

SILICON VALLEY CALIFORNIA

—March 2020—

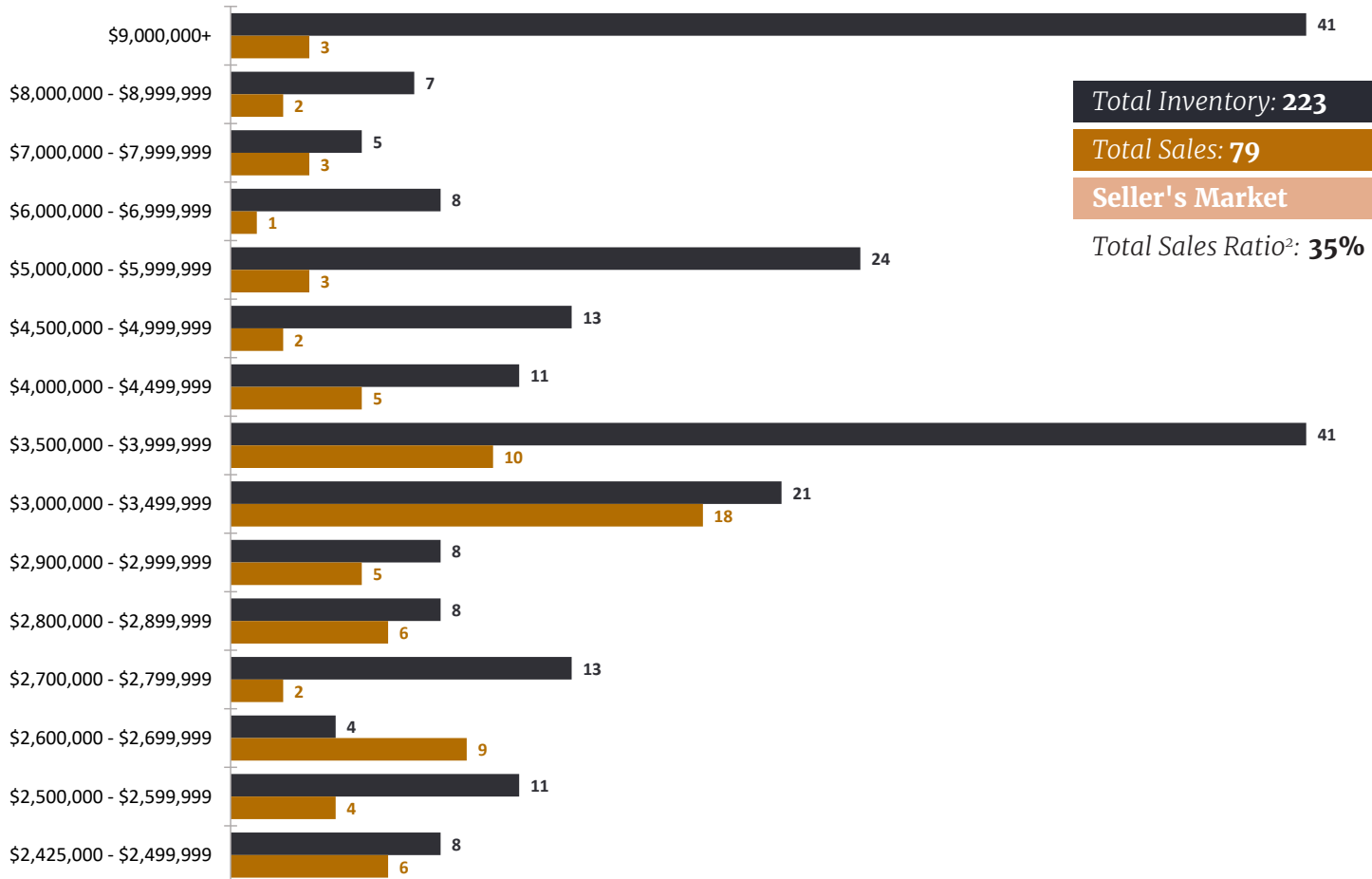
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2020

Inventory Sales

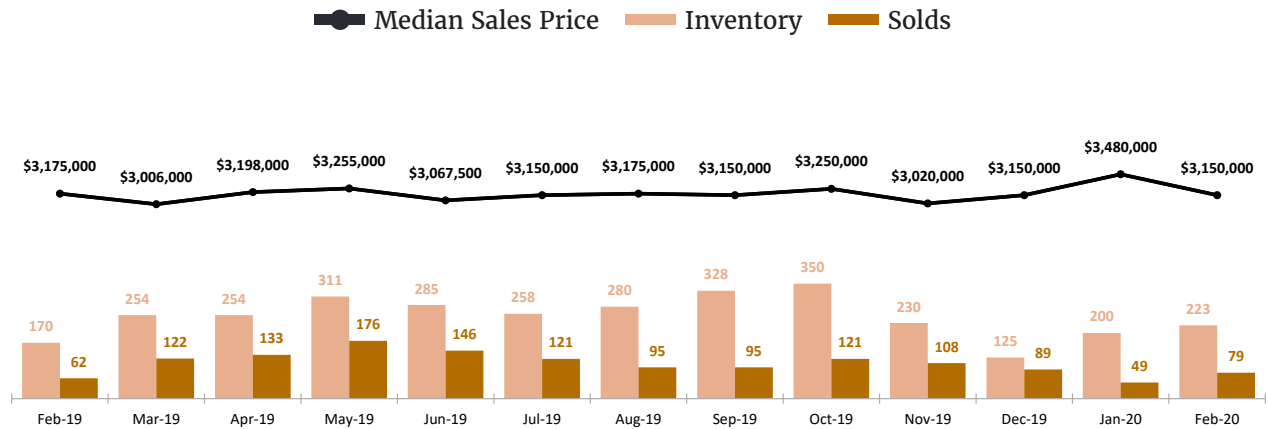
Luxury Benchmark Price¹: **\$2,425,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,875,000	3	2	18	15	120%
2,000 - 2,999	\$2,975,000	4	3	34	61	56%
3,000 - 3,999	\$3,560,000	5	4	13	49	27%
4,000 - 4,999	\$3,375,444	5	4	4	41	10%
5,000 - 5,999	\$6,450,500	6	6	4	17	24%
6,000+	\$8,125,000	5	7	6	40	15%

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

January	February
200	223

VARIANCE: **12%**

SOLDS

January	February
49	79

VARIANCE: **61%**

SALES PRICE

January	February
\$3.48m	\$3.15m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

January	February
\$1,116	\$1,277

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

January	February
98.08%	100.00%

VARIANCE: **2%**

DAYS ON MARKET

January	February
42	8

VARIANCE: **-81%**

SILICON VALLEY MARKET SUMMARY | FEBRUARY 2020

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **35% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2020.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **225%**.
- The median luxury sales price for single-family homes has decreased to **\$3,150,000**.
- The median days on market for February 2020 was **8** days, down from **42** in January 2020.

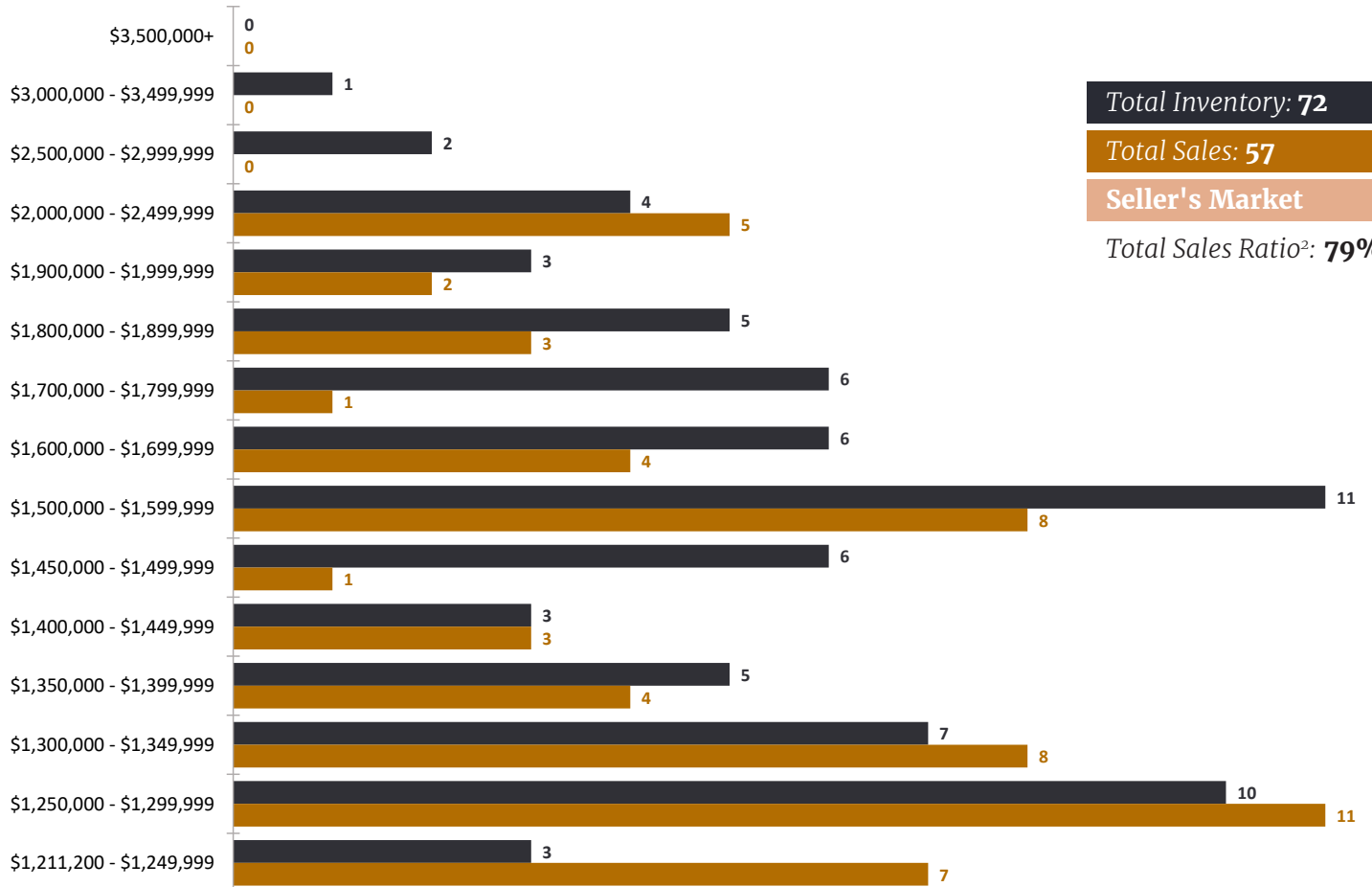
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | FEBRUARY 2020

Inventory Sales

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



Total Inventory: **72**

Total Sales: **57**

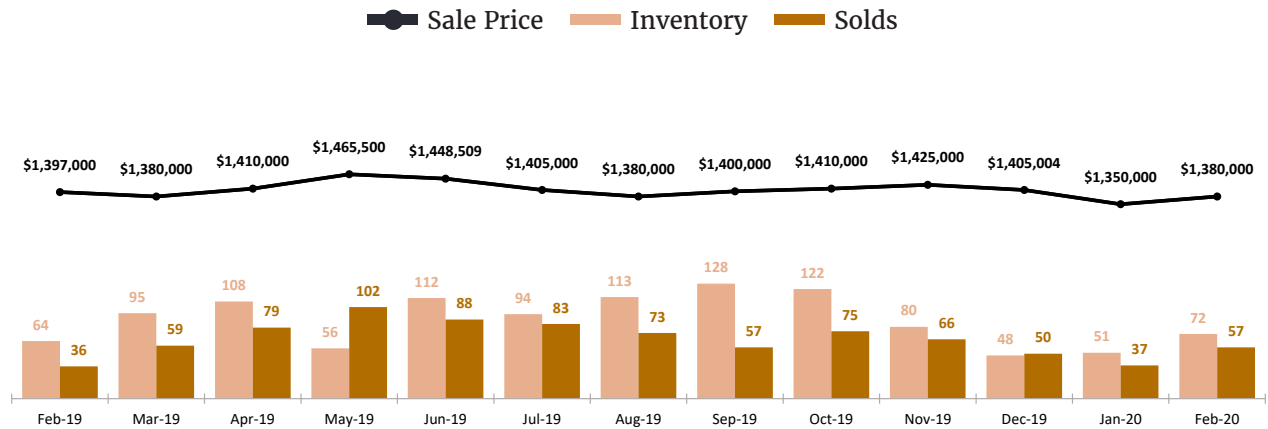
Seller's Market

Total Sales Ratio²: **79%**

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	\$1,287,500	2	3	12	20	60%
1,500 - 1,999	\$1,380,000	3	3	33	36	92%
2,000 - 2,499	\$1,650,000	3	3	11	16	69%
2,500 - 2,999	\$1,800,000	3	3	1	0	NA
3,000+	NA	NA	NA	0	0	NA

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

January February
51 72

VARIANCE: **41%**

SOLDS

January February
37 57

VARIANCE: **54%**

SALES PRICE

January February
\$1.35m \$1.38m

VARIANCE: **2%**

SALE PRICE PER SQFT.

January February
\$929 \$832

VARIANCE: **-10%**

SALE TO LIST PRICE RATIO

January February
99.07% 100.33%

VARIANCE: **1%**

DAYS ON MARKET

January February
18 12

VARIANCE: **-33%**

SILICON VALLEY MARKET SUMMARY | FEBRUARY 2020

- The Silicon Valley attached luxury market is a **Seller's Market** with a **79% Sales Ratio**.
- Homes sold for a median of **100.33% of list price** in February 2020.
- The most active price band is **\$1,211,200-\$1,249,999**, where the sales ratio is **233%**.
- The median luxury sales price for attached homes has increased to **\$1,380,000**.
- The median days on market for February 2020 was **12** days, down from **18** in January 2020.

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.