	1.015	1.006	1.025	1.025	1.034	1.024	1.017	1.007	0.998

	O 13	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	J	A	S
New Listings	29	15	15	31	42	59	59	70	46	46	27	33	31	21	13	30	45	61	58	65	42	45	40	38	30	15	13	15	46	52	62	67	56	45	42	39
Inventory	40	23	16	27	33	41	45	57	55	45	35	40	39	32	17	28	36	44	42	56	54	50	45	51	44	30	19	23	41	41	55	65	71	69	52	47
Sales	30	38	24	13	17	44	37	45	45	47	44	26	18	20	21	25	20	42	47	43	51	36	42	39	21	21	27	16	15	25	47	37	51	35	44	40

	(000's) O 13	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	J	A	S
Avg Sale Price	1,025	1,192	1,234	1,123	1,034	1,239	1,293	1,212	1,251	1,263	1,356	1,315	1,403	1,140	1,162	1,335	1,451	1,412	1,351	1,354	1,337	1,418	1,256	1,374	1,278	1,343	1,360	1,169	1,360	1,484	1,543	1,292	1,421	1,395	1,307	1,302
3 Mo. Roll Avg			1,150	1,183	1,130	1,132	1,189	1,248	1,252	1,242	1,290	1,311	1,358	1,286	1,235	1,212	1,316	1,399	1,405	1,372	1,347	1,370	1,337	1,349	1,303	1,332	1,327	1,291	1,296	1,338	1,462	1,440	1,419	1,370	1,374	1,335

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