



**San Mateo County Real Estate**  
November 2021 Report

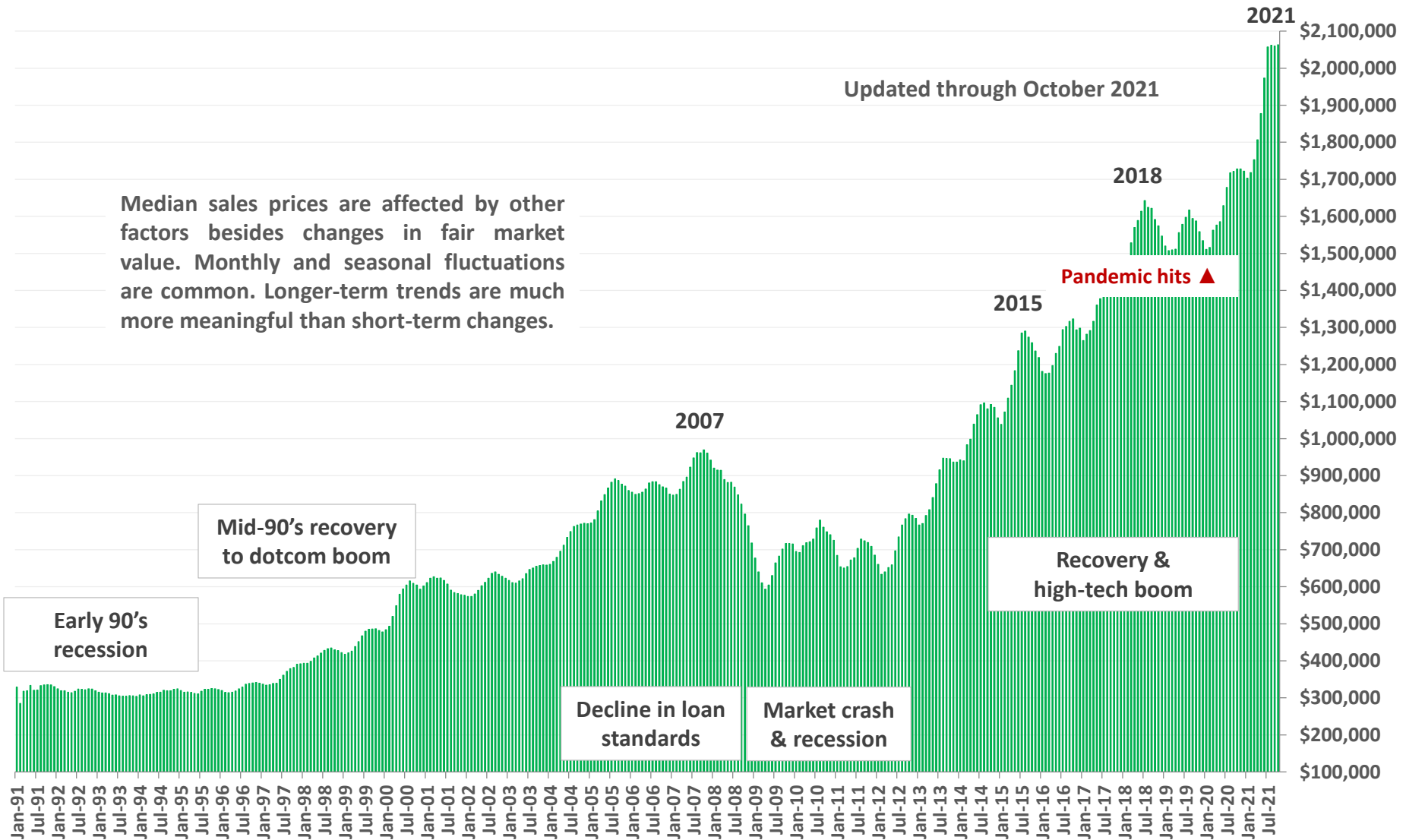
COMPASS

# San Mateo County Home Price Change since 1991

## Monthly Median House Sales Prices, 6-Month Rolling Average

Updated through October 2021

Median sales prices are affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common. Longer-term trends are much more meaningful than short-term changes.



6-month rolling average of monthly median sales prices for "existing" houses, per CA Association of Realtors, MLS and/or Broker Metrics. Analysis may contain errors and subject to revision. All numbers approximate.

COMPASS



**As the year begins to wind down and move into the mid-winter holidays, the market typically slows down as well:** The number of new listings declines, to finally plunge in December, with sales volume following one step behind. Price reductions often jump, and some listings, especially of more expensive homes, are pulled off the market until the market wakes up in the new year – usually in late January or February depending on the weather and other factors. Of course, buying and selling occur at all times of the year, including in mid-winter, but commonly at a much reduced rate. Note that typical market seasonality was often upended in 2020 due to the pandemic; more normal seasonal trends seem to have returned in 2021.

**For buyers, the coming months can offer substantial opportunities** in the form of reduced competition, fewer multiple offers, less overbidding, more room to negotiate, and often significantly better deals. This is an excellent time for buyers to *take a second look* at listings that haven't sold, and to make aggressive offers.

This report will review home price appreciation by city, supply and demand dynamics as illustrated by a variety of statistical measures, luxury home sales, and a survey of selected macroeconomic indicators.

-----

**The following chart reviews approximate median house sales price changes since 1991**, breaking down percentage ups and downs during periods such as the dotcom era, the subprime bubble, the recent high-tech boom, and the pandemic. Readings on the chart refer not to specific prices, but to the Q1 2000 median sales price, assigned a value of 100: A reading of 180 signifies the median house price has increased by 80% since Q1 2000.

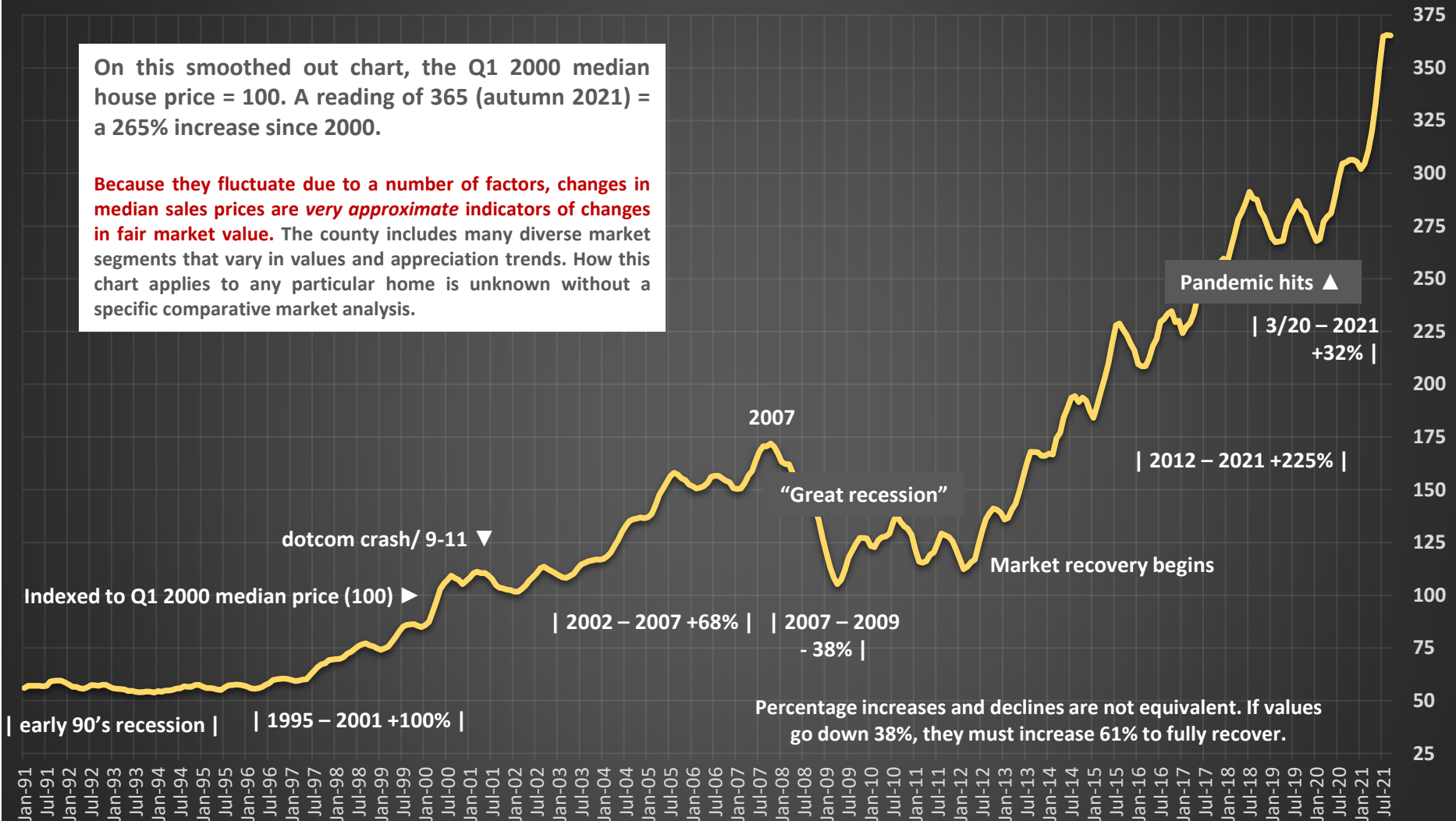
# San Mateo County Median Home Price Appreciation since 1991

## Median HOUSE Sales Price Change, Indexed to Q1 2000

Sales reported through 9/30/21.  
All numbers are approximate.

On this smoothed out chart, the Q1 2000 median house price = 100. A reading of 365 (autumn 2021) = a 265% increase since 2000.

Because they fluctuate due to a number of factors, changes in median sales prices are *very approximate* indicators of changes in fair market value. The county includes many diverse market segments that vary in values and appreciation trends. How this chart applies to any particular home is unknown without a specific comparative market analysis.



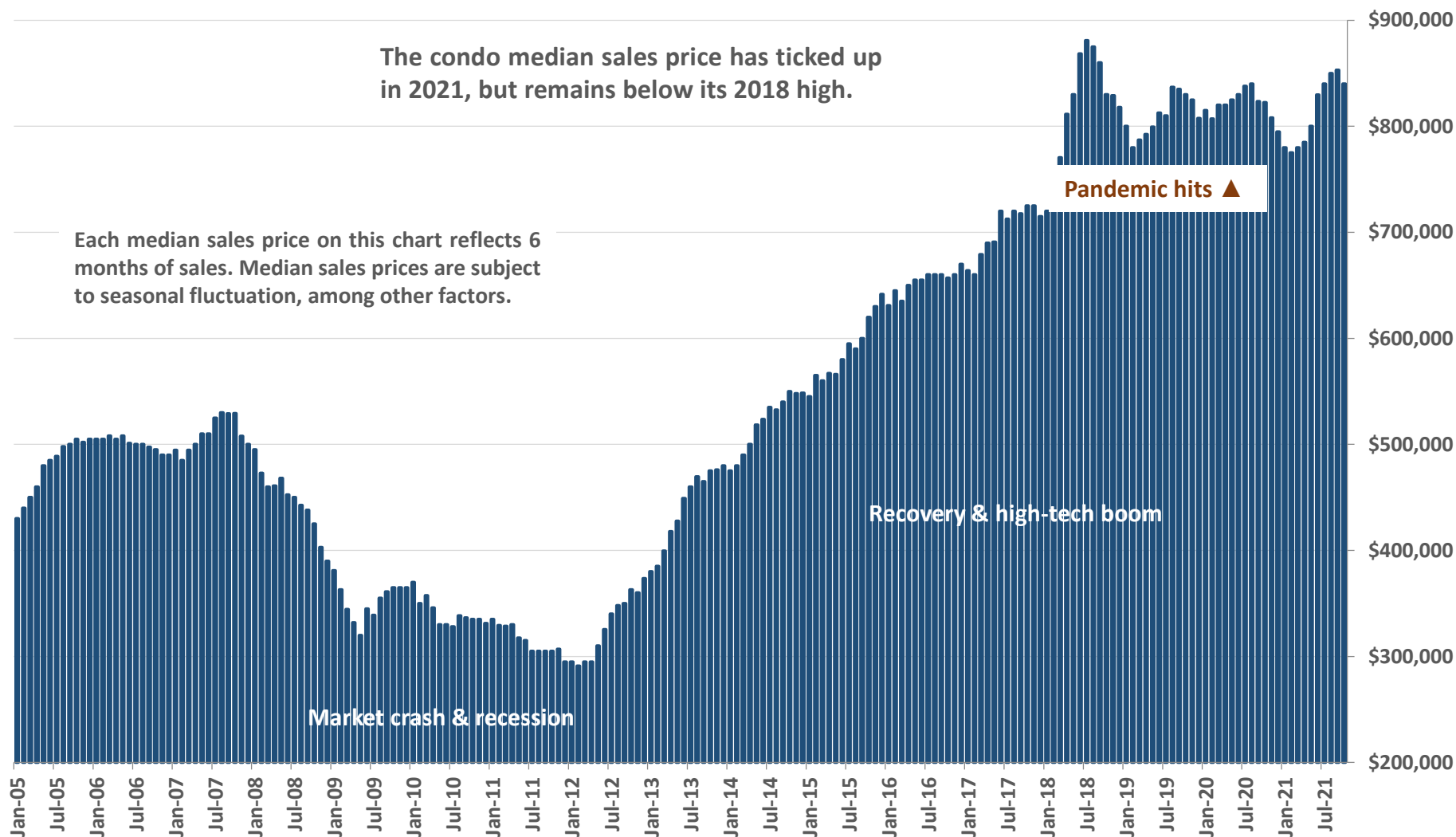
Change in monthly median house sales price, using CA Association of Realtors or MLS data, indexed to the median sales price in the first quarter of 2000, **adjusted to a 6-month rolling average to smooth trend line**. May contain errors and subject to revision. All numbers and calculations should be considered very approximate.

COMPASS

# San Mateo County Median Condo Sales Price Trends

## Monthly Median Sales Prices since 2005 - 6-Month Rolling Figures

Sales reported to NorCal  
Regional MLS, per Infosparks  
through October 2021



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors *other than changes in fair market value*. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

# What You Get for about \$1,500,000 in San Mateo County

A Sampling of July – October, 2021 Sales\*

Gradations in quality of location, condition & amenities are almost infinite: Sales may not represent current market values.

City or Town	Year Built	Bedrooms & Baths	Square Footage	Dollar per Sq.Ft.	Year Built/Excerpts from MLS Comments (sometimes edited)
Brisbane	1966	3/2	1950	\$782	“Epic city and bay views; modernly updated home w/open floor plan; walk to downtown Brisbane”
Daly City	1971	5/3	2110	\$713	“Home has amazing flow, natural light, wonderful layout; many updates throughout; near King Plaza”
Burlingame	1979 condo	3/2	2002	\$749	“Versatile end unit in downtown Burlingame's beautiful Redwood Crest complex; huge deck”
East Palo Alto	1952	4/2	1665	\$889	“Convenient Willows neighborhood (west of 101); recently updated, large landscaped rear yard”
Foster City	1972 townhome	3/2.5	1470	\$1037	“Immaculate townhome; light-filled living/dining room with access to private patio; complex pool and clubhouse”
Half Moon Bay	1976	4/2	1770	\$833	“West of Highway 1, single story home w/great light, original owner has taken great care of home”
Menlo Park	1950	2/1	1140	\$1334	“Beautifully maintained, lovely home; deck; close to Facebook, Stanford”
Pacifica	1971	3/2.5	1940	\$786	“Park Pacifica Estates Inverness model, .25 acre lot, in-ground pool, entertainer's delight”
Redwood City	1946	3/2	1265	\$1182	“Charming bungalow in move-in condition; bonus 1-BR/1-BA structure (no permits); yard with fruit trees”
City of San Mateo	2016 townhome	2/2.5	1590	\$928	“Bright, spacious ‘modern Craftsman’ townhome, 2 blocks to downtown San Mateo; private patio”

\*Sales reported to NorCal Regional MLS, July through mid-October 2021, sales prices from \$1,475,000 to \$1,525,000. As described in the MLS listing, comments sometimes edited. **The devil is in the details:** No brief description can do justice to any home. Data derived from sources deemed reliable, but may contain errors.

COMPASS

# Median Sales Price Trends since 2012

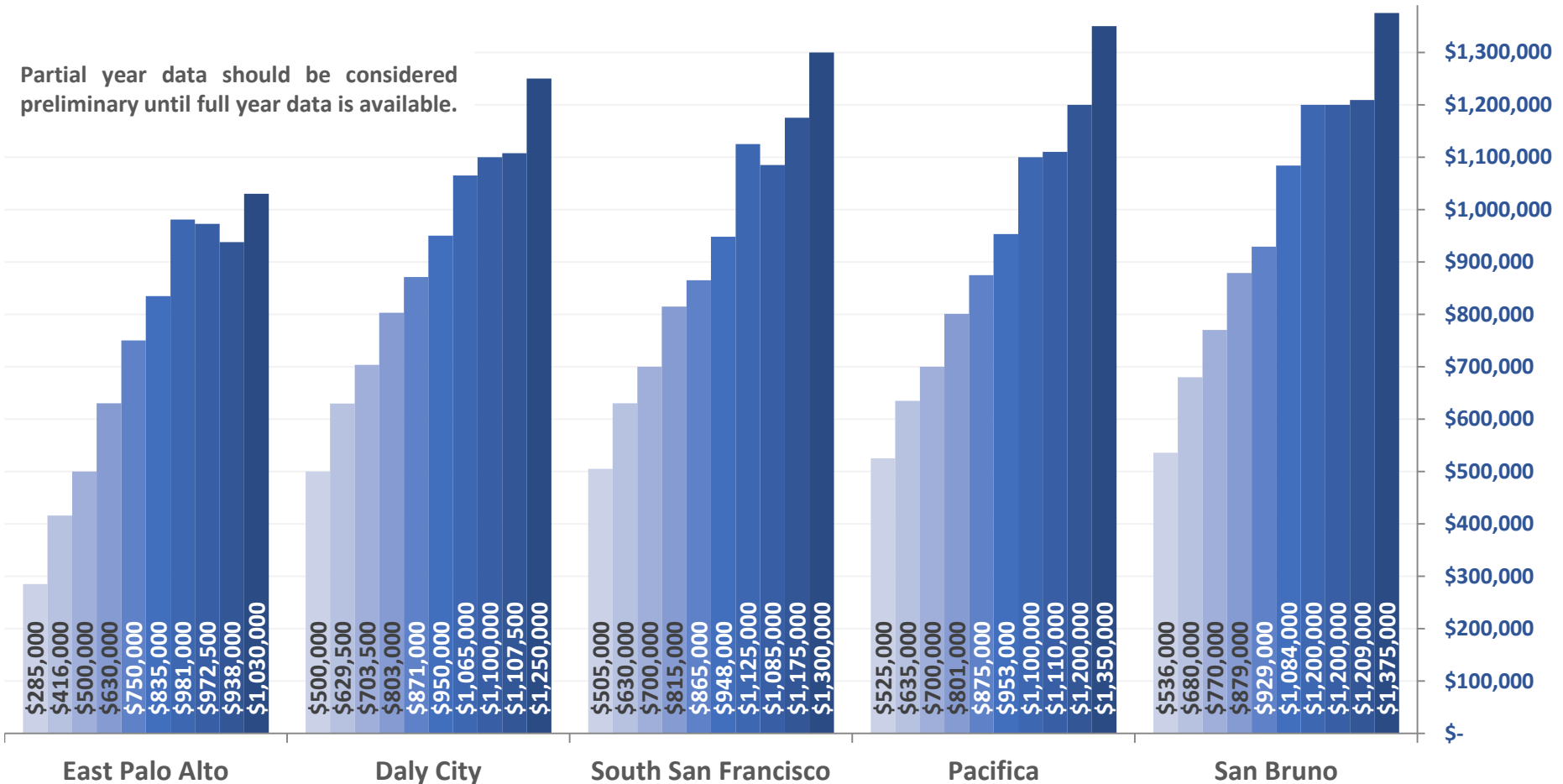
## San Mateo County – Selected Cities

House sales reported to NorCal  
Regional MLS by 10/18/21

Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Partial year data should be considered  
preliminary until full year data is available.



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

COMPASS

# Median Sales Price Trends since 2012

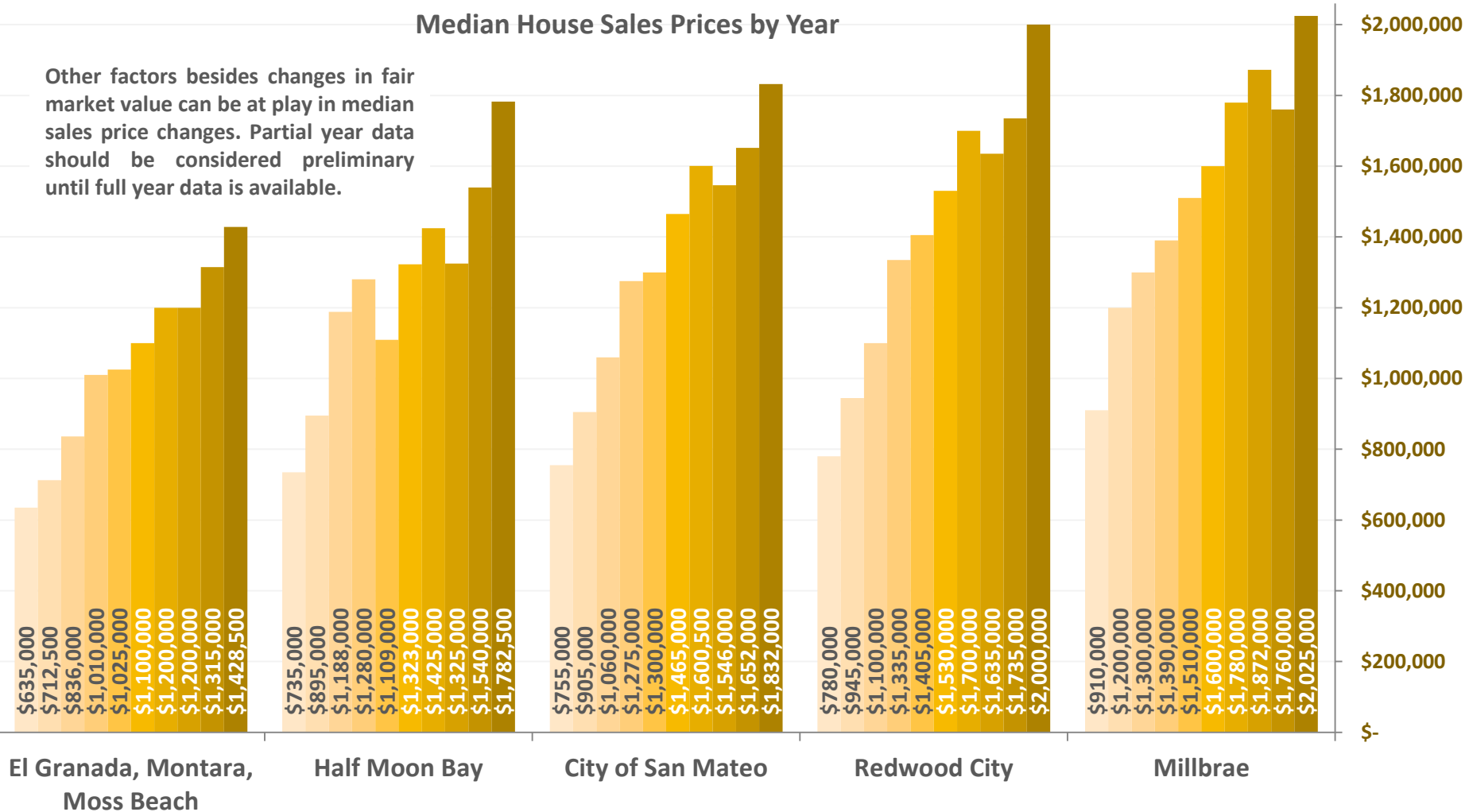
## San Mateo County – Selected Cities

House sales reported to NorCal  
Regional MLS by 10/18/21

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Median House Sales Prices by Year

Other factors besides changes in fair market value can be at play in median sales price changes. Partial year data should be considered preliminary until full year data is available.



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

COMPASS

# Median Sales Price Trends since 2012

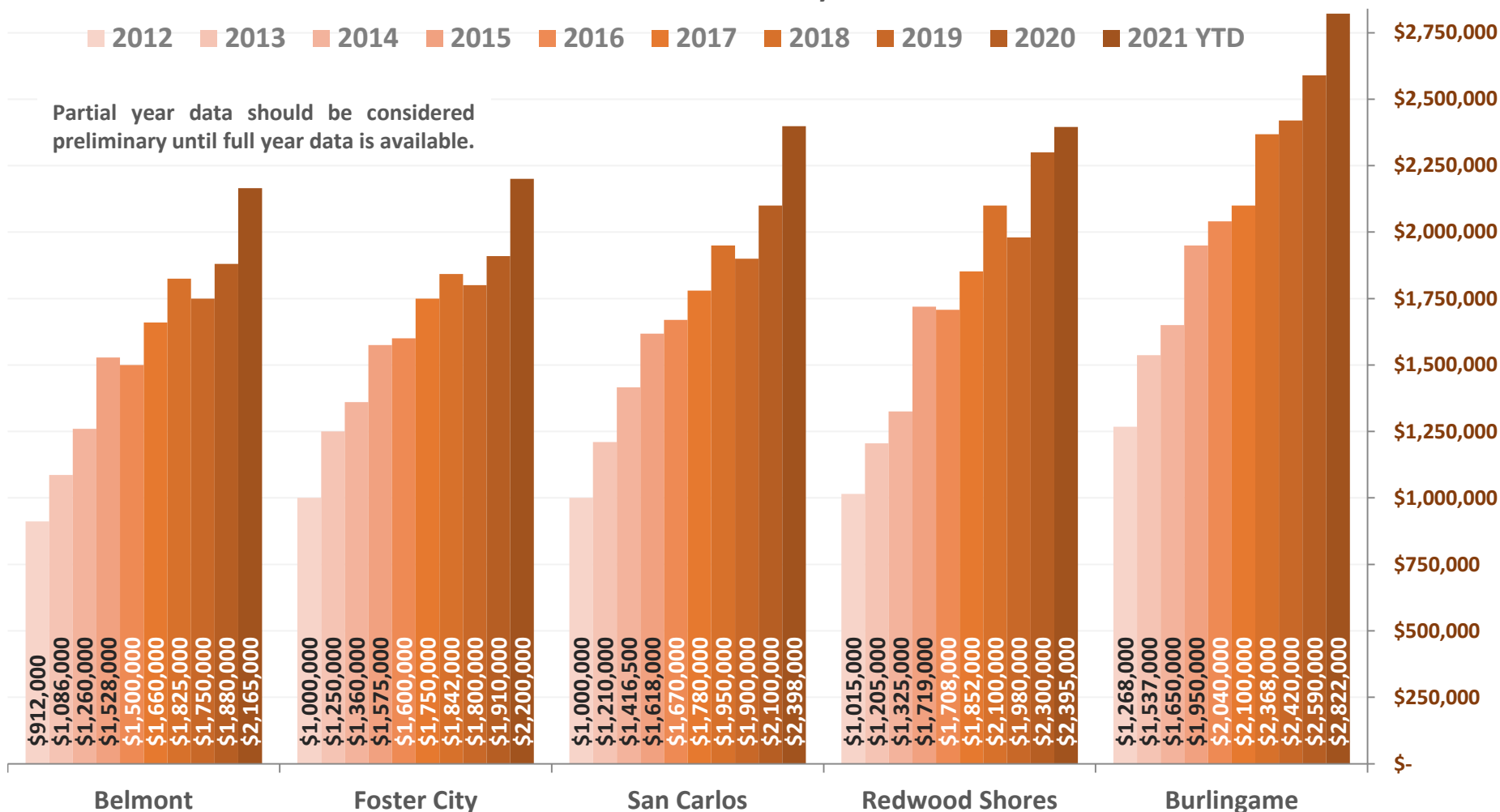
## San Mateo County – Selected Cities

House sales reported to NorCal  
Regional MLS by 10/18/21

Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Partial year data should be considered  
preliminary until full year data is available.



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

COMPASS

# Median Sales Price Trends since 2012

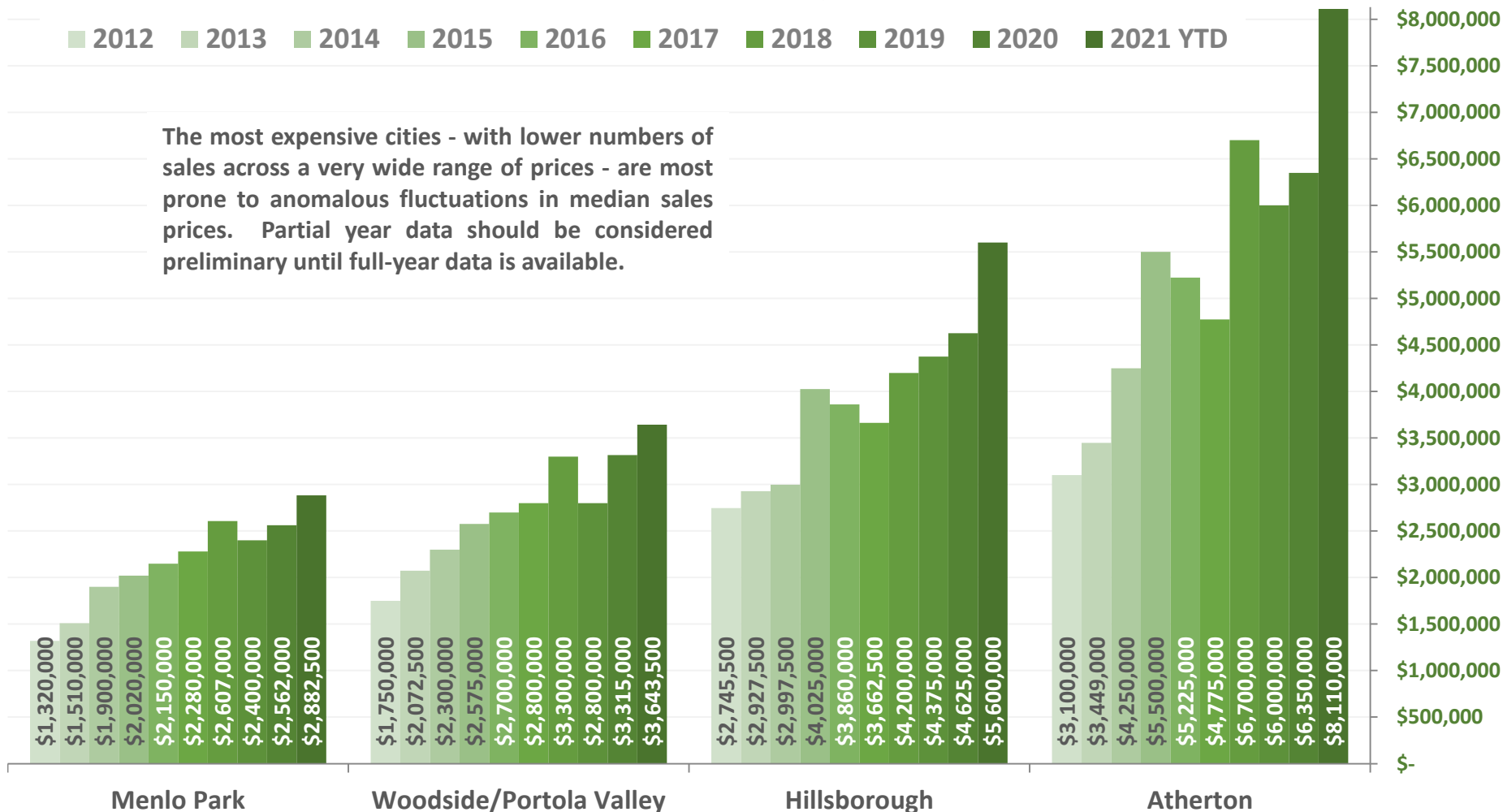
## San Mateo County – Selected Cities

House sales reported to NorCal  
Regional MLS by 10/18/21

Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

The most expensive cities - with lower numbers of sales across a very wide range of prices - are most prone to anomalous fluctuations in median sales prices. Partial year data should be considered preliminary until full-year data is available.



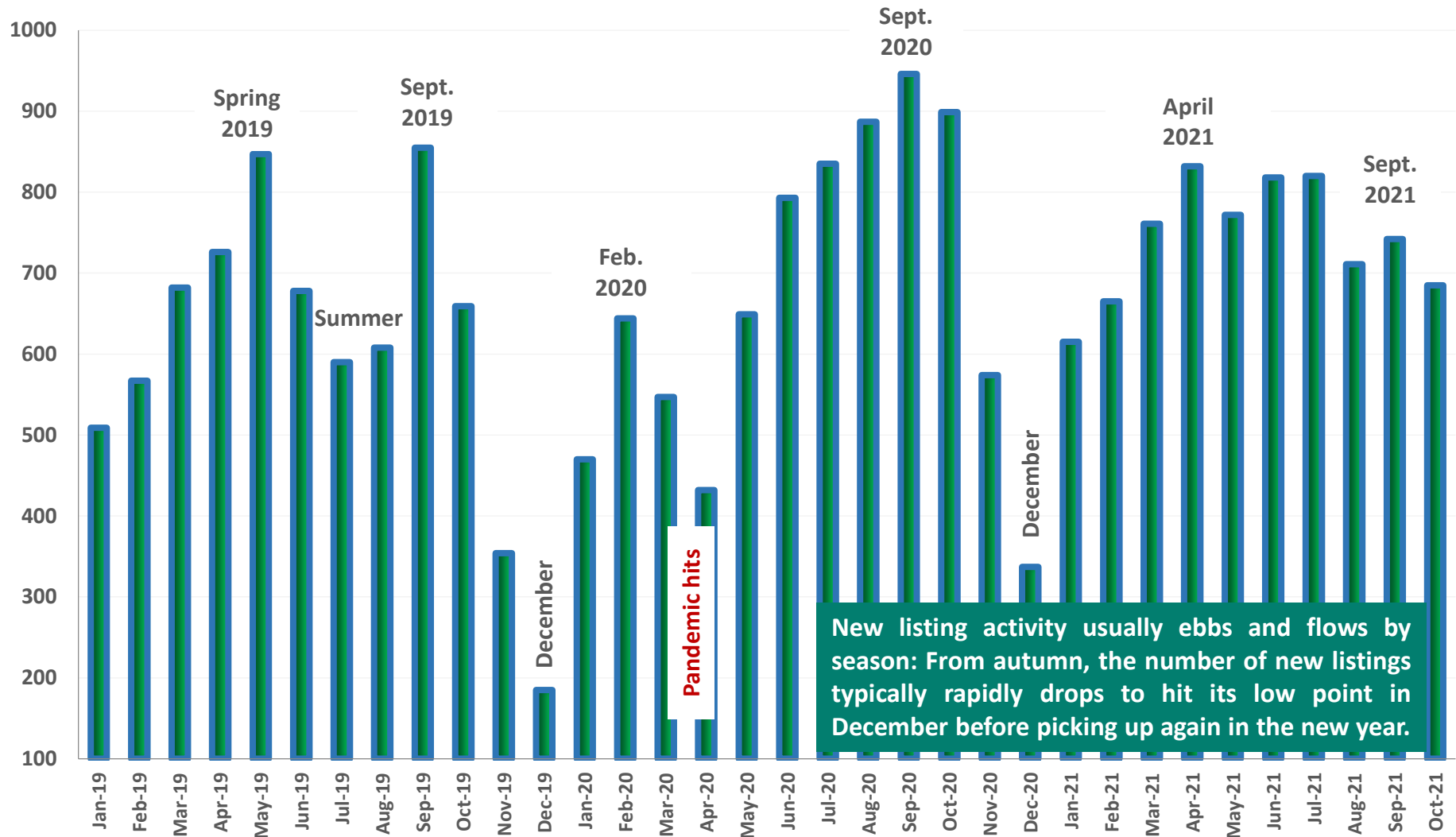
Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

COMPASS

# New Listings Coming on Market by Month

## San Mateo County Market Dynamics & Seasonality

House, condo, townhouse listings reported to NorCal Regional MLS, per Infosparks



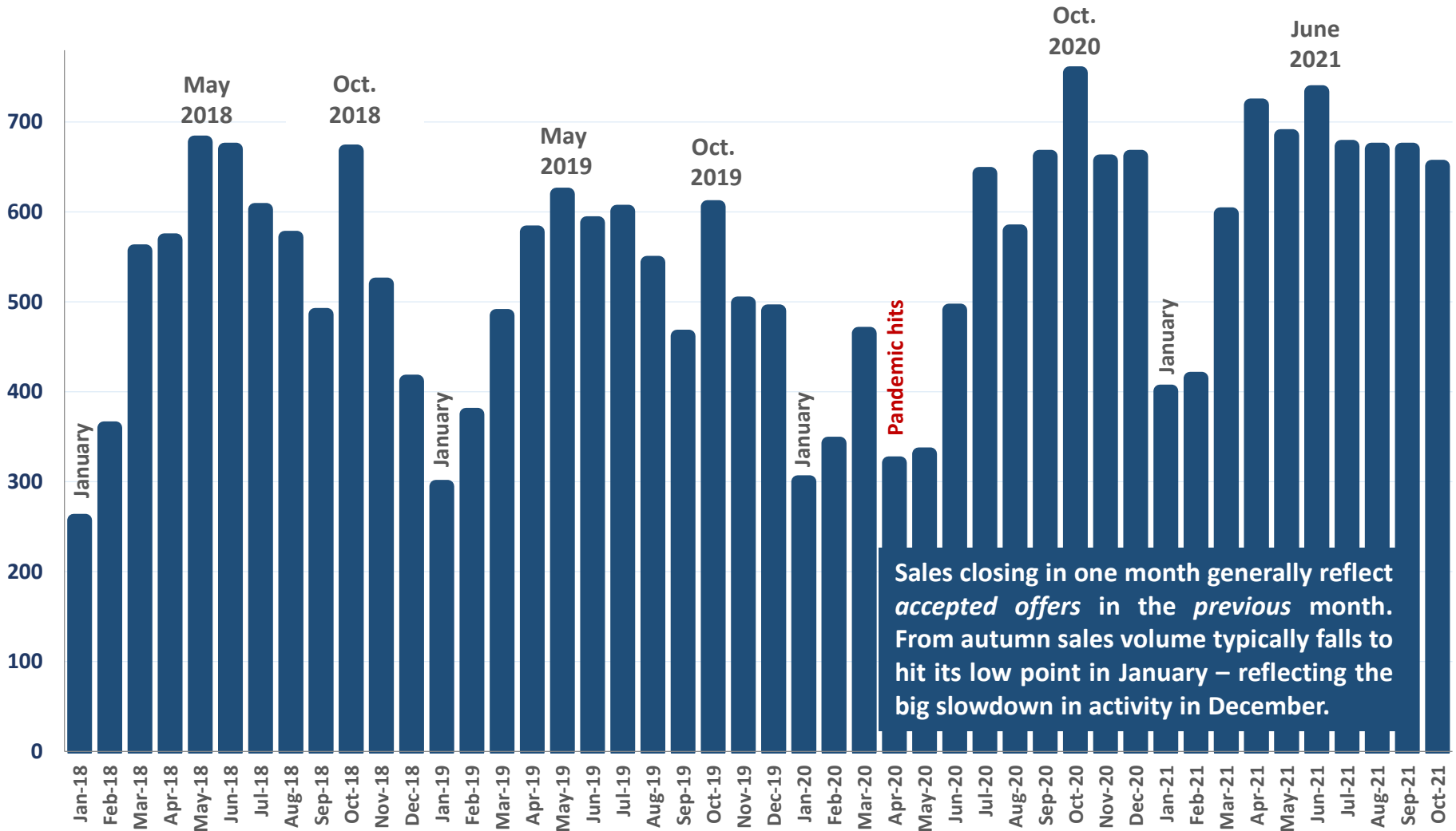
Activity reported to NorCal Regional MLS, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Last month numbers estimated based on available data.

COMPASS

# San Mateo County Sales Volume by Month

## Market Dynamics & Seasonality: Unit Sales

Sales of houses, condos, townhouses & duets reported to NorCal Regional MLS



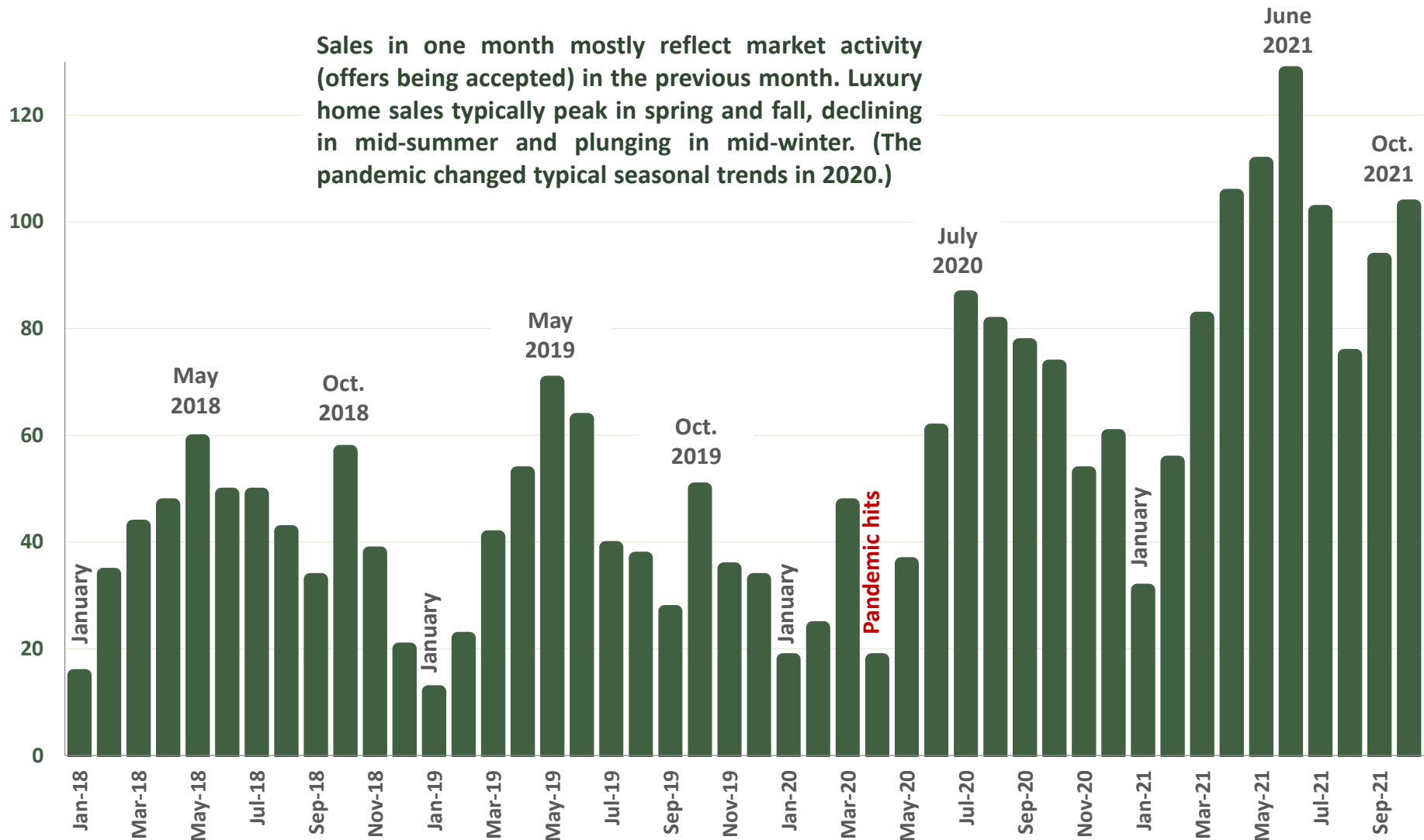
Activity reported to NorCal Regional MLS, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

COMPASS

# Luxury Home Sales

## San Mateo County: Sales Prices of \$3 Million & Above

Residential sales  
reported to MLS



Activity reported to NorCal Regional MLS, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

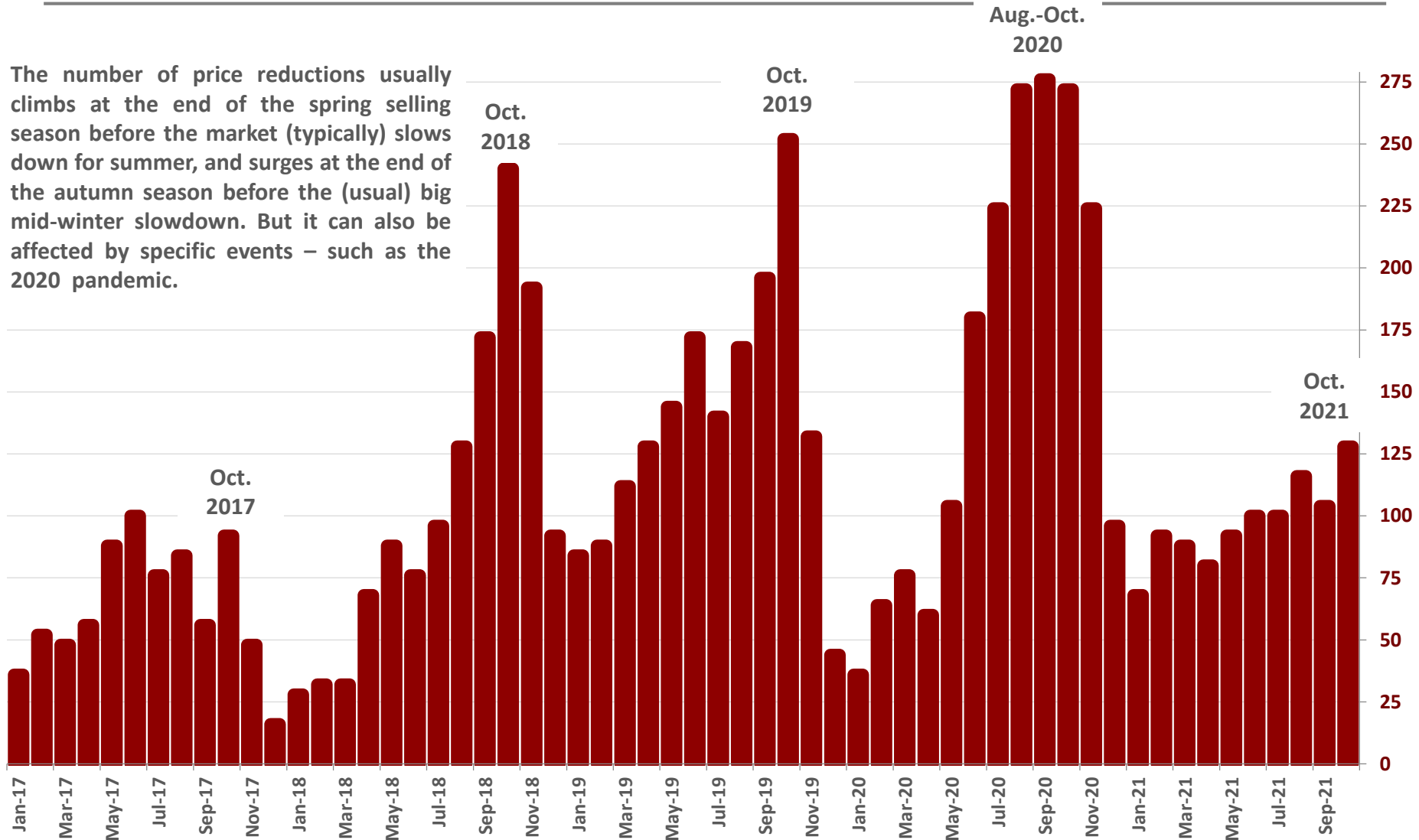
COMPASS

# Price Reductions on Active Listings

## San Mateo County Real Estate Market Dynamics

For houses and condos

The number of price reductions usually climbs at the end of the spring selling season before the market (typically) slows down for summer, and surges at the end of the autumn season before the (usual) big mid-winter slowdown. But it can also be affected by specific events – such as the 2020 pandemic.



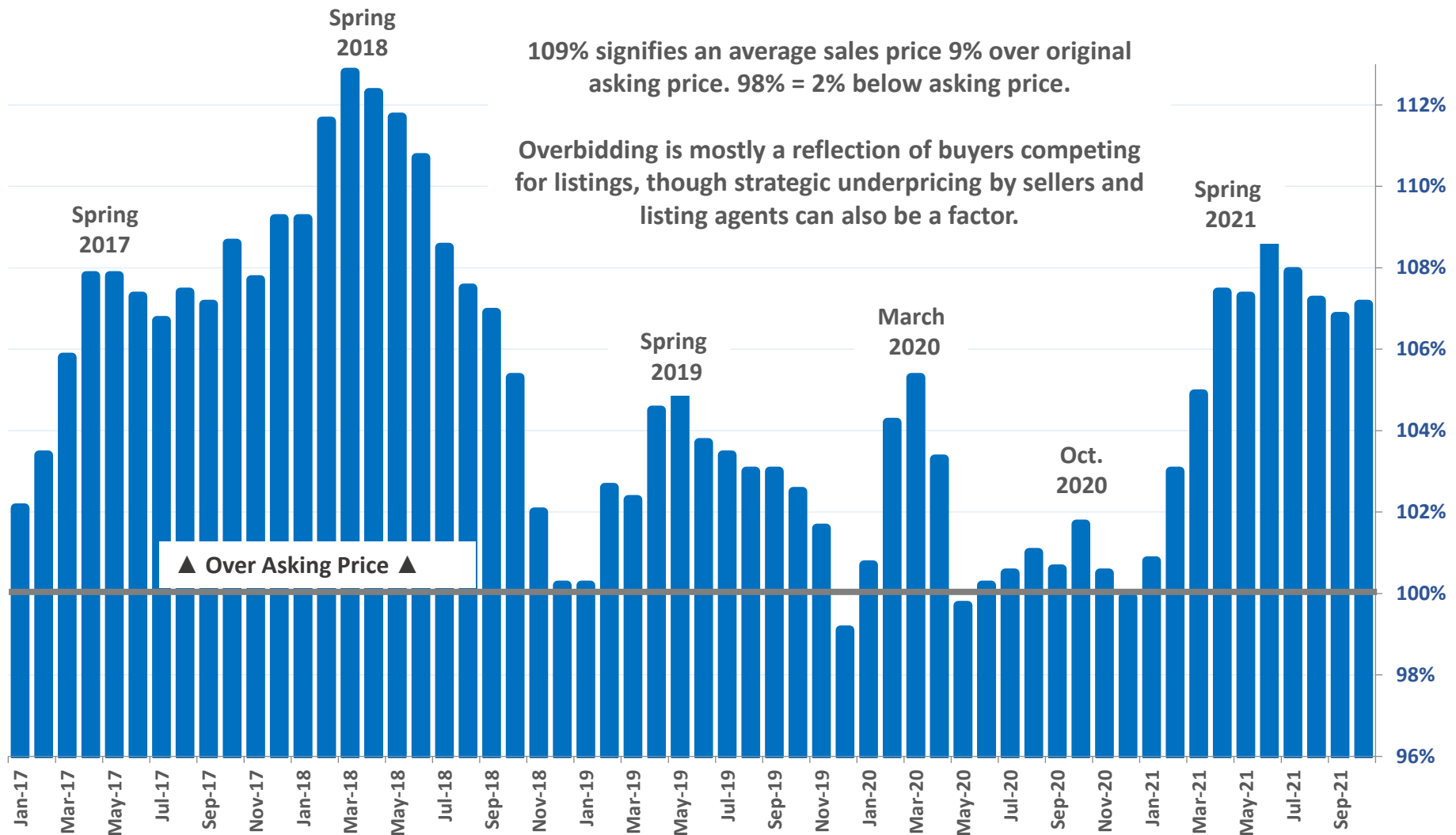
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

COMPASS

# Average Sales Price to Original List Price Percentage

## San Mateo County Market: Overbidding of Asking Prices

MLS sales of houses, condos and townhouses, per Infosparks



As reported to NorCal Regional MLS. 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.

COMPASS

# San Mateo County Supply vs. Demand

## Months Supply of Inventory, 2016 – Present

MLS activity of houses, condos and townhouses.

Months Supply of Inventory measures how long it would take to sell the existing inventory of listings for sale at the 12-month-average monthly rate of sale. Lower readings indicate stronger demand as compared to supply. Higher readings indicate higher supply as compared to demand. 3-month rolling data. Seasonality often plays a large roll in its ebbs and flows.



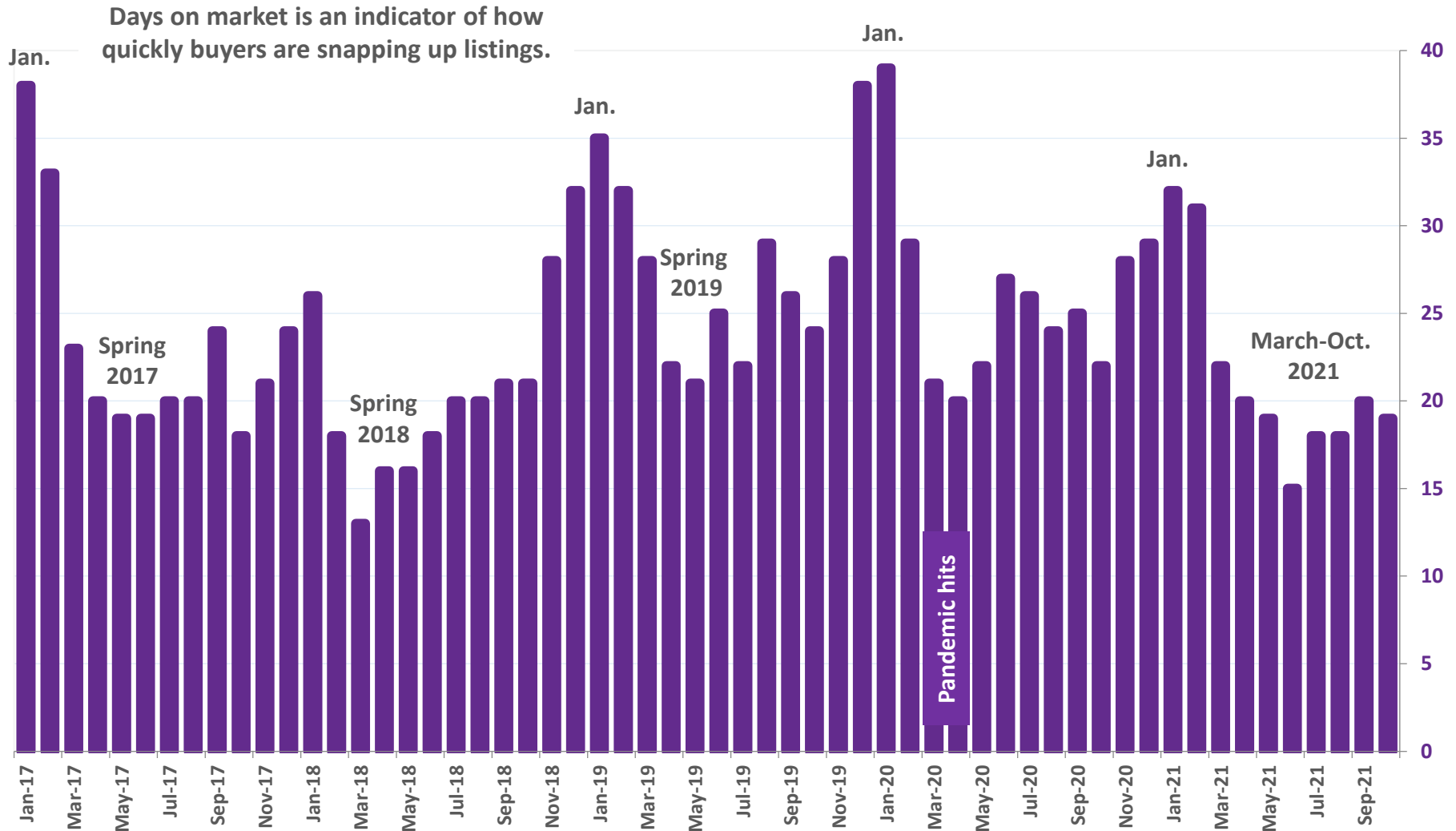
3-month rolling NorCal Regional MLS data per Infosparks. Last reading may change with late reported activity. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

# Average Days on Market

## San Mateo County: Time on Market to Accepted Offer

MLS sales of houses, condos and townhouses, per Infosparks



As reported to NorCal Regional MLS. 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.

COMPASS

# New Report on Bay Area Home Markets since 1990:

<https://www.bayareamarketreports.com/trend/bay-area-home-price-appreciation-since-1990>



## San Francisco Bay Area Home Price Appreciation Trends since 1990

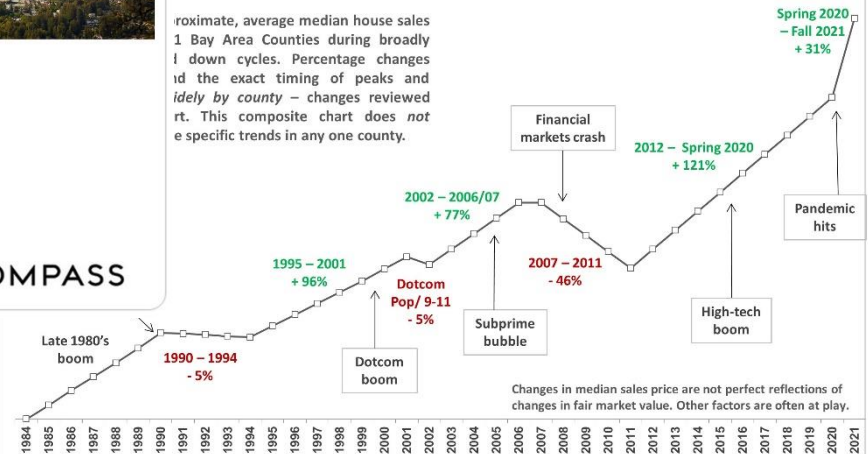
The early 1990's recession, the dotcom boom, subprime bubble and crash, market recovery and high-tech boom – and the pandemic

Important notes and caveats regarding the context and methodology of this report are detailed on the last page. All calculations to be considered approximate, good-faith estimates. How this report applies to any particular home is unknown without a specific comparative market analysis.

COMPASS

## Approximate, Smoothed-Out Schematic of Bay Area Median House Sales Price Changes over 30+ Years

Approximate, average median house sales price changes for 11 Bay Area Counties during broadly defined down cycles. Percentage changes noted are the exact timing of peaks and bottoms, *not* by county – changes reviewed for the entire region. This composite chart does *not* reflect specific trends in any one county.



For 11 Bay Area Counties. Sales data per CA Association of Realtors or NorCal Regional MLS. Years between market peaks and bottoms are *not* accurately represented, but entered as straight lines: *Shorter-term fluctuations are not reflected. Adjusted for larger anomalies when identified. Percentages are very approximate, good-faith estimates.*

COMPASS

COMPASS



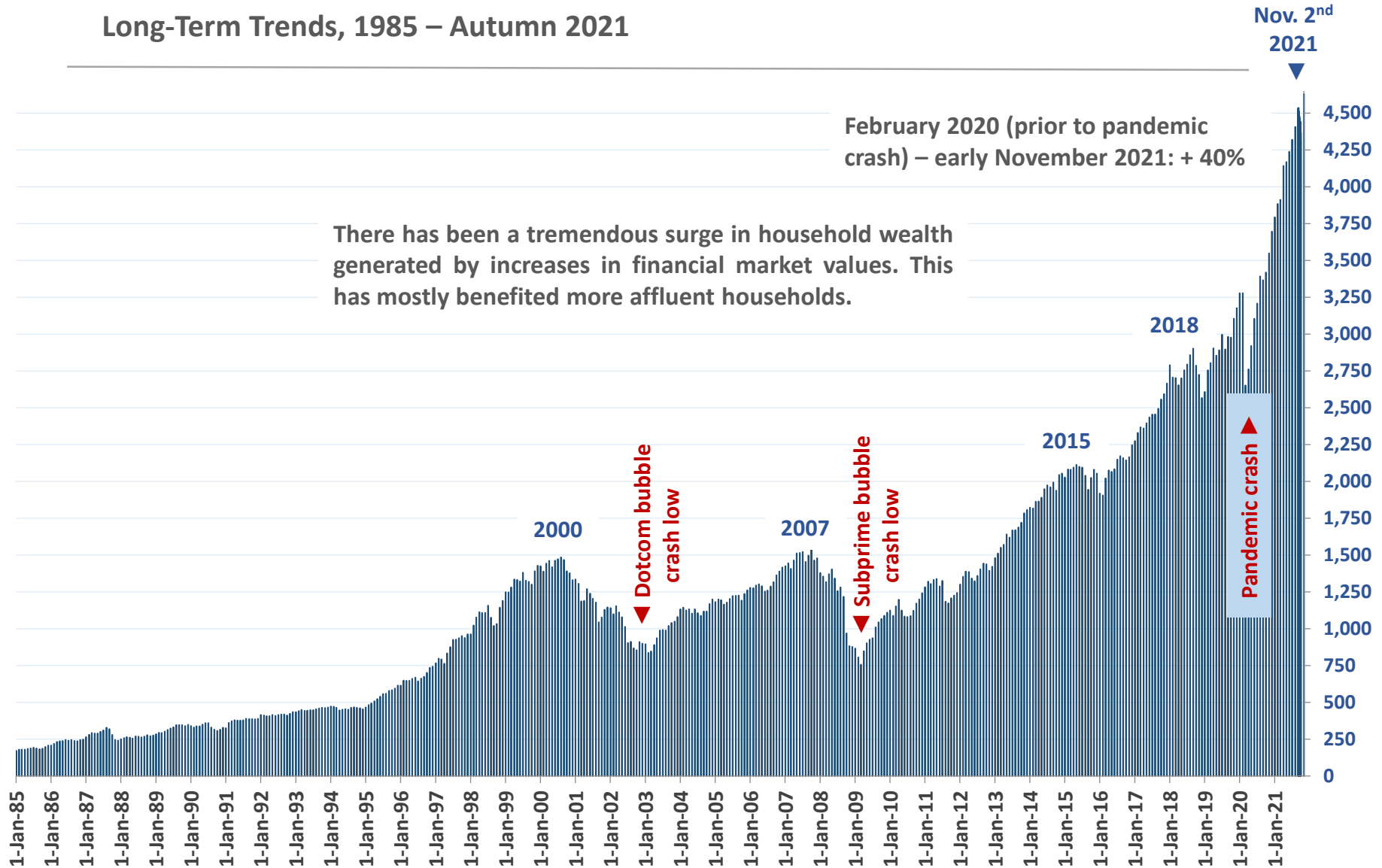
The ancient Romans believed the future could be divined from observing the flight of birds.

## Selected Macroeconomic Factors

The following slides look at trends in a number of important economic indicators – all of which can have significant impacts on financial and real estate markets. None of these charts imply predictions on future trends.

# S&P 500 Stock Index

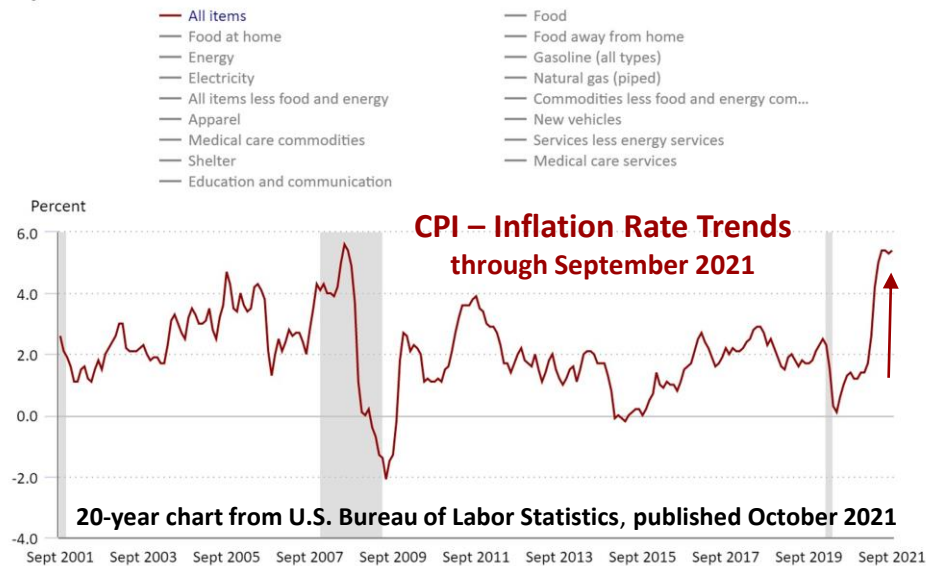
Long-Term Trends, 1985 – Autumn 2021



Data from multpl.com and Yahoo! Finance. An approximate illustration only. Data from sources deemed reliable but may contain errors and subject to revision. Financial markets can be prone to significant volatility even on a short-term basis. For general illustration purposes only. All figures are approximate.

COMPASS

12-month percentage change, Consumer Price Index, selected categories, not seasonally adjusted



## Inflation & Mortgage Interest Rates

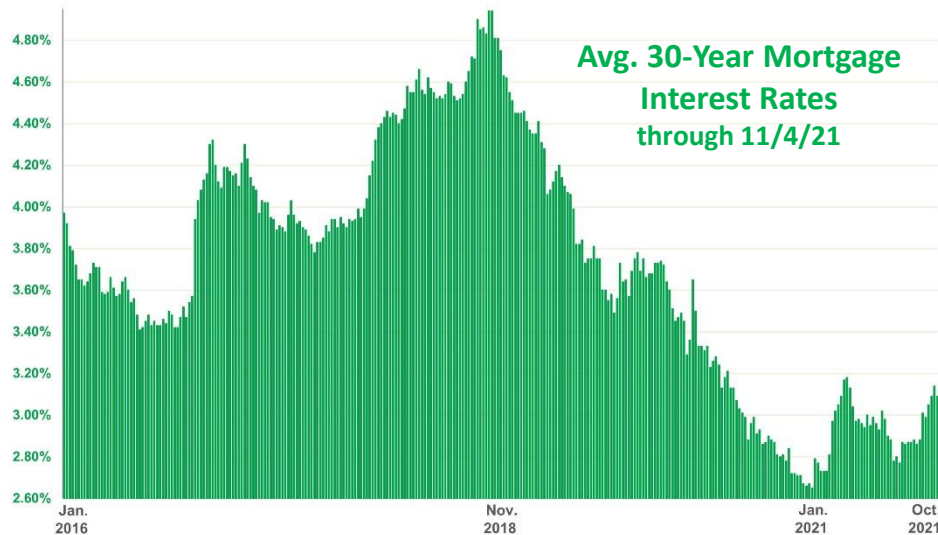
Due to a variety of economic factors, the Consumer Price Index, a measurement of inflation, has jumped in 2021.

Historically, the standard remedy for surging inflation is to raise interest rates, but there are varying opinions as to whether higher inflation rates will persist, and what the exact response from the Federal Reserve Bank will be. Even if the Fed raises rates, the exact effect on *mortgage* rates is unclear. Predicting interest rate changes is extremely difficult.

### Mortgage Interest Rate Trends, 2016 – Present

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings

Rates published by the FHLMC,



Interest rates may fluctuate suddenly and dramatically, and it is very difficult to predict rate changes. Data from sources deemed reliable but not guaranteed. Anyone interested in residential home loans should consult with a qualified mortgage professional and their accountant.

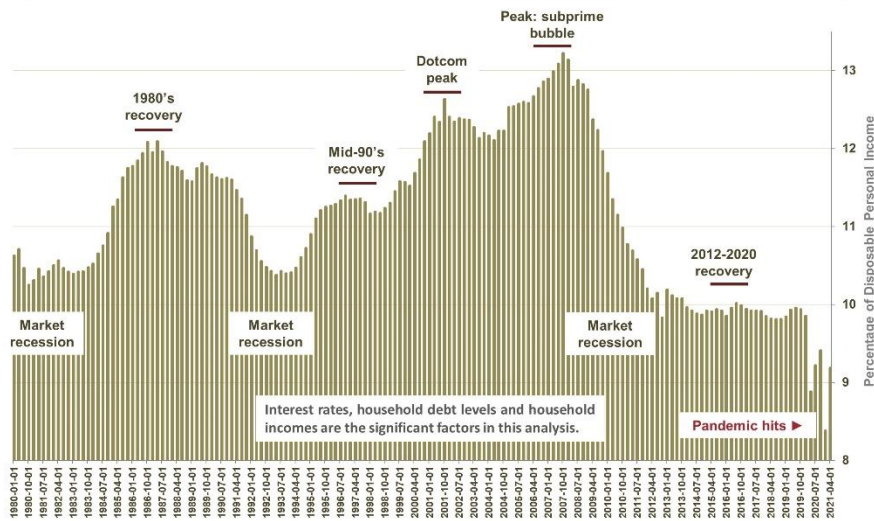
COMPASS

Per Freddie Mac (FHLMC), on November 4, 2021, the weekly average, 30-year mortgage interest rate was 3.09%. (The 15-year rate was 2.35%.) The all-time 30-year-rate low of 2.65% was reached in January 2021. In November 2018, the rate was 4.94%; in 2007, 6.3%; in year 2000, 8%; and in 1990, 10% (the last 3 not illustrated on this chart).

Interest rates may fluctuate suddenly and dramatically, and it is very difficult to accurately predict rate changes. Data from sources deemed reliable, but may contain errors and not guaranteed. Anyone interested in residential home loans should consult with a qualified mortgage professional and their accountant.

COMPASS

## Household Debt Service Payments as a Percentage of Disposable Personal Income, 1980 – Q2 2021



Data as published by the Federal Reserve Bank of St. Louis. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

COMPASS

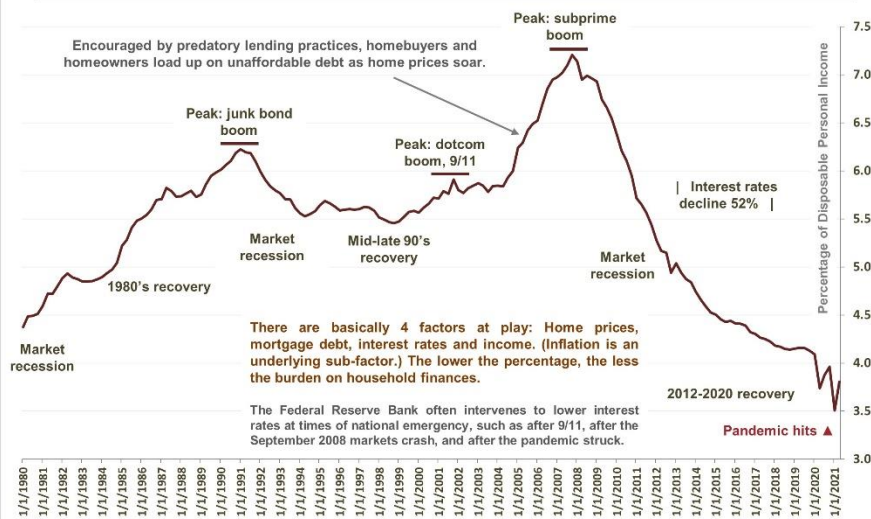
## Household & Mortgage Debt Service as a Percentage of Disposable Income

All-time lows in interest rates, increasing household incomes, and large pandemic-related government disbursements to households brought debt service payments as percentages of disposable personal income down to historic lows through Q1 2021.

The percentages started to climb back up in Q2 2021 (the latest data available), but still remained *extremely* low by any standards – a positive economic indicator.

When the debt service percentages hit high points, it is often a prelude to market corrections. Currently, the biggest wildcard is the possibility of significant changes to interest rates. (This analysis does not imply any market or interest-rate predictions on our part.)

## Mortgage Debt Service Payments as a Percentage of Disposable Personal Income, 1980 – Q2 2021



Data as published by the Federal Reserve Bank of St. Louis: <https://fred.stlouisfed.org/series/MDSP>. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

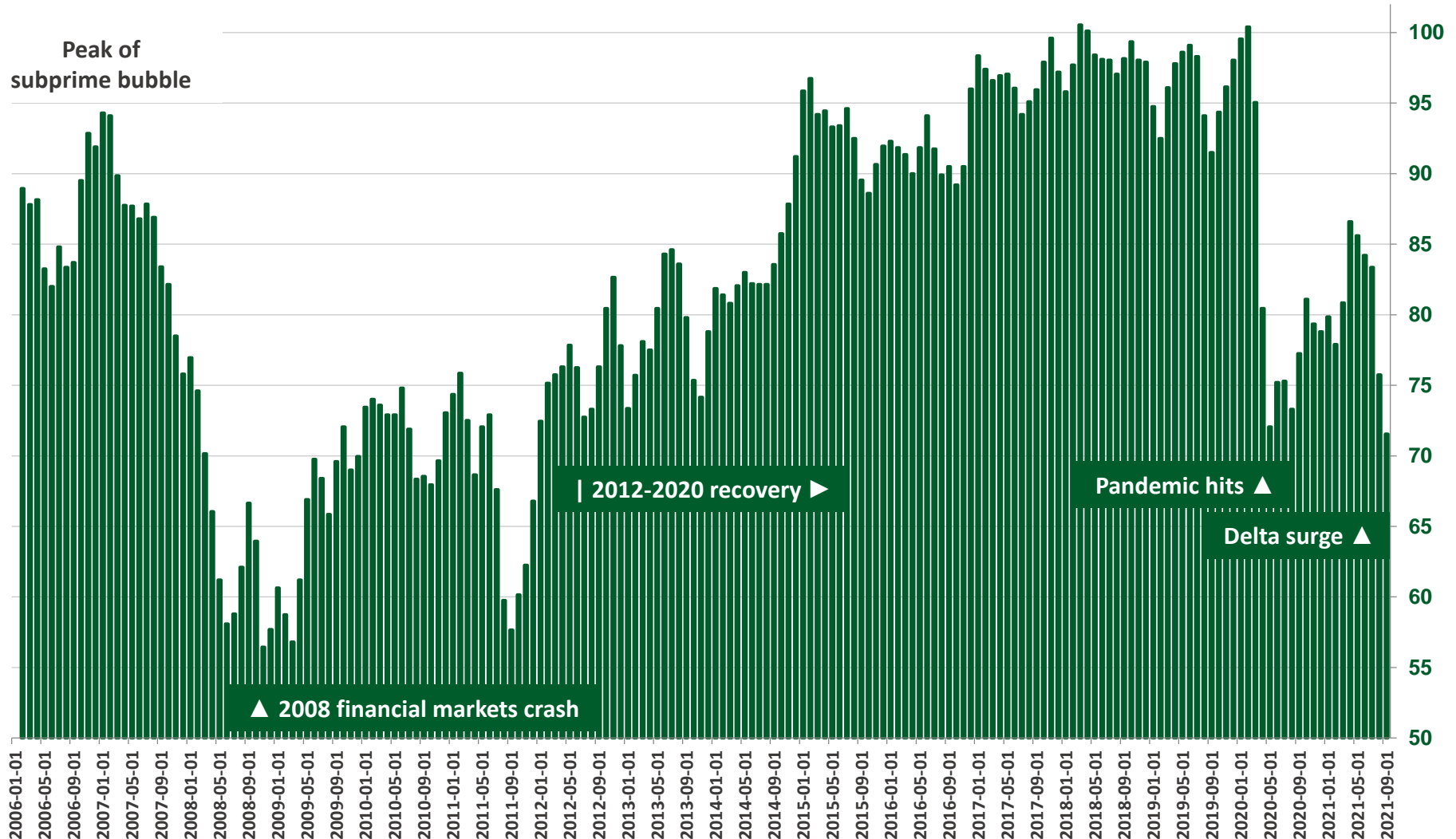
COMPASS

COMPASS

# Consumer Sentiment (Confidence) Index

## University of Michigan, January 2006 – September 2021

As published by the Federal Reserve Bank of St. Louis; adjusted to 2-month-rolling average



2-month-rolling average of University of Michigan: Consumer Sentiment [UMCSENT], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/UMCSENT>. Not seasonally adjusted. 1966, Q1 = 100.

COMPASS

Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

*Compass is a real estate broker licensed by the State of California, DRE 01527235. Equal Housing Opportunity. This report has been prepared solely for information purposes. The information herein is based on or derived from information generally available to the public and/or from sources believed to be reliable. No representation or warranty can be given with respect to the accuracy or completeness of the information. Compass disclaims any and all liability relating to this report, including without limitation any express or implied representations or warranties for statements contained in, and omissions from, the report. Nothing contained herein is intended to be or should be read as any regulatory, legal, tax, accounting or other advice and Compass does not provide such advice. All opinions are subject to change without notice. Compass makes no representation regarding the accuracy of any statements regarding any references to the laws, statutes or regulations of any state are those of the author(s). Past performance is no guarantee of future results.*

COMPASS