

the One Stop Realtor for busy professionals
Silicon Valley homes & investments nationwide



Avi Urban
EE, Real Estate Consultant
CalBRE #: 0148572
The Urban Team

650.305.1111

avi@650and408homes.com
www.650and408homes.com



505 Hamilton Ave. Suite 100
Palo Alto, CA 94301

April/May 2016
Inside This Issue

- > LOCAL MARKET TRENDS 1
- > HOME STATISTICS 2
- > CONDO STATISTICS 3
- > HOME SALES & PENDING CHART... 4
- > SV150 INDEX CORNER..... 4
- > INVESTORS CORNER..... 4

San Mateo County

The Real Estate Market Trends Report

Prices Continue to Rise

Just two months ago we were reporting on whispers of a market correction. We debunked that wishful thinking.

Now, the median and average prices for single-family, re-sales homes have increased each month since the beginning of the year.

The median price for homes has been over \$1,000,000 every month but one since March 2014.

Not to be undone, the median price for re-sale condominiums/townhomes has been higher than the year before every month but one since June 2012.

The median price for condos/townhomes went over \$600,000 for the first time last May, and have stayed there ever since. The median price has been higher than the year before for the past fifty-nine months in a row.

MARCH SALES STATISTICS SINGLE-FAMILY HOMES

Year-Over-Year

- Median home prices fell by 7.7% year-over-year to \$1,200,000 from \$1,300,000.
- The average home sales price rose by 1.5% year-over-year to \$1,647,640 from \$1,623,160.

- Home sales fell by 15.5% year-over-year to 289 from 342.
- Total inventory* fell 13.7% year-over-year to 656 from 760.
- Sales price vs. list price ratio fell by 2.7% year-over-year to 106.3% from 109.3%.

Month-Over-Month

- Median home prices improved by 3.6% to \$1,200,000 from \$1,158,500.
- The average home sales price rose by 12.8% to \$1,647,640 from \$1,460,890.
- Home sales up by 55.4% to 289 from 186.
- Total inventory* increased 15.1% to 656 from 570.
- Sales price vs. list price ratio dropped by 1.9% to 106.3% from 108.4%.

CONDOMINIUMS

Year-Over-Year

- Median condo prices increased by 10.0% year-over-year to \$729,000 from \$662,500.
- The average condo sales price rose by 7.5% year-over-year to \$769,286 from \$715,612.
- Condo sales fell by 6.9% year-over-year to 108 from 116.
- Total inventory* fell 8.3% year-over-year to 198 from 216.
- Sales price vs. list price ratio fell by 0.6% year-over-year to 105.9% from 106.6%.

Month-Over-Month

Trends at a Glance

(Single-family Homes)

	Mar 16	Feb 16	Mar 15
Median Price:	\$1,200,000	\$1,158,500	\$1,300,000
Average Price:	\$1,647,640	\$1,460,890	\$1,623,160
Home Sales:	289	186	342
Pending Sales:	298	223	341
Active Listings:	358	347	419
SP/LP Ratio	106.3%	108.4%	109.3%
Days on Market:	23	30	22
Days of Inventory:	37	52	37

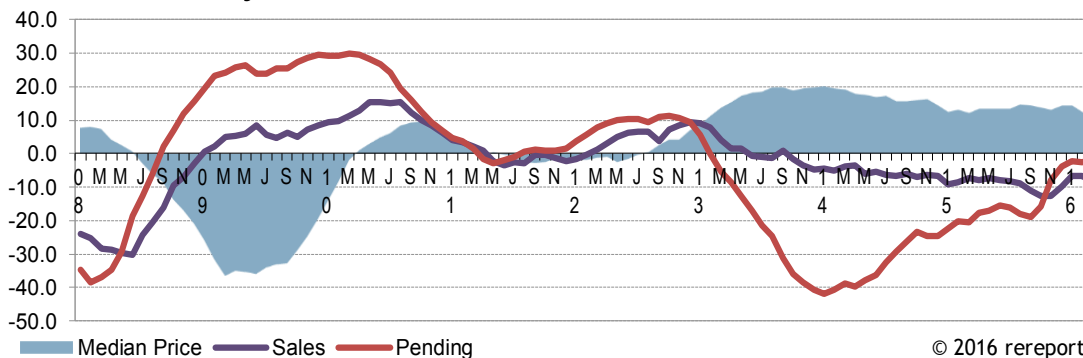
(Townhomes/Condos)

	Mar 16	Feb 16	Mar 15
Median Price:	\$729,000	\$755,000	\$662,500
Average Price:	\$769,286	\$809,111	\$715,612
Home Sales:	108	80	116
Pending Sales:	110	69	127
Active Listings:	88	83	89
SP/LP Ratio	105.9%	105.9%	106.6%
Days on Market:	19	25	21
Days of Inventory:	24	29	23

- Median condo prices slipped by 3.4% to \$729,000 from \$755,000.
- The average condo sales price fell by 4.9% to \$769,286 from \$809,111.
- Condo sales up by 35.0% to 108 from 80.
- Total inventory* increased 30.3% to 198 from 152.
- Sales price vs. list price ratio dropped by 0.0% to 105.9% from 105.9%.

* Total inventory is active listings plus contingent or pending listings. Active listings do not include contingent listings.

San Mateo County Homes: Momentum



© 2016 rereport.com

VISIT

<http://avi.rereport.com/>

for a free on-line market analysis of your property. You can also perform your own personal search of properties for sale.

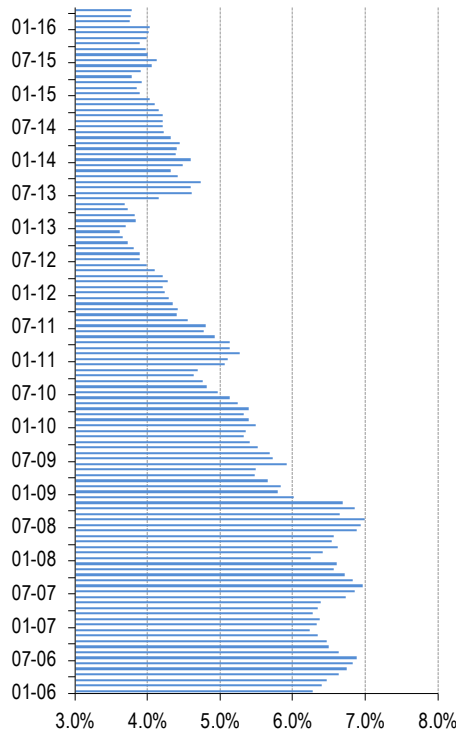
Is NOW a good time to buy your Silicon Valley Home?

For more information go to the "Seminars" tab on my web site

<http://www.650and408homes.com>

Mortgage Rate Outlook

30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by HSH.com. The average includes mortgages of all sizes, including conforming, "expanded conforming," and jumbo.

YELLEN TALKS DOWN RATES

April 1, 2016 -- Apparently wary financial markets took the Fed's most recent message to heart this week, as Federal Reserve Chair Janet Yellen expounded on the reasons why the Fed is likely to keep rates down for a longer period of time.

While reiterating that the Fed will make policy choices based upon inbound economic data, she made it fairly clear that recent global risks to economic growth bear consideration, intimating that the Fed is in a better position to address too-rapid growth and inflation than to manage a situation where growth has faltered. As such, it's better to err on the side of caution, leaving rates lower for longer.

Low interest rates help to spur economic activity by encouraging (among other things) borrowing by businesses to invest in expanding operations. With domestic economic growth yet fairly soft and inflation still below the Fed's 2 percent limit, the Fed has plenty of space to be patient in lifting rates toward more normal levels. Current expectations are that the Fed will lift the federal funds target rate twice this year, with the next change probably still months away from happening. For would be homebuyers, this is good news: Provided there is housing inventory available to buy, low mortgage rates should help promote a solid spring homebuying season.

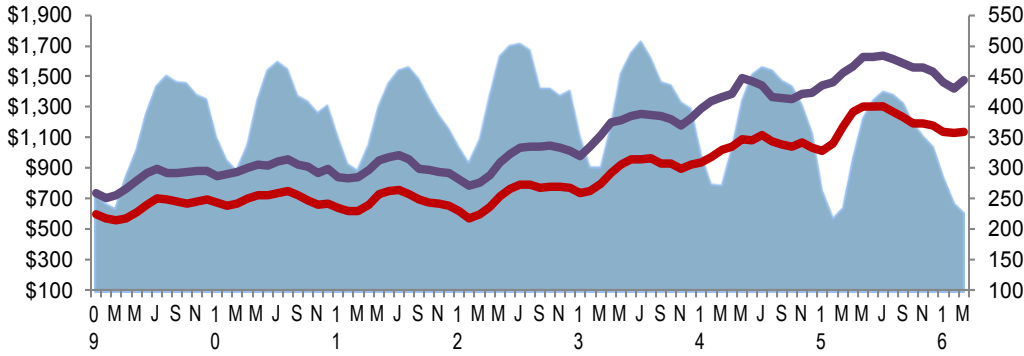
HSH.com's broad-market mortgage tracker -- our weekly Fixed-Rate Mortgage Indicator (FRMI) -- found that the overall average rate for 30-year fixed-

rate mortgages eased by two basis points (.02 percent), slipping back to an average 3.78 percent. The FRMI's 15-year companion found a little less space to fall, with this week's average trimming just a single basis point off of last week's tally to ease to an average rate of 3.16 percent. Popular with first-time homebuyers, rates on fully-insured FHA-backed 30-year FRMs remain considerably below their Fannie and Freddie counterparts and declined more than they did, falling by a five basis points to land at an average interest rate of 3.59 percent. Meanwhile, the overall 5/1 Hybrid ARM continued to edge closer to the 3 percent mark, easing by one one-hundredth of one percent to land at 3.01 percent for the week. At present, all rates remain closer to 2016 lows than highs as we begin the second quarter of the year.

San Mateo County - March 2016												
Single-Family Homes									% Change from Year Before			
Prices									Prices			
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,200,000	\$ 1,647,640	289	298	358	37	106.3%	-7.7%	1.5%	-15.5%	-12.6%	-14.6%
Atherton	\$ 5,712,500	\$ 7,182,120	8	7	28	105	101.5%	-23.9%	-16.8%	33.3%	-12.5%	75.0%
Belmont	\$ 1,521,500	\$ 1,490,500	6	17	9	45	105.3%	6.3%	6.2%	-70.0%	6.3%	-10.0%
Brisbane	\$ 750,000	\$ 866,667	3	3	4	40	110.8%	9.9%	10.5%	-31.3%	41.7%	-9.1%
Burlingame	\$ 1,998,000	\$ 2,066,860	11	17	10	27	108.8%	13.2%	14.7%	72.2%	9.1%	-32.1%
Daly City	\$ 860,000	\$ 880,239	31	24	19	18	109.5%	-13.1%	-6.6%	0.0%	-50.0%	200.0%
El Granada	\$ 960,000	\$ 991,200	5	3	6	36	101.2%	-18.6%	-18.1%	50.0%	-15.4%	0.0%
East Palo Alto	\$ 700,000	\$ 695,167	9	11	10	33	101.9%	-3.5%	-5.9%	-36.4%	0.0%	-20.0%
Foster City	\$ 1,390,000	\$ 1,375,000	7	7	4	17	113.9%	-16.9%	2.9%	-11.1%	57.1%	37.5%
Hillsborough	\$ 3,325,000	\$ 3,793,750	8	11	33	124	96.7%	13.0%	18.5%	-50.0%	-69.2%	53.3%
Half Moon Bay	\$ 1,150,000	\$ 1,288,140	7	4	23	98	98.5%	31.0%	12.0%	-25.0%	-57.1%	-20.0%
Millbrae	\$ 1,720,000	\$ 1,610,890	9	6	12	40	103.9%	1.0%	-3.2%	9.1%	9.1%	75.0%
Menlo Park	\$ 2,425,000	\$ 2,241,980	24	24	21	26	106.3%	n/a	n/a	n/a	-33.3%	-85.7%
Montara	\$ 1,018,400	\$ 1,009,200	4	2	1	7	101.1%	-47.7%	-47.7%	0.0%	-50.0%	150.0%
Moss Beach	\$ 1,125,000	\$ 1,125,000	2	1	5	75	98.6%	0.9%	13.9%	25.0%	-40.0%	-28.1%
Pacifica	\$ 798,500	\$ 900,120	20	15	23	34	105.4%	8.8%	-4.7%	0.0%	-50.0%	-57.1%
Portola Valley	\$ 2,350,000	\$ 2,502,000	3	4	6	60	111.2%	14.3%	10.4%	-23.9%	-15.9%	20.0%
Redwood City	\$ 1,500,000	\$ 1,506,200	35	37	48	41	108.7%	n/a	n/a	n/a	50.0%	n/a
Redwood Shores	\$ 1,795,000	\$ 1,823,600	5	3	1	6	105.7%	3.6%	3.1%	-7.1%	-31.8%	-12.5%
San Bruno	\$ 912,000	\$ 912,385	13	15	14	32	112.8%	6.3%	-2.4%	-38.9%	41.7%	16.7%
San Carlos	\$ 1,685,000	\$ 1,622,270	11	17	14	38	105.2%	5.3%	-5.0%	-33.3%	-21.3%	3.7%
San Mateo	\$ 1,390,000	\$ 1,386,940	34	37	28	25	107.6%	5.8%	8.0%	21.1%	20.0%	41.7%
S. San Francisco	\$ 852,000	\$ 886,044	23	24	17	22	107.9%	0.0%	0.0%	0.0%	0.0%	-44.8%
Woodside	\$ 3,200,000	\$ 4,055,000	9	5	16	53	95.1%	-7.7%	1.5%	-15.5%	-12.6%	-14.6%

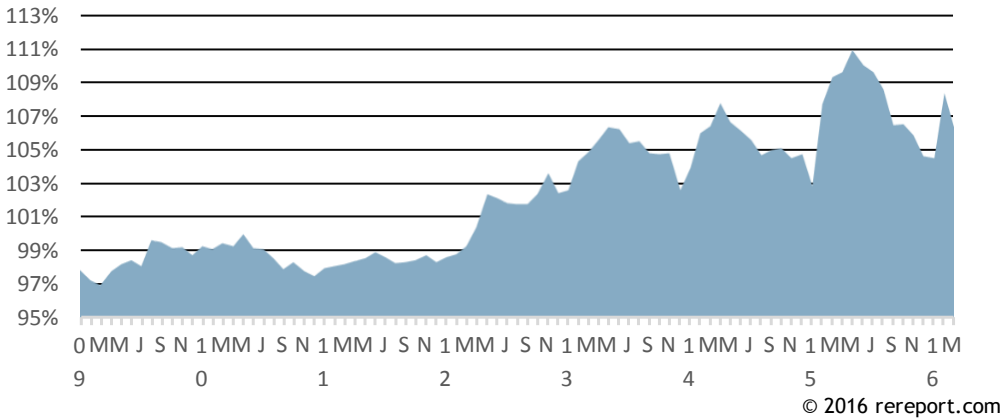
San Mateo County Homes - Median & Average Prices & Sales

(3-month moving average—prices in \$000's)



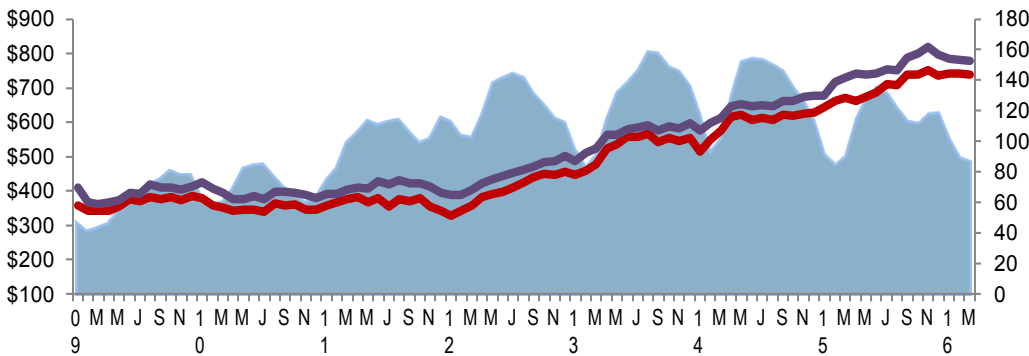
Get straight answers to your real estate questions?
 Call 650-305-1111
 or [email me](#)
 to schedule a complementary and confidential meeting.

San Mateo County Homes: Sales Price/Listing Price Ratio



San Mateo County Condos- Median & Average Prices & Sales

(3-month moving average—prices in \$000's)



San Mateo County - March 2016

Condos/Townhomes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
County	\$ 729,000	\$ 769,286	108	110	88	24	105.9%	10.0%	7.5%	-6.9%	-13.4%	-1.1%
Belmont	\$ 840,000	\$ 840,000	2	2	1	15	101.7%	20.7%	14.8%	-33.3%	0.0%	0.0%
Brisbane	\$ 655,000	\$ 655,000	1	0	1	30	109.3%	0.0%	100.0%	0.0%	0.0%	-66.7%
Burlingame	\$ 905,000	\$ 928,571	7	1	2	9	103.4%	-5.7%	-5.9%	0.0%	0.0%	-50.0%
Daly City	\$ 477,750	\$ 487,675	20	12	9	13	105.1%	3.9%	-3.9%	122.2%	-36.8%	50.0%
Foster City	\$ 1,115,000	\$ 1,077,200	5	11	13	78	116.6%	44.8%	39.9%	-44.4%	-21.4%	62.5%
Menlo Park	\$ 1,200,000	\$ 1,642,600	5	8	4	24	99.9%	-11.0%	20.0%	-28.6%	100.0%	0.0%
Pacifica	\$ 712,500	\$ 748,500	4	3	2	15	105.5%	2.5%	7.7%	100.0%	-50.0%	0.0%
Redwood City	\$ 895,000	\$ 959,750	8	8	2	7	108.3%	2.3%	15.8%	14.3%	-42.9%	-66.7%
Redwood Shores	\$ 955,000	\$ 969,000	5	8	3	18	110.0%	-1.8%	-1.7%	25.0%	33.3%	n/a
San Bruno	\$ 351,500	\$ 375,986	8	3	9	34	103.1%	8.2%	12.6%	-11.1%	-70.0%	-18.2%
San Carlos	\$ 875,000	\$ 975,300	5	8	10	60	106.0%	6.1%	9.8%	-54.5%	300.0%	100.0%
San Mateo	\$ 750,000	\$ 773,381	21	33	23	33	106.6%	31.6%	18.5%	-25.0%	43.5%	4.5%
S. San Francisco	\$ 578,000	\$ 634,312	8	5	7	26	104.0%	-4.5%	4.8%	-11.1%	-58.3%	250.0%

Table Definitions

Median Price

The price at which 50% of prices were higher and 50% were lower.

Average Price

Add all prices and divide by the number of sales.

SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

Pend

Property under contract to sell that hasn't closed escrow.

Inven

Number of properties actively for sale as of the last day of the month.

the One Stop Realtor for busy professionals
Silicon Valley homes & investments nationwide



Avi Urban

650.305.1111

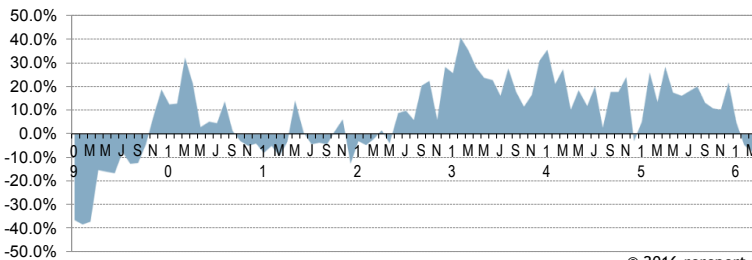
EE, Real Estate Consultant
CalBRE #: 0148572
The Urban Team

avi@650and408homes.com
www.650and408homes.com



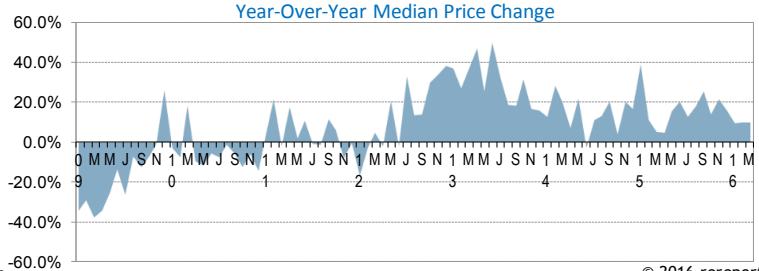
505 Hamilton Ave. Suite 100
Palo Alto, CA 94301

San Mateo County Homes: Year-Over-Year Median Price Change



© 2016 rereport.com

San Mateo County Townhomes: Year-Over-Year Median Price Change



© 2016 rereport.com

The Silicon Valley's Real estate market is a derivative of the local economy, it prospers and withers depending on how well the local knowledge-based sector performs. The San Jose Mercury News tracks the largest 150 publicly traded companies headquartered in Silicon Valley via an index called the SV150, which you can lookup at www.mercurynews.com. Stocks are valued based on many criteria, but the most important criterion is a company's future earnings. Therefore, I view the SV150 as a leading indicator for the Silicon Valley's real estate market. View this month's annual index chart



Investors Corner

Home Price Increases Continue in January According to the S&P/Case-Shiller Home Price Indices

New York, March 29, 2016 – S&P Dow Jones Indices today released the latest results for the S&P/Case-Shiller Home Price Indices, the leading measure of U.S. home prices. Data released today for January 2016 show that home prices continued their rise across the country over the last 12 months. More than 27 years of history for these data series is available, and can be accessed in full by going to www.homeprice.spdji.com. Additional content on the housing market can also be found on S&P Dow Jones and more <https://goo.gl/QMaHzr>

Is it time to seriously consider investing in real estate?

Signup for my [Real Estate Investment Alerts](#) and you'll receive my real estate investment opportunities

For City by City Trend Report go to the **Market Trends Report** tab on my web site at

www.650and408homes.com