

HILLSBOROUGH, CA 94010

Report for 8/23/2019

- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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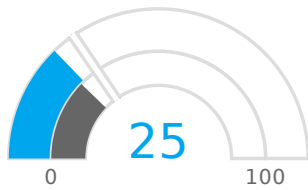


This week the median list price for Hillsborough, CA 94010 is \$5,844,444 with the market action index hovering around 25. This is an increase over last month's market action index of 24. Inventory has held steady at or around 38.

### MARKET ACTION INDEX

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

- Today
- Last Month



### Slight Buyer's Advantage

The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

### REAL-TIME MARKET PROFILE

Median List Price		\$5,844,444
Per Square Foot		\$1,136
Days on Market		146
Price Decreased		29%
Price Increased		0%
Relisted		11%
Inventory		38
Median House Rent		
Most Expensive		\$17,900,000
Least Expensive		\$2,380,000
Market Action Index		<b>25</b>
<b>Slight Buyer's Advantage</b>		

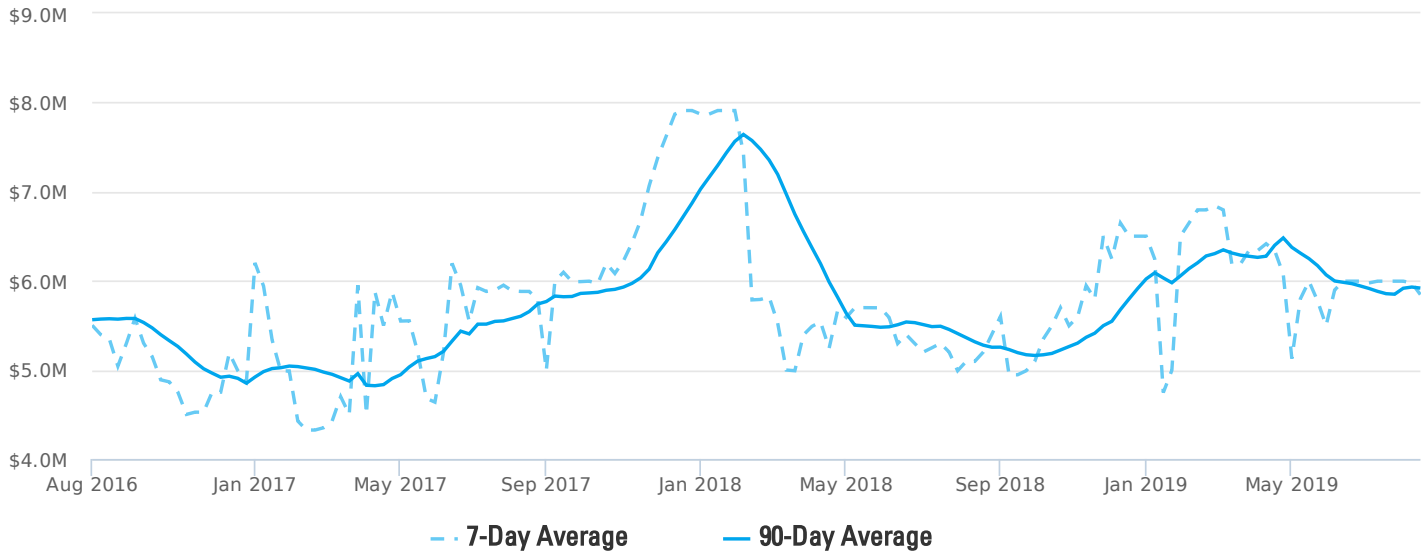
### MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$8,958,000	7,319	0.5 - 1 acre	6	6	69	0	0	160
\$6,888,000	6,746	1 - 2.5 acres	5	6	41	1	1	298
\$5,575,000	4,846	0.5 - 1 acre	5	4	40	2	2	53
\$3,920,000	3,596	0.5 - 1 acre	4	3	51	2	1	91

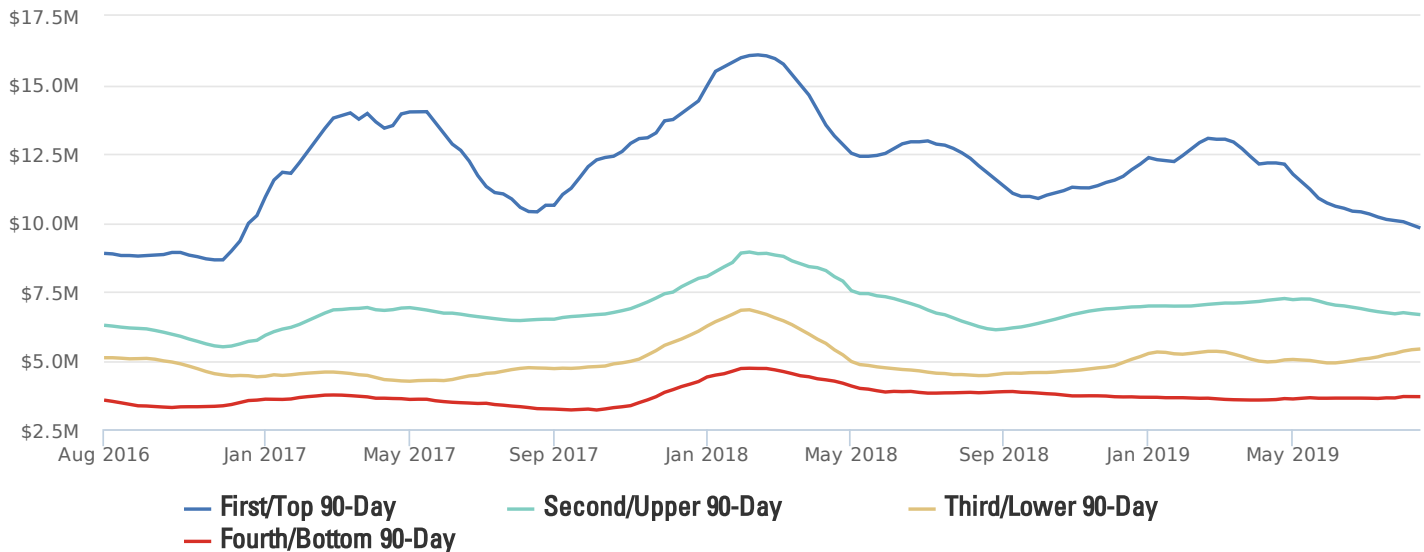
MEDIAN LIST PRICE

Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



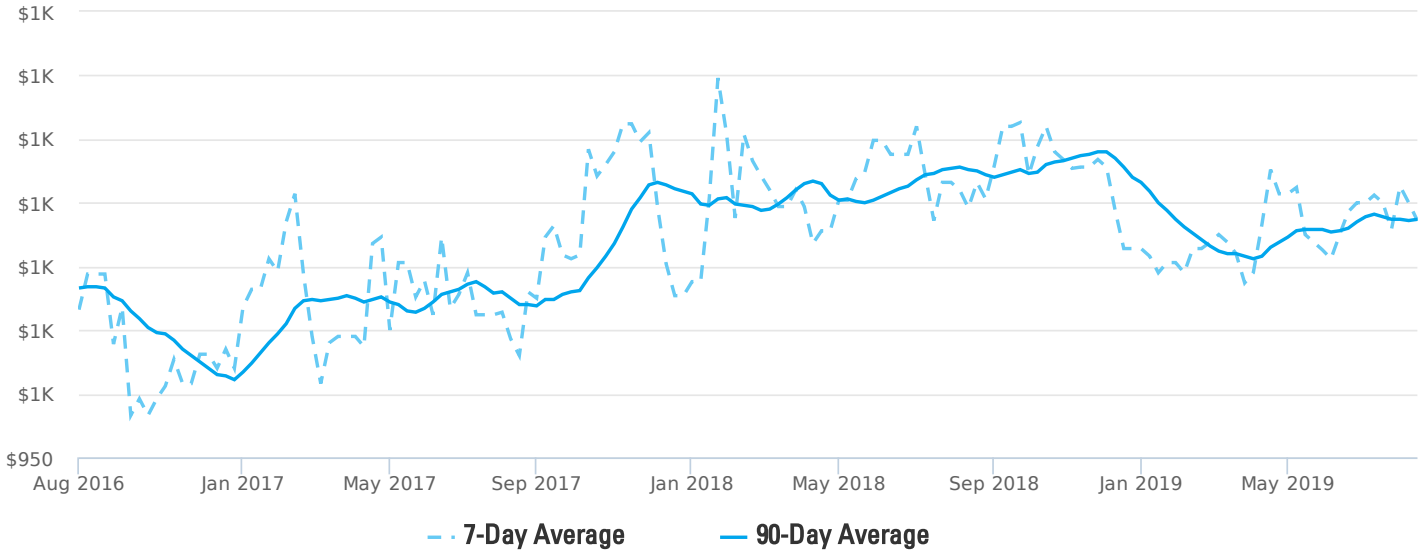
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 3 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



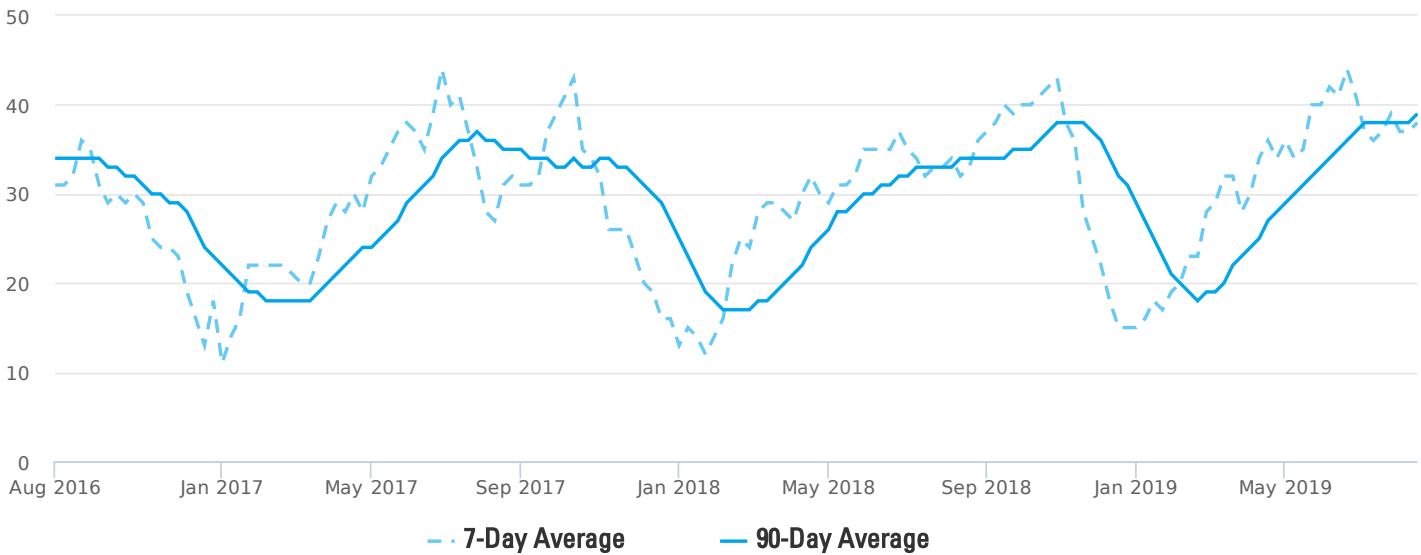
### PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



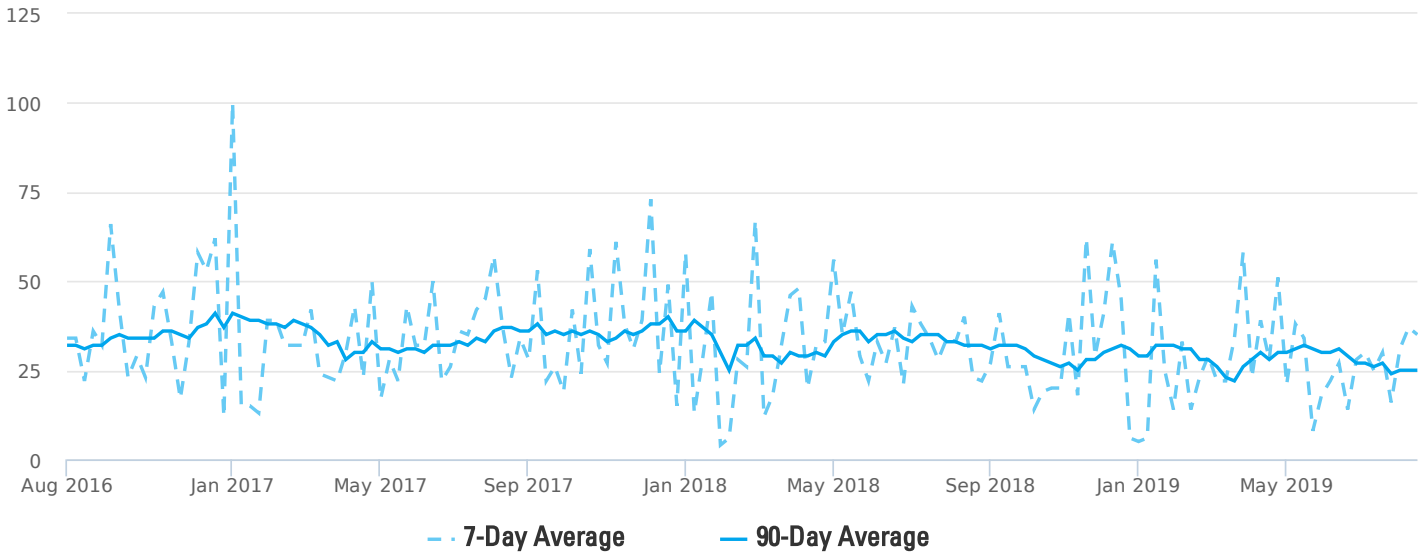
### INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



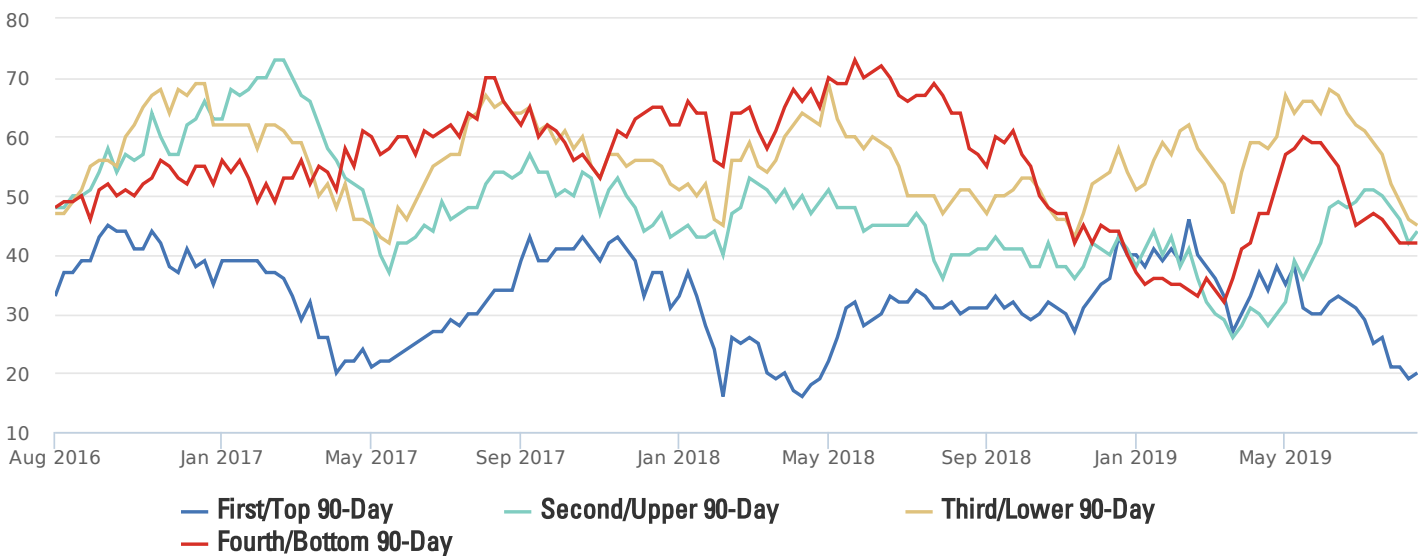
MARKET ACTION INDEX

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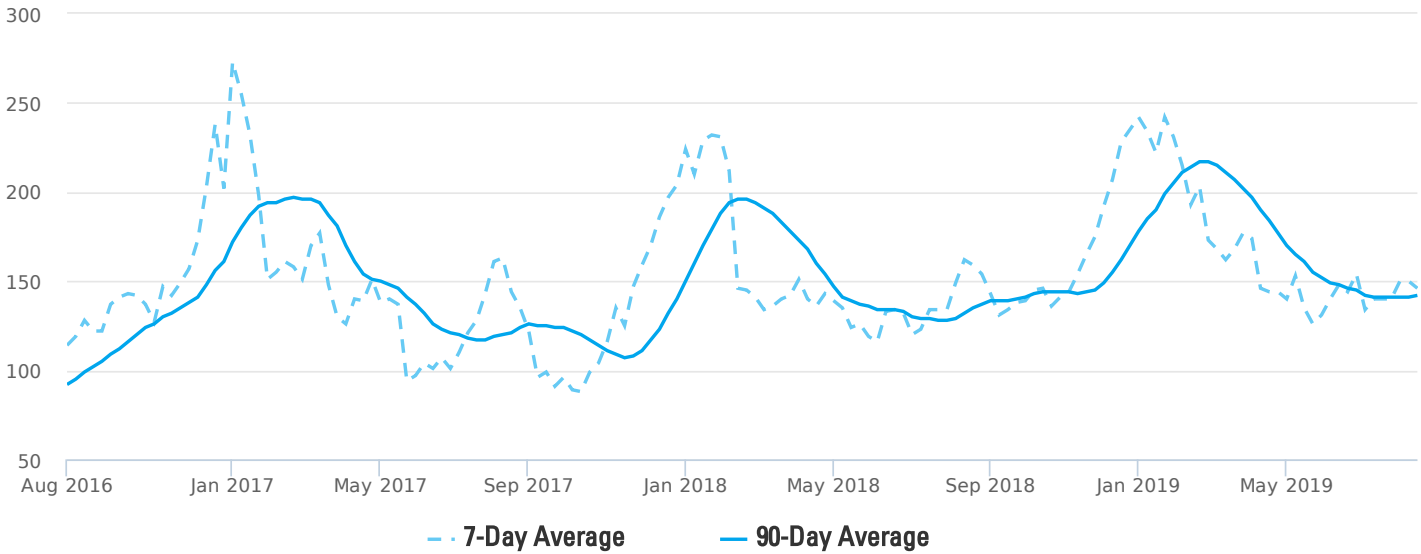
MARKET ACTION SEGMENTS

Three of the four quartiles of this zip code are in the Seller’s Market zone with relatively low amounts of inventory given the current levels of demand. It’s not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



### AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 142 days. Half of the listings have come newly on the market in the past 71 or so days. Watch the 90-day DOM trend for signals of a changing market.



### SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

