

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

AUGUST  
2021

# SILICON VALLEY --- CALIFORNIA

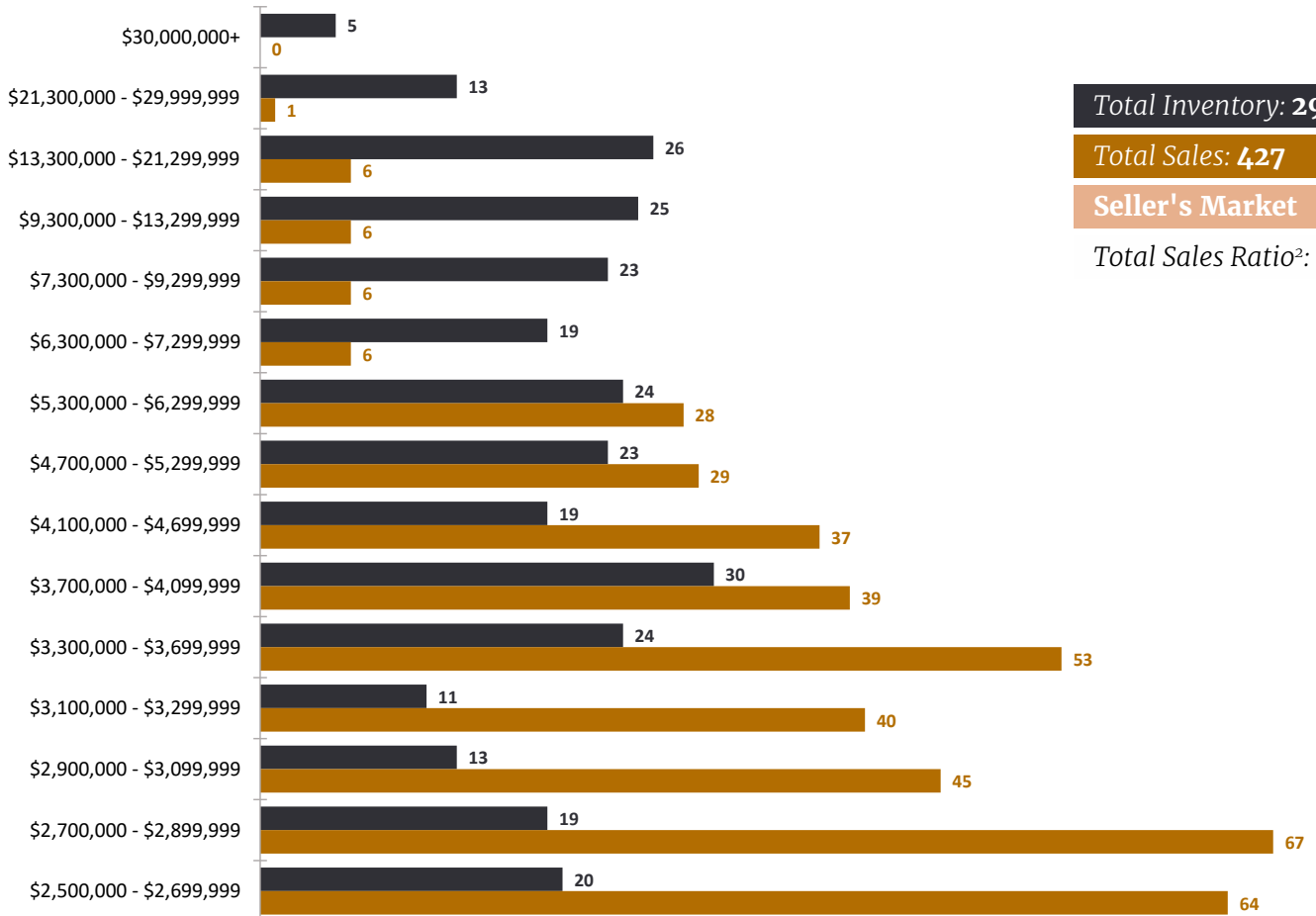
  
RYDQUIST  
REALTY GROUP

INTERO  
A Berkshire Hathaway Affiliate

### LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Total Inventory: **294**

Total Sales: **427**

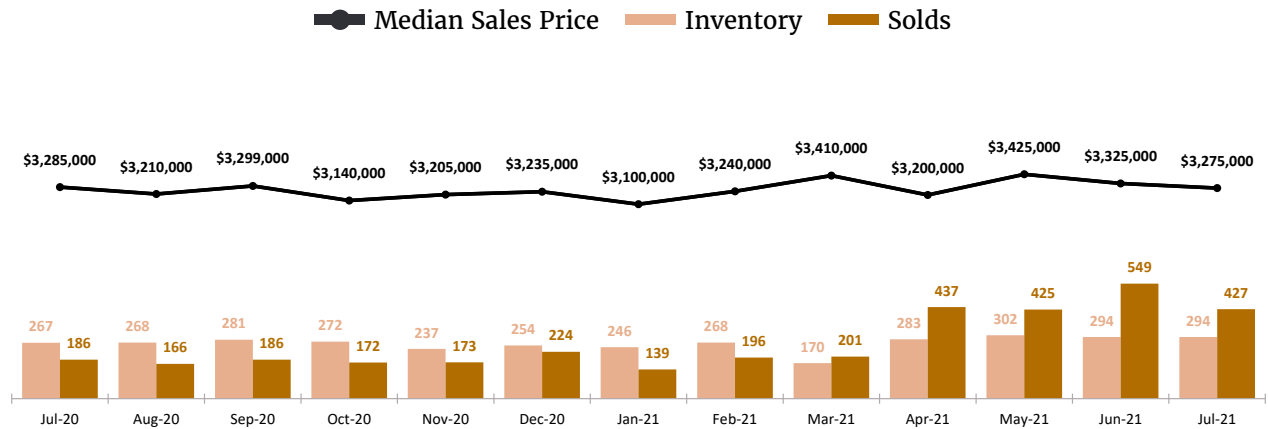
Seller's Market

Total Sales Ratio<sup>2</sup>: **145%**

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	\$2,800,000	3	2	91	18	506%
2,000 - 2,999	\$3,200,000	4	3	172	60	287%
3,000 - 3,999	\$3,635,000	4	4	90	67	134%
4,000 - 4,999	\$4,500,000	5	5	37	44	84%
5,000 - 5,999	\$6,049,000	5	7	16	22	73%
6,000+	\$11,150,000	6	7	21	82	26%

<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 REVIEW | JULY

#### TOTAL INVENTORY

Jul. 2020	Jul. 2021
267	294

VARIANCE: **10%**

#### TOTAL SOLDS

Jul. 2020	Jul. 2021
186	427

VARIANCE: **130%**

#### SALES PRICE

Jul. 2020	Jul. 2021
\$3.29m	\$3.28m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$1,261	\$1,343

VARIANCE: **7%**

#### SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
100.00%	108.96%

VARIANCE: **9%**

#### DAYS ON MARKET

Jul. 2020	Jul. 2021
11	8

VARIANCE: **-27%**

### SILICON VALLEY MARKET SUMMARY | JULY 2021

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **145% Sales Ratio**.
- Homes sold for a median of **108.96% of list price** in July 2021.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **364%**.
- The median luxury sales price for single-family homes is **\$3,275,000**.
- The median days on market for July 2021 was **8** days, down from **11** in July 2020.

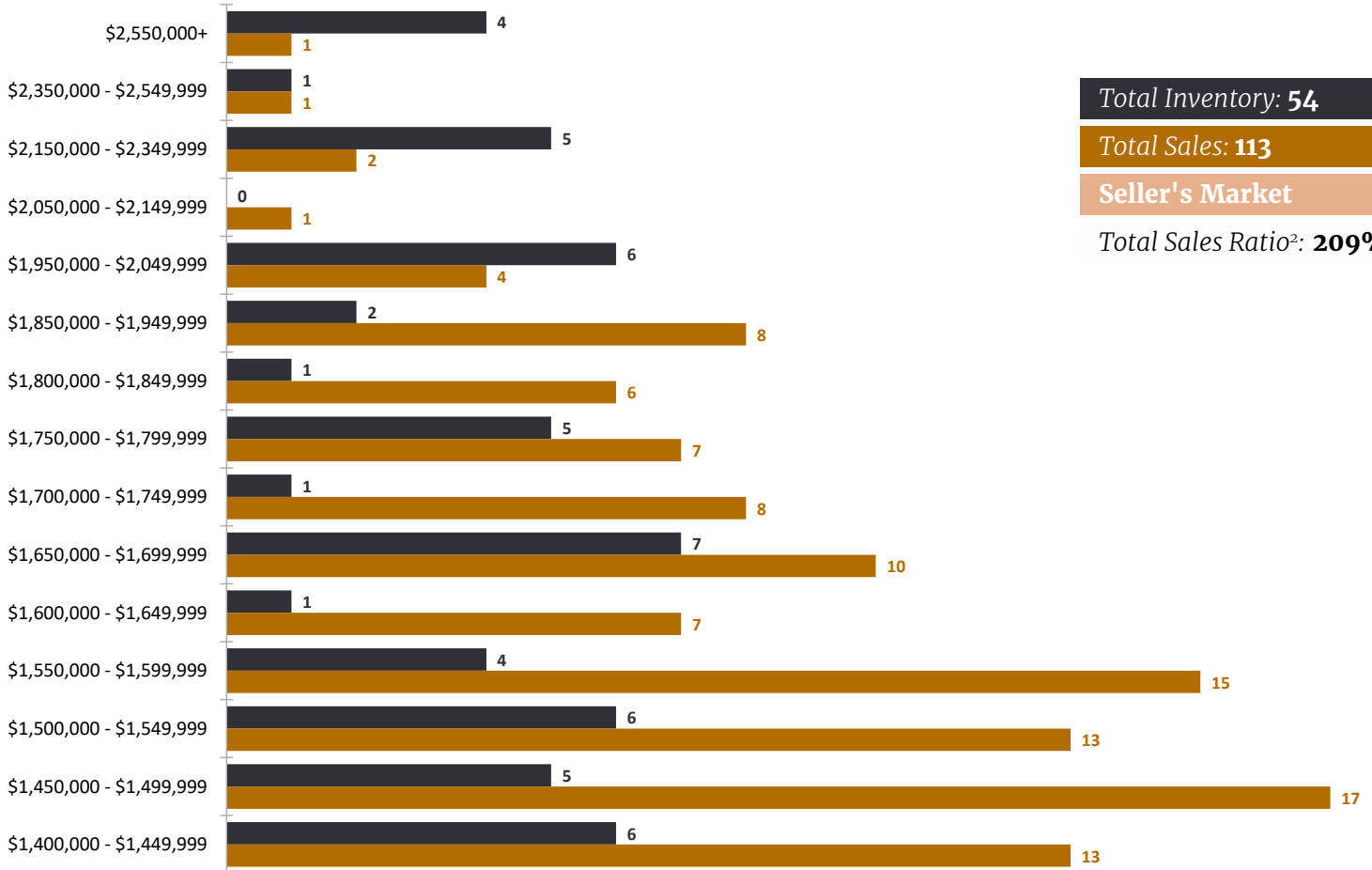
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,400,000**



Total Inventory: **54**

Total Sales: **113**

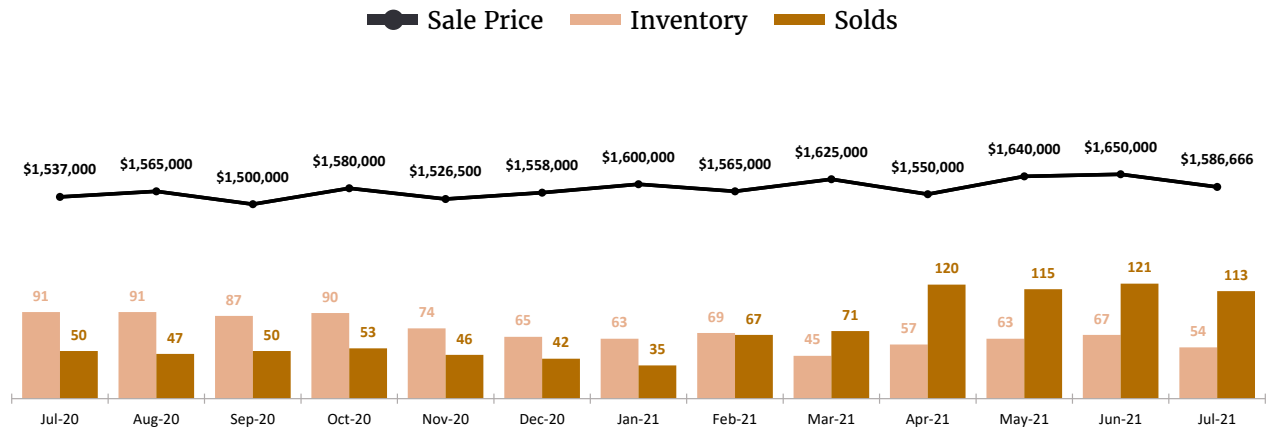
Seller's Market

Total Sales Ratio<sup>2</sup>: **209%**

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	0	NA
1,000 - 1,499	\$1,520,000	3	3	28	10	280%
1,500 - 1,999	\$1,606,875	3	3	68	23	296%
2,000 - 2,499	\$1,802,500	3	3	14	18	78%
2,500 - 2,999	\$1,565,000	4	4	2	3	67%
3,000+	\$1,660,000	3	3	1	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 REVIEW | JULY

#### TOTAL INVENTORY

Jul. 2020	Jul. 2021
91	54

VARIANCE: **-41%**

#### TOTAL SOLDS

Jul. 2020	Jul. 2021
50	113

VARIANCE: **126%**

#### SALES PRICE

Jul. 2020	Jul. 2021
\$1.54m	\$1.59m

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$913	\$993

VARIANCE: **9%**

#### SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
100.10%	105.51%

VARIANCE: **5%**

#### DAYS ON MARKET

Jul. 2020	Jul. 2021
9	8

VARIANCE: **-11%**

### SILICON VALLEY MARKET SUMMARY | JULY 2021

- The Silicon Valley attached luxury market is a **Seller's Market** with a **209% Sales Ratio**.
- Homes sold for a median of **105.51% of list price** in July 2021.
- The most active price band is **\$1,700,000-\$1,749,999**, where the sales ratio is **800%**.
- The median luxury sales price for attached homes is **\$1,586,666**.
- The median days on market for July 2021 was **8** days, down from **9** in July 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.