

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2022

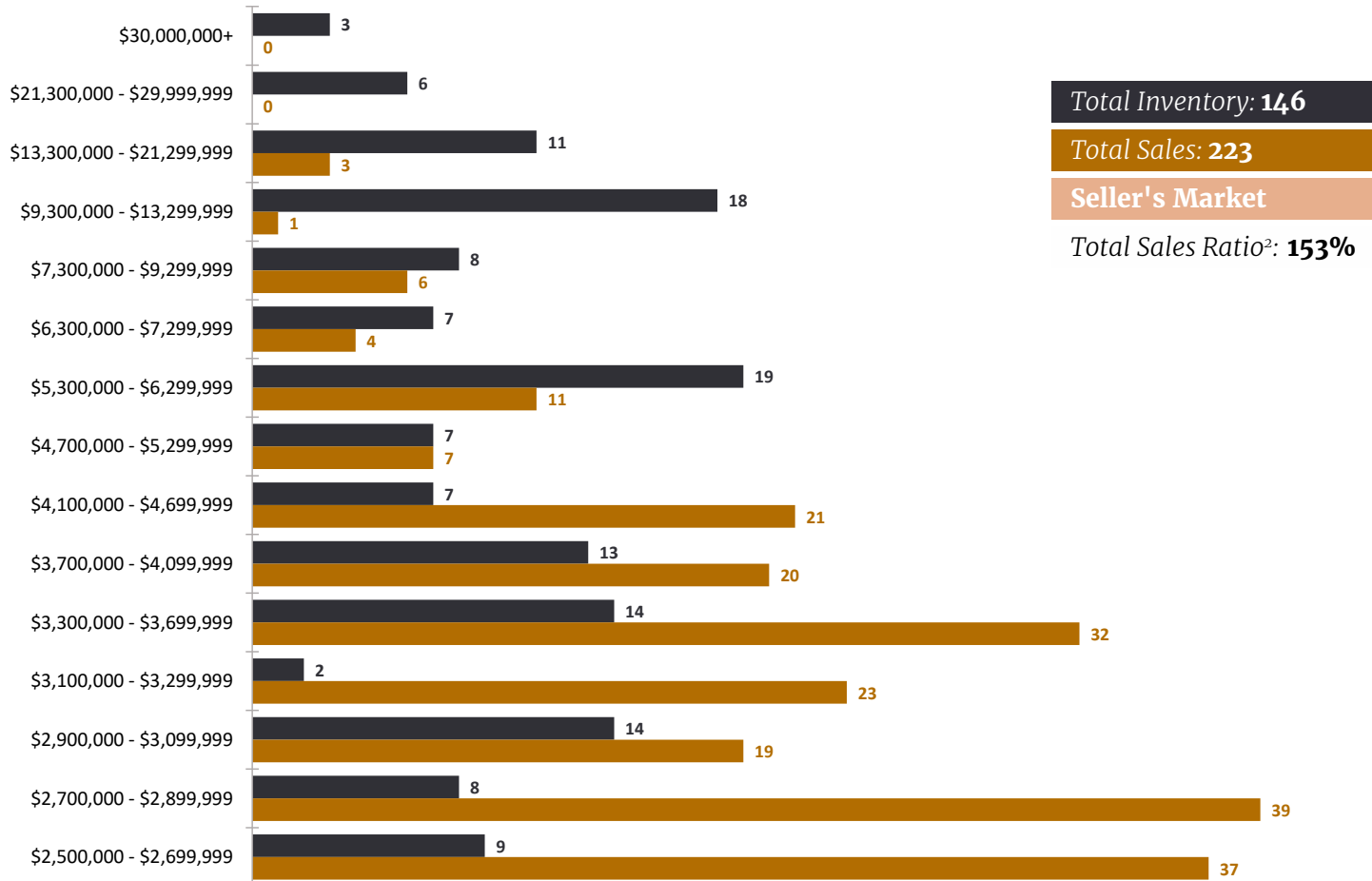
SILICON VALLEY
CALIFORNIA



LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

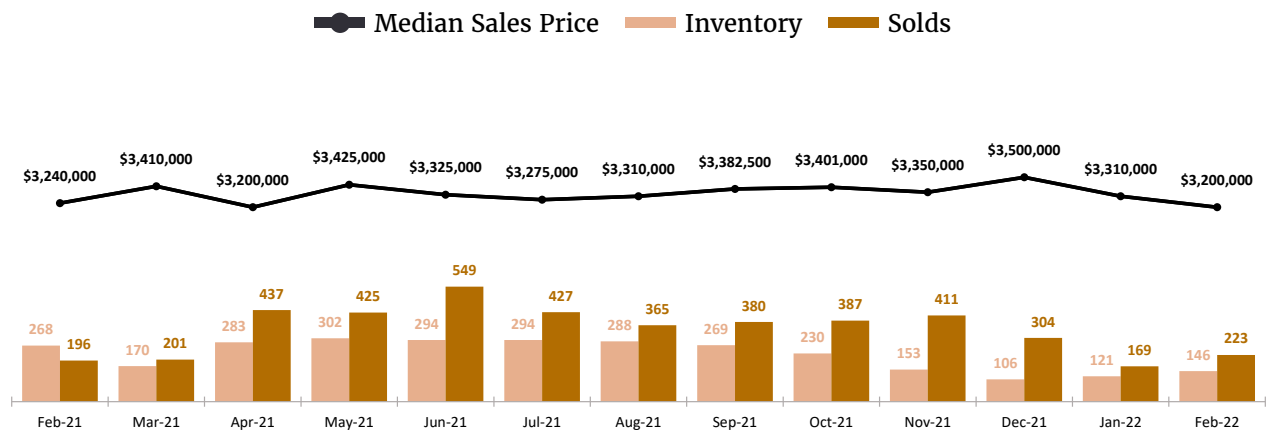
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,810,000	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%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | 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.

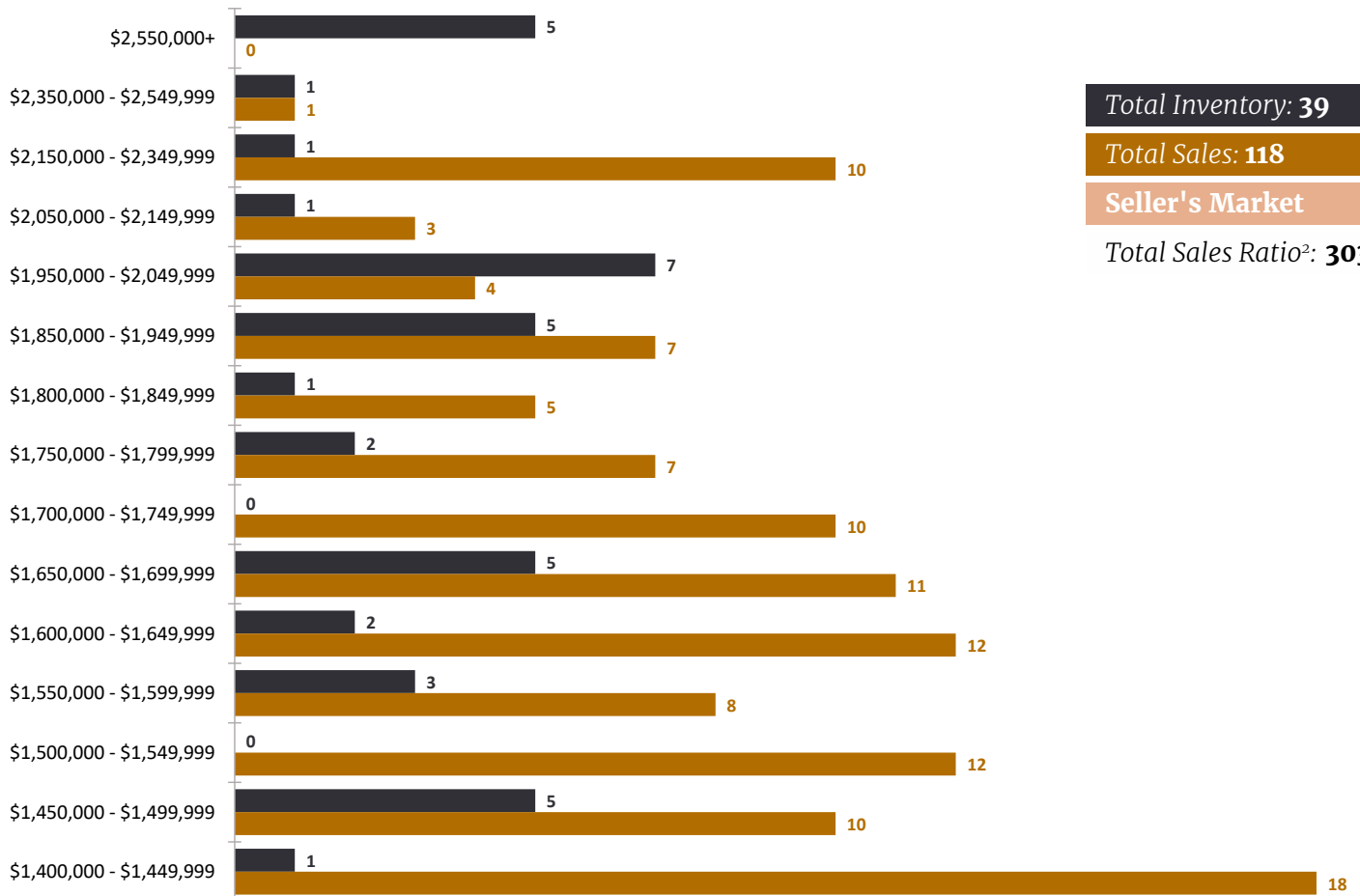
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **39**

Total Sales: **118**

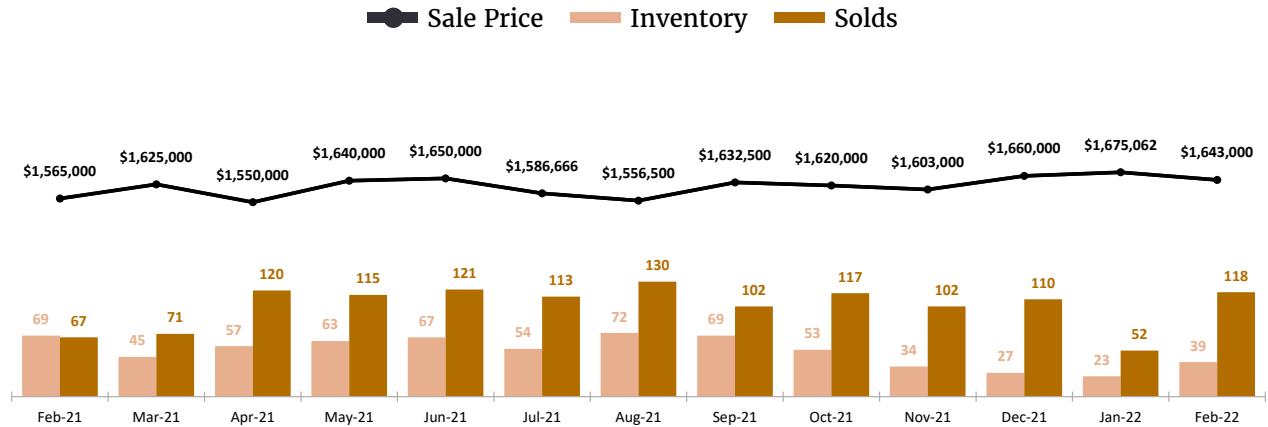
Seller's Market

Total Sales Ratio²: **303%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -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

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 | FEBRUARY

TOTAL INVENTORY

Feb. 2021	Feb. 2022
69	39

VARIANCE: **-43%**

TOTAL SOLDS

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.

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.