Inventory continues to expand. It has been higher than the year before ten months in a row. Last month, it was up 51.9% over last year.

Days of Inventory, or the amount of time it would take to sell all homes for sale divided by how many homes have sold, was down to 42 days.

As of April 5th, there were 398 homes for sale in San Mateo County. The average since January 2003 is 1,287.

It is taking twenty-eight days to sell a home. That is the time from when a home is listed to when it goes into contract.

Prices for re-sale condos were up last month from the month before but they were down year-over-year.

Condo sales dropped 22.9% year-over-year.

Inventory continues to expand. It has been higher than the year before eight months in a row.

As of April 5th, there were 107 condos for sale in San Mateo County. The average since January 2003 is 350.

Days of inventory dropped to thirty-five. It is taking thirty days to sell a condo.

If you are planning on selling your property, call me for a free comparative market analysis.

For a focused review (your city, your neighborhood) of current and historical market trends go to http://avi.rereport.com/market_reports

San Mateo County Homes: Sales Price/Listing Price Ratio

<table>
<thead>
<tr>
<th>Month</th>
<th>Price Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan</td>
<td>107%</td>
</tr>
<tr>
<td>Feb</td>
<td>109%</td>
</tr>
<tr>
<td>Mar</td>
<td>108%</td>
</tr>
<tr>
<td>Apr</td>
<td>108%</td>
</tr>
<tr>
<td>May</td>
<td>109%</td>
</tr>
<tr>
<td>Jun</td>
<td>111%</td>
</tr>
<tr>
<td>Jul</td>
<td>112%</td>
</tr>
<tr>
<td>Aug</td>
<td>113%</td>
</tr>
<tr>
<td>Sep</td>
<td>114%</td>
</tr>
<tr>
<td>Oct</td>
<td>115%</td>
</tr>
<tr>
<td>Nov</td>
<td>116%</td>
</tr>
<tr>
<td>Dec</td>
<td>117%</td>
</tr>
</tbody>
</table>
March 29, 2019 — "In like a lion, out like a lamb" is an old saying about the weather in March. Given that 30-year fixed mortgage rates are ending the month more than a third of a percentage point below where they began (not to mention they are now at 15-month lows), this old aphorism might be applied to mortgage rates this month, too.

Relentless pessimism in financial markets about prospects for growth, benign and perhaps dwindling inflation and accommodating central banks around the globe have all contributed their part to the decline in longer term interest rates. In turn, long-term fixed mortgage rates fell nearly a quarter-percent in just the past week.

Six months ago, the Fed was raising interest rates and trimming its balance sheet and projecting more of the same, and the markets were generally sanguine; three months ago the Fed was raising rates and trimming its balance sheet projecting more of the same, but markets turned decidedly unhappy. In the most recent three months, we’ve come to see the economy slow and be interrupted by a partial government shutdown, fomenting a 180-degree turn by the Fed, who now looks to leave rates alone for some time and will end balance-sheet reductions before long.

After an unexpected flare higher in January, housing starts fell back to trend in February, posting an 8.7% month-to-month decline and landing at 1.162 million (annualized) units under construction. Starts of single-family homes slumped from 907K annualized to just 805K, but this is roughly on par with figures from November and December. Conversely, multifamily construction rebounded, with this smaller market segment putting in a 17.8% increase to 357,000 units started. Permits for future building eased by 1.6%, a second small decline, landing a

San Mateo County Homes - Median & Average Prices & Sales
(3-month moving average—prices in $000's)
San Mateo County Condos - Median & Average Prices & Sales
(3-month moving average—prices in $000’s)
Is NOW a good time to buy your Silicon Valley Home?
For more information go to http://urban.realtor/home-buyers-seminar/

1.296 million (annual) units planned. All in all, not a great report, but of course reflective of the difficult period from which we seem to be emerging... and of course, winter months aren't often the best for construction.

That said, some optimism about housing should have come from the report on sales of new homes for February. A 4.9% increase in sales was tallied for the month, and as these sales are logged when a contract is signed, it is a figure reflective of recent demand. The increase pushed the annualized rate of sale back up to 667,000 homes sold, the highest such figure since March 2018, and a second consecutive month of rising sales. Relative to the slower rate of construction above, the increase in sales depleted inventories of unsold homes closer to normal, trimming months of stock from 6.5 in January to 6.1 in February, and importantly, the number of actual units available (340,000) has now declined for the last two months as well. With mortgage rates dropping, odds favor that we'll see firmer sales as the traditional housing season takes off, and that in turn we'll see building activity pick back up again.

Mortgage rates are down and consumers are noticing. Even without this week's drop in rates, applications for both purchase and refinancing are running at the best levels in a year, according to the Mortgage Bankers Association of America, and that doesn't even yet reflect the considerable decline in rates from this week.

Of course, by the time the news hits the headlines and consumers digest it and react, markets are already changing. Although not a huge rebound, the underlying interest rates that influence fixed-rate mortgages have firmed up in the last couple of days. As such, we expect that the big decline in rates reported this week -- the largest one-week drop in 10 years' time -- will be partially eradicated with a small rise in rates next week. At the moment, we're of the mind that the increase will be 5-7 basis points, but with a slew of new data on tap to drive the markets in the next four days, there's a chance for a bit more or less.

The Silicon Valley’s Real estate market is a derivative of the local economy–it prospers and withers depending on how well the local innovation-based sector performs. The San Jose Mercury News tracks the performances of the largest 150 publicly traded companies headquartered in Silicon Valley through an index called the SV150, which may be found at www.mercurynews.com. Stocks are valued based on several criteria, but one of the more important criteria is a company’s future earnings. Therefore, I see the SV150 as a leading indicator for Silicon Valley’s real estate market.

Investors Corner

S&P CORELOGIC CASE-SHILLER INDEX SHOWS ANNUAL GAINS LOWEST SINCE 2015

NEW YORK, MARCH 26, 2019 – S&P Dow Jones Indices today released the latest results for the S&P CoreLogic Case-Shiller Indices, the leading measure of U.S. home prices. Data released today for January 2019 shows that the rate of home price increases across the U.S. has continued to slow. More than 27 years of history for these data series is available, and can be accessed in full by going to https://bit.ly/2uSwBOc

Is it time to seriously consider investing in real estate?
Signup for our Real Estate Investment Alerts and you’ll receive my real estate investment opportunities

For City by City Trend Report go to http://avi.rereport.com/market_reports
© 2005-2019 All rights reserved