

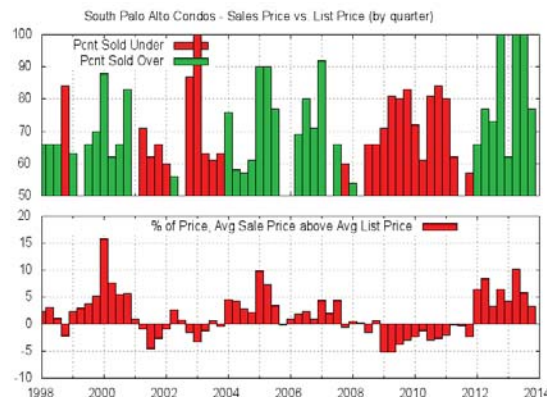
Nearhood Home Values

South Palo Alto Condos, Palo Alto CA (Dec 31, 2013)

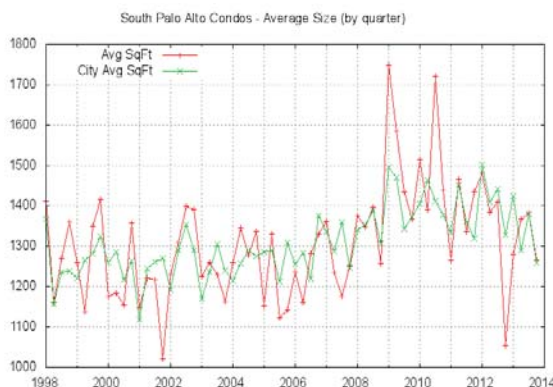
Juliana Lee
650-857-1000



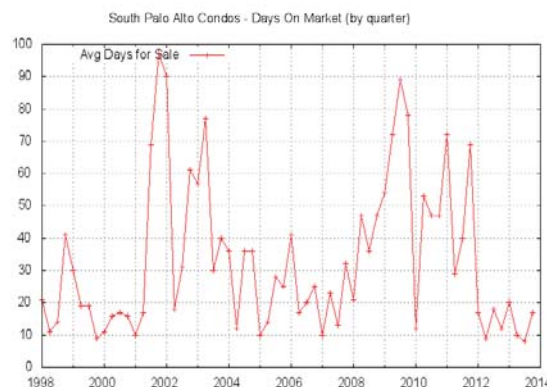
The avg price per sq ft for this neighborhood tracks the city avg. but is slightly less. Downtown and South Palo Alto are the only neighborhoods with a significant number of sales.



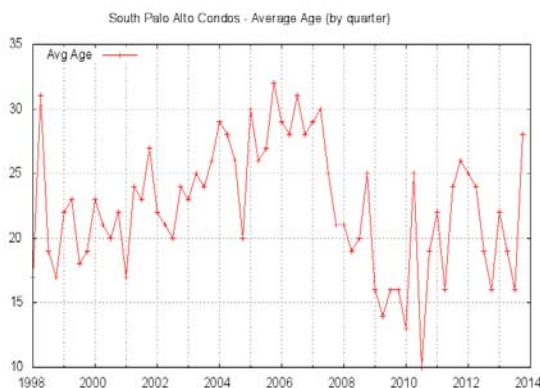
These two plots show market conditions quickly. The green area in the top plot shows homes selling over list price; a sign of increasing competition to buy a home. The bottom plot shows the avg percentage paid over/under list price.



When comparing prices in neighborhoods it is important to compare home specifications. The average size of a condo sold in this neighborhood tended to be a little less than the city wide average until 2008.



The average days on market (days to sell a condo) has been quite low since the beginning of 2012.



The average age of a condo sold in this neighborhood decreased significantly starting in 2007.



The high price of condos in downtown Palo Alto drives the city wide average fairly high. South Palo Alto and Downtown are the only two neighborhoods with more than about three sales per quarter.

Visit JulianaLee.com
for more information about home values in your
neighborhood, zip, or city

A second \$50,000 thank you gift to local public education.



Juliana Lee MBA / LLB

A little over 30 years ago, after graduating from Fu Jen law school, I came to the Bay Area to earn an MBA and start a new life. I came alone to the United States as a student. Expenses and restrictions on work were challenges I had to face. For me, education provided the knowledge and credibility to succeed selling real estate. I believe many of the struggling people in our communities will use education to open the door to a better life.

Selling homes is a fiercely competitive business. Success depends upon skill, hard work, and upon the thoughtful minds of the people in our communities. I'm donating \$50,000 for the second year in a row to *Partners in Education* (a local nonprofit foundation supporting local public schools) so that they can further help our schools.

Although I was the top 2 agent nationwide at Keller Williams, \$50,000 is a large amount of money to me. By helping fund education, I want to help struggling families in our wonderful community.

I hope others will also take money and time from their business and add to the open hearts and open minds of our wonderful community. Please support our schools: papie.org

You don't need to go back to school to sell your home.

Call Juliana Lee, MBA/LLB - 650-857-1000

Not sure if you are ready to move to a new home? Quickly get answers so that you make the best choice. Let's talk, you'll get information and experienced advice.

Go relax and party while I sell your home.

Enjoy a free two night stay in a peaceful Las Vegas vacation home, close to the strip, while or after I sell your home."

- * 25+ years experience selling bay area homes
- * 25+ years building my local network
- * 25+ year connection to China & Asia
- * 25+ year resident, support Partners in Education (papie.org)

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our nation's largest with over 80,000 agents

kw

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No obligation personal consultation for your real estate decisions.

