



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

HARP® Ending This Year

HARP® will end December 31, 2018.

Introduced in March 2009, HARP enables borrowers with little or no equity to refinance into more affordable mortgages without new or additional mortgage insurance. HARP targets borrowers with loan-to-value (LTV) ratios equal to or greater than 80 percent and who have limited delinquencies over the 12 months prior to refinancing.

To see if you are eligible, go here:
<https://www.harp.gov/>

MARKET STATISTICS

The San Mateo County real estate market continued to slow in August with single-family, re-sale home sales and prices lower than the month before.

Nevertheless, sales and prices were higher than the year before. The median price for homes was up 9.7% over last year, while the average price was up 5.2%.

The median price for homes peaked at \$1,770,000 in April and is now at its lowest level since January.

The average price for homes peaked in May and is at its lowest level since January.

The sales price to list price ratio, or what buyers are paying over what sellers are asking had been declining but turned slightly upwards in August. It gained 0.1 of a point to 109.2%.

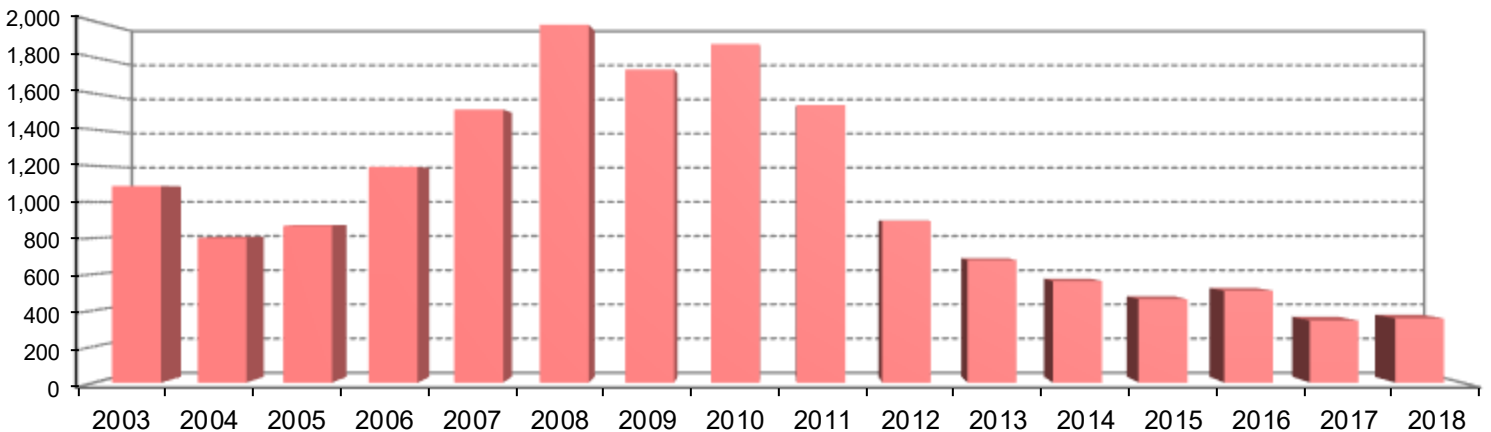
Days of Inventory rose sixteen days to forty-nine days in August. Since January 2000, San Mateo County has averaged eighty-one days of inventory.

It is taking twenty-one days to sell a home. Home sales were off, year-over-year, 20.4%.

As of September 5th, there were 480 homes and 87 condos for sale in San Mateo County.

San Mateo County
Average Monthly Active Listings SFR

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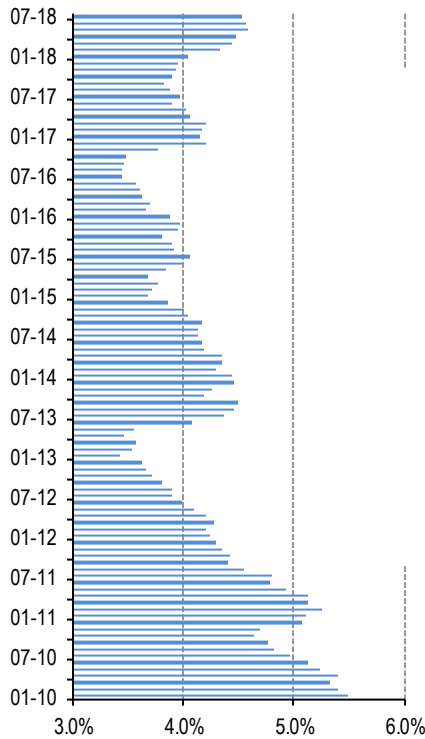
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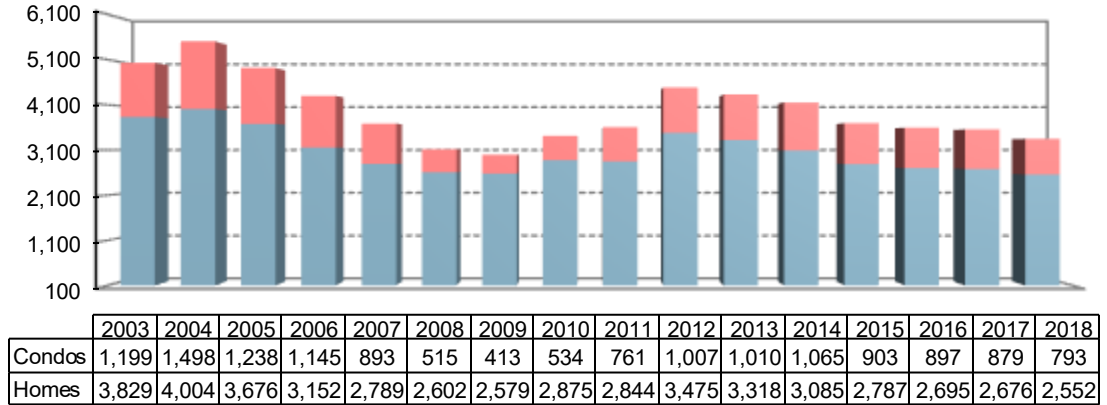
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30-Year Fixed Mortgage Rates

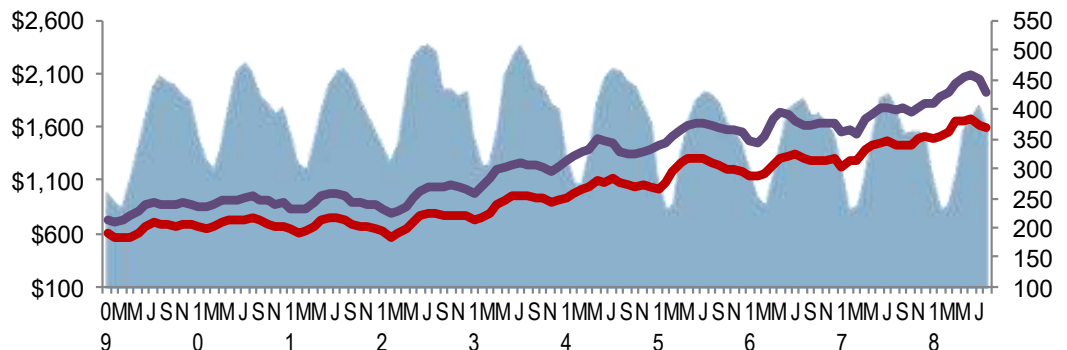


The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

San Mateo County
Sales Year-to-Date



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



© 2018 rereport.com

San Mateo County - August 2018														
Single-Family Homes										% Change from Year Before				
Prices										Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'		
SMC	\$ 1,500,000	\$ 1,814,630	293	298	480	49	109.2%	9.7%	5.2%	-20.4%	-8.0%	48.6%		
Atherton	\$ 4,850,000	\$ 4,659,330	3	5	21	210	101.3%	7.3%	12.6%	-62.5%	66.7%	5.0%		
Belmont	\$ 1,780,000	\$ 1,861,000	17	11	17	30	108.8%	6.0%	8.6%	-15.0%	-45.0%	-10.5%		
Brisbane	\$ 1,186,500	\$ 1,186,500	2	0	3	45	117.6%	18.1%	18.1%	0.0%	-33.3%	-25.0%		
Burlingame	\$ 2,210,000	\$ 2,384,310	13	10	23	53	108.1%	-4.4%	-1.9%	8.3%	-37.5%	360.0%		
Daly City	\$ 1,007,540	\$ 1,033,110	24	33	25	31	112.4%	-0.2%	2.9%	-48.9%	43.5%	47.1%		
East Palo Alto	\$ 912,500	\$ 980,000	6	7	15	75	102.6%	7.4%	3.7%	-60.0%	-36.4%	87.5%		
El Granada	\$ 1,182,000	\$ 1,221,400	5	5	8	48	99.5%	-8.2%	-4.0%	66.7%	-16.7%	14.3%		
Foster City	\$ 2,225,000	\$ 2,052,880	8	9	8	30	107.4%	26.1%	15.8%	14.3%	12.5%	100.0%		
Half Moon Bay	\$ 1,150,000	\$ 1,213,580	5	20	22	132	99.3%	-18.2%	-6.0%	-54.5%	33.3%	4.8%		
Hillsborough	\$ 4,150,000	\$ 4,213,170	12	8	37	93	99.6%	20.3%	-0.2%	9.1%	-27.3%	48.0%		
Menlo Park	\$ 2,002,500	\$ 2,437,130	22	17	31	42	109.8%	-16.3%	-4.3%	0.0%	6.3%	63.2%		
Millbrae	\$ 1,703,000	\$ 1,765,240	13	5	16	37	113.9%	5.1%	2.7%	-38.1%	-58.3%	128.6%		
Montara	\$ 1,160,000	\$ 1,163,330	3	3	5	50	91.4%	16.0%	1.4%	-57.1%	200.0%	-37.5%		
Moss Beach	\$ 1,332,500	\$ 1,332,500	2	2	4	60	102.6%	55.9%	55.9%	0.0%	100.0%	100.0%		
Pacifica	\$ 1,225,000	\$ 1,243,640	11	20	19	52	115.4%	25.3%	21.0%	-54.2%	-28.6%	26.7%		
Portola Valley	\$ -	\$ -	0	6	16	0	0.0%	-28.5%	-31.1%	-20.0%	20.0%	45.5%		
Redwood City	\$ 1,650,000	\$ 1,695,960	36	28	50	42	108.4%	-7.0%	-7.3%	-7.7%	7.7%	61.3%		
Redwood Shores	\$ 2,680,000	\$ 2,680,000	1	4	3	90	111.8%	37.1%	37.1%	-50.0%	50.0%	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	\$ 1,250,000	\$ 1,203,930	15	18	20	40	115.8%	12.0%	9.7%	-16.7%	63.6%	53.8%		
San Carlos	\$ 1,704,000	\$ 2,014,610	11	22	13	35	114.0%	6.0%	16.9%	0.0%	15.8%	44.4%		
San Mateo	\$ 1,650,000	\$ 1,841,340	53	34	56	32	108.8%	12.1%	11.9%	-3.6%	-33.3%	124.0%		
Woodside	\$ 3,087,500	\$ 3,831,250	4	7	27	203	104.9%	3.0%	-22.5%	-50.0%	-22.2%	-10.0%		

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)

	Aug 18	Month %	Jul 18	Year %	Aug 17
Median Price:	\$1,500,000	-6.5%	\$1,605,000	9.7%	\$1,367,000
Average Price:	\$1,814,630	-7.8%	\$1,967,080	5.2%	\$1,725,630
Home Sales:	293	-24.1%	386	-20.4%	368
Pending Sales:	298	-8.0%	324	-8.0%	324
Active Listings:	480	13.7%	422	48.6%	323
SP/LP Ratio	109.2%	0.1%	109.1%	0.5%	108.7%
Days on Market	21	-3.0%	22	10.3%	19
Days of Inventory:	49	49.8%	33	86.6%	26

(Condominiums)

	Aug 18	Month %	Jul 18	Year %	Aug 17
Median Price:	\$900,000	-10.0%	\$1,000,000	9.8%	\$820,000
Average Price:	\$1,003,030	-6.6%	\$1,074,100	12.1%	\$894,423
Home Sales:	89	-16.8%	107	-35.0%	137
Pending Sales:	100	-4.8%	105	-7.4%	108
Active Listings:	87	-7.4%	94	3.6%	84
SP/LP Ratio	106.6%	-2.8%	109.6%	1.1%	105.4%
Days on Market	18	9.8%	16	4.2%	17
Days of Inventory:	29	11.3%	26	59.4%	18

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)

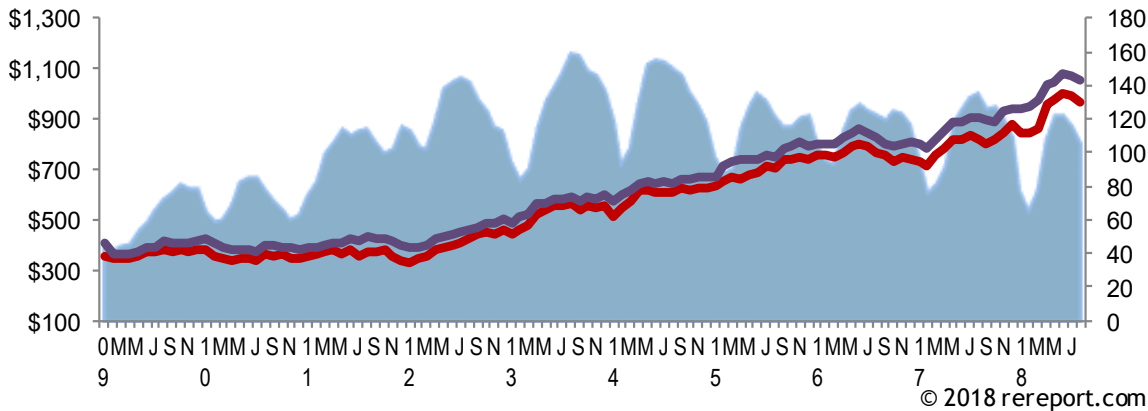


Table Definitions

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.

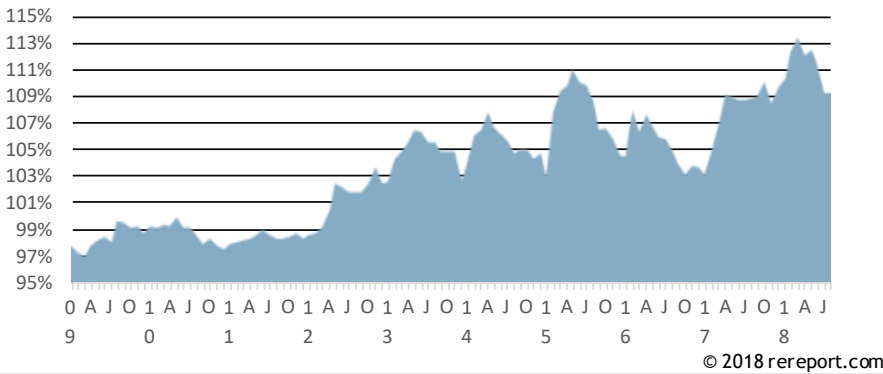
San Mateo County - August 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 900,000	\$ 1,003,030	89	100	87	29	106.6%	9.8%	12.1%	-35.0%	-7.4%	3.6%
Belmont	\$ 822,500	\$ 822,500	2	3	1	15	111.6%	0.3%	1.3%	-33.3%	50.0%	0.0%
Burlingame	\$ 1,080,000	\$ 1,060,000	3	4	0	0	100.8%	13.4%	5.2%	-75.0%	33.3%	-100.0%
Daly City	\$ 720,000	\$ 727,600	5	15	7	42	114.0%	-2.7%	7.3%	-64.3%	-21.1%	-41.7%
Foster City	\$ 1,280,000	\$ 1,175,000	15	8	9	18	106.8%	46.3%	20.2%	36.4%	-38.5%	125.0%
Menlo Park	\$ 1,388,000	\$ 1,421,000	3	7	11	110	100.0%	-7.5%	-10.9%	-50.0%	75.0%	120.0%
Pacifica	\$ 767,500	\$ 767,500	2	3	1	15	107.2%	8.9%	2.3%	-33.3%	-62.5%	-75.0%
Redwood City	\$ 971,500	\$ 1,053,320	12	7	4	10	105.1%	1.6%	8.3%	71.4%	-46.2%	-50.0%
Redwood Shores	\$ 1,345,000	\$ 1,166,670	3	1	2	20	107.2%	1.9%	-10.2%	-25.0%	-25.0%	66.7%
San Bruno	\$ 562,500	\$ 615,250	8	8	2	8	110.5%	25.0%	39.2%	-20.0%	100.0%	-60.0%
San Carlos	\$ 1,175,000	\$ 1,164,800	5	2	2	12	109.0%	27.5%	16.2%	25.0%	-50.0%	100.0%
San Mateo	\$ 930,000	\$ 1,071,290	17	23	32	56	106.1%	2.1%	8.3%	-50.0%	-4.2%	18.5%
S. San Francisco	\$ 650,000	\$ 663,111	9	13	9	29	106.2%	-4.4%	2.5%	0.0%	-23.5%	-30.8%

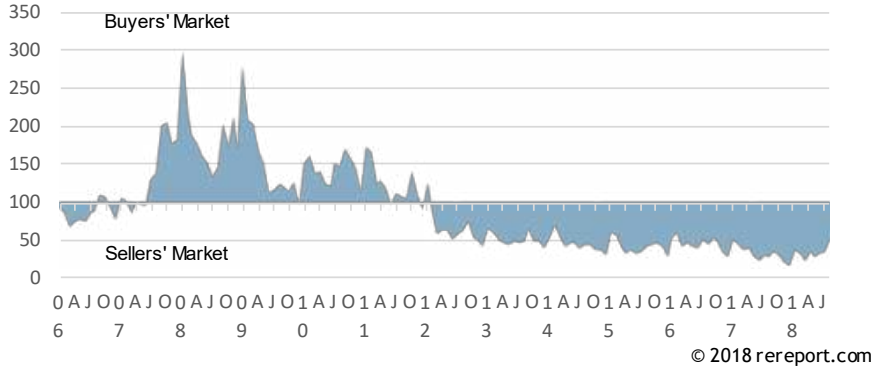
Is NOW a good time to buy your Silicon Valley Home?

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

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

LAS VEGAS LEADS PRICE GAINS IN JUNE ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX

NEW YORK, AUGUST 28, 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 June 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 <https://goo.gl/87bRc7>

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