

MORGAN HILL / GILROY / SAN MARTIN

GILROY

MONTHLY AREA REPORT

JULY 2018

ALL PROPERTY TYPES (SFH & CONDOS/TOWNHOMES)



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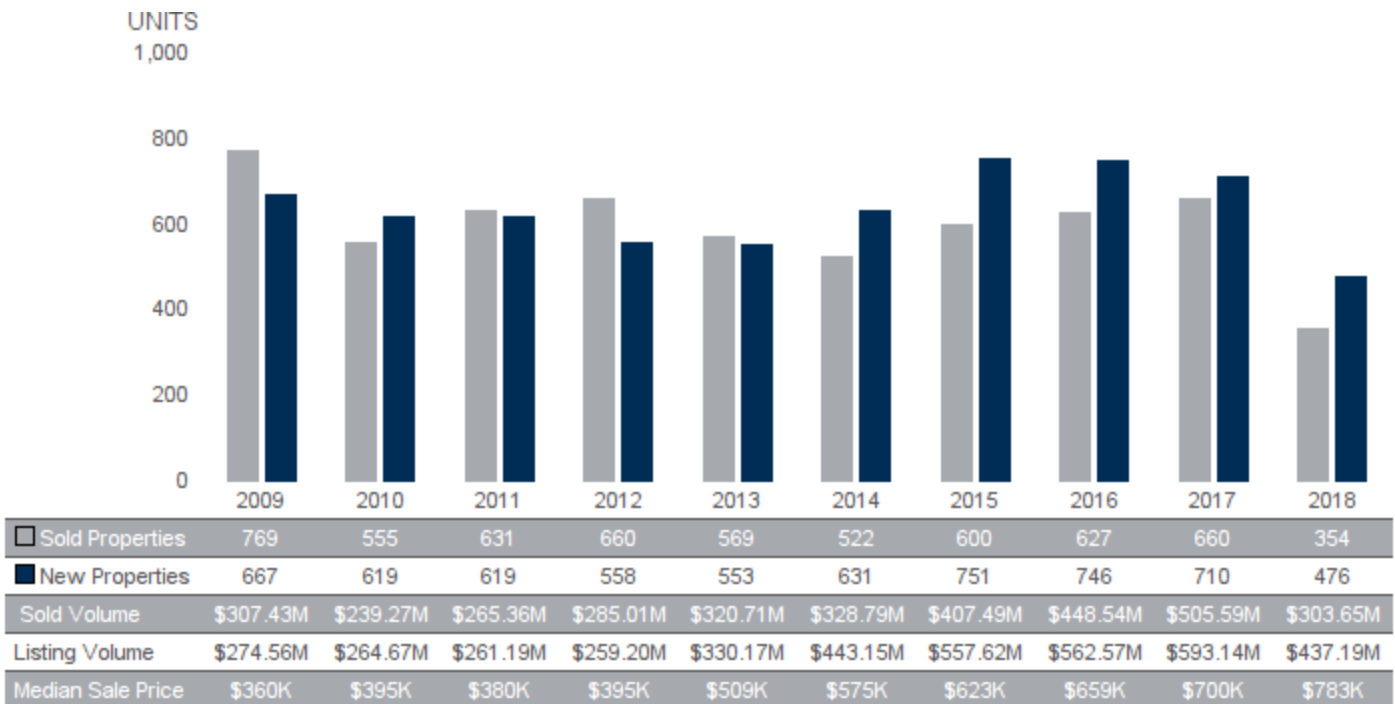
MARKET SUMMARY

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

Market Summary	Month to Date			Year to Date		
	July 2018	July 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	55	63	-12.7% ↓	461	461	0%
Sold Listings	53	77	-31.17% ↓	347	392	-11.48% ↓
Median Listing Price	\$799,000	\$710,000	12.54% ↑	\$770,000	\$685,000	12.41% ↑
Median Selling Price	\$820,000	\$720,500	13.81% ↑	\$785,000	\$687,500	14.18% ↑
Median Days on Market	13	9	44.44% ↑	9	12	-25% ↓
List/Sell Price Ratio	101.2%	100.5%	0.74% ↑	102.1%	100.2%	1.91% ↑
Average Listing Price	\$880,876	\$776,843	13.39% ↑	\$847,108	\$748,793	13.13% ↑
Average Selling Price	\$885,366	\$777,179	13.92% ↑	\$860,113	\$746,692	15.19% ↑
Average Days on Market	22	23	-4.35% ↓	20	30	-33.33% ↓

SOLD AND NEW PROPERTIES (UNITS)

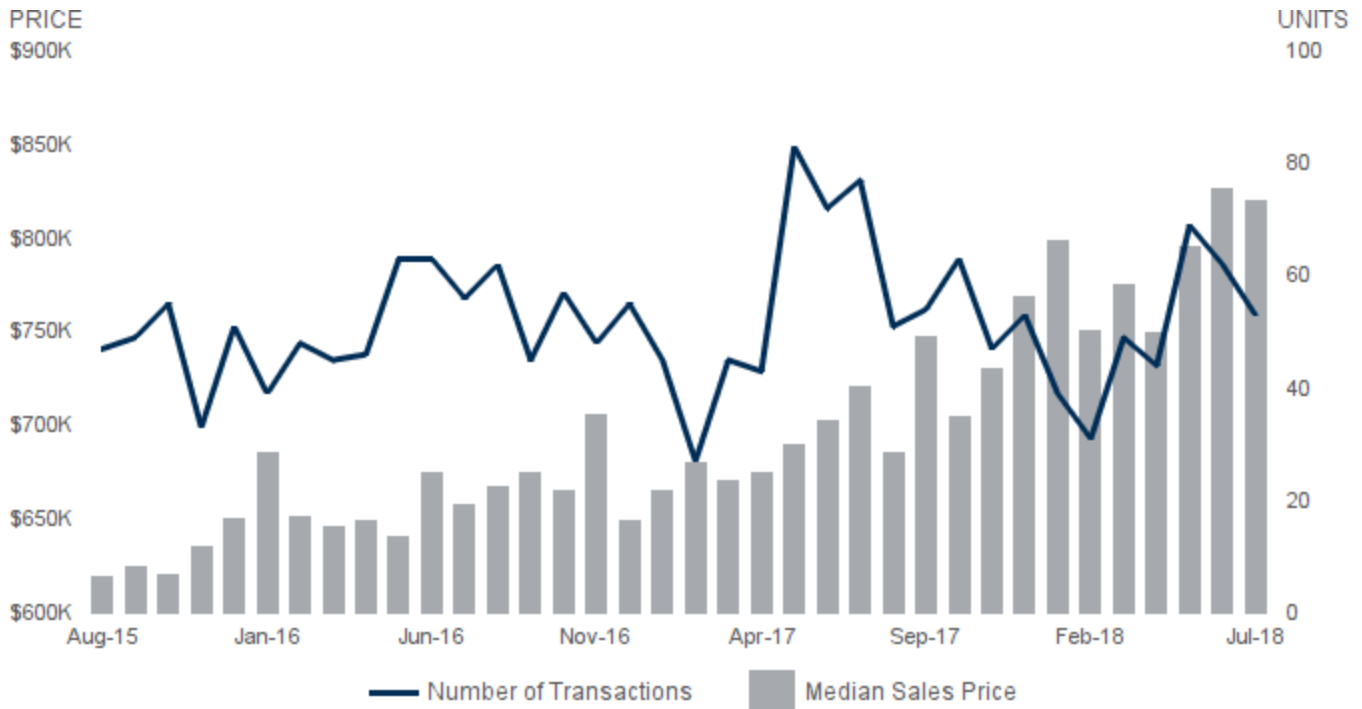
July 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.

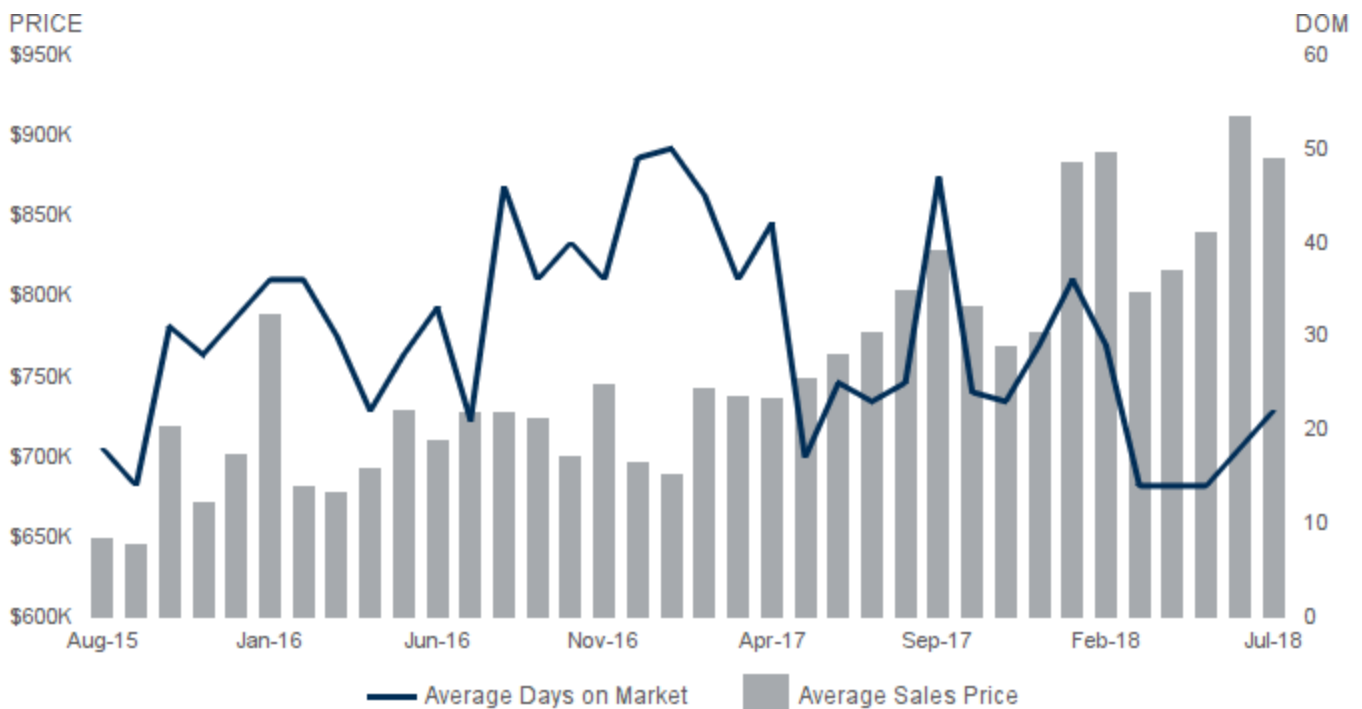
MEDIAN SALES PRICE AND NUMBER OF SALES

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



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

July 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.

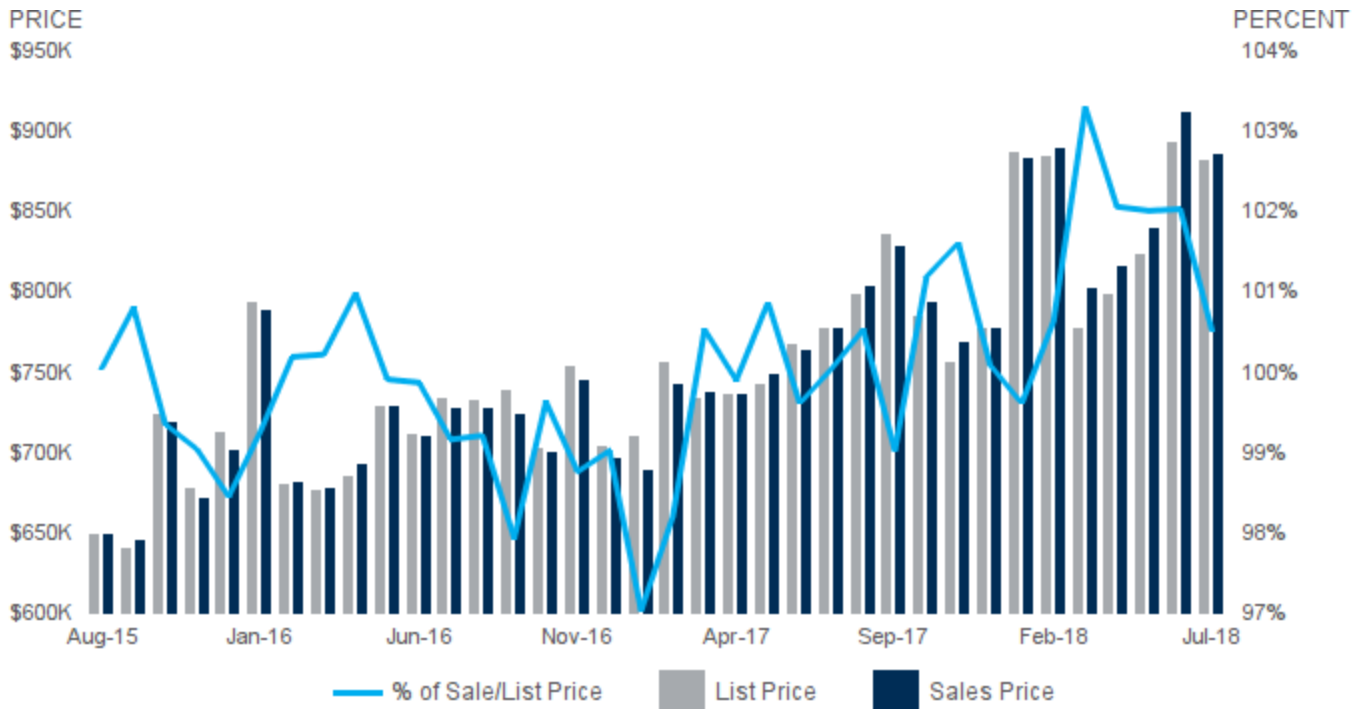
Average Sales Price | Average sales price for all properties sold.

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

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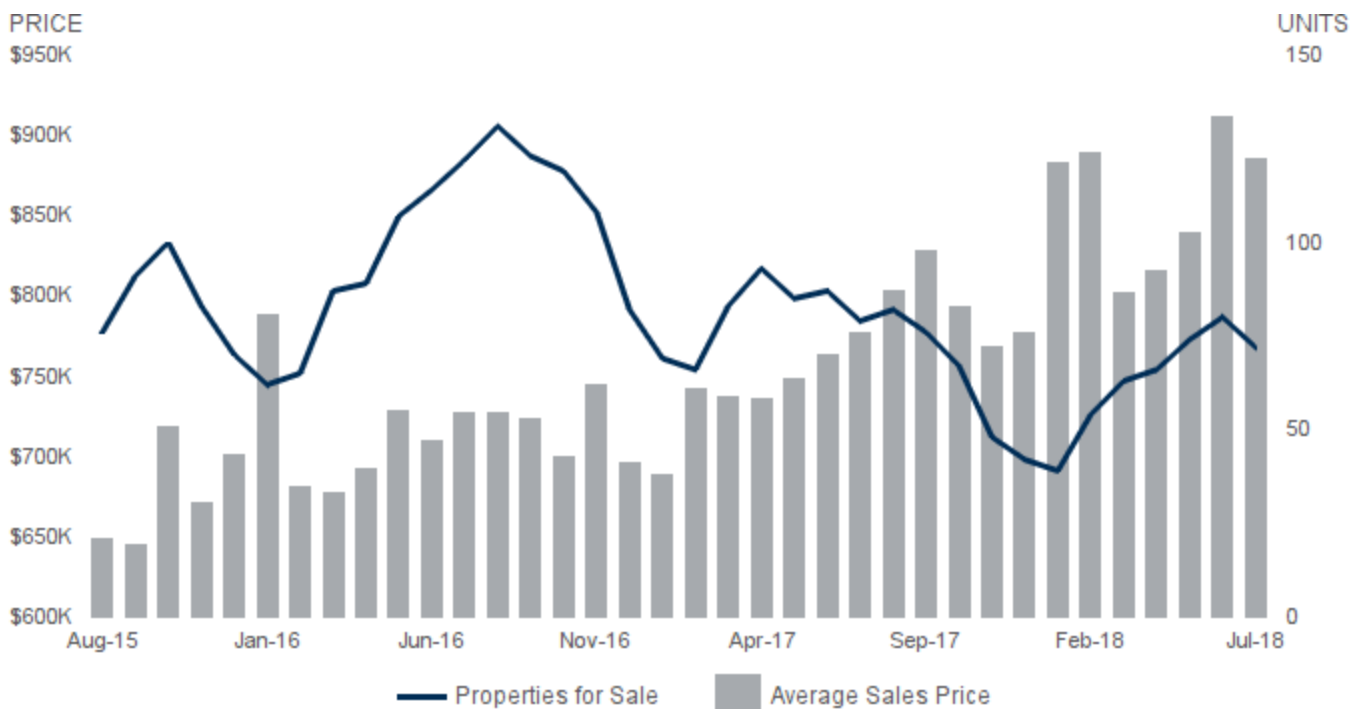
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

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



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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



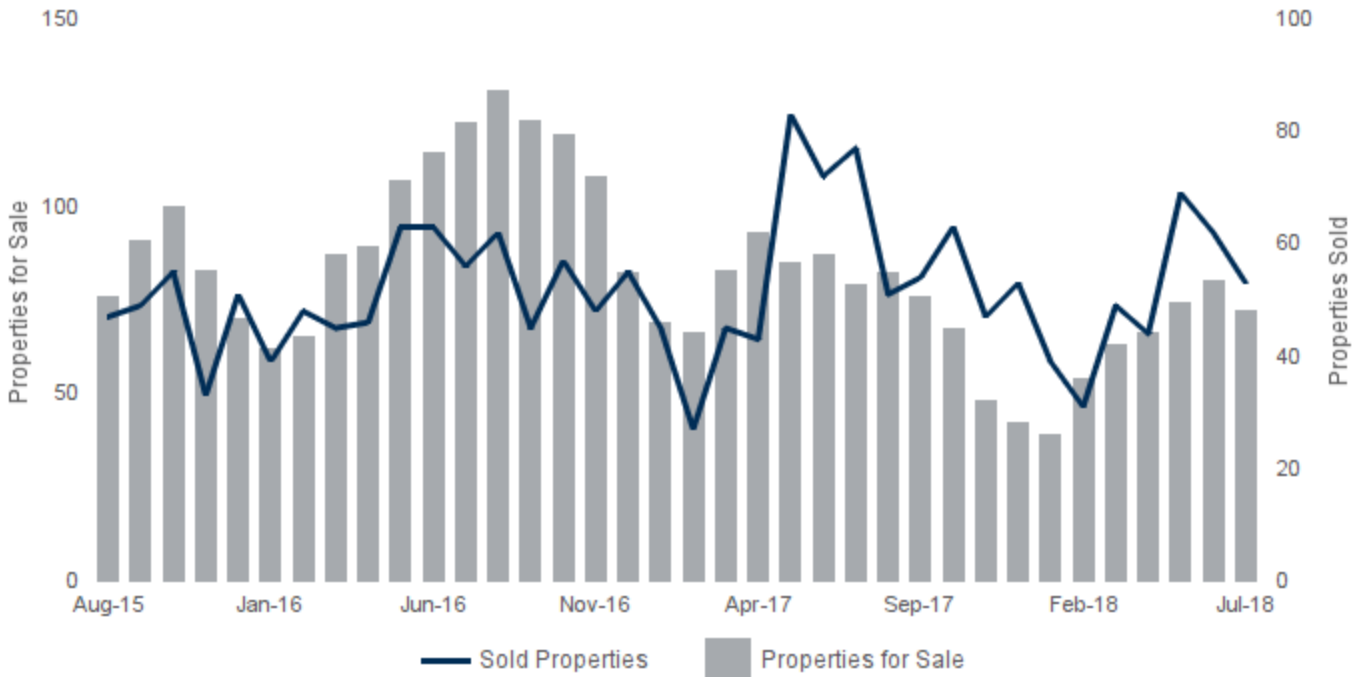
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

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

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

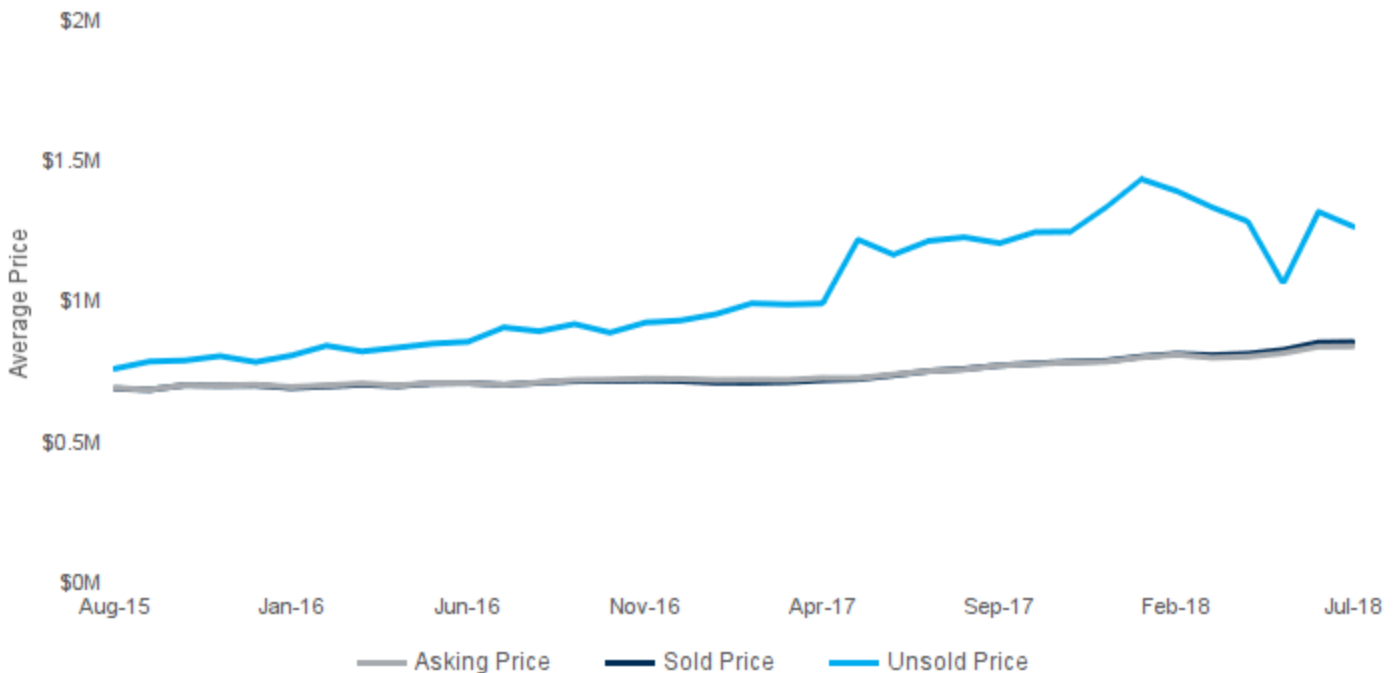
PROPERTIES FOR SALE AND SOLD PROPERTIES

July 2018 | All Property Types (SFH & Condos/Townhomes) ?



AVERAGE ASKING/SOLD/UNSOLD PRICE

July 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

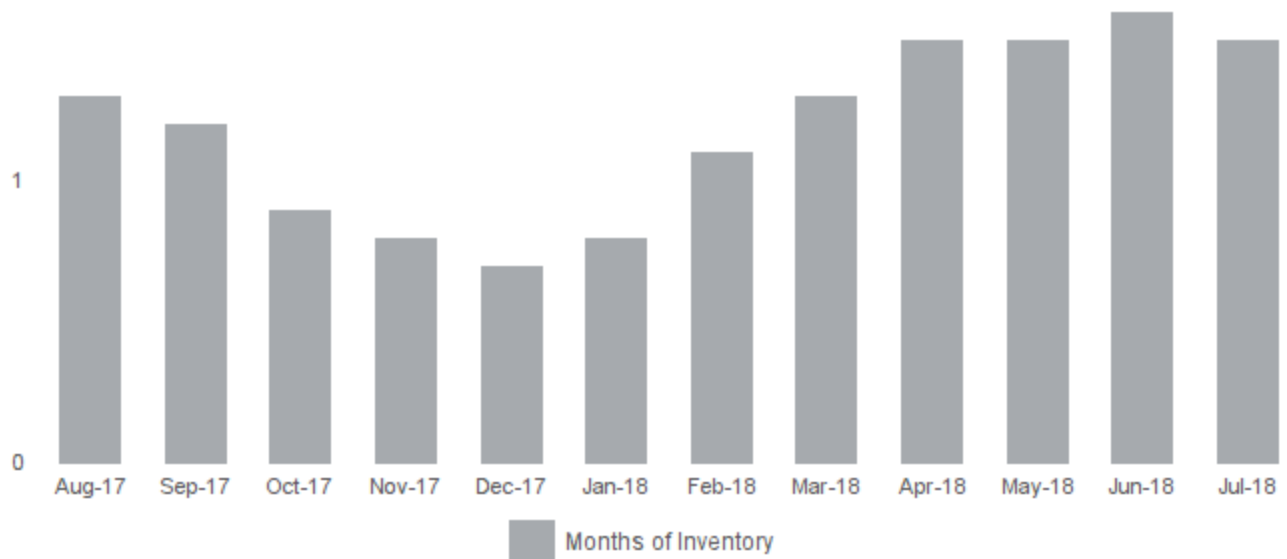
Asking Price | the average asking price of sold properties

Sold Price | the average selling price

ABSORPTION RATE

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

Months
2

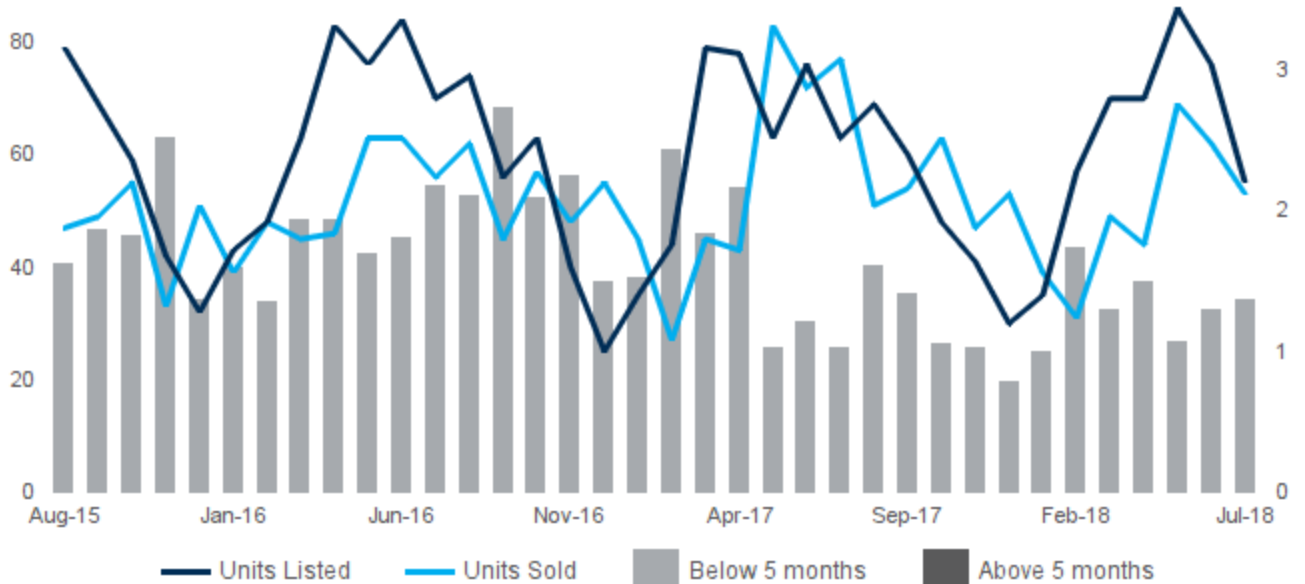


MONTHS SUPPLY OF INVENTORY

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

UNITS
100

MONTHS
4



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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