

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021

SILICON VALLEY CALIFORNIA

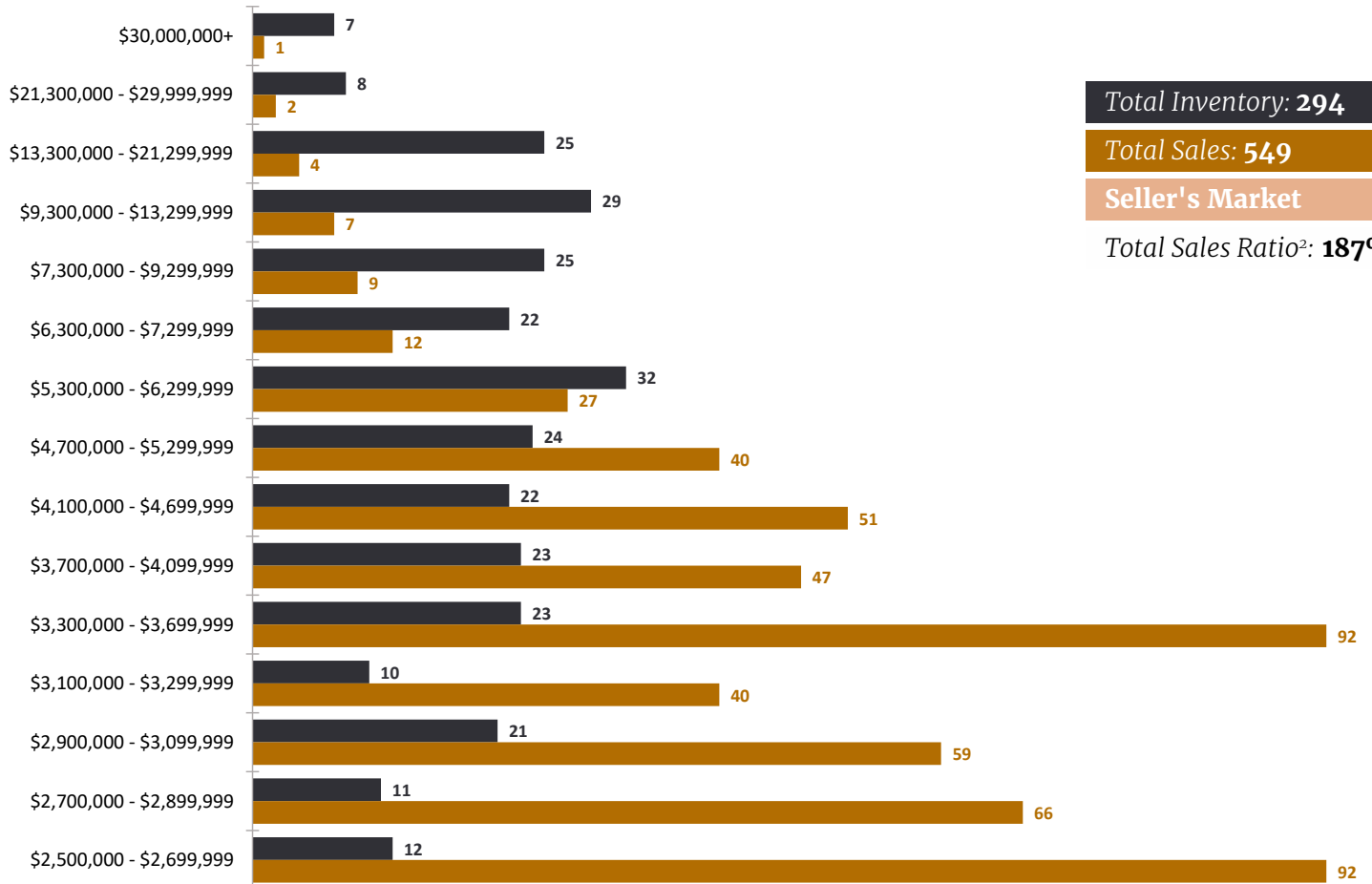

RYDQUIST
REALTY GROUP

INTERO
A Berkshire Hathaway Affiliate

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

Luxury Benchmark Price¹: **\$2,500,000**



Total Inventory: **294**

Total Sales: **549**

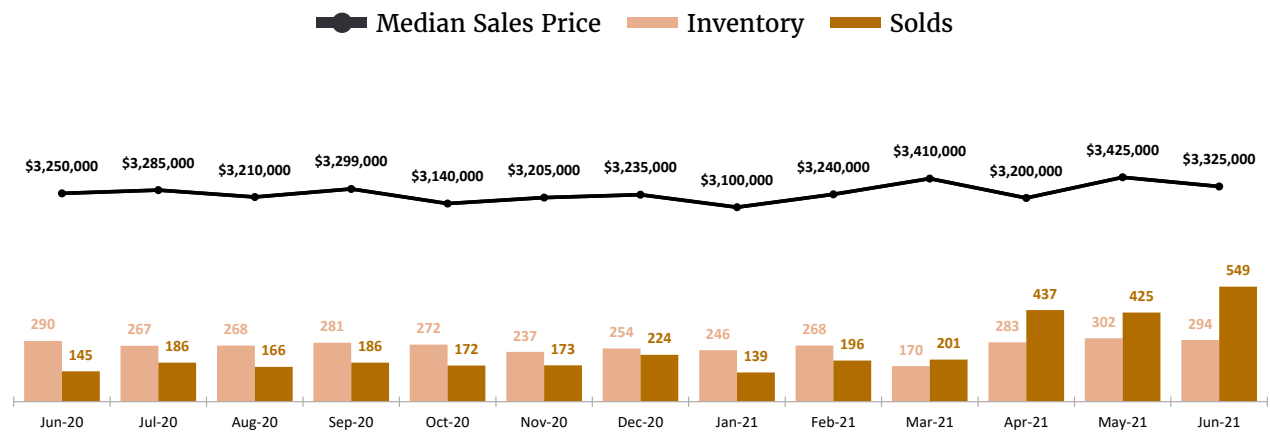
Seller's Market

Total Sales Ratio²: **187%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,850,000	3	2	109	19	574%
2,000 - 2,999	\$3,100,000	4	3	227	57	398%
3,000 - 3,999	\$3,750,000	4	4	113	68	166%
4,000 - 4,999	\$4,210,000	5	5	60	39	154%
5,000 - 5,999	\$5,553,125	5	6	24	30	80%
6,000+	\$11,900,000	6	7	16	80	20%

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 REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
290	294

VARIANCE: **1%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
145	549

VARIANCE: **279%**

SALES PRICE

Jun. 2020	Jun. 2021
\$3.25m	\$3.33m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$1,266	\$1,307

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
98.60%	107.40%

VARIANCE: **9%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
5	7

VARIANCE: **40%**

SILICON VALLEY MARKET SUMMARY | JUNE 2021

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **187% Sales Ratio**.
- Homes sold for a median of **107.40% of list price** in June 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **767%**.
- The median luxury sales price for single-family homes is **\$3,325,000**.
- The median days on market for June 2021 was **7** days, up from **5** in June 2020.

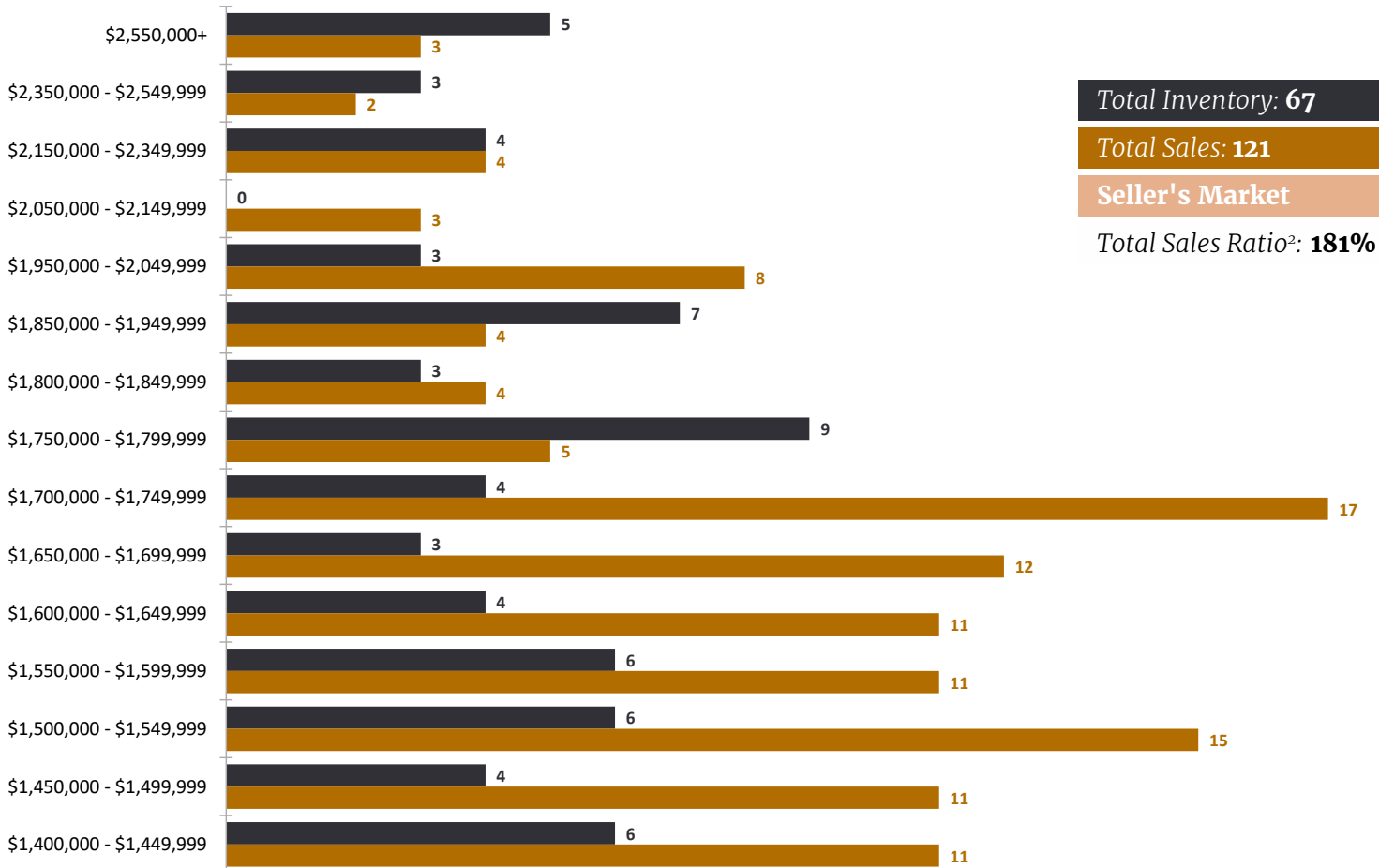
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

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



Total Inventory: **67**

Total Sales: **121**

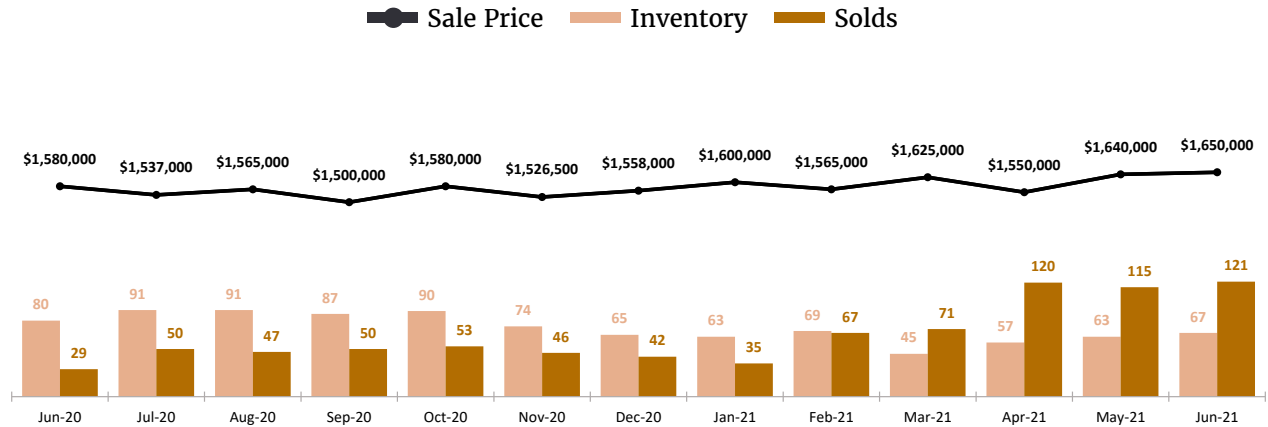
Seller's Market

Total Sales Ratio²: **181%**

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	\$1,585,000	3	3	27	14	193%
1,500 - 1,999	\$1,618,000	3	3	61	26	235%
2,000 - 2,499	\$1,750,000	3	3	29	24	121%
2,500 - 2,999	\$2,312,500	4	4	4	3	133%
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 REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
80	67

VARIANCE: **-16%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
29	121

VARIANCE: **317%**

SALES PRICE

Jun. 2020	Jun. 2021
\$1.58m	\$1.65m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$1,037	\$958

VARIANCE: **-8%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
100.00%	105.82%

VARIANCE: **6%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
3	8

VARIANCE: **167%**

SILICON VALLEY MARKET SUMMARY | JUNE 2021

- The Silicon Valley attached luxury market is a **Seller's Market** with a **181% Sales Ratio**.
- Homes sold for a median of **105.82% of list price** in June 2021.
- The most active price band is **\$1,700,000-\$1,749,999**, where the sales ratio is **425%**.
- The median luxury sales price for attached homes is **\$1,650,000**.
- The median days on market for June 2021 was **8** days, up from **3** in June 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.