



A unique "whole-istic" approach to real estate ownership
Silicon Valley homes & investments nationwide

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San Mateo County Real Estate Trends Report

Home Inventory Rises

The inventory of single-family, re-sale homes was up year-over-year for the first time since October 2016. Nevertheless, at 440 homes for sale, we're still only at one-third the average amount.

The median price for homes was up 15.7% over last June to \$1,651,500. That is a \$118,500 drop from the record high set in April.

This is also the 27th month in a row the median price has been higher than the year before.

The median price for condos was up 21.1%. The average price for condos was up 20.4% over last June.

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: 111.3% for homes and 110.1% 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 eighteen days to sell a home, on average. Condos are taking fifteen days.

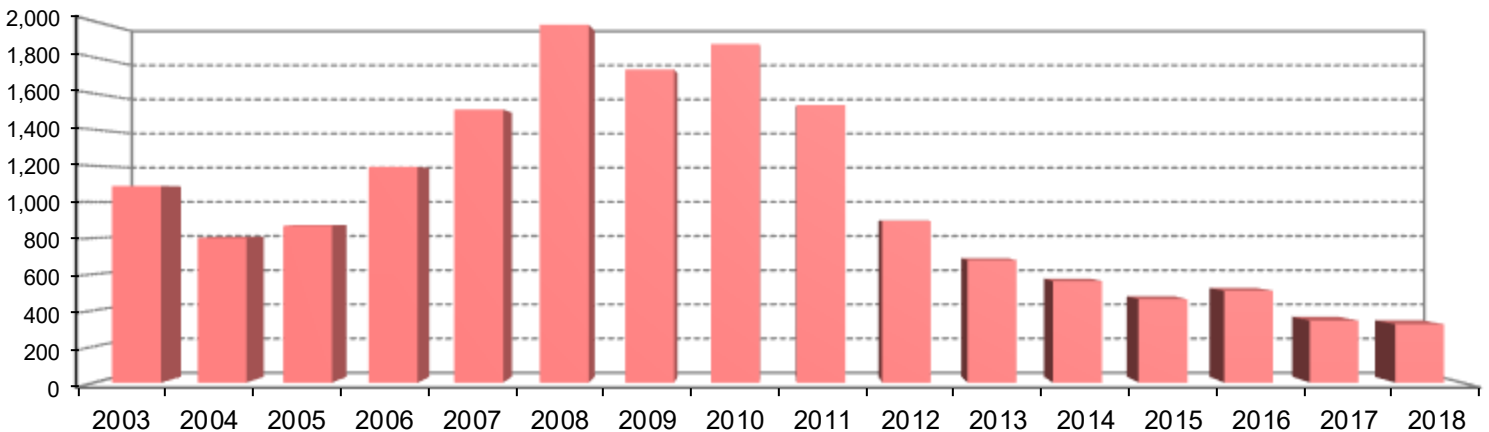
All this is due to an incredible lack of inventory. Since January 2003, San Mateo County has averaged eighty-three days of inventory. Last month it was thirty-two.

Condos have averaged ninety-two days since 2000. Last month it was twenty.

As of July 5th, there were 440 homes and 84 condos for sale in San Mateo County.

San Mateo County
Average Monthly Active Listings SFR

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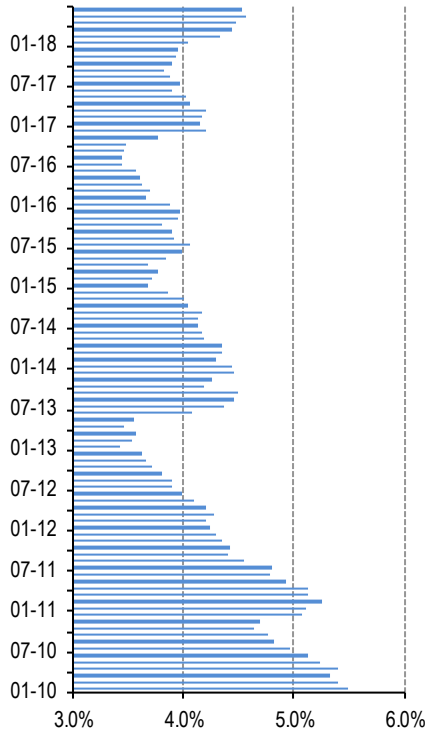
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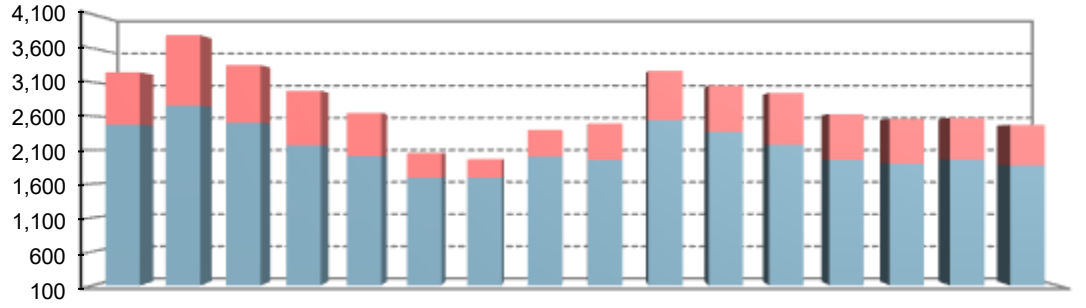
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30-Year Fixed Mortgage Rates



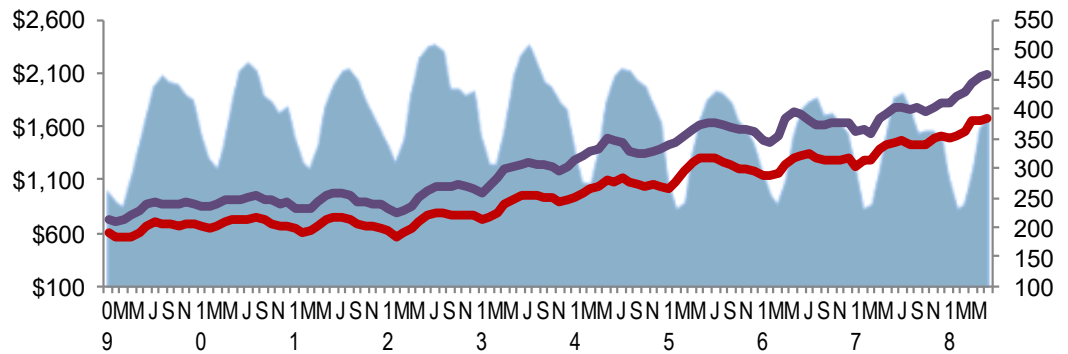
The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

San Mateo County Sales Year-to-Date



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Condos	774	1,039	850	802	635	362	266	391	539	729	683	766	676	661	615	597
Homes	2,471	2,755	2,501	2,169	2,011	1,691	1,693	2,005	1,951	2,539	2,367	2,175	1,952	1,899	1,957	1,873

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



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San Mateo County - June 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	\$ 1,651,500	\$ 1,992,120	398	350	440	32	111.3%	15.7%	15.6%	-17.4%	-0.6%	17.6%	
Atherton	\$ 4,455,000	\$ 7,748,330	6	7	24	116	110.3%	-3.2%	40.8%	-53.8%	16.7%	-4.0%	
Belmont	\$ 1,800,000	\$ 1,889,010	22	16	11	15	112.4%	6.4%	9.3%	37.5%	14.3%	10.0%	
Brisbane	\$ 1,288,000	\$ 1,288,000	1	0	3	87	108.4%	17.6%	14.5%	-75.0%	0.0%	50.0%	
Burlingame	\$ 2,330,000	\$ 2,522,630	30	7	25	24	111.1%	-3.9%	2.9%	25.0%	-50.0%	56.3%	
Daly City	\$ 1,100,000	\$ 1,095,350	28	25	27	28	118.0%	20.2%	17.0%	-12.5%	-19.4%	-15.6%	
East Palo Alto	\$ 1,150,000	\$ 1,131,150	13	13	11	25	112.2%	25.3%	24.0%	-7.1%	8.3%	83.3%	
El Granada	\$ 1,375,000	\$ 1,291,710	5	3	6	35	102.2%	9.2%	14.7%	-37.5%	-25.0%	20.0%	
Foster City	\$ 1,795,500	\$ 1,725,840	8	14	6	22	105.8%	13.6%	0.5%	-57.9%	40.0%	100.0%	
Half Moon Bay	\$ 1,506,000	\$ 1,479,270	11	11	26	69	101.9%	-4.1%	-5.0%	-15.4%	0.0%	62.5%	
Hillsborough	\$ 4,229,000	\$ 4,393,560	9	14	36	116	100.0%	18.8%	16.1%	-30.8%	55.6%	-12.2%	
Menlo Park	\$ 2,880,000	\$ 2,920,910	24	26	29	35	108.1%	33.5%	31.7%	-7.7%	-23.5%	31.8%	
Millbrae	\$ 1,653,000	\$ 1,674,840	13	14	11	25	116.8%	2.5%	-0.4%	-35.0%	0.0%	-21.4%	
Montara	\$ 1,200,000	\$ 1,200,000	1	2	4	116	120.1%	-5.0%	-19.4%	75.0%	-66.7%	-50.0%	
Moss Beach	\$ 1,059,000	\$ 1,059,000	1	2	6	174	91.4%	-14.3%	-25.8%	-75.0%	0.0%	200.0%	
Pacifica	\$ 1,185,000	\$ 1,206,510	27	23	18	19	115.4%	25.9%	18.1%	-20.6%	15.0%	28.6%	
Portola Valley	\$ 2,900,000	\$ 2,985,710	7	4	23	95	112.4%	-19.4%	-17.8%	0.0%	-20.0%	76.9%	
Redwood City	\$ 1,750,000	\$ 1,904,420	57	40	33	17	110.4%	14.3%	19.5%	1.8%	11.1%	26.9%	
Redwood Shores	\$ 2,401,000	\$ 2,401,000	1	2	1	29	120.7%	24.7%	26.0%	-75.0%	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	\$ 1,175,000	\$ 1,158,520	19	17	7	11	116.7%	10.3%	10.2%	-32.1%	-5.6%	-50.0%	
San Carlos	\$ 2,375,000	\$ 2,316,770	22	16	13	17	109.8%	27.9%	22.1%	-31.3%	-5.9%	8.3%	
San Mateo	\$ 1,850,000	\$ 1,906,390	55	57	54	28	110.4%	30.6%	22.4%	-8.3%	16.3%	92.9%	
Woodside	\$ 4,037,500	\$ 4,756,880	8	7	32	116	99.4%	138.2%	38.0%	-11.1%	16.7%	-27.3%	

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)

	Jun 18	Month %	May 18	Year %	Jun 17
Median Price:	\$1,651,500	3.1%	\$1,602,500	15.7%	\$1,427,500
Average Price:	\$1,992,120	-9.2%	\$2,193,370	15.6%	\$1,723,270
Home Sales:	398	-6.6%	426	-17.4%	482
Pending Sales:	350	-12.1%	398	-0.6%	352
Active Listings:	440	15.2%	382	17.6%	374
SP/LP Ratio	111.3%	-0.9%	112.3%	2.4%	108.6%
Days on Market	18	12.9%	16	-0.1%	18
Days of Inventory:	32	19.2%	27	42.5%	23

(Condominiums)

	Jun 18	Month %	May 18	Year %	Jun 17
Median Price:	\$1,005,000	2.0%	\$985,000	21.1%	\$830,000
Average Price:	\$1,086,190	3.3%	\$1,051,230	20.4%	\$902,274
Home Sales:	119	-0.8%	120	-15.6%	141
Pending Sales:	122	-10.9%	137	-10.9%	137
Active Listings:	84	23.5%	68	-16.8%	101
SP/LP Ratio	110.1%	-1.6%	111.9%	4.5%	105.3%
Days on Market	15	17.7%	13	-15.9%	18
Days of Inventory:	20	20.4%	17	-1.5%	21

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)

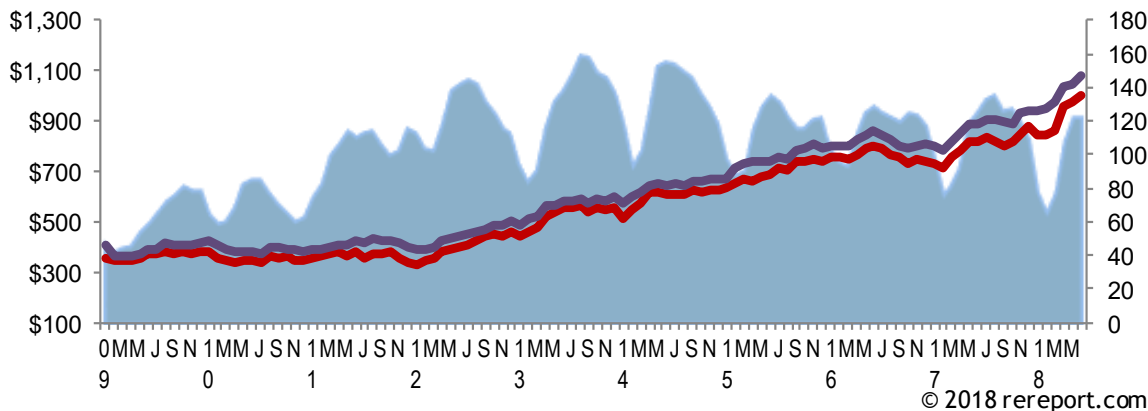


Table Definitions

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

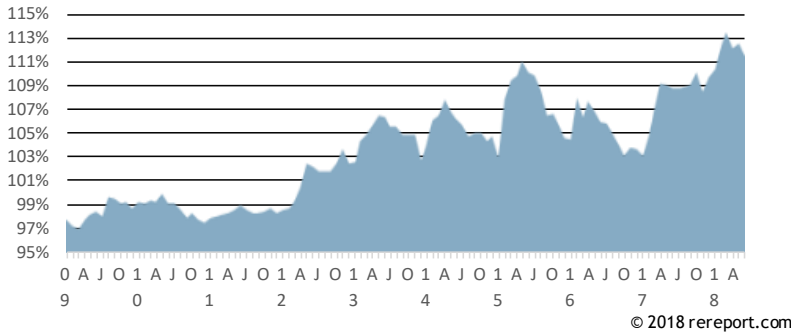
Number of properties actively for sale as of the last day of the month.

San Mateo County - June 2018												
Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,005,000	\$ 1,086,190	119	122	84	20	110.1%	21.1%	20.4%	-15.6%	-10.9%	-16.8%
Belmont	\$ 1,330,000	\$ 1,140,000	3	2	1	10	117.2%	90.9%	99.8%	400.0%	-33.3%	0.0%
Burlingame	\$ 1,230,000	\$ 1,136,670	3	1	5	48	115.5%	19.4%	6.6%	-66.7%	-75.0%	0.0%
Daly City	\$ 805,000	\$ 725,960	5	15	4	23	104.9%	29.8%	19.2%	-66.7%	-21.1%	-77.8%
Foster City	\$ 1,220,000	\$ 1,183,100	21	21	9	12	109.5%	34.8%	18.9%	133.3%	50.0%	200.0%
Menlo Park	\$ 1,600,000	\$ 1,755,430	7	9	10	41	107.4%	13.1%	23.1%	-41.7%	50.0%	66.7%
Pacifica	\$ 792,500	\$ 866,250	4	6	1	7	108.1%	35.1%	47.7%	100.0%	-14.3%	-50.0%
Redwood City	\$ 1,150,000	\$ 1,211,670	9	8	6	19	103.5%	25.2%	23.2%	-35.7%	-20.0%	0.0%
Redwood Shores	\$ 1,335,000	\$ 1,409,000	6	4	5	24	112.4%	-4.6%	3.3%	20.0%	-20.0%	66.7%
San Bruno	\$ 550,000	\$ 552,000	9	5	2	6	115.5%	20.9%	31.9%	200.0%	25.0%	-50.0%
San Carlos	\$ 1,081,250	\$ 1,121,250	6	3	4	19	110.7%	22.0%	15.2%	-14.3%	-57.1%	100.0%
San Mateo	\$ 912,000	\$ 1,097,330	31	39	28	26	110.8%	16.2%	30.5%	-26.2%	14.7%	-26.3%
S. San Francisco	\$ 650,000	\$ 663,111	9	13	9	29	106.2%	-4.4%	2.5%	0.0%	-23.5%	-30.8%

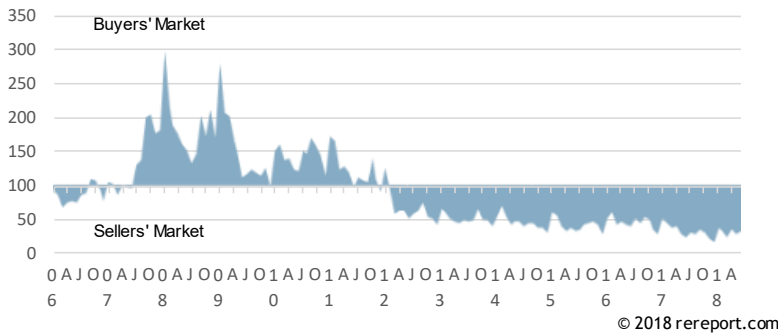
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San Mateo County Homes: Sales Price/Listing Price Ratio



San Mateo County Homes: Days of Inventory



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

HOME PRICES CONTINUE THEIR UPWARD TREND ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX

NEW YORK, JUNE 26, 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 April 2018 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 www.homeprice.spdji.com. Additional content on the housing market can also be found on S&P Dow <https://goo.gl/PVvfFk>

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