



# SILICON VALLEY CALIFORNIA

–November 2020–



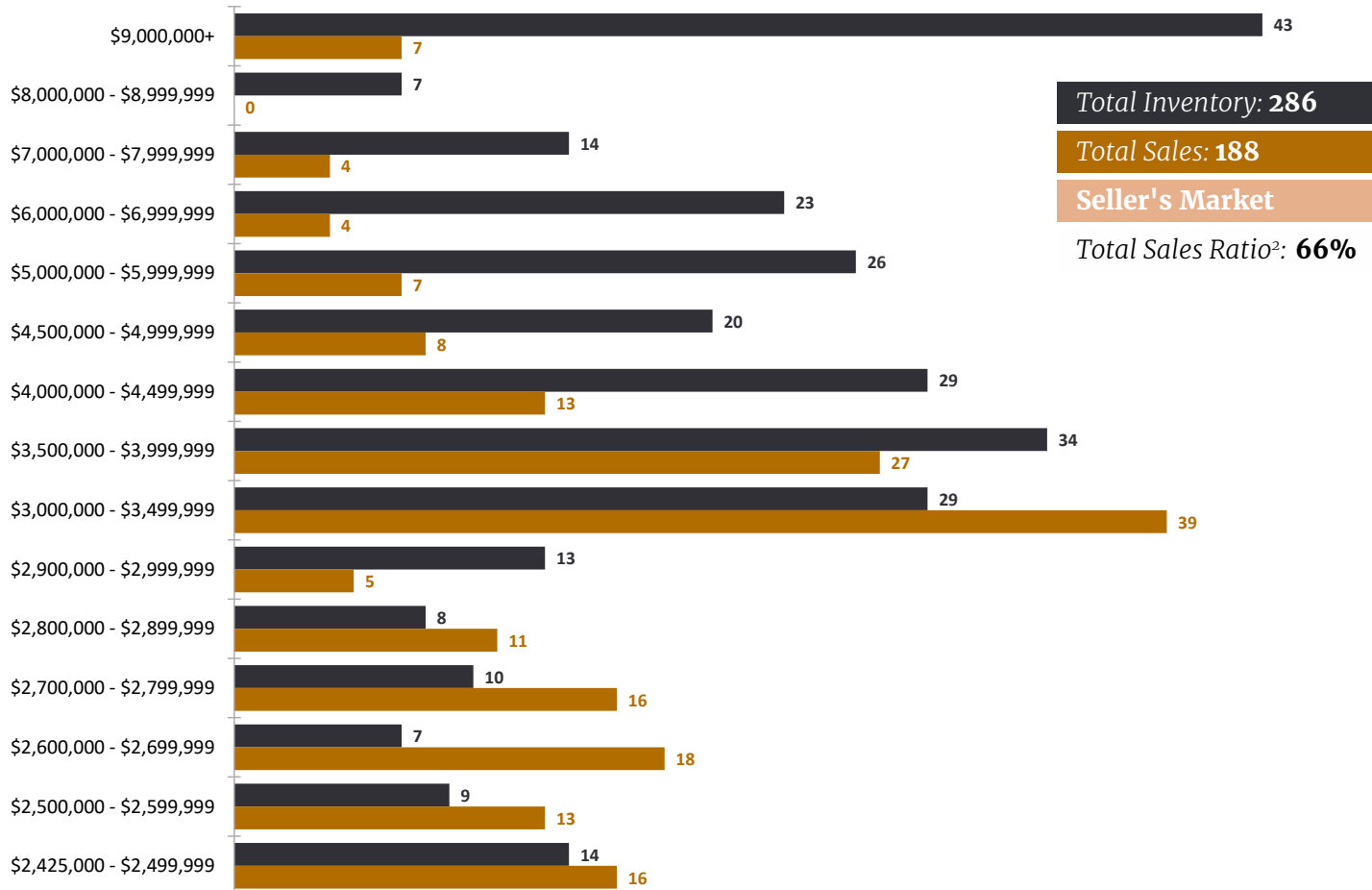
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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### LUXURY INVENTORY VS. SALES | OCTOBER 2020

Inventory Sales

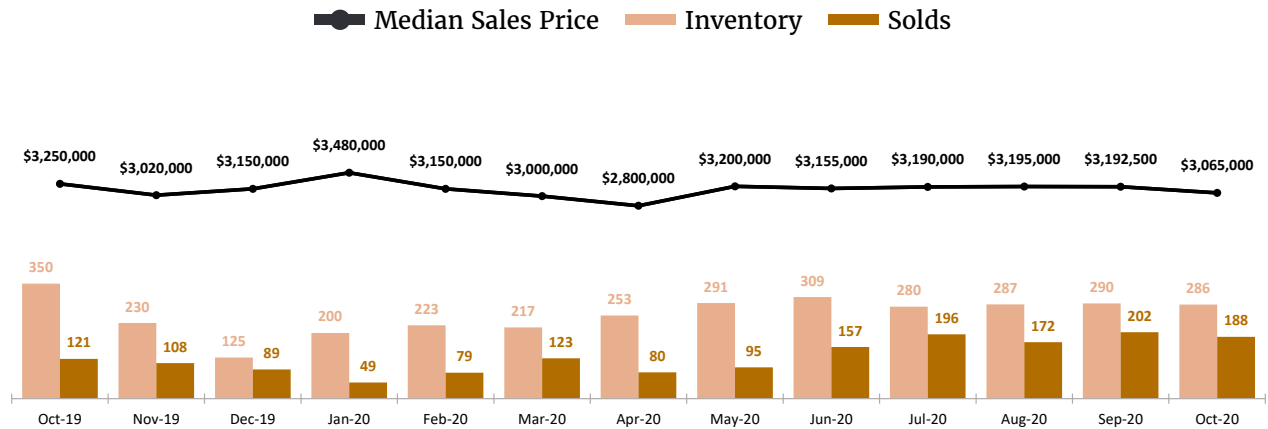
Luxury Benchmark Price<sup>1</sup>: **\$2,425,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,655,500	3	2	36	20	180%
2,000 - 2,999	\$3,000,759	4	3	71	84	85%
3,000 - 3,999	\$3,647,500	5	4	60	75	80%
4,000 - 4,999	\$4,012,500	5	5	12	38	32%
5,000 - 5,999	\$4,175,000	6	5	4	24	17%
6,000+	\$12,740,000	5	6	5	45	11%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

September	October
290	286

VARIANCE: **-1%**

#### SOLDS

September	October
202	188

VARIANCE: **-7%**

#### SALES PRICE

September	October
\$3.19m	\$3.07m

VARIANCE: **-4%**

#### SALE PRICE PER SQFT.

September	October
\$1,240	\$1,298

VARIANCE: **5%**

#### SALE TO LIST PRICE RATIO

September	October
100.00%	100.06%

VARIANCE: **0%**

#### DAYS ON MARKET

September	October
11	9

VARIANCE: **-18%**

## SILICON VALLEY MARKET SUMMARY | OCTOBER 2020

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **100.06% of list price** in October 2020.
- The most active price band is **\$2,600,000-\$2,699,999**, where the sales ratio is **257%**.
- The median luxury sales price for single-family homes has decreased to **\$3,065,000**.
- The median days on market for October 2020 was **9** days, down from **11** in September 2020.

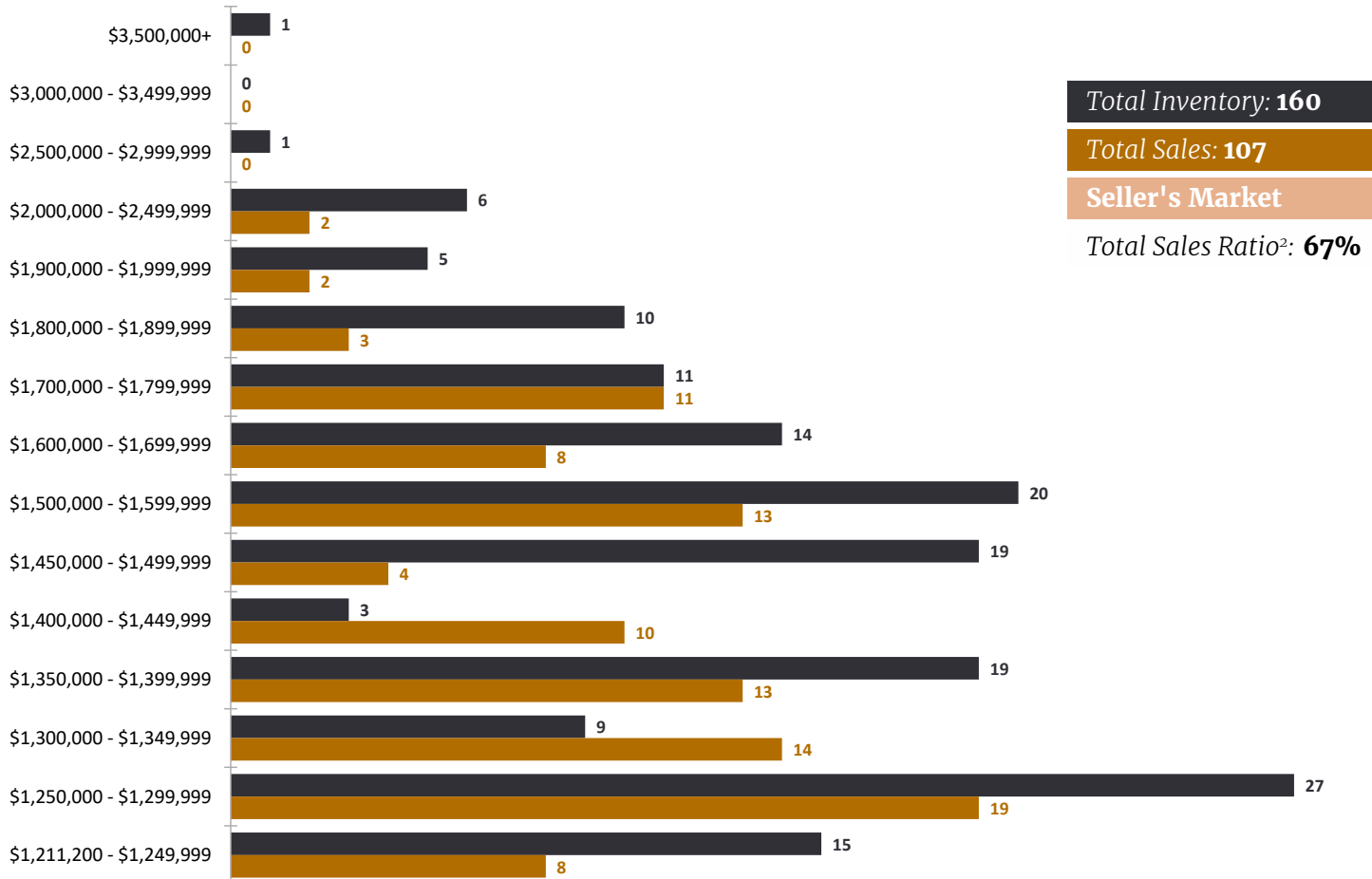
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | OCTOBER 2020

Inventory Sales

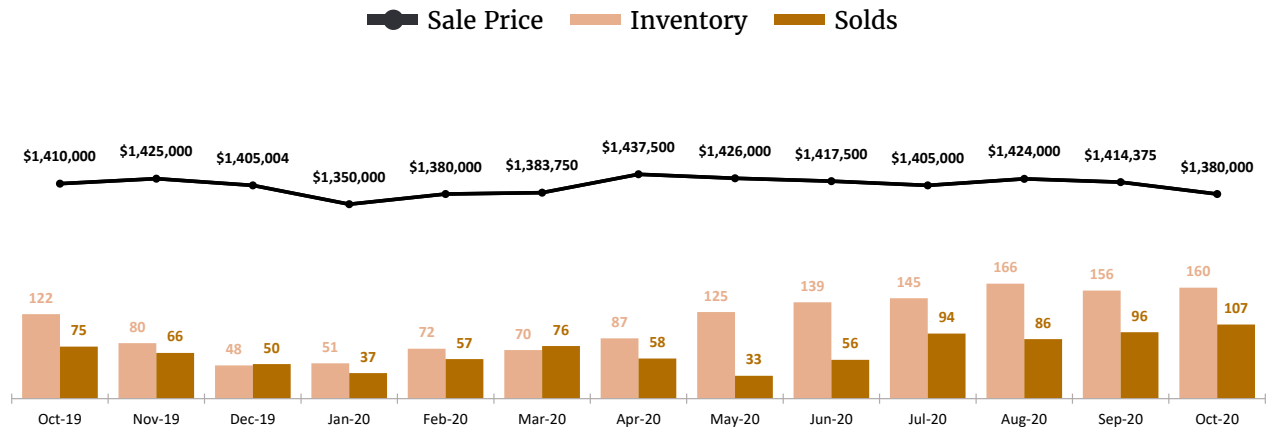
Luxury Benchmark Price<sup>1</sup>: **\$1,211,200**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	1	0%
1,000 - 1,499	\$1,405,000	2	3	29	50	58%
1,500 - 1,999	\$1,375,000	3	3	59	80	74%
2,000 - 2,499	\$1,431,500	3	3	18	26	69%
2,500 - 2,999	\$2,400,000	2	3	1	3	33%
3,000+	NA	NA	NA	0	0	NA

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

September	October
156	160

VARIANCE: **3%**

#### SOLDS

September	October
96	107

VARIANCE: **11%**

#### SALES PRICE

September	October
\$1.41m	\$1.38m

VARIANCE: **-2%**

#### SALE PRICE PER SQFT.

September	October
\$849	\$874

VARIANCE: **3%**

#### SALE TO LIST PRICE RATIO

September	October
100.00%	100.07%

VARIANCE: **0%**

#### DAYS ON MARKET

September	October
11	15

VARIANCE: **36%**

## SILICON VALLEY MARKET SUMMARY | OCTOBER 2020

- The Silicon Valley attached luxury market is a **Seller's Market** with a **67% Sales Ratio**.
- Homes sold for a median of **100.07% of list price** in October 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **333%**.
- The median luxury sales price for attached homes has decreased to **\$1,380,000**.
- The median days on market for October 2020 was **15** days, up from **11** in September 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.