



Palo Alto Rental Property Newsletter – December, 2008 ©

Leon Leong, Realtor
California DRE License #01432446
Office: 650-224-4574
E-Mail: leonghomes@gmail.com

Cashin Company Realtors
1377 El Camino Real
Menlo Park, CA 94025
www.cashin.com

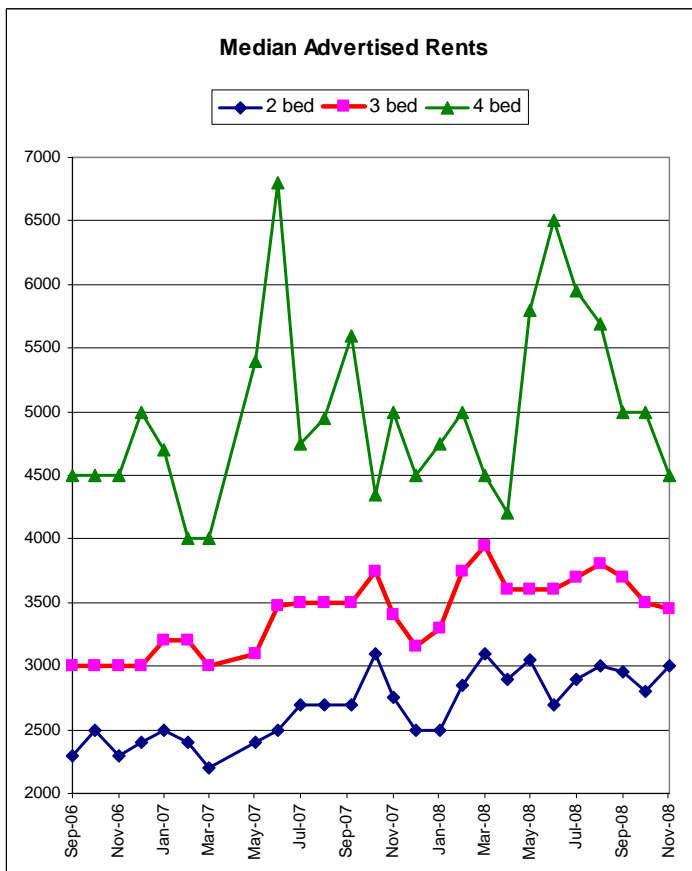


Neighborhood Rental Rates

I counted over **98** single family & condominium rentals this last month, versus the 102 advertised the month before. The median advertised prices:

- Of the 2 bedroom homes, the median price is \$3,000/month, with 2/3rd priced above \$2,950.
- Of the 3 bedroom homes, the median rental price is \$3,450, with 2/3rd priced above \$3,195.
- Of 4 bedroom homes, the median rental price is \$4,500 with 2/3rd priced above \$3,950.

Many of the 2 bedroom rentals under \$2,800 appear to have been rented, moving the average up. The number of rentals advertised is much higher than normal for this time of the year. With many companies either laying off or not hiring, I expect higher priced rental properties to move very slowly.



Sales Update

The market has changed since September 27, the day that Lehman Brothers went bankrupt, and federal bailouts were needed for the many of the financial institutions. Buyers face stiffening requirements for loans (banks are requiring higher down payments & lower debt to income ratios) and buyers in general have suffered a loss of equity in the decline of the stock market, and may even feel less confident in their job security.

Real estate agents when they price homes for listing on the market look at sales in the previous six months; these are homes that sold before the economic shocks that have happened since late September. Those sales are no longer as relevant for determining home values. Pricing a home for sale requires knowledge of the market sales activity since the start of the economic shocks of late September.

Here are some statistics that I've gathered for single family homes in the Palo Alto real estate market:

- * Listings on the market from Sept 27 – Nov 15: 148
- * Number of listings taken off market: 19
- * Number of price reductions: 48
- * Number of homes sold: 23
- * Number of homes pending sale: 15

Sales are occurring, but the pricing needs to be attractive; Palo Alto has retained its property values better than many other areas of the California and the country.

If you know of anyone who would like help in buying or selling real estate, have them give me a call.

New Office

Cashin Company Realtors' Palo Alto office has merged with the Menlo Park office, and so I do have a new postal address and fax number. My focus continues to be the Palo Alto Rental Property market, and I am continuing my activities in the Palo Alto Realtor's district Local Government Relations & the Silicon Valley Association of Realtor's Political Action Committee in being an advocate for Rental Property owner's property rights.

Thanks to many of the readers of my newsletter, I've been fortunate to have another good year for my business, both in sales & leases. I appreciate both your business & referrals.

Hope your holidays are filled with joy, and have a happy New Year!

To receive this newsletter by e-mail, please send your e-mail address to lleong@cashin.com

Palo Alto Rental Property Newsletter – Decemeber, 2008 ©

Leon Leong, Realtor
 California DRE License #01432446
 Office: 650-224-4574
 E-Mail: leonghomes@gmail.com

Cashin Company Realtors
 1377 El Camino Real
 Menlo Park, CA 94025
 www.cashin.com



Rental Rates by Neighborhood © - Single Family Homes/Condos

Neighborhood	2 Bedroom	3 Bedroom	4+ Bedroom
Barron Park, Green Acres I/II	Range: \$1600-3500 Average: \$2,331	Range: \$1800-5950 Average: \$3,312	Range: \$2800-8000 Average: \$4,712
College Terrace, Evergreen Park, Southgate	Range: \$1400-3900 Average: \$2,347	Range: \$2000-4200 Average: 2,996	Range: \$2900-9950 Average: \$5,230
Crescent Park	Range: \$1550-6250 Average: \$3,150	Range: \$2000-8000 Average: \$4,364	Range: \$4400-15000 Average: \$7,205
Downtown North/University South	Range: \$1645-6000 Average: \$2,765	Range: \$1695-6500 Average: \$3,571	Range: \$2900-8900 Average: \$5,239
Duveneck, Green Gables, Community Center, Triple El	Range: \$1600-3500 Average: \$2,456	Range: \$2000-6000 Average: \$3,386	Range: \$2400-8000 Average: \$4,887
Fairmeadow, Meadow Park, Charleston Gardens	Range: \$2100-3500 Average: \$3,000	Range: \$1800-4500 Average: \$3,029	Range: \$2250-11,500 Average: \$3,688
Green Meadow, Walnut Grove Grendell, Greenhouse	Range: \$1295-3000 Average: \$1,964	Range: \$1899-4500 Average: \$2,784	Range: \$2600-5000 Average: 3,565
Midtown	Range: \$1350-3600 Average: \$2,257	Range: \$1595-5500 Average: \$2,874	Range: \$2250-9500 Average: \$3,985
Old Palo Alto, Leland Manor	Range: \$1400-5000 Average: \$2,519	Range: \$1995-8000 Average: \$3,643	Range: \$2400-15000 Average: \$6,297
Palo Verde, South of Midtown	Range: \$1395-3200 Average: \$2,314	Range: \$1975-6200 Average: \$2,954	Range: \$2375-7000 Average: \$4,406
Ventura, Charleston Meadows	Range: \$1500-3500 Average: \$2,230	Range: \$1600-5800 Average: \$3,265	Range: \$2500-7500 Average: \$4,205

Data Points: 1904 (Jan, 2004 – Present)

Sample Property Sales: October – November, 2008

Neighborhood	Street	Type	Bed	Bath	Sales Price
Barron Park	Ilima Ct	House	3	2	\$1,449,000
Barron Park	La Donna Ave	House	3	1	\$1,000,000
Barron Park	Villa Vista	Townhouse	3	2.5	\$912,000
Duveneck	Hamilton Ave	House	5	3	\$1,630,000
Green Gables	Morton Way	House	3	1	\$1,020,000
Greenmeadow	Tioga Ct	House	3	2	\$1,455,000
Midtown	Moreno Ave	House	3	2	\$1,330,000
Midtown	Greer Rd	House	3	1	\$1,080,000
Midtown	Tasso St	House	2	1	\$1,150,000
South Midtown	South Ct	House	3	2	\$1,150,000
University South	Cowper	Townhouse	3	2.5	\$970,000
Ventura	Margarita Ave	House	2	1	\$825,000

To receive this newsletter by e-mail, please send your e-mail address to lleong@cashin.com