



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 Prices & Sales Continue Rising in October

The median price for single-family, re-sale homes rose 1% from September. That's the second month in a row the median price has been higher than the month before.

The average price for homes also rose 1%. Again, that's the second month in a row the average price has been higher than the month.

Home sales surged last month, rising 30.5% over September.

Year-over-year, the median price gained 7.5% and the average price was up 13.2%. That's 30 months in a row the median price has been higher than the year before.

Home sales rose 10.4% compared to last October.

The sales price to list price ratio, or what buyers are paying over what sellers are asking, dropped to 106.6%. That's the lowest it has been since February 2017.

Days of Inventory dropped fourteen days to forty-three days in October. Since January 2000, San Mateo County has averaged eighty-one days of inventory.

The number of homes for sale was up 58.8% year-over-year. That's the fifth month in a row inventory has been higher.

As of November 5th, there were 559 homes for sale in San Mateo County.

It is taking nineteen days to sell a home.

Condo prices were also up last month with the median price jumping 6.9% and the average price rising 15.6% over last year.

Sales were down 24.6%. This is the sixth consecutive month condo sales have been lower than the year before.

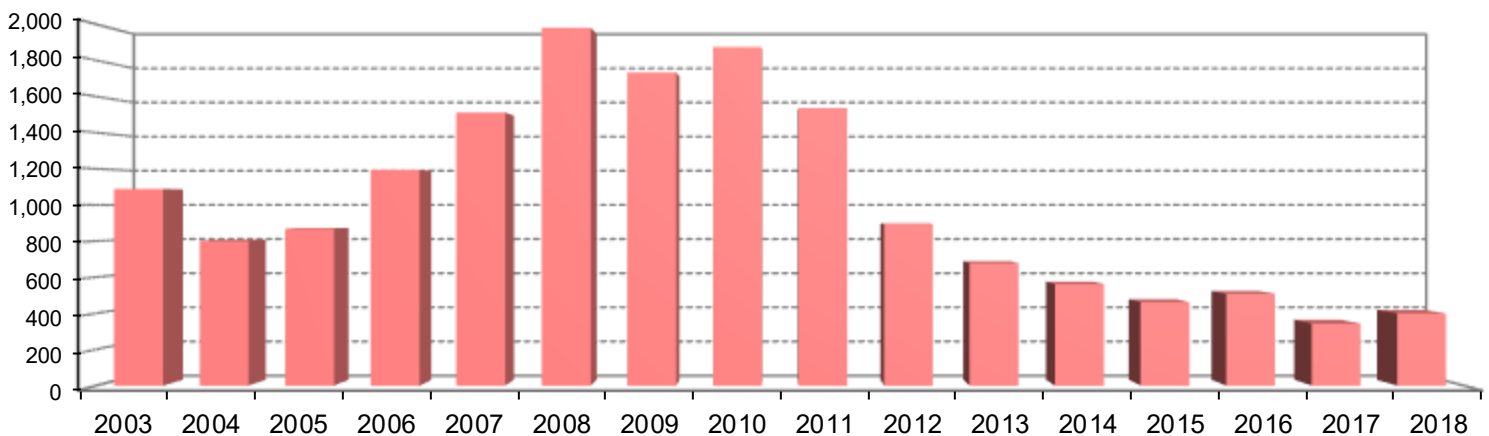
Inventory was up for the second month in a row, jumping 96.9%. There are now 128 condos on the market.

Condos are staying on the market only 20 Days. That means from the time the condo is listed to when it goes into contract.

For specific information, do not hesitate to contact me.

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San Mateo County
Average Monthly Active Listings SFR



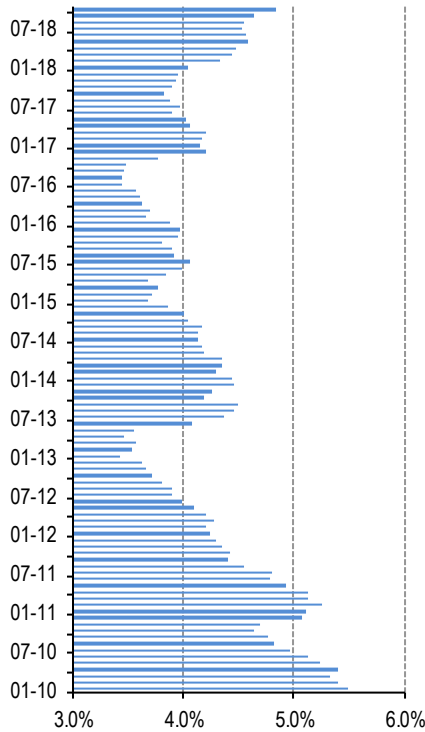
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30-Year Fixed Mortgage Rates



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

Economy Firm, Rates Too

November 2, 2018 -- In the current economic climate, mortgage borrowers hoping to see lower rates are likely to be routinely disappointed. Simply put, there's just too much good news to expect a meaningful downturn in interest rates anytime soon.

That's not to say we might not see periodic dips, which are common, and come and go as inbound economic data ebbs and flows. However, to get a considerable or sustainable decline, we'll need to see a measurable slowdown in the U.S., or in a major overseas economy, or some durable event that sees investors more strongly prefer safety and security -- return OF principal -- rather than seeking opportunities that provide for return ON principal.

To be sure, there are changes afoot. There seems to be slowing growth in China, the Eurozone is uneven, at best, with a changing political climate in Germany and Brexit keeping things interesting,

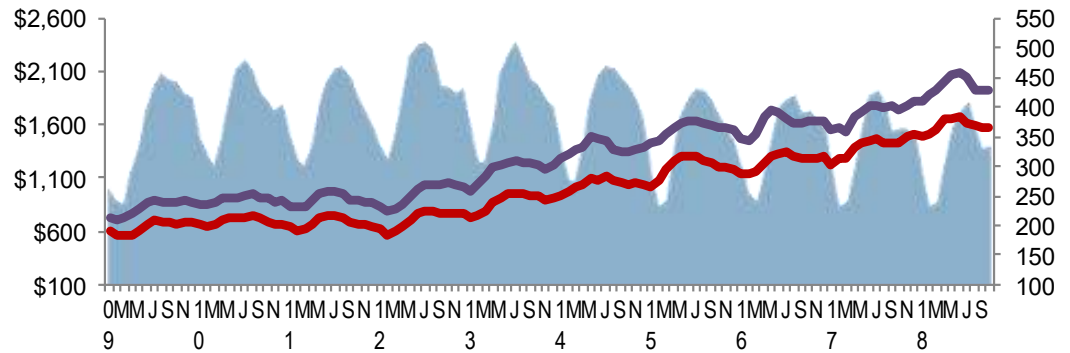
plus issues in Italy and more. However, as long as things are solid in the U.S. and the Federal Reserve is likely to continue to lift interest rates, the best a mortgage shopper can hope for is that rates find a way to hang around near present levels.

Although growth may have throttled back a bit in the third quarter of 2018 compared to the second, the present 3.5% rate of GDP growth is very strong. There are a few indications that the fourth quarter may ease up a bit more, but there is no expectation that slightly lesser pace changes the interest rate picture very much.

In looking at and through the data that comes each month and quarter, it's hard to find anything that suggests that a meaningful decline in interest rates can be expected anytime soon. That's not to say that some unexpected event might not create a temporary dip here or there or that rates are expected to

(Continued on page 4)

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



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San Mateo County - October 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	\$ 1,624,000	\$ 1,983,900	394	339	559	43	106.6%	7.5%	13.2%	10.4%	-11.7%	58.8%
Atherton	\$ 6,125,000	\$ 6,268,750	4	11	17	128	98.6%	-6.5%	-9.8%	-42.9%	57.1%	-29.2%
Belmont	\$ 1,666,500	\$ 1,768,450	20	13	16	24	107.9%	-11.6%	-5.8%	17.6%	-38.1%	60.0%
Brisbane	\$ 1,402,500	\$ 1,386,000	4	3	6	45	97.1%	46.9%	33.1%	33.3%	200.0%	50.0%
Burlingame	\$ 2,375,500	\$ 2,556,430	22	19	24	33	102.6%	14.5%	20.8%	175.0%	90.0%	118.2%
Daly City	\$ 1,020,000	\$ 1,071,010	27	29	30	33	112.5%	5.2%	8.7%	-12.9%	-37.0%	57.9%
East Palo Alto	\$ 1,045,000	\$ 1,101,450	10	8	20	60	105.1%	22.9%	24.6%	11.1%	-57.9%	122.2%
El Granada	\$ 1,150,000	\$ 1,088,000	5	5	7	42	101.1%	26.4%	3.1%	25.0%	-28.6%	0.0%
Foster City	\$ 1,986,090	\$ 1,949,510	11	8	8	22	110.7%	6.8%	4.2%	57.1%	0.0%	33.3%
Half Moon Bay	\$ 1,467,500	\$ 1,522,080	12	7	29	73	99.1%	13.5%	17.8%	-25.0%	-12.5%	16.0%
Hillsborough	\$ 4,400,000	\$ 4,683,620	8	9	40	150	102.3%	13.4%	13.1%	14.3%	-43.8%	33.3%
Menlo Park	\$ 2,607,000	\$ 3,094,640	25	23	40	48	106.2%	-9.6%	15.9%	-3.8%	-4.2%	90.5%
Millbrae	\$ 2,077,500	\$ 2,022,250	8	9	11	41	112.1%	27.6%	14.9%	-11.1%	12.5%	10.0%
Montara	\$ 1,100,000	\$ 1,100,000	1	2	9	270	100.0%	5.8%	0.9%	-66.7%	100.0%	0.0%
Moss Beach	\$ 940,000	\$ 940,000	1	2	8	240	94.1%	-16.3%	-16.3%	-50.0%	100.0%	700.0%
Pacifica	\$ 1,100,000	\$ 1,092,690	29	29	22	23	111.7%	10.0%	1.4%	-6.5%	52.6%	120.0%
Portola Valley	\$ 3,950,000	\$ 4,293,460	13	3	20	46	103.7%	34.6%	57.5%	62.5%	-80.0%	66.7%
Redwood City	\$ 1,660,000	\$ 1,807,150	47	30	80	51	105.7%	5.7%	14.2%	9.3%	-41.2%	105.1%
Redwood Shores	\$ 2,380,000	\$ 2,288,380	5	1	8	48	100.6%	42.1%	36.6%	400.0%	0.0%	700.0%
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	\$ 1,100,000	\$ 1,076,380	21	20	20	29	106.2%	-2.7%	-7.1%	61.5%	81.8%	81.8%
San Carlos	\$ 1,980,000	\$ 2,012,970	39	21	24	18	106.0%	10.8%	3.3%	-2.5%	-8.7%	200.0%
San Mateo	\$ 1,515,000	\$ 1,822,970	50	47	56	34	107.4%	2.7%	12.9%	0.0%	9.3%	166.7%
Woodside	\$ 4,990,000	\$ 6,109,170	6	6	25	125	102.7%	177.2%	181.0%	20.0%	-45.5%	-28.6%

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)

	Oct 18	Month %	Sep 18	Year %	Oct 17
Median Price:	\$1,624,000	1.0%	\$1,608,000	7.5%	\$1,510,000
Average Price:	\$1,983,900	1.0%	\$1,964,800	13.2%	\$1,752,210
Home Sales:	394	30.5%	302	10.4%	357
Pending Sales:	339	-11.7%	384	-11.7%	384
Active Listings:	559	-6.2%	596	58.8%	352
SP/LP Ratio	106.6%	-0.4%	107.0%	-3.1%	110.0%
Days on Market	19	-17.1%	23	16.8%	16
Days of Inventory:	43	-25.6%	57	43.9%	30

(Condominiums)

	Oct 18	Month %	Sep 18	Year %	Oct 17
Median Price:	\$911,000	-0.2%	\$912,500	6.9%	\$852,500
Average Price:	\$1,020,180	-2.0%	\$1,041,250	15.6%	\$882,748
Home Sales:	98	19.5%	82	-24.6%	130
Pending Sales:	101	-8.2%	110	-17.2%	122
Active Listings:	128	-0.8%	129	96.9%	65
SP/LP Ratio	104.6%	-4.2%	109.1%	-1.7%	106.4%
Days on Market	20	38.1%	15	14.0%	18
Days of Inventory:	39	-14.1%	46	161.2%	15

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)

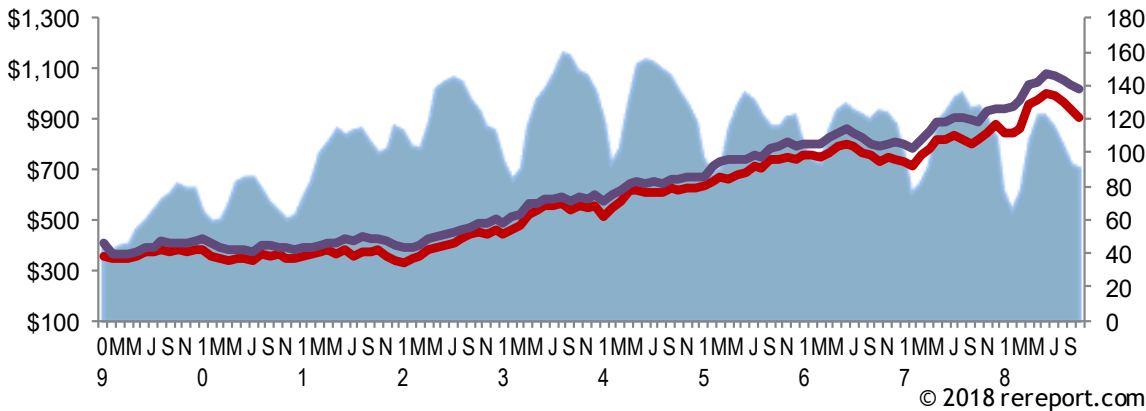


Table Definitions

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

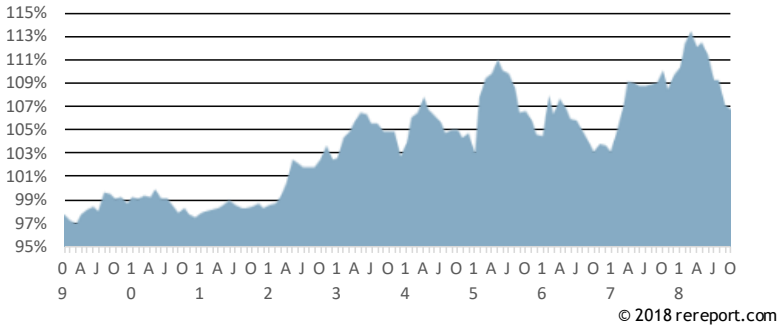
Number of properties actively for sale as of the last day of the month.

San Mateo County - October 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 911,000	\$ 1,020,180	98	101	128	39	104.6%	6.9%	15.6%	-24.6%	-17.2%	96.9%
Belmont	\$ -	\$ -	0	3	4	0	0.0%	-100.0%	-100.0%	-100.0%	200.0%	100.0%
Burlingame	\$ 1,327,500	\$ 1,251,250	4	2	2	15	107.1%	38.3%	30.3%	100.0%	-66.7%	100.0%
Daly City	\$ 750,000	\$ 711,988	9	16	9	30	107.6%	32.9%	22.8%	12.5%	6.7%	50.0%
Foster City	\$ 1,275,000	\$ 1,166,670	9	8	16	53	107.4%	4.5%	-0.2%	-40.0%	-46.7%	166.7%
Menlo Park	\$ 1,475,000	\$ 1,623,210	7	6	11	47	99.9%	-0.7%	-14.6%	16.7%	500.0%	57.1%
Pacifica	\$ 852,500	\$ 852,500	2	3	5	75	103.9%	22.0%	23.9%	-50.0%	0.0%	-75.0%
Redwood City	\$ 1,085,000	\$ 1,085,000	6	4	5	25	106.1%	1.0%	7.5%	-50.0%	-63.6%	-16.7%
Redwood Shores	\$ 1,310,000	\$ 1,325,000	4	3	6	45	105.1%	18.8%	17.9%	-33.3%	-50.0%	100.0%
San Bruno	\$ 535,000	\$ 522,400	5	8	7	42	104.8%	28.9%	18.5%	-50.0%	166.7%	133.3%
San Carlos	\$ 1,150,000	\$ 1,128,400	5	5	9	54	103.6%	17.9%	9.7%	-28.6%	25.0%	100.0%
San Mateo	\$ 920,000	\$ 1,068,320	25	29	41	49	104.3%	9.7%	17.4%	-24.2%	-21.6%	115.8%
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

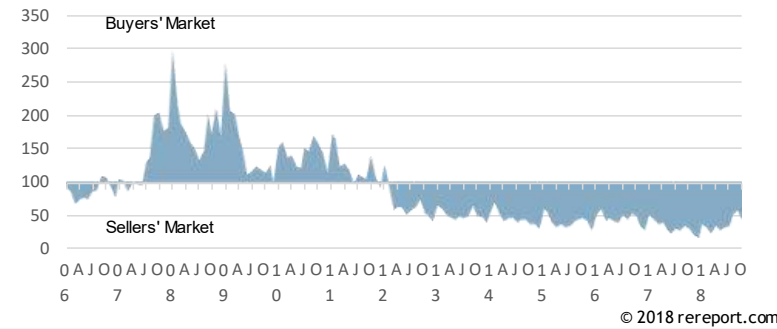


Compare this MTR to last year

(Continued from page 2)

continue to rise in a straight line, but that the conditions that create firmness in interest rates (and mortgage rates) -- solid growth, firming price pressures, an active Fed -- all remain in place, and are expected to remain for a while yet. At some point, perhaps not even all that long from now, we'll come to an inflection point, and the shift in conditions will begin to suggest lower rates as we go along. For now, that remains well into the future.

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

ANNUAL GAINS FALL BELOW 6% FOR THE FIRST TIME IN 12 MONTHS ACCORDING TO S&P CORELOGIC CASE-SHILLER INDEX

NEW YORK, OCTOBER 30, 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 August 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/WHAX8w>

Is it time to seriously consider investing in real estate?

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