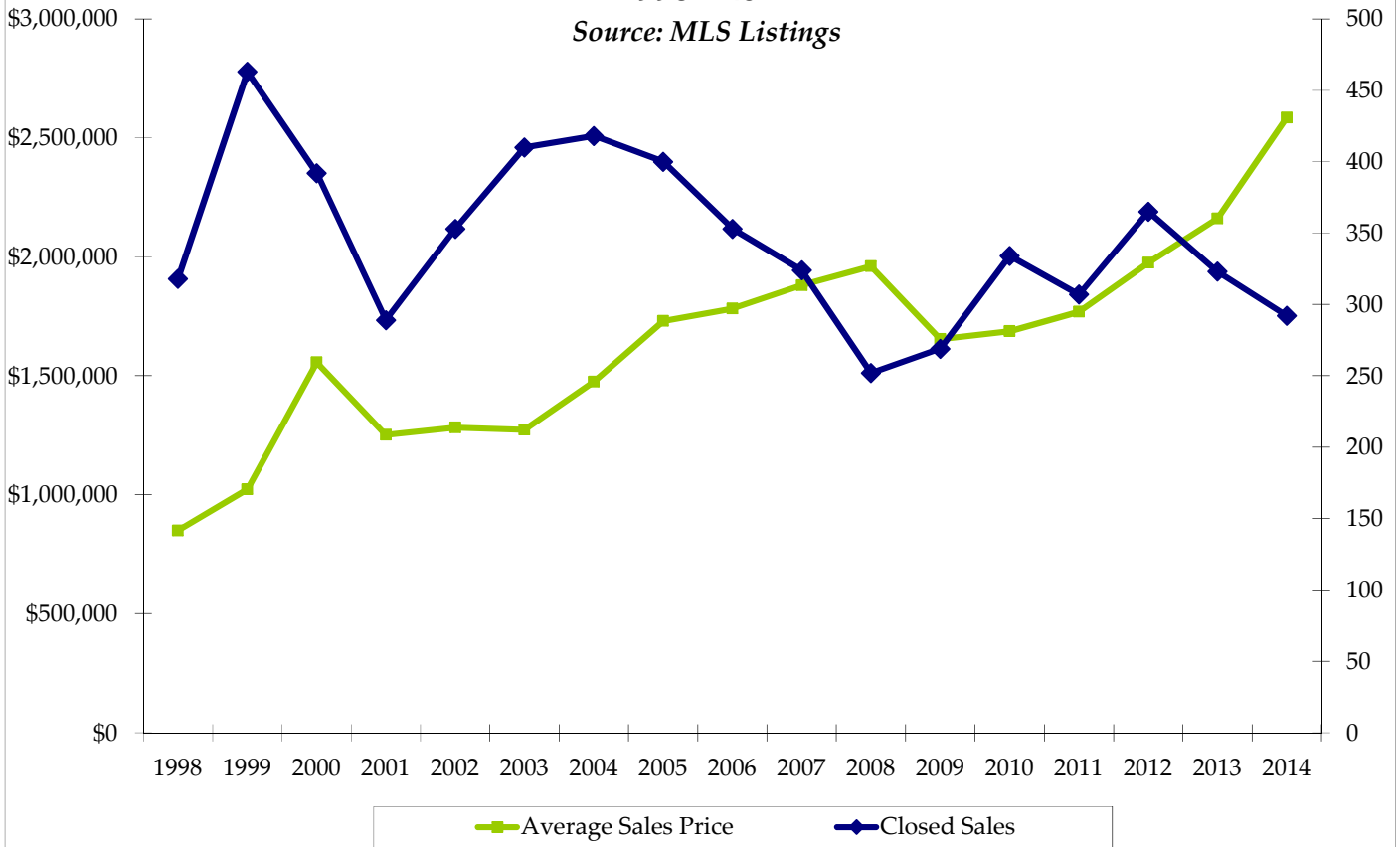




RESIDENTIAL BROKERAGE

## LOS ALTOS Single Family Real Estate Trends 1998 - 2014

Source: MLS Listings



### LOS ALTOS (Single Family)

Source: MLSListings, MLS Sales only

Years	New Listings	Current Inventory	Median Sales Price	Average Sales Price	Closed Sales	Average DOM	Total Sales Volume
1998	552	56	\$790,500	\$849,746	318	31	\$265,120,805
1999	524	11	\$902,500	\$1,023,786	463	35	\$469,918,156
2000	481	21	\$1,401,000	\$1,556,909	392	28	\$608,751,773
2001	573	56	\$1,110,000	\$1,252,361	289	56	\$361,932,363
2002	555	56	\$1,188,000	\$1,282,796	353	49	\$452,827,094
2003	547	19	\$1,172,000	\$1,273,768	410	61	\$522,244,888
2004	540	22	\$1,375,000	\$1,475,131	418	27	\$616,604,963
2005	589	24	\$1,603,500	\$1,730,539	400	32	\$692,215,683
2006	550	28	\$1,621,000	\$1,782,882	353	39	\$629,357,381
2007	400	21	\$1,749,000	\$1,880,824	324	39	\$609,387,131
2008	433	50	\$1,795,000	\$1,960,647	252	35	\$490,161,794
2009	437	38	\$1,510,000	\$1,654,914	269	65	\$436,897,309
2010	440	33	\$1,550,000	\$1,688,322	334	54	\$562,211,511
2011	386	30	\$1,647,500	\$1,769,435	307	39	\$537,908,507
2012	415	15	\$1,826,000	\$1,975,216	365	31	\$717,003,723
2013	348	8	\$2,100,000	\$2,161,519	323	22	\$693,847,683
2014	329	6	\$2,360,000	\$2,585,543	292	16	\$736,879,642