

SILICON VALLEY CALIFORNIA

–July 2020–



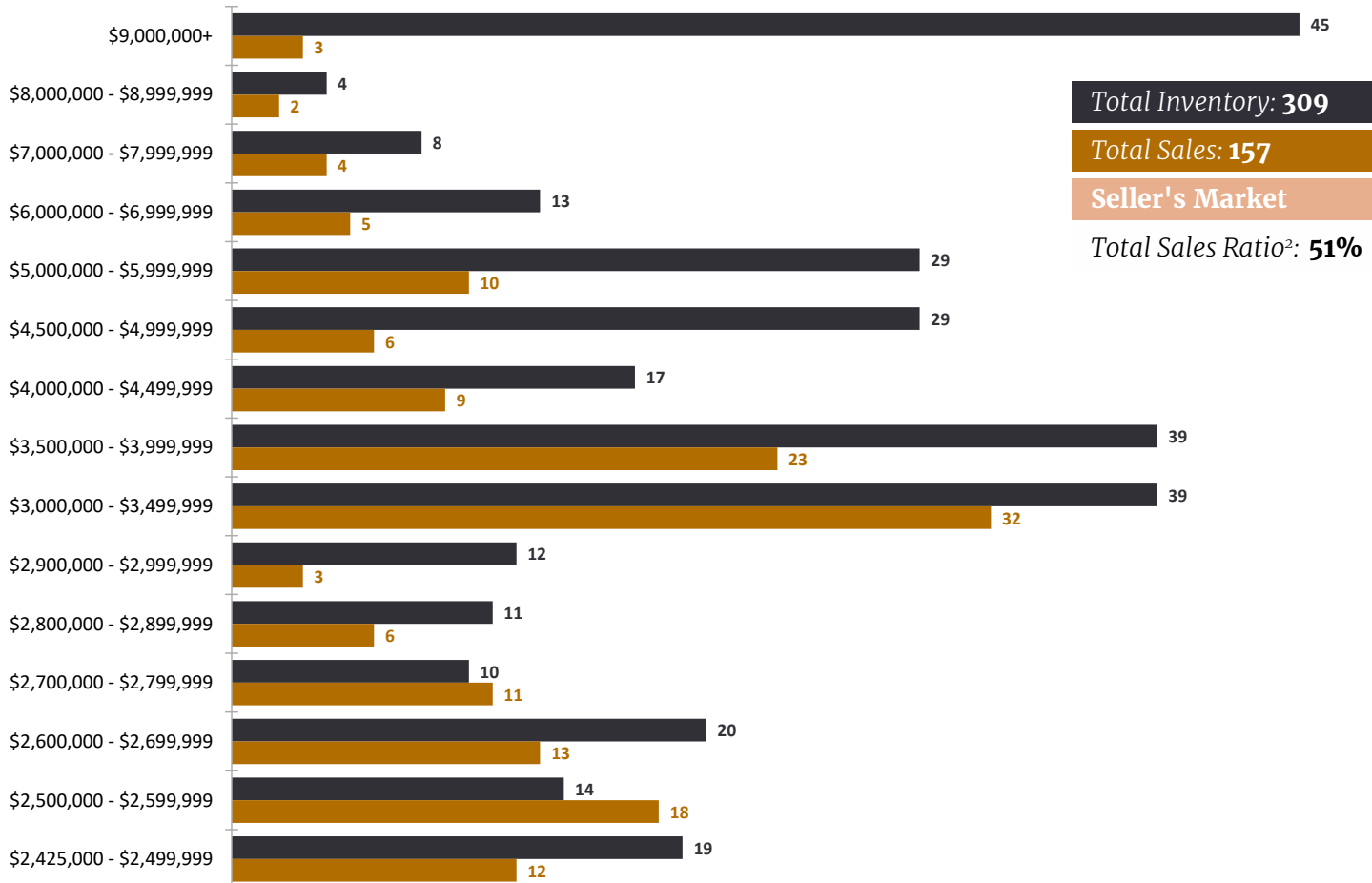
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2020

Inventory Sales

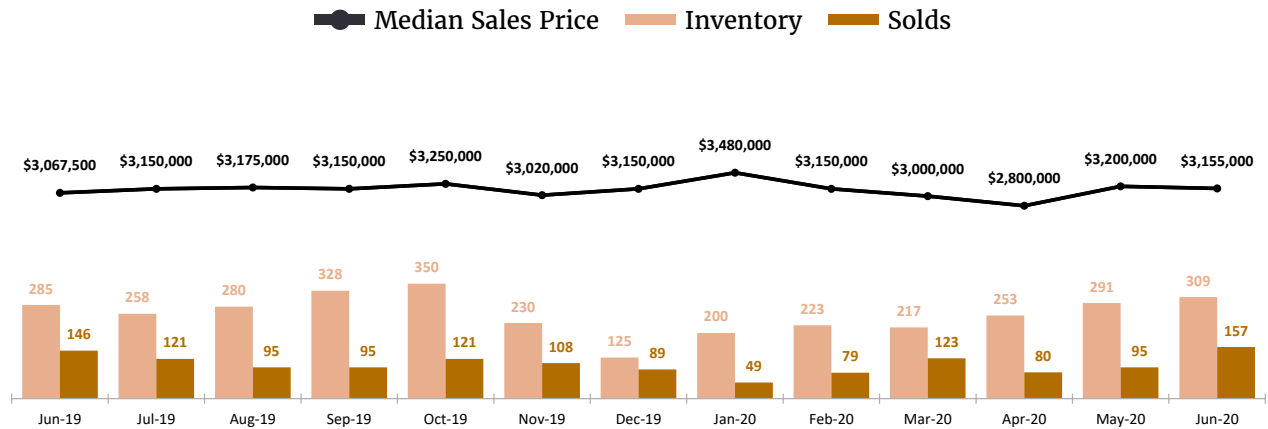
Luxury Benchmark Price¹: **\$2,425,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,619,623	3	2	24	33	73%
2,000 - 2,999	\$2,952,000	4	3	77	91	85%
3,000 - 3,999	\$3,925,000	4	4	32	79	41%
4,000 - 4,999	\$4,855,000	5	5	16	44	36%
5,000 - 5,999	\$7,200,000	5	5	4	19	21%
6,000+	\$11,250,000	5	7	4	43	9%

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

May: 291
June: 309

VARIANCE: 6%

SOLDS

May: 95
June: 157

VARIANCE: 65%

SALES PRICE

May: \$3.20m
June: \$3.16m

VARIANCE: -1%

SALE PRICE PER SQFT.

May: \$1,231
June: \$1,261

VARIANCE: 2%

SALE TO LIST PRICE RATIO

May: 98.77%
June: 99.00%

VARIANCE: 0%

DAYS ON MARKET

May: 0
June: 5

VARIANCE: N/A

SILICON VALLEY MARKET SUMMARY | JUNE 2020

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **51% Sales Ratio**.
- Homes sold for a median of **99.00% of list price** in June 2020.
- The most active price band is **\$2,500,000-\$2,599,999**, where the sales ratio is **129%**.
- The median luxury sales price for single-family homes has decreased to **\$3,155,000**.
- The median days on market for June 2020 was **5** days, up from **0** in May 2020.

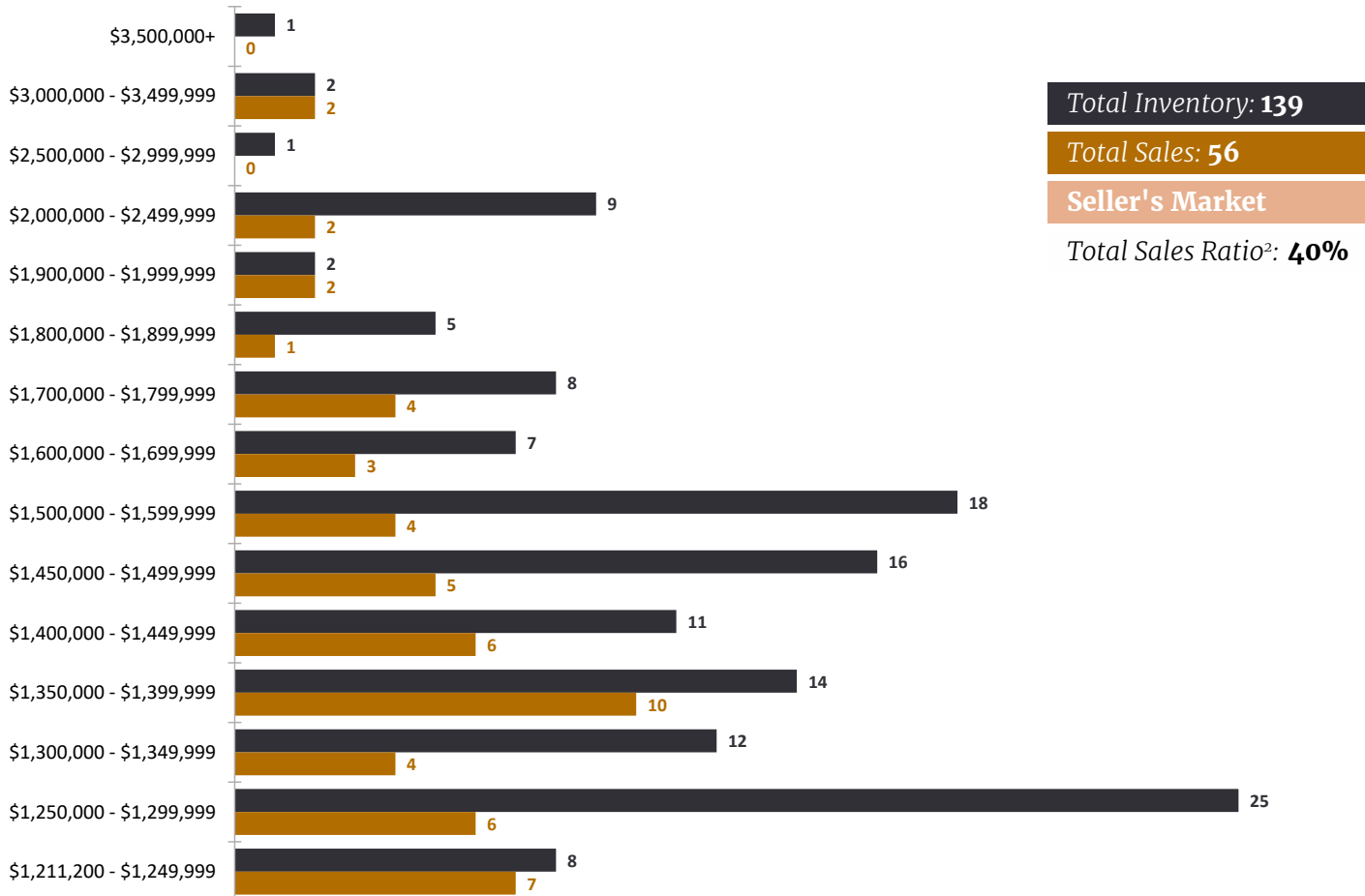
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2020

Inventory Sales

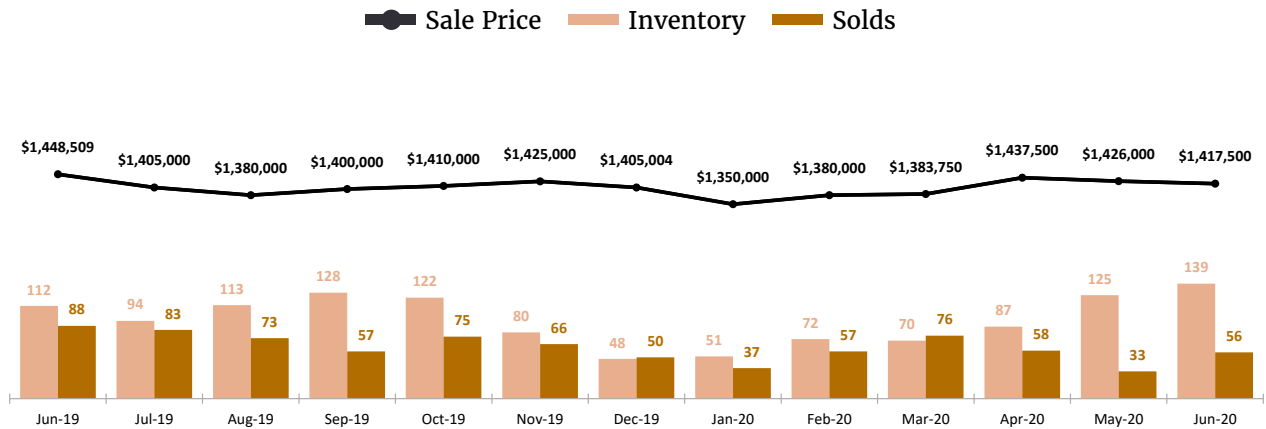
Luxury Benchmark Price¹: **\$1,211,200**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,420,000	2	2	1	1	100%
1,000 - 1,499	\$1,372,000	3	2	23	38	61%
1,500 - 1,999	\$1,465,000	3	3	24	76	32%
2,000 - 2,499	\$1,799,000	4	4	7	20	35%
2,500 - 2,999	\$1,240,000	3	3	1	4	25%
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 < 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

May	June
125	139

VARIANCE: **11%**

SOLDS

May	June
33	56

VARIANCE: **70%**

SALES PRICE

May	June
\$1.43m	\$1.42m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

May	June
\$915	\$928

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

May	June
100.00%	100.05%

VARIANCE: **0%**

DAYS ON MARKET

May	June
0	1

VARIANCE: **N/A**

SILICON VALLEY MARKET SUMMARY | JUNE 2020

- The Silicon Valley attached luxury market is a **Seller's Market** with a **40% Sales Ratio**.
- Homes sold for a median of **100.05% of list price** in June 2020.
- The most active price bands are **\$1,900,000-\$1,999,999** and **\$3,000,000-\$3,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes has decreased to **\$1,417,500**.
- The median days on market for June 2020 was **1** days, up from **0** in May 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.