

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MARCH  
2022

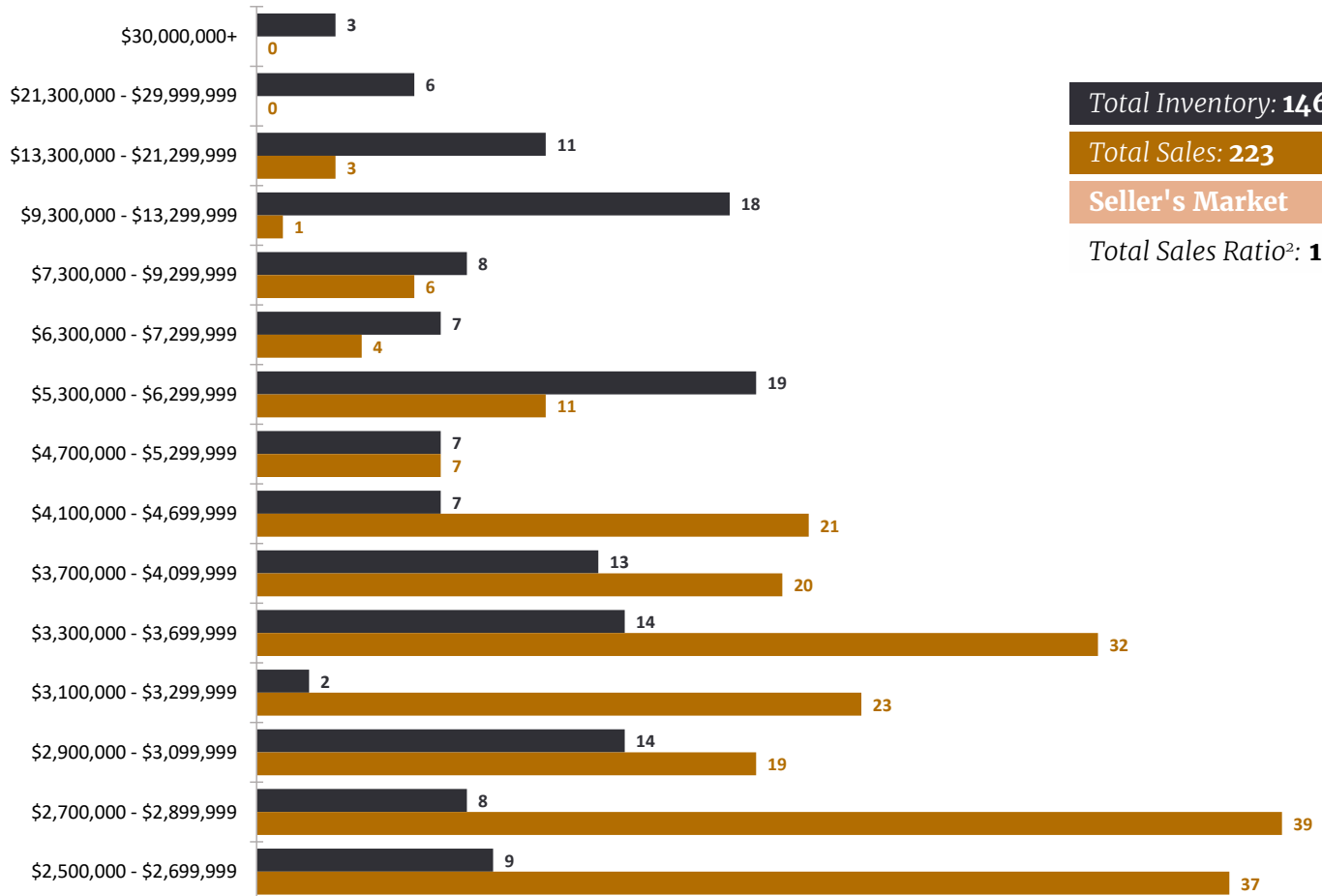
# SILICON VALLEY CALIFORNIA



[www.rydquistrealty.com](http://www.rydquistrealty.com)

## LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

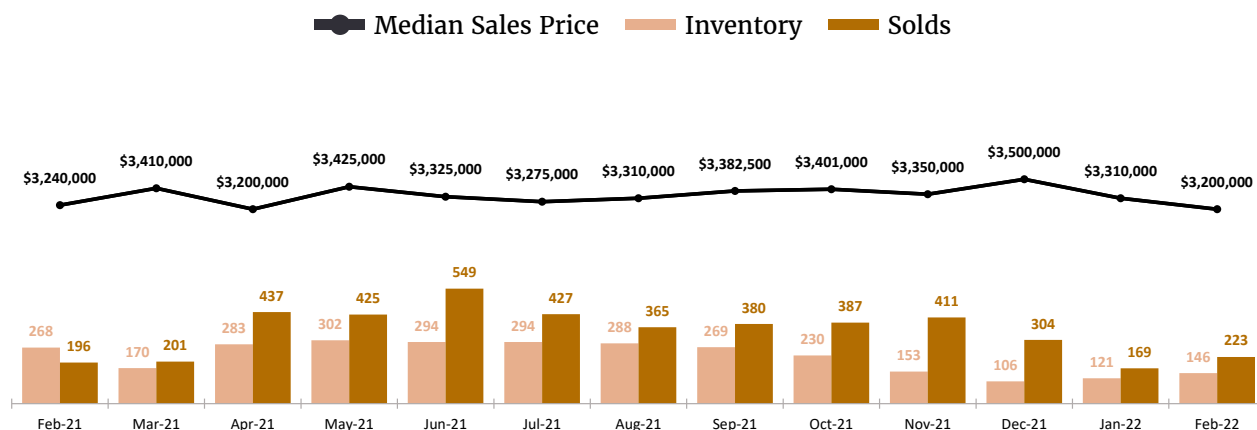
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**Total Inventory: **146**Total Sales: **223**

Seller's Market

Total Sales Ratio<sup>2</sup>: **153%**

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$2,810,000	3	2	73	13	562%
2,000 - 2,999	\$3,200,000	4	3	88	40	220%
3,000 - 3,999	\$3,500,000	4	4	37	23	161%
4,000 - 4,999	\$4,150,000	5	4	11	11	100%
5,000 - 5,999	\$6,890,000	5	7	5	15	33%
6,000+	\$8,000,000	5	7	9	44	20%

<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 | FEBRUARY

## TOTAL INVENTORY

Feb. 2021 Feb. 2022

268 146

VARIANCE: -46%

## TOTAL SOLDs

Feb. 2021 Feb. 2022

196 223

VARIANCE: 14%

## SALES PRICE

Feb. 2021 Feb. 2022

\$3.24m \$3.20m

VARIANCE: -1%

## SALE PRICE PER SQFT.

Feb. 2021 Feb. 2022

\$1,190 \$1,471

VARIANCE: 24%

## SALE TO LIST PRICE RATIO

Feb. 2021 Feb. 2022

100.03% 116.20%

VARIANCE: 16%

## DAYS ON MARKET

Feb. 2021 Feb. 2022

9 7

VARIANCE: -22%

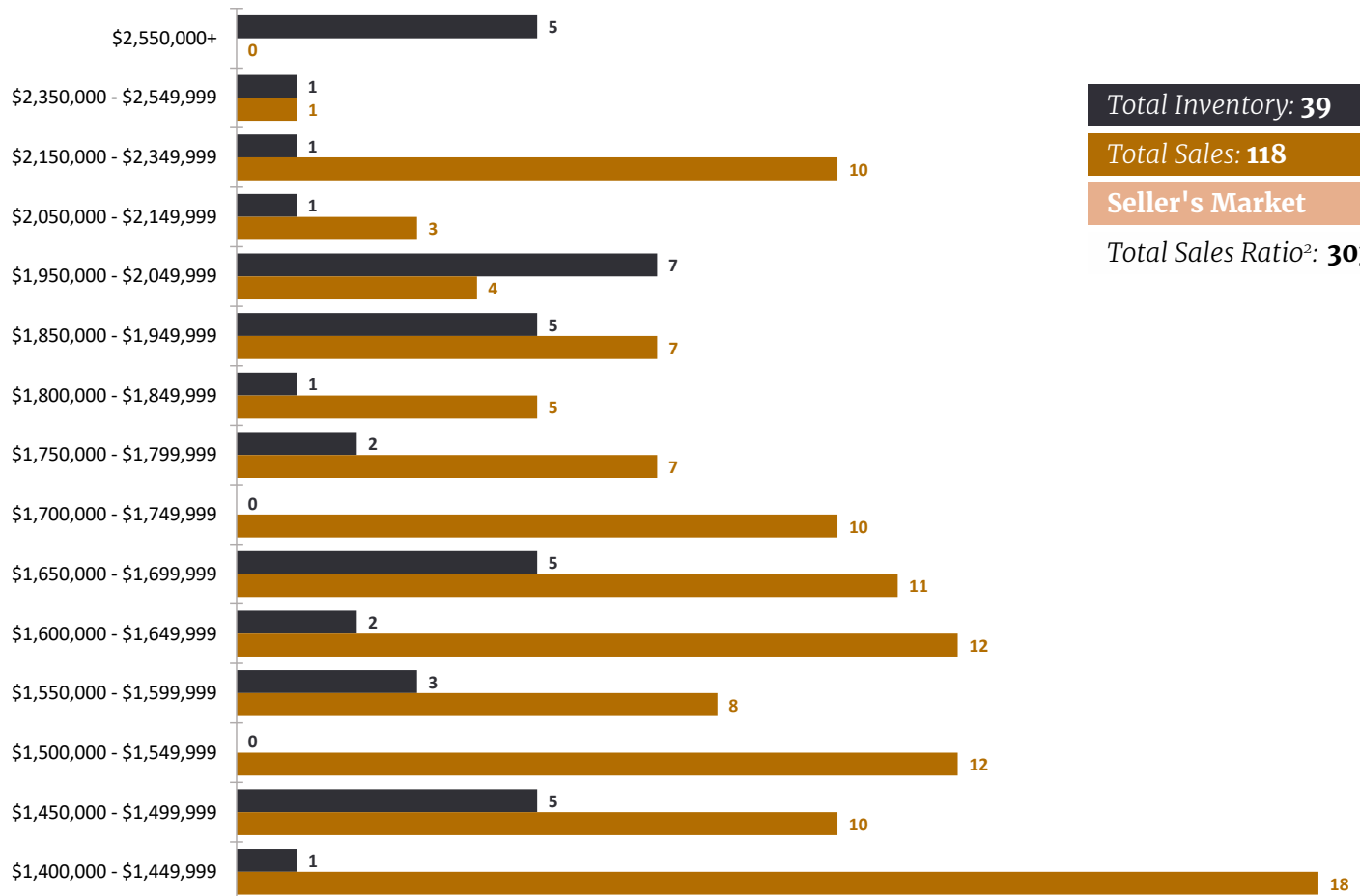
## SILICON VALLEY MARKET SUMMARY | FEBRUARY 2022

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **153% Sales Ratio**.
- Homes sold for a median of **116.20% of list price** in February 2022.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **1150%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for February 2022 was **7** days, down from **9** in February 2021.

<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 | FEBRUARY 2022

Inventory Sales

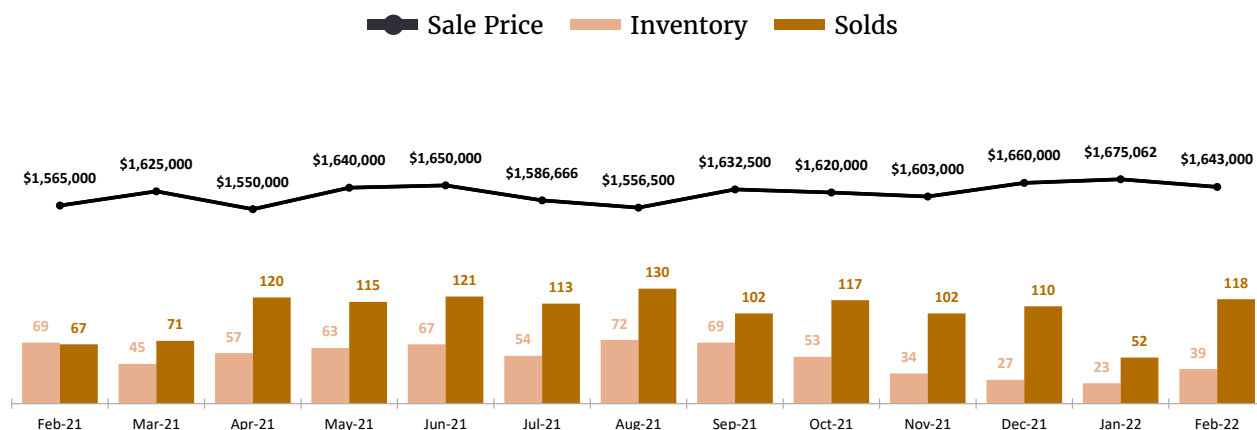
Luxury Benchmark Price<sup>1</sup>: **\$1,400,000**Total Inventory: **39**Total Sales: **118**

Seller's Market

Total Sales Ratio<sup>2</sup>: **303%**

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,500,000	2	2	1	0	NA
1,000 - 1,499	\$1,560,000	3	3	33	5	660%
1,500 - 1,999	\$1,658,000	3	3	57	19	300%
2,000 - 2,499	\$1,700,000	3	4	23	11	209%
2,500 - 2,999	\$1,650,000	4	3	3	4	75%
3,000+	\$1,850,000	3	4	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 | FEBRUARY

## TOTAL INVENTORY

Feb. 2021    Feb. 2022

69    39

VARIANCE: -43%

## TOTAL SOLD

Feb. 2021    Feb. 2022

67    118

VARIANCE: 76%

## SALES PRICE

Feb. 2021    Feb. 2022

\$1.57m    \$1.64m

VARIANCE: 5%

## SALE PRICE PER SQFT.

Feb. 2021    Feb. 2022

\$924    \$1,041

VARIANCE: 13%

## SALE TO LIST PRICE RATIO

Feb. 2021    Feb. 2022

101.81%    110.25%

VARIANCE: 8%

## DAYS ON MARKET

Feb. 2021    Feb. 2022

8    7

VARIANCE: -13%

## SILICON VALLEY MARKET SUMMARY | FEBRUARY 2022

- The Silicon Valley attached luxury market is a **Seller's Market** with a **303% Sales Ratio**.
- Homes sold for a median of **110.25% of list price** in February 2022.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **1800%**.
- The median luxury sales price for attached homes is **\$1,643,000**.
- The median days on market for February 2022 was **7** days, down from **8** in February 2021.

<sup>3</sup>Square foot table does not account for listings and sells where square foot data is not disclosed.<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.