

October 2023
San Mateo County
Market Update

H R E G



Overview

October 2023

New Listings

482

+2% Year-over-year

Closed Sales

390

-2% Year-over-year

Average Days-on-Market

25

-14% Year-over-year

Average Price Per SqFt

\$1,064

+3% Year-over-year

Median Sale Price

\$1.65M

+8% Year-over-year

Total Volume

\$853M

+7% Year-over-year

San Mateo County

October 2023

Data includes all single family, townhome, and condominium sales in San Mateo County sourced from MLS listings. The most recent month's data is based on available numbers but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.

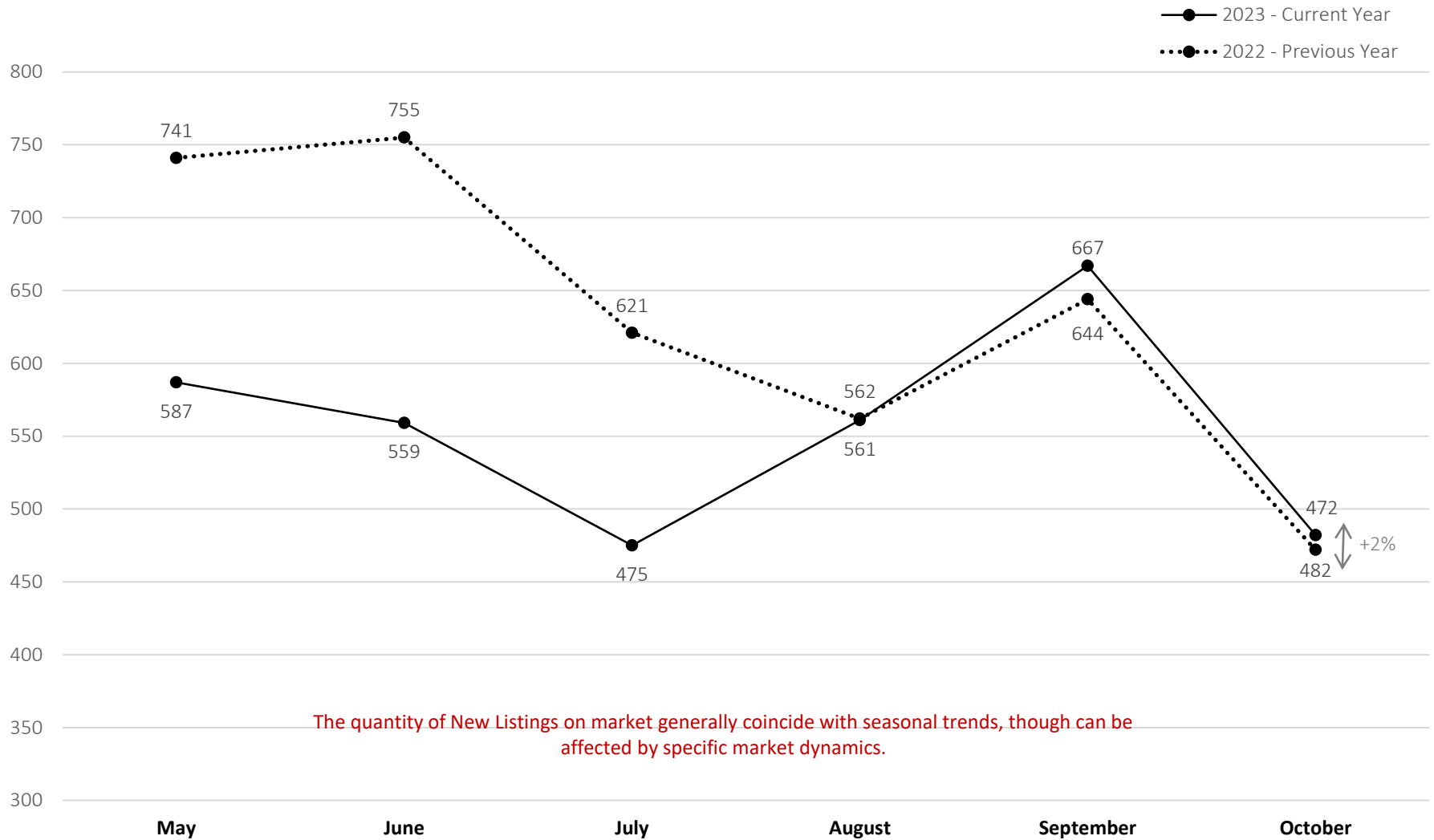


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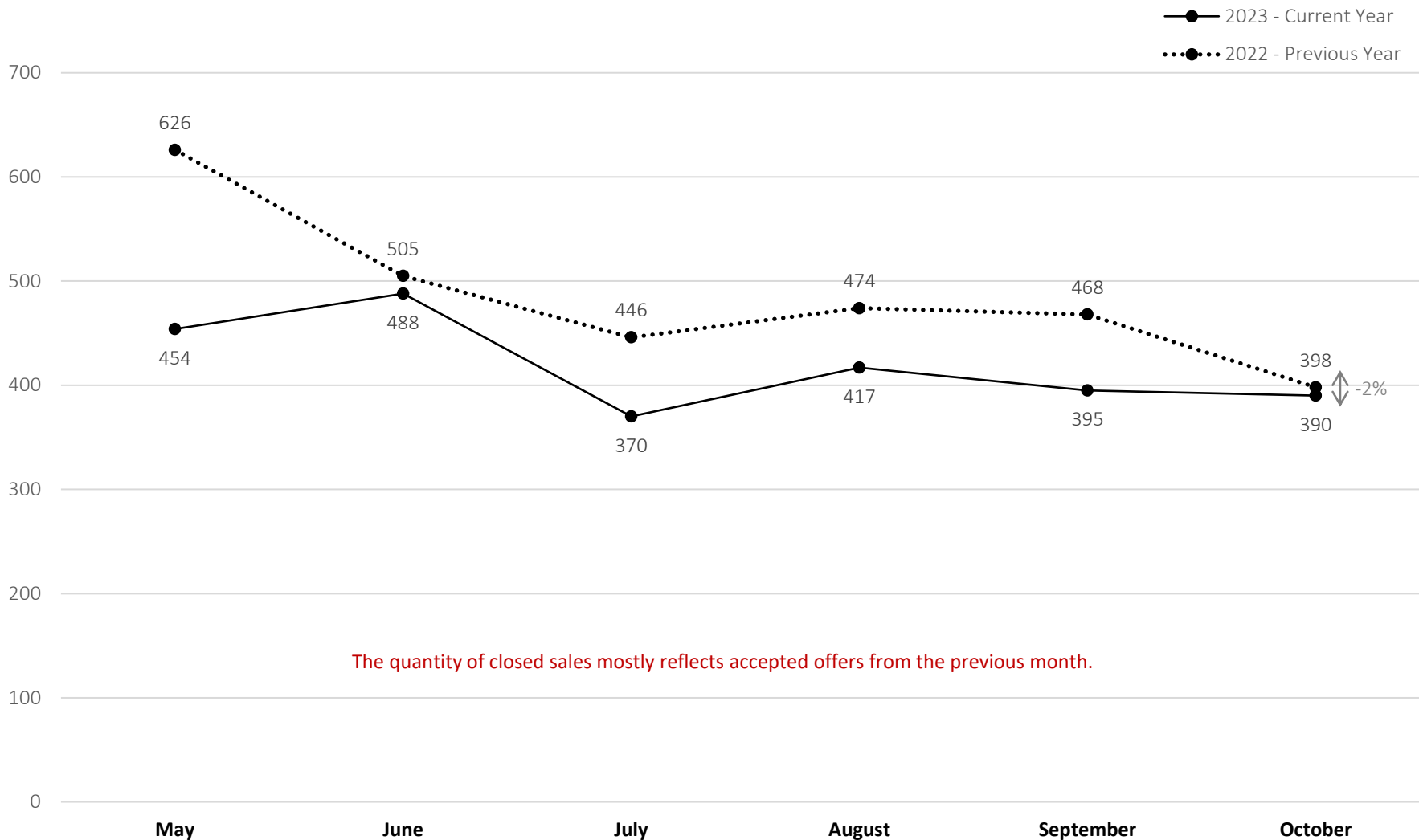
New Listings

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



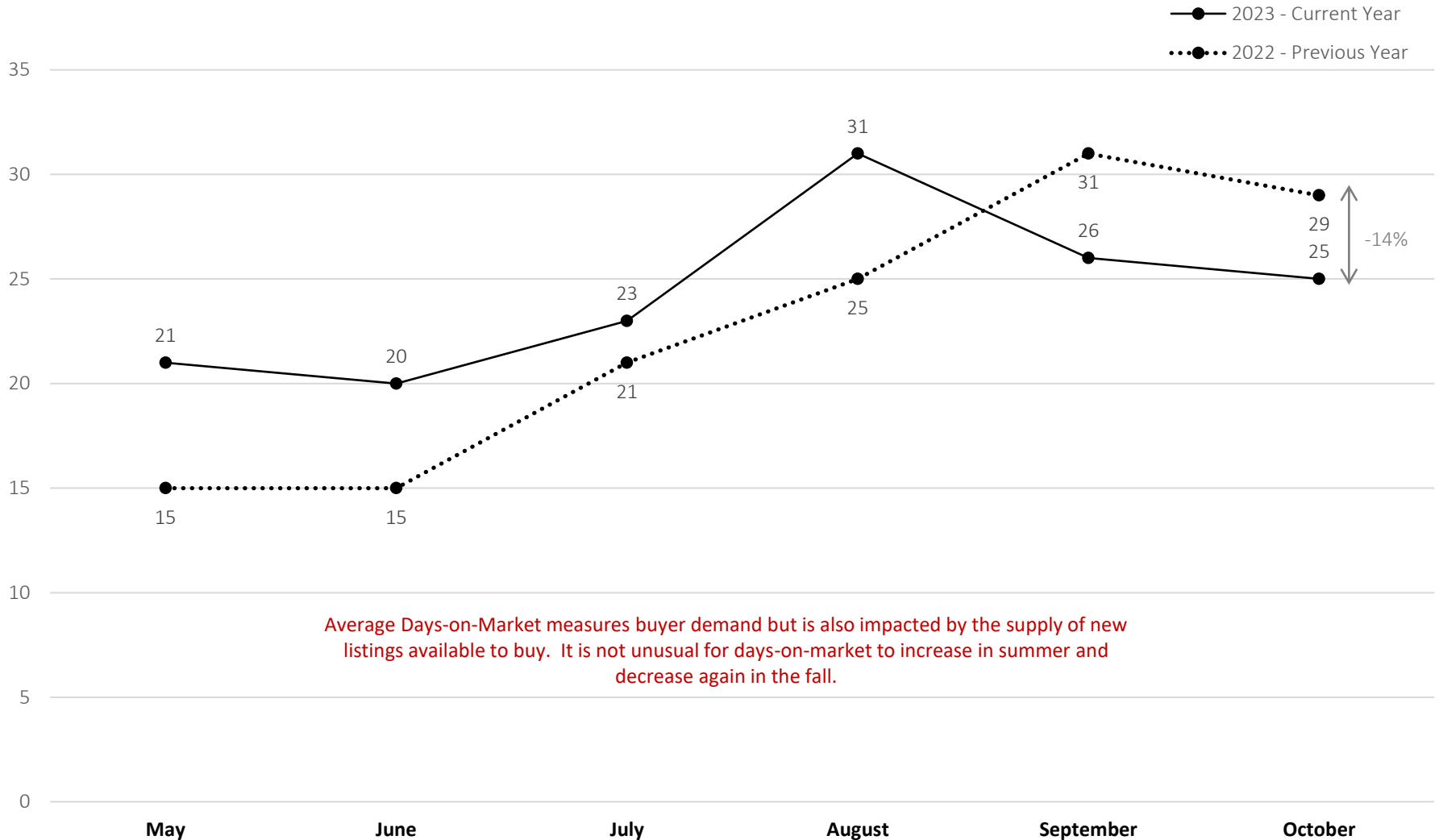
Closed Sales

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



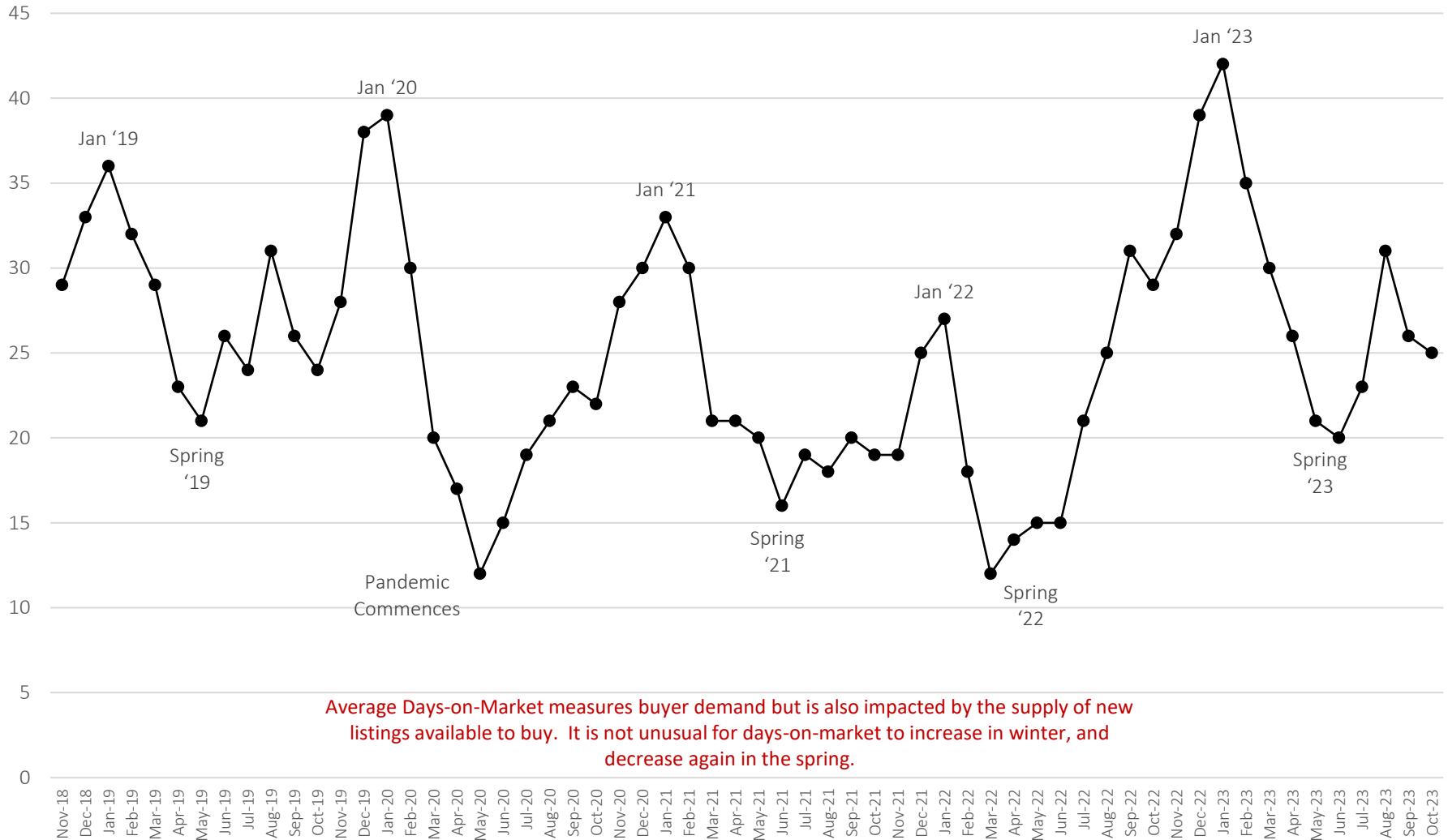
Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



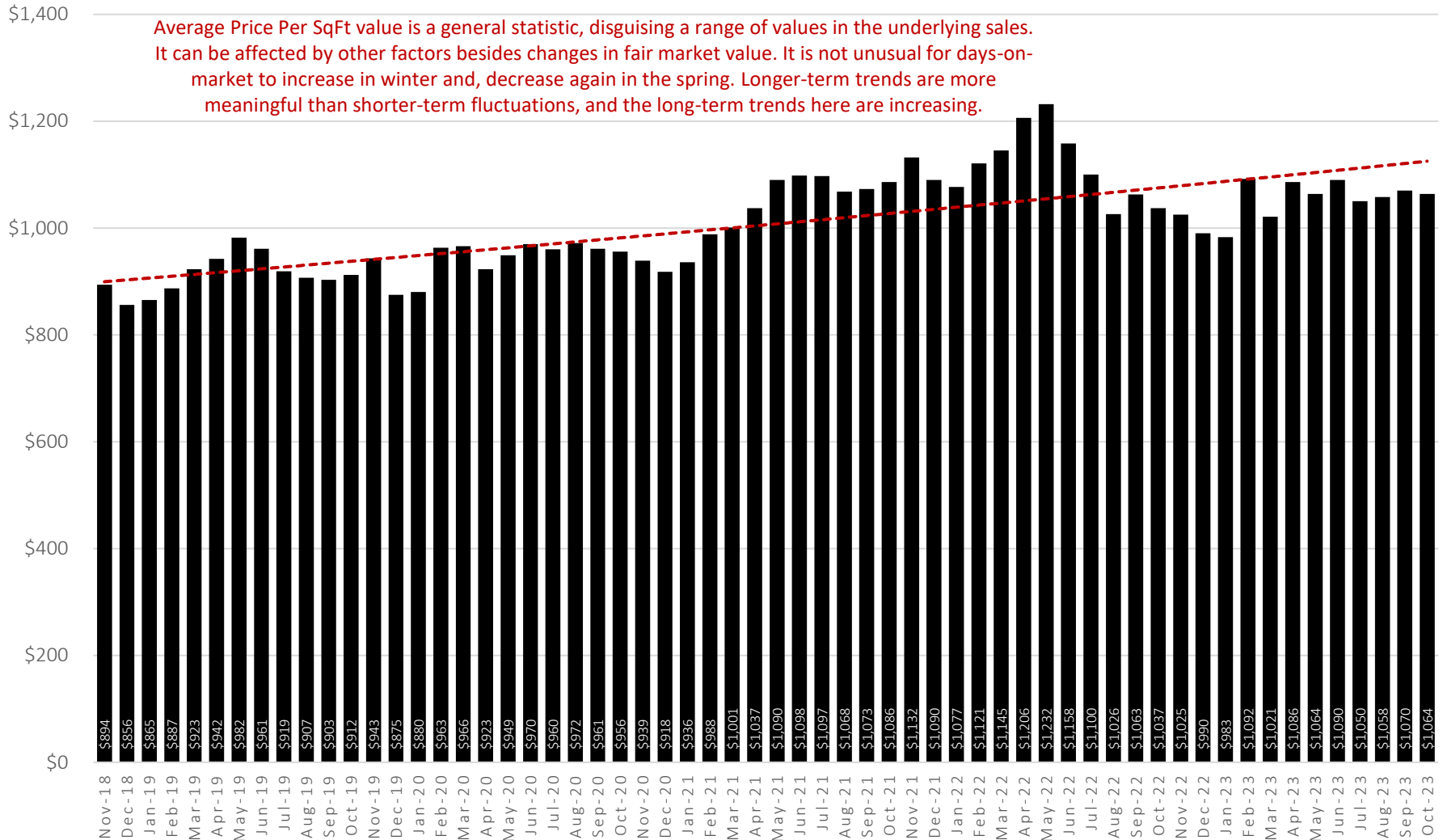
Average Days-on-Market – Market Seasonality

BY MONTH, YEAR-OVER-YEAR, TRAILING 5 YEARS



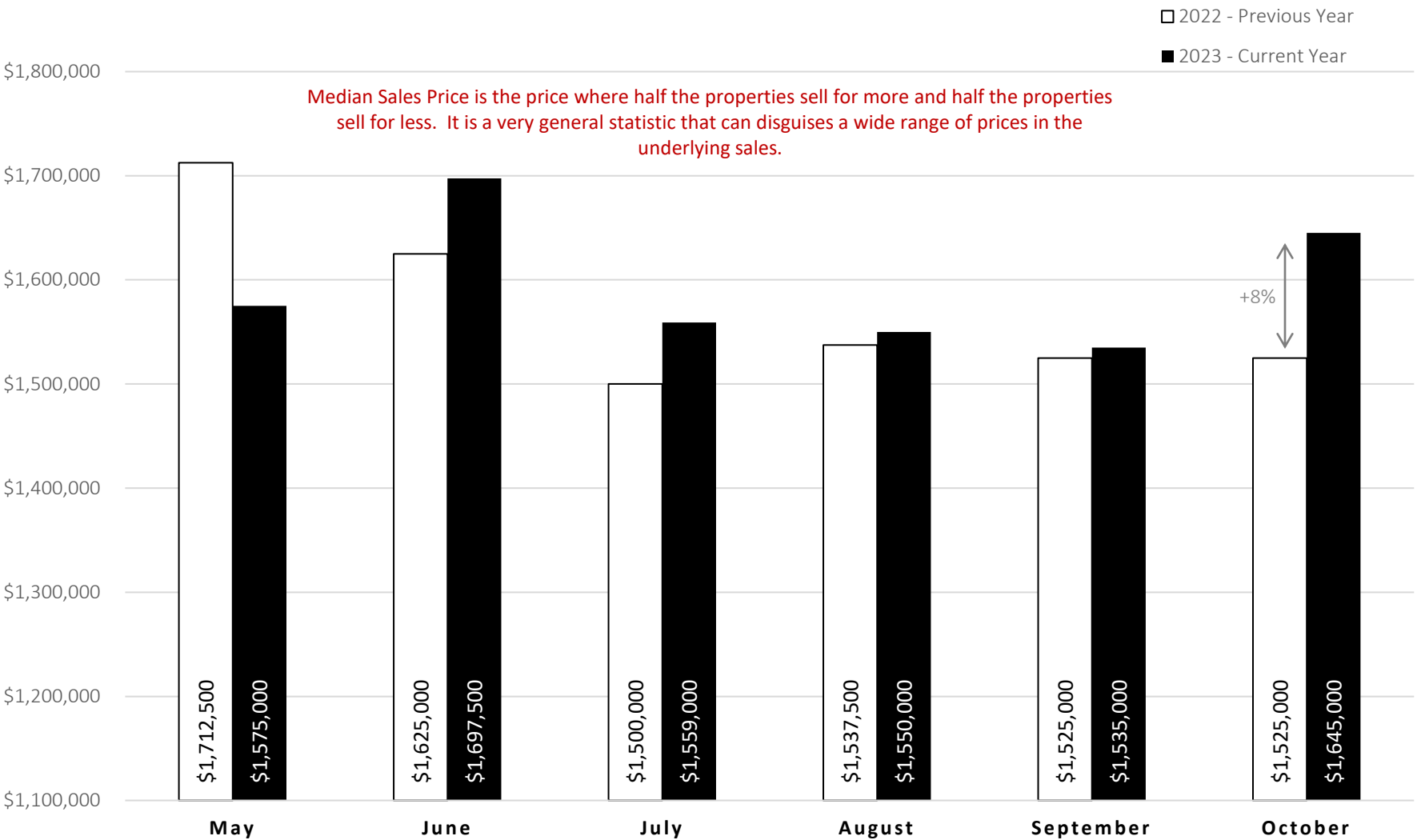
Average Price Per SqFt – Property Value Trends

BY MONTH, TRAILING 5 YEARS



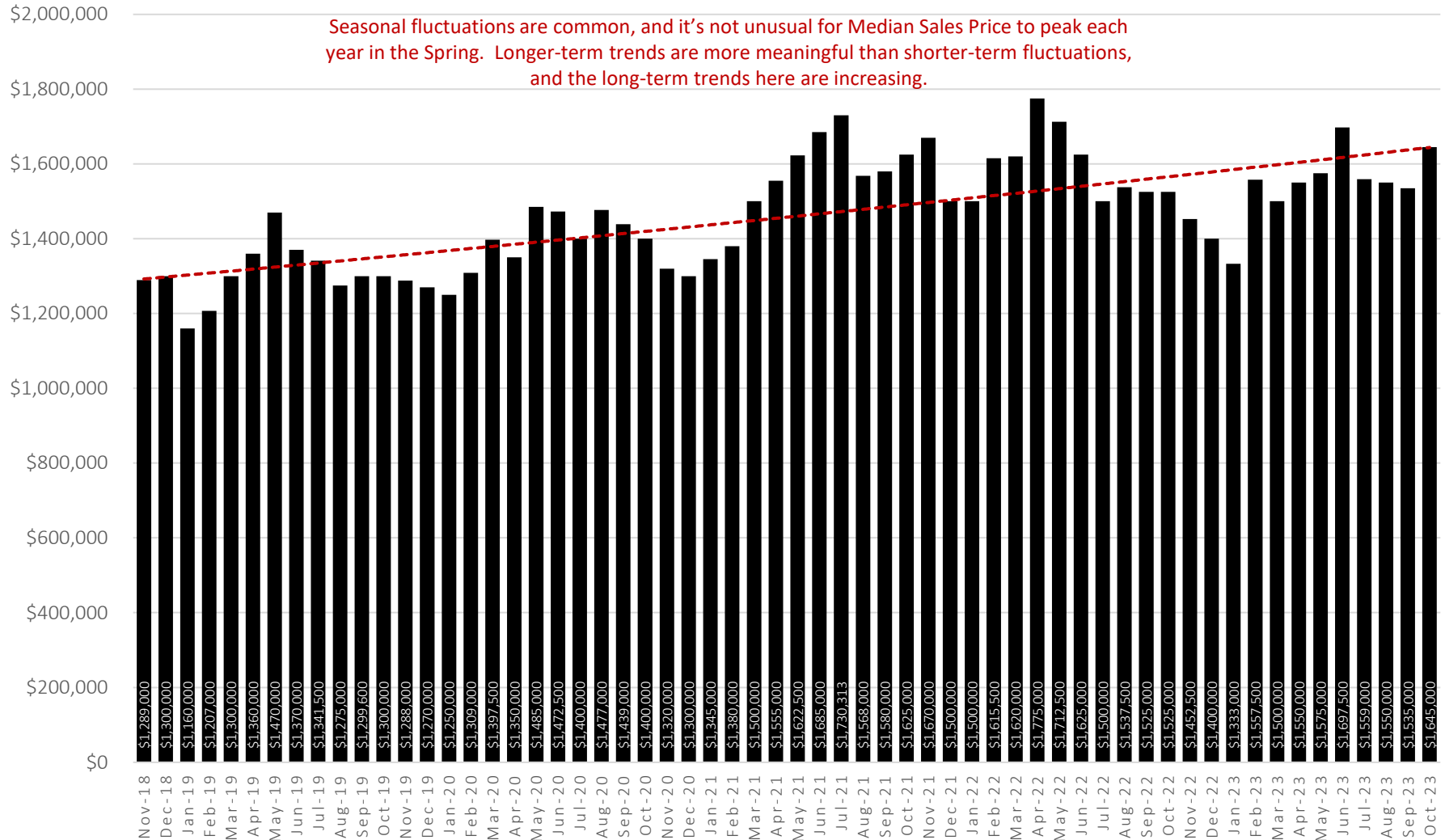
Median Sales Price

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



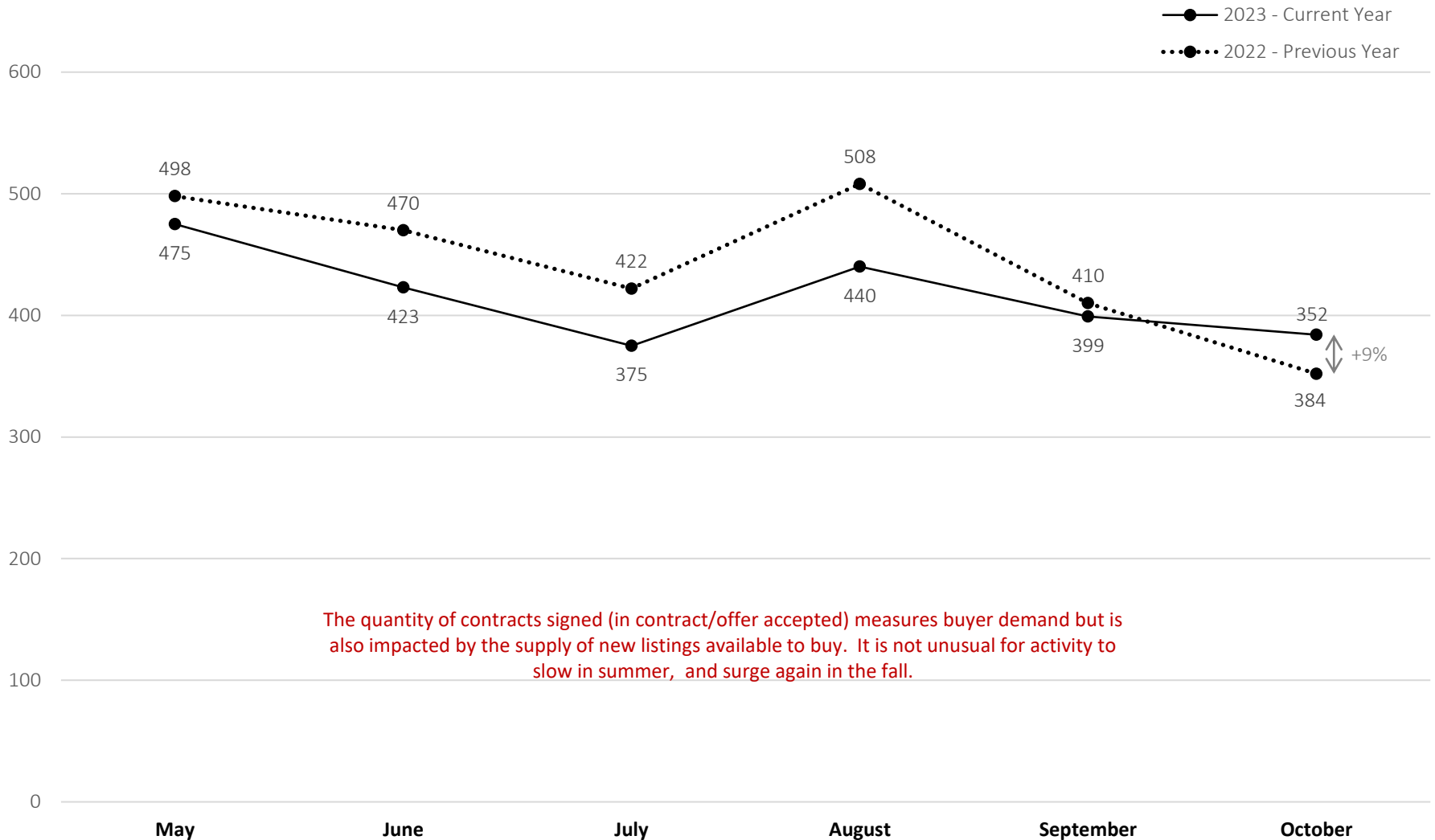
Median Sales Price

BY MONTH, TRAILING 5 YEARS



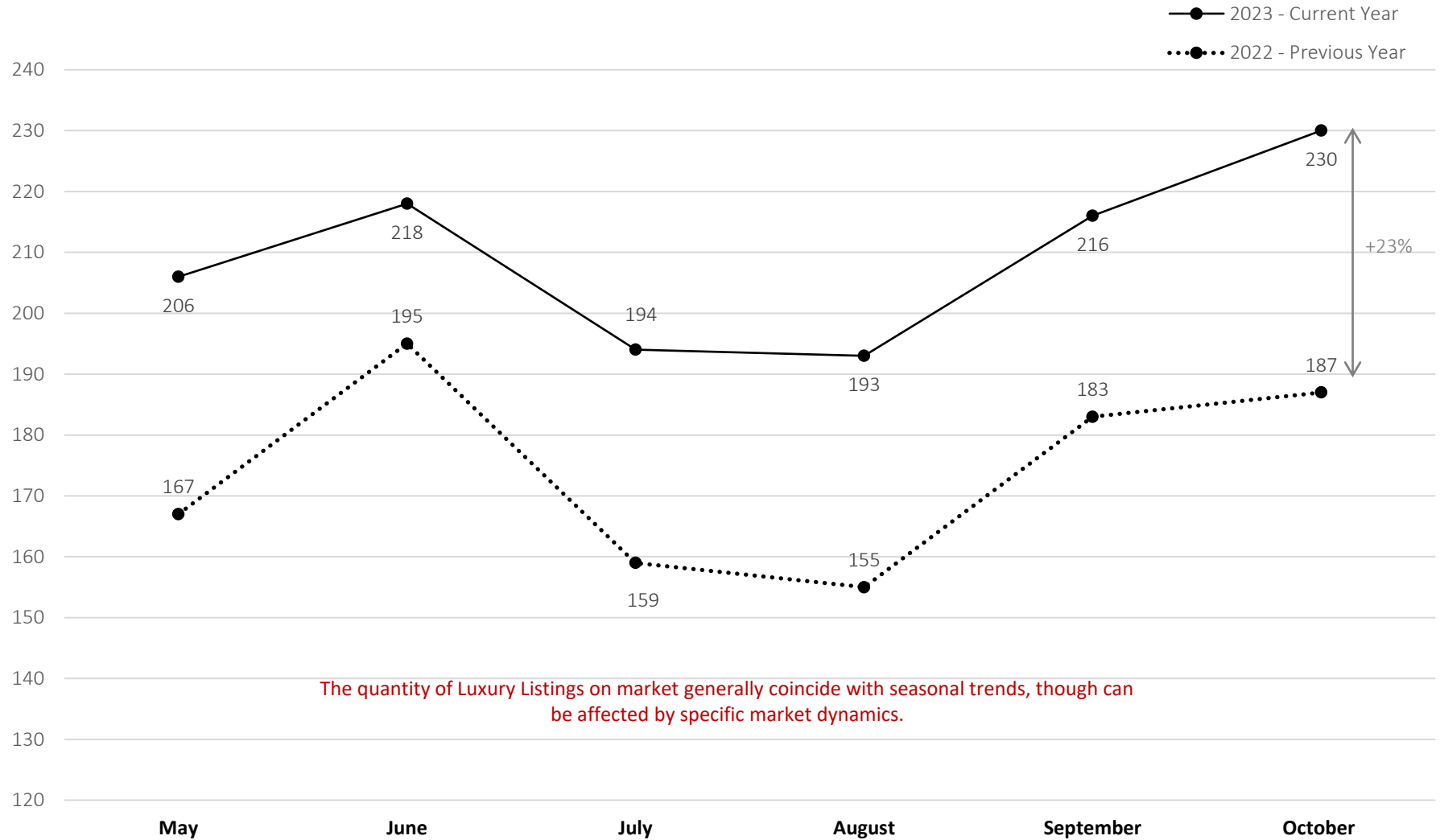
Contracts Signed

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



Luxury Listings for Sale (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



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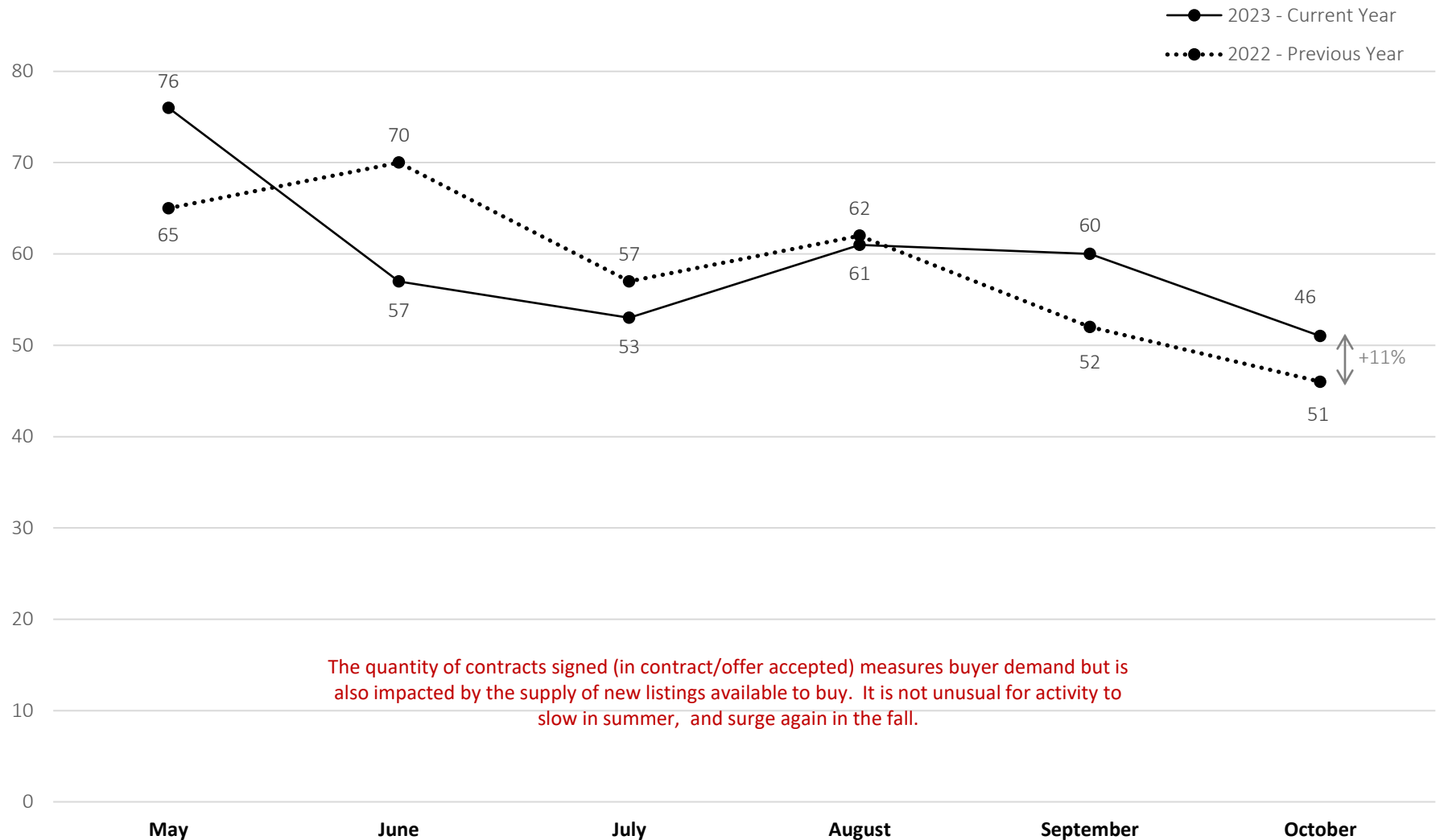


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Luxury Contracts Signed (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



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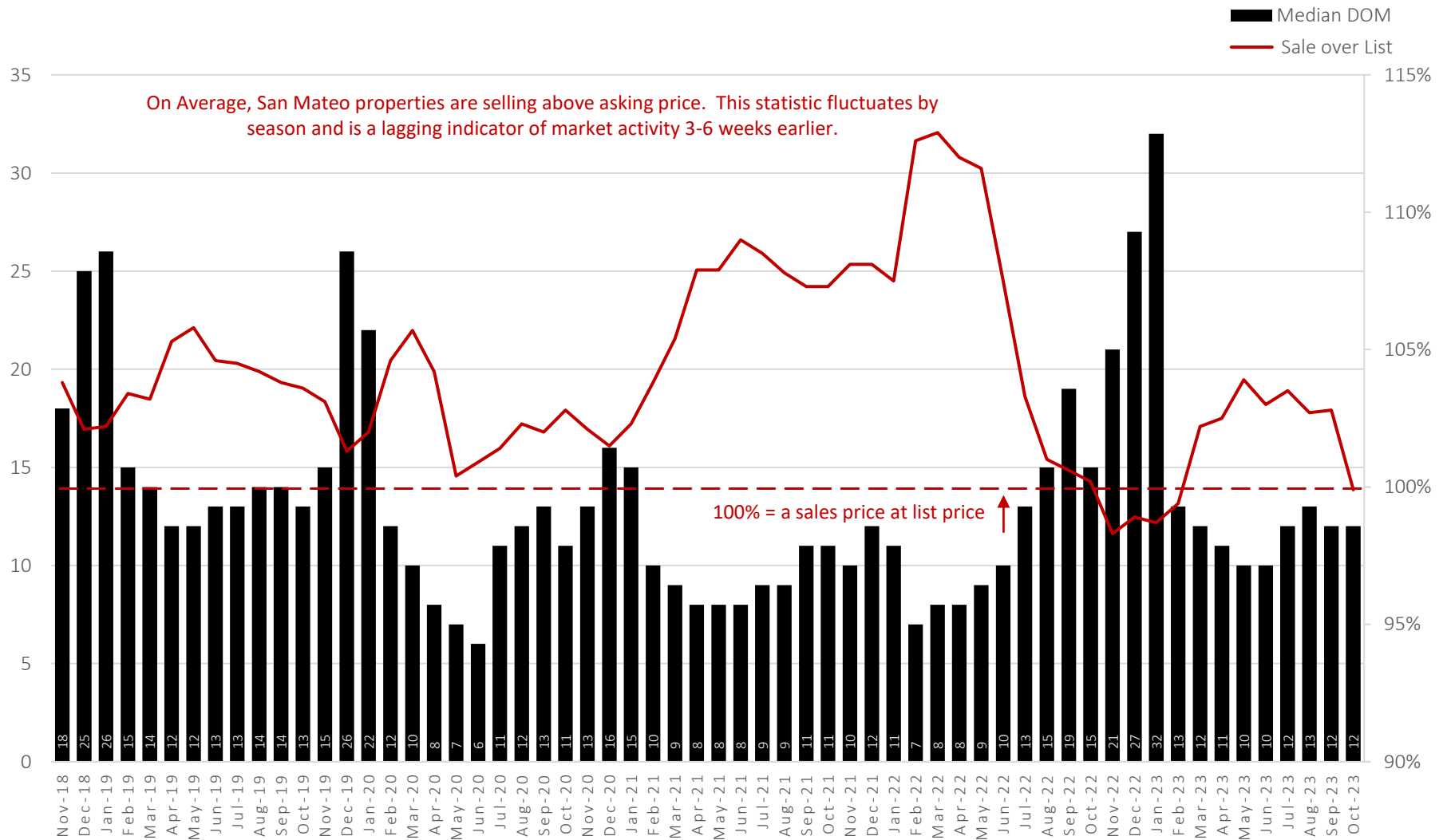


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Median Days-on-Market v. % List Price Received

BY MONTH, TRAILING 5 YEARS



30-Year Fixed Rate Mortgage Average in US

BY WEEK, TRAILING 50 YEARS



San Francisco County
October 2023

Data includes all single family, townhome, and condominium sales in Santa Francisco County sourced from MLS listings. The most recent month's data is based on available numbers but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



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The Hawley Real Estate Group is a professional real estate and design group serving buyers, sellers, and investors of property in the San Francisco Bay Area, spanning San Mateo to Monterrey. The group is comprised of a mother and son realtor team, led by the firm's President and Founder, Mary Hawley. With more than \$65M+ in total sales, the firm closes ~10+ transactions annually. With design and project management experience, the team also specializes in property rehab in order to maximize return. We are approved for the seller finance rehab programs that allow our clients to leverage financing of their rehab through the contractor which is repaid close of escrow.



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Market report prepared by Matthew Hawley