

# MORGAN HILL

## SANTA CLARA COUNTY

### MONTHLY AREA REPORT

SEPTEMBER 2018

ALL PROPERTY TYPES (SFH & CONDOS/TOWNHOMES)



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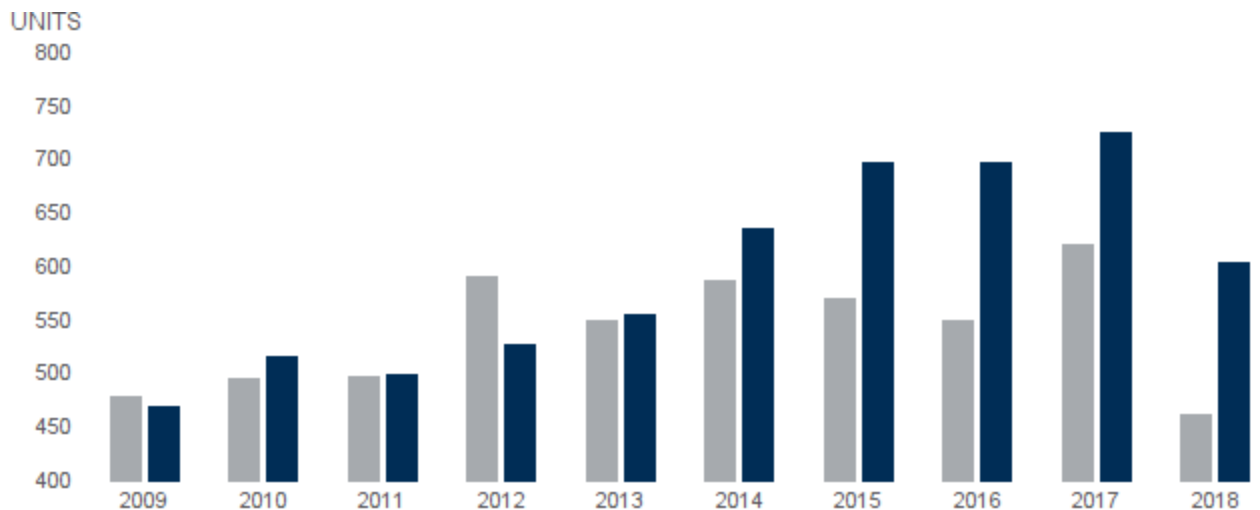
## MARKET SUMMARY

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)

Market Summary	Month to Date			Year to Date		
	September 2018	September 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	63	60	5% <span style="color:blue">▲</span>	578	599	-3.51% <span style="color:blue">▼</span>
Sold Listings	38	59	-35.59% <span style="color:blue">▼</span>	454	441	2.95% <span style="color:blue">▲</span>
Median Listing Price	\$899,000	\$949,000	-5.27% <span style="color:blue">▼</span>	\$925,000	\$850,000	8.82% <span style="color:blue">▲</span>
Median Selling Price	\$917,500	\$930,000	-1.34% <span style="color:blue">▼</span>	\$950,000	\$859,000	10.59% <span style="color:blue">▲</span>
Median Days on Market	21	19	10.53% <span style="color:blue">▲</span>	10	15	-33.33% <span style="color:blue">▼</span>
List/Sell Price Ratio	100.1%	100.8%	-0.66% <span style="color:blue">▼</span>	102.9%	100.4%	2.48% <span style="color:blue">▲</span>
Average Listing Price	\$1,012,464	\$970,528	4.32% <span style="color:blue">▲</span>	\$1,008,635	\$930,881	8.35% <span style="color:blue">▲</span>
Average Selling Price	\$1,009,238	\$970,680	3.97% <span style="color:blue">▲</span>	\$1,032,874	\$931,103	10.93% <span style="color:blue">▲</span>
Average Days on Market	33	26	26.92% <span style="color:blue">▲</span>	25	31	-19.35% <span style="color:blue">▼</span>

## SOLD AND NEW PROPERTIES (UNITS)

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



<span style="color:grey">■</span> Sold Properties	478	495	498	590	549	586	571	550	620	462
<span style="color:darkblue">■</span> New Properties	470	516	500	527	555	635	698	698	726	603
Sold Volume	\$275.17M	\$284.66M	\$271.70M	\$341.42M	\$365.99M	\$439.32M	\$485.76M	\$489.67M	\$581.57M	\$478.57M
Listing Volume	\$278.41M	\$292.77M	\$280.73M	\$312.98M	\$393.62M	\$510.37M	\$642.84M	\$684.20M	\$709.44M	\$637.98M
Median Sale Price	\$523K	\$525K	\$480K	\$531K	\$636K	\$680K	\$778K	\$810K	\$874K	\$950K

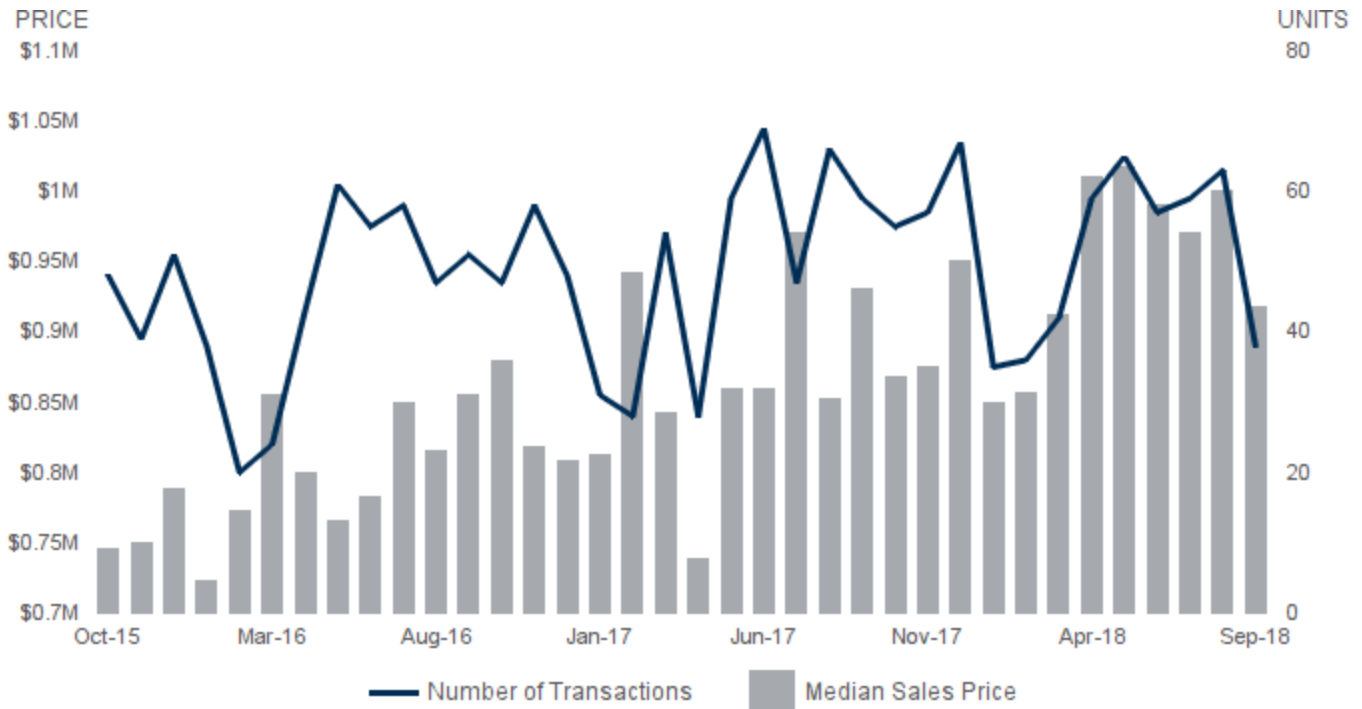
**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.

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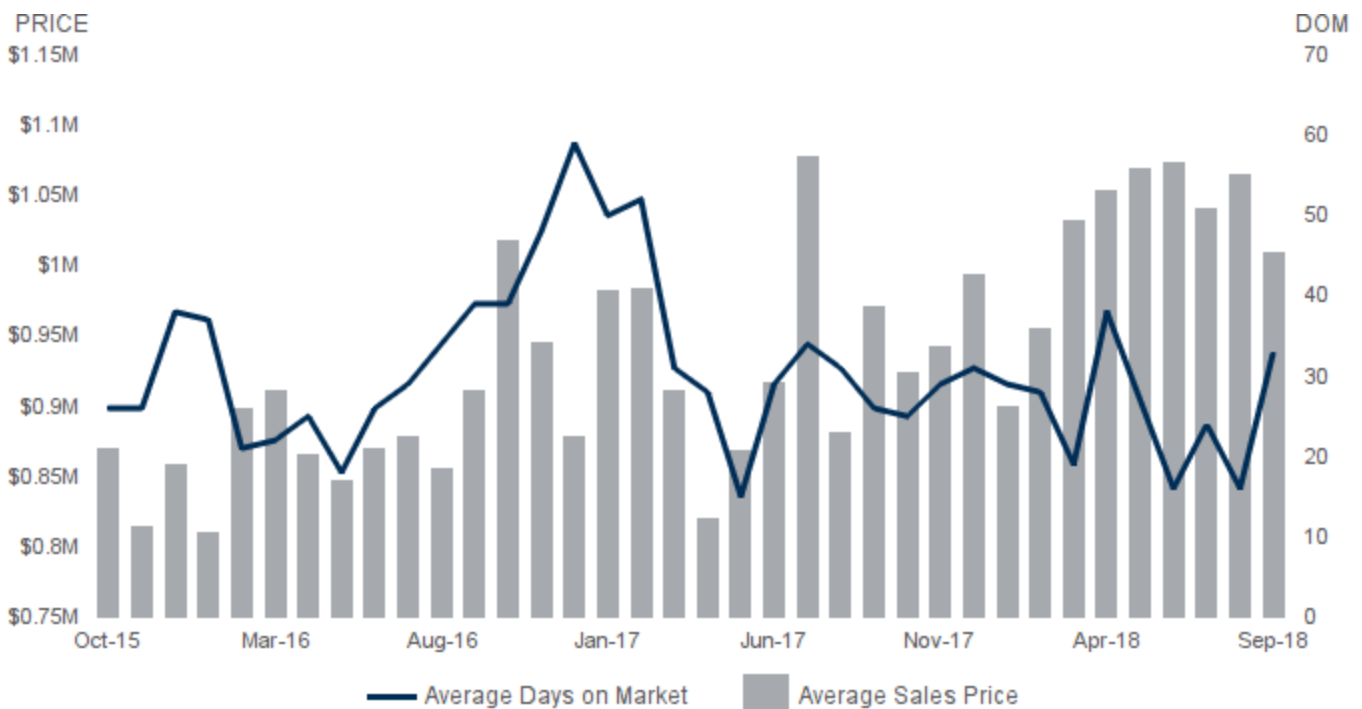
## MEDIAN SALES PRICE AND NUMBER OF SALES

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**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.

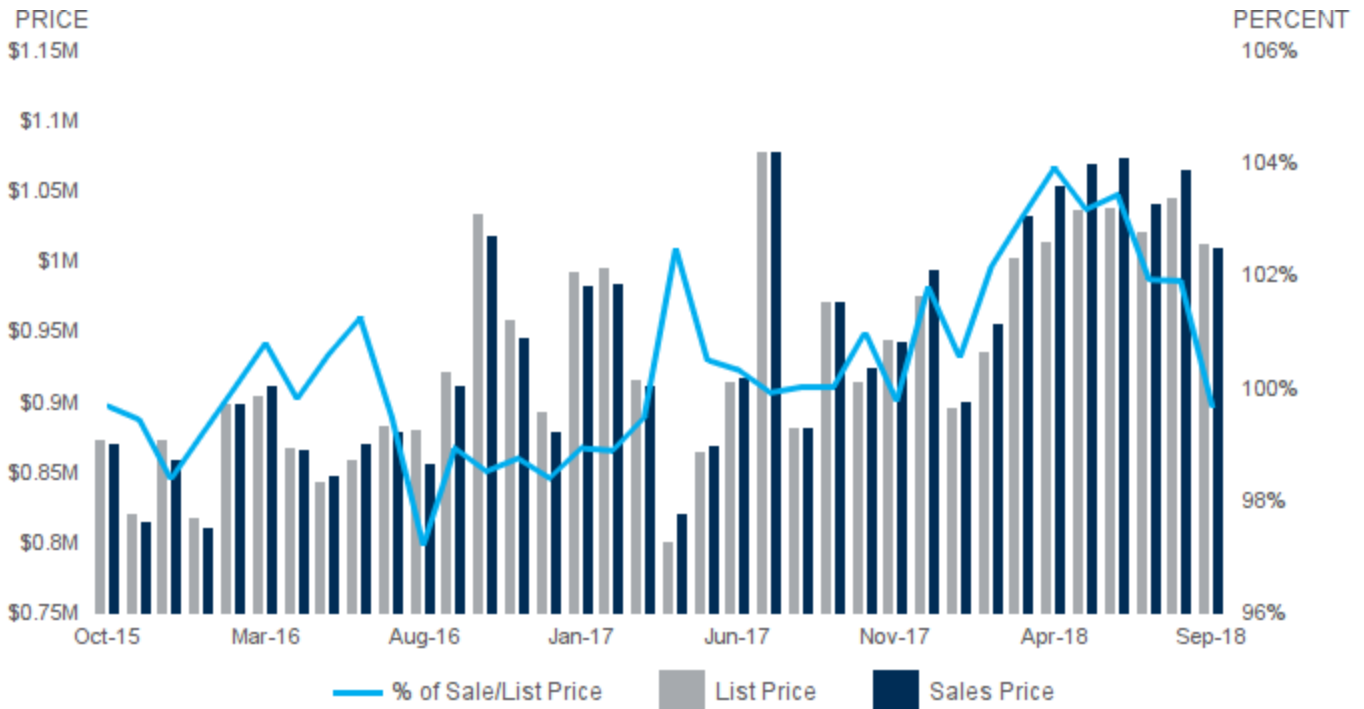
**Average Sales Price** | Average sales price for all properties sold.

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

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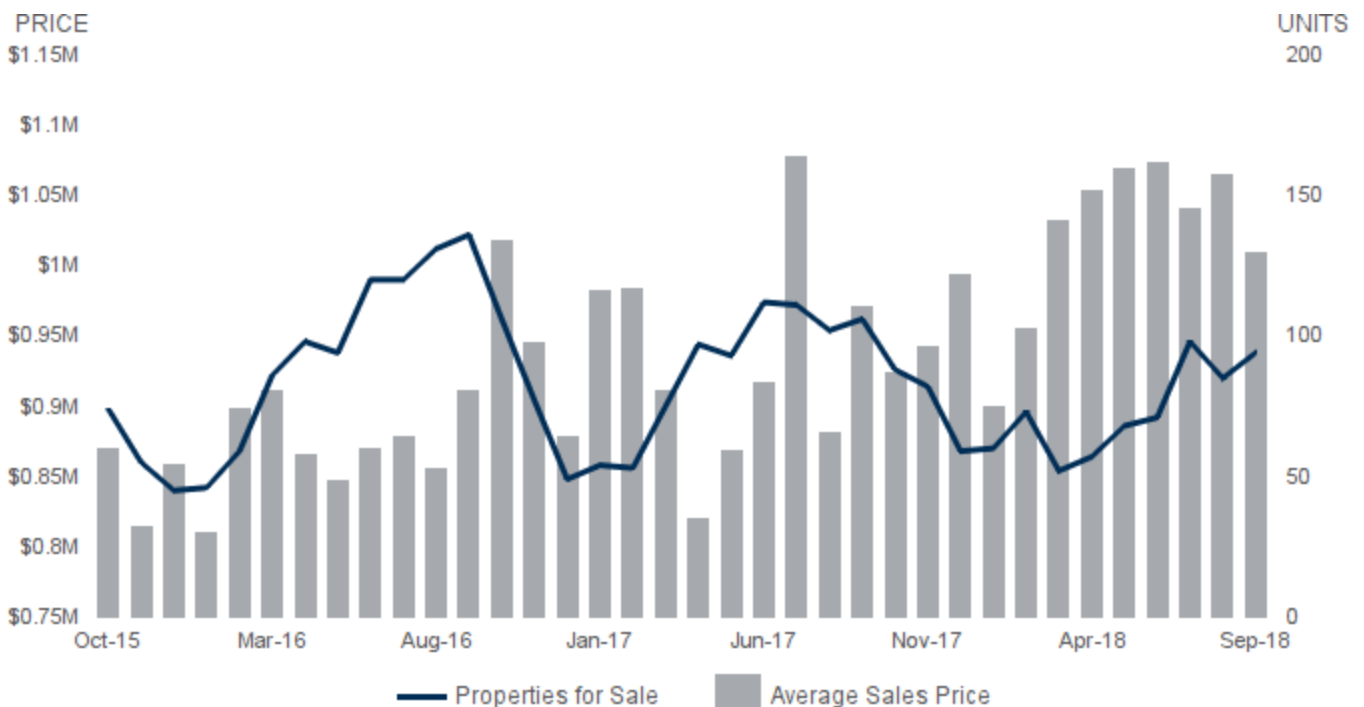
## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



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

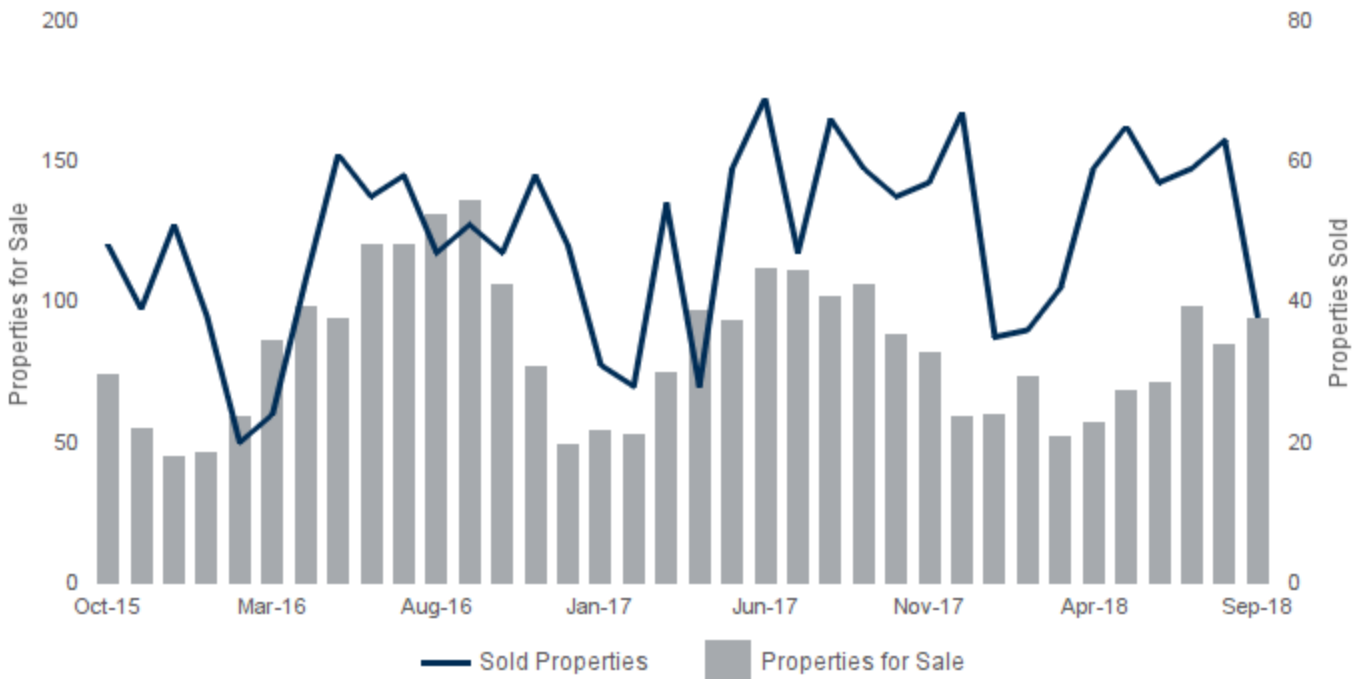
**Average Sales Price** | Average sales price for all properties sold.

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

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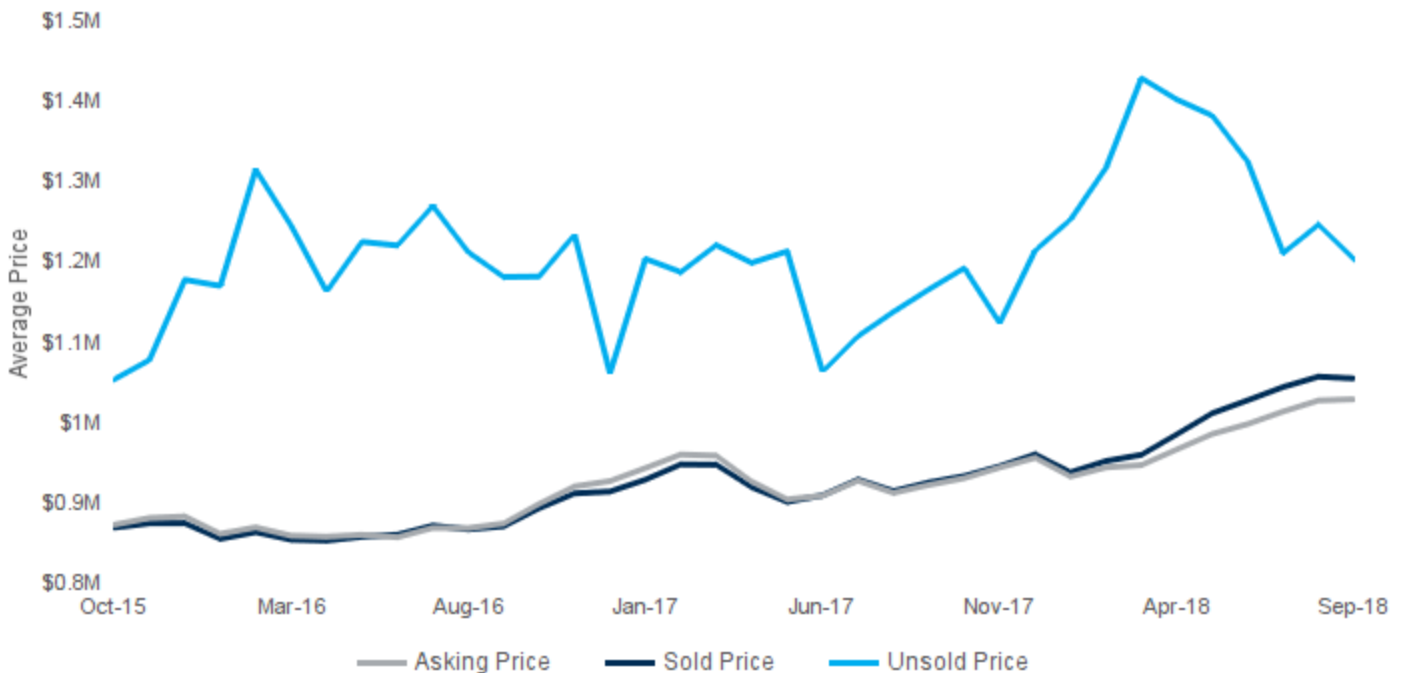
## PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



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

**Sold Properties** | Number of properties sold.

**Unsold Price** | the average active list price

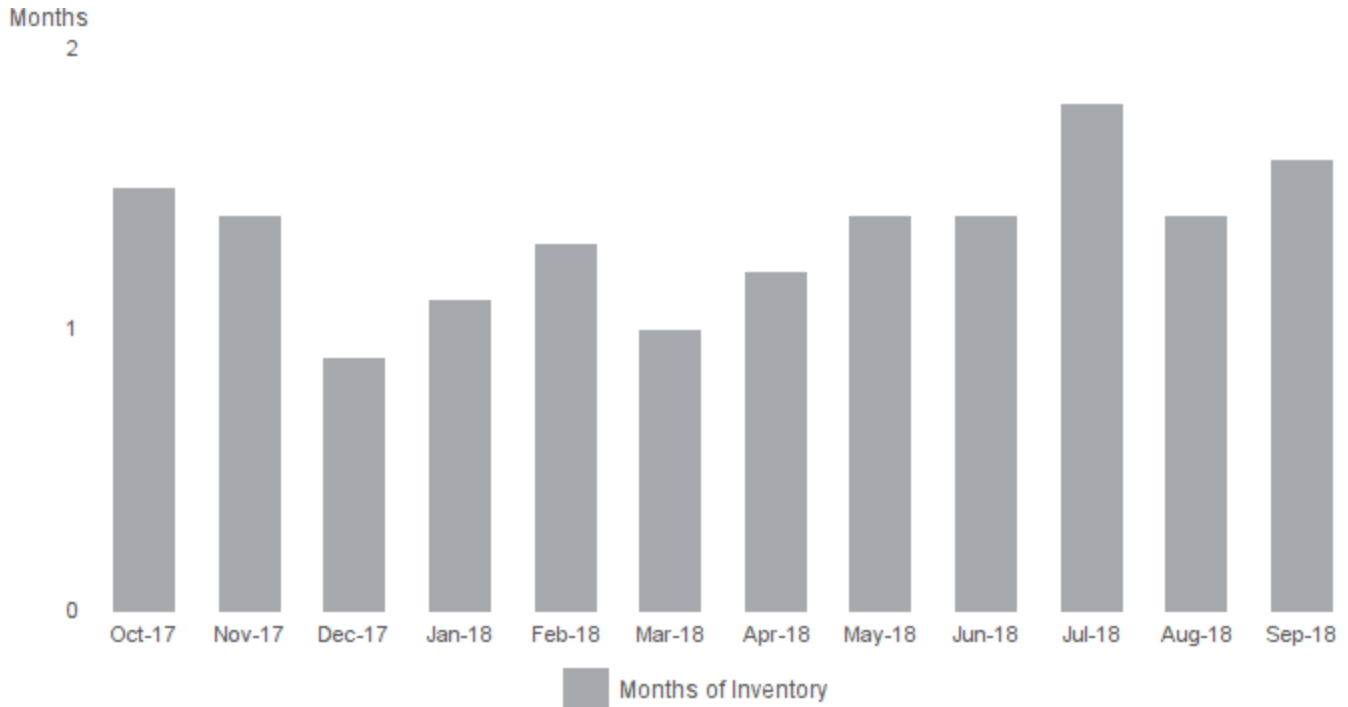
**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

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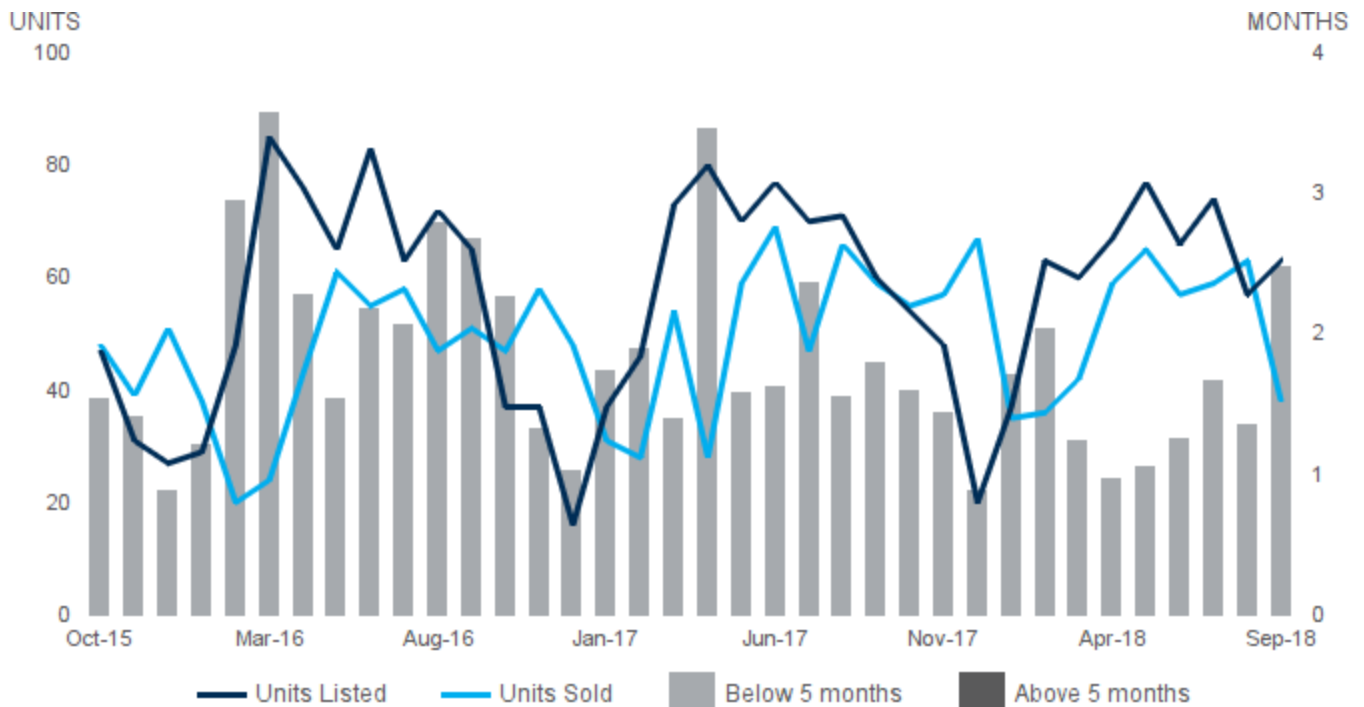
## ABSORPTION RATE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## MONTHS SUPPLY OF INVENTORY

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**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** | 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.



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