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San Mateo County Market Dynamics & Seasonality

First general market, followed by
luxury home market charts

Sales prices, overbidding, supply and demand -
all are affected by market seasonality.

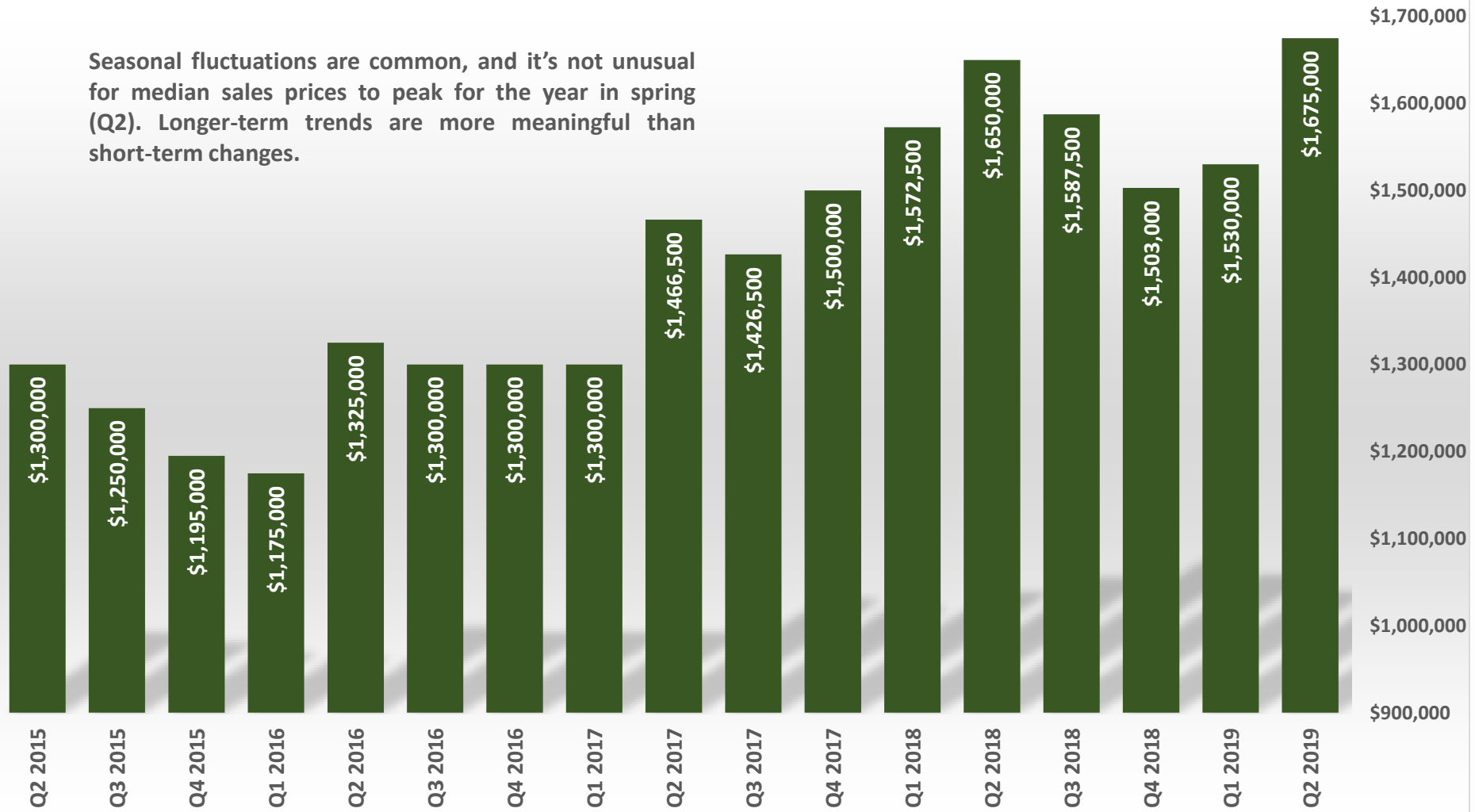
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San Mateo County House Price Appreciation

Median House Sales Prices, 2015 – Present, by Quarter

As reported to MLS,
per Broker Metrics

Seasonal fluctuations are common, and it's not unusual for median sales prices to peak for the year in spring (Q2). Longer-term trends are more meaningful than short-term changes.



Sales reported by 7/2/19. Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

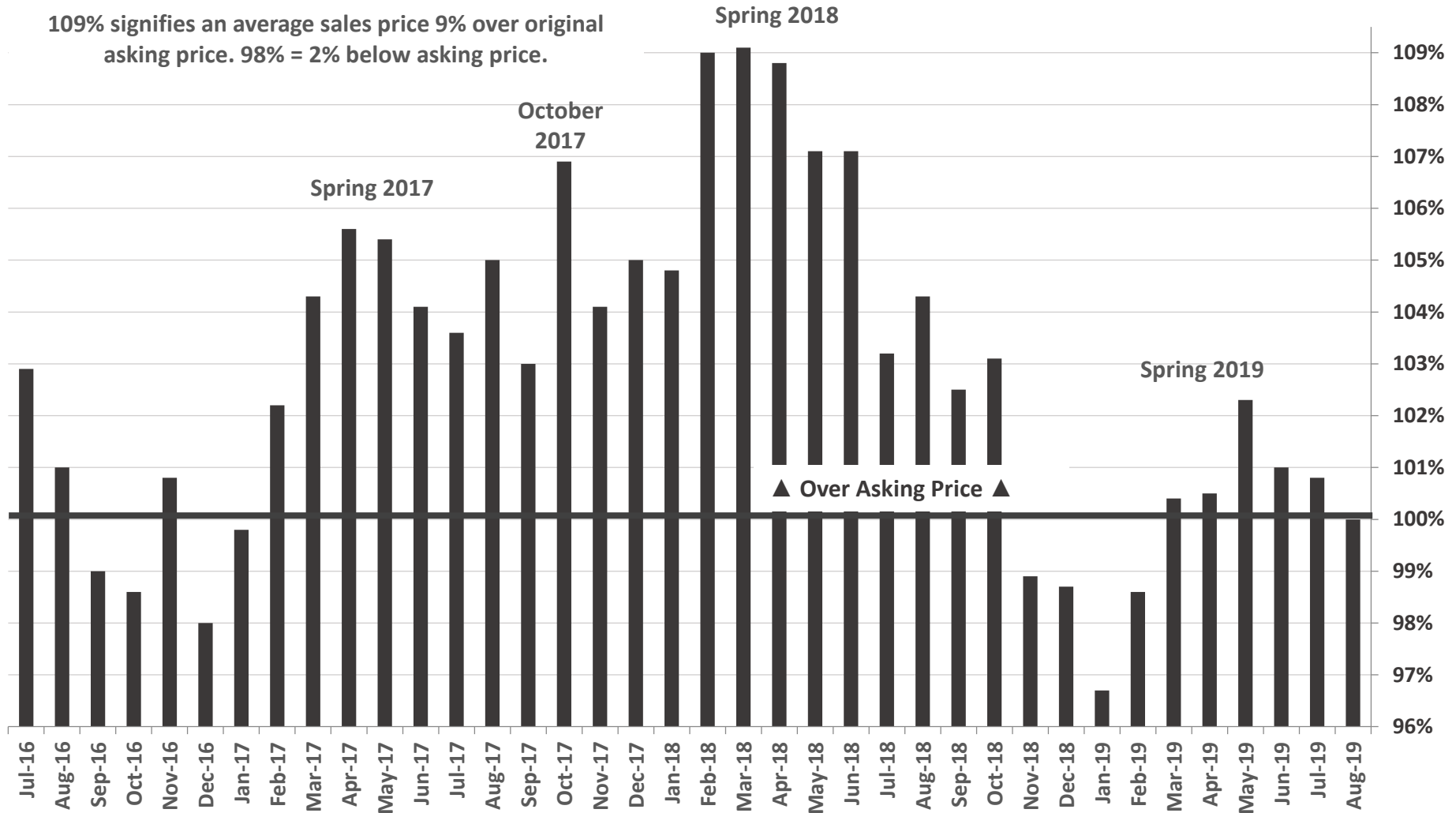
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Average Sales Price to Original List Price (SP-OP) Percentage

San Mateo County Market: Overbidding of Asking Prices

MLS sales of houses, condos and townhouses, per Broker Metrics.

109% signifies an average sales price 9% over original asking price. 98% = 2% below asking price.



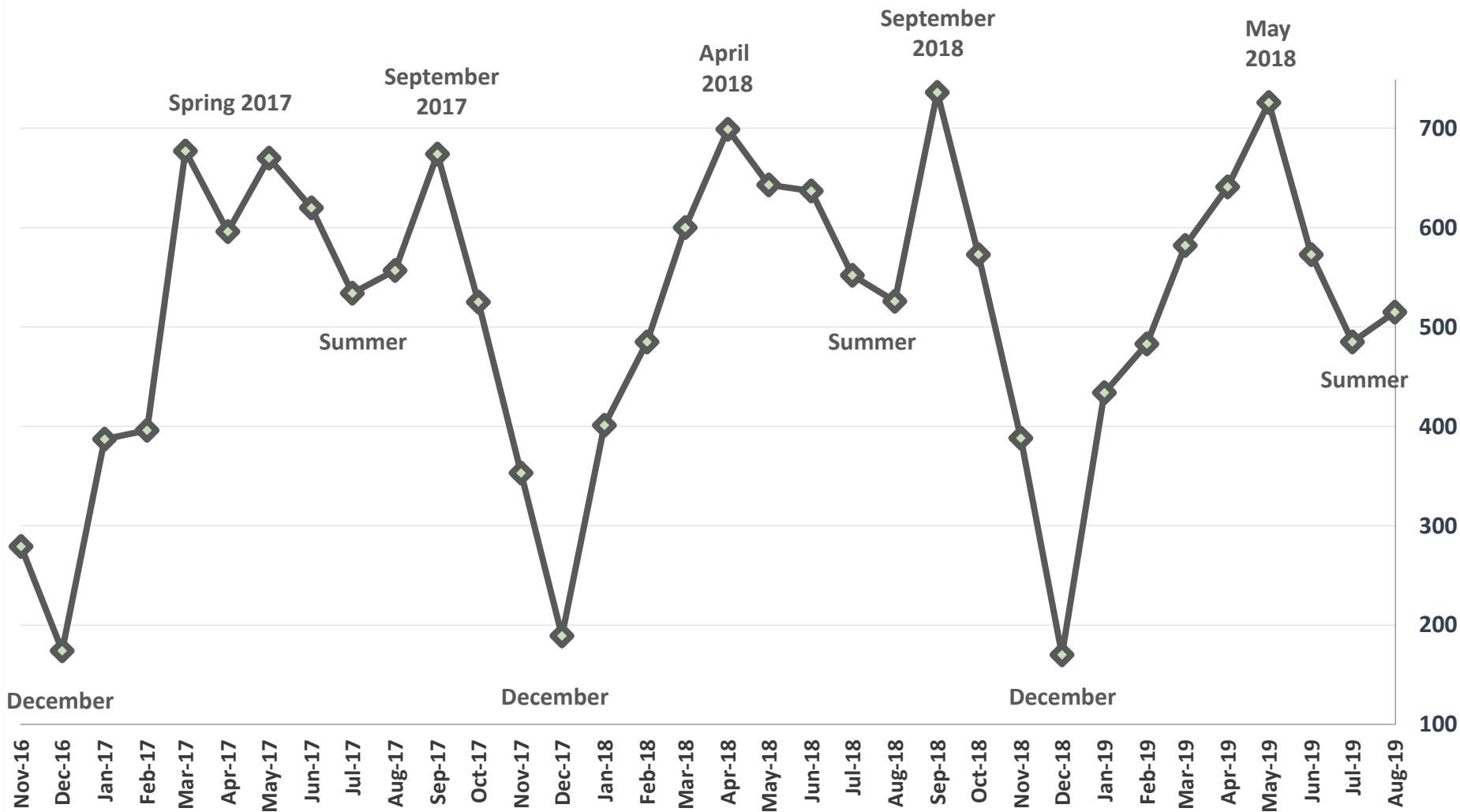
These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers approximate.

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New Listings Coming on Market

San Mateo County Market Dynamics & Seasonality

Activity reported to MLS,
per Broker Metrics

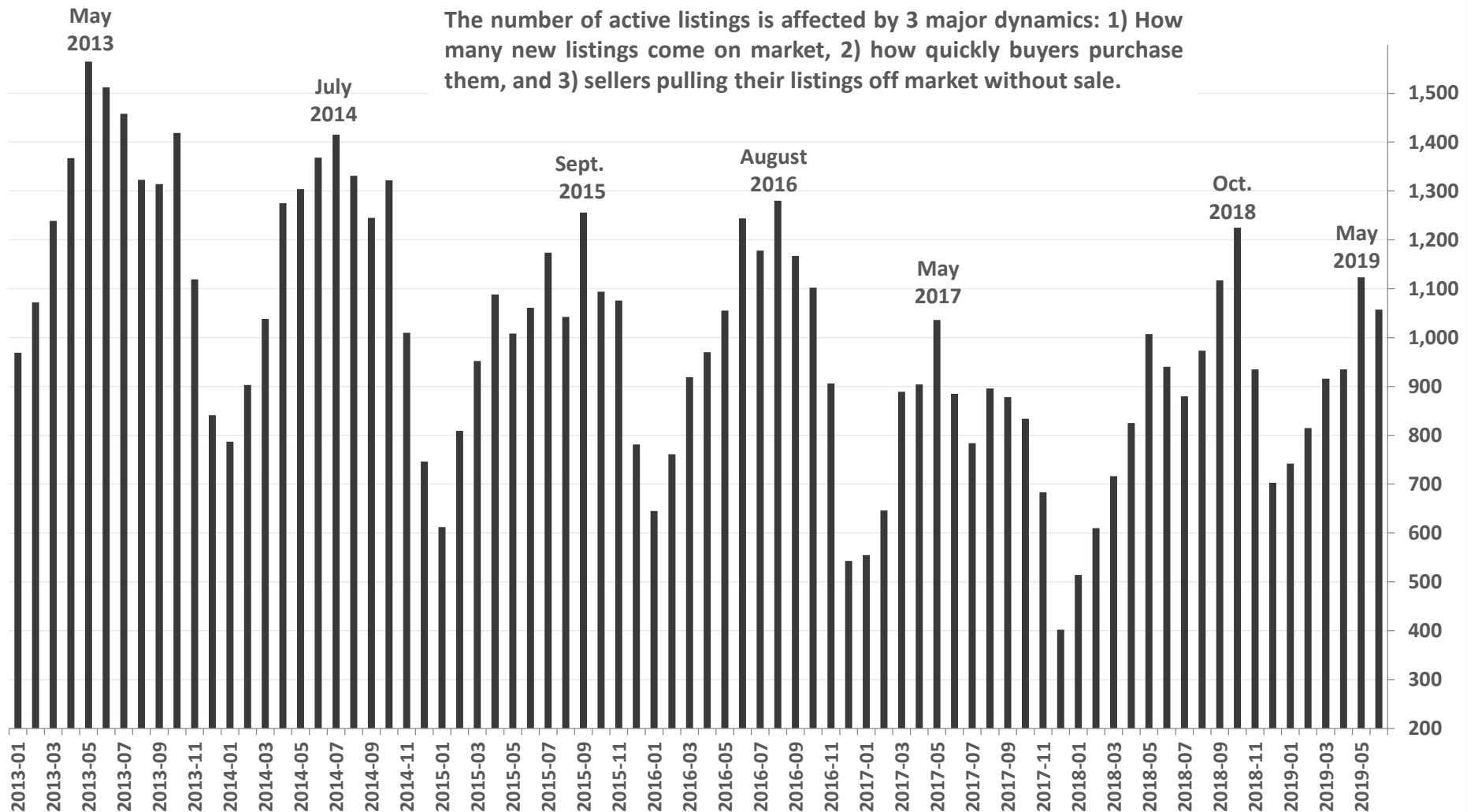


Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Active Listings on Market during Month

San Mateo County Market Supply & Seasonality



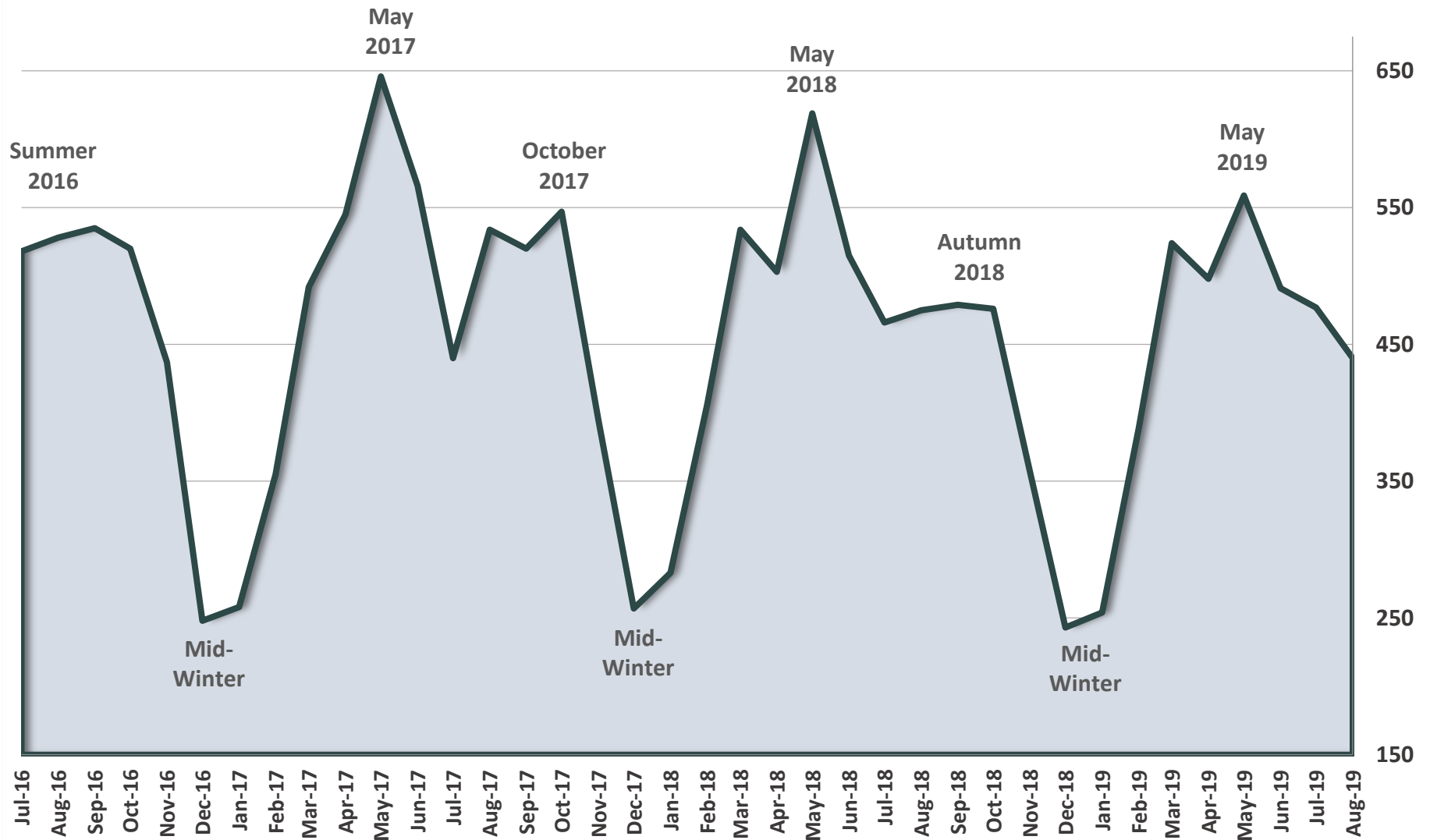
The count of unique house, condo and co-op listings that were active at any time in a given month. Per Zillow Research: <https://www.zillow.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Number of Listings Accepting Offers

San Mateo County Market Seasonality by Month

As reported to MLS,
per Broker Metrics



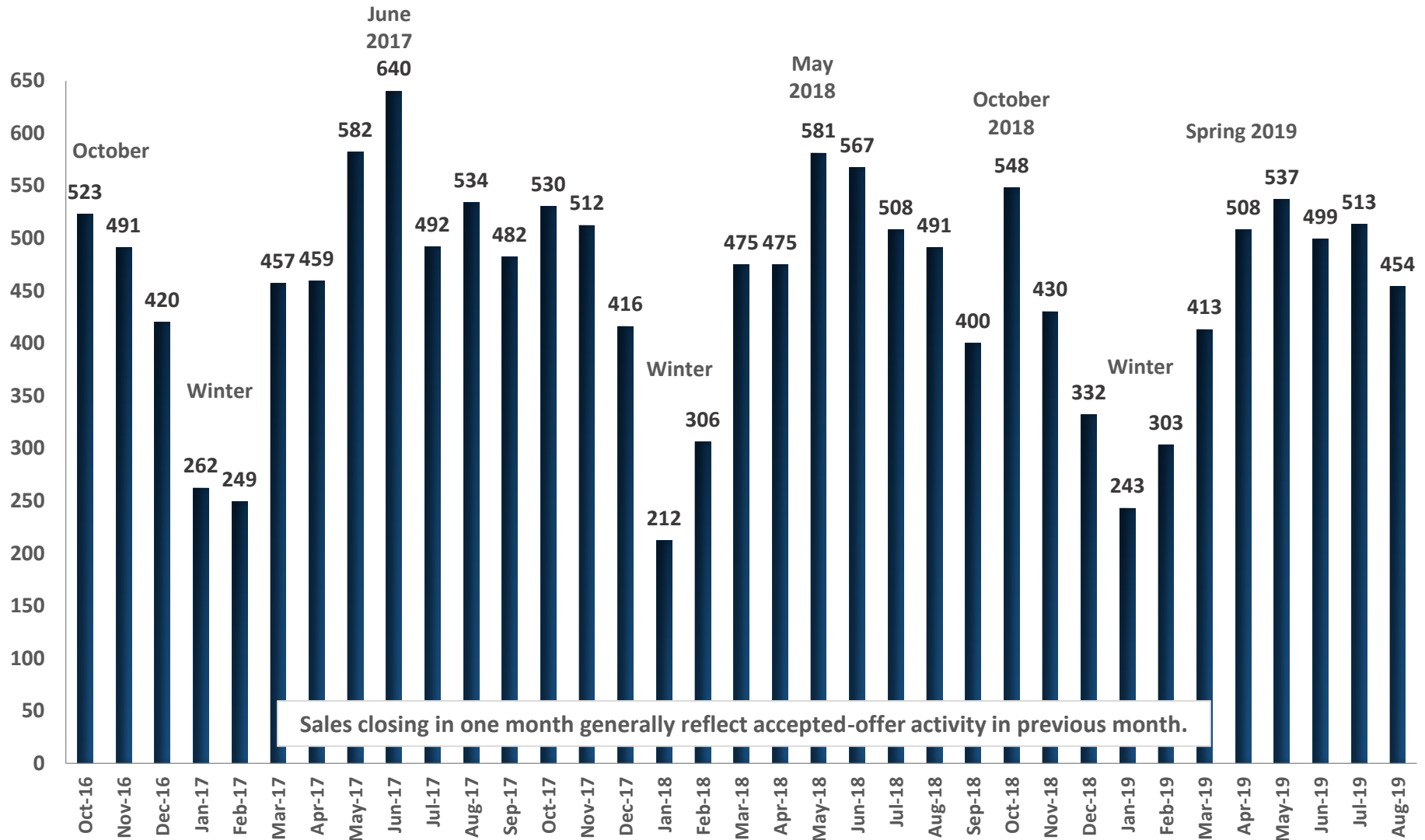
Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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San Mateo County Sales Volume by Month

Market Dynamics & Seasonality: Unit Sales

Sales of houses, condos, townhouses & duets reported to MLS, per Broker Metrics

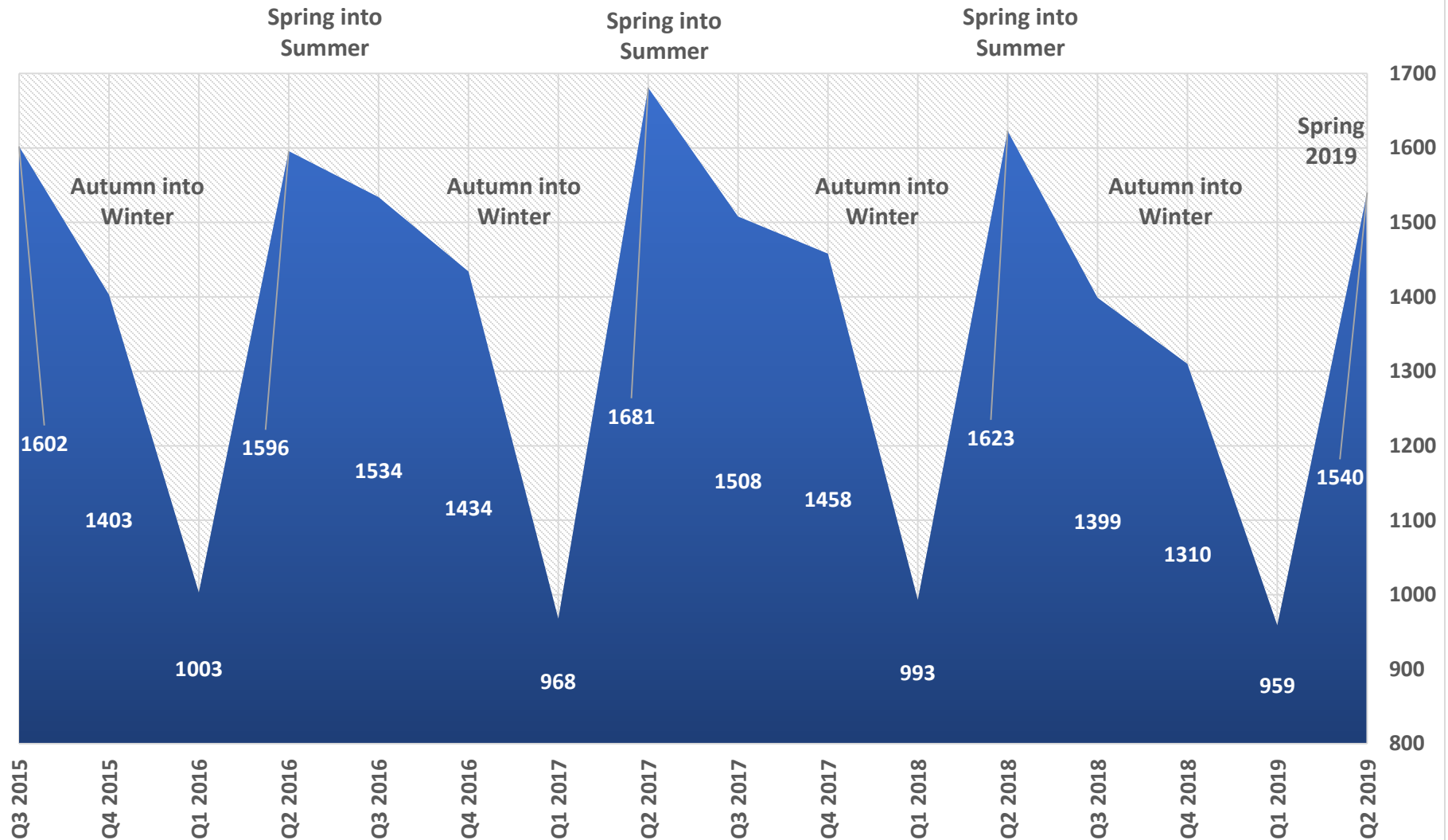


Activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Sales Volume by Quarter since 2015

San Mateo County Market Dynamics & Seasonality

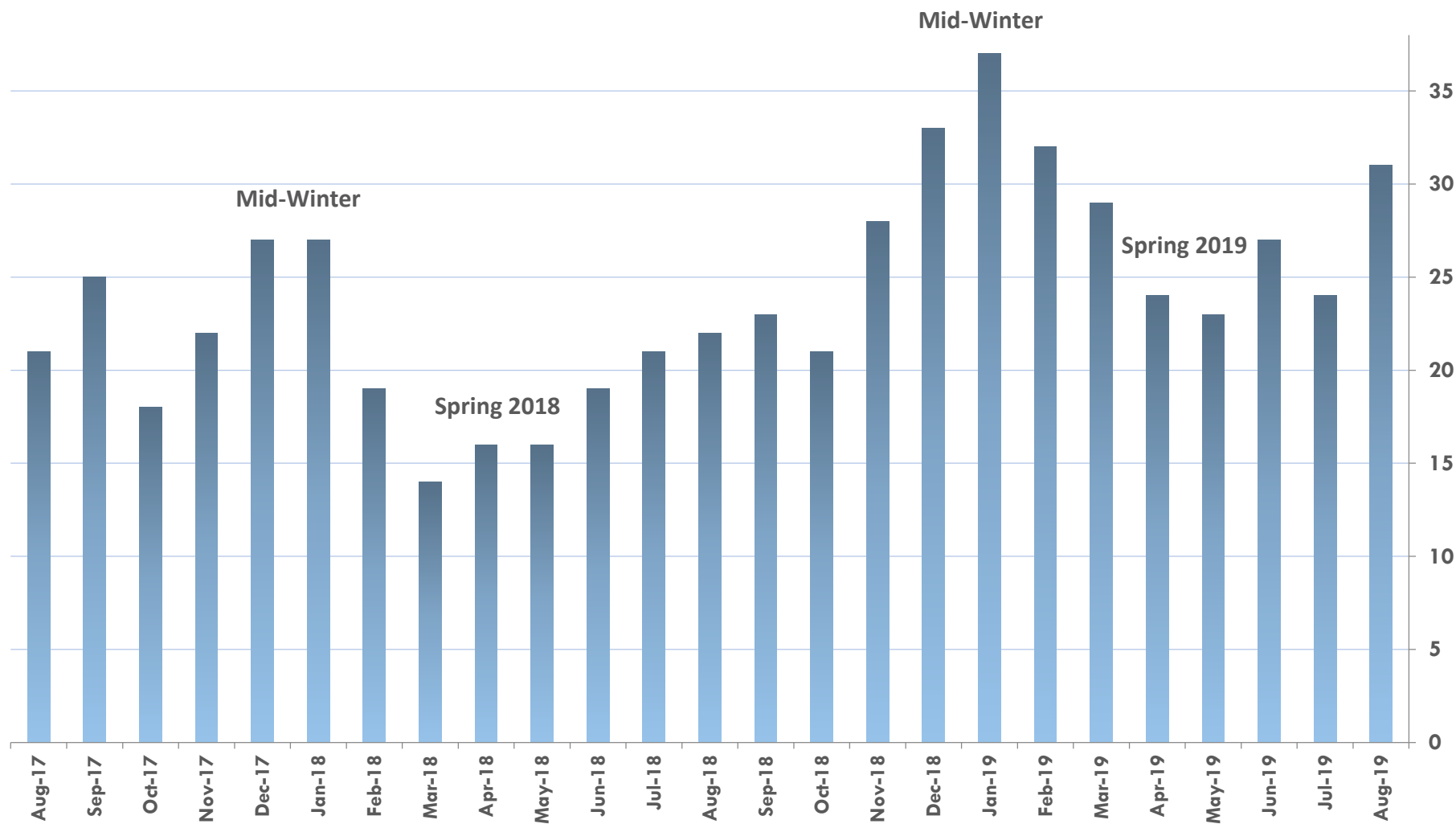


Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Average Days on Market Prior to Acceptance of Offer

San Mateo County Market Demand & Seasonality



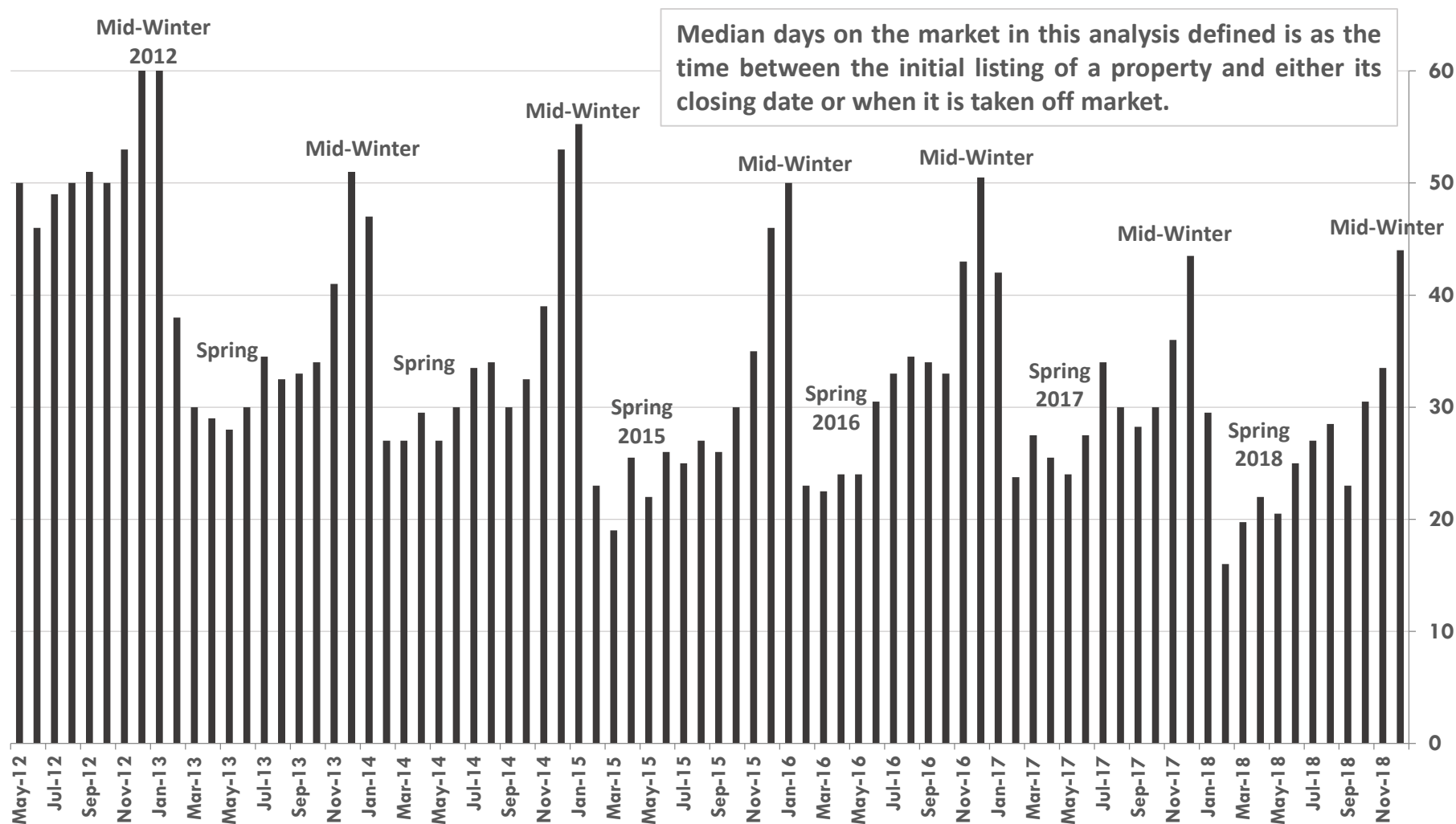
As reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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Median Days on Market

San Mateo County Market Demand & Seasonality since 2012

For houses, condos
and townhouses



Per Realtor.com Real Estate Data Library: <https://www.realtor.com/research/data/>

Data from sources deemed reliable, but may contain errors and subject to revision.

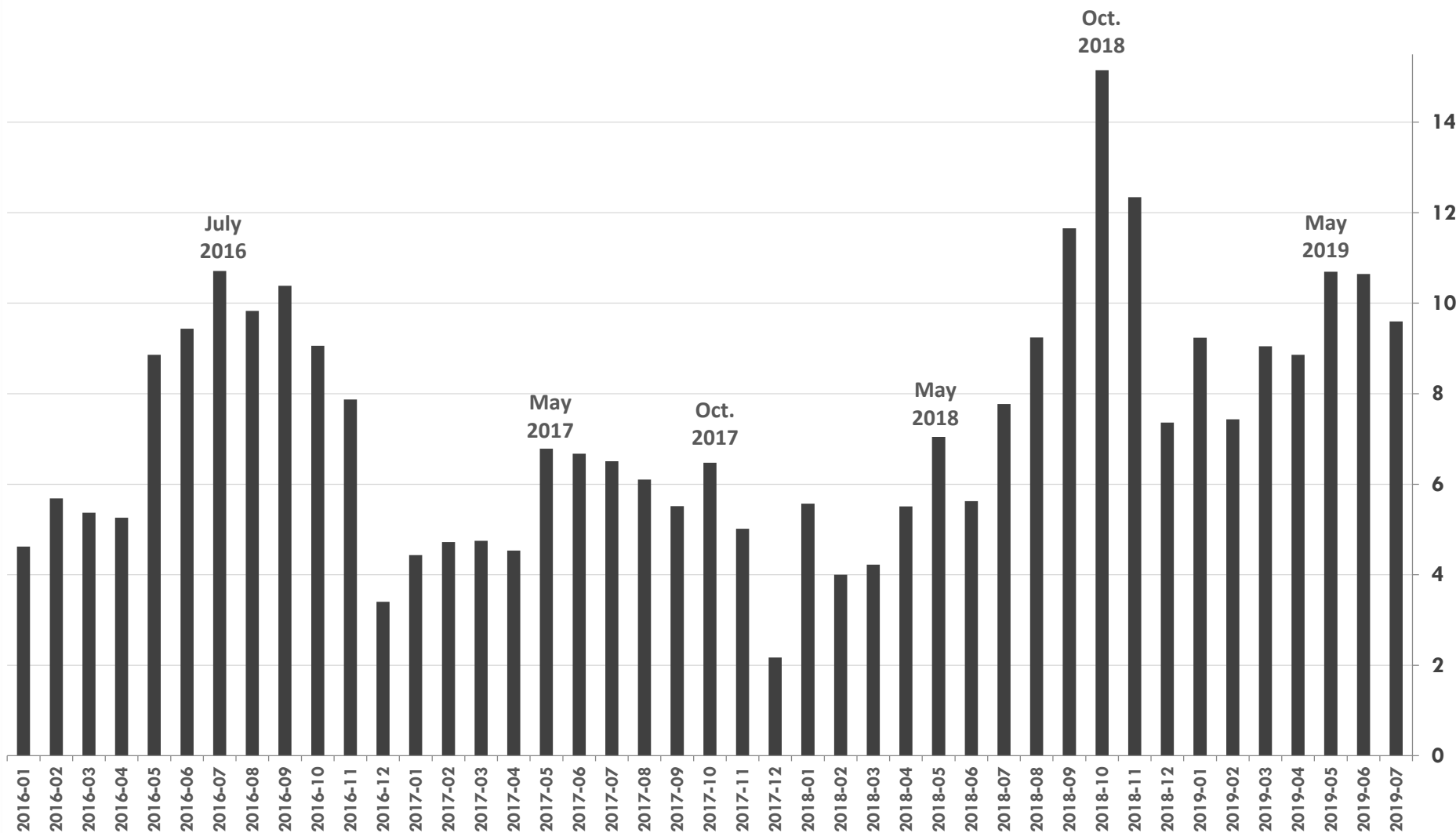
All numbers to be considered approximate.

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Percentage of Active Listings with Price Reductions

San Mateo County Real Estate Market since 2016

Per Zillow Research Data



Per Zillow Research: <https://www.zillow.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

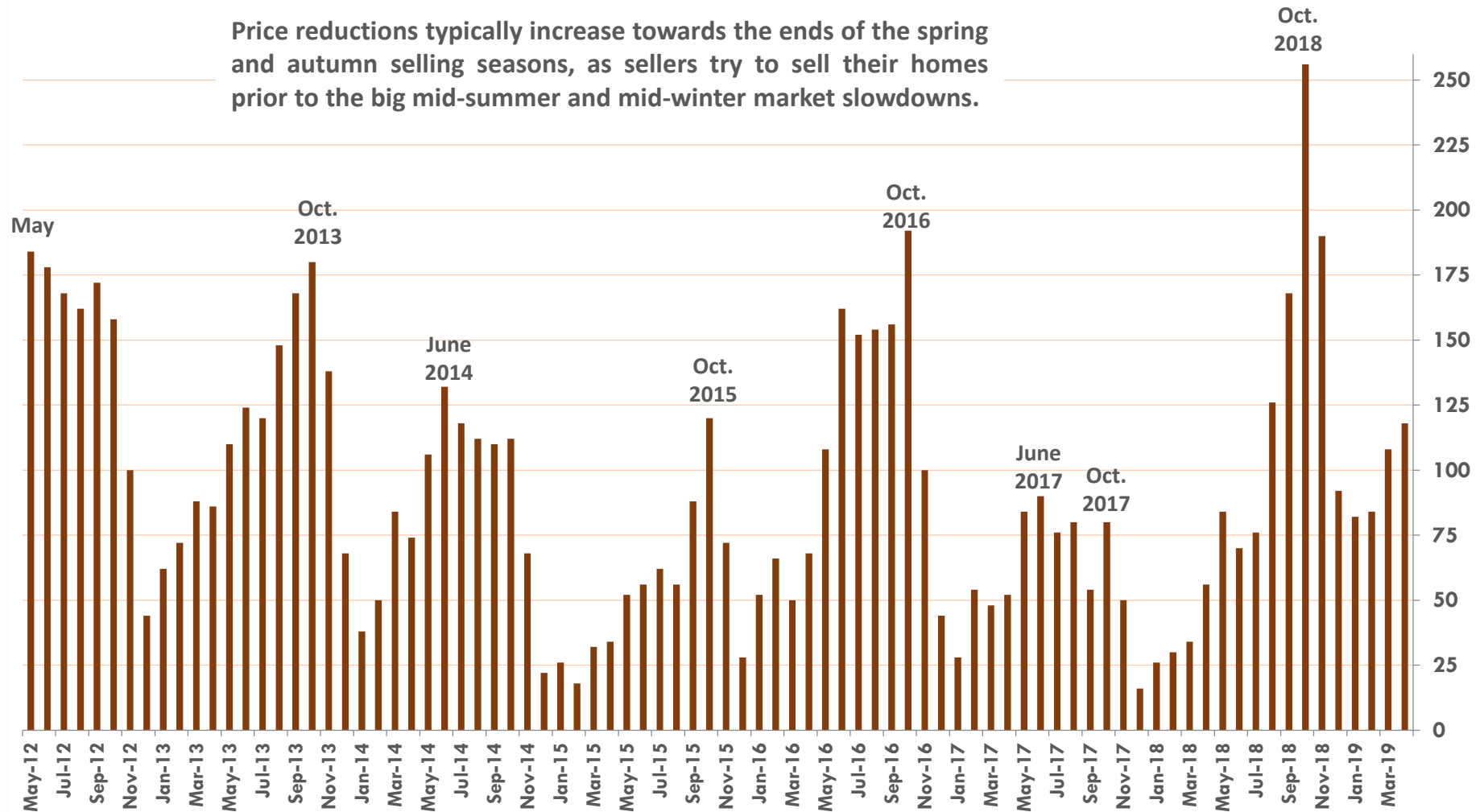
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Number of Price Reductions on Active Listings

San Mateo County Market Seasonality, by Month since 2012

For houses, condos
and townhouses

Price reductions typically increase towards the ends of the spring and autumn selling seasons, as sellers try to sell their homes prior to the big mid-summer and mid-winter market slowdowns.



Per Realtor.com Real Estate Data Library: <https://www.realtor.com/research/data/>

Data from sources deemed reliable, but may contain errors and subject to revision.

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San Mateo Market Dynamics

Listings Expired or Withdrawn (No Sale)

Houses, condos, duets, duplexes as listed in MLS per Broker Metrics.



Data from sources deemed reliable but may contain errors and subject to revision.
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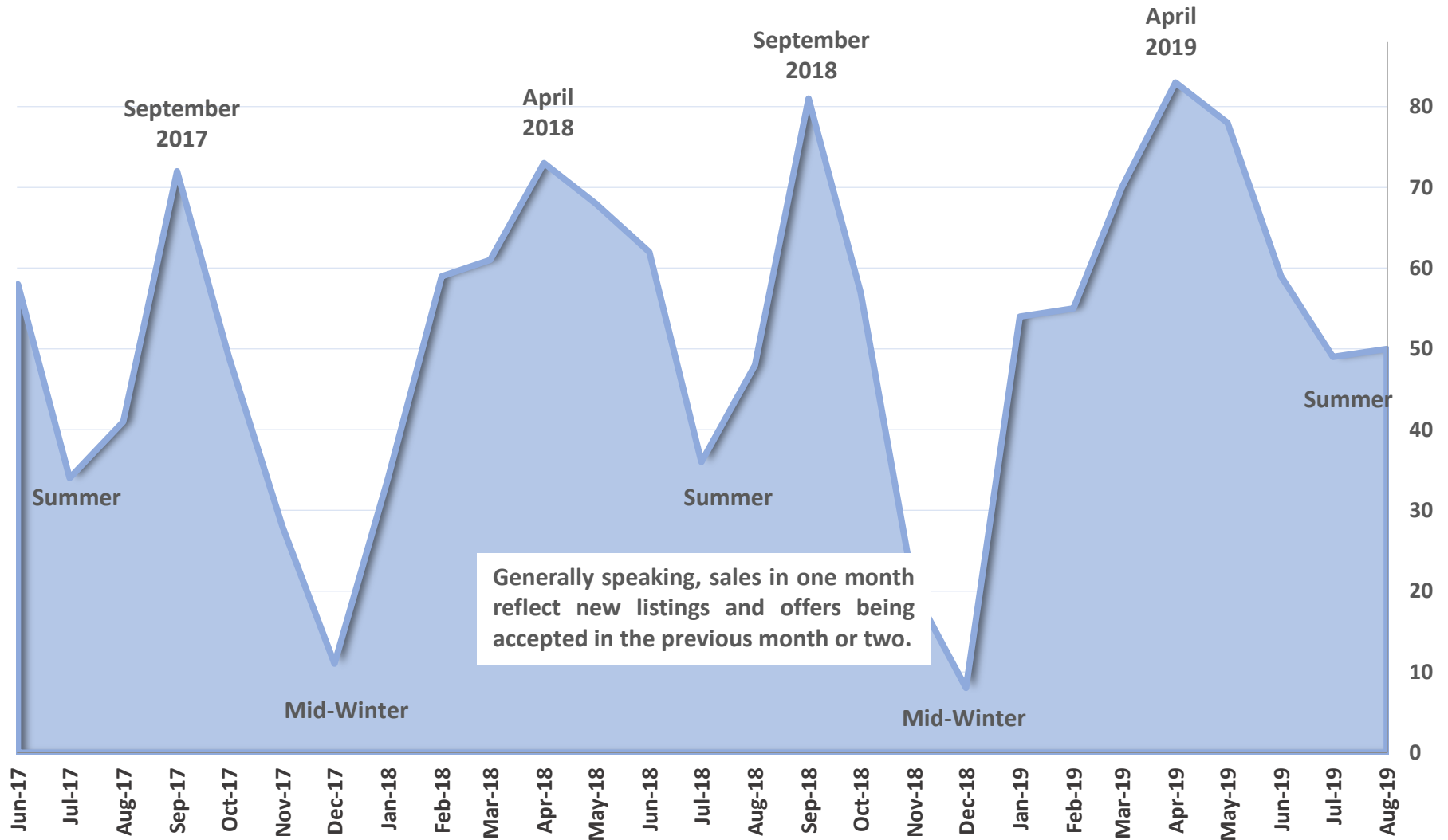


Luxury Home Market Seasonality

New Luxury Home Listings

San Mateo County Market Seasonality: Homes \$3,000,000+

New Listings in MLS, per
Broker Metrics



Generally speaking, sales in one month reflect new listings and offers being accepted in the previous month or two.

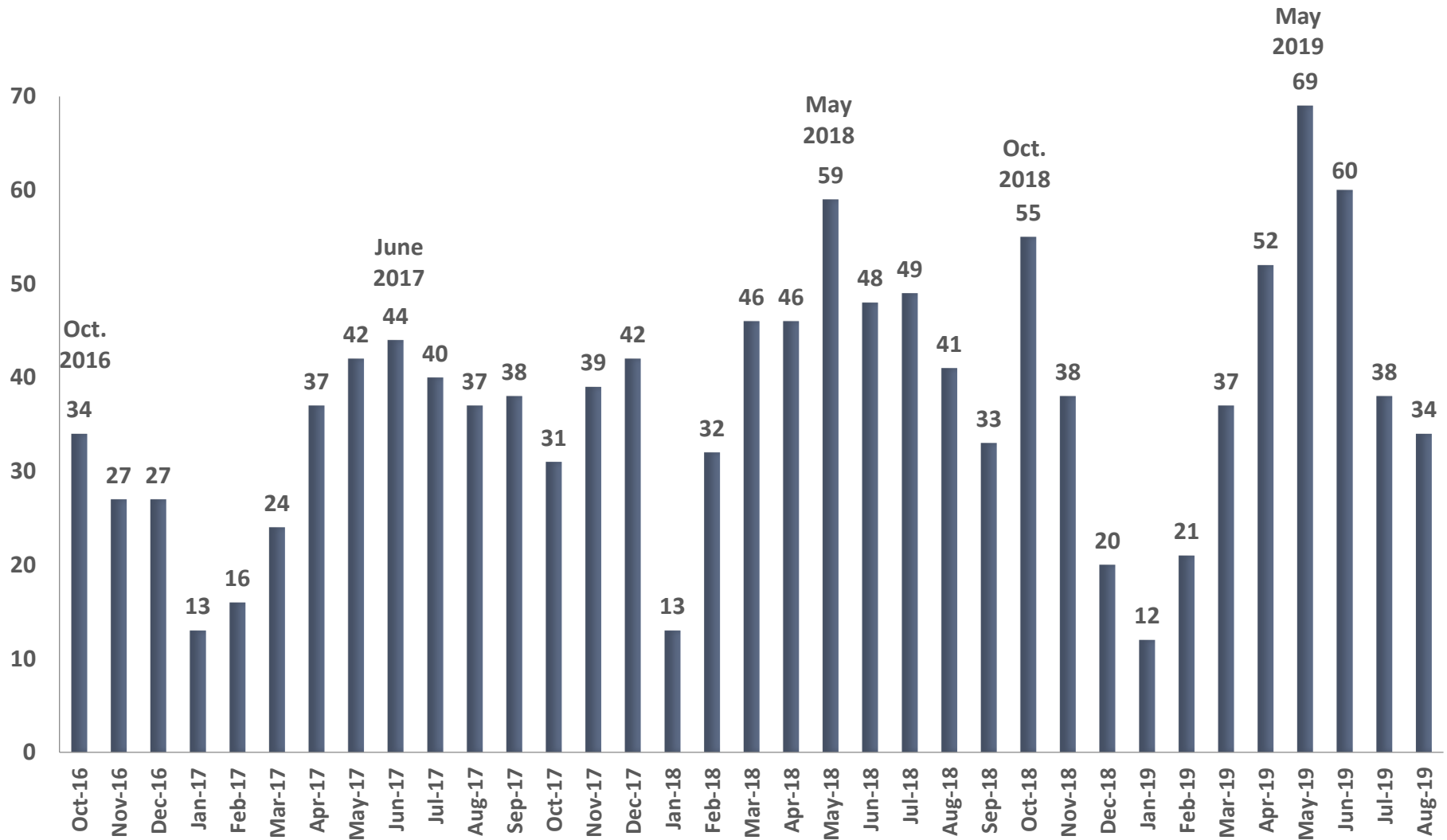
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San Mateo County Luxury Home Sales by Month

Sales Prices of \$3 Million & Above

Sales reported to MLS,
per Broker Metrics



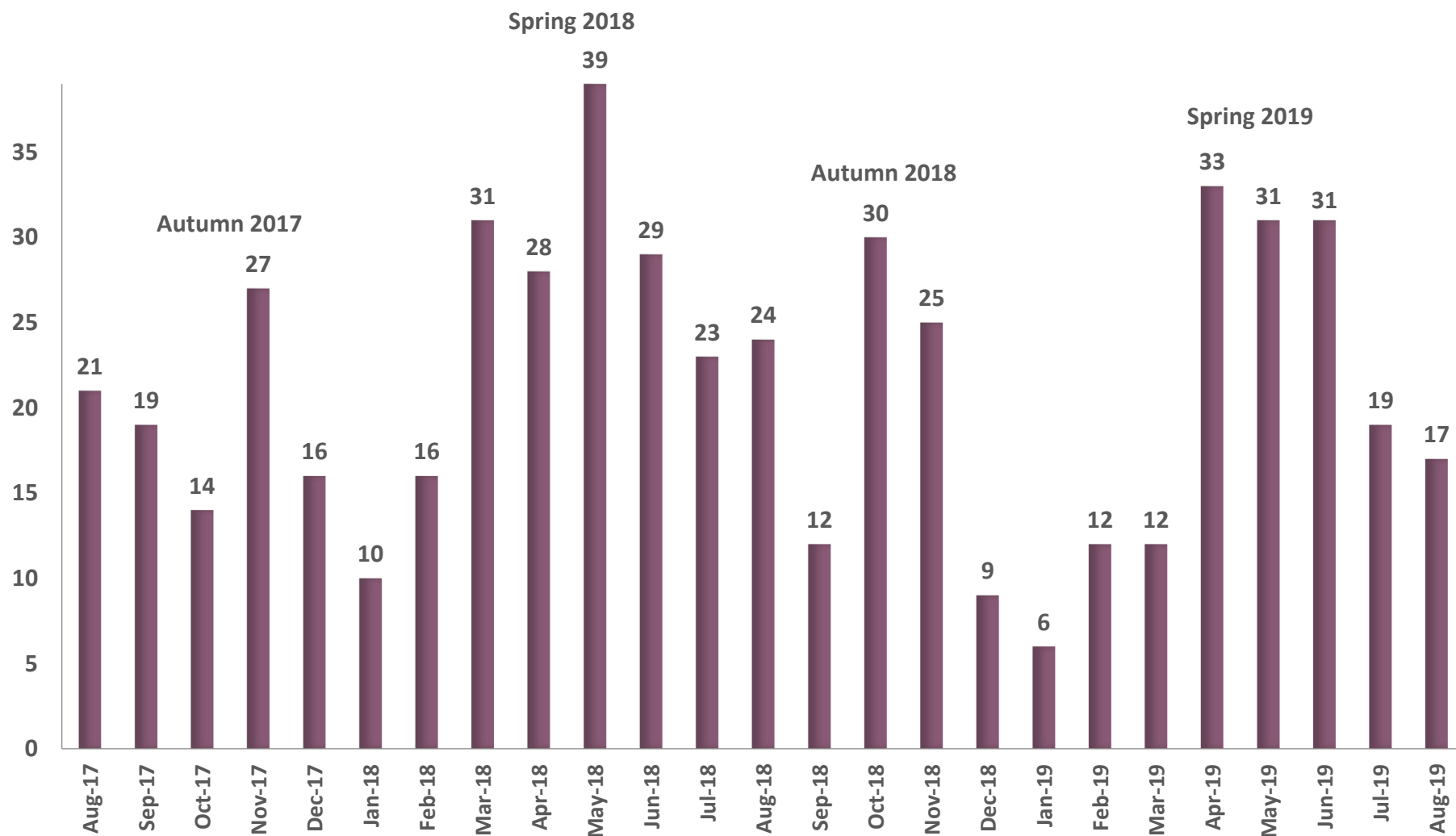
Sales activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Silicon Valley/Peninsula Ultra-Luxury Home Sales

Sales Prices of \$5 Million & Above, by Month

San Mateo & Santa Clara Counties: Sales reported to MLS, per Broker Metrics



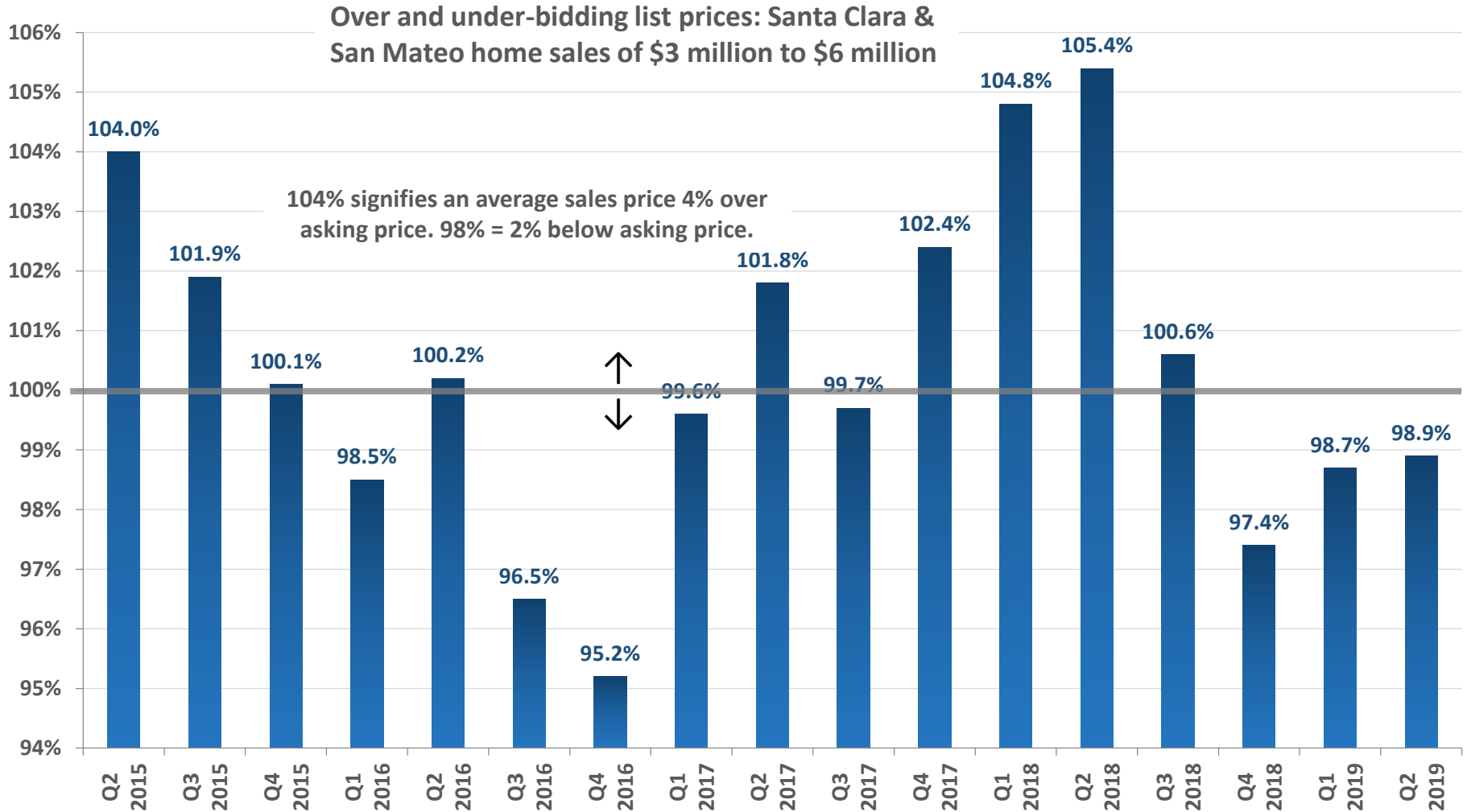
Sales activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Average Sales Price to Original List Price (SP-OP) Percentage

Silicon Valley/Peninsula Overbidding of Luxury Home Asking Prices

MLS sales of houses, condos and townhouses, per Broker Metrics.



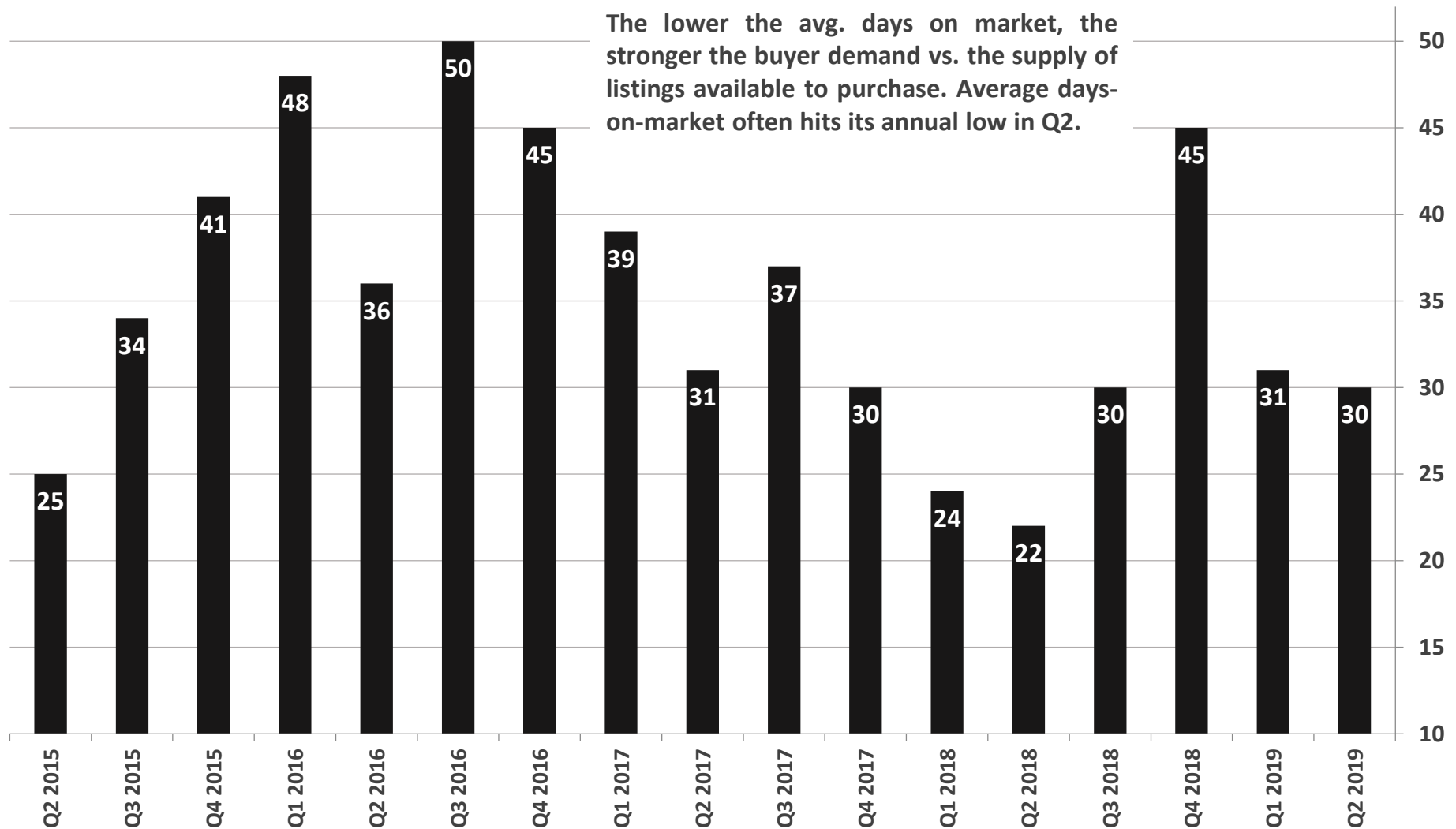
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Average Days on Market prior to Acceptance of Offer

Silicon Valley/Peninsula Luxury Home Sales, \$3 Million+

As reported to MLS, per Broker Metrics
for San Mateo & Santa Clara Counties



For listings that closed sale. Sales reported to MLS only, per Broker Metrics. Data from sources deemed reliable, but may contain errors and is subject to revision.

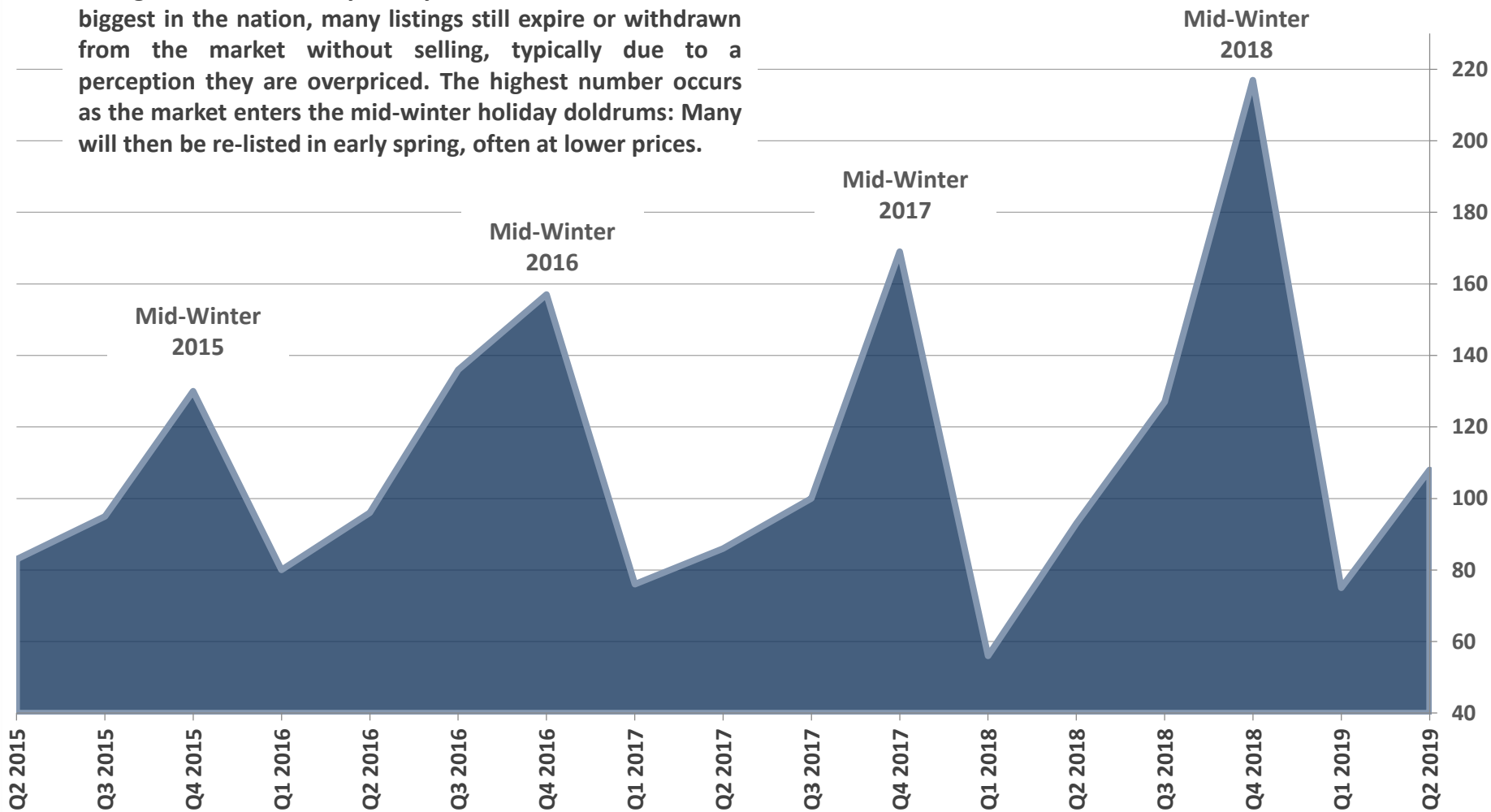
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Silicon Valley/Peninsula Luxury Homes Market – No Sale

Listing Expiring or Withdrawn, List Prices of \$3,000,000+

San Mateo and Santa Clara activity
reported to MLS, per Broker Metrics

Though the Silicon Valley luxury home market is one of the biggest in the nation, many listings still expire or withdrawn from the market without selling, typically due to a perception they are overpriced. The highest number occurs as the market enters the mid-winter holiday doldrums: Many will then be re-listed in early spring, often at lower prices.



Sales reported to MLS for San Mateo & Santa Clara Counties. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate. Not all luxury home sales are reported to MLS.

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