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Silicon Valley homes & investments nationwide



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

650.305.1111

avi@urban.realtor
www.urban.realtor

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361 Lytton Ave. Suite 200
Palo Alto, CA 94301

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San Mateo County

The Real Estate Market Trends Report

Home Prices Pop Again

Prices for single-family, re-sale homes rose by double-digits in September.

That's two of the past three months the median price has been higher than the year before by double-digits.

The median price for homes gained 11.9% over last September. At \$1,436,250, the median price is within shouting distance of the all-time high of \$1,485,000 set in July.

The average price for homes rose 8.8% to \$1,754,060.

The median price for condos gained 6.4%. The average price for condos was up 18.6% over last September.

Multiple offers continue to be the norm. The sales price to list price ratio, or what buyers are paying over what sellers are asking remains at triple digits: 108.9% for homes and 105.3% for condos.

The ratio has been over 100% for homes since April 2012 and for condos since June 2012.

Homes and condos are flying off the shelf. It is taking only twenty-five days to sell a home, on average. Condos are taking twenty-two days.

All of this is due to an incredible lack of inventory. Since January 2003, San Mateo County has averaged 84 days of inventory. Last month it was thirty-five. The number

of homes for sale as of the fifth of September were 421. The average is 1,287.

Condos have averaged 94 days since 2000. Last month it was twenty-three. The number of condos for sale as of the fifth of September were 87. The average is 350.

VISIT

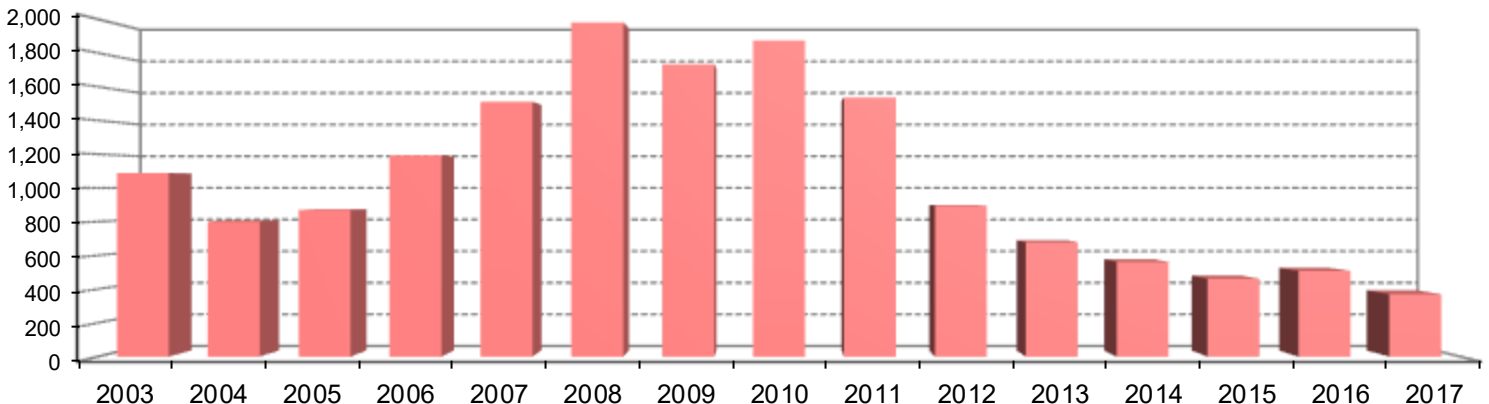
<http://avi.rereport.com/>

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

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San Mateo County

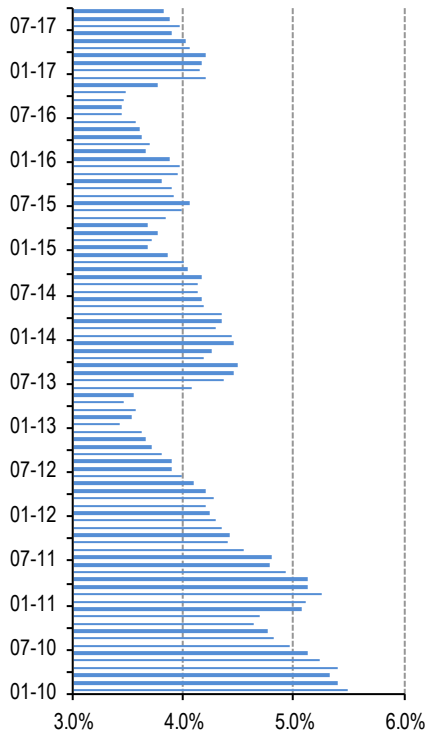
Average Monthly Active Listings SFR



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

For more information go to <http://urban.realtor/home-buyers-seminar/>

30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

Preparing to Sell Your Home? The 5 Best Projects to do Now

By: Jennifer Nelson

Planning on selling your home soon? Take an objective look around your home from a buyer's perspective. What would stop you from making an offer? What do you need to do to put your home's best face forward?

Here are some projects to jump on now in order for your home to be in tip-top shape for a sale:

#1 Update Your Curb Appeal

- Make sure the bushes are all trimmed.
- Re-mulch or replace stone walkways and paths
- Remove any dead plants and trees, and aerate your lawn so it will be lush.
- Pressure wash the driveway, the front walk, and the exterior of your home.
- If need be, have the exterior of the house painted.

- At the very least, apply a fresh coat of paint on the front door.

#2 Get a Home Inspection

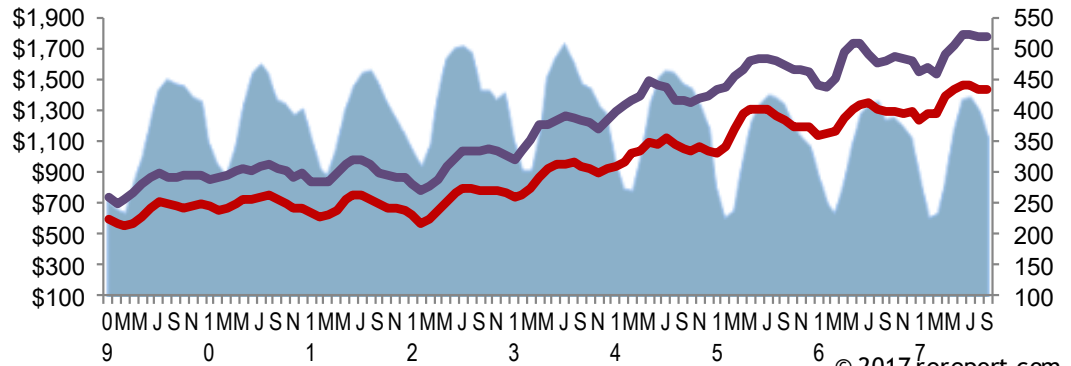
The NATIONAL ASSOCIATION OF REALTORS® says 77% of homebuyers have an inspection done before completing a home purchase. To avoid nasty surprises once you're in the process of selling your home, have your own inspection done, and make any repairs before you list the home.

You should know that if the inspection does discover any flaws, even if you fix them, you will have to disclose them. But that's still a much better strategy than letting the buyer find flaws, which gives them bargaining leverage.

#3 Replace Flooring and Paint Walls

(Continued on page 4)

San Mateo County Homes - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



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San Mateo County - September 2017												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,436,250	\$ 1,754,060	352	366	421	35	108.9%	11.9%	5.8%	-3.3%	-9.0%	-36.1%
Atherton	\$ 7,237,500	\$ 7,243,750	4	2	29	210	98.5%	-55.4%	-55.3%	100.0%	-66.7%	-29.3%
Belmont	\$ 1,570,000	\$ 1,607,400	29	18	16	16	116.7%	10.2%	4.3%	93.3%	0.0%	-30.4%
Brisbane	\$ 785,000	\$ 903,075	8	3	3	11	103.4%	3.3%	19.9%	166.7%	50.0%	-72.7%
Burlingame	\$ 2,150,000	\$ 2,180,000	17	10	8	14	111.5%	2.4%	0.7%	-19.0%	-37.5%	-52.9%
Daly City	\$ 905,500	\$ 941,350	20	33	24	35	108.1%	9.9%	10.2%	-42.9%	-2.9%	-42.9%
East Palo Alto	\$ 880,000	\$ 885,000	11	13	14	37	106.5%	24.5%	15.7%	22.2%	85.7%	-26.3%
El Granada	\$ 1,220,000	\$ 1,195,000	4	7	8	58	102.1%	11.2%	8.9%	100.0%	16.7%	-33.3%
Foster City	\$ 1,846,500	\$ 1,776,700	8	7	3	11	105.7%	18.4%	11.6%	-11.1%	-22.2%	-75.0%
Half Moon Bay	\$ 1,285,000	\$ 1,458,080	15	19	22	43	99.2%	25.4%	25.2%	25.0%	72.7%	-26.7%
Hillsborough	\$ 3,700,000	\$ 4,500,910	11	10	37	98	97.1%	-5.1%	-10.7%	0.0%	0.0%	0.0%
Menlo Park	\$ 2,980,000	\$ 3,065,420	19	24	23	35	106.9%	67.4%	33.4%	-17.4%	-7.7%	-52.1%
Millbrae	\$ 1,740,000	\$ 1,774,870	15	8	9	17	116.0%	16.8%	15.6%	50.0%	-38.5%	-62.5%
Montara	\$ 1,040,000	\$ 1,090,000	3	1	9	87	97.7%	6.1%	11.2%	200.0%	100.0%	12.5%
Moss Beach	\$ -	\$ -	0	3	1	0	0.0%	-12.4%	-12.4%	100.0%	100.0%	-93.3%
Pacifica	\$ 999,500	\$ 1,069,230	26	30	20	22	109.9%	8.6%	11.0%	13.0%	25.0%	-57.4%
Portola Valley	\$ 4,300,000	\$ 3,855,000	5	8	15	87	101.7%	51.3%	35.6%	150.0%	33.3%	0.0%
Redwood City	\$ 1,455,000	\$ 1,560,170	35	41	48	40	108.8%	4.7%	4.6%	-28.6%	-22.6%	-28.4%
Redwood Shores	\$ -	\$ -	0	2	0	0	0.0%	14.0%	17.4%	-60.0%	-60.0%	-66.7%
S. San Francisco	\$ 949,000	\$ 968,911	36	27	8	6	110.7%	6.0%	3.0%	44.0%	8.0%	-71.4%
San Bruno	\$ 1,150,000	\$ 1,177,910	18	16	7	11	114.9%	22.3%	20.8%	5.9%	-44.8%	-75.9%
San Carlos	\$ 1,717,500	\$ 1,815,780	20	38	20	29	109.6%	0.4%	1.0%	17.6%	31.0%	-13.0%
San Mateo	\$ 1,400,000	\$ 1,589,230	53	45	37	20	111.1%	4.6%	14.8%	-15.9%	-4.3%	-39.3%
Woodside	\$ 2,175,050	\$ 2,667,910	10	7	37	107	96.3%	45.2%	-53.4%	42.9%	-36.4%	42.3%

September Statistics

Trends at a Glance

(Single-family Homes)

	Sep 17	Month %	Aug 17	Year %	Sep 16
Median Price:	\$1,436,250	5.1%	\$1,367,000	11.9%	\$1,283,000
Average Price:	\$1,754,060	1.6%	\$1,725,630	5.8%	\$1,658,020
Home Sales:	352	-4.3%	368	-3.3%	364
Pending Sales:	366	13.0%	324	-9.0%	402
Active Listings:	421	30.3%	323	-36.1%	659
SP/LP Ratio	108.9%	0.2%	108.7%	4.8%	103.9%
Days on Market	25	32.4%	19	-3.3%	26
Days of Inventory:	35	31.7%	26	-33.9%	53

(Condominiums)

	Sep 17	Month %	Aug 17	Year %	Sep 16
Median Price:	\$771,500	-5.9%	\$820,000	6.4%	\$725,000
Average Price:	\$897,437	0.3%	\$894,423	18.6%	\$757,007
Home Sales:	112	-18.2%	137	-8.2%	122
Pending Sales:	129	19.4%	108	0.8%	128
Active Listings:	87	3.6%	84	-53.0%	185
SP/LP Ratio	105.3%	-0.1%	105.4%	2.1%	103.1%
Days on Market	22	33.0%	17	-0.1%	23
Days of Inventory:	23	22.5%	18	-48.8%	44

Get straight answers to your real estate questions?

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or [email me](#)

to schedule

a complementary and confidential meeting.

San Mateo County Condos- Median & Average Prices & Sales

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

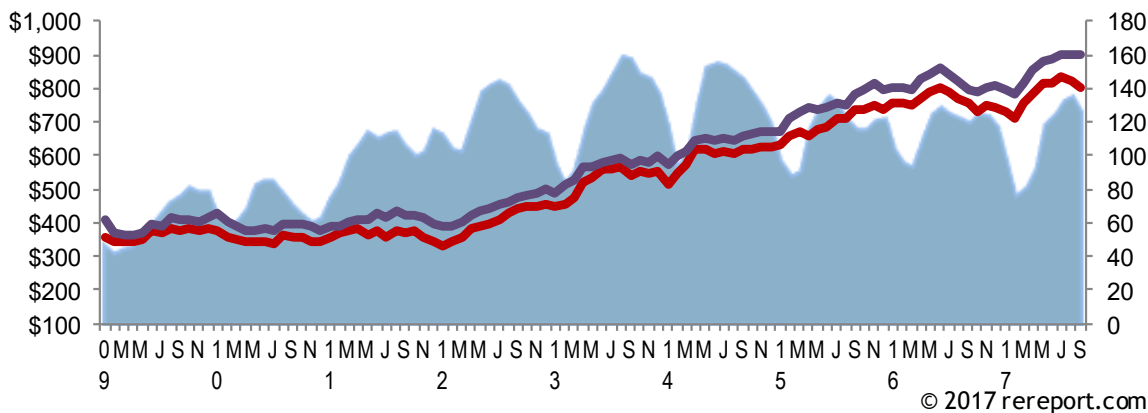


Table Definitions

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.

San Mateo County - September 2017

Condominiums									% Change from Year Before				
Prices									Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'	
SMC	\$ 771,500	\$ 897,437	112	129	87	23	105.3%	6.4%	18.6%	-8.2%	0.8%	-53.0%	
Belmont	\$ 551,000	\$ 551,000	1	1	1	29	105.0%	-9.2%	2.4%	-40.0%	-50.0%	-66.7%	
Brisbane	\$ -	\$ -	0	2	4	0	0.0%	-14.2%	-14.2%	-50.0%	0.0%	-50.0%	
Burlingame	\$ 1,129,000	\$ 1,143,250	4	8	3	22	102.0%	0.0%	100.0%	0.0%	0.0%	-57.1%	
Daly City	\$ 548,000	\$ 562,382	17	18	8	14	105.4%	2.4%	7.8%	6.3%	28.6%	-46.7%	
Foster City	\$ 1,200,000	\$ 1,187,790	11	12	8	21	108.6%	30.4%	30.2%	-35.3%	-7.7%	-57.9%	
Menlo Park	\$ 1,500,000	\$ 1,595,500	6	4	5	24	104.3%	26.3%	23.9%	50.0%	-20.0%	-66.7%	
Pacifica	\$ 705,000	\$ 705,000	2	6	2	29	106.4%	3.7%	1.2%	-50.0%	200.0%	-84.6%	
Redwood City	\$ 1,058,000	\$ 983,208	15	10	6	12	106.0%	-5.0%	-9.3%	150.0%	25.0%	-75.0%	
Redwood Shores	\$ -	\$ -	0	5	2	0	0.0%	33.1%	37.2%	-20.0%	66.7%	-50.0%	
San Bruno	\$ 422,500	\$ 439,167	6	8	4	19	104.5%	-0.1%	0.9%	-50.0%	-11.1%	300.0%	
San Carlos	\$ 882,500	\$ 986,500	6	4	4	19	103.1%	16.1%	29.6%	100.0%	-66.7%	-33.3%	
San Mateo	\$ 940,000	\$ 935,471	29	29	31	31	105.7%	13.3%	11.9%	3.6%	-9.4%	-39.2%	
S. San Francisco	\$ 650,000	\$ 663,111	9	13	9	29	106.2%	-4.4%	2.5%	0.0%	-23.5%	-30.8%	

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Palo Alto, CA 94301

Check Us Out To See What Clients Are Saying Behind Our Backs



(Continued from page 2)

Determine if your carpets need replacing or just a deep, professional cleaning. If they need to go, consider if hardwood or another flooring material might be more appealing to buyers.

You'll also want to inspect interior rooms for dirty or scuffed walls that need a fresh coat of paint. Paint the whole wall, don't just do touch-up repair work, because it never looks as good. Also, if you have eccentric or loud wall colors, now is the perfect time to update to a more neutral palette. Stagers recommend beiges, light grays, and off-whites.

#4 Tackle the Basement, Attic, and Garage

Often overlooked, these storage meccas can become a catch-all for junk. Get down and dirty in these hot spots and organize them from top to bottom. Install

shelving, pegboards for tools, and hanging brackets for bicycles and other large sporting equipment. Your goal is to pitch the junk, sell what you no longer need, and categorize the rest.

"Donate or recycle clothes and bedding you don't use anymore in order to free up storage space in your closets, basement, and garage," says Amy Bly, a home stager at Great Impressions Home Staging in Montville, N.J. These areas should look roomy, well-organized, and clean.

#5 Consult a Stager

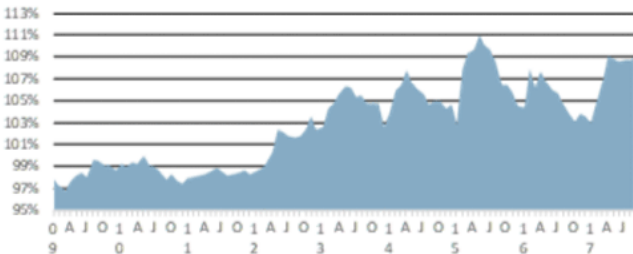
Buyers need to picture themselves living in the house, and they may have trouble doing that if all your personal effects are on display. In order to accomplish that, a professional stager can create a plan for you.

Bly spends about two hours walking through a property assessing curb appeal, interior flow, closets, bookcases, media cabinets, flooring, and more.

"I give homeowners a multi-page, room-by-room form they can use to take notes on my recommendations," says Bly. She typically recommends things like neutralizing out-of-date decor, removing old furnishings and carpeting, and updating light fixtures. She also suggests the type of shower curtains, towels, bedding, and pillows to display for an upscale look.

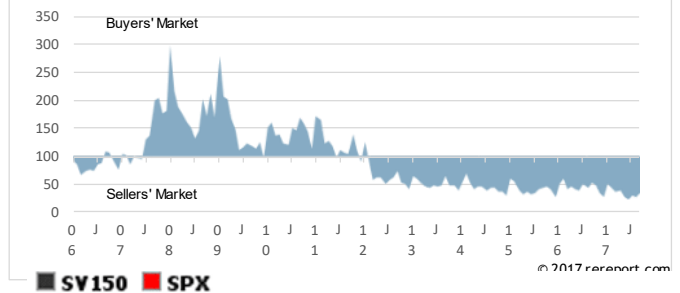
Getting a jump on these fall projects will give you a leg up on selling in the spring. Today's buyers are savvier than ever before, so when you're ready, have a friend or relative drop by for a tour and point out anything you may have overlooked.

San Mateo County Homes: Sales Price/Listing Price Ratio



The Silicon Valley's Real estate market is a derivative of the local economy--it prospers and withers depending on how well the local innovation-based sector performs. The San Jose Mercury News tracks the performances of the largest 150 publicly traded companies headquartered in Silicon Valley through an index called the SV150, which may be found at www.mercurynews.com. Stocks are valued based on several criteria, but one of the more important criteria is a company's future earnings. Therefore, I see the SV150 as a leading indicator for Silicon Valley's real estate market.

San Mateo County Homes: Days of Inventory



Investors Corner

THE S&P CORELOGIC CASE-SHILLER NATIONAL HOME PRICE NSA INDEX CONTINUES TO RISE

NEW YORK, SEPTEMBER 26, 2017 – S&P Dow Jones Indices today released the latest results for the S&P CoreLogic Case-Shiller Indices, the leading measure of U.S. home prices. Data released today for July 2017 shows 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 <http://bit.ly/2fQhywM>

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