Overall 7 Day Change from 9/7/20 to 9/13/20:

County Wide:	Active SFR/PUD:	1,503 Up 13	Pending SFR/PUD:	1,591 Up 13

30 Day Change: Down 2%   Up 7%

This Date 2019:   1,777 (down 15%)   1,094 (up 45%)

Unsold Class One Properties growth over the last week:

Region	Active	Count	Sales	Count
South County:	Active SFR:	80 Up 2	Sales last week / 6 mo. average	28 19
Santa Teresa:	Active SFR:	21 Up 1	Sales last week / 6 mo. average	11 5
Evergreen:	Active SFR:	26 Down 6	Sales last week / 6 mo. average	16 9
Milpitas:	Active SFR:	23 Up 2	Sales last week / 6 mo. average	14 7
Santa Clara:	Active SFR:	55 Up 2	Sales last week / 6 mo. average	22 14
Central San Jose:	Active SFR:	61 Down 1	Sales last week / 6 mo. average	14 12
Willow Glen:	Active SFR:	62 Up 1	Sales last week / 6 mo. average	18 10
Blossom Valley:	Active SFR:	42 even 0	Sales last week / 6 mo. average	32 13

Almaden Valley:	Active SFR:	**26** Up 2	Sales last week / **6** mo. average	**6** 6
Cambrian:	Active SFR:	**50** Up 7	Sales last week / **6** mo. average	**18** 13
Campbell:	Active SFR:	**41** Down 2	Sales last week / **6** mo. average	**13** 11
Los Gatos:	Active SFR:	**59** Up 1	Sales last week / **6** mo. average	**12** 7
Saratoga:	Active SFR:	**36** Down 1	Sales last week / **6** mo. average	**8** 4
Cupertino:	Active SFR:	**39** Up 2	Sales last week / **6** mo. average	**10** 9
Sunnyvale:	Active SFR:	**51** Up 6	Sales last week / **6** mo. average	**16** 12
Mt View:	Active SFR:	**30** Up 1	Sales last week / **6** mo. average	**13** 7
Palo Alto:	Active SFR:	**69** Down 3	Sales last week / **6** mo. average	**11** 7

This wk Last wk

Percentage of Class 1 Listings under contract: 57.0% / 56.9%
Percentage of Class 2 Listings under contract: 41.7% / 42.1%
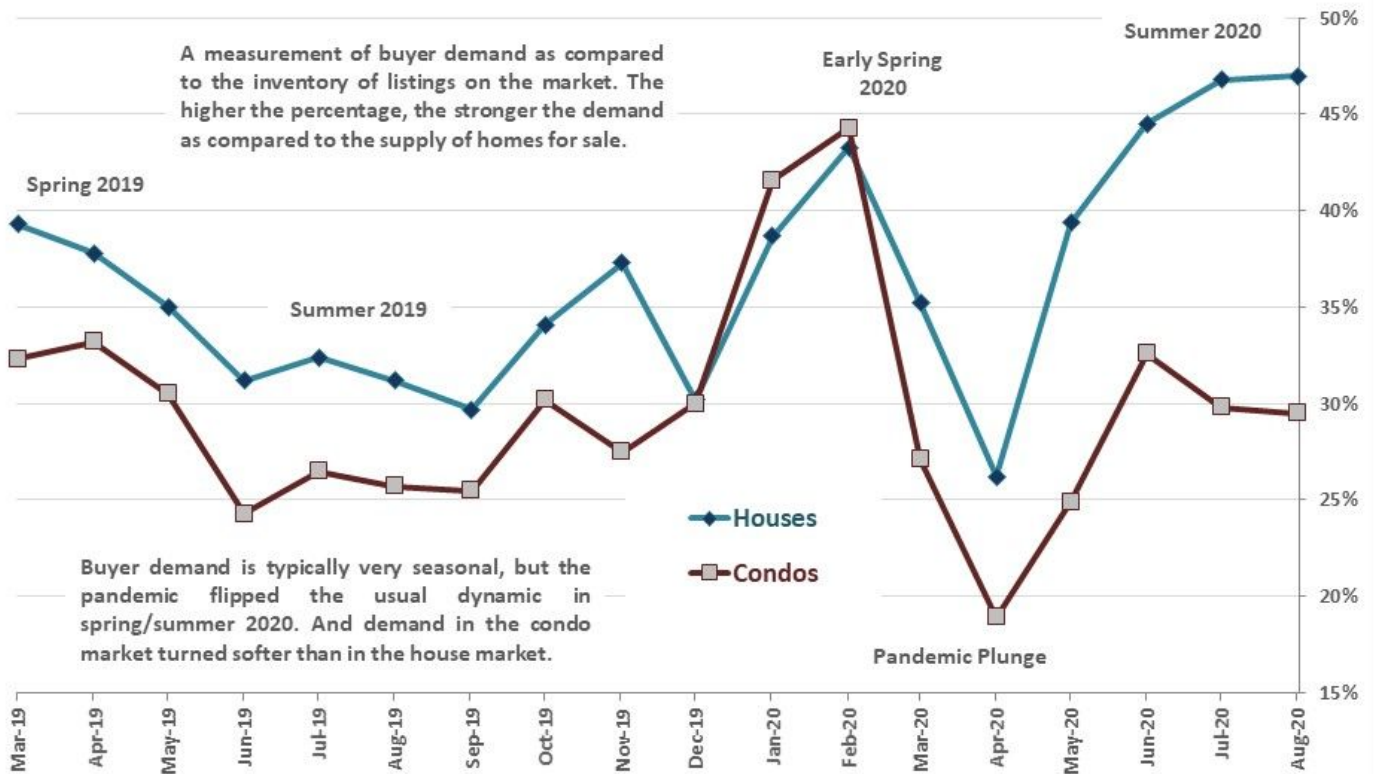
SFR Actives / unsold this date: 2019: 1175   2018: 1201   2017: 623   2016: 1160

PUD Actives / unsold this date: 2019: 602   2018: 480   2017: 135   2016: 401

Current Market Stats	This week	2 wks ago	3 wks ago	4 wks ago
SFR Actives / unsold	846	837	881	914
PUD Actives / unsold	657	653	637	649
	Last week	2 wks ago	3 wks ago	4 wks ago
New sales	329	342	337	346
Average daily sales	47.0	48.8	48.1	49.4

Santa Clara County: % of Listings Accepting Offers

Buyer Demand, Houses vs. Condos, by Month

A measurement of buyer demand as compared to the inventory of listings on the market. The higher the percentage, the stronger the demand as compared to the supply of homes for sale.

Spring 2019

Summer 2019

Early Spring 2020

Summer 2020

Buyer demand is typically very seasonal, but the pandemic flipped the usual dynamic in spring/summer 2020. And demand in the condo market turned softer than in the house market.

Pandemic Plunge

Houses
Condos

Mar-19, Apr-19, May-19, Jun-19, Jul-19, Aug-19, Sep-19, Oct-19, Nov-19, Dec-19, Jan-20, Feb-20, Mar-20, Apr-20, May-20, Jun-20, Jul-20, Aug-20
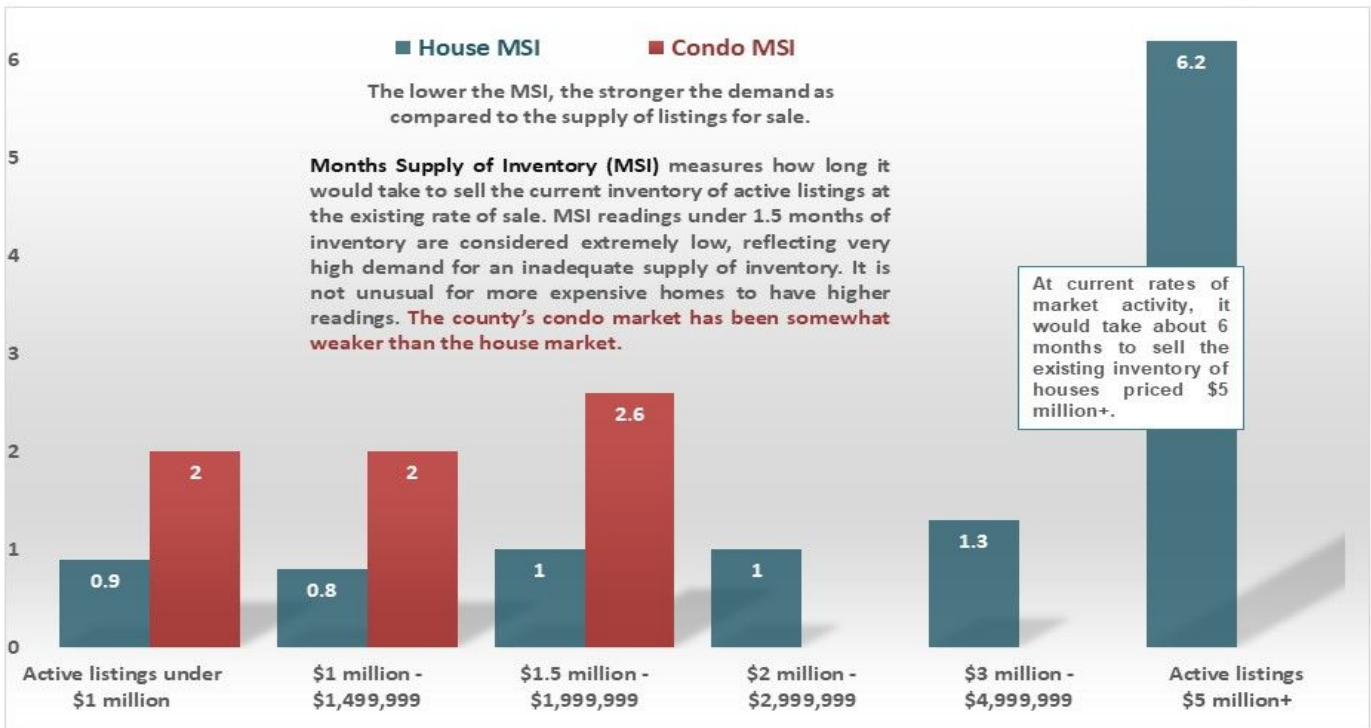
* MLS reported data, per Broker Metrics. Recent weeks' data estimated using available data, and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

COMPASS

Santa Clara County Supply & Demand

Months Supply of Inventory (MSI) by Price Segment, Property Type

Late August 2020 analysis

Legend: ■ House MSI ■ Condo MSI

The lower the MSI, the stronger the demand as compared to the supply of listings for sale.

Months Supply of Inventory (MSI) measures how long it would take to sell the current inventory of active listings at the existing rate of sale. MSI readings under 1.5 months of inventory are considered extremely low, reflecting very high demand for an inadequate supply of inventory. It is not unusual for more expensive homes to have higher readings. **The county's condo market has been somewhat weaker than the house market.**

At current rates of market activity, it would take about 6 months to sell the existing inventory of houses priced $5 million+.

	Value
Active listings under $1 million (House)	0.9
Active listings under $1 million (Condo)	2
$1 million - $1,499,999 (House)	0.8
$1 million - $1,499,999 (Condo)	2
$1.5 million - $1,999,999 (House)	1
$1.5 million - $1,999,999 (Condo)	2.6
$2 million - $2,999,999 (House)	1
$3 million - $4,999,999 (House)	1.3
Active listings $5 million+ (House)	6.2

Analysis of MLS listings and rate of sales in late August 2020. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.
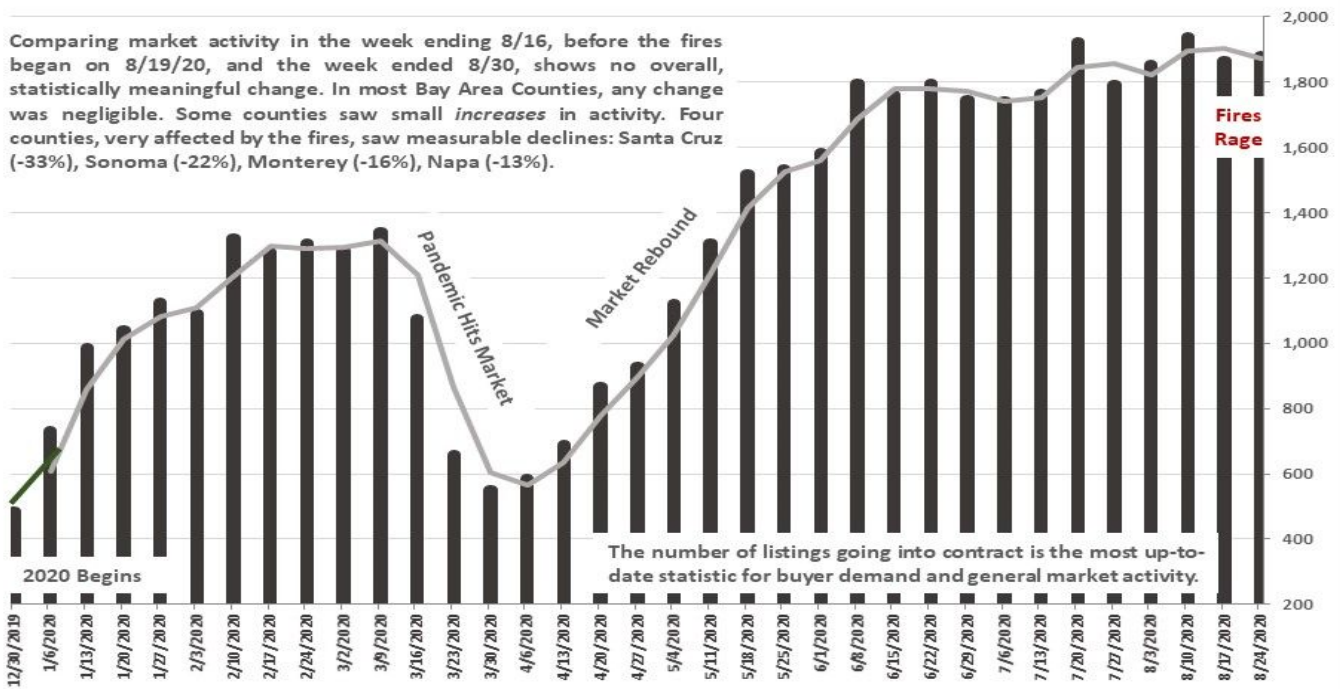
COMPASS

San Francisco Bay Area: Listings Accepting Offers*

Number of Listings Going into Contract, by Week in 2020

Updated through the week ending August 30, 2020*

Comparing market activity in the week ending 8/16, before the fires began on 8/19/20, and the week ended 8/30, shows no overall, statistically meaningful change. In most Bay Area Counties, any change was negligible. Some counties saw small *increases* in activity. Four counties, very affected by the fires, saw measurable declines: Santa Cruz (-33%), Sonoma (-22%), Monterey (-16%), Napa (-13%).

Pandemic Hits Market

Market Rebound

Fires Rage

2020 Begins

The number of listings going into contract is the most up-to-date statistic for buyer demand and general market activity.

(x-axis: 12/30/2019, 1/6/2020, 1/13/2020, 1/20/2020, 1/27/2020, 2/3/2020, 2/10/2020, 2/17/2020, 2/24/2020, 3/2/2020, 3/9/2020, 3/16/2020, 3/23/2020, 3/30/2020, 4/6/2020, 4/13/2020, 4/20/2020, 4/27/2020, 5/4/2020, 5/11/2020, 5/18/2020, 5/25/2020, 6/1/2020, 6/8/2020, 6/15/2020, 6/22/2020, 6/29/2020, 7/6/2020, 7/13/2020, 7/20/2020, 7/27/2020, 8/3/2020, 8/10/2020, 8/17/2020, 8/24/2020)

* MLS reported data, 11 Bay Area Counties, per Broker Metrics. Last week's data may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

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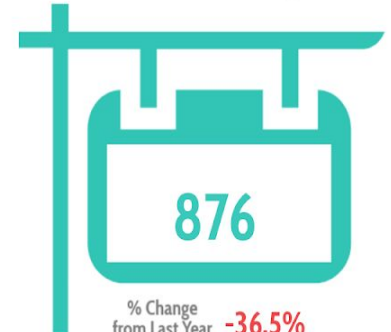
Santa Clara County

Median Price
$1.40M

% Change from Last Year **+17.6%**

Home Sales
947

% Change from Last Year **+8.2%**

Active Listings
876

% Change from Last Year **-36.5%**

Market Competition

Median Days on Market **9**

Sales to List Price % **101.3%**

% of Active Listings with Reduced Prices **28.4%**

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Campbell, California

Median Price
$1.45M

% Change from Last Year **+5.5%**

Home Sales
24

% Change from Last Year **-20.0%**

Active Listings
15
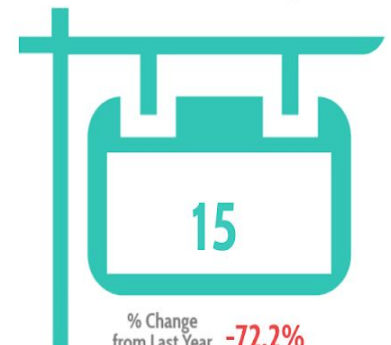
% Change from Last Year **-72.2%**

Market Competition

Median Days on Market **10**

Sales to List Price % **101.7%**

% of Active Listings with Reduced Prices **13.3%**

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Morgan Hill, California

Median Price

$1.19M

% Change from Last Year **+15.2%**

Home Sales

63

% Change from Last Year **+34.0%**

Active Listings

37
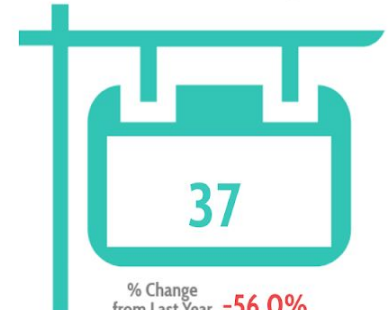
% Change from Last Year **-56.0%**

Market Competition

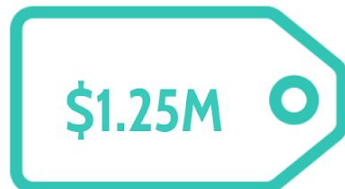| Median Days on Market	12	Sales to List Price %	100.3%	% of Active Listings with Reduced Prices	35.1%

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San Jose, California

Median Price

$1.25M

% Change from Last Year **+18.9%**

Home Sales

447

% Change from Last Year **-5.3%**

Active Listings

387
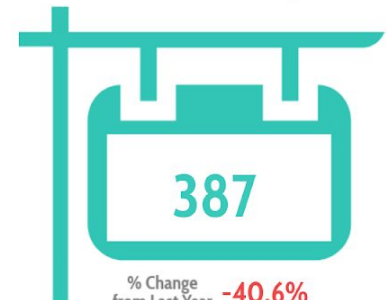
% Change from Last Year **-40.6%**

Market Competition

Median Days on Market	9	Sales to List Price %	101.9%	% of Active Listings with Reduced Prices	23.8%

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<u>Where can you find all of these wonderful reports?</u>

https://www.car.org/marketdata/interactive/housingmarketoverview