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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



361 Lytton Ave. Suite 200
Palo Alto, CA 94301

February 2018

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San Mateo County

The Real Estate Market Trends Report

Prices Keep Rising

Prices for both single-family, re-sale homes and condos jumped by double-digits in January, year-over-year.

The median price for homes has been higher than the year before by double-digits five months in a row. The average price was up by double-digits for the third month in a row.

The median price for homes rose 26.1% over last January to \$1,450,000. That is a \$60,000 decline from the record high set in October.

This is also the 22nd month in a row the median price has been higher than the year before.

The average price for homes rose 21.2% to \$1,760,780.

The median price for condos gained 7.3%. The average price for condos was up 17.2% over last January.

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: 110.2% for homes and 107.9% 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-eight days to sell a home, on average. Condos are taking seventeen days.

All this is due to an incredible lack of inventory. Since January 2003, San Mateo County has averaged 83 days of inventory. Last month it was thirty-seven.

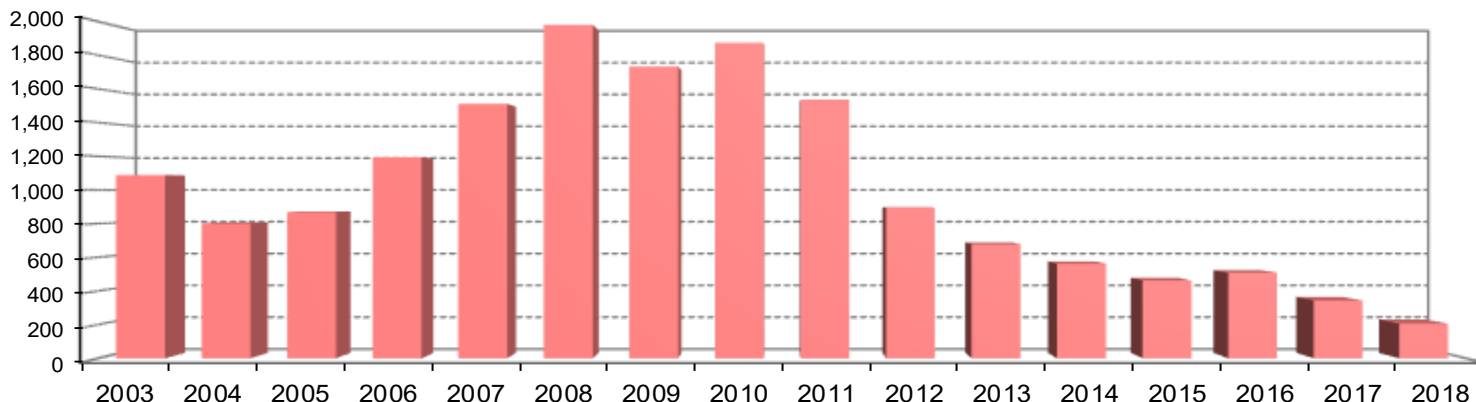
Condos have averaged 92 days since 2000. Last month it was forty.

As of January 5th, there were 205 homes and 47 condos for sale in San Mateo County.

San Mateo County

Average Monthly Active Listings SFR

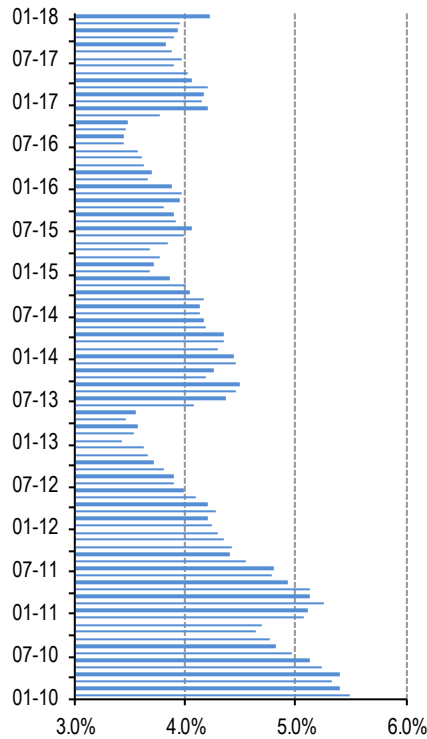
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Is NOW a good time to buy your Silicon Valley Home?

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/>.

Getting Your Home Ready to Sell

I know, I know. You're thinking, "I live in Silicon Valley where everything is selling with multiple offers! Why bother fixing anything?"

Well, not quite. Well-kept homes properly priced ARE selling quickly with multiple offers. Yet, there are still homes that have been on the market for over thirty days. P.S. We are **averaging** twenty-one days on market.

Homes that have been on the market over thirty days are either over-priced and/or not spiffed up.

Well-maintained homes priced properly will receive multiple offers in this market. Also, a clean, well-kept home will sell for more money than one that is run down.

If you are ready to sell your home, we have some tips for you.

First, make sure people will be enticed into your home when they first look at it from their car. This

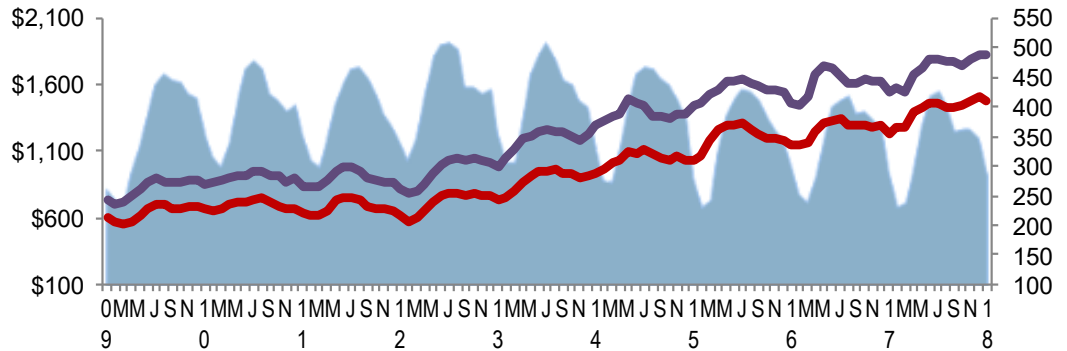
is called curb appeal. The next time you drive up to your home, look at it as if you were thinking of buying it. What could you do to make it more appealing from the curb? Is the yard neat? The grass green? The bushes trimmed? The kid's toys put away? Is the front door clean? The garage door? A little paint and elbow grease here ensures more people will visit your home.

Next, you know all those little niggling things you've been meaning to fix? The squeaky door. The door knob that doesn't work properly. The closet door that slides roughly. Fix them!

Go for the spacious look. You are going to be moving, that's why the house is on the market. Start packing. Pack everything but the essentials, then put them in storage. This goes for the kitchen as well. Take all those appliances and containers off the counter tops and pack them away. Spruce up your back yard. The back yard has evolved into one of the

(Continued on page 4)

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



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VISIT

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

San Mateo County - January 2018														
Single-Family Homes								% Change from Year Before						
Cities	Prices				Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average								Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,450,000	\$ 1,760,780	165	212	205	37	110.2%	26.1%	21.2%	-12.2%	9.3%	-33.4%		
Atherton	\$ -	\$ -	0	6	15	0	0.0%	-31.4%	-44.2%	-80.0%	200.0%	-6.3%		
Belmont	\$ 1,555,000	\$ 1,806,960	8	6	9	34	115.9%	-5.5%	9.5%	-33.3%	50.0%	-10.0%		
Brisbane	\$ 1,625,000	\$ 1,625,000	1	1	0	0	104.8%	5.2%	16.8%	-66.7%	-66.7%	-66.7%		
Burlingame	\$ 2,019,000	\$ 2,183,500	8	9	6	23	109.0%	3.3%	10.0%	14.3%	125.0%	-40.0%		
Daly City	\$ 1,152,000	\$ 1,100,340	19	15	16	25	118.2%	41.0%	27.8%	-34.5%	-40.0%	-27.3%		
East Palo Alto	\$ 940,000	\$ 976,833	6	5	4	20	110.1%	25.3%	33.3%	20.0%	-16.7%	-60.0%		
El Granada	\$ 1,022,000	\$ 1,022,000	2	6	3	45	100.7%	-11.9%	-19.0%	-33.3%	20.0%	-40.0%		
Foster City	\$ 1,615,000	\$ 1,615,000	1	4	3	90	107.8%	19.2%	19.2%	0.0%	33.3%	-50.0%		
Half Moon Bay	\$ 1,375,000	\$ 1,386,670	6	11	7	35	99.1%	14.6%	11.2%	50.0%	10.0%	-53.3%		
Hillsborough	\$ 13,800,000	\$ 13,800,000	1	5	16	480	100.0%	305.9%	282.7%	-75.0%	0.0%	-33.3%		
Menlo Park	\$ 1,965,000	\$ 2,666,500	10	12	11	33	108.2%	8.0%	29.8%	-37.5%	-20.0%	-56.0%		
Millbrae	\$ 1,810,000	\$ 1,855,430	7	10	6	26	110.1%	42.5%	46.1%	250.0%	11.1%	-14.3%		
Montara	\$ 2,997,500	\$ 2,997,500	2	2	4	60	91.7%	166.4%	166.4%	100.0%	100.0%	-20.0%		
Moss Beach	\$ -	\$ -	0	2	1	0	0.0%	37.3%	6.7%	-83.3%	100.0%	-85.7%		
Pacifica	\$ 941,000	\$ 986,714	7	13	9	39	111.3%	2.1%	2.9%	-41.7%	8.3%	-69.0%		
Portola Valley	\$ 2,200,000	\$ 2,200,000	1	4	8	240	100.0%	-11.6%	-6.1%	-66.7%	0.0%	100.0%		
Redwood City	\$ 1,960,000	\$ 1,904,410	27	25	21	23	105.2%	30.8%	19.8%	42.1%	31.6%	-32.3%		
Redwood Shores	\$ 2,525,000	\$ 2,525,000	2	4	0	0	106.9%	54.0%	54.0%	100.0%	100.0%	0.0%		
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	\$ 1,180,000	\$ 1,149,500	8	14	4	15	106.2%	33.9%	33.6%	-33.3%	55.6%	-42.9%		
San Carlos	\$ 1,987,500	\$ 2,089,040	12	13	4	10	110.4%	7.5%	-3.2%	71.4%	18.2%	-50.0%		
San Mateo	\$ 1,400,000	\$ 1,447,320	21	25	22	31	118.6%	7.7%	4.5%	23.5%	-3.8%	10.0%		
Woodside	\$ 3,925,000	\$ 4,043,750	4	5	13	98	95.7%	35.3%	39.4%	300.0%	25.0%	8.3%		

October Statistics

Trends at a Glance

(Single-family Homes)

	Jan 18	Month %	Dec 17	Year %	Jan 17
Median Price:	\$1,450,000	-3.3%	\$1,500,000	26.1%	\$1,150,000
Average Price:	\$1,760,780	-5.4%	\$1,861,700	21.2%	\$1,452,440
Home Sales:	165	-46.4%	308	-12.2%	188
Pending Sales:	212	14.6%	185	9.3%	194
Active Listings:	205	24.2%	165	-33.4%	308
SP/LP Ratio	110.2%	0.6%	109.6%	7.0%	103.0%
Days on Market	28	-1.1%	28	-26.9%	38
Days of Inventory:	37	131.9%	16	-24.2%	49

(Condominiums)

	Jan 18	Month %	Dec 17	Year %	Jan 17
Median Price:	\$730,000	-16.6%	\$875,000	7.3%	\$680,500
Average Price:	\$894,602	-3.7%	\$928,835	17.2%	\$763,154
Home Sales:	35	-57.8%	83	-50.0%	70
Pending Sales:	81	52.8%	53	42.1%	57
Active Listings:	47	74.1%	27	-52.0%	98
SP/LP Ratio	107.9%	0.2%	107.6%	5.9%	101.9%
Days on Market	17	-2.9%	17	-57.1%	39
Days of Inventory:	40	312.8%	10	-4.1%	42

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 Condos- Median & Average Prices & Sales

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

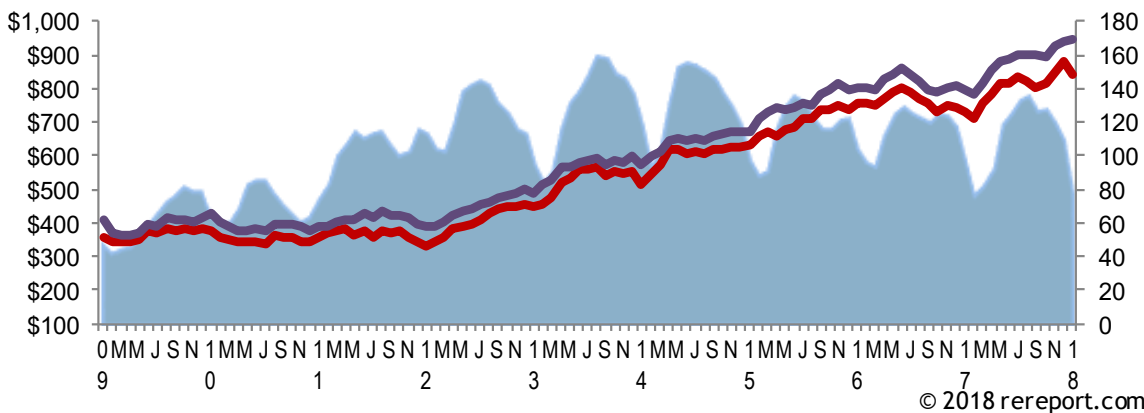


Table Definitions

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 - January 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 730,000	\$ 894,602	35	81	47	40	107.9%	7.3%	17.2%	-50.0%	42.1%	-52.0%
Belmont	\$ -	\$ -	0	1	2	0	0.0%	-19.6%	-35.3%	-66.7%	0.0%	-60.0%
Brisbane	\$ 811,001	\$ 811,001	1	0	0	0	108.4%	-9.9%	-9.9%	-50.0%	0.0%	0.0%
Burlingame	\$ -	\$ -	0	1	0	0	0.0%	0.0%	100.0%	0.0%	0.0%	-75.0%
Daly City	\$ 607,500	\$ 602,500	4	16	4	30	112.7%	15.8%	14.8%	-60.0%	100.0%	0.0%
Foster City	\$ 1,421,500	\$ 1,421,500	2	7	3	45	106.6%	31.0%	41.3%	-50.0%	0.0%	-62.5%
Menlo Park	\$ 1,635,000	\$ 1,635,000	1	6	1	30	93.5%	73.2%	70.6%	-75.0%	50.0%	-92.9%
Pacifica	\$ 1,280,000	\$ 1,148,980	6	2	0	0	102.6%	88.0%	59.1%	-14.3%	-33.3%	-55.6%
Redwood City	\$ 807,500	\$ 807,500	2	5	3	45	104.4%	-12.7%	-18.9%	-77.8%	-44.4%	-40.0%
Redwood Shores	\$ 1,255,000	\$ 1,255,000	2	4	1	15	114.8%	45.0%	43.3%	-50.0%	-50.0%	-50.0%
San Bruno	\$ 490,000	\$ 510,000	3	3	1	10	109.0%	14.0%	17.0%	-50.0%	-40.0%	-75.0%
San Carlos	\$ 1,550,000	\$ 1,550,000	1	3	1	30	103.5%	59.0%	51.7%	-80.0%	-25.0%	-75.0%
San Mateo	\$ 705,000	\$ 776,284	7	28	27	116	109.8%	-4.7%	0.4%	-56.3%	154.5%	-25.0%
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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Check Us Out To See What Clients Are Saying Behind Our Backs



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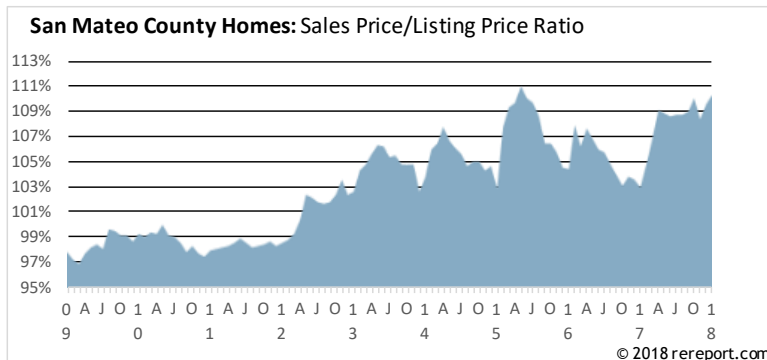
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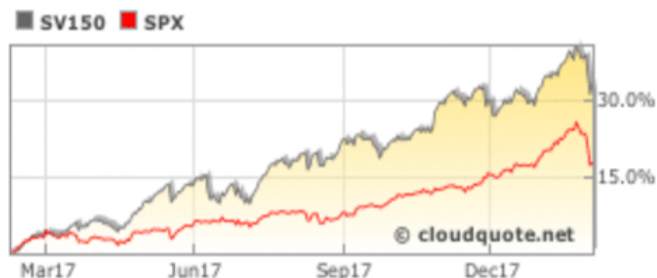


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most important rooms of the house. Buyers will be attracted to back areas that have a nice deck or patio area with plenty of space for dining, grilling, and entertaining. And if you have a section of your yard that is child-friendly -- perhaps with a swing set, sandbox or play area -- play it up as much as possible. Make your windows sparkle. Make sure your windows are nice and clean. Keep your walls light. If you're thinking about touching up the paint on your walls before you put your home on the market, keep the colors neutral and light. A light yellow or beige will make the room feel cooler than darker hues, like brick red or dark taupe. Let the light in. Open blinds and curtains so plenty of light illuminates the home's interior. Keep the pool clean. If you have a pool or spa, make sure it's clean. If you have a fence, make sure locks and latches are working properly. All this may seem like a lot of work, and it is, but it means a quicker sale with less hassle and more money in your pocket. Not to mention the pleasure you and your family will receive from living in a well-kept home. To set the proper price, a seller must be aware of current market conditions, including what has sold recently in your neighborhood, and what is your competition.

Your local REALTOR®, that's me, can assist you with this. Call me.

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.



Investors Corner

CITIES IN THE WEST: SEATTLE, LAS VEGAS AND SAN FRANCISCO LEAD GAINS IN S&P CORELOGIC CASE-SHILLER HOME PRICE INDICES

NEW YORK, JANUARY 30, 2018 —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 November 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 <https://goo.gl/aPkcmX>

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