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For the Month of August 2016

LOS ALTOS

REAL ESTATE MARKET UPDATES



16 Homes SOLD
29 NEW Listings



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Marketing a distinctive home requires uncommon knowledge, experience, and resources. As part of the Sotheby's International Realty® network, we are in a remarkable position to attract the attention of well-qualified buyers locally, nationally as well as globally. Personal attention is what all our clients expect and deserve. If you are thinking of selling your home, now is the time to capitalize on today's market condition. Please call Henry Chu (650) 918.8118 and Denise Liew (650) 833.8817 and we will create a customized real estate plan that work best for you.

LOS ALTOS MARKET UPDATE
For the month of August 2016

Today | Sotheby's
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Single Family
Residential



\$2.38M
Median
Sales Price



16
Homes
Sold



18
Average
Days on
Market

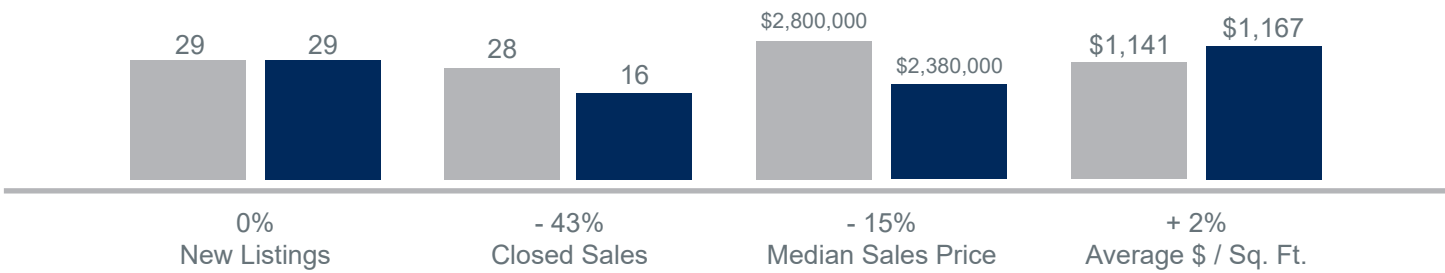


\$1,167
Average
\$ / Sq. Ft.

FOR THE MONTH OF AUGUST

Market Indicators	Aug 2015	Aug 2016	% Change
New Listings	29	29	0%
Closed Sales	28	16	- 43%
Median Sales Price	\$ 2,800,000	\$ 2,380,000	- 15%
Avg % of Sale/List Price	+ 7%	+ 2%	- 71%
Avg Days on Market	21	18	- 14%
Average \$ / Sq. Ft.	\$ 1,141	\$ 1,167	+ 2%
Average Sales Price	\$ 2,849,643	\$ 2,572,274	- 10%

August 2015 vs. August 2016



MLS Area Code	211	212	213	214
Neighborhoods	North Los Altos	Country Club	Highlands	South of El Monte
New Listings	9	2	2	15
Closed Sales	4	1	1	10
Median Sales Price	\$ 2,516,944	\$ 2,300,000	\$ 3,820,000	\$ 2,365,000
Avg % of Sale/List Price	+2%	0%	+3%	+1%
Avg Days on Market	9	32	51	17
Average \$ / Sq. Ft.	\$ 1,278	\$ 977	\$ 1,048	\$ 1,154
Average Sales Price	\$ 2,452,847	\$ 2,300,000	\$ 3,875,000	\$ 2,517,000

Homes Sales in Los Altos in August 2016

Address	Sq Ft	List Price	Sales Price	DOM	\$/Sq Ft	% of List/ Sold
485 Deodara Dr	3,698	\$3,995,000	\$3,875,000	51	\$1,048	-3%
153 S Clark Ave	4,936	\$3,898,000	\$3,820,000	9	\$774	-2%
1211 Lisa Ct	2,168	\$2,488,000	\$2,850,000	8	\$1,315	15%
370 San Domingo Way	2,440	\$2,795,000	\$2,827,500	6	\$1,159	1%
549 Valencia Dr	1,953	\$2,688,000	\$2,818,888	11	\$1,443	5%
1406 Marinovich Way	1,953	\$2,498,000	\$2,720,000	10	\$1,393	9%
1166 Fremont Ave	1,862	\$2,498,000	\$2,450,000	15	\$1,316	-2%
531 S El Monte Ave	2,700	\$2,499,000	\$2,380,000	31	\$881	-5%
929 Golden Way	1,795	\$2,395,000	\$2,380,000	8	\$1,326	-1%
601 Cuesta Dr	2,300	\$2,478,000	\$2,350,000	13	\$1,022	-5%
976 Terrace Dr	2,354	\$2,295,000	\$2,300,000	32	\$977	0%
1216 Golden Way	2,106	\$2,295,000	\$2,295,000	7	\$1,090	0%
511 Orange Ave	1,686	\$2,250,000	\$2,215,000	14	\$1,314	-2%
1668 Austin Ave	1,382	\$1,850,000	\$2,175,000	8	\$1,574	18%
55 Chester Cir	1,630	\$1,888,000	\$1,950,000	5	\$1,196	3%
1130 Border Rd	2,054	\$1,850,000	\$1,750,000	65	\$852	-5%

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