



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

October 2019 *Inside This Issue*

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

San Mateo County Real Estate Trends Report

Home Sales Prices Continue to Decline

Prices for single-family, re-sale homes were down for the fourth month in a row, month-over-month. The median sales price fell 2.3% and the average sales price fell 3.8%. Year-over-year, the median sales price fell 7.0%, and the average sales price fell 11.4%.

The sales price to list price ratio dropped from 104.2% to 103.5%.

Home sales fell 12.2% from August, and, they were down, year-over-year, by 2.6%. There were 294 homes sold in San Mateo County last month. The average since 2003 is 398.

Inventory was down for the second month in a row. Last month, it was down 2.2% over last year.

Days of Inventory, or the amount of time it would take to sell all homes for sale divided

by how many homes have sold, rose eighteen to fifty-eight days.

As of October 5th, there were 583 homes for sale in San Mateo County. The average since January 2003 is 1,287.

It is taking twenty-seven days to sell a home. That is the time from when a home is listed to when it goes into contract.

The median sales price for re-sale condos rose 2.3% year-over-year. It was down 9.2% from August. The average sales price fell 4.1% from August. Year-over-year, the average sales price dropped 4.4%.

Condo sales fell 9.8% year-over-year.

Inventory continues to expand. It has been higher than the year before fourteen months in a row. It gained 35.7% over last September.

As of October 5th, there were 175 condos for sale in San Mateo County. The average since January 2003 is 350.

Days of inventory rose to sixty-nine.

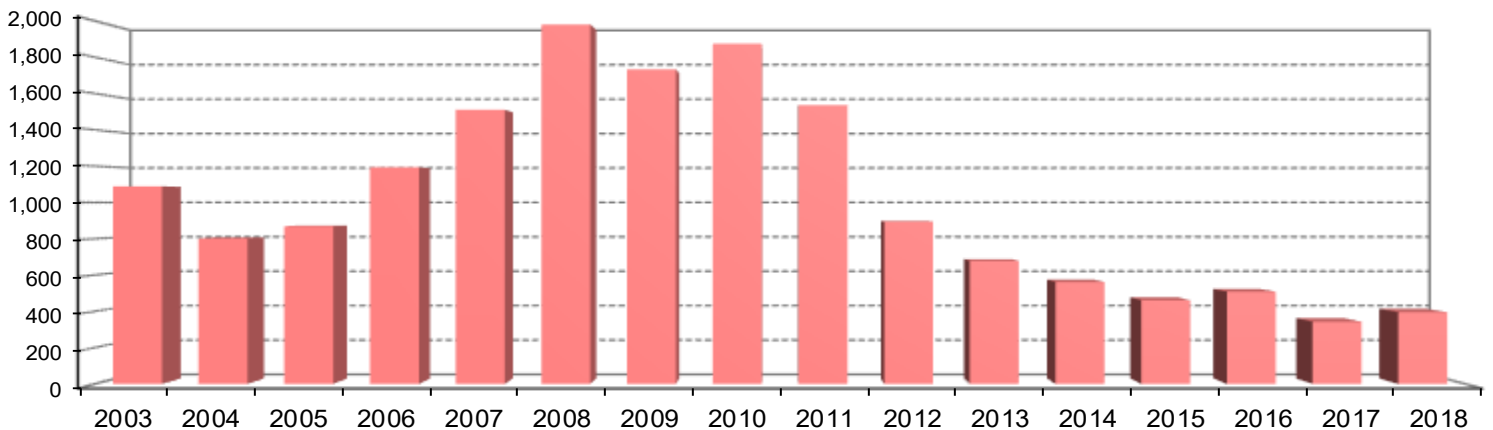
It is taking only twenty-one days to sell a condo.

If you are planning on selling your property, call me for a free comparative market analysis.

For a
focused review (your city,
your neighborhood) **of current
and historical market
trends**
go to
http://avi.rereport.com/market_reports

© 2019 rereport.com

San Mateo County
Average Monthly Active Listings SFR



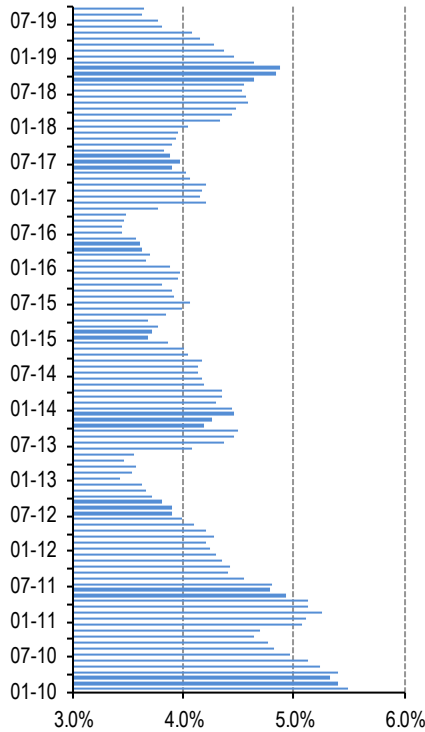
Avi Urban
DRE# 01485729
650. 305. 1111
avi@urban.realtor

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/>.

Volatile Markets Trim Mortgage Rate Uptick

Sept. 27, 2019 -- Just a week after mortgage rates staged their biggest increase in several years, fresh concerns about the U.S. political climate spooked investors, and at least some money sloshed out of riskier investments and back in to the relative safety of sovereign bonds. This flare of demand helped push down yields and mortgage rates, with the benchmark 30-year fixed-rate mortgage taking back a bit more than half of the prior week's increase.

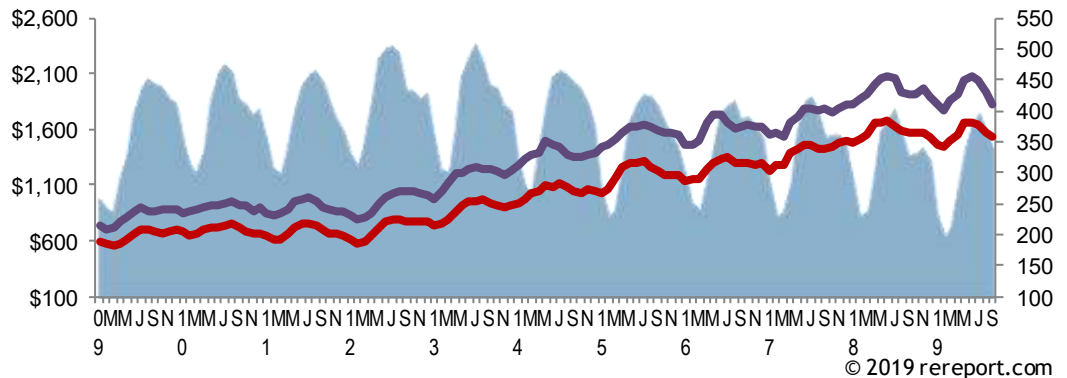
It's not uncommon to see rather more volatility in markets once we pass the Labor Day holiday, when quiet summer markets give way to a quickened pace of activity. Last year, for example, a very flat summer pattern for rates gave way to a several-week spike that saw rates kick more than a third of a percentage point higher. We may have been on a similar course, but the announcement this week that House Democrats will be opening a

"formal" impeachment inquiry into President Trump's actions injected a new degree of uncertainty into the climate, and the corresponding measure of caution expressed by investors took the legs out from under the recent increase in yields and rates.

Last week's flare in mortgage rates (on top of a smaller one the week prior) had the expected effect on mortgage applications. In the week ending September 20, the Mortgage Bankers Association reported a 10.1% decline in applications for new mortgages, with a 3.1% decline in purchase-money apps accompanied by an unsurprising 15.2% decline in those for refinances. The change to the first group broke a 3-week string of gains; the second group has only two small positive weeks since a huge upward spike in early August. Since then, the trends for refinancing have largely been diminishing despite still-favorable mortgage rates.

(Continued on page 4)

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



© 2019 rereport.com

San Mateo County - September 2019												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 1,495,000	\$ 1,740,880	294	353	583	58	103.5%	-7.0%	-11.4%	-2.6%	-8.1%	-2.2%
Atherton	\$ 5,462,500	\$ 5,462,500	2	9	36	522	97.7%	-31.6%	-48.6%	-66.7%	50.0%	100.0%
Belmont	\$ 1,750,000	\$ 1,716,150	13	9	22	49	101.0%	-5.4%	-17.1%	-13.3%	-50.0%	4.8%
Brisbane	\$ 1,665,000	\$ 1,661,000	4	1	3	22	107.1%	-41.8%	-29.0%	400.0%	-83.3%	0.0%
Burlingame	\$ 2,305,000	\$ 2,465,260	11	18	23	61	100.6%	6.6%	12.5%	-21.4%	-14.3%	-11.5%
Daly City	\$ 1,035,000	\$ 1,059,800	27	34	28	30	109.8%	2.5%	1.8%	0.0%	-2.9%	0.0%
East Palo Alto	\$ 935,000	\$ 942,000	4	12	28	203	103.3%	-22.1%	-26.3%	-20.0%	-20.0%	100.0%
El Granada	\$ 1,450,000	\$ 1,268,670	3	3	5	48	102.3%	20.8%	1.4%	-50.0%	-40.0%	-44.4%
Foster City	\$ 1,710,000	\$ 1,818,660	5	7	8	46	101.8%	-4.7%	-1.7%	-50.0%	-41.7%	0.0%
Half Moon Bay	\$ 1,280,000	\$ 1,320,580	11	9	21	55	98.6%	-22.4%	-17.6%	-35.3%	-18.2%	5.0%
Hillsborough	\$ 3,300,000	\$ 4,200,560	9	7	52	168	99.0%	-27.9%	-20.4%	28.6%	-30.0%	30.0%
Menlo Park	\$ 2,457,500	\$ 2,700,650	20	21	61	88	102.0%	26.7%	12.4%	11.1%	-19.2%	48.8%
Millbrae	\$ 1,800,000	\$ 1,780,140	7	13	9	37	103.6%	7.1%	2.1%	-36.4%	44.4%	-40.0%
Montara	\$ -	\$ -	0	3	12	0	0.0%	1.6%	-2.2%	50.0%	0.0%	140.0%
Moss Beach	\$ 1,185,000	\$ 1,185,000	1	4	12	348	100.0%	4.3%	4.3%	-50.0%	0.0%	71.4%
Pacifica	\$ 1,120,000	\$ 1,179,980	27	28	21	23	108.4%	-5.1%	2.4%	28.6%	21.7%	-25.0%
Portola Valley	\$ 4,787,000	\$ 4,337,330	3	6	18	174	104.0%	43.4%	25.3%	-25.0%	-33.3%	-5.3%
Redwood City	\$ 1,600,000	\$ 1,715,180	37	47	66	52	100.0%	-7.6%	-6.2%	23.3%	27.0%	-17.5%
Redwood Shores	\$ 1,980,000	\$ 1,995,000	3	3	2	19	103.8%	-14.7%	-17.1%	-25.0%	-40.0%	-33.3%
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	\$ 1,300,000	\$ 1,272,860	11	22	21	55	106.9%	10.2%	11.3%	-8.3%	15.8%	-8.7%
San Carlos	\$ 1,757,500	\$ 1,805,930	22	19	20	26	105.4%	-9.9%	-15.7%	4.8%	-29.6%	-33.3%
San Mateo	\$ 1,500,000	\$ 1,589,020	45	54	46	30	103.5%	-12.0%	-7.5%	7.1%	8.0%	-37.0%
Woodside	\$ 1,850,000	\$ 2,793,330	3	5	43	416	98.6%	-34.5%	-1.0%	-50.0%	-16.7%	34.4%

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 19	Month %	Aug 19	Year %	Sep 18
Median Price:	\$1,495,000	-2.3%	\$1,530,000	-7.0%	\$1,608,000
Average Price:	\$1,740,880	-3.8%	\$1,809,290	-11.4%	\$1,964,800
Home Sales:	294	-12.2%	335	-2.6%	302
Pending Sales:	353	14.6%	308	-8.1%	384
Active Listings:	583	30.4%	447	-2.2%	596
SP/LP Ratio	103.5%	-0.7%	104.2%	-3.3%	107.0%
Days on Market	27	-7.4%	30	18.9%	23
Days of Inventory:	58	43.7%	40	0.5%	57

(Condominiums)

	Sep 19	Month %	Aug 19	Year %	Sep 18
Median Price:	\$933,500	-9.2%	\$1,028,000	2.3%	\$912,500
Average Price:	\$994,977	-4.1%	\$1,037,650	-4.4%	\$1,041,250
Home Sales:	74	-32.7%	110	-9.8%	82
Pending Sales:	137	38.4%	99	24.5%	110
Active Listings:	175	44.6%	121	35.7%	129
SP/LP Ratio	102.9%	0.2%	102.7%	-5.7%	109.1%
Days on Market	21	-25.6%	29	46.1%	15
Days of Inventory:	69	107.8%	33	50.3%	46

Get straight answers to your real estate questions?
 Call 650-305-1111 or [email me](#) to schedule a complementary and confidential meeting.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

San Mateo County Condos - Median & Average Prices & Sales

(3-month moving average—prices in \$000's)

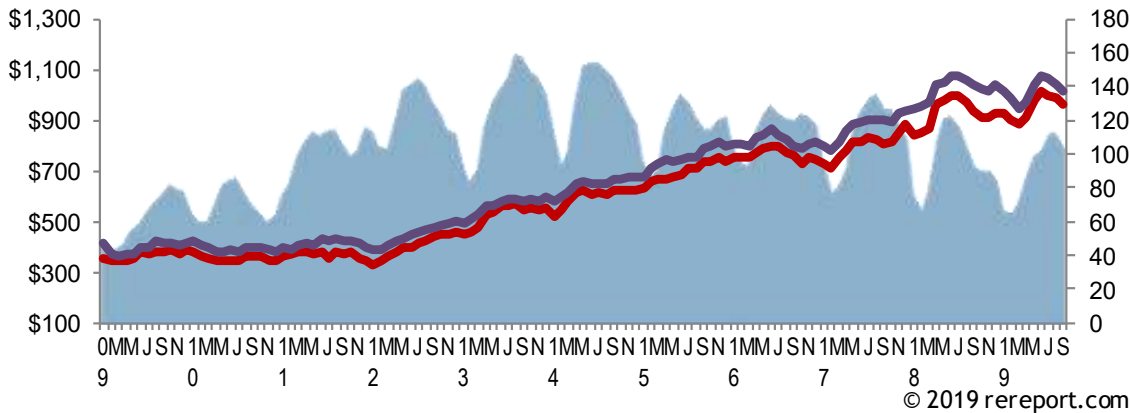


Table Definitions

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 2019

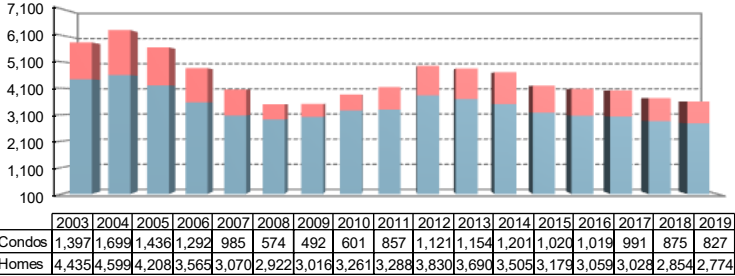
Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 933,500	\$ 994,977	74	137	175	69	102.9%	2.3%	-4.4%	-9.8%	24.5%	35.7%
Belmont	\$ 1,174,000	\$ 1,175,500	4	2	7	51	101.4%	-28.7%	-4.9%	-25.0%	-25.0%	700.0%
Burlingame	\$ 1,237,500	\$ 1,237,500	2	4	9	131	97.0%	27.5%	4.2%	-71.4%	50.0%	200.0%
Daly City	\$ 700,500	\$ 705,250	4	11	17	123	104.6%	-3.1%	-5.5%	14.3%	-83.3%	200.0%
Foster City	\$ 1,120,000	\$ 1,125,140	7	14	18	75	102.5%	-12.5%	-11.9%	-23.1%	21.4%	333.3%
Menlo Park	\$ 2,200,000	\$ 1,911,670	3	8	22	213	100.1%	-41.7%	17.8%	-50.0%	14.3%	260.0%
Pacifica	\$ 750,000	\$ 840,500	4	5	1	7	109.3%	7.6%	-3.0%	-75.0%	33.3%	100.0%
Redwood City	\$ 1,010,000	\$ 1,000,830	6	16	14	68	101.9%	-10.0%	7.2%	-27.3%	-50.0%	-20.0%
Redwood Shores	\$ 735,000	\$ 860,000	3	7	4	39	103.3%	-4.2%	10.4%	-83.3%	-66.7%	-50.0%
San Bruno	\$ 444,000	\$ 447,000	4	4	5	36	100.6%	-2.3%	-21.8%	-14.3%	-37.5%	150.0%
San Carlos	\$ 1,205,000	\$ 1,243,810	6	21	19	92	101.6%	-6.0%	6.9%	33.3%	66.7%	700.0%
San Mateo	\$ 832,500	\$ 956,495	22	26	37	49	103.7%	4.5%	-14.5%	-6.7%	3.1%	-29.2%
S. San Francisco	\$ 650,000	\$ 663,111	9	13	9	29	106.2%	-4.4%	2.5%	0.0%	-23.5%	-30.8%

© 2019 rereport.com

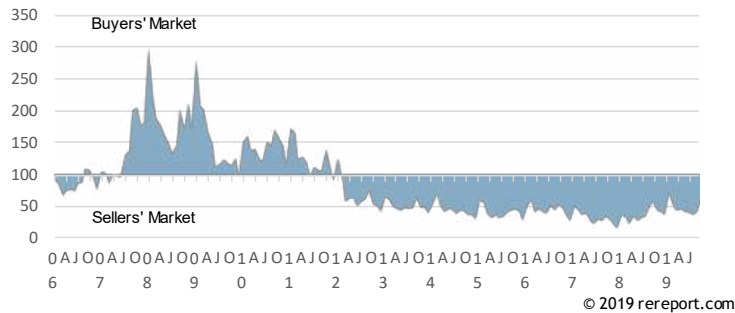
Is NOW a good time to buy your Silicon Valley Home?

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

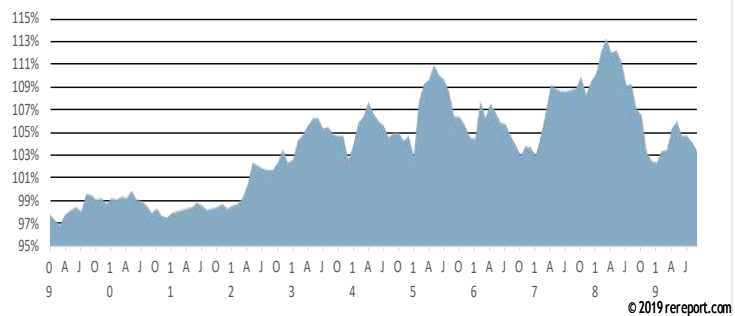
San Mateo County
Sales Year-to-Date



San Mateo County Homes: Days of Inventory



San Mateo County Homes: Sales Price/Listing Price Ratio



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.

(Continued from page 2)

There is no doubt that low mortgage rates have increased interest in the housing market. The National Association of Realtors reported that their Pending Home Sales Index moved 1.6% higher in August, an advance indication that existing home sales may continue a mild upward pattern, but limited inventories of homes available to buy will likely continue to be a tempering factor.

However, nothing to buy in the existing home market, rising incomes and more means improving times for sales in the new construction market, where sales of new homes rose 7.1% in August to a 713,000 annual pace. July's initial figure was also revised higher, so this uptrend is even enhanced to a degree. Stockpiles of unsold new homes had gotten a little bloated earlier this year, rising as high as 6.7 months of supply, but solid sales since May driven by builder price cutting has trimmed that back to just 5.5 months in September. Thinning inventories amid solid demand usually means rising prices, and rise they did, with the median price of a new home sold rising by 8.8% compared to those sold in July. As well, builders need to get busy again, as the 324,000 units built and ready to be sold was actually the smallest number since September 2018.



Investors Corner

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

© 2005-2019 All rights reserved