



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

**November 2018** *Inside This Issue*

- > LOCAL MARKET TRENDS .....1
- > HOME STATISTICS .....2
- > CONDO STATISTICS .....3
- > HOME SALES & PENDING CHART... 4
- > SV150 INDEX CORNER.....4
- > INVESTORS CORNER .....4

# Santa Clara County Real Estate Trends Report

## Home Sales & Prices Edge Higher in October

After six straight months with the median price of single-family, re-sale homes being lower than the month before, it gained 3.4% in October. Year-over-year, the median price was up 5.9%.

The average price has been lower five of the past six months. It gained 7.9% over September. Year-over-year, the average price was up 6.3%.

Home sales also bounced last month, up 9.9% over September. Year-over-year, home sales were down 5.1%.

The sales price to list price ratio, or what buyers are paying over what sellers are asking has been steadily declining and is now at its lowest level since January 2017. Nevertheless, it remains in the triple digits: 102.0%.

Inventory continues to expand. It has been higher than the year before five months in a row. In October it was more than double last year: 125.2%.

As of November 5th, there were 1,360 homes for sale in Santa Clara County.

Nevertheless, Days of Inventory shed two days to fifty-three days in October. Since January 2000, Santa Clara County has averaged ninety-four days of inventory.

It is taking twenty-six days to sell a home. That's the longest since February 2017.

The median price for re-sale condos was up 21.7% year-over-year. The average price was up 15.9%.

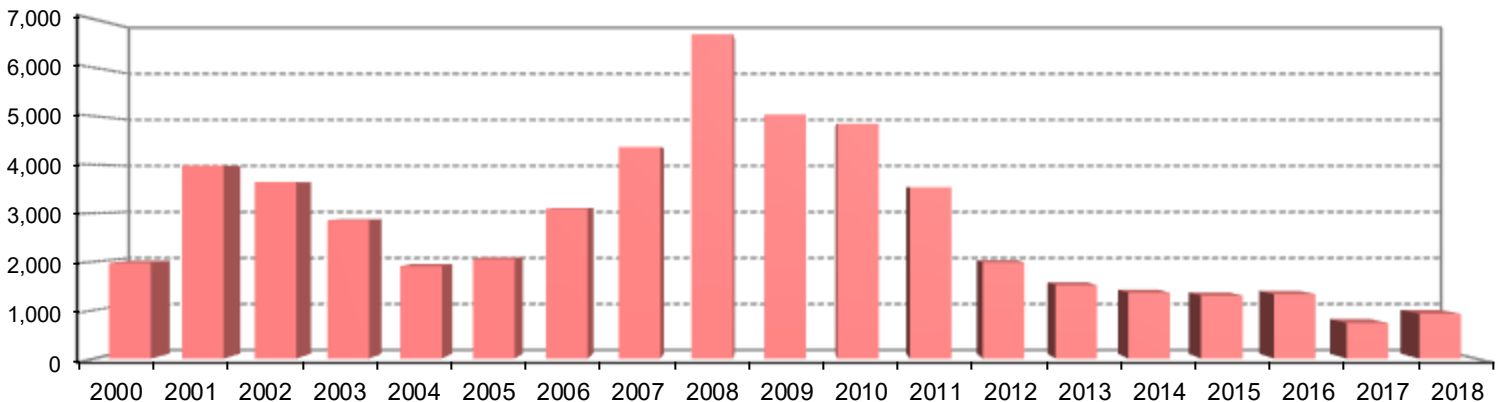
The sales price to list price ratio was 103.2%.

Days of inventory rose five days to 57. There are 545 condos for sale in Santa Clara County.

It is taking twenty-one days to sell a condo.

**Santa Clara County**  
Average Active Listings SFR YTD

© 2018 rereport.com



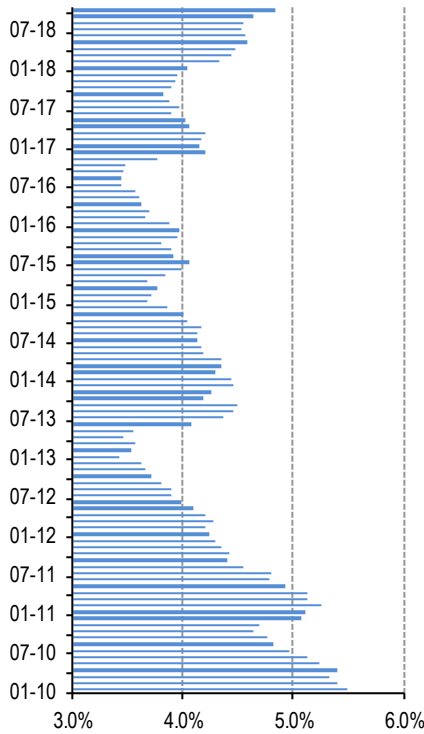
**Avi Urban**  
DRE# 01485729  
650. 305. 1111  
avi@urban.realtor

**Netanel**  
DRE# 01952410  
408. 759. 1347  
nati@urban.realtor

**Assaf Urban**  
DRE# 01986662  
650. 219. 2117  
assaf@urban.realtor

**Ella Barak**  
DRE# 02022437  
650. 646. 4784  
ella@urban.realtor

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/>.

Economy Firm, Rates Too

November 2, 2018 -- In the current economic climate, mortgage borrowers hoping to see lower rates are likely to be routinely disappointed. Simply put, there's just too much good news to expect a meaningful downturn in interest rates anytime soon.

That's not to say we might not see periodic dips, which are common, and come and go as inbound economic data ebbs and flows. However, to get a considerable or sustainable decline, we'll need to see a measurable slowdown in the U.S., or in a major overseas economy, or some durable event that sees investors more strongly prefer safety and security -- return OF principal -- rather than seeking opportunities that provide for return ON principal.

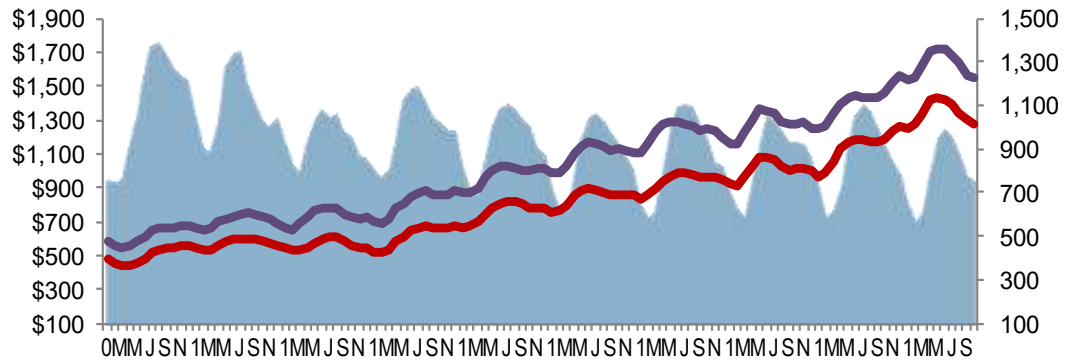
To be sure, there are changes afoot. There seems to be slowing growth in China, the Eurozone is uneven, at best, with a changing political climate in Germany and Brexit keeping things interesting, plus issues in Italy and more. However, as long as things are solid in the U.S. and the Federal Reserve is likely to continue to lift interest rates, the best a mortgage shopper can hope for is that rates find a way to hang around near present levels.

Although growth may have throttled back a bit in the third quarter of 2018 compared to the second, the present 3.5% rate of GDP growth is very strong.

There are a few indications that the fourth quarter may ease up a bit more, but there is no expectation that slightly lesser pace changes the interest rate picture very much.

In looking at and through the data that comes each month and quarter, it's hard to find anything that suggests that a meaningful decline in interest rates can be expected anytime soon. That's not to say that some unexpected event might not create a temporary dip here or there or that rates are expected to continue to rise in a straight line, but that the conditions that create firmness in interest rates (and mortgage rates) -- solid growth, firming price pressures, an active Fed -- all remain in place, and are expected to remain for a while yet. At some point, perhaps not even all that long from now, we'll come to an inflection point, and the shift in conditions will begin to suggest lower rates as we go along. For now, that remains well into the future.

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



© 2018 rereport.com

Santa Clara County - October 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	\$ 1,292,500	\$ 1,597,490	774	819	1,360	53	102.0%	5.9%	6.3%	-5.1%	-5.3%	125.2%
Campbell	\$ 1,495,000	\$ 1,532,600	15	24	34	68	101.0%	2.9%	4.5%	-37.5%	-17.2%	240.0%
Cupertino	\$ 2,650,000	\$ 2,671,640	21	24	27	39	102.7%	29.9%	25.1%	-4.5%	118.2%	125.0%
Gilroy	\$ 764,000	\$ 816,387	32	72	74	69	99.0%	8.4%	2.4%	-43.9%	12.5%	45.1%
Los Altos	\$ 3,600,000	\$ 3,725,900	25	18	30	36	104.6%	20.0%	12.8%	-21.9%	-35.7%	150.0%
Los Altos Hills	\$ 4,850,000	\$ 4,850,000	2	5	21	315	109.9%	35.7%	11.2%	-50.0%	-58.3%	-4.5%
Los Gatos	\$ 1,782,500	\$ 2,122,370	38	61	115	91	100.0%	0.1%	7.6%	2.7%	24.5%	51.3%
Milpitas	\$ 1,070,000	\$ 1,163,380	25	30	35	42	104.0%	2.9%	5.5%	-13.8%	50.0%	169.2%
Monte Sereno	\$ 4,500,000	\$ 4,500,000	1	2	6	180	102.4%	61.4%	59.3%	-75.0%	-60.0%	200.0%
Morgan Hill	\$ 950,000	\$ 1,063,530	29	40	66	68	99.6%	0.8%	2.6%	-27.5%	-39.4%	20.0%
Mountain View	\$ 2,131,310	\$ 2,221,850	22	15	37	50	106.8%	-0.2%	8.1%	29.4%	-31.8%	311.1%
Palo Alto	\$ 3,010,000	\$ 3,565,700	35	18	58	50	107.6%	-3.2%	1.0%	20.7%	-50.0%	114.8%
San Jose	\$ 1,150,000	\$ 1,201,530	412	395	689	50	101.7%	6.2%	3.1%	-1.9%	-4.1%	177.8%
Santa Clara	\$ 1,305,000	\$ 1,388,220	42	38	64	46	100.7%	-3.3%	-0.1%	23.5%	-15.6%	392.3%
Saratoga	\$ 2,600,000	\$ 2,583,720	25	26	44	53	99.5%	4.0%	-5.6%	0.0%	-13.3%	10.0%
Sunnyvale	\$ 1,800,000	\$ 1,834,120	50	51	60	36	102.9%	2.5%	2.9%	19.0%	41.7%	328.6%

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)

	Oct 18	Month %	Sep 18	Year %	Oct 17
Median Price:	\$1,292,500	3.4%	\$1,250,000	5.9%	\$1,220,000
Average Price:	\$1,597,490	7.9%	\$1,480,750	6.3%	\$1,502,130
Home Sales:	774	9.9%	704	-5.1%	816
Pending Sales:	819	-4.0%	853	-5.3%	865
Active Listings:	1,360	1.1%	1,345	125.2%	604
Sale/List Price Ratio:	102.0%	-0.2%	102.2%	-5.2%	107.6%
Days on Market:	26	5.3%	25	46.4%	18
Days of Inventory:	53	-4.9%	55	137.4%	22

(Condominiums)

	Oct 18	Month %	Sep 18	Year %	Oct 17
Median Price:	\$926,500	9.0%	\$850,000	21.7%	\$761,000
Average Price:	\$977,377	7.3%	\$910,832	15.9%	\$843,304
Home Sales:	288	-6.8%	309	-18.9%	355
Pending Sales:	327	2.2%	320	5.8%	309
Active Listings:	545	-1.1%	551	419.0%	105
Sale/List Price Ratio:	103.2%	-0.4%	103.6%	-4.8%	108.3%
Days on Market:	21	3.8%	20	57.4%	13
Days of Inventory:	57	9.8%	52	539.8%	9

**Get straight answers to your real estate questions?**

Call 650-305-1111

or [email me](#)

to schedule

a complementary and confidential meeting.

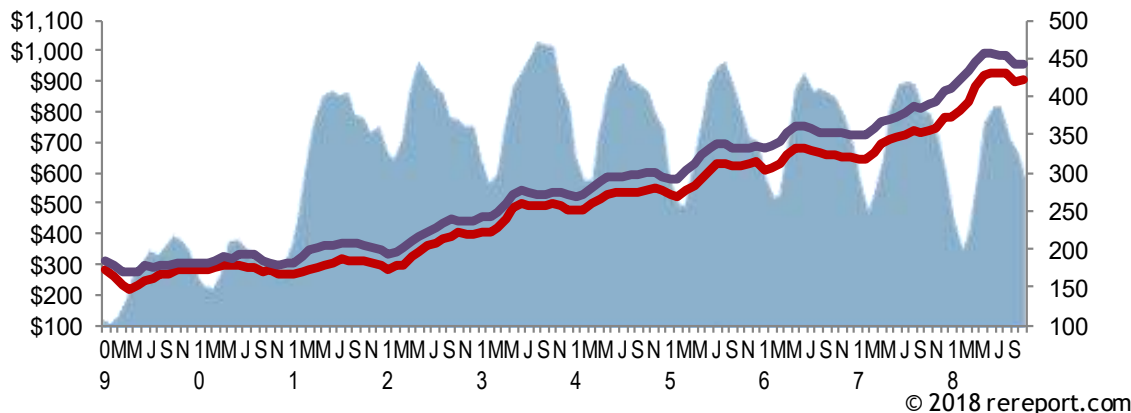
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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.

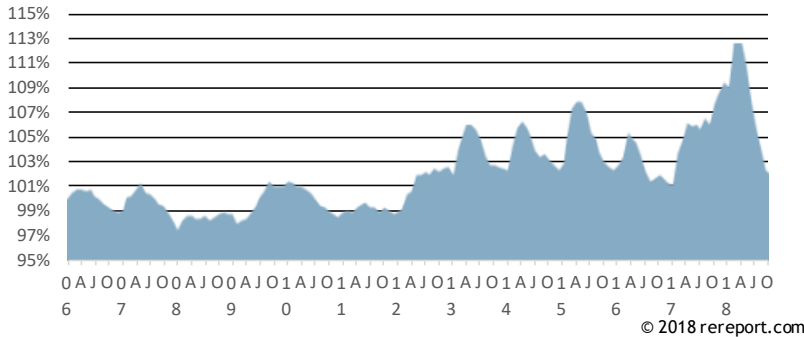
### Santa Clara County - October 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 926,500	\$ 977,377	288	327	545	57	103.2%	21.7%	15.9%	-18.9%	5.8%	419.0%
Campbell	\$ 937,500	\$ 1,002,830	9	7	14	47	103.2%	1.9%	10.9%	12.5%	-50.0%	600.0%
Cupertino	\$ 1,550,000	\$ 1,490,830	6	4	9	45	112.0%	29.2%	15.8%	20.0%	-33.3%	800.0%
Gilroy	\$ 488,000	\$ 469,333	3	3	6	60	100.3%	-5.7%	-9.3%	50.0%	-25.0%	600.0%
Los Altos	\$ 1,898,000	\$ 1,813,600	5	0	4	24	104.2%	34.6%	37.3%	0.0%	0.0%	300.0%
Los Gatos	\$ 1,235,000	\$ 1,126,010	9	6	14	47	103.4%	10.2%	5.4%	0.0%	-14.3%	27.3%
Milpitas	\$ 948,752	\$ 922,489	22	25	45	61	101.5%	8.4%	11.8%	69.2%	108.3%	1025.0%
Morgan Hill	\$ 610,000	\$ 658,000	5	10	13	78	97.7%	9.9%	10.7%	-54.5%	-54.5%	333.3%
Mountain View	\$ 1,325,000	\$ 1,308,350	20	21	32	48	105.3%	20.2%	25.0%	-35.5%	-4.5%	146.2%
Palo Alto	\$ 1,615,070	\$ 1,600,920	11	5	13	35	103.6%	29.2%	21.7%	0.0%	-16.7%	116.7%
San Jose	\$ 750,000	\$ 803,038	151	183	309	61	102.5%	11.9%	15.2%	-19.7%	11.6%	483.0%
Santa Clara	\$ 994,500	\$ 992,429	14	25	51	109	104.7%	32.6%	25.1%	-54.8%	8.7%	920.0%
Saratoga	\$ 949,000	\$ 949,000	1	4	6	180	97.9%	-40.4%	-40.4%	-50.0%	-20.0%	100.0%
Sunnyvale	\$ 1,314,440	\$ 1,232,510	32	34	29	27	104.7%	3.5%	5.9%	-17.9%	70.0%	625.0%

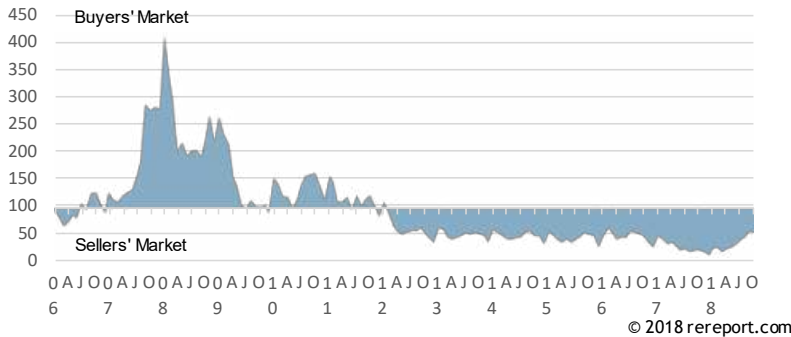
# Is NOW a good time to buy your Silicon Valley Home?

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



Compare this MTR to last year

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](http://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

**ANNUAL GAINS FALL BELOW 6% FOR THE FIRST TIME IN 12 MONTHS ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX**

**NEW YORK, OCTOBER 30, 2018** – SS&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 August 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/WHAX8w>

**Is it time to seriously consider investing in real estate?**

Signup for our [Real Estate Investment Alerts](#) and you'll receive my real estate investment opportunities

For City by City Trend Report go to [http://avi.rereport.com/market\\_reports](http://avi.rereport.com/market_reports)

© 2005-2018 All rights reserved