



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

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Santa Clara County Real Estate Trends Report

Market Continues to Weaken

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 7.7% from November. It was down 16.3% compared to last year.

The average sales price for single-family, re-sale homes was down 8.7%, month-over-month. It was down 17.4% year-over-year.

Sales of single-family, re-sale homes were down for the sixteenth month in a row, year-over-year, in December. Sales fell 40.7%. There were 409 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio fell from 99.6% to 98.7%.

Pending sales were down 3.1% year-over-year.

After being down, year-over-year, thirty months in a row, inventory of single-family, re-sale homes was up for the tenth month in a row. It gained 140% compared to last year.

As of January 5th, there were 492 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell from 43 days to 36 days. The average since 2003 is 89.

It took thirty-two days to sell a home last month. That is the time from when a home is listed for sale to when it goes into contract.

The median sales price for condos was down 9.4% compared to last December. The average sales price fell 11.5% year-over-year.

Condo sales were down 46.7% year-over-year. There were 171 condos sold in December.

The sales price to list price ratio rose from 98.8% to 99.2%.

Condo inventory was up 114.3% compared to last November.

As of January 5th, there were 225 condos for sale in Santa Clara County. The average since January 2000 is 757.

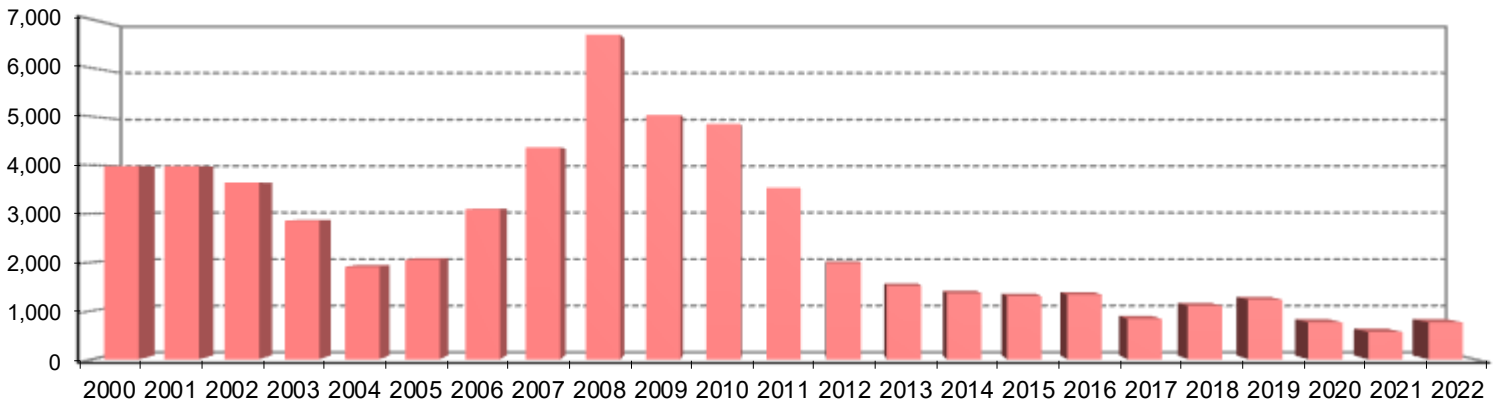
Days of inventory fell from forty-one to thirty-nine.

It took an average of thirty-three days to sell a condo last month.

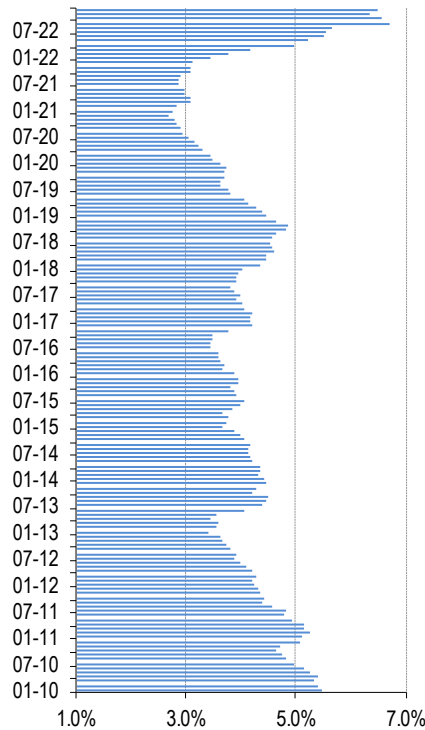
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Santa Clara County
Average Active Listings SFR YTD



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/>.

Closing Out 2022

Dec 30, 2022 -- The calendar is set to turn again, as we'll say "farewell" to 2022. As far as mortgage and housing markets goes, it's likely that many would add "good riddance" to this sentiment. The year will close with 30-year fixed mortgage rates nearly double where they began 2022, but this can actually be called an improvement of sorts, as they have recently retreated from more than 20-year highs. Of course, those high mortgage rates not only crushed homeowner refinance activity, but were also accompanied by record-high home prices this year. The combination of the two significantly impacted affordability for potential homebuyers, who have retreated to the sidelines to await better conditions.

Of course, spiking interest rates were brought on by inflation running up to a 40-odd year high and a Federal Reserve abruptly changing policy. The year began with short-term rates still near zero and the central bank still tapering its purchases of Treasury bonds and Mortgage-Backed Securities. The Fed accelerated its timeline for QE wind-down, and as soon as that was complete began to tighten monetary policy, first raising rates a small step,

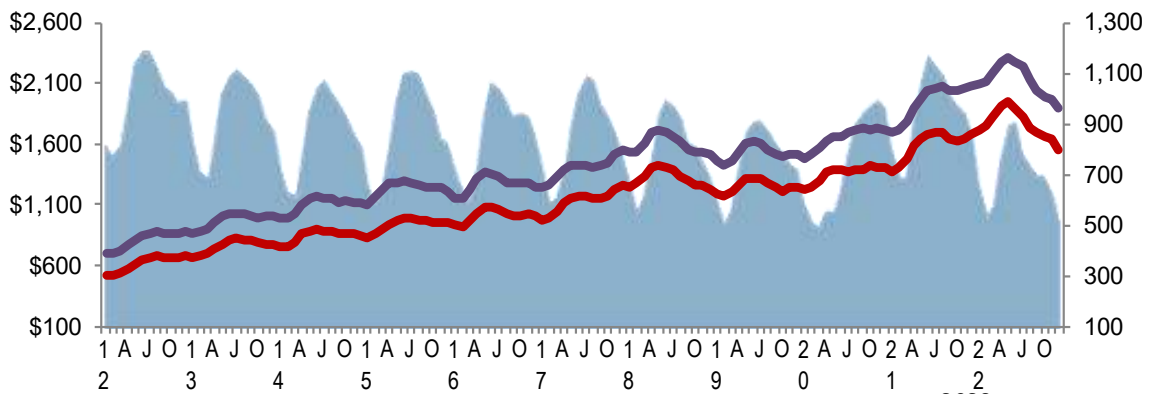
then in repeated large blocks. For the year, a total of 425 basis points was added to the federal funds rate, and this aggressive policy upended stock, bond and housing markets.

It would appear that inflation is now slowing, but not likely enough to give the Fed pause. The labor market remains very tight, with millions more job openings that workers willing (or perhaps able or qualified) to fill them. Goods-based inflation has waned appreciably, but more sticky service-related price pressures have shown few signs of abating as yet. The Fed still believes it has more work to do to tame inflation, but it's likely we're getting close to the end of routine or sizable rate hikes, but the future as always remains unclear.

A minor easing for mortgage rates helped sales of new homes to pick up a little bit in November, and they rose by 5.8% compared to October. That said, the 640,000 annualized pace is still some 15.3% below the same period a year ago, and sales for the October and September were both revised downward, taking a little steam out of November's improvement. Regardless, the bump in sales drew

(Continued on page 4)

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



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Santa Clara County - December 2022												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,465,000	\$ 1,767,070	409	853	492	36	98.7%	-16.3%	-17.4%	-40.7%	-3.1%	140.0%
Campbell	\$ 1,601,500	\$ 1,775,940	8	20	8	30	100.2%	-6.1%	-4.9%	-74.2%	-16.7%	60.0%
Cupertino	\$ 2,400,000	\$ 2,507,220	9	26	15	50	102.2%	-20.2%	-14.2%	-57.1%	-23.5%	50.0%
Gilroy	\$ 1,075,000	\$ 1,134,530	19	47	37	58	97.2%	4.9%	-5.9%	-59.6%	-27.7%	85.0%
Los Altos	\$ 3,586,180	\$ 3,909,240	10	29	10	30	98.4%	-21.8%	-18.0%	-64.3%	-6.5%	0.0%
Los Altos Hills	\$ 4,050,000	\$ 4,322,670	3	6	14	140	99.7%	-18.2%	-25.9%	-66.7%	-60.0%	40.0%
Los Gatos	\$ 2,645,000	\$ 2,592,710	17	43	42	74	95.8%	1.6%	-1.7%	-55.3%	-39.4%	50.0%
Milpitas	\$ 1,280,000	\$ 1,404,150	11	15	11	30	98.4%	-11.0%	-5.9%	-45.0%	-21.1%	120.0%
Monte Sereno	\$ -	\$ -	0	5	7	0	0.0%	-100.0%	-100.0%	-100.0%	-37.5%	40.0%
Morgan Hill	\$ 1,275,000	\$ 1,334,830	26	28	24	28	94.5%	-0.5%	3.1%	-25.7%	-55.6%	4.3%
Mountain View	\$ 2,350,000	\$ 2,470,730	13	35	12	28	96.6%	-6.0%	-9.1%	-51.9%	-2.8%	33.3%
Palo Alto	\$ 2,902,000	\$ 3,020,820	11	53	38	104	94.6%	-20.8%	-23.9%	-79.6%	-22.1%	35.7%
San Jose	\$ 1,330,000	\$ 1,449,620	223	409	232	31	98.8%	-9.5%	-8.5%	-48.3%	-26.4%	87.1%
Santa Clara	\$ 1,500,000	\$ 1,649,390	23	36	14	18	102.5%	-13.7%	-10.3%	-47.7%	-29.4%	27.3%
Saratoga	\$ 3,400,000	\$ 3,203,230	9	35	17	57	101.7%	-9.5%	-13.7%	-57.1%	-2.8%	41.7%
Sunnyvale	\$ 2,007,000	\$ 2,007,860	23	63	17	22	101.6%	-14.6%	-14.3%	-51.1%	-29.2%	41.7%

VISIT

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Market Statistics

Trends at a Glance (Single-family Homes)

	Dec 22	Month %	Nov 22	Year %	Dec 21
Median Price:	\$1,465,000	-7.7%	\$1,588,000	-16.3%	\$1,750,000
Average Price:	\$1,767,070	-8.7%	\$1,935,870	-17.4%	\$2,139,610
Home Sales:	409	-14.6%	479	-40.7%	690
Pending Sales:	853	-13.3%	984	-3.1%	880
Active Listings:	492	-30.2%	705	140.0%	205
Sale/List Price Ratio:	98.7%	-0.9%	99.6%	-11.6%	111.7%
Days on Market:	32	24.1%	26	76.2%	18
Days of Inventory:	36	-15.5%	43	304.9%	9

(Condominiums)					
	Dec 22	Month %	Nov 22	Year %	Dec 21
Median Price:	\$850,000	-4.2%	\$887,000	-9.4%	\$938,000
Average Price:	\$927,738	-2.6%	\$952,258	-11.5%	\$1,048,220
Home Sales:	171	-18.6%	210	-46.7%	321
Pending Sales:	274	-17.0%	330	-32.5%	406
Active Listings:	225	-25.0%	300	114.3%	105
Sale/List Price Ratio:	99.2%	0.4%	98.8%	-4.7%	104.0%
Days on Market:	33	-8.4%	36	38.2%	24
Days of Inventory:	39	-4.7%	41	302.3%	10

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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)

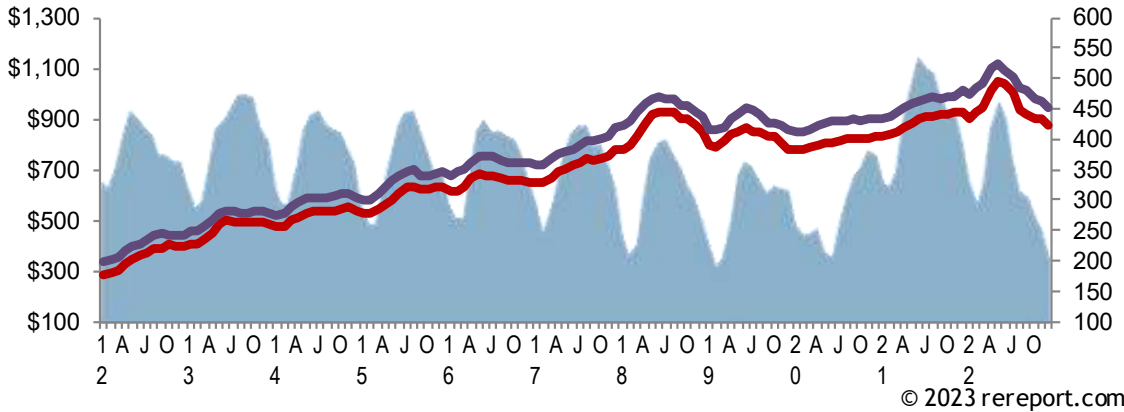


Table Definitions

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 - December 2022

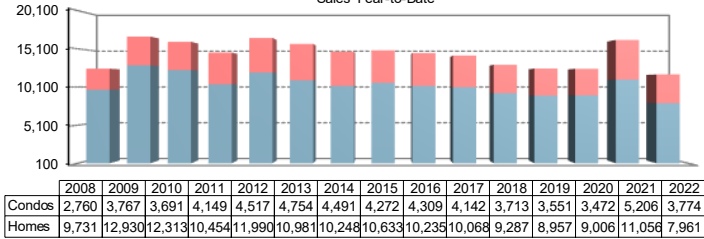
Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
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Campbell	\$ 1,020,000	\$ 1,083,770	9	2	2	7	101.5%	9.7%	5.6%	-25.0%	-83.3%	-71.4%
Cupertino	\$ 1,150,000	\$ 1,150,000	2	6	4	60	104.6%	-0.7%	-5.9%	-81.8%	-62.5%	-60.0%
Gilroy	\$ -	\$ -	0	4	2	0	0.0%	19.1%	18.5%	-80.0%	-20.0%	0.0%
Los Altos	\$ 2,450,000	\$ 2,450,000	1	2	9	270	100.0%	31.2%	28.9%	-83.3%	-60.0%	125.0%
Los Gatos	\$ 1,250,000	\$ 1,072,600	5	7	11	66	99.0%	-10.7%	-21.6%	-70.6%	-36.4%	22.2%
Milpitas	\$ 862,500	\$ 899,167	6	17	13	65	97.6%	-5.7%	-2.0%	-72.7%	-29.2%	160.0%
Morgan Hill	\$ 849,000	\$ 924,667	3	3	6	60	95.1%	-4.6%	5.1%	-50.0%	-40.0%	50.0%
Mountain View	\$ 1,200,000	\$ 1,167,590	17	34	19	34	99.4%	-4.5%	-7.1%	-46.9%	-22.7%	5.6%
Palo Alto	\$ 1,337,000	\$ 1,633,750	8	7	15	56	98.0%	7.8%	18.5%	-11.1%	-58.8%	7.1%
San Jose	\$ 685,000	\$ 731,816	96	139	106	33	99.2%	-15.4%	-13.6%	-58.8%	-40.1%	14.0%
Santa Clara	\$ 1,094,000	\$ 1,078,100	10	26	15	45	100.3%	30.2%	21.6%	-71.4%	-40.9%	-16.7%
Saratoga	\$ 1,035,000	\$ 1,035,000	2	2	5	75	97.3%	-17.7%	-22.9%	-66.7%	-33.3%	150.0%
Sunnyvale	\$ 1,110,000	\$ 1,215,250	12	25	18	45	98.0%	-18.4%	-4.4%	-72.7%	-59.0%	12.5%

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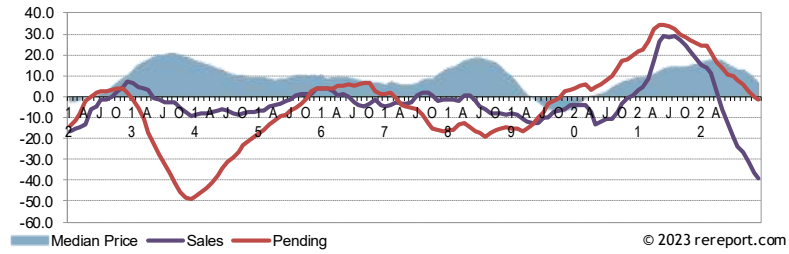
Santa Clara County

Sales Year-to-Date

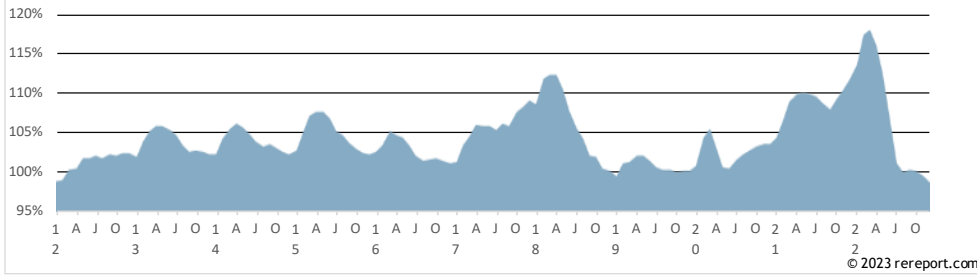


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Santa Clara County Homes: Momentum



Santa Clara County Homes: Sales Price/Listing Price Ratio



down the stock of available new homes for sale to 461,000 units (annualized), the first meaningful decline after a near-unbroken string of increases that started back in October 2020.

Even so, the current supply figure is about as high as it was back in April 2008, and represents an 8.6-month supply at the present rate of sale. As we noted in MarketTrends last week, builders have reported a greater use of financing incentives to help clear inventory, with only about a third of them reporting cutting prices to

sell homes. The median price of a new home sold in November was just 2.8% lower than those sold in October, and the current \$471,200 price tag remains very close to record highs in spite of the decline.

We learned last week that sales of existing homes continued to slow in November, where the annual rate of homes sold declined by another 7.7% to 4.09 million. Excluding the pandemic hard-shutdown month of May 2020, this was the lowest annual rate of sale since back in 2011. Anyone looking for a near-term pickup in sales is likely to be disappointed, as the Pending Home Sales Index from the National Association of Realtors shrank by another 4% in November. The PHSI's value of 73.9 is the second lowest in the 20-plus year history of the indicator; only May 2020 (pandemic month) was lower at a reading of 69, and the level of purchase activity is 37.8% below year-ago levels.

The PHSI measure of signed purchase contracts is an indication of existing home sales a month or two into the future, so more declines in sales can be expected to be seen in December and perhaps even January's data. A 4% decline from November's 4.09 million sales pace suggests around a 3.95 million (annualized) rate of sale for December, and that only if all the contracts signed actually make it to closing.

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

S&P CoreLogic Case-Shiller Index Continued to Decline in October

NEW YORK, DECEMBER 27, 2022: S&P Dow Jones Indices (S&P DJI) 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 October 2022 show that home price gains declined across the United States. More than 27 years of history are available for the data series and can be accessed in full by going to [CLICK HERE](#)

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