



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

December 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

Market Continues to Soften

The real estate market in San Mateo County continues to soften. The sales price to list price ratio is at its lowest level since January 2017. While still over 100%, 103.4%, the trend will have it below that mark soon.

The median price for single-family, resale homes fell 7.6% from October. The average price for homes fell 1.2%.

Year-over-year, the median price was flat and the average price was up 6.1%.

Home sales were down 12.4% year-over-year. Year-to-date, sales are off 4.9%.

Days of Inventory dropped one day to forty-two days in November. Since

January 2000, San Mateo County has averaged eighty-one days of inventory.

The number of homes for sale was up 74.5% year-over-year. That's the sixth month in a row inventory has been higher.

As of December 5th, there were 466 homes for sale in San Mateo County.

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

Condo prices were down last month with the median price off 3.0% and the average price falling 2.6% over last year.

Sales were down 23.0%. This is the seventh consecutive month condo sales have been lower than the year before.

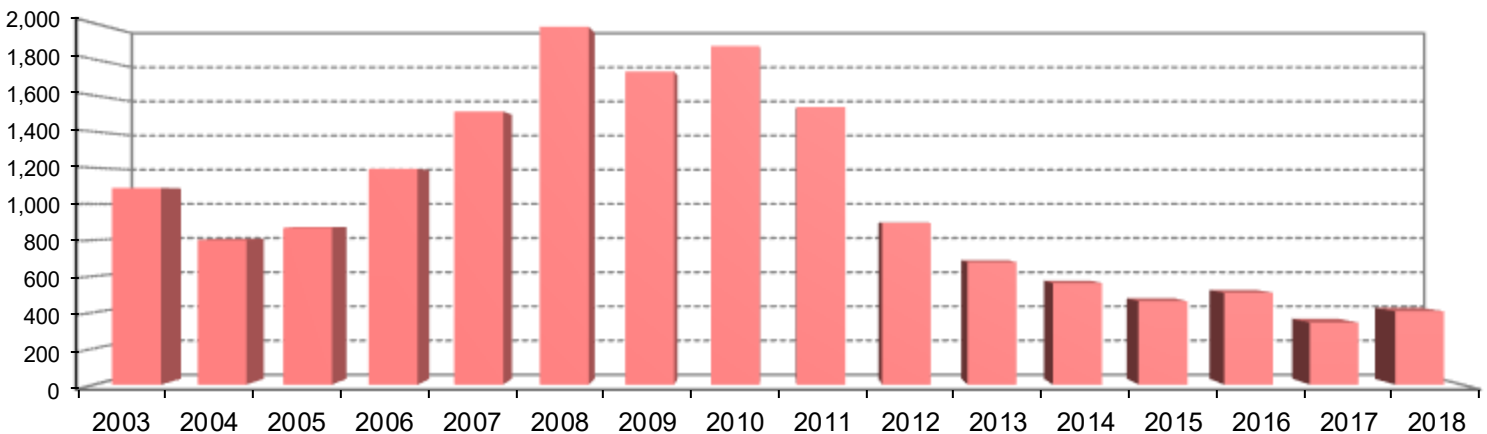
Inventory was up for the fourth month in a row, jumping 144.4%. There are now 110 condos on the market.

There are thirty-seven days of inventory.

Condos are staying on the market only twenty-one days. That means from the time the condo is listed to when it goes into contract.

San Mateo County
Average Monthly Active Listings SFR

© 2018 rereport.com



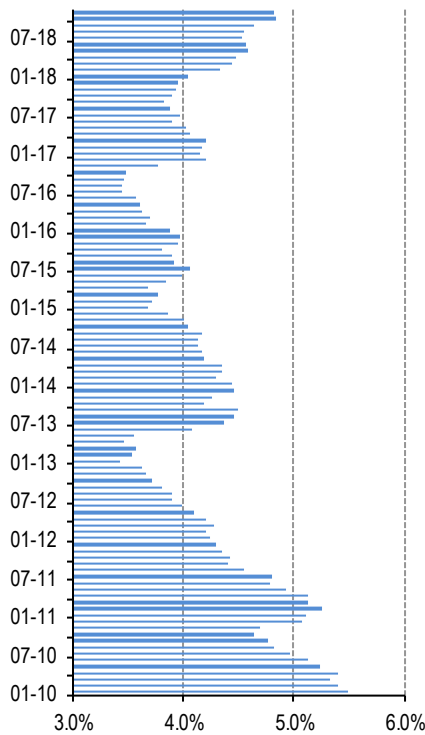
Avi Urban
DRE# 01485729
650. 305. 1111
avi@urban.realtor

Netanel
DRE# 01952410
408. 759. 1347
nati@urban.realtor

Assaf Urban
DRE# 01986662
650. 219. 2117
assaf@urban.realtor

Ella Barak
DRE# 02022437
650. 646. 4784
ella@urban.realtor

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/>.

Housing Quiet

November 30, 2018 -- It's no secret that home sales have lacked traction for a good number of months now. Even with a modest 1.4% rise in existing home sales in October, the truth is that they still remain more than 5% below the same period last year. This week, the National Association of Realtors noted that their Pending Home Sales Index for October fell by 2.6%, making it now 10 consecutive months where pending sales were lower when compared to year-ago readings. The PSHI is based on signed contract to buy; home purchase transactions commonly take 45-60 days to complete, and so are a harbinger for at least a part of the expected trend for existing home sales for November and December. Those sales figures won't come for about 4 and 8 weeks, respectively.

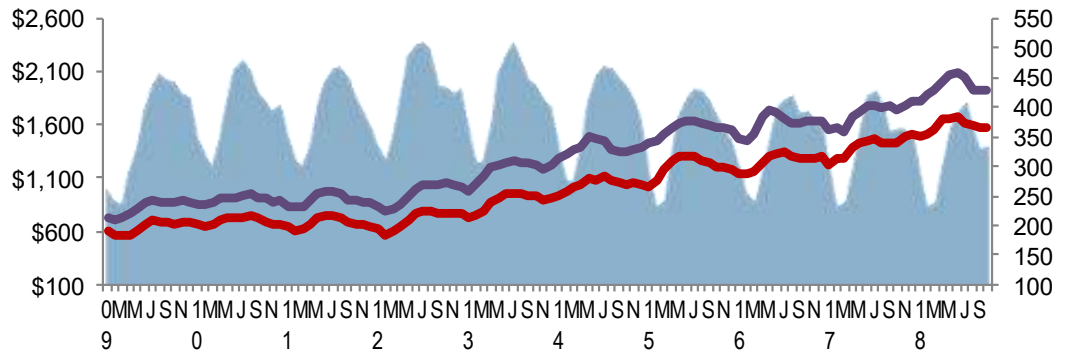
Although it remains at a robust level, we learned last week that enthusiasm among homebuilders had dropped sharply in November amid a

lackluster and challenging construction climate. This week we learned the reason for the souring demeanor: Fewer folks are buying the homes they are building.

Sales of new homes slumped by 8.9% in October, continuing a downtrend that began after an expansion peak for sales of 712,000 (annualized) units last November. A year on, and the present rate of sale has slid all the way to 544,000 annual units, some 12% below the same period last year. There was a bit of a bright spot in an upward revision for September sales (from 552K to 597K) but very little to be excited about in the current climate. With the slump in sales, supplies of unsold homes swelled to 7.4 months, a level rather above optimal stockpiles of

(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 - November 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	\$ 1,959,460	324	291	466	42	103.4%	0.0%	6.1%	-12.4%	-5.5%	74.5%
Atherton	\$ 6,437,500	\$ 8,061,000	10	2	15	44	99.3%	74.3%	78.3%	25.0%	100.0%	-31.8%
Belmont	\$ 1,775,000	\$ 1,831,330	15	8	16	31	101.6%	3.8%	3.9%	-28.6%	-57.9%	77.8%
Brisbane	\$ 1,087,500	\$ 1,273,750	4	0	7	51	110.2%	-25.8%	-13.1%	300.0%	200.0%	50.0%
Burlingame	\$ 2,288,000	\$ 2,537,580	19	17	14	21	105.0%	7.2%	11.1%	72.7%	88.9%	75.0%
Daly City	\$ 1,050,000	\$ 1,032,140	25	30	19	22	113.2%	10.2%	5.2%	-32.4%	-16.7%	0.0%
East Palo Alto	\$ 845,000	\$ 947,143	7	8	17	70	100.8%	-4.8%	0.8%	-56.3%	14.3%	142.9%
El Granada	\$ 912,500	\$ 912,500	2	4	8	116	96.9%	-26.8%	-25.9%	-60.0%	-50.0%	100.0%
Foster City	\$ 1,510,000	\$ 1,554,860	7	9	6	25	99.7%	-11.2%	-17.8%	-22.2%	28.6%	200.0%
Half Moon Bay	\$ 1,447,500	\$ 1,476,170	6	7	27	131	100.4%	-3.3%	-2.9%	-25.0%	-58.8%	92.9%
Hillsborough	\$ 4,112,500	\$ 3,933,900	10	7	25	73	96.3%	21.7%	2.9%	-33.3%	0.0%	8.7%
Menlo Park	\$ 2,780,000	\$ 2,988,400	23	20	25	32	100.0%	32.4%	20.5%	4.5%	-9.1%	47.1%
Millbrae	\$ 1,825,000	\$ 1,790,430	7	8	10	41	106.2%	4.3%	-0.1%	0.0%	-20.0%	25.0%
Montara	\$ 1,173,500	\$ 1,173,500	2	6	6	87	98.7%	5.8%	0.9%	-66.7%	20.0%	-40.0%
Moss Beach	\$ 1,300,000	\$ 1,300,000	1	1	9	261	124.0%	2.0%	2.0%	0.0%	100.0%	350.0%
Pacifica	\$ 1,037,500	\$ 1,088,200	26	22	21	23	107.2%	6.0%	6.6%	36.8%	57.1%	200.0%
Portola Valley	\$ 2,954,000	\$ 2,954,000	2	4	17	247	96.6%	-5.3%	-33.9%	-84.6%	-33.3%	70.0%
Redwood City	\$ 1,650,000	\$ 1,673,390	37	38	64	50	101.9%	6.5%	1.8%	-35.1%	-5.0%	166.7%
Redwood Shores	\$ 2,260,000	\$ 2,260,000	2	1	8	116	103.2%	25.6%	25.6%	100.0%	-75.0%	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	\$ 1,010,000	\$ 1,011,590	22	15	17	22	102.6%	-19.0%	-14.8%	175.0%	-11.8%	142.9%
San Carlos	\$ 1,800,000	\$ 1,938,680	19	17	21	32	101.6%	-6.7%	-2.8%	-13.6%	13.3%	133.3%
San Mateo	\$ 1,575,000	\$ 1,706,890	43	40	54	36	104.1%	0.4%	-2.8%	-12.2%	11.1%	260.0%
Woodside	\$ 2,928,890	\$ 8,069,630	3	5	22	213	93.6%	12.6%	136.2%	-57.1%	-44.4%	-29.0%

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)

	Nov 18	Month %	Oct 18	Year %	Nov 17
Median Price:	\$1,500,000	-7.6%	\$1,624,000	0.0%	\$1,500,000
Average Price:	\$1,959,460	-1.2%	\$1,983,900	6.1%	\$1,847,310
Home Sales:	324	-17.8%	394	-12.4%	370
Pending Sales:	291	-14.2%	339	-5.5%	308
Active Listings:	466	-16.6%	559	74.5%	267
SP/LP Ratio	103.4%	-3.1%	106.6%	-4.6%	108.4%
Days on Market	29	54.0%	19	39.9%	21
Days of Inventory:	42	-2.0%	43	99.3%	21

(Condominiums)

	Nov 18	Month %	Oct 18	Year %	Nov 17
Median Price:	\$892,000	-2.1%	\$911,000	-3.0%	\$920,000
Average Price:	\$981,045	-3.8%	\$1,020,180	-2.6%	\$1,007,220
Home Sales:	87	-11.2%	98	-23.0%	113
Pending Sales:	87	-13.9%	101	2.4%	85
Active Listings:	110	-14.1%	128	144.4%	45
SP/LP Ratio	103.2%	-1.3%	104.6%	-3.0%	106.3%
Days on Market	21	5.7%	20	-1.3%	22
Days of Inventory:	37	-6.4%	39	217.5%	12

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)

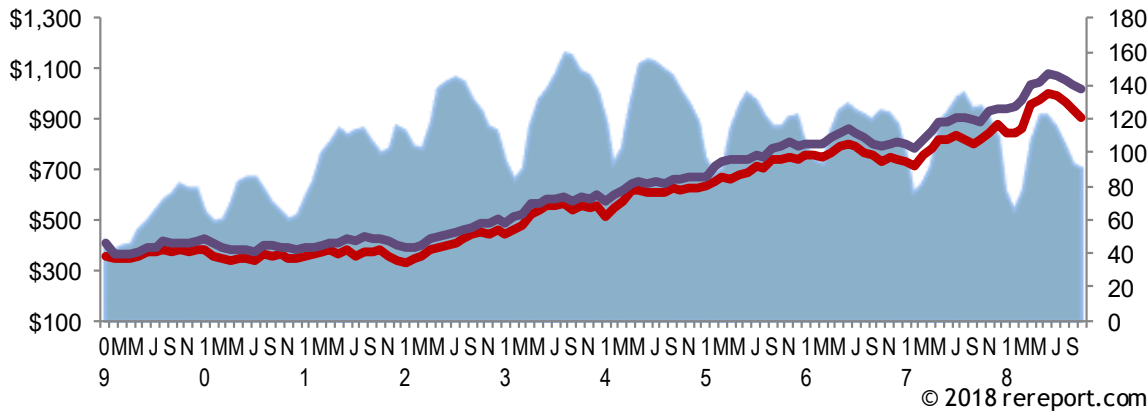


Table Definitions

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.

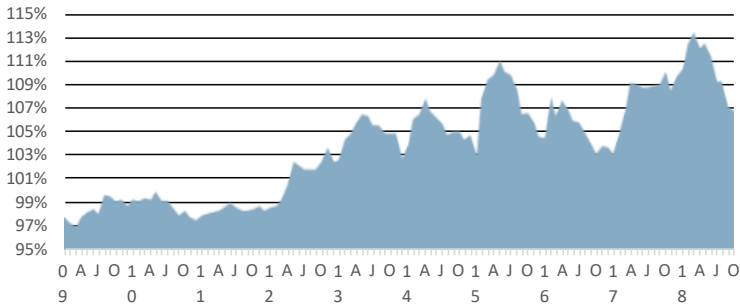
San Mateo County - November 2018

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 892,000	\$ 981,045	87	87	110	37	103.2%	-3.0%	-2.6%	-23.0%	2.4%	144.4%
Belmont	\$ 1,200,000	\$ 1,136,000	3	2	7	68	104.4%	-5.9%	-12.6%	0.0%	200.0%	100.0%
Burlingame	\$ 1,498,000	\$ 1,323,000	3	2	3	29	118.9%	37.9%	26.9%	-57.1%	100.0%	100.0%
Daly City	\$ 668,500	\$ 689,278	9	9	9	29	102.9%	7.4%	8.5%	12.5%	-25.0%	125.0%
Foster City	\$ 1,235,000	\$ 1,104,880	8	6	16	58	100.1%	7.4%	1.7%	-52.9%	-50.0%	300.0%
Menlo Park	\$ 1,500,000	\$ 1,516,800	5	3	11	64	97.8%	-2.0%	-0.9%	150.0%	500.0%	57.1%
Pacifica	\$ 817,500	\$ 787,500	4	6	4	29	102.1%	23.9%	21.4%	33.3%	200.0%	-20.0%
Redwood City	\$ 710,000	\$ 702,333	3	4	6	58	101.5%	-32.4%	-34.2%	-70.0%	-42.9%	50.0%
Redwood Shores	\$ 1,375,000	\$ 1,225,400	5	2	3	17	101.5%	5.4%	-0.1%	-28.6%	-60.0%	100.0%
San Bruno	\$ 507,500	\$ 515,500	8	4	6	22	102.3%	-15.4%	-9.0%	166.7%	-20.0%	100.0%
San Carlos	\$ 1,295,000	\$ 1,157,080	6	8	3	15	100.9%	25.4%	3.4%	50.0%	300.0%	50.0%
San Mateo	\$ 942,500	\$ 1,076,180	24	28	29	35	104.2%	9.0%	11.6%	-22.6%	27.3%	52.6%
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/>

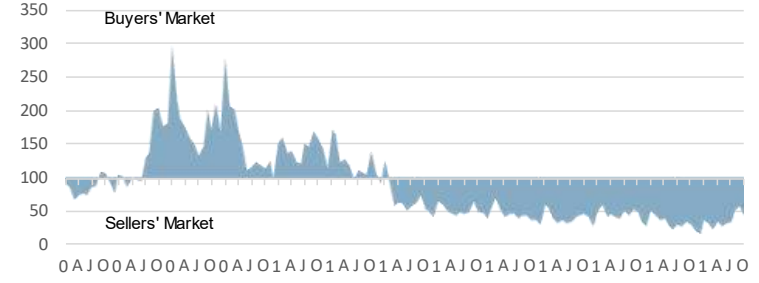
Compare this MTR to last year

San Mateo County Homes: Sales Price/Listing Price Ratio



© 2018 rereport.com

San Mateo County Homes: Days of Inventory



© 2018 rereport.com

(Continued from page 2)

perhaps 6 months, and one that will likely put a damper on new construction trends for a while. The 336,000 built-and-ready to sell units available is the highest number of the economic expansion to date.

Moving the needle higher for new home sales may be difficult, at least for a time. Of late, somewhat more existing home inventory has become available and so competes against more expensive new stock; as well, it is likely difficult to build homes in the markets that most need additional new inventory as tracts of open land are scarce. Other headwinds such as firming mortgage rates don't help either, and with the homebuying season giving way to the holiday season, it may be spring before we see much by way of improvement.

With Black Friday behind us and the normally-quiet-for-housing holiday season kicking in, it doesn't seem likely that we'll see home sales get much of a lift anytime soon. Mortgage rates have backed off from recent peak levels by about an eighth of a percentage point which may help a bit, and with the influential 10-year Treasury holding a yield of just about 3% late Friday and other indicators also softening, we think there's a good chance of a 3-4 basis point decline in the average 30-year FRM reported by Freddie Mac come next Thursday, even with the first-week-of-the-month slew of top-tier economic data hitting the markets.

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

NEW YORK, NOVEMBER 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 September 2018 shows that the rate of home price increases across the U.S. slowed for the second month in a row. 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?

Signup for our [Real Estate Investment Alerts](#) and you'll receive my real estate investment opportunities

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

© 2005-2018 All rights reserved