

San Mateo County Real Estate – Cities from North to South, Table A

Median Home Sales Prices, January 2020 Update

COMPASS

CITY	2-Bedroom Condo	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Daly City	\$715,000	\$930,000	\$1,050,000	\$1,250,000	\$1,289,000
Brisbane	\$840,000	\$890,000	\$1,498,000		
South San Francisco	\$726,500	\$935,000	\$1,080,000	\$1,260,000	\$1,360,000
San Bruno	\$680,000	\$848,000	\$1,200,000	\$1,350,000	\$1,470,000
Pacifica	\$750,000	\$915,000	\$1,062,000	\$1,200,000	\$1,235,000
Montara			\$1,200,000	\$1,325,000	\$1,573,000
Moss Beach			\$1,075,000	\$1,200,000	
Millbrae	\$1,020,000	\$1,719,000	\$1,779,000	\$2,095,000	\$2,799,000
Hillsborough			\$3,100,000	\$4,270,000	\$4,997,500
Burlingame	\$1,175,000	\$1,690,000	\$2,285,000	\$2,725,000	\$3,740,000
San Mateo (city)	\$924,000	\$1,250,000	\$1,477,000	\$1,940,000	\$1,862,500
Half Moon Bay		\$885,000	\$1,180,000	\$1,549,000	\$1,700,000
Foster City	\$1,005,000		\$1,700,000	\$1,880,000	\$1,857,500

San Mateo County Real Estate – Cities from North to South, Table B Median Home Sales Prices, January 2020 Update

COMPASS

CITY	2-Bedroom Condo	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Belmont	\$1,200,000	\$1,525,000	\$1,687,500	\$2,035,000	
San Carlos	\$1,060,000	\$1,525,000	\$1,826,500	\$2,400,000	\$3,525,000
Redwood Shores	\$1,150,000	\$1,330,000	\$1,750,000	\$2,150,000	
Redwood City	\$1,037,500	\$1,200,000	\$1,600,000	\$2,025,000	\$2,850,000
Atherton			\$3,275,000	\$5,425,000	\$14,000,000
Menlo Park	\$1,300,000	\$1,532,000	\$2,012,500	\$3,000,000	\$4,945,000
Woodside			\$1,875,000	\$3,000,000	\$7,997,500
Portola Valley			\$2,420,000	\$3,522,000	\$6,847,500
East Palo Alto		\$866,500	\$957,500	\$1,200,000	

Sales reported to MLS, 1/1/19 – 12/15/19. If a field is left blank, it was deemed that there were too few sales for reliable analysis. How these median prices apply to any home is unknown without a specific comparative market analysis. Detached houses only. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

Median Sales Price Trends since 2012

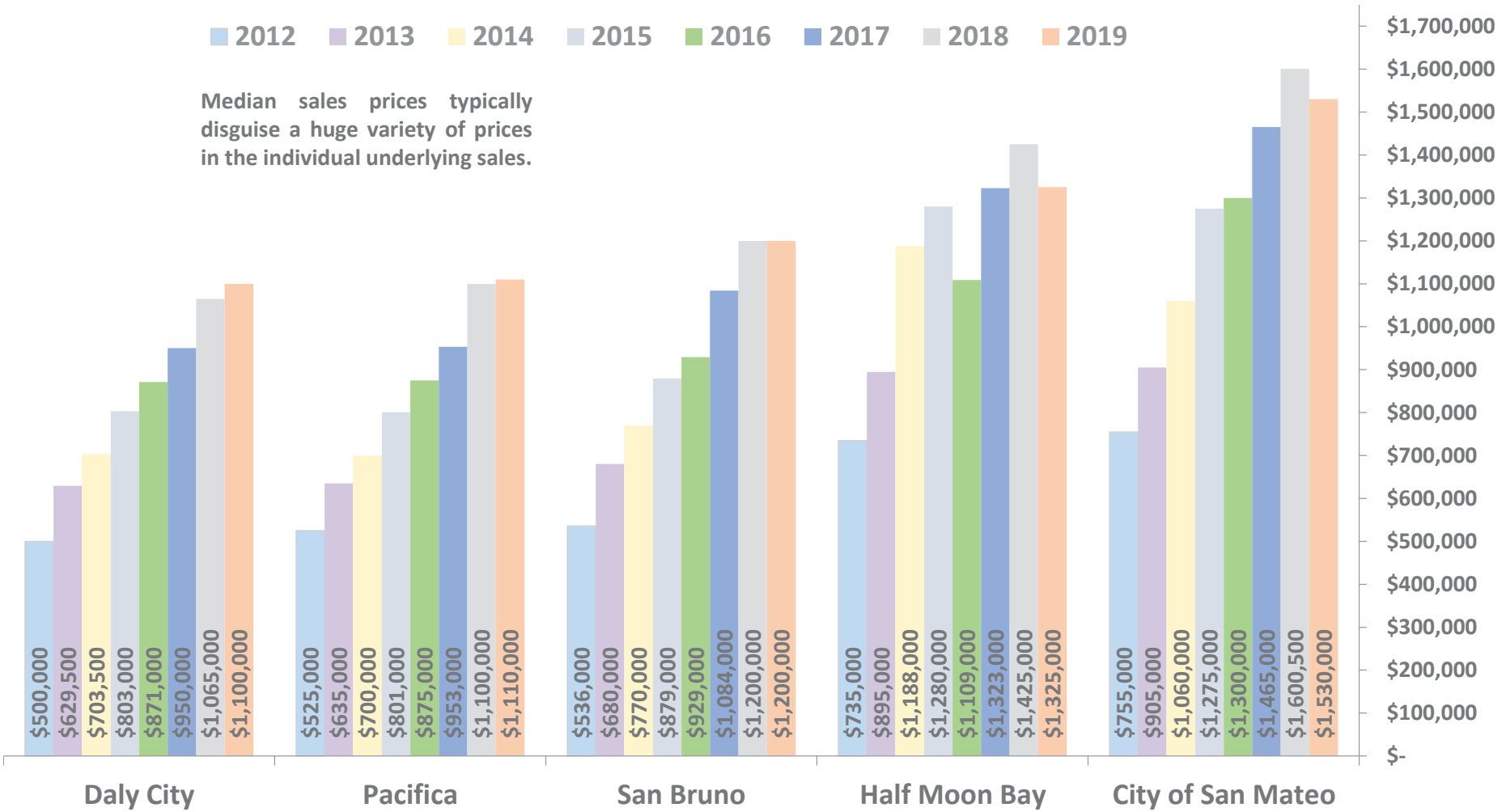
San Mateo County – Selected Cities

Detached house sales reported to MLS

Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019

Median sales prices typically disguise a huge variety of prices in the individual underlying sales.



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



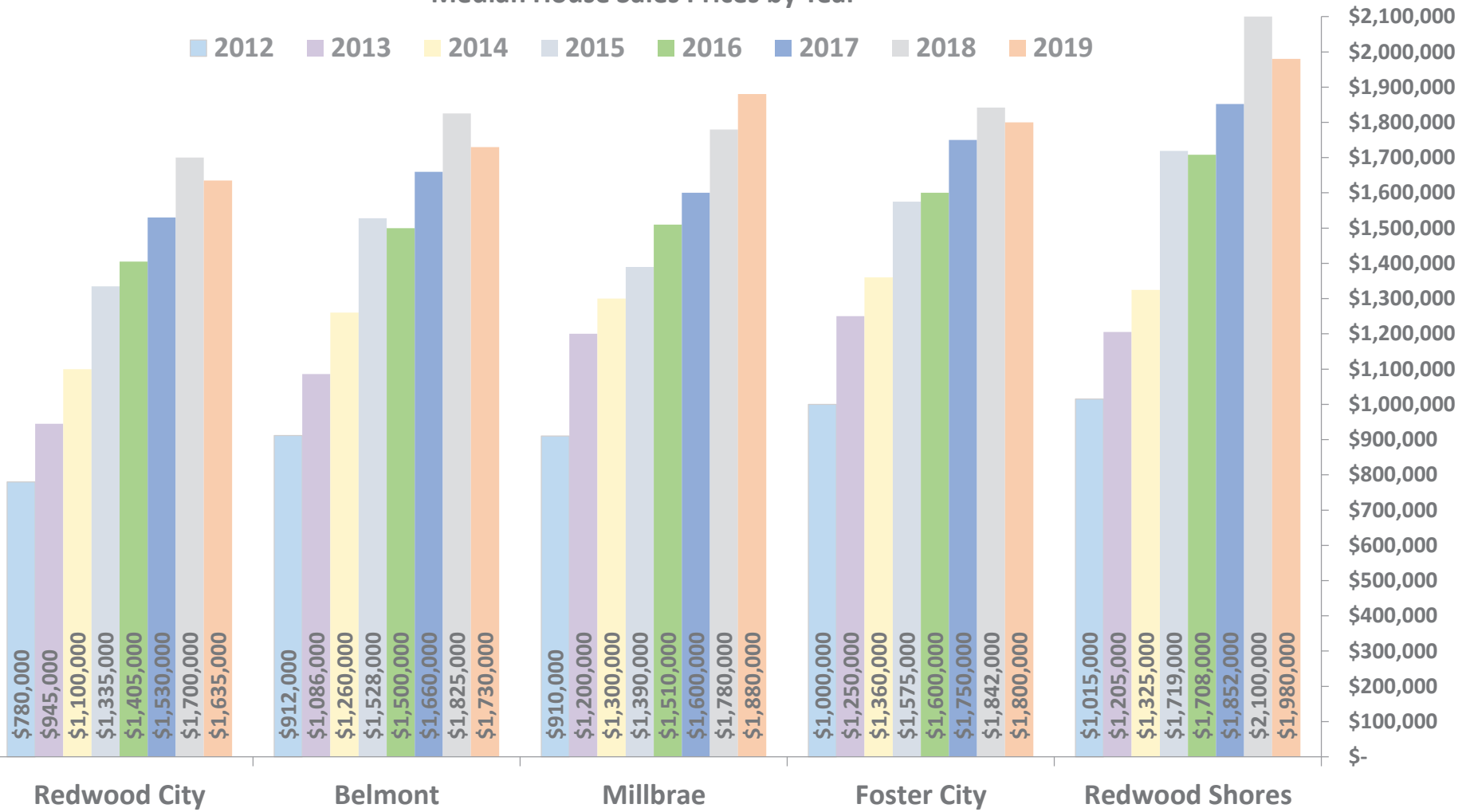
Median Sales Price Trends since 2012

San Mateo County – Selected Cities

Detached house sales reported to MLS

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Median Sales Price Trends since 2012

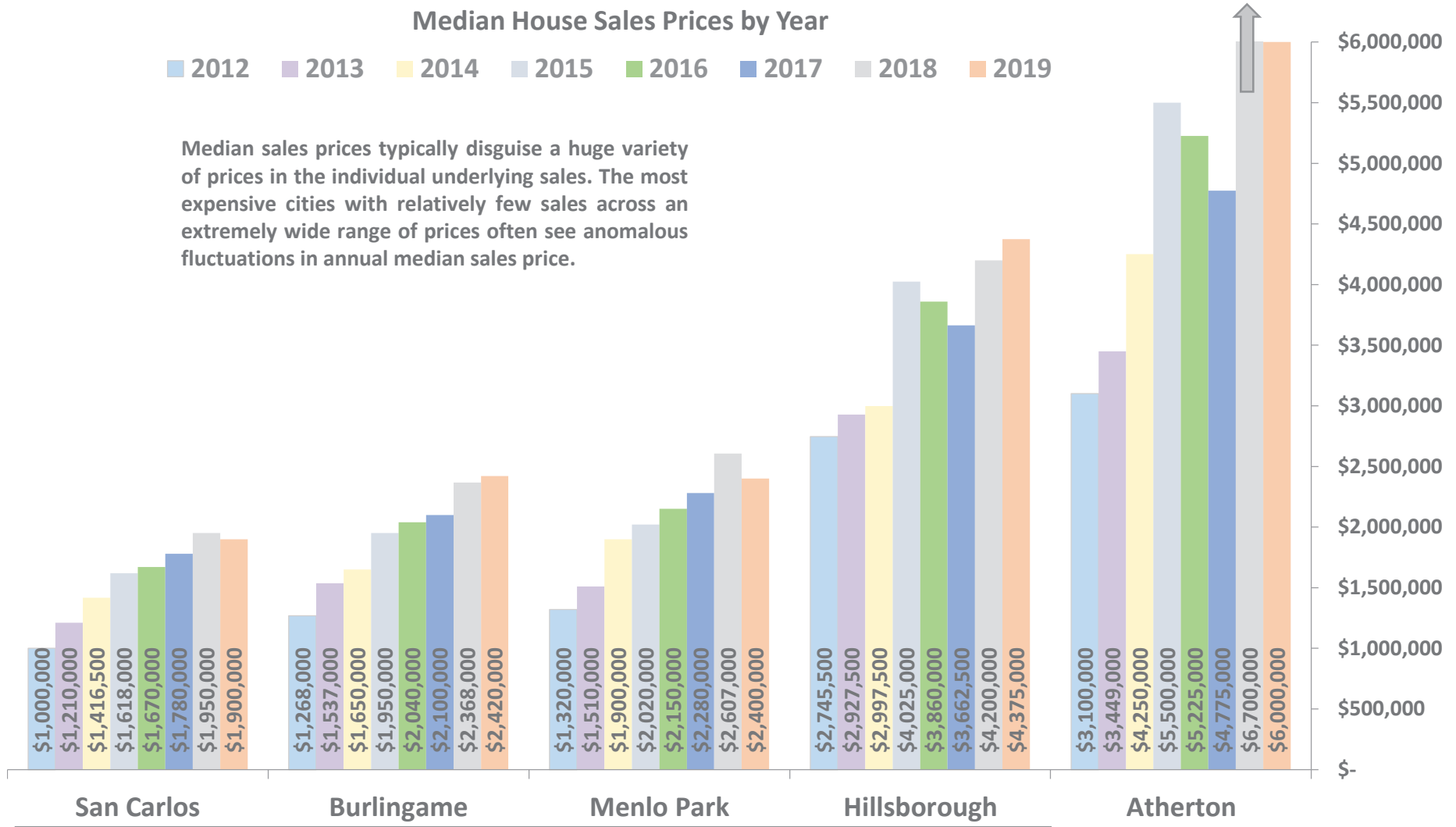
San Mateo County – Selected Cities

Detached house sales reported to MLS

Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019

Median sales prices typically disguise a huge variety of prices in the individual underlying sales. The most expensive cities with relatively few sales across an extremely wide range of prices often see anomalous fluctuations in annual median sales price.



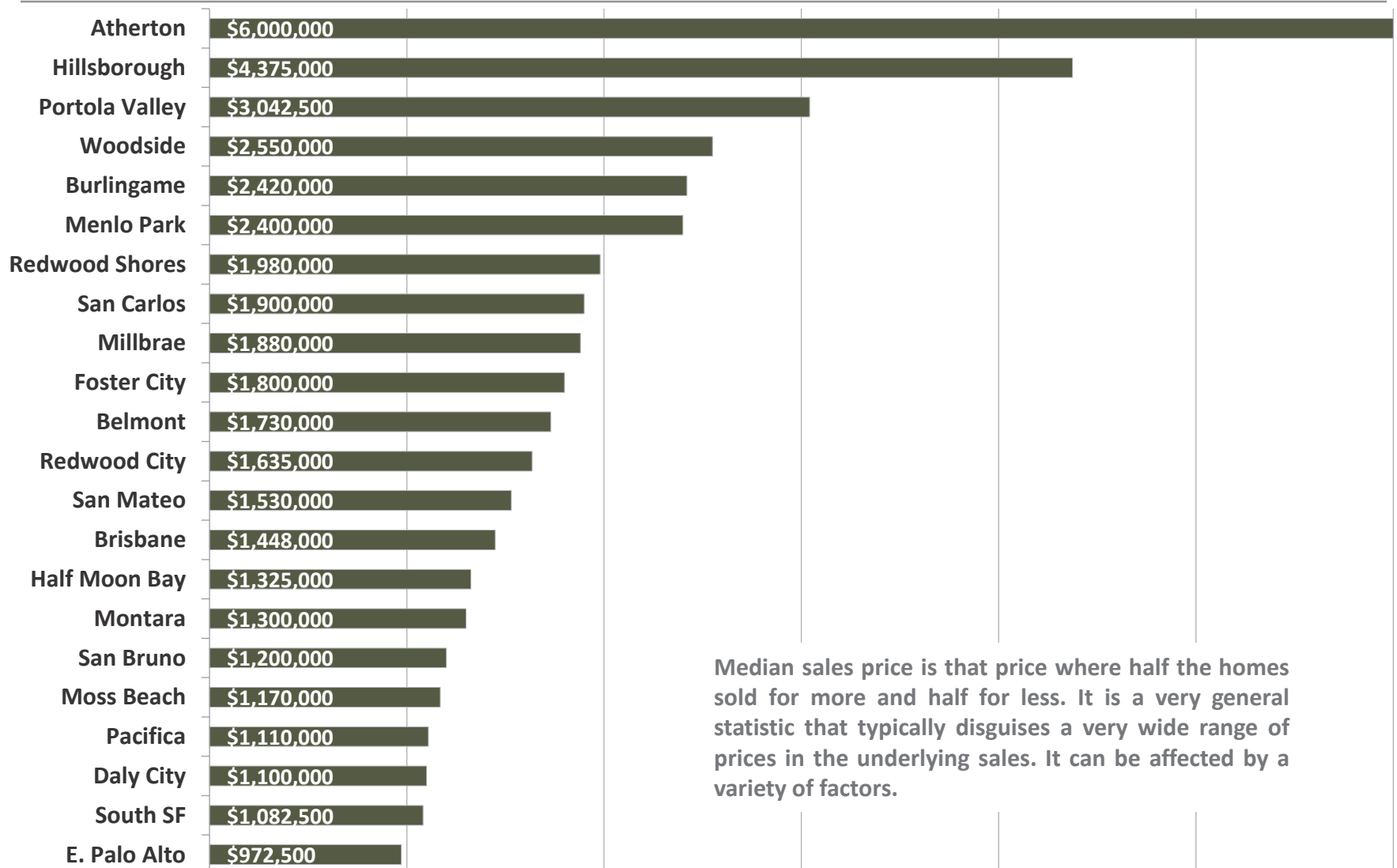
Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



San Mateo County Home Values

Median Detached-House Sales Prices – 2019

Sales reported to MLS*



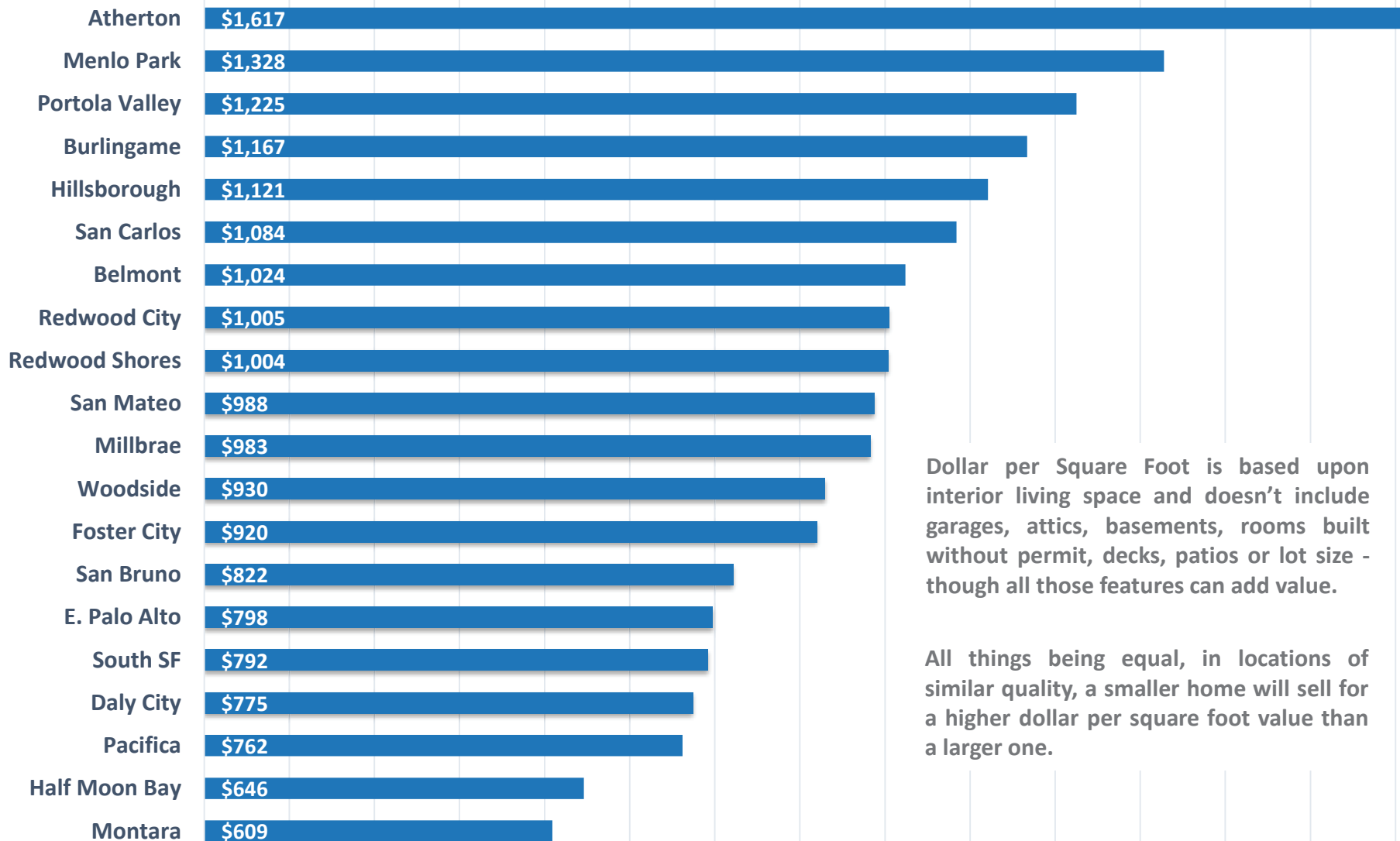
Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that typically disguises a very wide range of prices in the underlying sales. It can be affected by a variety of factors.

*MLS sales of detached houses. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

San Mateo County House Values

Median Dollar per Square Foot on Sale – 2019 Sales

Detached house sales
reported to MLS



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size - though all those features can add value.

All things being equal, in locations of similar quality, a smaller home will sell for a higher dollar per square foot value than a larger one.

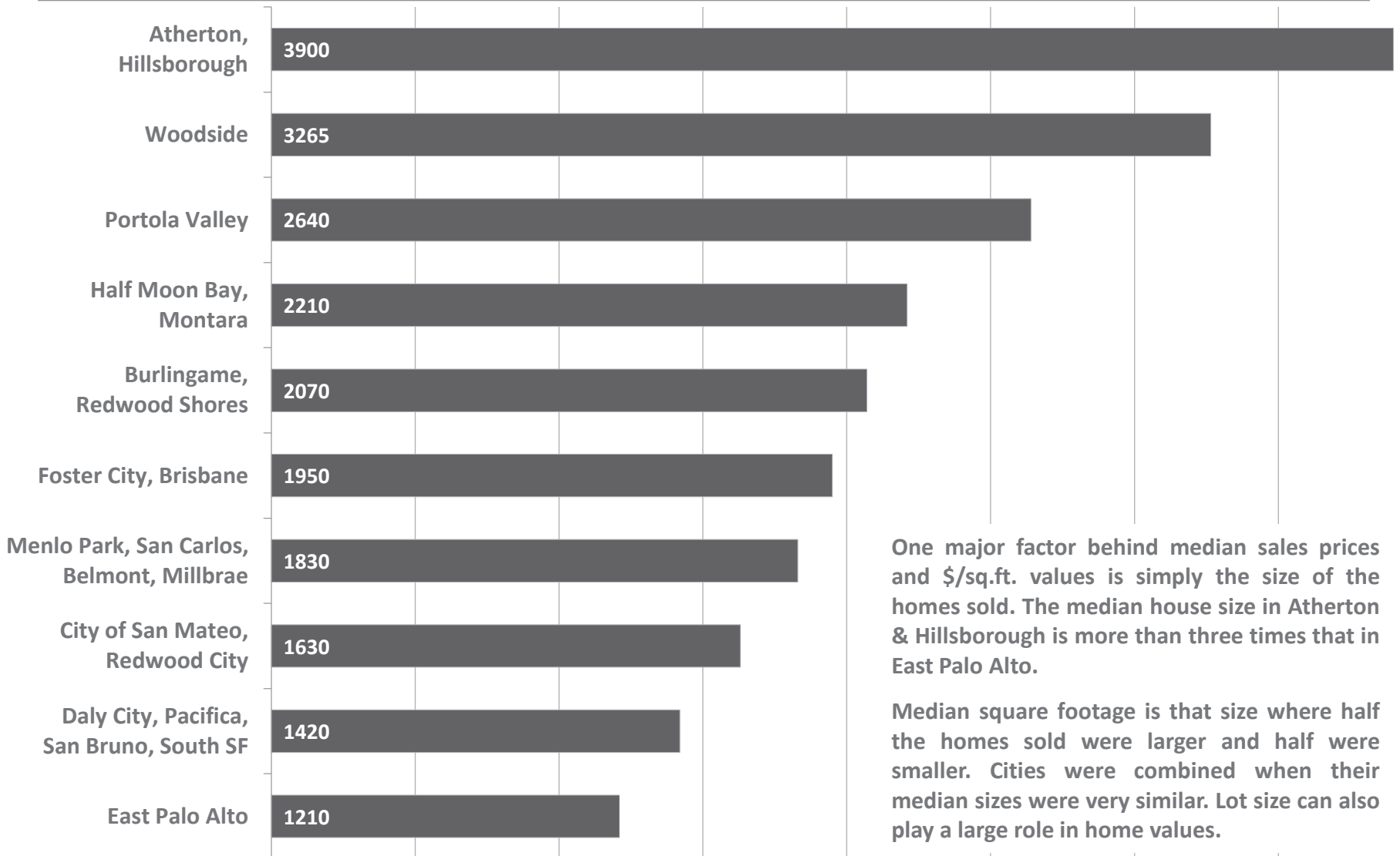
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

San Mateo County Home Sizes

Median Detached-House Square Footage

Sales reported to MLS,
1/1/18 - 10/31/19*



One major factor behind median sales prices and \$/sq.ft. values is simply the size of the homes sold. The median house size in Atherton & Hillsborough is more than three times that in East Palo Alto.

Median square footage is that size where half the homes sold were larger and half were smaller. Cities were combined when their median sizes were very similar. Lot size can also play a large role in home values.

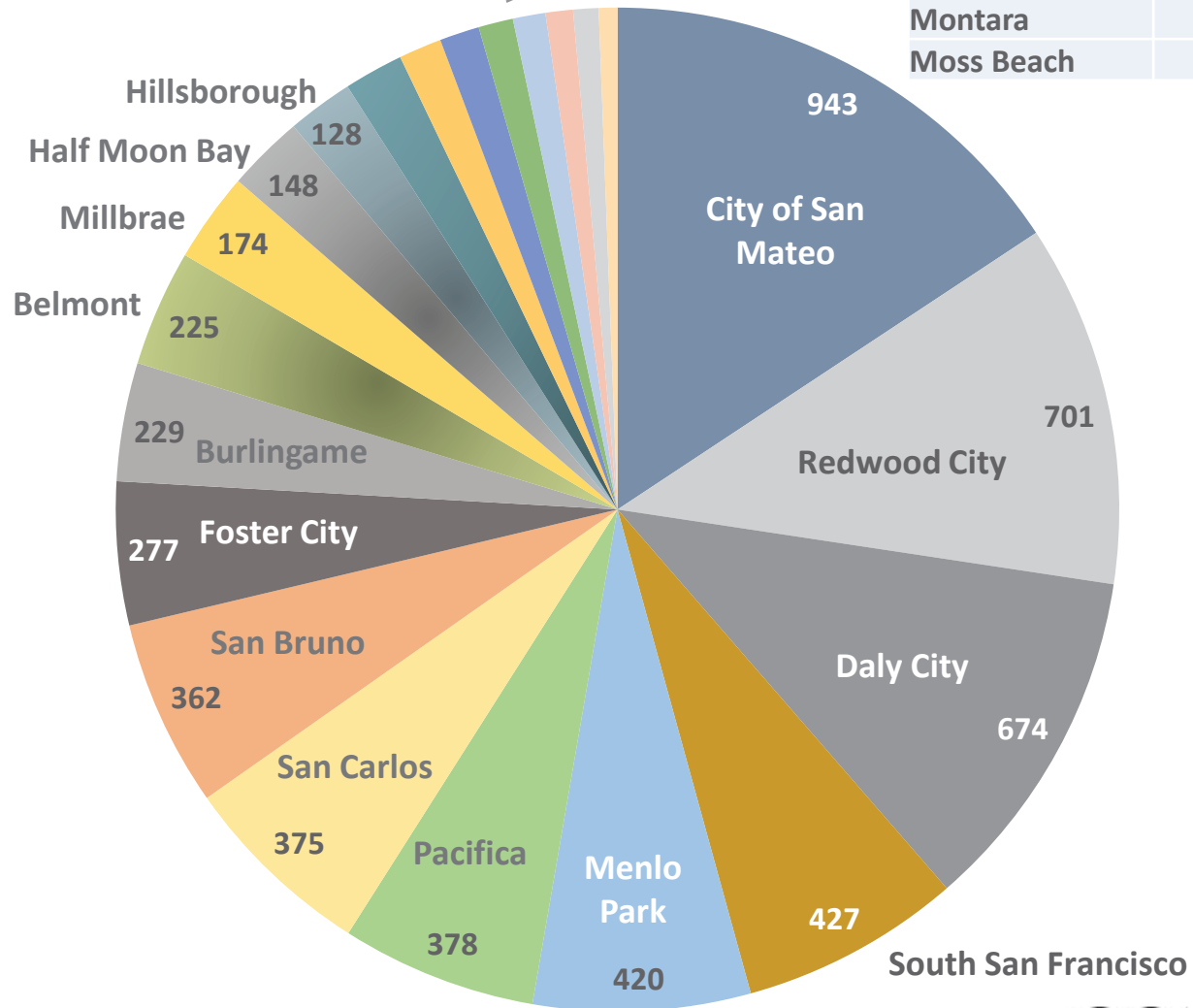
*MLS sales of detached houses. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

San Mateo County Unit Home Sales

2019 House & Condo Sales by City

Approximate annual sales volumes

East Palo Alto	115
Redwood Shores	83
Brisbane	77
Atherton	67
Woodside	63
Portola Valley	53
Montara	49
Moss Beach	36



12 months sales reported to MLS. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

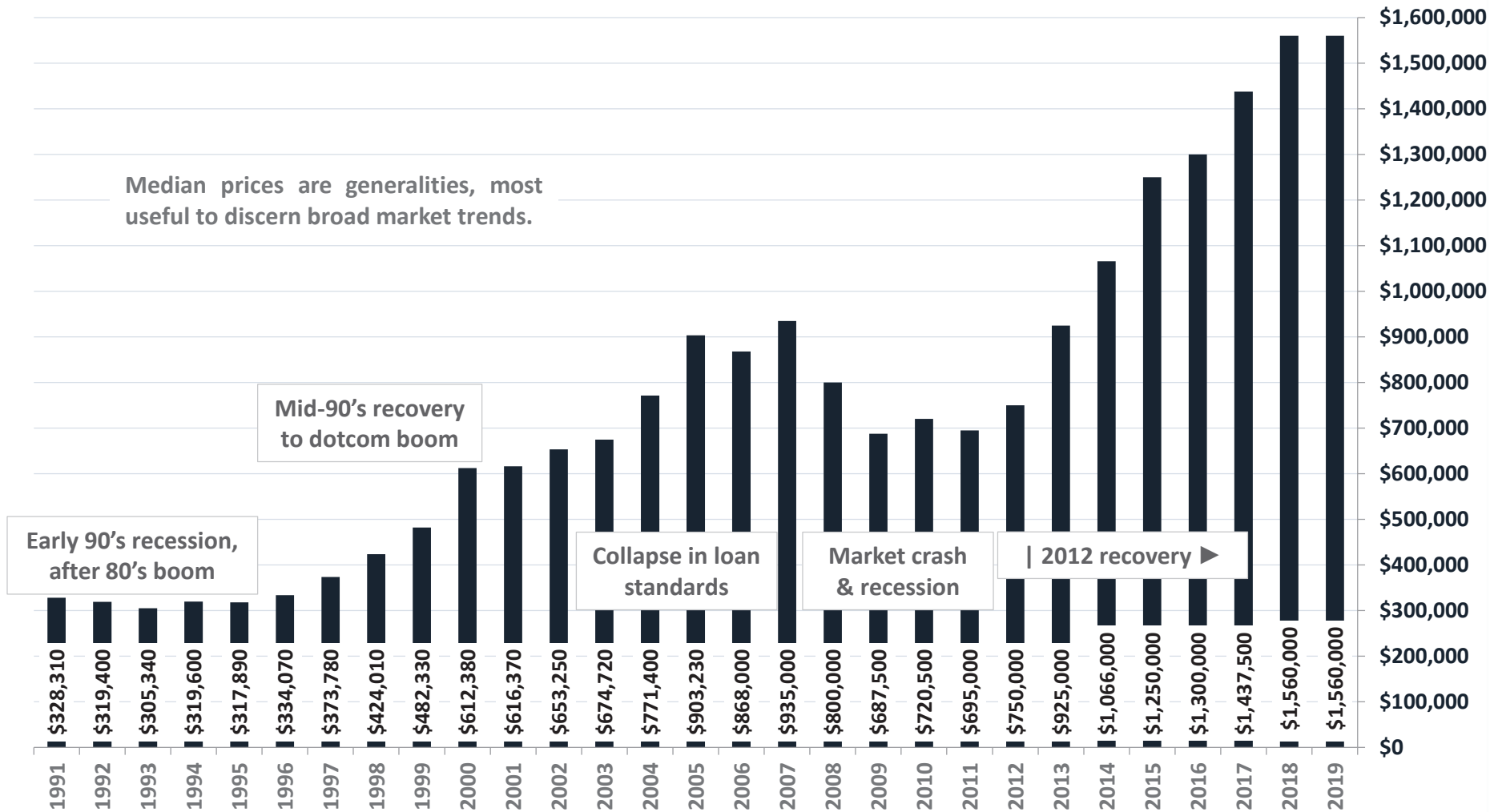
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San Mateo County Home Price Appreciation

Median House Sales Prices by Year since 1991

Sales reported to MLS

Median prices are generalities, most useful to discern broad market trends.

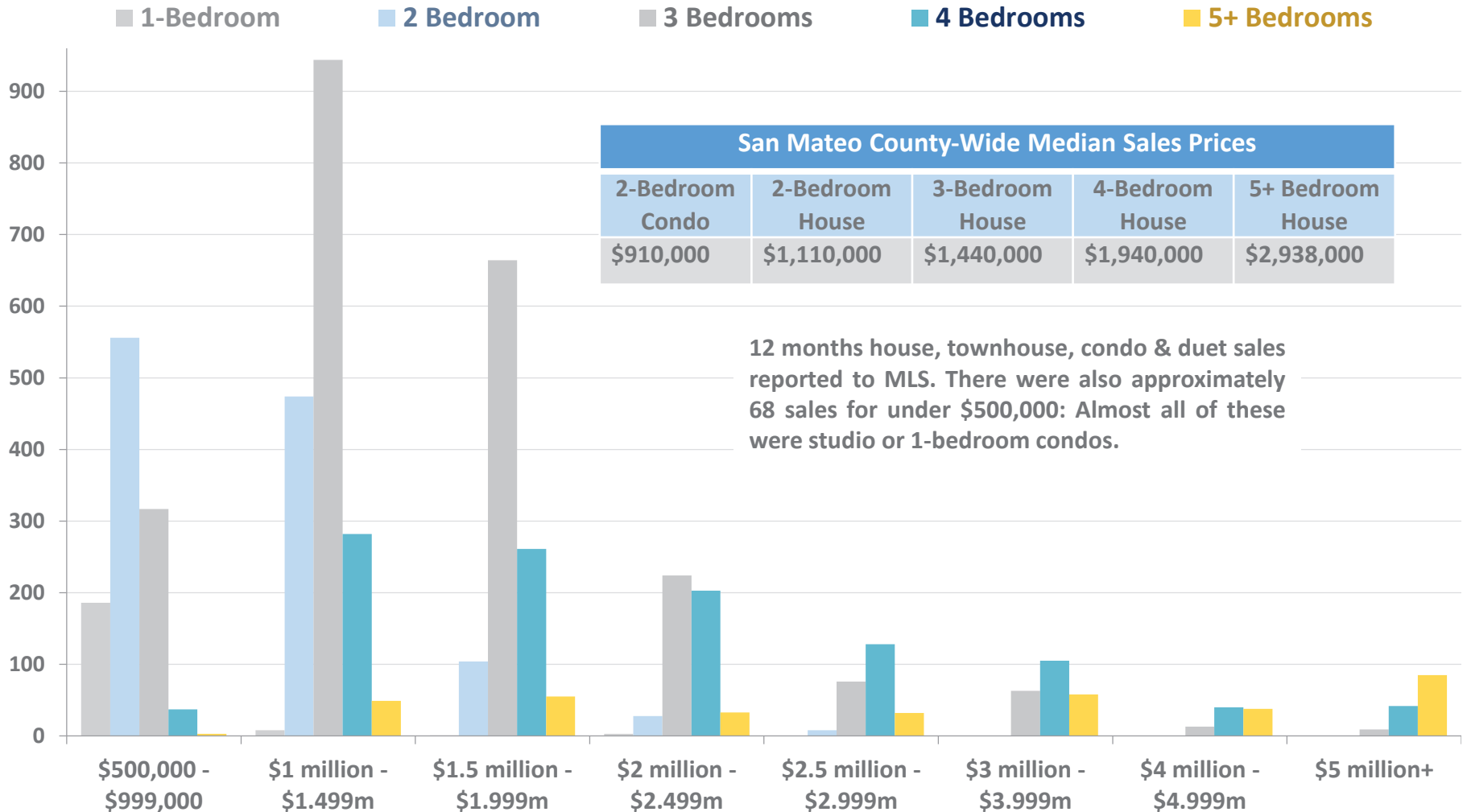


Median sales figures can be affected by other market factors besides changes in fair market value. Per MLS & CA Association of Realtors for existing single family dwellings. Analysis may contain errors and subject to revision.



San Mateo County Home Sales

2019 Sales by Price Segment & Bedroom Count



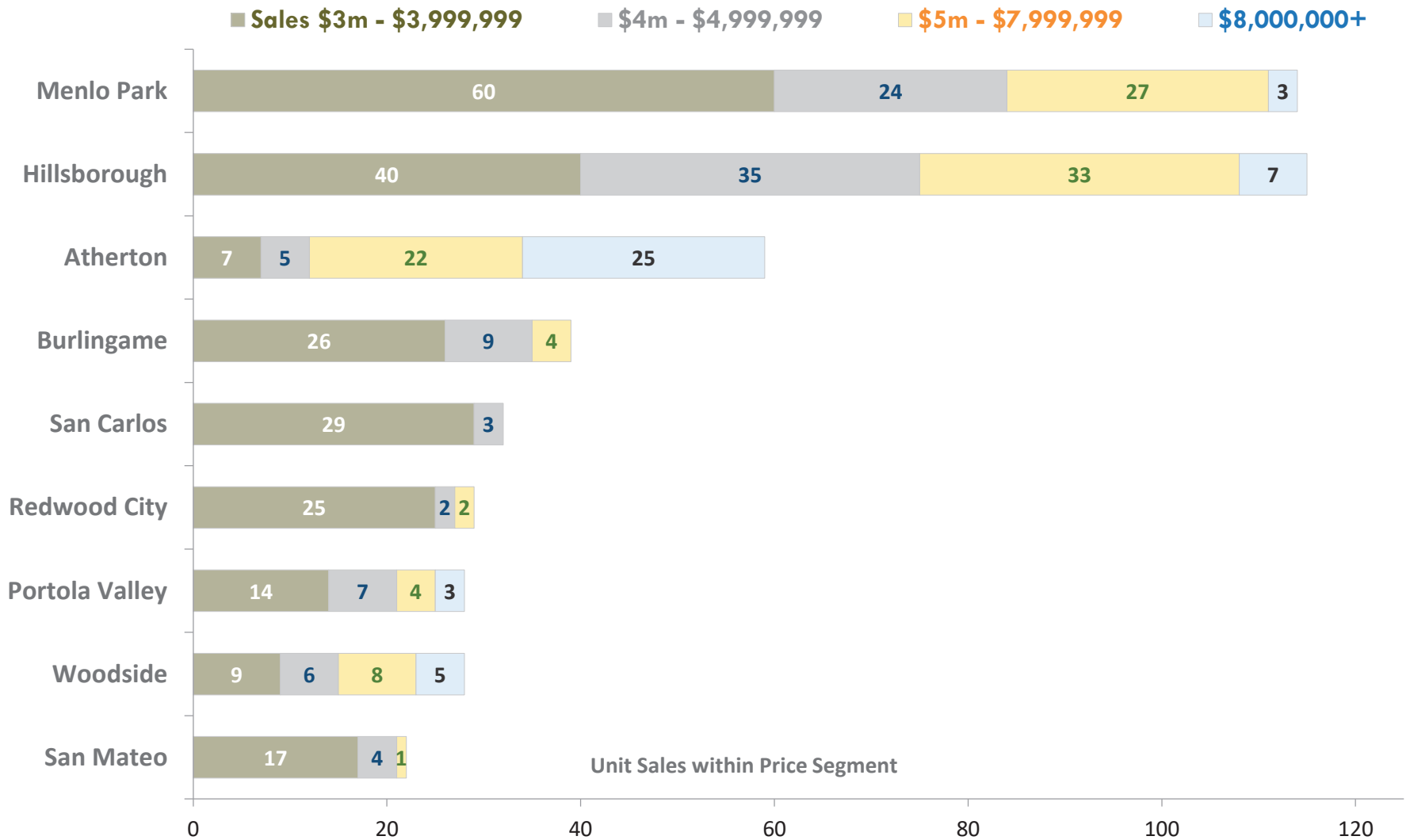
12 months sales reported to MLS. Less than 5 sales in a segment were not charted. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



San Mateo County Luxury Home Market – by City

2019 Sales, Sales Prices of \$3,000,000+

Sales reported to MLS



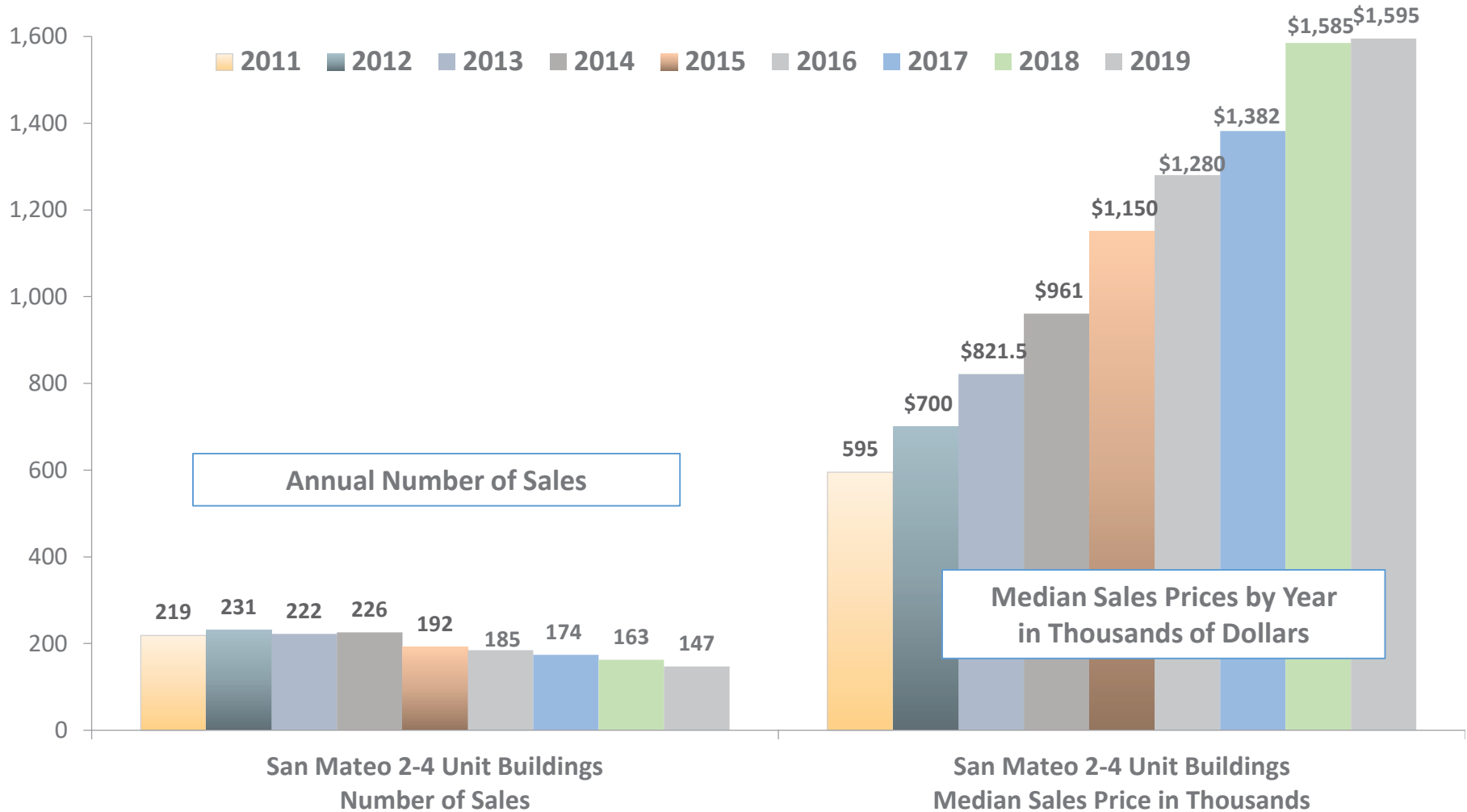
Sales reported to MLS. Not all luxury home sales are reported to MLS. This does not include every sale in every city, but concentrates on cities with the most sales. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



San Mateo County 2-4 Unit Building Market

Annual Sales Volume & Median Sales Prices

Residential 2-4 unit building sales reported to MLS



Sales reported to MLS. These values are generalities reflecting sales of a wide variety of buildings in locations of differing values. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximations.

