

SILICON VALLEY CALIFORNIA

–September 2019–



GLOBAL
LUXURY.

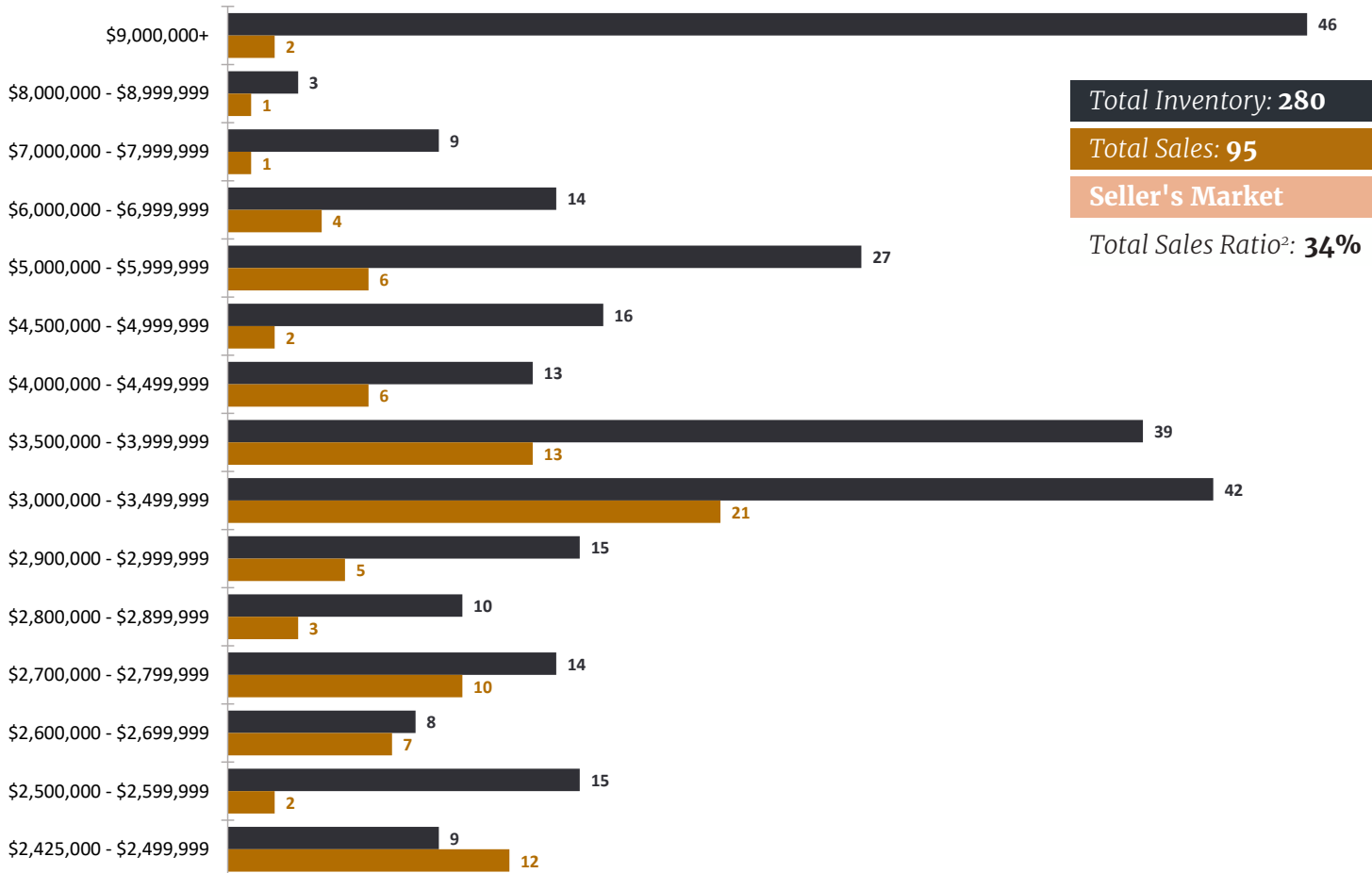
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2019

Inventory Sales

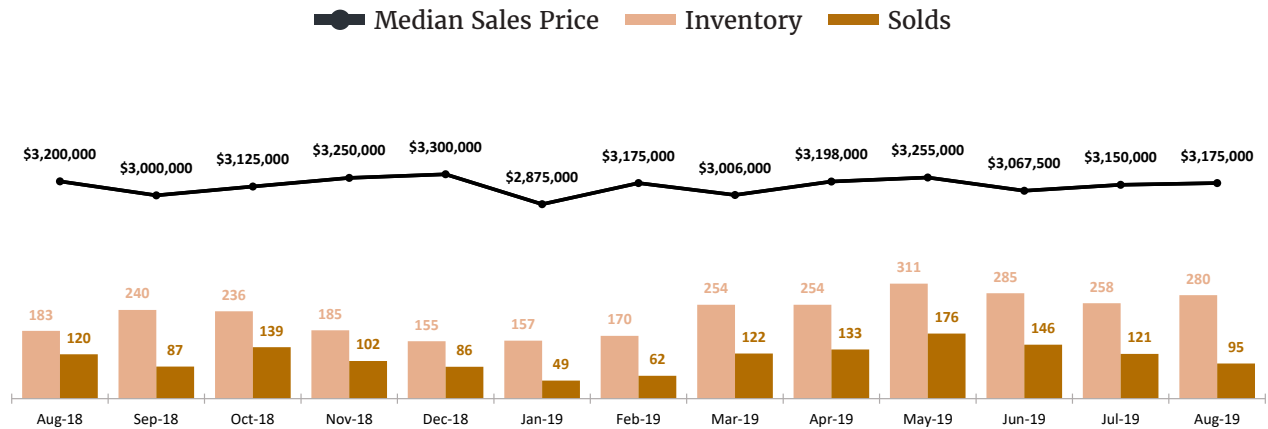
Luxury Benchmark Price¹: **\$2,425,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,790,500	3	2	18	16	113%
2,000 - 2,999	\$3,200,000	4	3	43	72	60%
3,000 - 3,999	\$3,000,000	4	4	17	81	21%
4,000 - 4,999	\$3,800,000	5	5	10	51	20%
5,000 - 5,999	\$6,550,000	5	6	3	19	16%
6,000+	\$9,440,000	6	7	4	41	10%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

July	August
258	280

VARIANCE: **9%**

SOLDS

July	August
121	95

VARIANCE: **-21%**

SALES PRICE

July	August
\$3.15m	\$3.18m

VARIANCE: **1%**

SALE PRICE PER SQFT.

July	August
\$1,209	\$1,259

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

July	August
100.00%	99.30%

VARIANCE: **-1%**

DAYS ON MARKET

July	August
15	20

VARIANCE: **33%**

SILICON VALLEY MARKET SUMMARY | AUGUST 2019

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **99.30% of list price** in August 2019.
- The most active price band is **\$2,425,000-\$2,499,999**, where the sales ratio is **133%**.
- The median luxury sales price for single-family homes has increased to **\$3,175,000**.
- The median days on market for August 2019 was **20** days, up from **15** in July 2019.

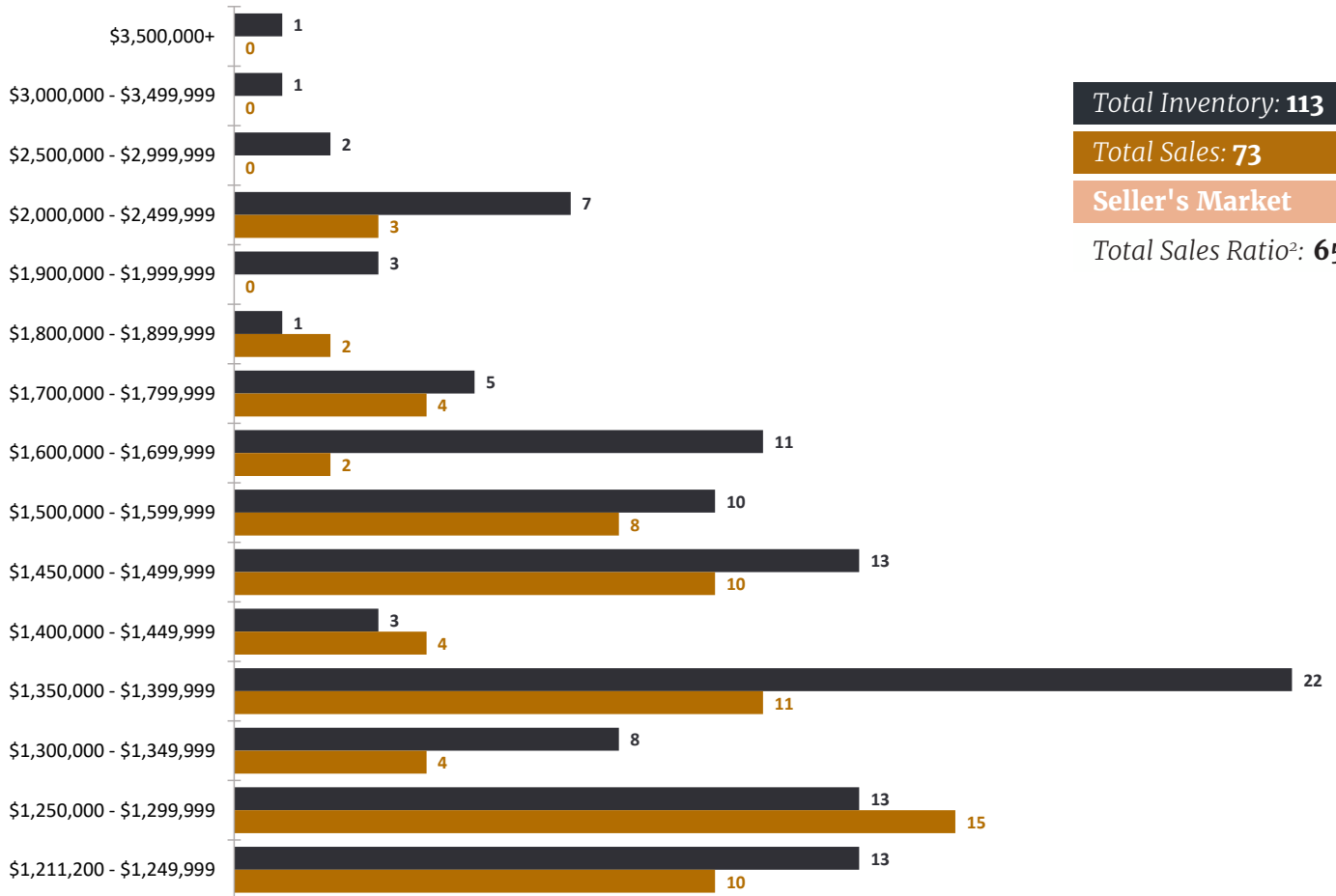
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | AUGUST 2019

Inventory Sales

Luxury Benchmark Price¹: **\$1,211,200**



Total Inventory: **113**

Total Sales: **73**

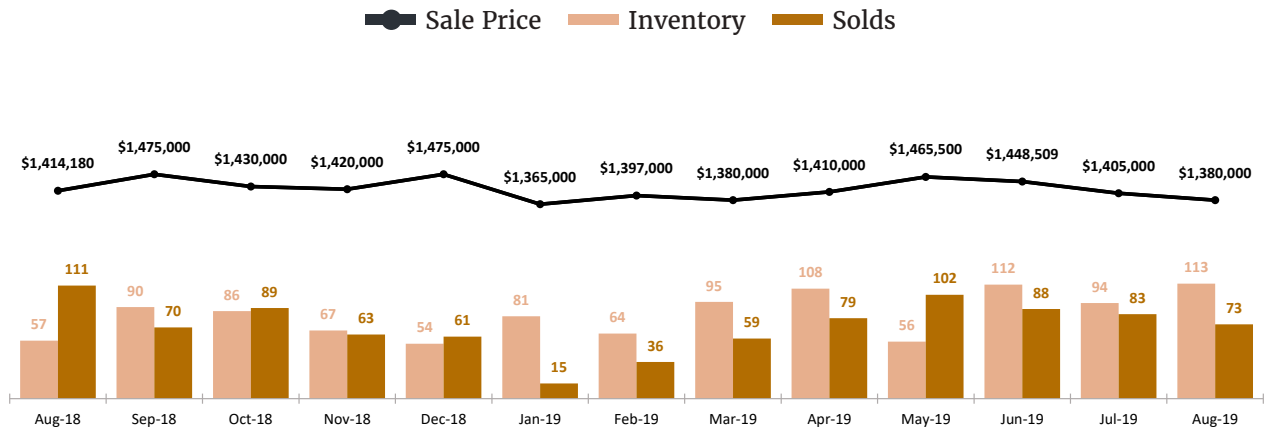
Seller's Market

Total Sales Ratio²: **65%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	0	NA
1,000 - 1,499	\$1,320,000	2	2	27	40	68%
1,500 - 1,999	\$1,390,000	3	3	35	46	76%
2,000 - 2,499	\$1,510,000	3	3	8	20	40%
2,500 - 2,999	\$2,030,000	4	4	3	4	75%
3,000+	NA	NA	NA	0	3	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

July	August
94	113

VARIANCE: **20%**

SOLDS

July	August
83	73

VARIANCE: **-12%**

SALES PRICE

July	August
\$1.41m	\$1.38m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

July	August
\$854	\$879

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

July	August
100.08%	100.78%

VARIANCE: **1%**

DAYS ON MARKET

July	August
18	16

VARIANCE: **-11%**

SILICON VALLEY MARKET SUMMARY | AUGUST 2019

- The Silicon Valley attached luxury market is a **Seller's Market** with a **65% Sales Ratio**.
- Homes sold for a median of **100.78% of list price** in August 2019.
- The most active price band is **\$1,800,000-\$1,899,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes has decreased to **\$1,380,000**.
- The median days on market for August 2019 was **16** days, down from **18** in July 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.