

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



Avi Urban

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

PACIFIC UNION
INTERNATIONAL

650.305.1111

avi@urban.realtor
www.urban.realtor

361 Lytton Ave. Suite 200
Palo Alto, CA 94301

March 2018

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 Set New Highs, Again

Prices for both single-family, re-sale homes and condos set new all-time highs in February.

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

The median price for homes rose 19.1% over last February to \$1,610,000. That is a \$100,000 gain over the record high set in October.

This is also the 23rd month in a row the median price has been higher than the year before.

The average price for homes rose 24.9% to \$2,024,690. This is the

first time the average price has been over \$2,000,000.

The median price for condos gained 23.3%. The average price for condos was up 27.8% over last February.

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 in the triple digits: 112.2% for homes and 111.6% 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-one

days to sell a home, on average. Condos are taking twelve days.

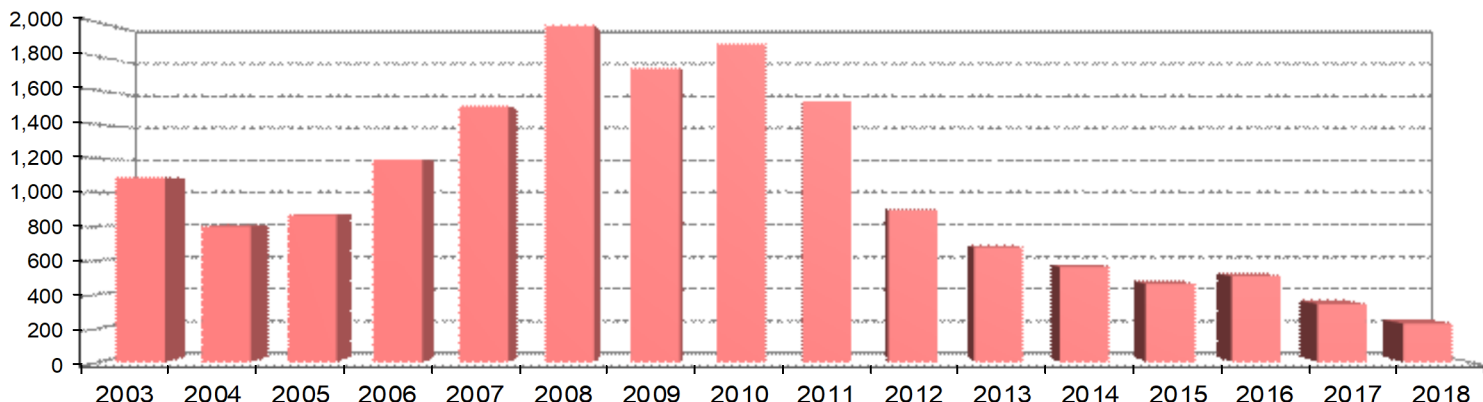
All this is due to an incredible lack of inventory. Since January 2003, San Mateo County has averaged 83 days of inventory. Last month it was thirty-one.

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

As of February 5th, there were 250 homes and 60 condos for sale in San Mateo County.

San Mateo County
Average Monthly Active Listings SFR

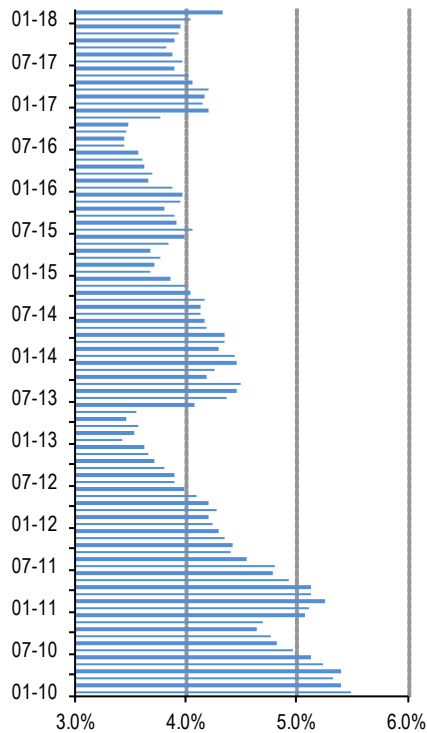
© 2018 rereport.com



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/>.

Deed vs. Title: What's the Difference?

By: Audrey Ference

Deed vs. title: What's the difference? Most people use the terms interchangeably, but there's a significant difference between the two— a distinction that's important to understand when you're ready to purchase a home. So let's look at what distinguishes deed from title.

Deed vs. title: The difference between these 2 real estate terms

"A deed is a legal document used to confirm or convey the ownership rights to a property," explains Anne Rizzo of Title Source Title Clearance. "It must be a physical document signed by both the buyer and the seller."

Title, however, is the legal way of saying you have ownership of the property. The title is not a document, but a concept that says you have the rights to use that property.

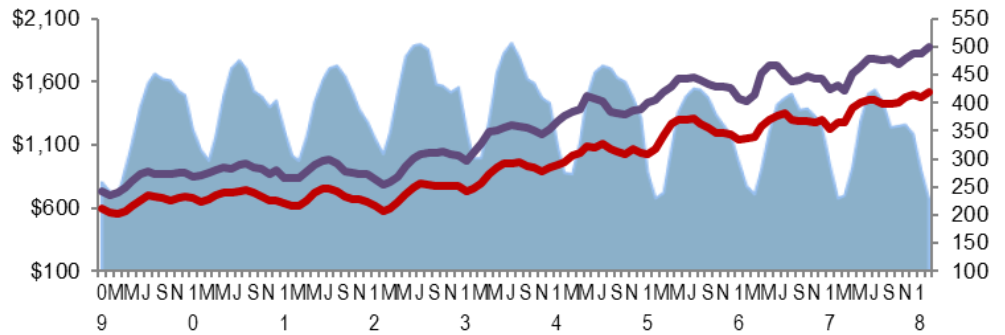
So when you buy a property, you will receive the deed, a document that proves you own it. That deed is an official document that says you have title to the real estate.

How to get the deed and take title of a property To get the deed and "take title," or legally own the property, your lender will perform a title search. This ensures that the seller has the legal right to transfer ownership of the property to you, and that there are no liens against it. If everything is clear, then at closing the seller will transfer the title to you, and you become the legal possessor of the property.

The title or escrow company will then ensure the deed is recorded with the county assessor's office or courthouse, depending on where you live. You'll generally get a notification a few weeks after closing that your deed has been recorded. If you don't, check

(Continued on page 4)

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



© 2018 rereport.com

San Mateo County - February 2018												
Single-Family Homes								% Change from Year Before				
Cities	Prices							Prices				
	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,610,000	\$ 2,024,690	215	284	250	31	112.2%	19.1%	24.9%	11.4%	11.4%	-20.1%
Atherton	\$ 8,500,000	\$ 7,308,000	5	8	15	81	106.0%	102.4%	60.3%	66.7%	300.0%	-28.6%
Belmont	\$ 1,956,000	\$ 2,019,620	8	12	7	24	116.1%	48.5%	47.1%	33.3%	9.1%	-30.0%
Brisbane	\$ 805,000	\$ 805,000	1	0	4	108	110.4%	-36.2%	-36.2%	-50.0%	-66.7%	100.0%
Burlingame	\$ 2,600,000	\$ 2,805,120	9	10	9	27	111.6%	34.1%	40.9%	50.0%	-16.7%	-30.8%
Daly City	\$ 1,210,000	\$ 1,158,130	14	26	16	31	115.9%	51.3%	37.1%	-26.3%	13.0%	-42.9%
East Palo Alto	\$ 1,270,000	\$ 1,290,000	3	10	5	45	106.1%	84.5%	83.5%	-25.0%	66.7%	-50.0%
El Granada	\$ 940,000	\$ 950,000	3	8	4	36	106.3%	-1.1%	-19.0%	-40.0%	33.3%	-20.0%
Foster City	\$ 1,950,000	\$ 1,972,500	4	8	6	41	109.4%	-4.4%	2.2%	0.0%	-20.0%	0.0%
Half Moon Bay	\$ 1,500,000	\$ 1,853,640	7	14	10	39	100.8%	59.4%	52.6%	0.0%	100.0%	-28.6%
Hillsborough	\$ 4,264,810	\$ 4,857,410	4	14	24	162	96.9%	-3.8%	19.6%	-33.3%	40.0%	4.3%
Menlo Park	\$ 3,100,000	\$ 3,111,370	17	12	18	29	120.0%	82.4%	22.9%	-10.5%	0.0%	-30.8%
Millbrae	\$ 1,808,000	\$ 1,710,670	9	9	8	24	113.0%	0.4%	-5.9%	50.0%	-10.0%	33.3%
Montara	\$ 1,212,500	\$ 1,212,500	2	3	4	54	97.9%	15.5%	15.5%	100.0%	50.0%	0.0%
Moss Beach	\$ -	\$ -	0	2	2	0	0.0%	-100.0%	-100.0%	-100.0%	100.0%	-50.0%
Pacifica	\$ 1,090,000	\$ 1,185,000	11	21	13	32	113.2%	32.9%	41.2%	0.0%	5.0%	-53.6%
Portola Valley	\$ 3,955,500	\$ 3,775,250	4	3	8	54	96.6%	57.9%	47.8%	-20.0%	200.0%	0.0%
Redwood City	\$ 1,765,000	\$ 1,897,430	30	35	20	18	110.6%	33.2%	39.8%	50.0%	6.1%	-20.0%
Redwood Shores	\$ 1,862,500	\$ 1,862,500	2	1	3	41	105.3%	54.0%	54.0%	100.0%	100.0%	200.0%
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	\$ 1,099,000	\$ 1,064,180	11	10	9	22	111.8%	-13.4%	-9.6%	10.0%	66.7%	-18.2%
San Carlos	\$ 1,780,000	\$ 1,888,430	17	17	11	17	116.2%	1.7%	-1.7%	13.3%	-10.5%	37.5%
San Mateo	\$ 1,650,000	\$ 1,712,090	33	35	16	13	113.9%	12.8%	4.1%	26.9%	20.7%	-27.3%
Woodside	\$ 2,800,000	\$ 2,980,000	5	3	22	119	100.1%	26.6%	34.7%	150.0%	-40.0%	57.1%

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.

Trends at a Glance

(Single-family Homes)

	Feb 18	Month %	Jan 18	Year %	Feb 17
Median Price:	\$1,610,000	11.0%	\$1,450,000	19.1%	\$1,352,000
Average Price:	\$2,024,690	15.0%	\$1,760,780	24.9%	\$1,620,480
Home Sales:	215	30.3%	165	11.4%	193
Pending Sales:	284	34.0%	212	11.4%	255
Active Listings:	250	22.0%	205	-20.1%	313
SP/LP Ratio	112.2%	1.8%	110.2%	7.1%	104.8%
Days on Market	21	-24.1%	28	-31.3%	31
Days of Inventory:	31	-15.8%	37	-28.3%	44

(Condominiums)

	Feb 18	Month %	Jan 18	Year %	Feb 17
Median Price:	\$931,000	27.5%	\$730,000	23.3%	\$755,000
Average Price:	\$1,025,660	14.6%	\$894,602	27.8%	\$802,596
Home Sales:	79	125.7%	35	49.1%	53
Pending Sales:	104	28.4%	81	2.0%	102
Active Listings:	60	27.7%	47	-36.2%	94
SP/LP Ratio	111.6%	3.4%	107.9%	7.9%	103.5%
Days on Market	12	-29.9%	17	-55.8%	27
Days of Inventory:	21	-49.1%	40	-57.2%	48

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)

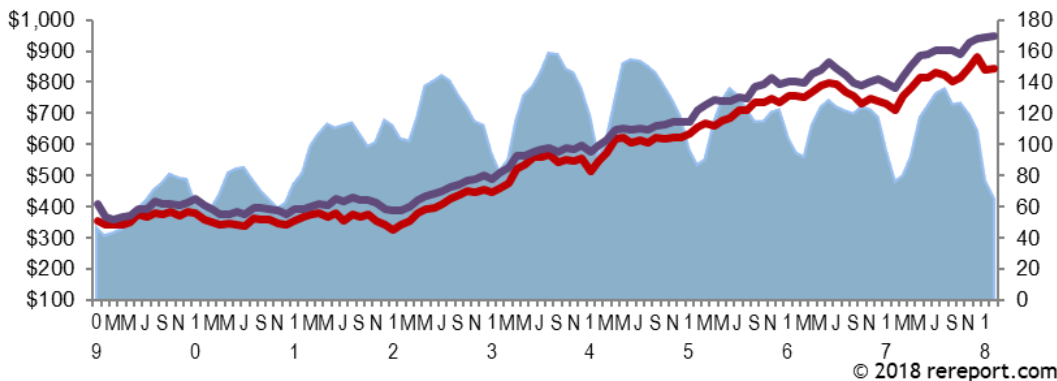


Table Definitions

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 - February 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 931,000	\$ 1,025,660	79	104	60	21	111.6%	23.3%	27.8%	49.1%	2.0%	-36.2%
Belmont	\$ 1,340,000	\$ 1,275,000	3	4	2	18	117.6%	-100.0%	-100.0%	-100.0%	0.0%	-50.0%
Brisbane	\$ 931,000	\$ 931,000	1	0	1	27	105.9%	-21.7%	-21.7%	-50.0%	0.0%	0.0%
Burlingame	\$ 1,235,000	\$ 1,235,000	1	2	6	162	114.4%	26.0%	26.0%	-50.0%	0.0%	200.0%
Daly City	\$ 635,000	\$ 599,000	7	16	4	15	105.9%	0.8%	-3.1%	40.0%	77.8%	-50.0%
Foster City	\$ 1,200,000	\$ 1,170,120	8	12	3	10	114.9%	2.7%	-0.2%	100.0%	-20.0%	-66.7%
Menlo Park	\$ 1,366,500	\$ 1,518,000	6	4	4	18	114.2%	-24.1%	-0.8%	20.0%	33.3%	-80.0%
Pacifica	\$ 950,000	\$ 950,000	1	2	2	54	120.6%	31.9%	21.0%	-66.7%	-60.0%	-75.0%
Redwood City	\$ 920,000	\$ 880,714	7	6	5	19	111.1%	-21.9%	-22.5%	16.7%	-50.0%	66.7%
Redwood Shores	\$ 1,210,000	\$ 1,320,000	5	5	0	0	115.7%	34.0%	46.2%	150.0%	400.0%	-50.0%
San Bruno	\$ 520,000	\$ 560,000	3	4	3	27	112.8%	55.2%	53.9%	-40.0%	-50.0%	50.0%
San Carlos	\$ 1,382,500	\$ 1,297,750	4	5	0	0	112.0%	67.4%	36.4%	0.0%	-28.6%	-75.0%
San Mateo	\$ 890,000	\$ 988,464	27	34	21	21	109.9%	35.9%	44.8%	107.7%	30.8%	-19.2%
S. San Francisco	\$ 650,000	\$ 663,111	9	13	9	29	106.2%	-4.4%	2.5%	0.0%	-23.5%	-30.8%

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

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



Avi Urban

EE, Real Estate Consultant
CalBRE #: 0148572

The Urban Group

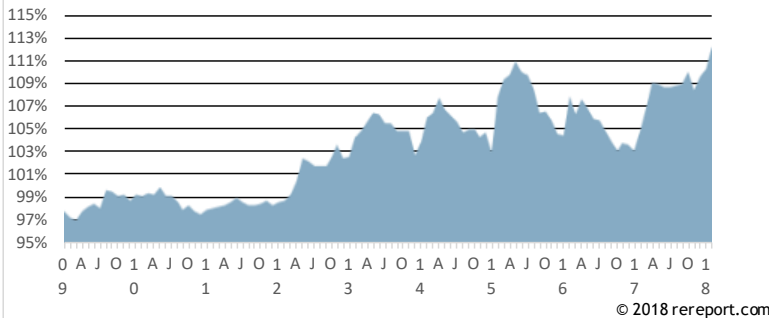
650.305.1111

avi@urban.realtor
www.urban.realtor

PACIFIC UNION
INTERNATIONAL

361 Lytton Ave. Suite 200
Palo Alto, CA 94301

San Mateo County Homes: Sales Price/Listing Price Ratio



(Continued from page 2)

with the professional who did your closing and ensure that the paperwork has been filed. At that point, you have the deed and title to the real estate and the property is all yours.

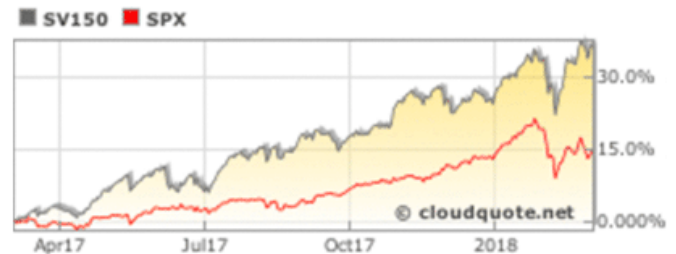
What is title insurance?

Even with all of the due diligence a title company does before closing, there are rare instances when title problems can pop up later (e.g., missed liens and other legal issues that can be very costly to resolve). To protect against any financial loss, two types of title insurance exist: owner's title insurance and lender's title insurance.

"Unlike other types of insurance that protect the policyholder from events that may happen in the future, an owner's title policy protects the buyer from events that have happened in the past," says Rizzo. "That may jeopardize their financial interest, such as title defects from fraud or paperwork errors, unpaid liens against the property, or claims that someone else is the real, legal property owner."

On the other hand, when you secure a mortgage, your lender or bank will require that you purchase lender's title insurance to protect the lender's investment in case any title problems arise. Lender's title insurance essentially protects the lender's interest in your property, which is typically until your mortgage is paid off.

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

S&P CORELOGIC CASE-SHILLER NATIONAL HOME PRICE INDEX SHOWS HOME PRICES END THE YEAR 6.3% HIGHER THAN 2016

NEW YORK, FEBRUARY 27 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 December 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/26RfBp>

For City by City Trend Report go to http://avi.rereport.com/market_reports