



## **The San Mateo County Luxury Home Market**

**Homes Listed &  
Sold for \$3 Million+**

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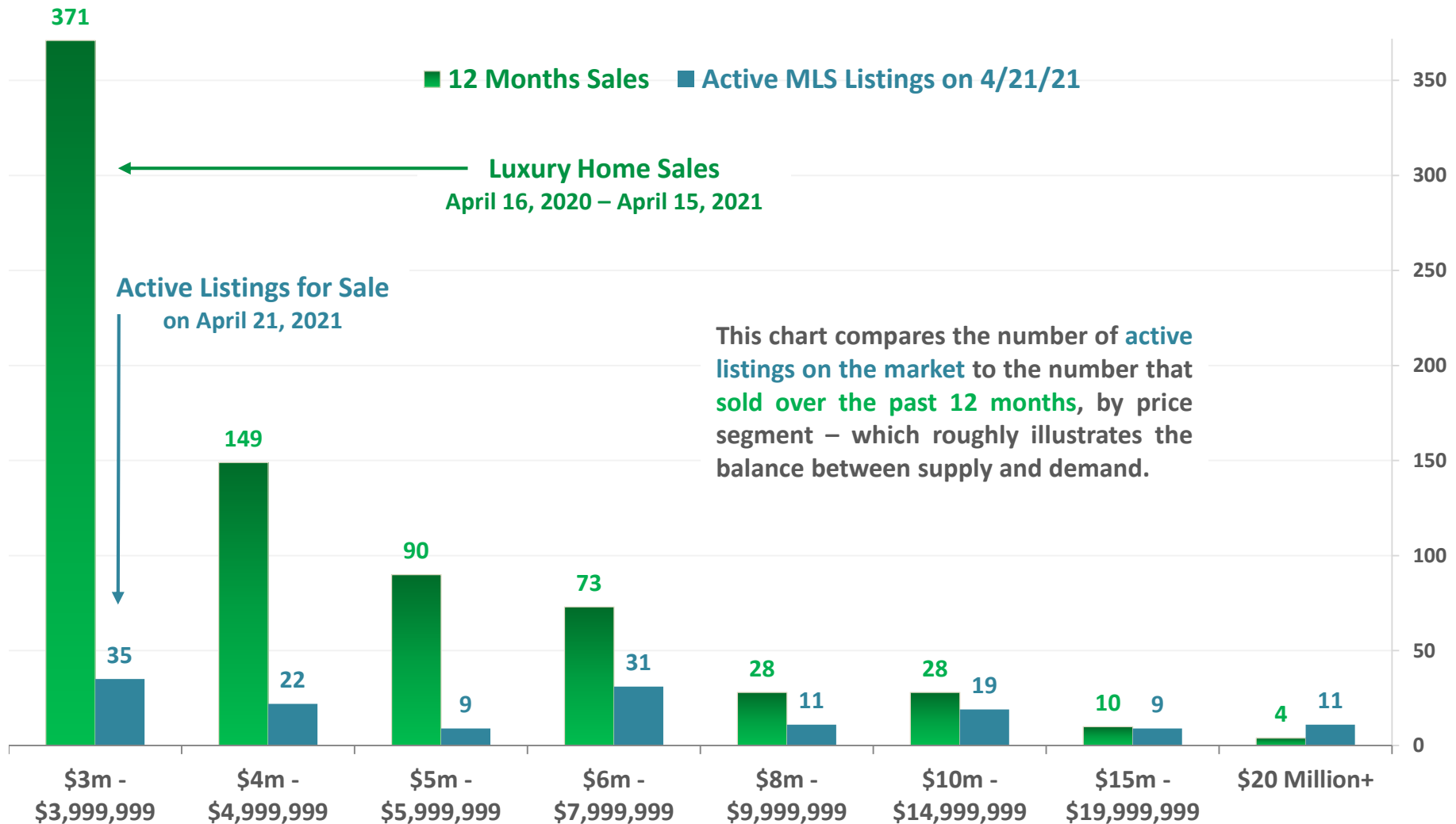
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Statistics are generalities, essentially summaries of widely disparate data generated by dozens or hundreds of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Data from MLS, but not all listings or sales are reported to MLS.

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# San Mateo County Luxury Home Market

## Sales & Active MLS Listings by Price Segment, \$3 Million+



As reported to MLS. "Active" includes "Coming Soon" listings. Not all luxury home listing and sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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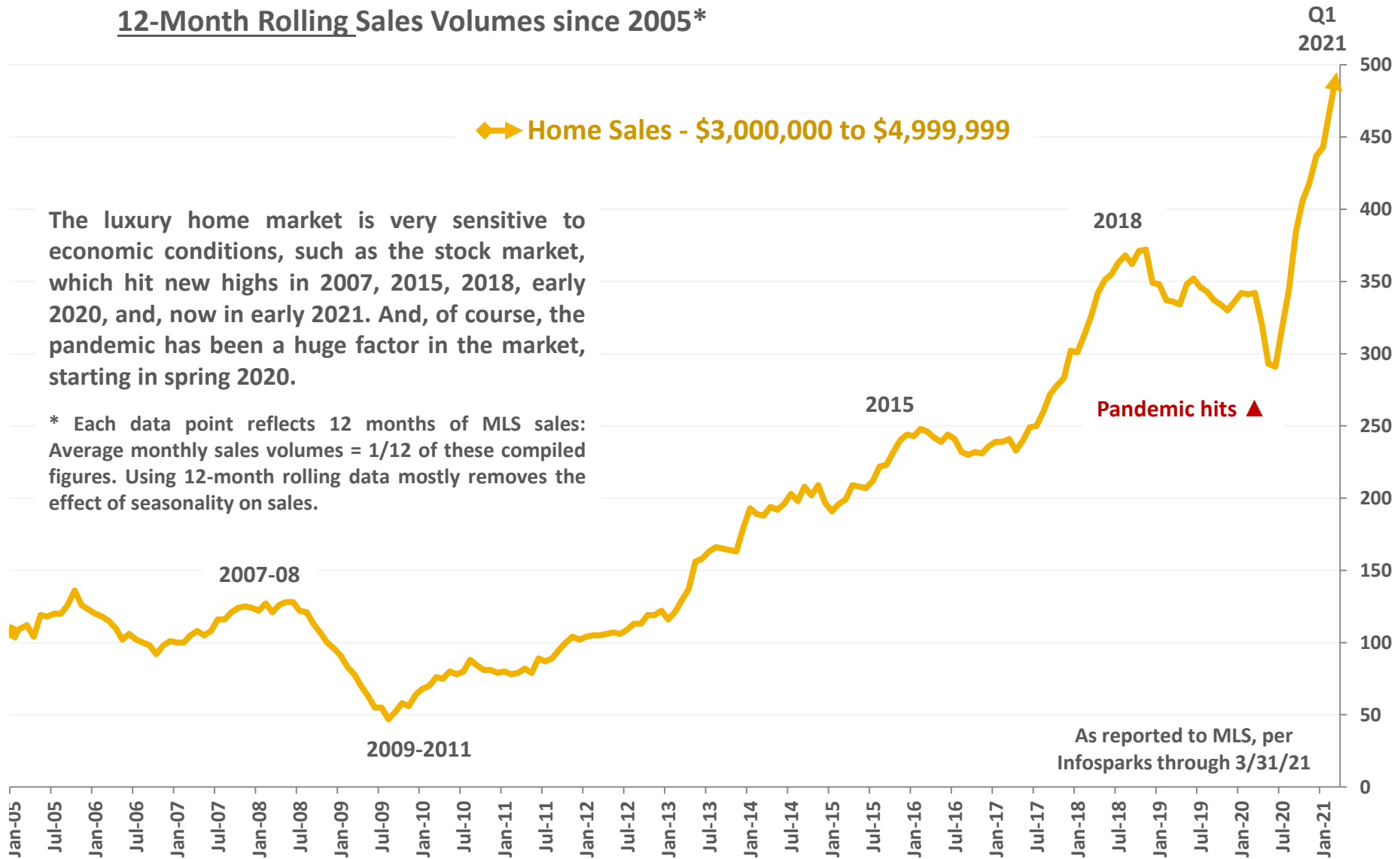
# San Mateo County Long-Term Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2005\*

◆ Home Sales - \$3,000,000 to \$4,999,999

The luxury home market is very sensitive to economic conditions, such as the stock market, which hit new highs in 2007, 2015, 2018, early 2020, and, of course, the pandemic has been a huge factor in the market, starting in spring 2020.

\* Each data point reflects 12 months of MLS sales: Average monthly sales volumes = 1/12 of these compiled figures. Using 12-month rolling data mostly removes the effect of seasonality on sales.



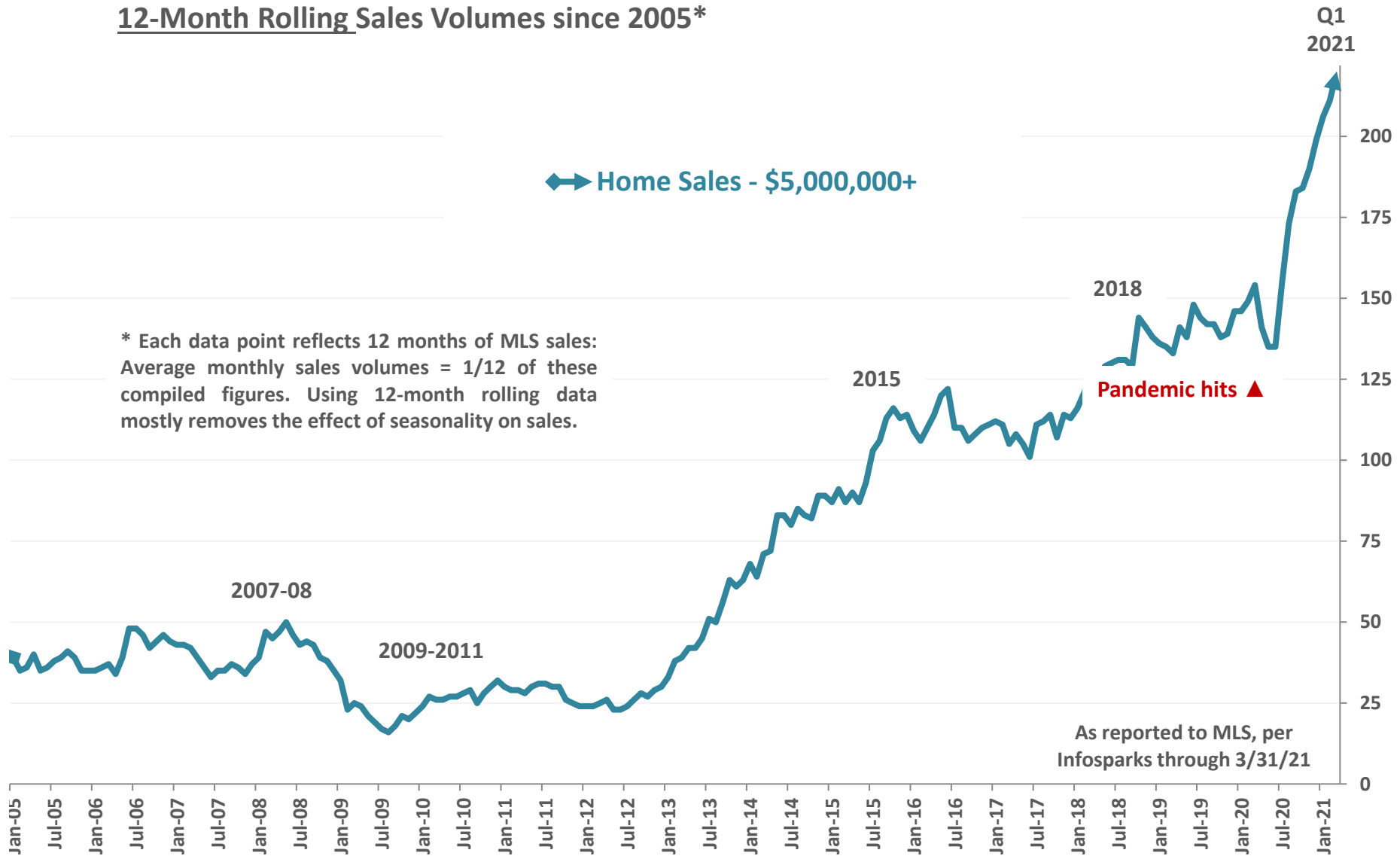
As reported to MLS, per  
Infosparks through 3/31/21

Reflecting residential sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# San Mateo County Long-Term Ultra-Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2005\*



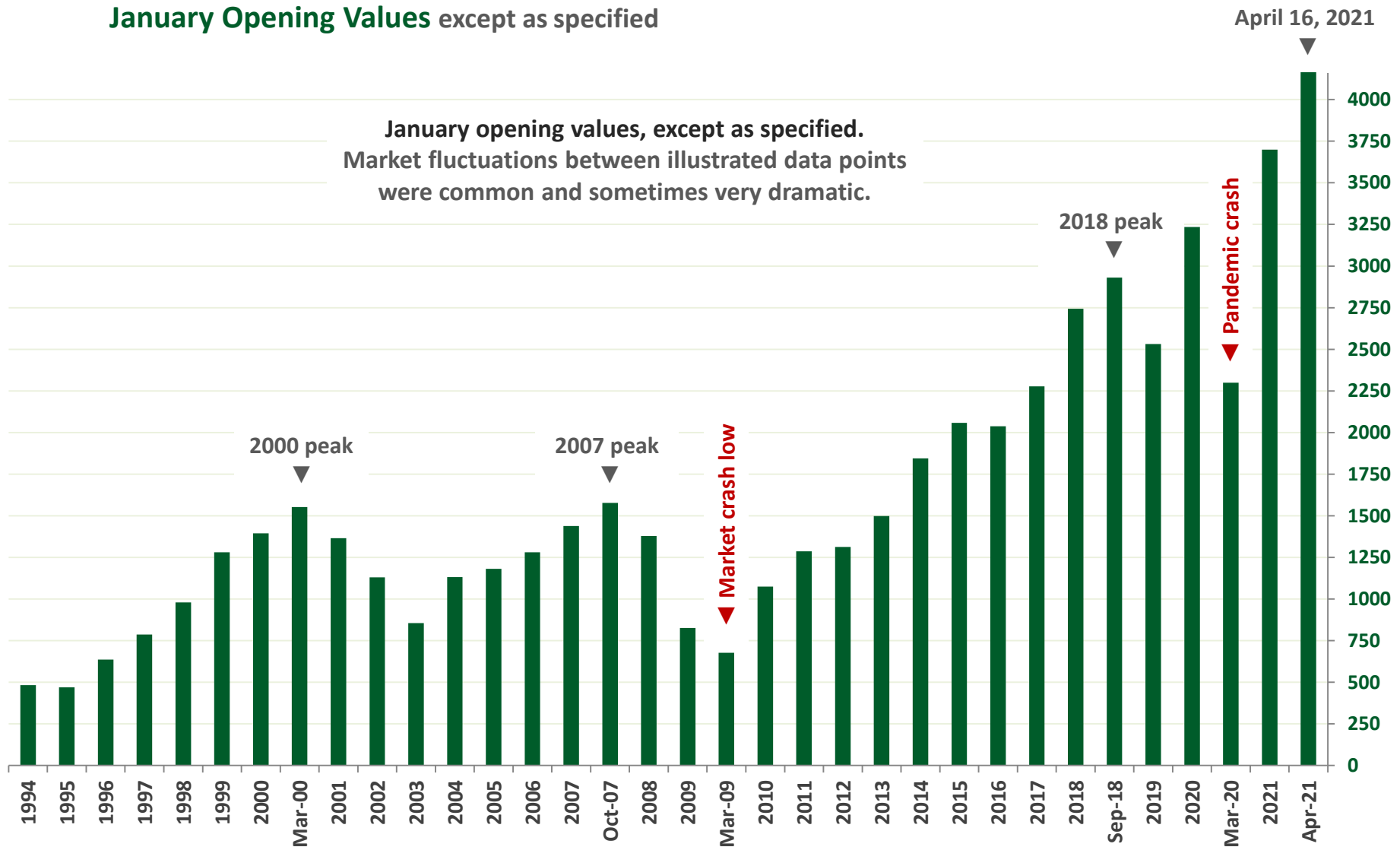
Reflecting residential sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# S&P 500 Stock Index, 1994 – 2021

January Opening Values except as specified

January opening values, except as specified.  
Market fluctuations between illustrated data points  
were common and sometimes very dramatic.

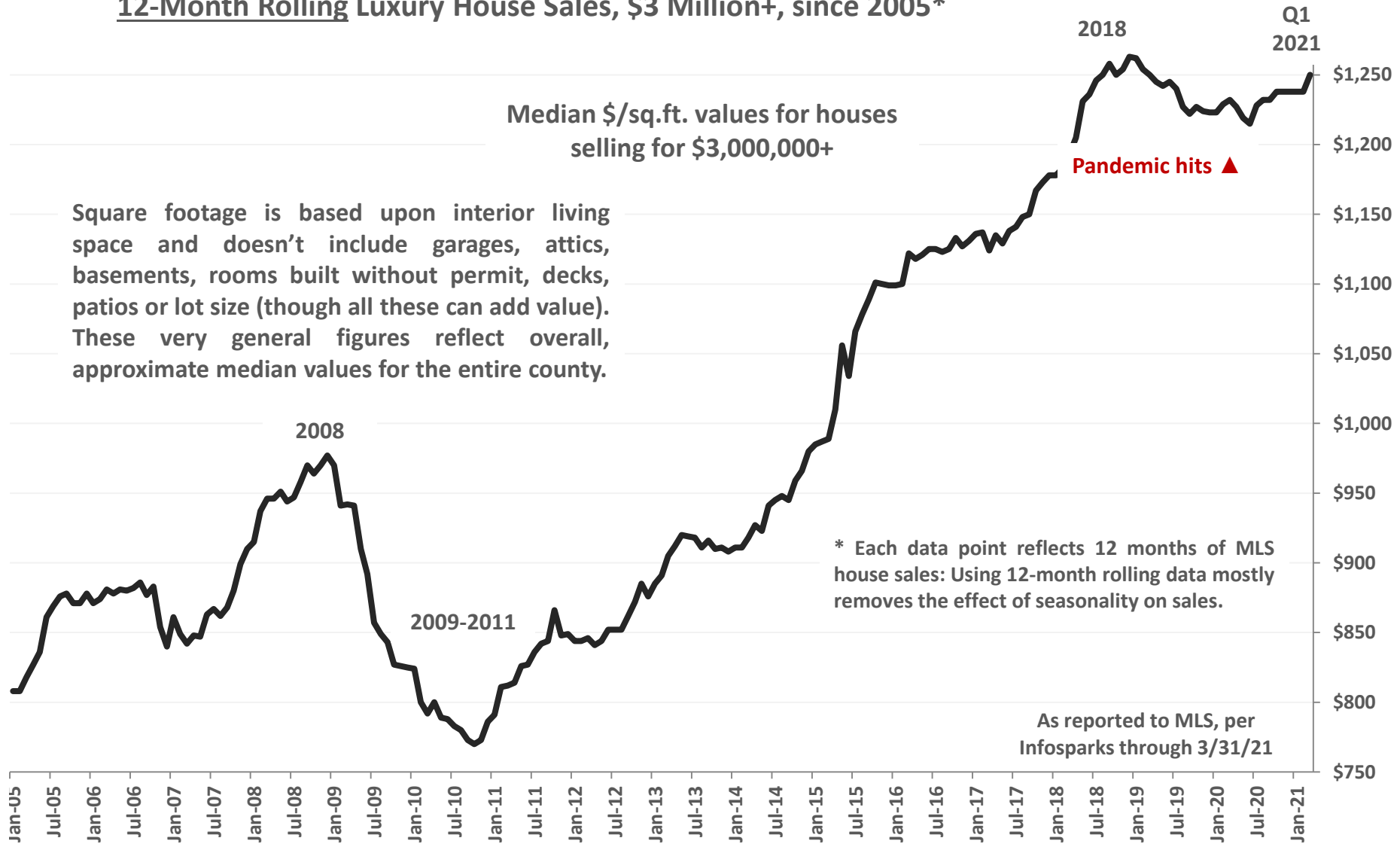


An approximate illustration only. January opening value data points except as noted in horizontal axis. Data from sources deemed reliable but may contain errors and subject to revision. Financial markets can be prone to significant volatility even on a short-term basis.

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# San Mateo County Median Dollar per Square Foot Values

12-Month Rolling Luxury House Sales, \$3 Million+, since 2005\*



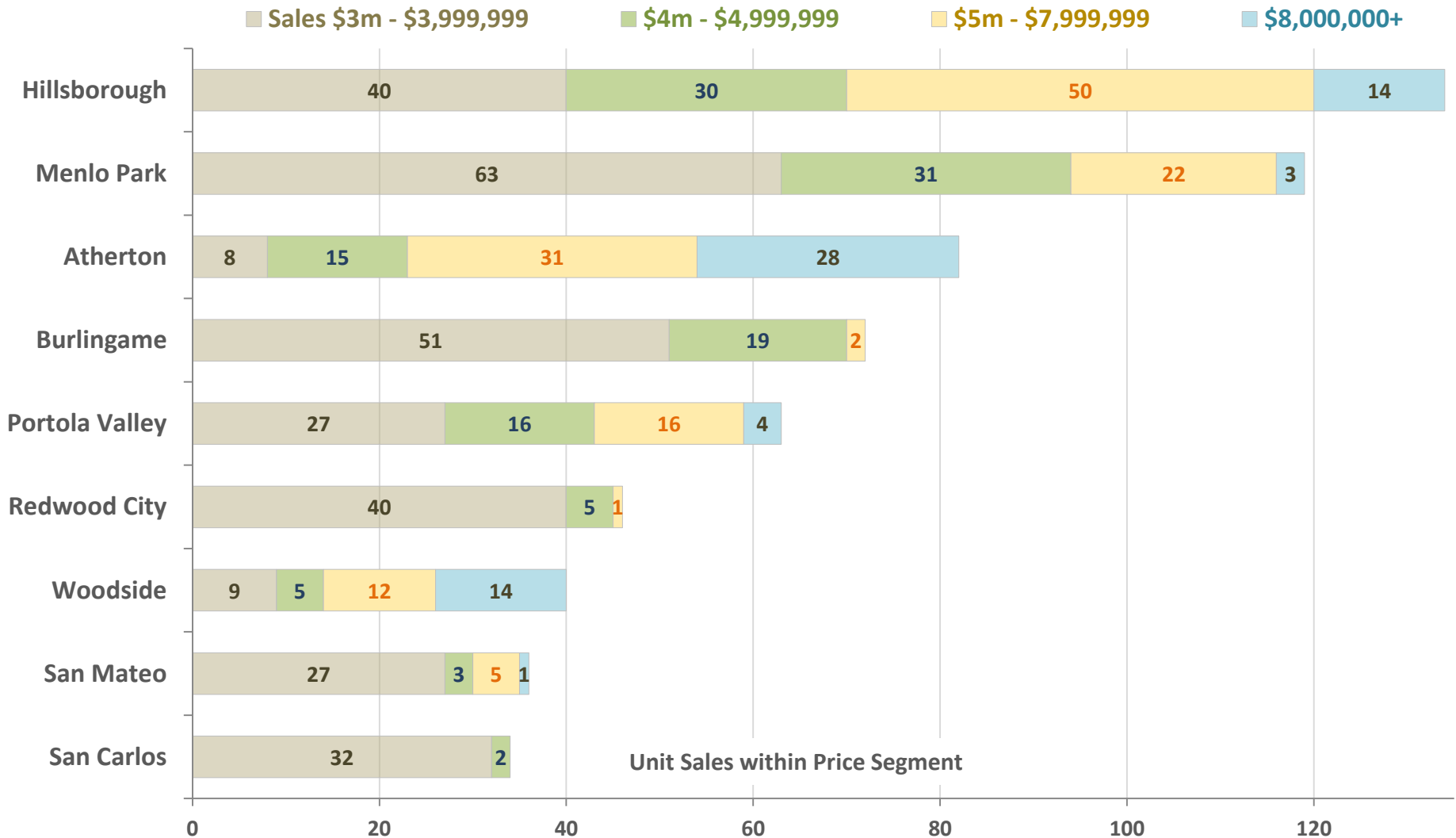
Reflecting residential sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# San Mateo County Luxury Home Market

12 Months Sales, Sales Prices of \$3,000,000+

February 2021 Update:  
Sales reported to MLS



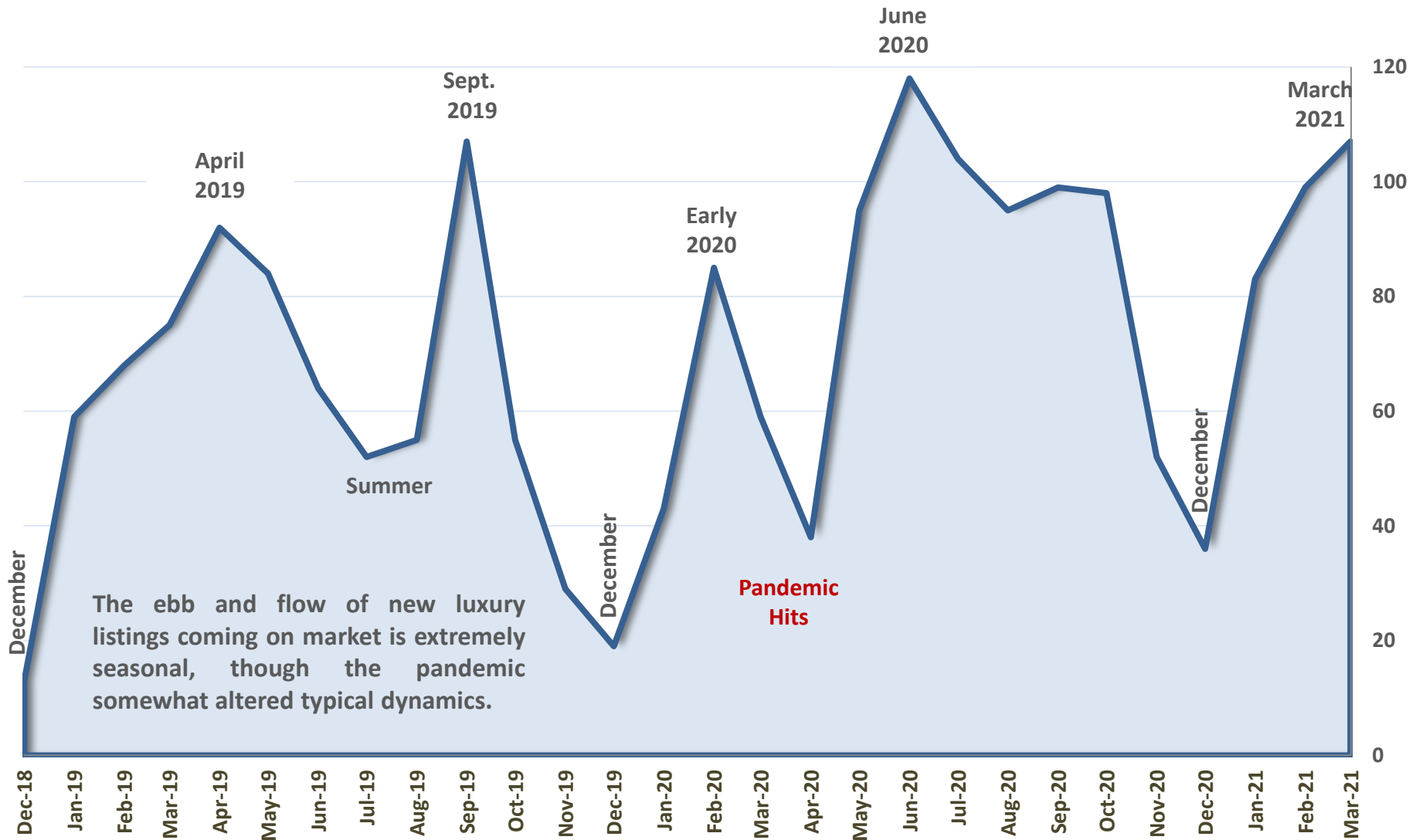
Sales reported to MLS. Not all luxury home sales are reported to MLS. This does not include every sale in every city, but concentrates on cities with the most sales. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

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# New Luxury Home Listings Coming on Market

## San Mateo County Market Seasonality: Homes \$3,000,000+

New Listings in MLS, per  
Infosparks



Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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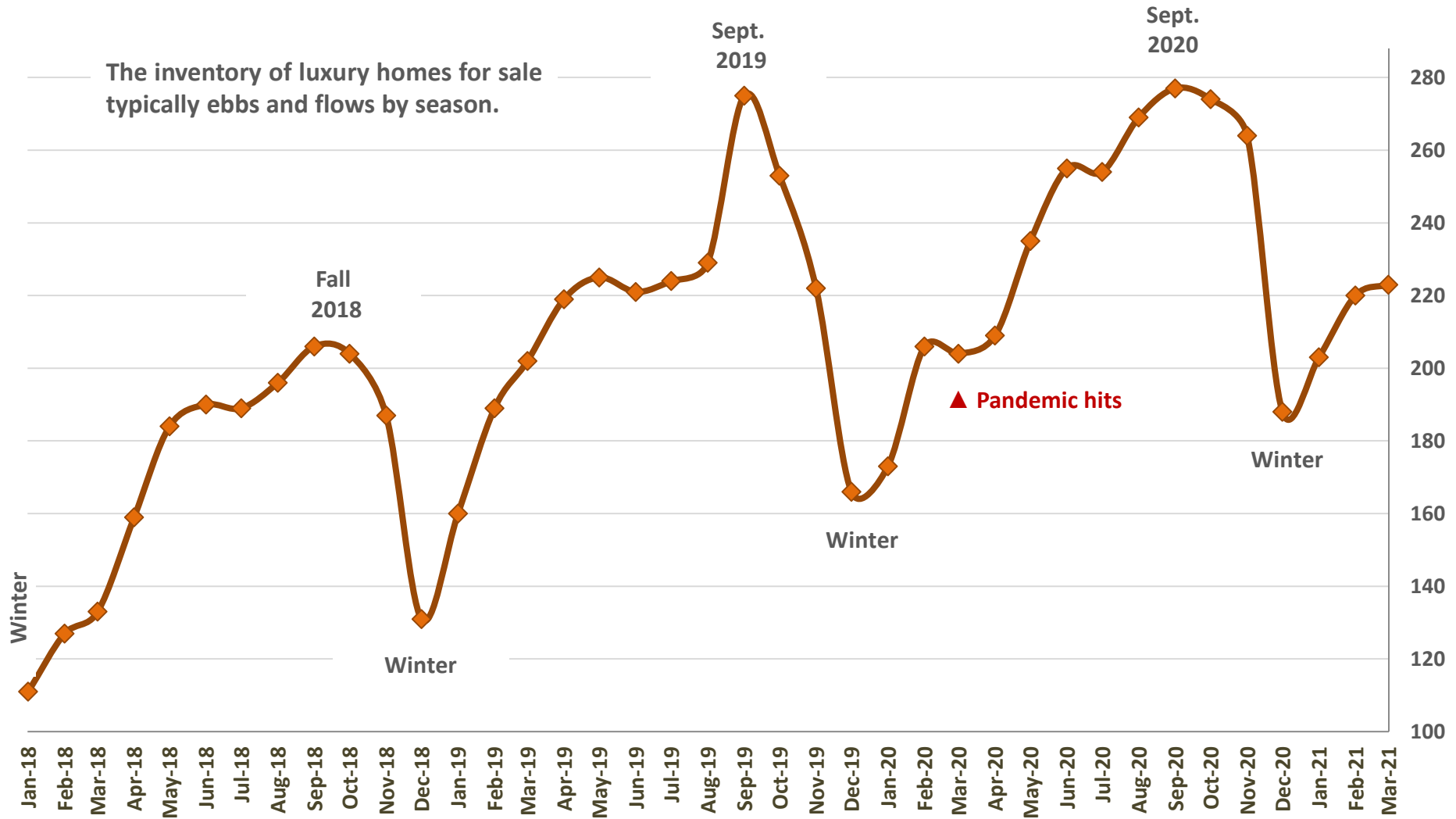


# Luxury Homes – Active Listings at End of Month

San Mateo County: Homes Priced \$3,000,000+

Listings posted in MLS,  
per Infosparks

The inventory of luxury homes for sale  
typically ebbs and flows by season.



Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate. Last month data estimated.

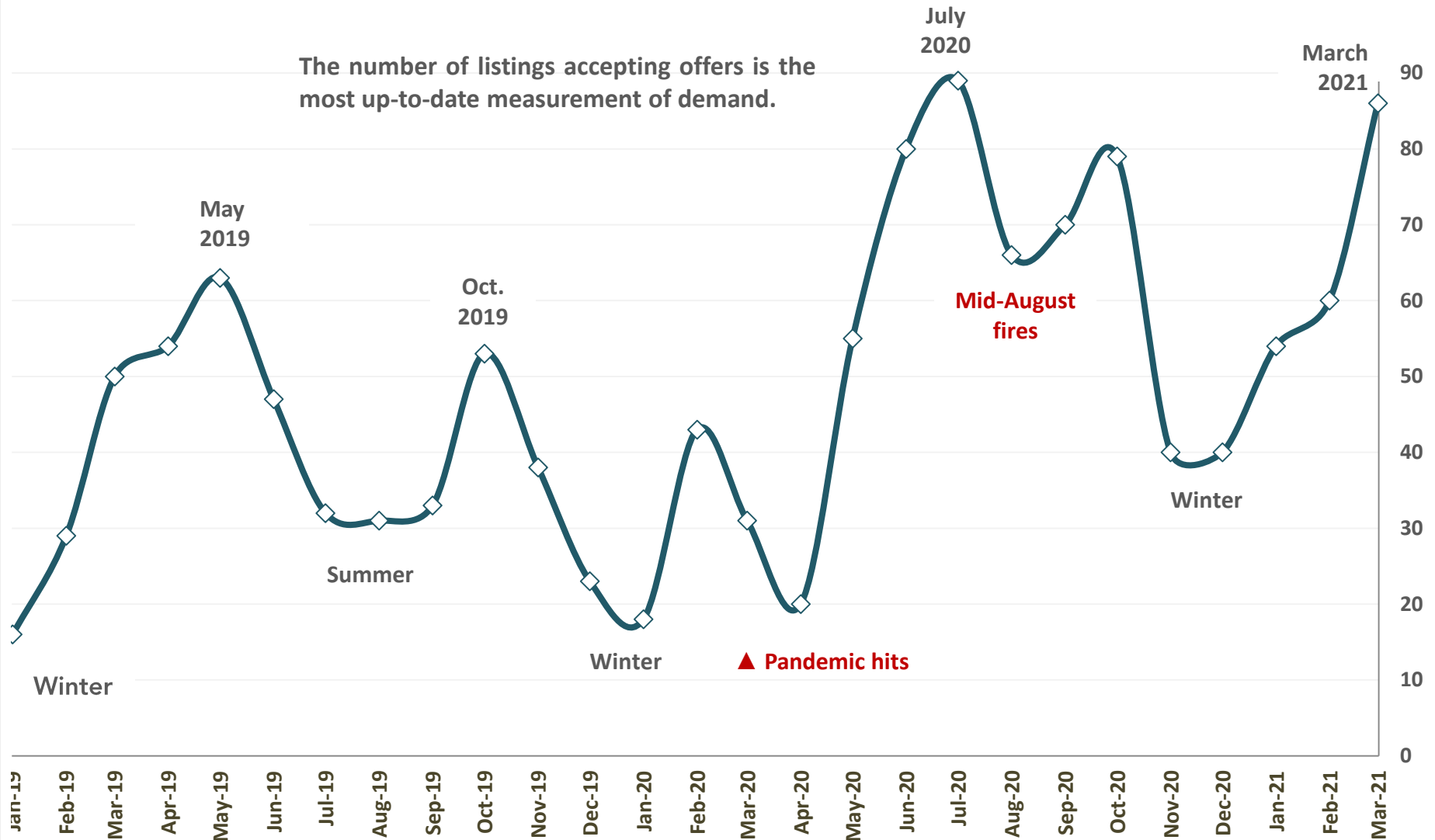
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# Luxury Homes – Listings Accepting Offers

San Mateo County: Homes Priced \$3,000,000+ Going into Contract

Listings posted in MLS,  
per Infosparks

The number of listings accepting offers is the  
most up-to-date measurement of demand.



Data from sources deemed reliable but may contain errors and subject to revision. All  
numbers should be considered approximate. Last month data estimated.

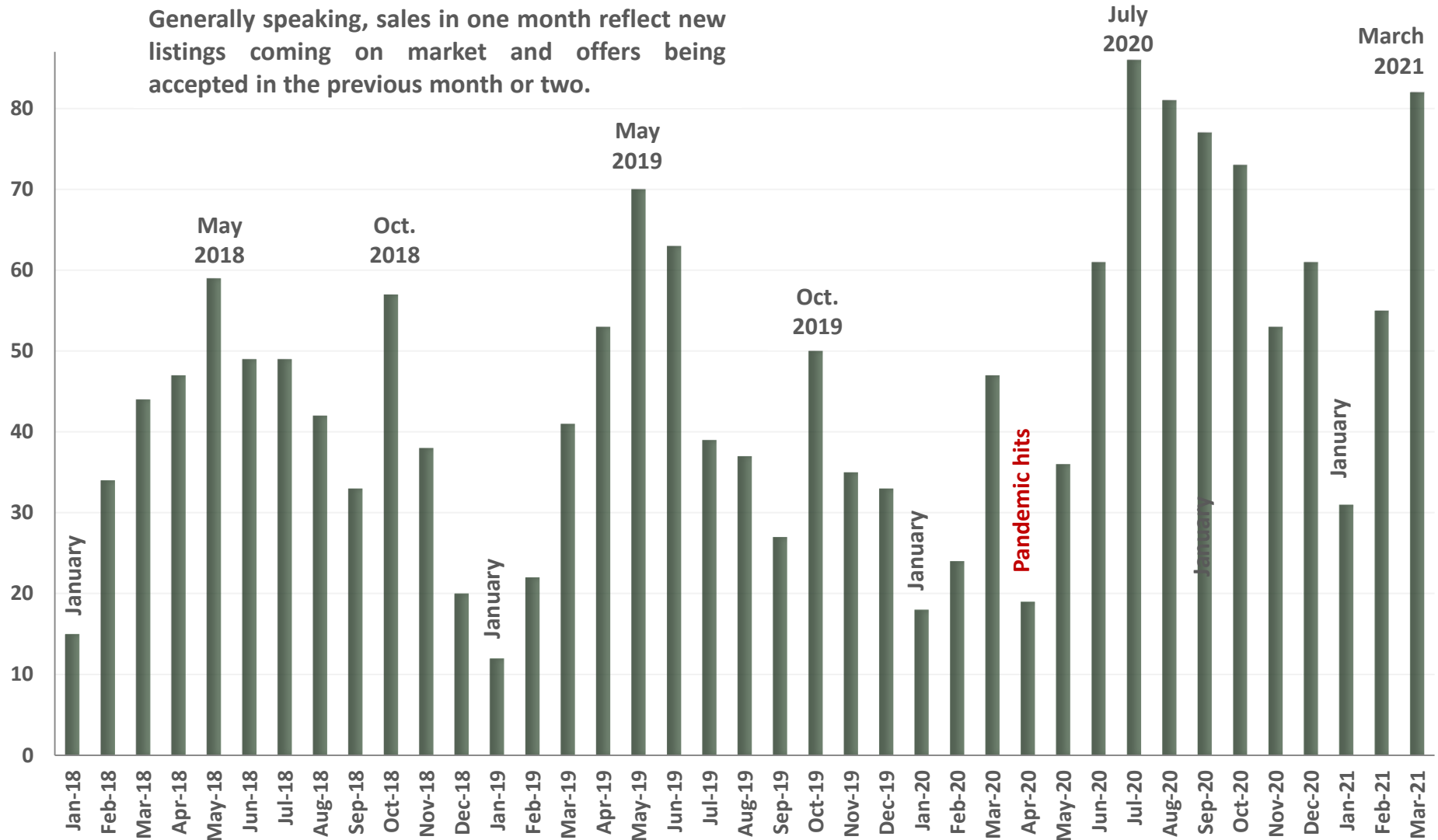
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# Luxury Home Sales by Month

San Mateo County: Sales Prices of \$3 Million & Above

Sales reported to MLS,  
per Infosparks

Generally speaking, sales in one month reflect new listings coming on market and offers being accepted in the previous month or two.



Sales activity reported to MLS, per Broker Metrics. Last month data estimated from available data and may change with late reported sales. Data from sources deemed reliable but may contain errors and subject to revision. All are approximate.

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# San Mateo County Luxury House Market Dynamics

Months Supply of Inventory (MSI), 3-Month Rolling Data, since 2018

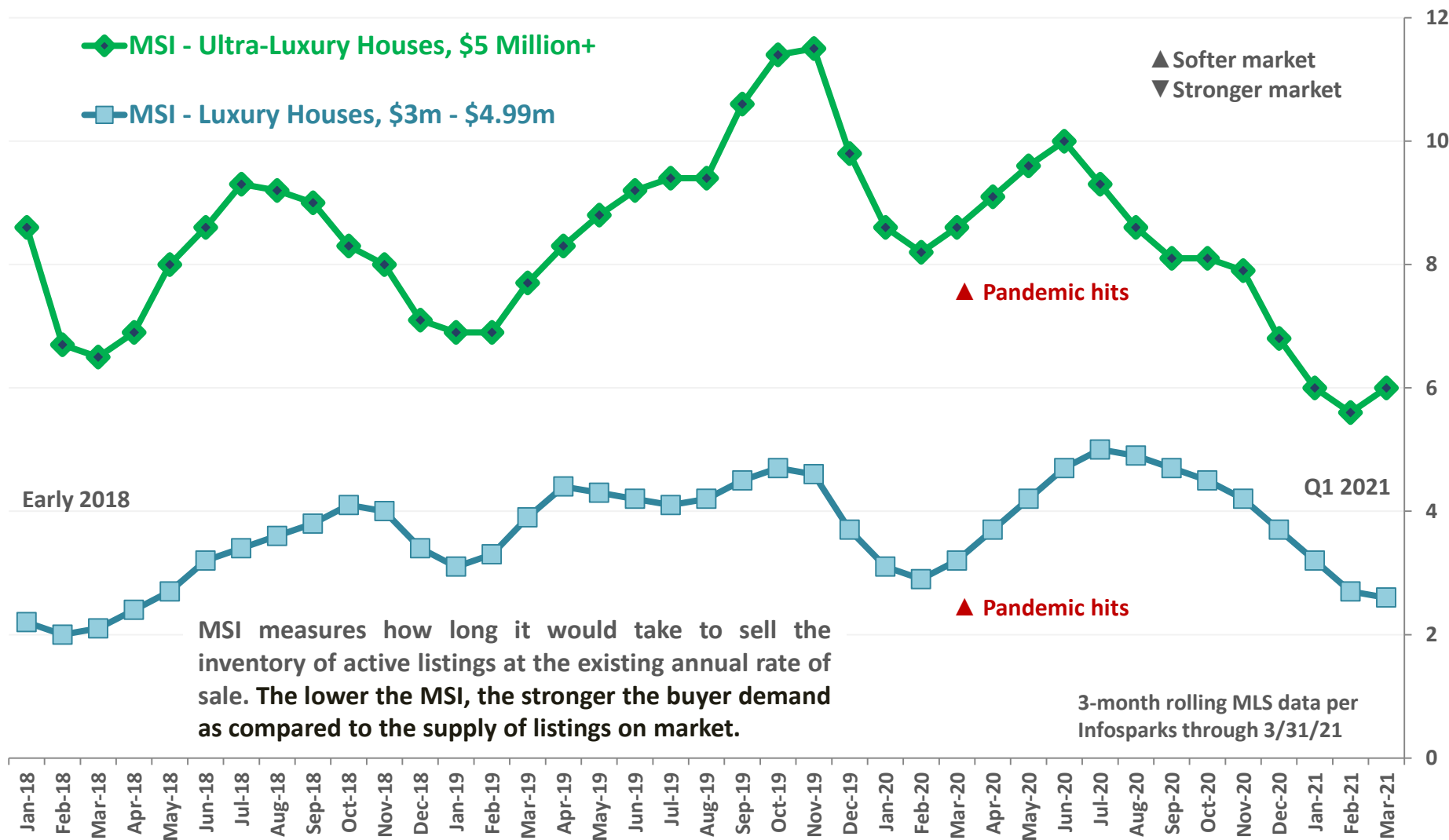
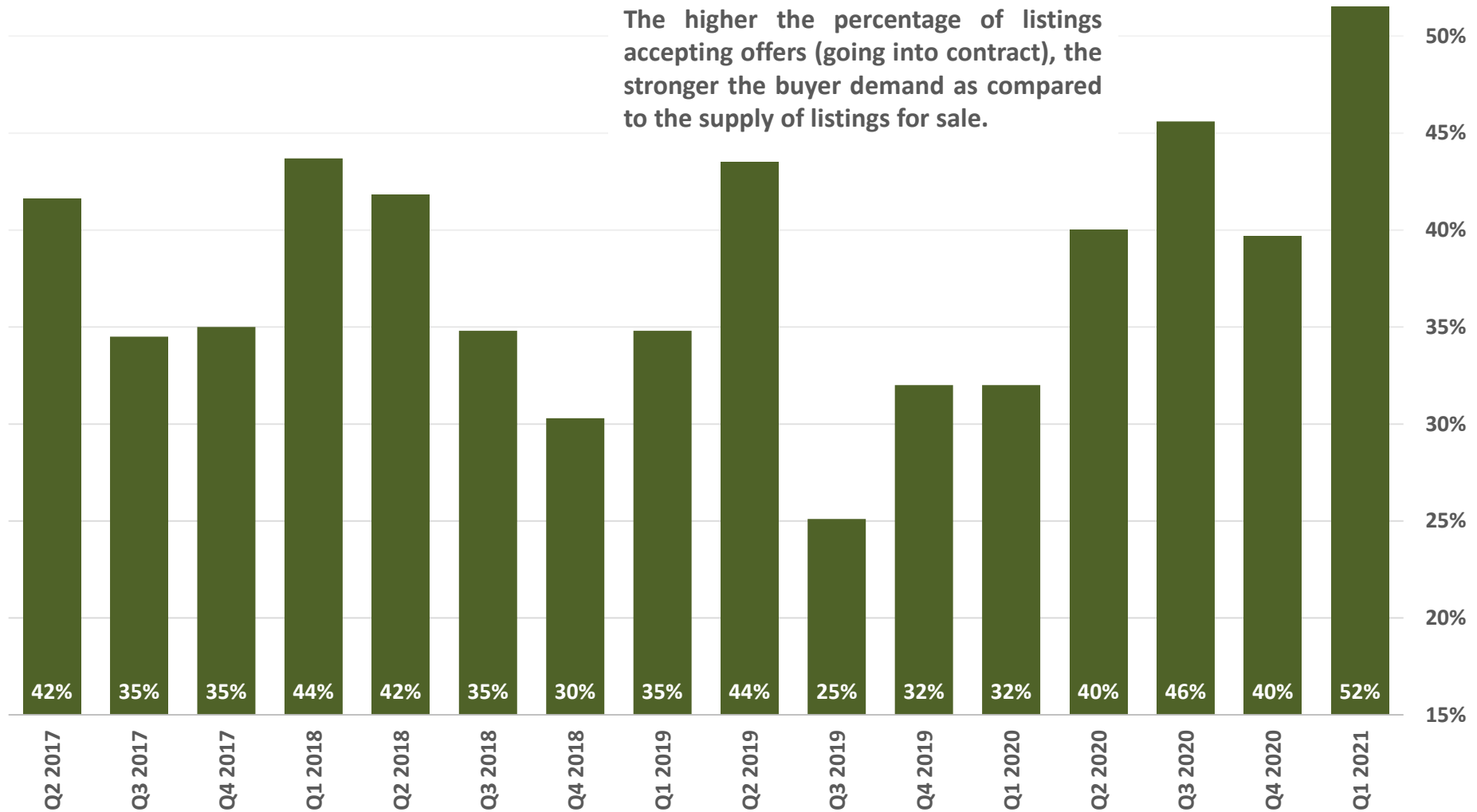


Chart reflects listings and sales reported to MLS only. Some luxury house listings and sales are not reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# San Mateo County Luxury Market: % of Listings Accepting Offers

## List Prices of \$3,000,000 & Above, by Quarter



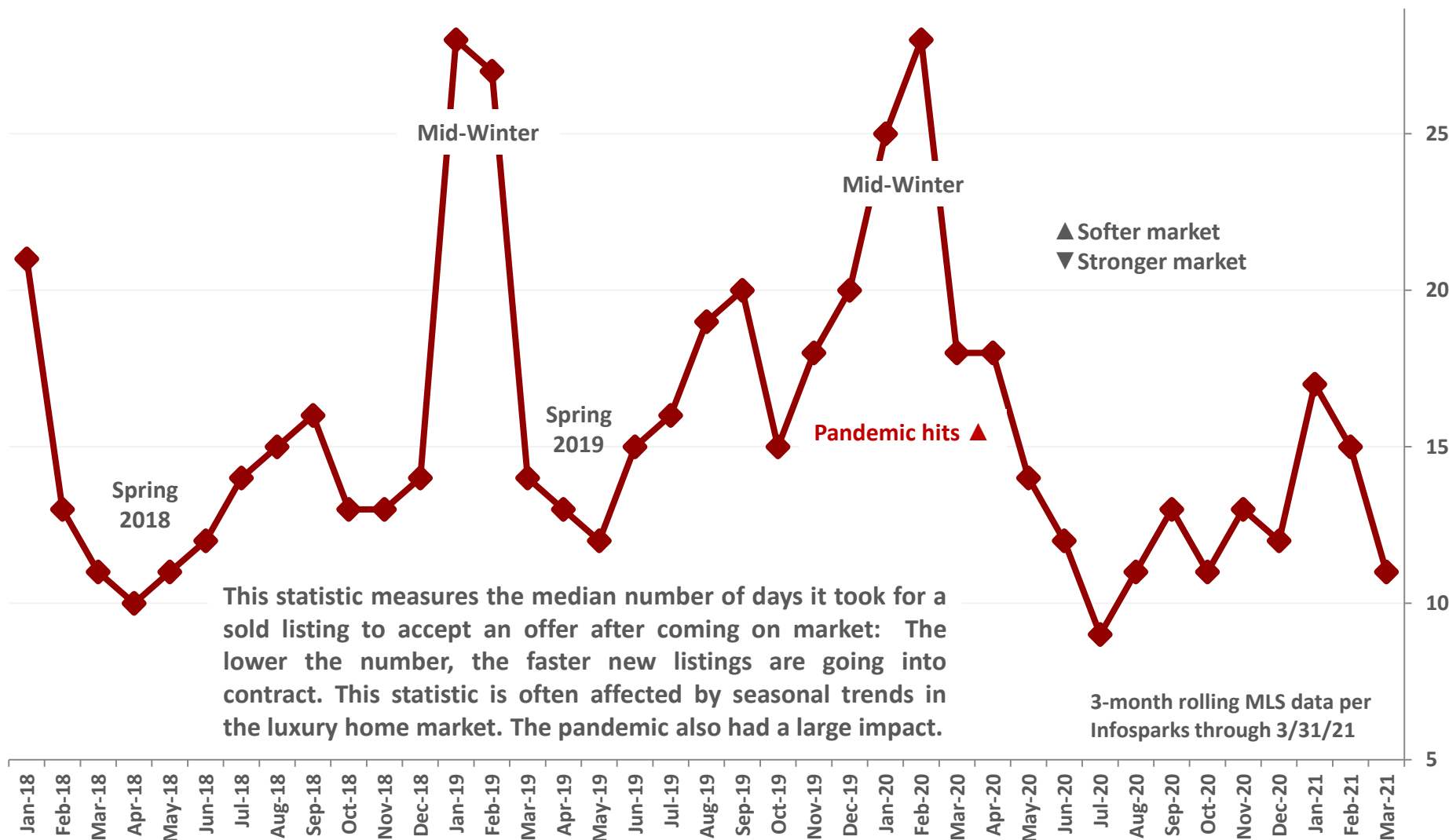
Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

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# San Mateo County Luxury House Market Dynamics

Median Days on Market, Homes Selling @ \$3 Million+, since 2018

3-month rolling MLS data



This statistic measures the median number of days it took for a sold listing to accept an offer after coming on market: The lower the number, the faster new listings are going into contract. This statistic is often affected by seasonal trends in the luxury home market. The pandemic also had a large impact.

3-month rolling MLS data per Infosparks through 3/31/21

Chart reflects listings and sales reported to MLS only. Some luxury house listings and sales are not reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Bay Area Home Sales, \$5 Million & Above

12 Months Sales since March 16, 2020, by County\*

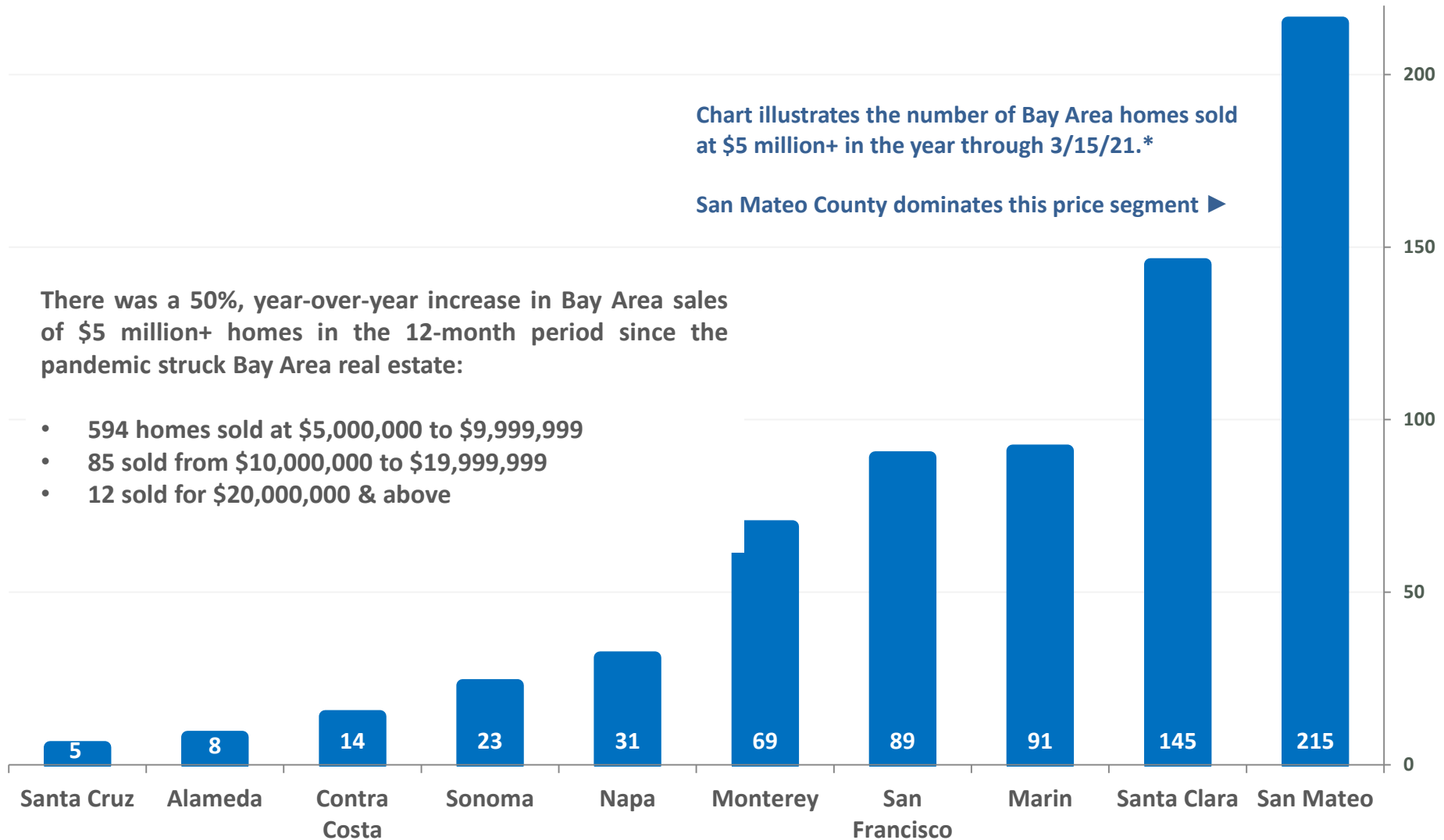
Sales reported to MLS

Chart illustrates the number of Bay Area homes sold at \$5 million+ in the year through 3/15/21.\*

San Mateo County dominates this price segment ►

There was a 50%, year-over-year increase in Bay Area sales of \$5 million+ homes in the 12-month period since the pandemic struck Bay Area real estate:

- 594 homes sold at \$5,000,000 to \$9,999,999
- 85 sold from \$10,000,000 to \$19,999,999
- 12 sold for \$20,000,000 & above



\* Sales reported to MLS, March 16, 2020 – March 15, 2021. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Not all luxury sales are reported to MLS.

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## 12 Highest-Price Bay Area Sales

12 Months Sales since March 16, 2020

Sales Price	City
\$20,000,000	Palo Alto
\$20,000,000	Atherton
\$20,500,000	Woodside
\$21,000,000	Pebble Beach
\$21,000,000	Pebble Beach
\$22,000,000	San Francisco
\$22,200,000	Atherton
\$22,500,000	Woodside
\$24,000,000	San Francisco
\$24,875,000	Pebble Beach
\$28,000,000	Pebble Beach
\$35,000,000	Woodside

## 12 Highest-Priced Active Listings

As Listed in MLS, March 22, 2021

List Price	City
\$32,000,000	St. Helena
\$32,000,000	Atherton
\$35,000,000	Los Altos Hills
\$39,998,000	Los Altos Hills
\$43,000,000	Ross
\$48,000,000	Woodside
\$49,000,000	Woodside
\$50,000,000	Woodside
\$53,888,000	Portola Valley
\$55,000,000	Hillsborough
\$68,000,000	Livermore
\$135,000,000	Woodside

\* Sales reported to MLS, March 16, 2020 – March 15, 2021. Active listings in MLS on March 22, 2021. Data from sources deemed reliable but may contain errors and subject to revision. Not all listings posted or luxury sales reported to MLS.

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**Median Sales Price** is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

**Dollar per Square Foot** is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so forth. How these statistics apply to any particular home is unknown without a specific comparative market analysis.

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