



AREA REPORT

PALO ALTO

MARCH 2020 | ALL PROPERTY TYPES

Dear Client,

Welcome to your latest Area Report, with up-to-date real estate data for a specific market area.

The Area Report offers insight into residential real estate sales activity and regional trends. It complements our Market Report, giving you a broader look at the real estate market. If you are interested in receiving the Market Report for a more specific area, please let me know. I would be happy to set that up for you.

The market summary below lets you see sales activity for the prior month and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.



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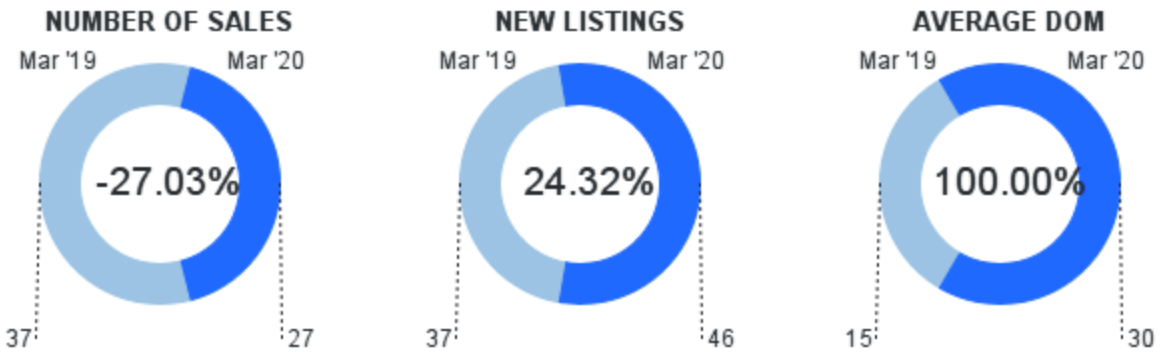



COLDWELL BANKER
REALTY

PALO ALTO | March 2020


REAL ESTATE SNAPSHOT - Change since this time last year

All Property Types



0.18% 
MEDIAN SALES PRICE
ALL PROPERTY TYPES

-3.10% 
AVERAGE SALES PRICE
ALL PROPERTY TYPES

-7.06% 
MEDIAN LIST PRICE
ALL PROPERTY TYPES

-4.24% 
AVERAGE LIST PRICE
ALL PROPERTY TYPES


















 Mar '19  Mar '20

AREA REPORT

PALO ALTO

FULL MARKET SUMMARY

March 2020 | All Property Types 

	Month to Date			Year to Date		
	March 2020	March 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	46	37	24.32% 	136	147	-7.48% 
Sold Listings	27	37	-27.03% 	66	79	-16.46% 
Median Listing Price	\$2,499,000	\$2,688,888	-7.06% 	\$2,699,500	\$2,550,000	5.86% 
Median Selling Price	\$2,780,000	\$2,775,000	0.18% 	\$2,955,000	\$2,688,000	9.93% 
Median Days on Market	9	9	0%	12	13	-7.69% 
Average Listing Price	\$2,578,000	\$2,692,126	-4.24% 	\$2,811,708	\$2,770,260	1.5% 
Average Selling Price	\$2,688,814	\$2,774,911	-3.1% 	\$2,860,388	\$2,795,262	2.33% 
Average Days on Market	30	15	100% 	32	29	10.34% 
List/Sell Price Ratio	104.7%	103.7%	0.96% 	102.7%	101.3%	1.39% 

SOLD AND NEW PROPERTIES (UNITS)

March 2020 | All Property Types 

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



MEDIAN SALES PRICE AND NUMBER OF SALES

March 2020 | All Property Types 

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

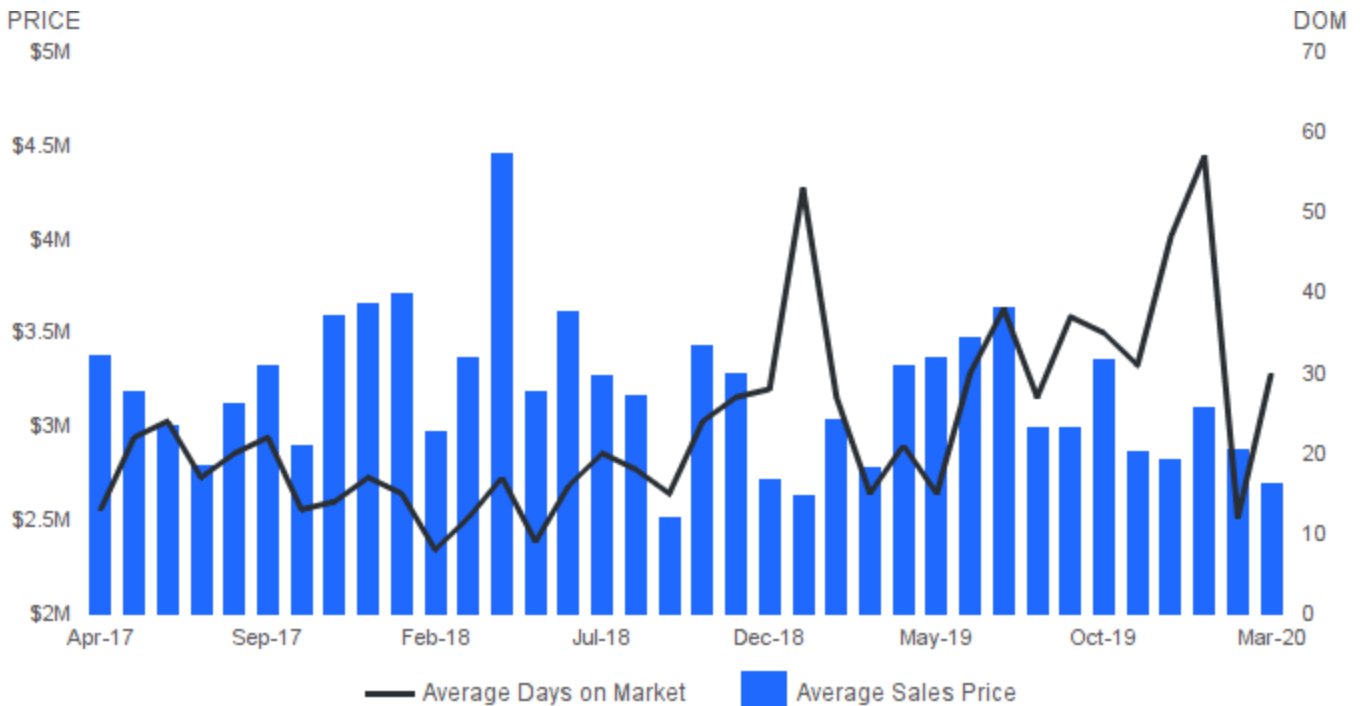


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2020 | All Property Types 

Average Sales Price | Average sales price for all properties sold.

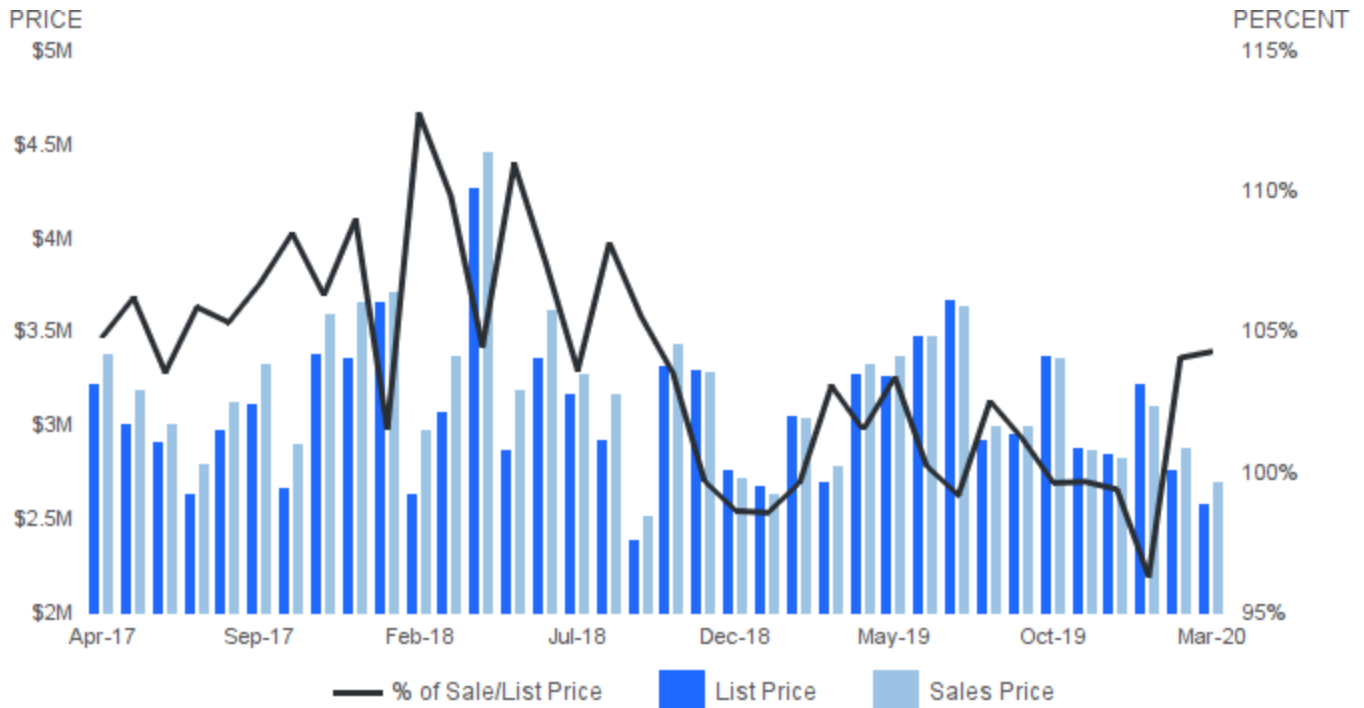
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2020 | All Property Types 

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

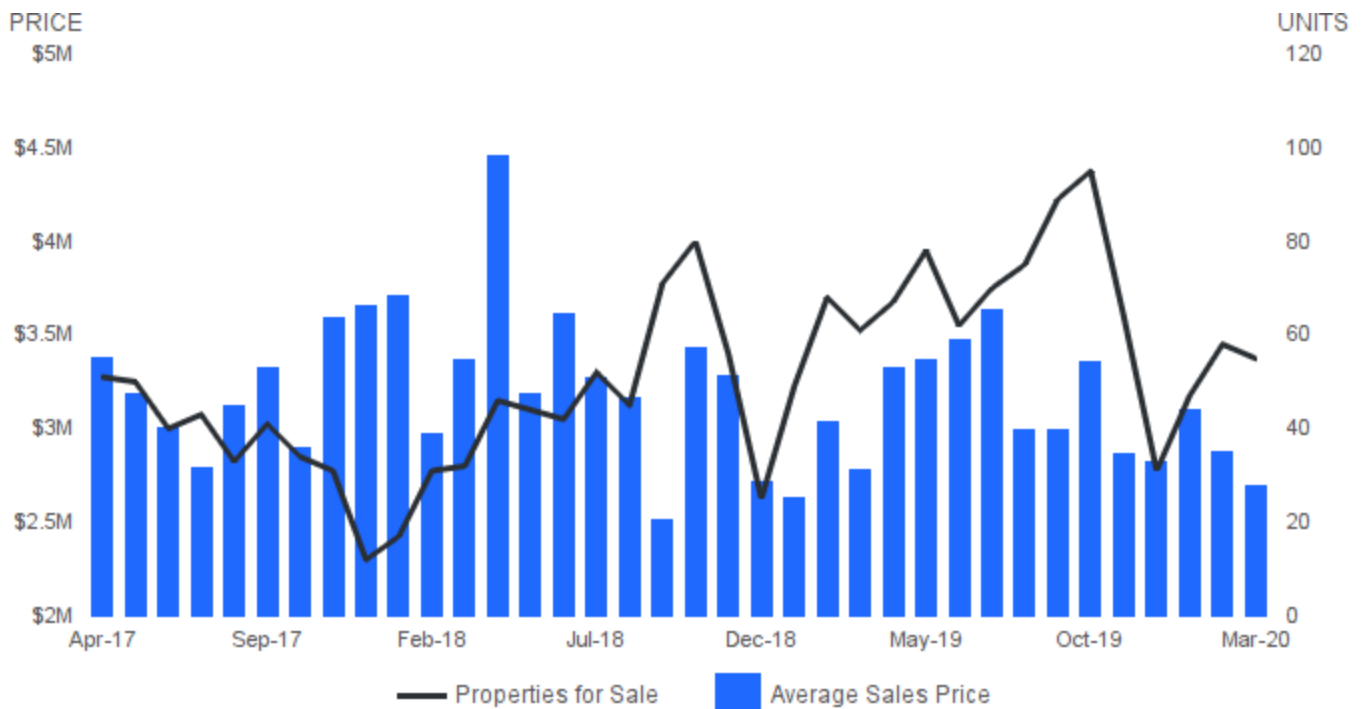


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2020 | All Property Types 

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

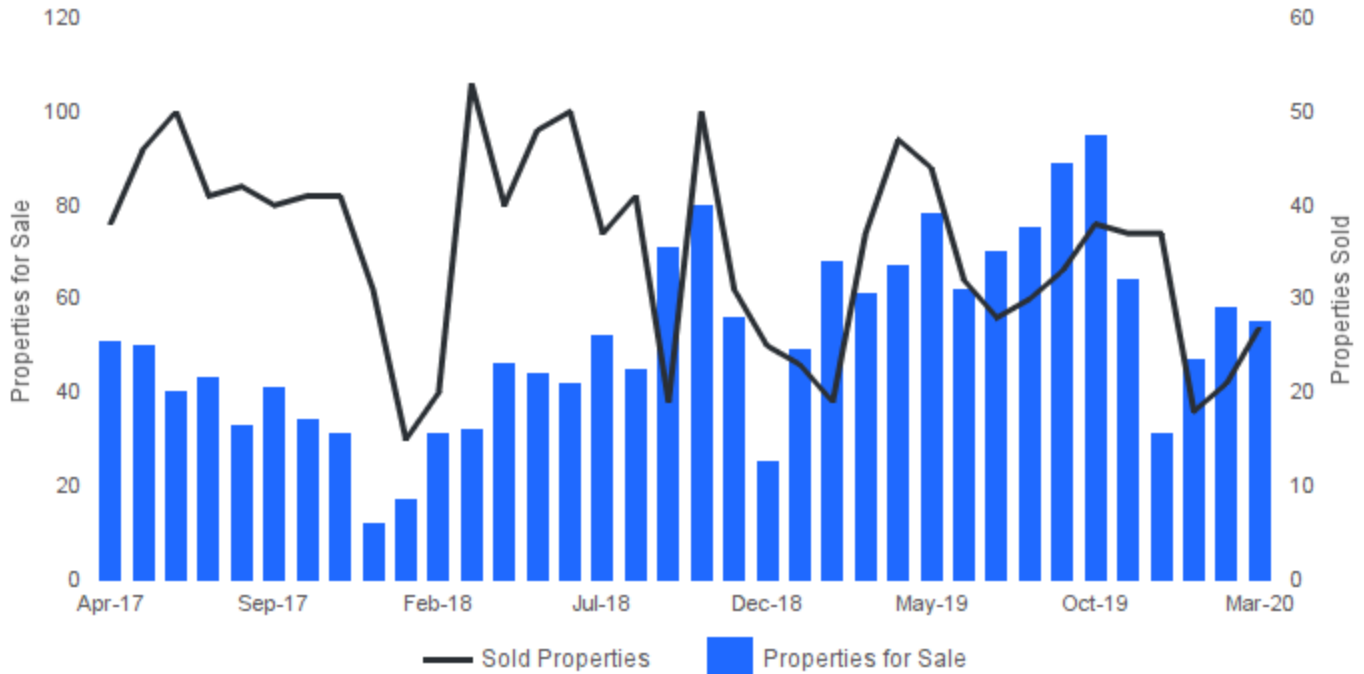


PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2020 | All Property Types 

Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



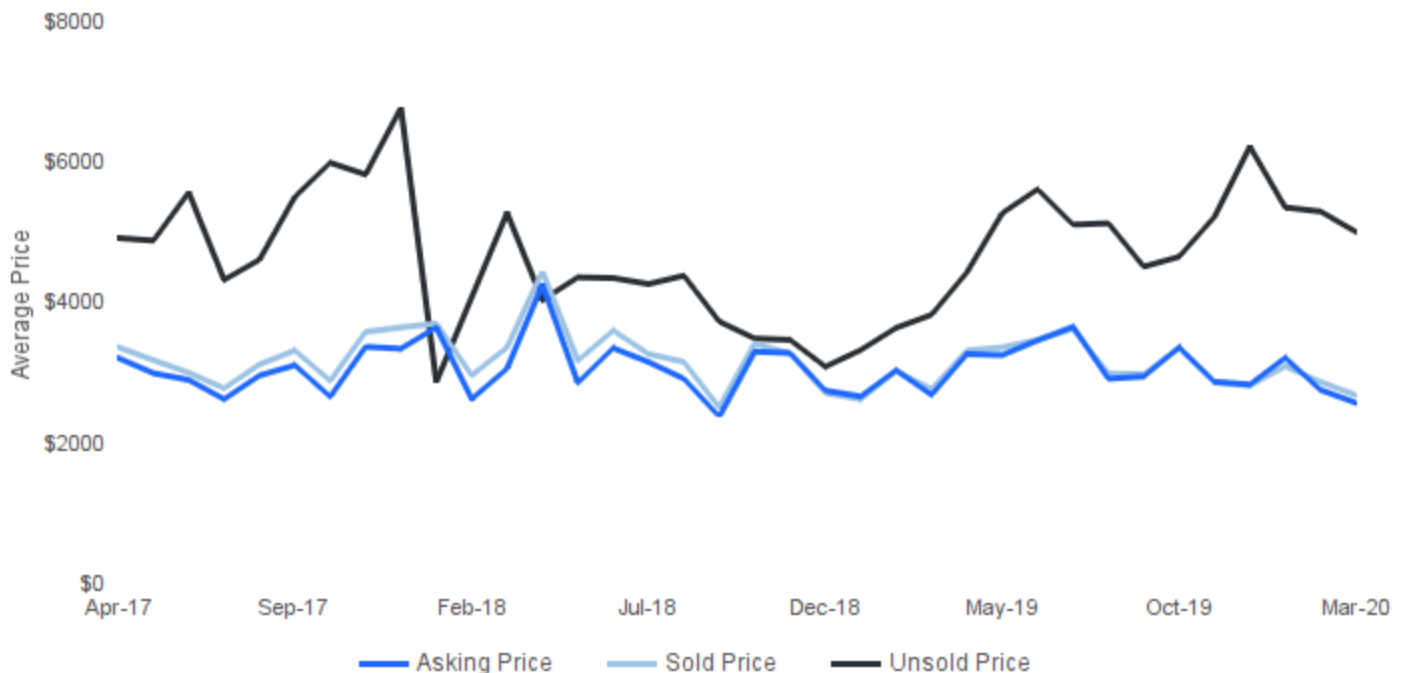
AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2020 | All Property Types 

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

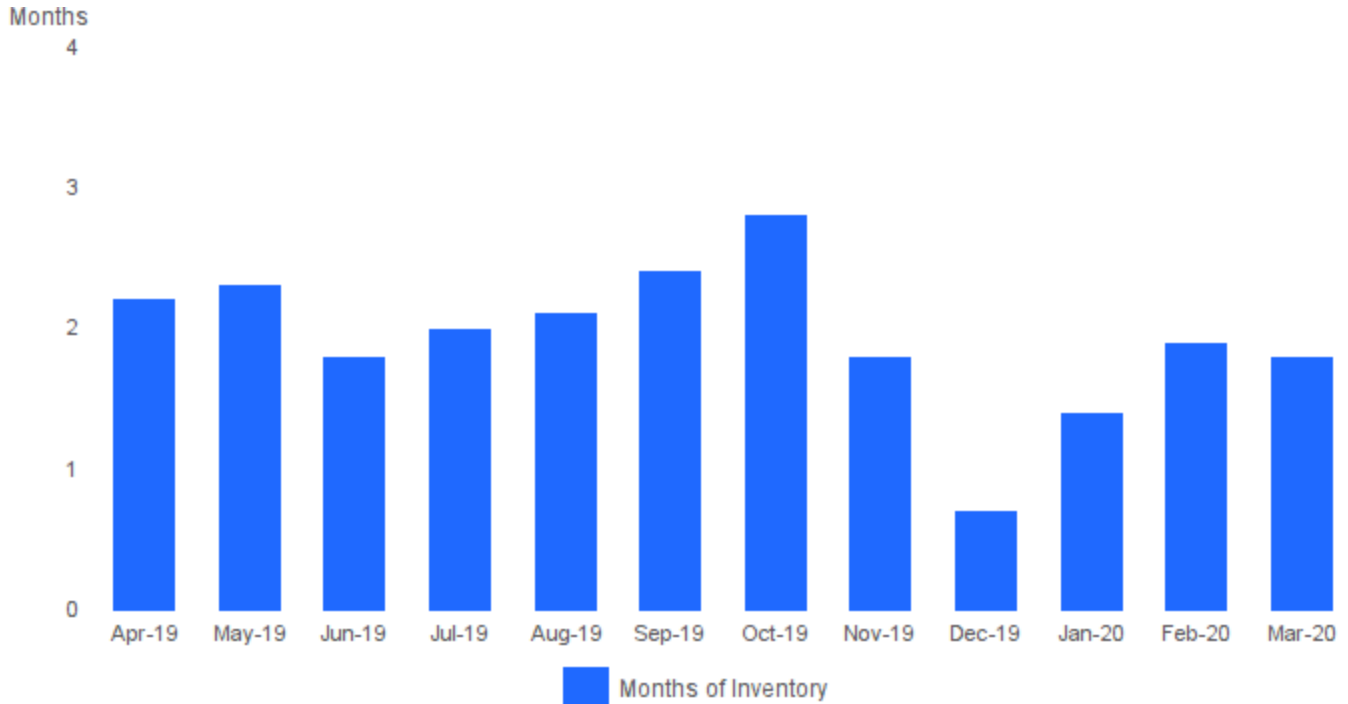
Sold Price | the average selling price



ABSORPTION RATE

March 2020 | All Property Types 

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



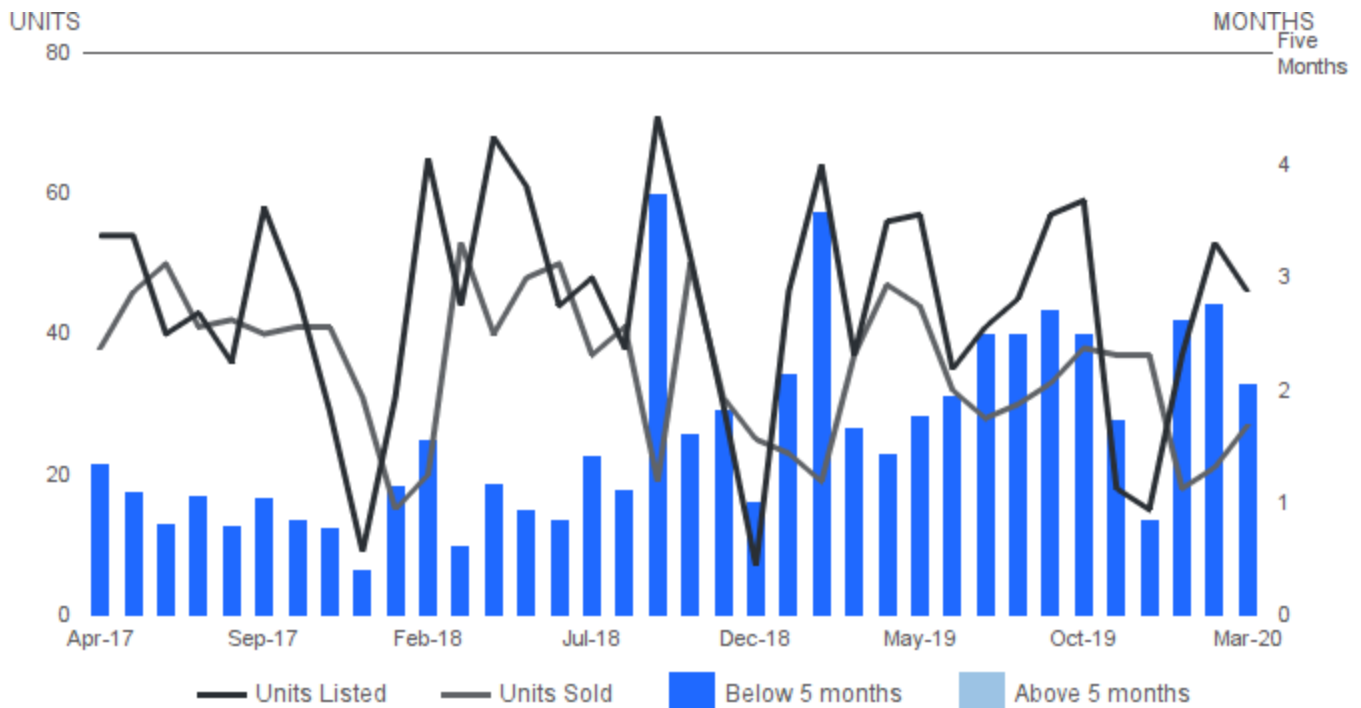
MONTHS SUPPLY OF INVENTORY

March 2020 | All Property Types 

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



The statistics presented in the Area Report are compiled based on figures and data generated by IDC Global and Datafloat and may not be completely accurate. All information should be independently verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. Not intended as a solicitation if your property is already listed by another broker. Real estate agents affiliated with Coldwell Banker Realty are independent contractor agents and are not employees of the Company.



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