



SILICON VALLEY CALIFORNIA

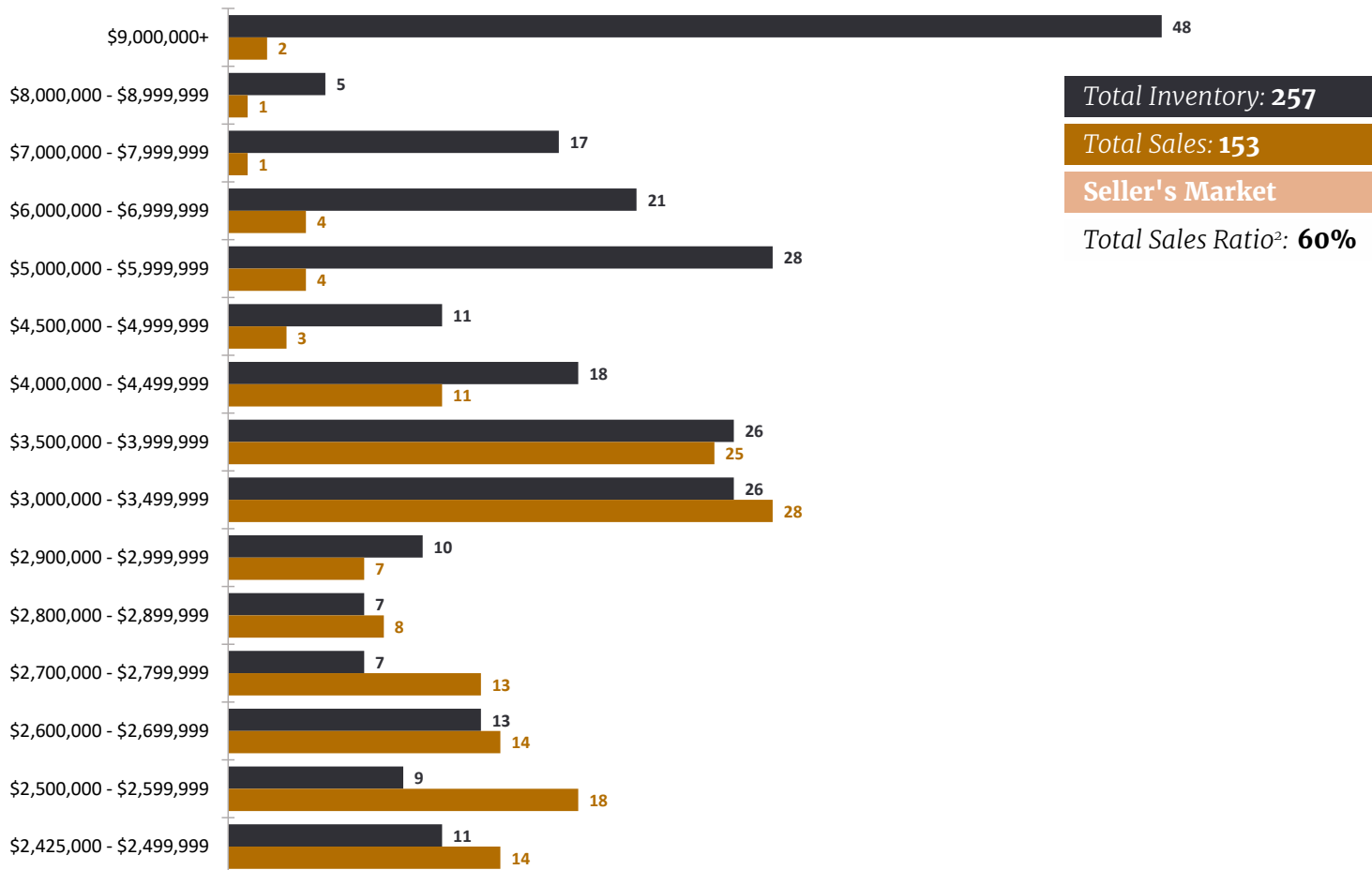
–February 2021–

INSTITUTE *for*
LUXURY HOME
MARKETING®

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

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



Total Inventory: **257**

Total Sales: **153**

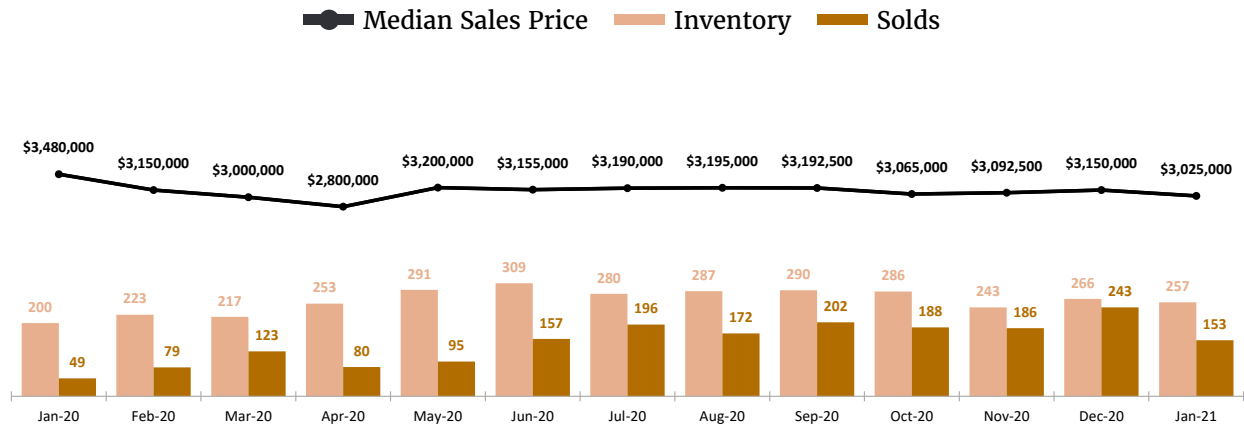
Seller's Market

Total Sales Ratio²: **60%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,662,500	3	2	20	23	87%
2,000 - 2,999	\$2,725,000	4	3	70	59	119%
3,000 - 3,999	\$3,345,000	4	4	32	60	53%
4,000 - 4,999	\$3,915,000	5	5	18	33	55%
5,000 - 5,999	\$3,830,000	5	6	7	24	29%
6,000+	\$5,850,000	6	7	6	58	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

December	January
266	257

VARIANCE: **-3%**

SOLDS

December	January
243	153

VARIANCE: **-37%**

SALES PRICE

December	January
\$3.15m	\$3.03m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

December	January
\$1,229	\$1,090

VARIANCE: **-11%**

SALE TO LIST PRICE RATIO

December	January
100.00%	100.00%

VARIANCE: **0%**

DAYS ON MARKET

December	January
11	12

VARIANCE: **9%**

SILICON VALLEY MARKET SUMMARY | JANUARY 2021

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **60% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2021.
- The most active price band is **\$2,500,000-\$2,599,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes has decreased to **\$3,025,000**.
- The median days on market for January 2021 was **12** days, up from **11** in December 2020.

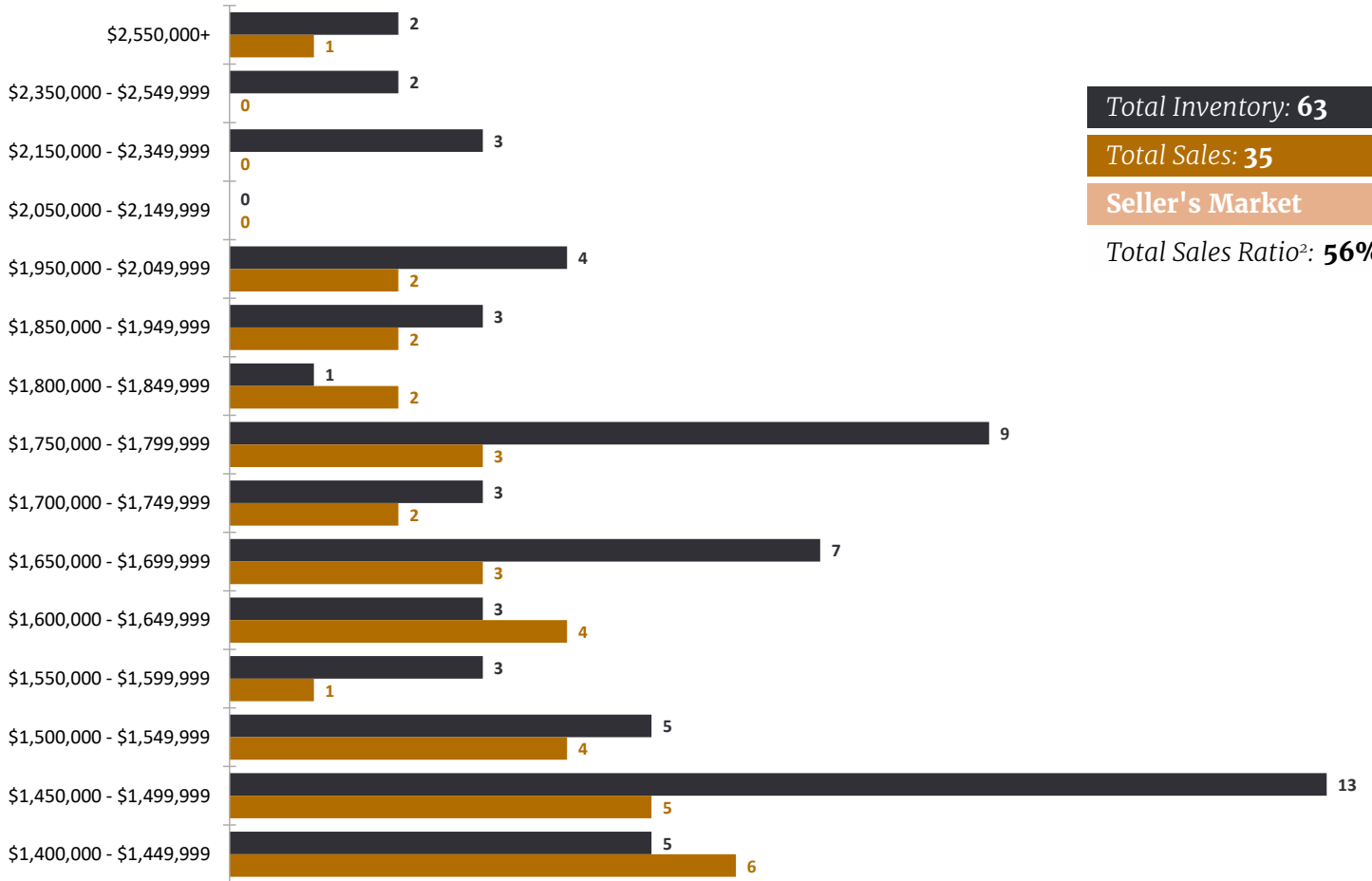
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,400,000**



Total Inventory: **63**

Total Sales: **35**

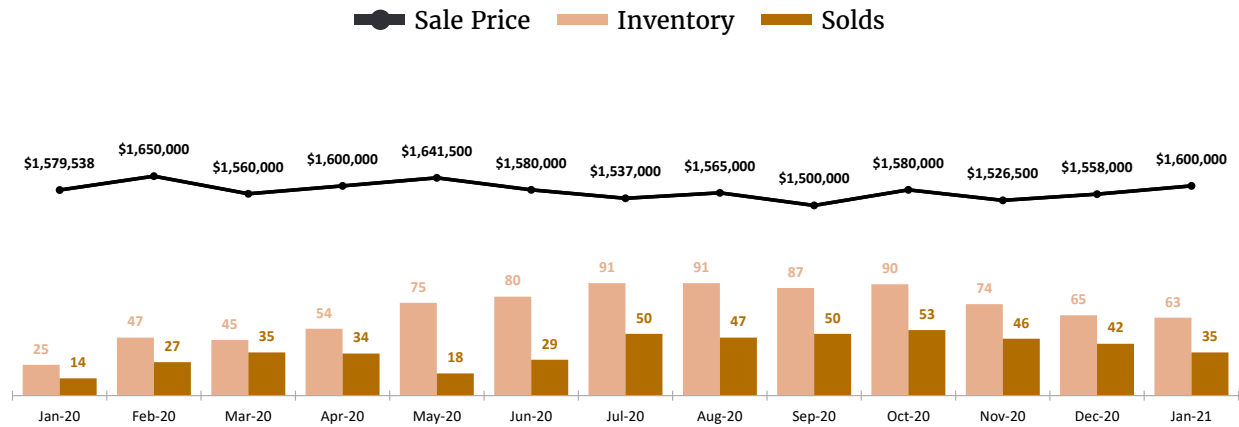
Seller's Market

Total Sales Ratio²: **56%**

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	\$1,542,500	3	3	6	11	55%
1,500 - 1,999	\$1,600,000	3	3	19	27	70%
2,000 - 2,499	\$1,802,500	3	3	8	20	40%
2,500 - 2,999	\$1,597,500	4	4	2	5	40%
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



The luxury threshold for Silicon Valley, CA attached homes has increased to \$1,400,000 as of the February 2021 Luxury Market Report. The data for all 13 months in this chart has been updated to reflect this change.

MEDIAN DATA

INVENTORY

December	January
65	63

VARIANCE: **-3%**

SOLDS

December	January
42	35

VARIANCE: **-17%**

SALES PRICE

December	January
\$1.56m	\$1.60m

VARIANCE: **3%**

SALE PRICE PER SQFT.

December	January
\$899	\$889

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

December	January
100.00%	99.45%

VARIANCE: **-1%**

DAYS ON MARKET

December	January
17	26

VARIANCE: **53%**

SILICON VALLEY MARKET SUMMARY | JANUARY 2021

- The Silicon Valley attached luxury market is a **Seller's Market** with a **56% Sales Ratio**.
- Homes sold for a median of **99.45% of list price** in January 2021.
- The most active price band is **\$1,800,000-\$1,849,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes has increased to **\$1,600,000**.
- The median days on market for January 2021 was **26** days, up from **17** in December 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.