



A unique "whole-istic" approach to real estate ownership
Silicon Valley homes & investments nationwide

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Santa Clara County Real Estate Trends Report

HARP® Ending This Year

HARP® will end December 31, 2018.

Introduced in March 2009, HARP enables borrowers with little or no equity to refinance into more affordable mortgages without new or additional mortgage insurance. HARP targets borrowers with loan-to-value (LTV) ratios equal to or greater than 80 percent and who have limited delinquencies over the 12 months prior to refinancing.

To see if you are eligible, go here:
<https://www.harp.gov/>

MARKET STATISTICS

The Silicon Valley real estate market continued to slow in August with single-family, re-sale home sales and prices lower than the month before.

Nevertheless, sales and prices were higher than the year before. The median

price for homes was up 11.6% over last year, while the average price was up 10.4%.

The sales price to list price ratio, or what buyers are paying over what sellers are asking has been declining and is now at it's lowest level since February 2017. Nevertheless, it remains in the triple digits: 104.0%.

Days of Inventory rose five days to forty-six days in August. That's the highest the indicator has been since January 2017. Since January 2000, Santa Clara County has averaged ninety-four days of inventory.

It is taking twenty-one days to sell a home. Home sales were down, year-over-year, for the fourth month in a row. Sales fell 21.8% from last August.

The number of homes for sale is at its highest level since October 2016.

As of September 5th, there were 1,182 homes for sale in Santa Clara County.

The median price for re-sale condos was up 25% year-over-year. The average price was up 18.7%.

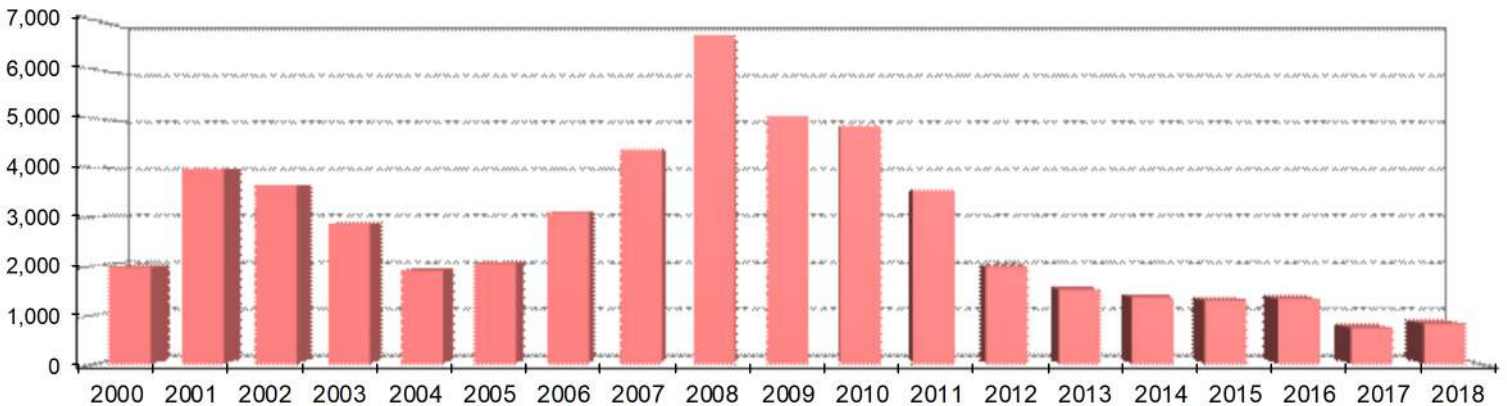
The sales price to list price ratio was 106.0%.

Days of inventory rose eleven days to 44. There are 419 condos for sale in Santa Clara County.

It is taking eighteen days to sell a condo.

Santa Clara County
Average Active Listings SFR YTD

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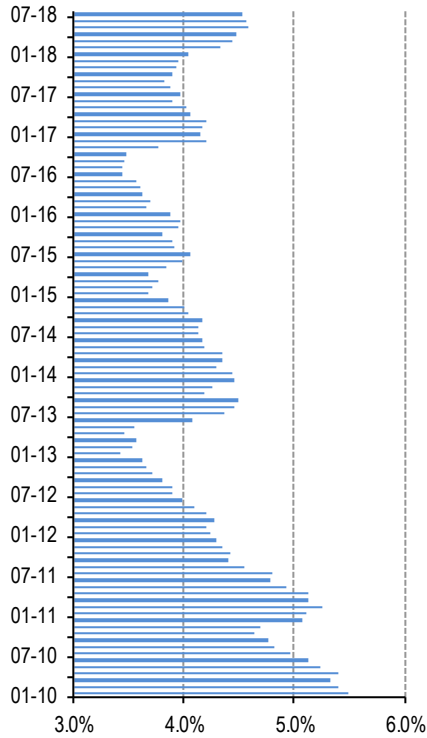
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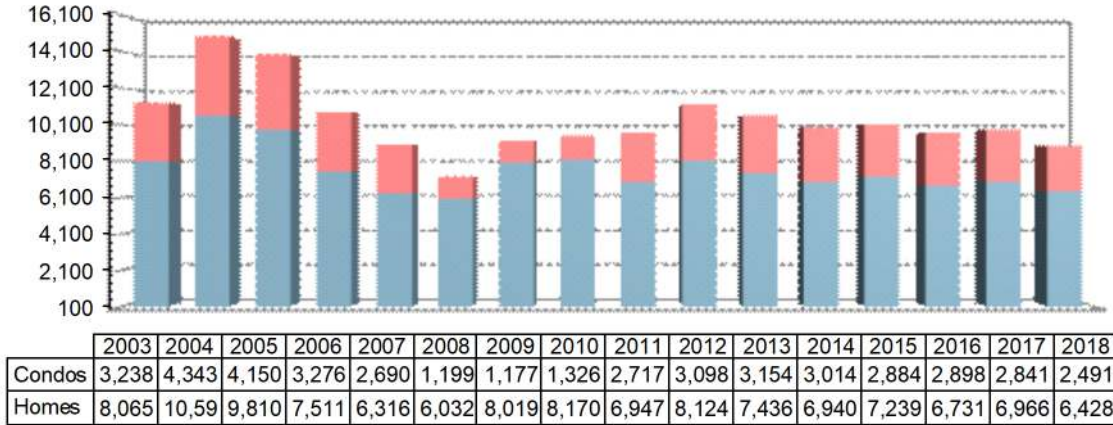
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30-Year Fixed Mortgage Rates

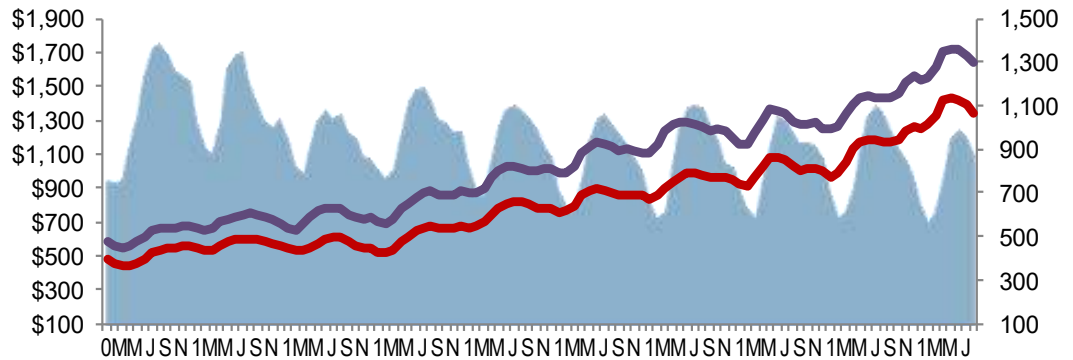


The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

Santa Clara County Sales Year-to-Date



Santa Clara County Homes - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



© 2018 rereport.com

Santa Clara County - August 2018												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,285,000	\$ 1,571,800	771	760	1,182	46	104.0%	11.6%	10.4%	-21.8%	-19.7%	87.6%
Campbell	\$ 1,400,000	\$ 1,417,320	21	19	26	37	101.5%	2.9%	-6.9%	-40.0%	-24.0%	100.0%
Cupertino	\$ 2,000,000	\$ 2,186,520	17	13	28	49	106.3%	-12.1%	-9.1%	-5.6%	-48.0%	86.7%
Gilroy	\$ 791,750	\$ 879,753	48	45	78	49	101.5%	14.5%	8.8%	4.3%	-42.3%	32.2%
Los Altos	\$ 3,620,000	\$ 4,331,720	15	12	20	40	106.1%	22.9%	40.6%	-25.0%	-40.0%	81.8%
Los Altos Hills	\$ 4,185,280	\$ 4,370,750	7	5	17	73	98.4%	6.0%	18.7%	-22.2%	25.0%	-43.3%
Los Gatos	\$ 1,870,000	\$ 2,089,020	31	45	106	103	103.6%	1.1%	-0.9%	-20.5%	-13.5%	19.1%
Milpitas	\$ 1,050,000	\$ 1,149,160	29	22	41	42	105.2%	4.1%	4.1%	-3.3%	-12.0%	412.5%
Monte Sereno	\$ 2,467,810	\$ 2,944,770	6	5	4	20	96.7%	-30.7%	-21.6%	50.0%	25.0%	-20.0%
Morgan Hill	\$ 1,055,000	\$ 1,144,050	41	42	63	46	102.4%	14.6%	21.4%	-24.1%	-45.5%	3.3%
Mountain View	\$ 2,165,000	\$ 2,382,220	18	10	17	28	102.8%	-4.8%	10.0%	-33.3%	-44.4%	112.5%
Palo Alto	\$ 3,278,500	\$ 3,759,100	26	15	32	37	111.0%	4.7%	6.8%	-18.8%	-37.5%	77.8%
San Jose	\$ 1,170,000	\$ 1,218,180	403	434	605	45	104.0%	21.5%	12.4%	-22.5%	-8.1%	145.9%
Santa Clara	\$ 1,480,000	\$ 1,462,530	43	28	40	28	104.8%	12.8%	6.9%	-38.6%	-51.7%	122.2%
Saratoga	\$ 2,817,500	\$ 3,091,450	22	25	57	78	103.6%	9.4%	14.4%	-15.4%	0.0%	58.3%
Sunnyvale	\$ 1,843,750	\$ 1,864,060	44	40	48	33	105.4%	11.0%	12.0%	-21.4%	0.0%	269.2%

VISIT

<http://avi.rereport.com/>

for a free on-line market analysis of your property. You can also perform your own personal search of properties for sale.

Market Statistics

Trends at a Glance

(Single-family Homes)

	Aug 18	Month %	Jul 18	Year %	Aug 17
Median Price:	\$1,285,000	-4.8%	\$1,350,000	11.6%	\$1,151,000
Average Price:	\$1,571,800	-3.3%	\$1,624,690	10.4%	\$1,423,440
Home Sales:	771	-9.0%	847	-21.8%	986
Pending Sales:	760	-17.7%	924	-19.7%	947
Active Listings:	1,182	2.7%	1,151	87.6%	630
Sale/List Price Ratio:	104.0%	-1.5%	105.6%	-2.2%	106.4%
Days on Market:	21	12.9%	19	11.1%	19
Days of Inventory:	46	12.8%	41	139.9%	19

(Condominiums)

	Aug 18	Month %	Jul 18	Year %	Aug 17
Median Price:	\$937,500	2.5%	\$915,000	25.0%	\$750,000
Average Price:	\$986,502	2.5%	\$962,475	18.7%	\$831,072
Home Sales:	284	-24.9%	378	-31.6%	415
Pending Sales:	331	4.1%	318	-10.1%	368
Active Listings:	419	1.5%	413	175.7%	152
Sale/List Price Ratio:	106.0%	-1.3%	107.4%	-0.1%	106.1%
Days on Market:	18	11.9%	16	1.2%	18
Days of Inventory:	44	35.0%	33	302.8%	11

Get straight answers to your real estate questions?

Call 650-305-1111

or [email me](#)

to schedule

a complementary and confidential meeting.

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

Santa Clara County Condos - Median & Average Prices & Sales

(3-month moving average—prices in \$000's)

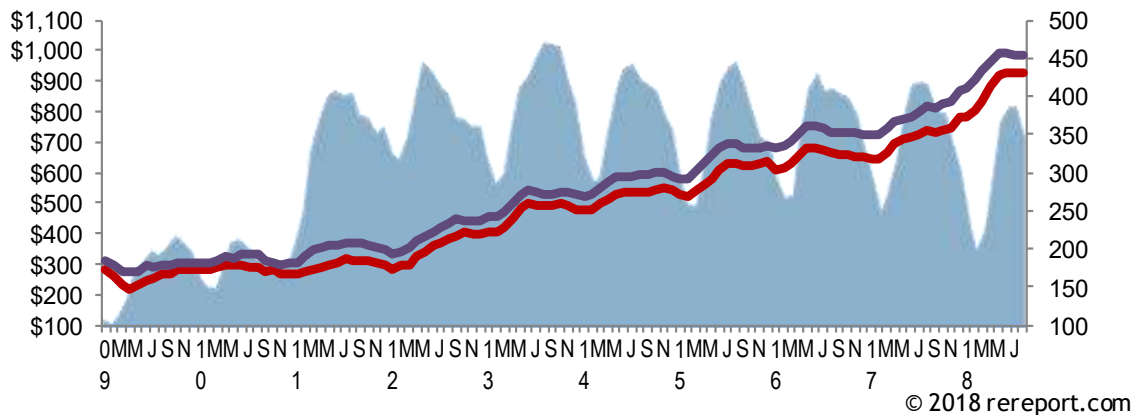


Table Definitions

Median Price

The price at which 50% of prices were higher and 50% were lower.

Average Price

Add all prices and divide by the number of sales.

SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

Pend

Property under contract to sell that hasn't closed escrow.

Inven

Number of properties actively for sale as of the last day of the month.

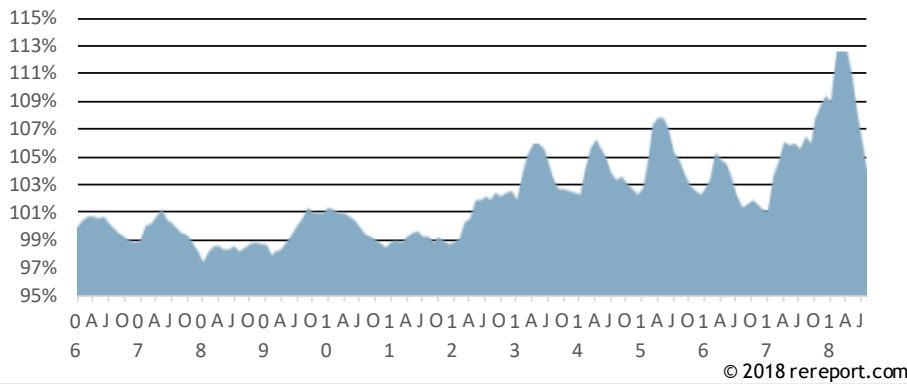
Santa Clara County - August 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 937,500	\$ 986,502	284	331	419	44	106.0%	25.0%	18.7%	-31.6%	-10.1%	175.7%
Campbell	\$ 1,023,500	\$ 979,625	8	11	4	15	106.5%	11.9%	13.8%	-27.3%	22.2%	33.3%
Cupertino	\$ 1,430,000	\$ 1,444,440	10	4	7	21	110.0%	4.6%	5.0%	25.0%	-42.9%	250.0%
Gilroy	\$ 522,500	\$ 522,500	2	4	3	45	101.5%	5.1%	5.1%	0.0%	100.0%	0.0%
Los Altos	\$ 1,635,000	\$ 1,461,330	3	1	3	30	104.4%	-2.4%	-11.1%	-40.0%	-66.7%	0.0%
Los Gatos	\$ 955,000	\$ 1,035,950	11	6	17	46	101.5%	-17.0%	-13.7%	-15.4%	-33.3%	112.5%
Milpitas	\$ 940,000	\$ 979,070	15	35	39	78	103.3%	36.2%	44.0%	7.1%	105.9%	457.1%
Morgan Hill	\$ 621,000	\$ 641,286	7	16	7	30	101.8%	11.9%	9.4%	-36.4%	-15.8%	0.0%
Mountain View	\$ 1,330,000	\$ 1,330,830	23	16	24	31	111.9%	21.2%	16.7%	-28.1%	-11.1%	242.9%
Palo Alto	\$ 1,400,000	\$ 1,552,110	9	9	7	23	105.3%	-25.1%	-13.4%	28.6%	125.0%	-36.4%
San Jose	\$ 788,750	\$ 811,455	142	181	248	52	104.7%	17.7%	20.0%	-40.1%	-18.8%	191.8%
Santa Clara	\$ 980,000	\$ 1,007,000	25	23	22	26	108.1%	30.7%	24.9%	-30.6%	-11.5%	100.0%
Saratoga	\$ 1,170,000	\$ 1,317,470	4	1	7	53	99.7%	-15.2%	2.1%	-42.9%	-80.0%	250.0%
Sunnyvale	\$ 1,257,000	\$ 1,265,450	25	24	31	37	110.6%	4.1%	11.5%	-21.9%	-7.7%	933.3%

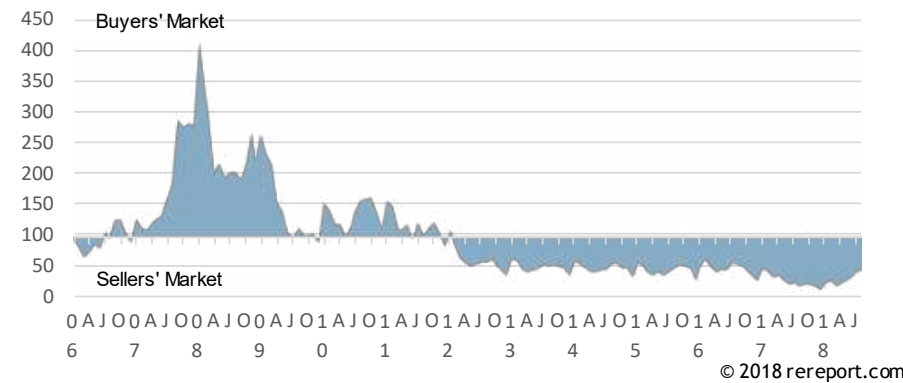
Is NOW a good time to buy your Silicon Valley Home?

For more information go to <http://urban.realtor/home-buyers-seminar/>

Santa Clara County Homes: Sales Price/Listing Price Ratio



Santa Clara County Homes: Days of Inventory



The Silicon Valley's Real estate market is a derivative of the local economy--it prospers and withers depending on how well the local innovation-based sector performs. The San Jose Mercury News tracks the performances of the largest 150 publicly traded companies headquartered in Silicon Valley through an index called the SV150, which may be found at www.mercurynews.com. Stocks are valued based on several criteria, but one of the more important criteria is a company's future earnings. Therefore, I see the SV150 as a leading indicator for Silicon Valley's real estate market.



Investors Corner

LAS VEGAS LEADS PRICE GAINS IN JUNE ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX

NEW YORK, AUGUST 28, 2018 – S&P Dow Jones Indices today released the latest results for the S&P CoreLogic Case-Shiller Indices, the leading measure of U.S. home prices. Data released today for June 2018 shows that home prices continued their rise across the country over the last 12 months. More than 27 years of history for these data series is available, and can be accessed in full by going to <https://goo.gl/87bRc7>

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