



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

October 2018 *Inside This Issue*

- > LOCAL MARKET TRENDS1
- > HOME STATISTICS2
- > CONDO STATISTICS3
- > HOME SALES & PENDING CHART... 4
- > SV150 INDEX CORNER.....4
- > INVESTORS CORNER4

San Mateo County Real Estate Trends Report

Home Prices & Sales Bounce in September

The median price for single-family, re-sale homes rose 7.2% from August, after being lower than the month before the two previous months.

The average price for homes gained 8.3%, after being lower than the month before the three previous months.

Home sales also rose last month, rising 3.1%. It had also been down month-over-month for three months.

Year-over-year, both the median and average home prices were up 12%. That's 29 months in a row the median price has been higher than the year before.

Home sales, on the other hand, were down 14.2% compared to last September.

The sales price to list price ratio, or what buyers are paying over what sellers are asking, dropped to 107%. That's the lowest it has been since March 2017.

Days of Inventory rose eight days to fifty-seven days in September. Since January 2000, San Mateo County has averaged eighty-one days of inventory.

The number of homes for sale was up 41.6% year-over-year. That's the fourth month in a row inventory has been higher.

As of October 5th, there were 596 homes for sale in San Mateo County.

It is taking twenty-three days to sell a home.

Condo prices were also up last month with the median price jumping 18.3% and the average price rising 16% over last year.

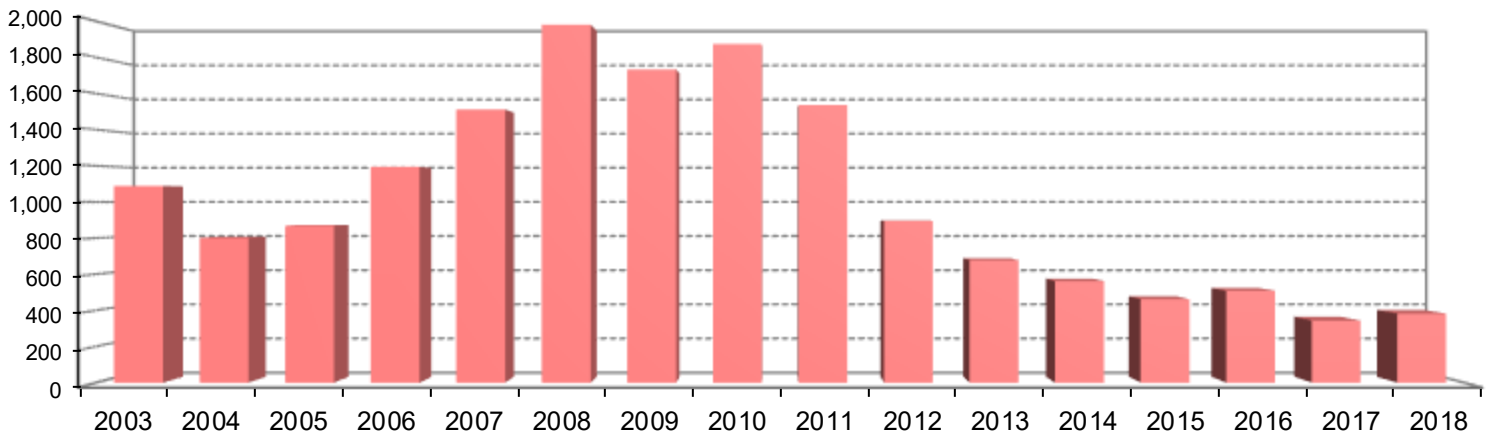
Sales were down 26.8%. This is the fifth consecutive month condo sales have been lower than the year before.

Inventory was up for the second month in a row, jumping 48.3%. There are now 129 condos on the market.

Condos are staying on the market only 15 Days. That means from the time the condo is listed to when it goes into contract.

San Mateo County
Average Monthly Active Listings SFR

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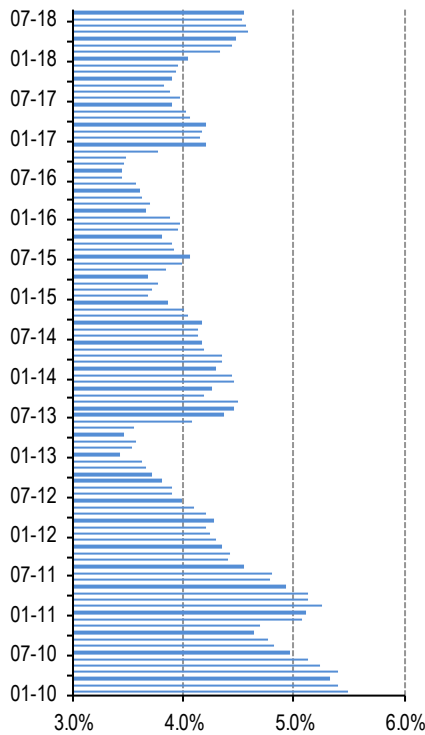
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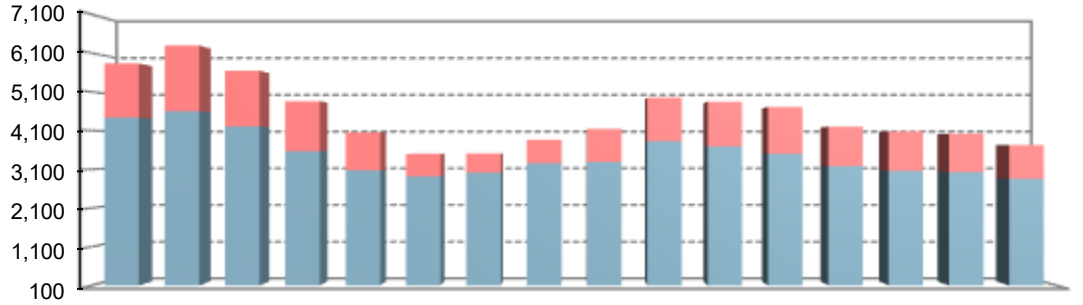
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30-Year Fixed Mortgage Rates



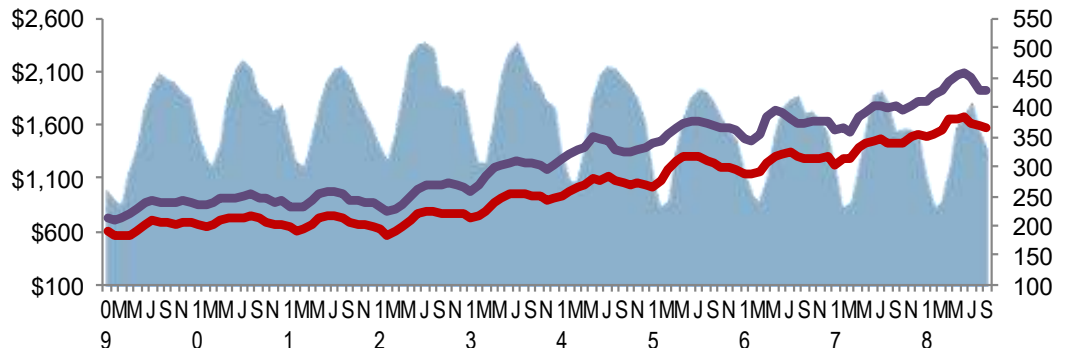
The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

San Mateo County Sales Year-to-Date



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Condos	1,397	1,699	1,436	1,292	985	574	492	601	857	1,121	1,154	1,201	1,020	1,019	991	875
Homes	4,435	4,599	4,208	3,565	3,070	2,922	3,016	3,261	3,288	3,830	3,690	3,505	3,179	3,059	3,028	2,854

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



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San Mateo County - September 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	\$ 1,608,000	\$ 1,964,800	302	384	596	57	107.0%	12.0%	12.0%	-14.2%	4.9%	41.6%		
Atherton	\$ 7,990,000	\$ 10,630,000	6	6	18	87	94.0%	10.4%	46.7%	50.0%	200.0%	-37.9%		
Belmont	\$ 1,850,000	\$ 2,070,710	15	18	21	41	111.4%	17.8%	28.8%	-48.3%	0.0%	31.3%		
Brisbane	\$ -	\$ -	0	6	3	0	0.0%	18.1%	18.1%	0.0%	100.0%	0.0%		
Burlingame	\$ 2,162,500	\$ 2,190,790	14	21	26	54	104.7%	0.6%	0.5%	-17.6%	110.0%	225.0%		
Daly City	\$ 1,010,000	\$ 1,041,220	27	35	28	30	114.6%	11.5%	10.6%	35.0%	6.1%	16.7%		
East Palo Alto	\$ 1,200,000	\$ 1,278,000	5	15	14	81	106.8%	36.4%	44.4%	-54.5%	15.4%	0.0%		
El Granada	\$ 1,200,000	\$ 1,251,670	6	5	9	44	99.5%	-1.6%	4.7%	50.0%	-28.6%	12.5%		
Foster City	\$ 1,794,400	\$ 1,849,980	10	12	8	23	107.3%	-2.8%	4.1%	25.0%	71.4%	166.7%		
Half Moon Bay	\$ 1,650,000	\$ 1,602,880	17	11	20	34	99.5%	28.4%	9.9%	13.3%	-42.1%	-9.1%		
Hillsborough	\$ 4,575,000	\$ 5,275,000	7	10	40	166	97.9%	23.6%	17.2%	-36.4%	0.0%	8.1%		
Menlo Park	\$ 1,940,000	\$ 2,401,830	18	26	41	66	104.3%	-34.9%	-21.6%	-5.3%	8.3%	78.3%		
Millbrae	\$ 1,680,000	\$ 1,743,180	11	9	15	40	108.7%	-3.4%	-1.8%	-26.7%	12.5%	66.7%		
Montara	\$ 1,401,000	\$ 1,401,000	2	1	9	131	102.4%	0.1%	0.1%	0.0%	-50.0%	28.6%		
Moss Beach	\$ 1,136,000	\$ 1,136,000	2	0	7	102	100.9%	55.9%	55.9%	0.0%	100.0%	600.0%		
Pacifica	\$ 1,180,000	\$ 1,152,380	21	23	28	39	110.0%	18.1%	7.8%	-19.2%	-23.3%	40.0%		
Portola Valley	\$ 3,337,500	\$ 3,462,500	4	9	19	138	101.8%	-22.4%	-10.2%	-20.0%	12.5%	26.7%		
Redwood City	\$ 1,732,000	\$ 1,828,780	30	37	80	77	107.5%	19.0%	17.2%	-14.3%	-9.8%	66.7%		
Redwood Shores	\$ 2,321,500	\$ 2,405,750	4	5	3	22	106.8%	37.1%	37.1%	-50.0%	150.0%	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	\$ 1,180,000	\$ 1,143,500	12	19	23	56	106.2%	2.6%	-2.9%	-33.3%	18.8%	228.6%		
San Carlos	\$ 1,950,000	\$ 2,143,260	21	27	30	41	108.3%	13.5%	18.0%	5.0%	-28.9%	50.0%		
San Mateo	\$ 1,704,000	\$ 1,718,040	42	50	73	50	108.0%	21.7%	8.1%	-20.8%	11.1%	97.3%		
Woodside	\$ 2,822,500	\$ 2,820,830	6	6	32	155	100.1%	29.8%	5.7%	-40.0%	-14.3%	-13.5%		

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)

	Sep 18	Month %	Aug 18	Year %	Sep 17
Median Price:	\$1,608,000	7.2%	\$1,500,000	12.0%	\$1,436,250
Average Price:	\$1,964,800	8.3%	\$1,814,630	12.0%	\$1,754,060
Home Sales:	302	3.1%	293	-14.2%	352
Pending Sales:	384	28.9%	298	4.9%	366
Active Listings:	596	24.2%	480	41.6%	421
SP/LP Ratio	107.0%	-2.0%	109.2%	-1.8%	108.9%
Days on Market	23	9.4%	21	-8.9%	25
Days of Inventory:	57	16.5%	49	65.0%	35

(Condominiums)

	Sep 18	Month %	Aug 18	Year %	Sep 17
Median Price:	\$912,500	1.4%	\$900,000	18.3%	\$771,500
Average Price:	\$1,041,250	3.8%	\$1,003,030	16.0%	\$897,437
Home Sales:	82	-7.9%	89	-26.8%	112
Pending Sales:	110	10.0%	100	-14.7%	129
Active Listings:	129	48.3%	87	48.3%	87
SP/LP Ratio	109.1%	2.4%	106.6%	3.6%	105.3%
Days on Market	15	-17.1%	18	-35.0%	22
Days of Inventory:	46	55.6%	29	102.5%	23

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)

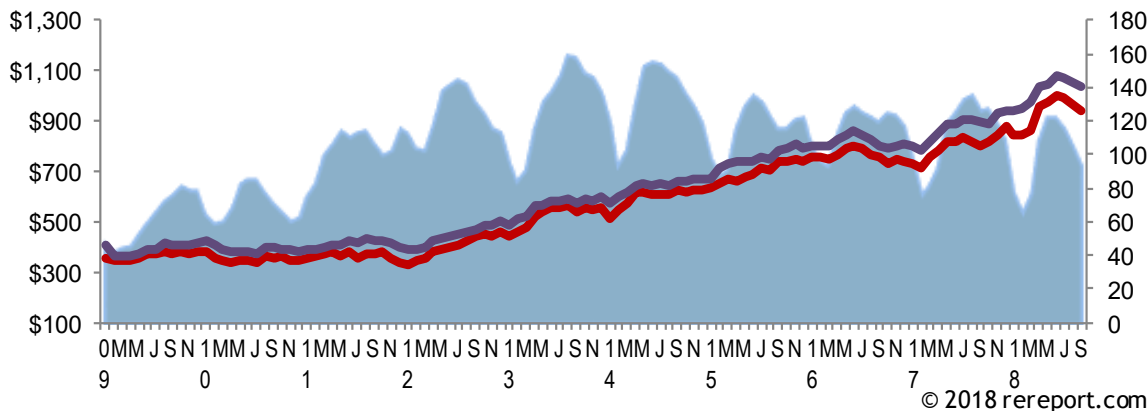


Table Definitions

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

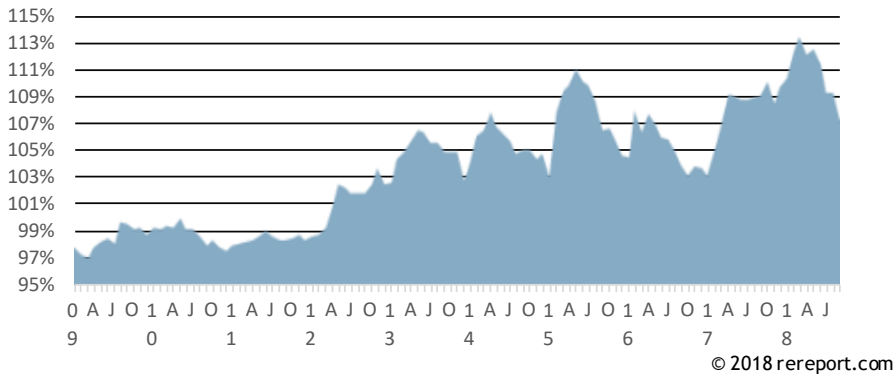
Number of properties actively for sale as of the last day of the month.

San Mateo County - September 2018

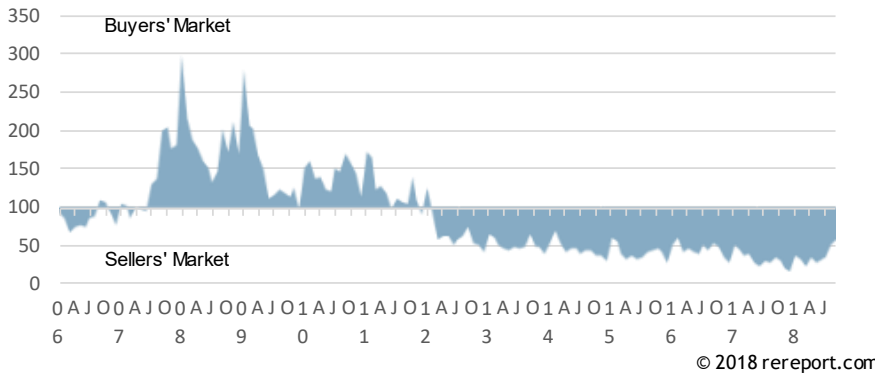
Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 912,500	\$ 1,041,250	82	110	129	46	109.1%	18.3%	16.0%	-26.8%	-14.7%	48.3%
Belmont	\$ 1,105,000	\$ 1,236,670	3	0	4	39	108.6%	100.5%	124.4%	200.0%	50.0%	300.0%
Burlingame	\$ 1,200,000	\$ 1,187,670	3	2	3	29	115.0%	6.3%	3.9%	-25.0%	-75.0%	0.0%
Daly City	\$ 725,000	\$ 745,978	11	16	10	26	108.3%	32.3%	32.6%	-35.3%	-11.1%	25.0%
Foster City	\$ 1,300,000	\$ 1,277,560	9	9	14	45	112.5%	8.3%	7.6%	-18.2%	-25.0%	75.0%
Menlo Park	\$ 1,780,000	\$ 1,856,750	8	8	11	40	104.5%	95.8%	74.1%	166.7%	300.0%	57.1%
Pacifica	\$ 917,500	\$ 917,500	2	1	4	58	108.1%	37.7%	31.9%	-75.0%	-75.0%	-75.0%
Redwood City	\$ 940,000	\$ 933,778	9	4	6	19	108.5%	-11.2%	-5.0%	-40.0%	-60.0%	0.0%
Redwood Shores	\$ -	\$ -	0	4	6	0	0.0%	1.9%	-10.2%	-25.0%	-20.0%	200.0%
San Bruno	\$ 570,000	\$ 571,625	8	7	3	11	111.6%	34.9%	30.2%	33.3%	-12.5%	-25.0%
San Carlos	\$ 1,163,000	\$ 1,163,000	2	6	8	116	117.4%	31.8%	17.9%	-66.7%	50.0%	100.0%
San Mateo	\$ 820,000	\$ 1,119,000	11	31	43	113	106.0%	-12.8%	19.6%	-62.1%	6.9%	38.7%
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

HOME PRICE GAINS SLOW ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX

NEW YORK, SEPTWMBER 25, 2018 – SS&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 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/aa83k4>

Is it time to seriously consider investing in real estate?

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