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July 2026 San Mateo County Market Outlook

Data through June 2026

Market Research
COMPASS INTERNATIONAL HOLDINGS

July 2026
Housing Market Report

The Bay Area housing market is the center of national attention this summer. AI-driven wealth has offset persistently higher mortgage rates, pushing demand in a handful of neighborhoods to dramatic levels.

The most intense competition is concentrated in San Francisco itself. In June, 44 homes in the city sold for at least $1 million over asking (see charts, next page). Sales in San Francisco, San Mateo, and Marin are running well above last year's pace.

Other parts of the Bay Area are more exposed to AI's other edge: jobs, inflation, and rates. Most buyers need a mortgage, and rates have stayed elevated — though still below last year's level. Nationally, inflation remains well above what policymakers and bond markets are comfortable with, driven by energy costs, government spending, and quite possibly the AI investment boom itself. Mortgage rates spent another month near 6.5%.

Santa Clara County is feeling a different edge: Bay Area tech companies have cut 58,000 jobs so far in 2026, and in the South Bay, inventory is climbing while average sale prices trail last year.

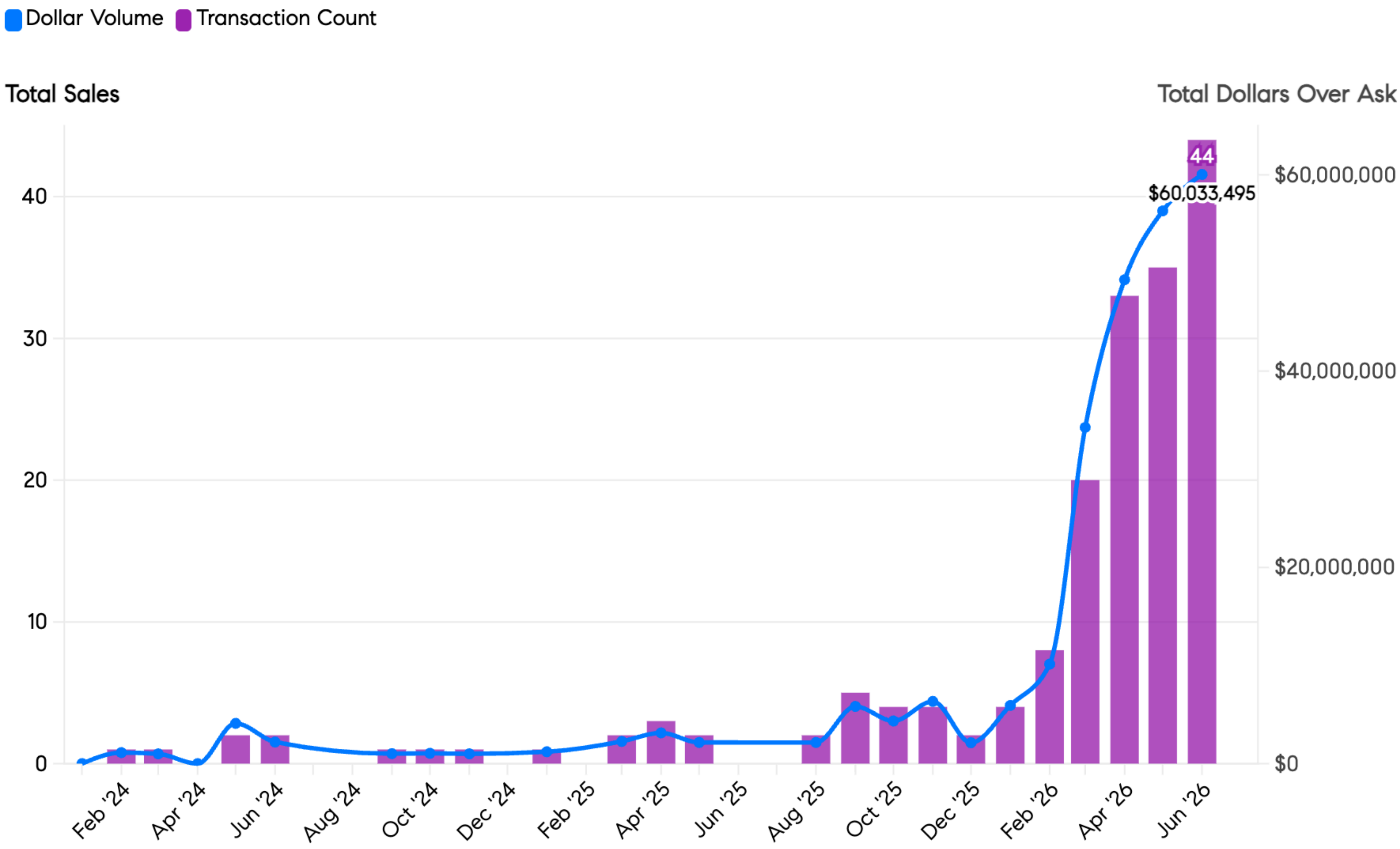
In many ways, the Bay Area is leading the nation's housing story in both directions — new wealth pulling the top of the market to record heights, while job insecurity and high rates weigh on buyers further down. It's always worth watching the Bay Area markets closely as we often signal where the rest of the country is headed next.

Mike Simonsen
Chief Economist, Compass International Holdings

The first section of this report are select macro-economic and demographic data for the country and the Bay Area. In the second half of the report, we share all the details of the housing market.

AI Boom Hits San Francisco Home Sales

In June, 44 transactions in San Francisco closed at least $1 million above the final ask price.



Source: Compass via MLS Data · Home sales where sale price exceeded the final list price by at least $1 million.

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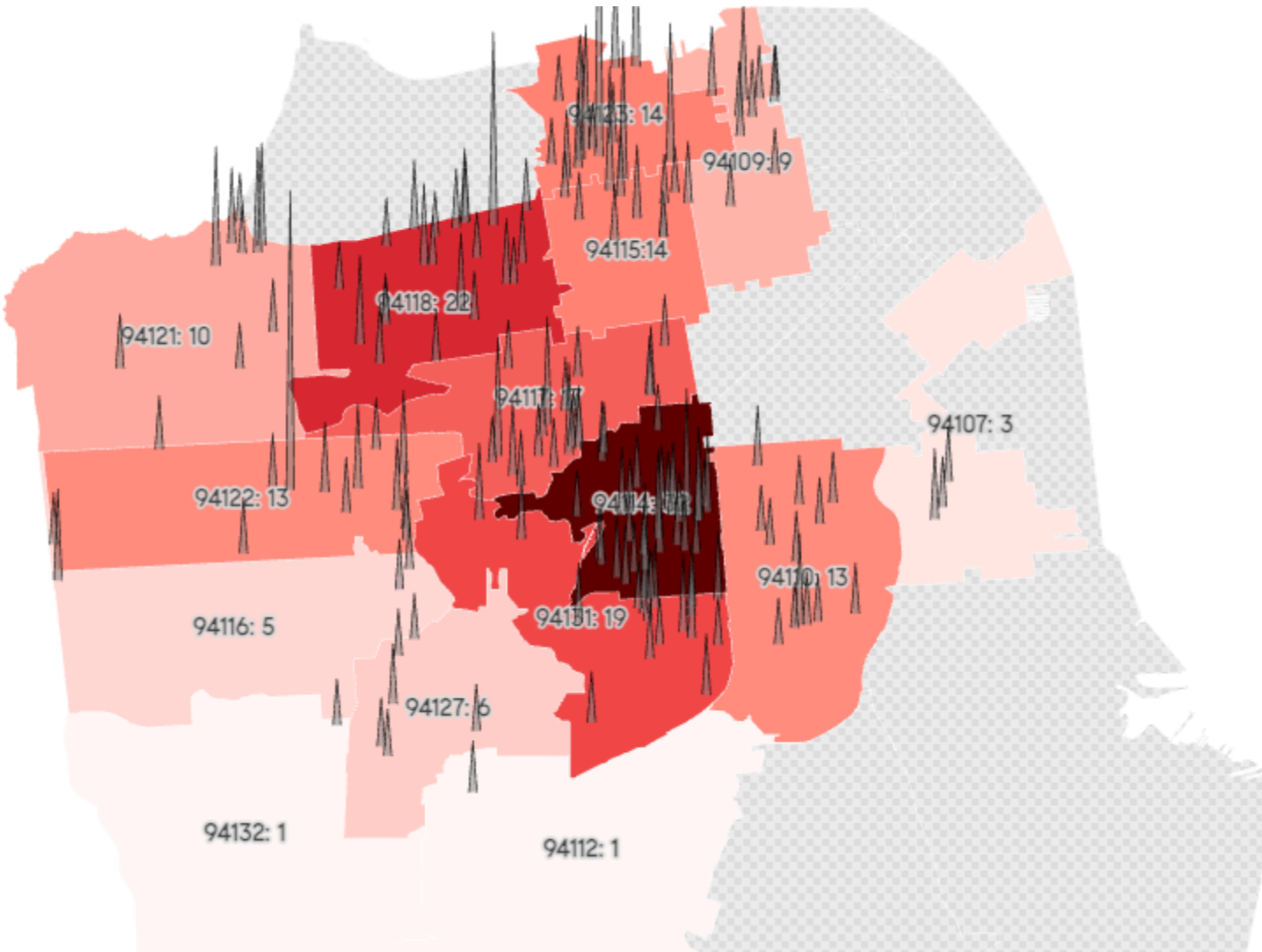
Where The Money is Concentrating

San Francisco home sales at least $1 million over the asking price. The pace of those closing at least $1 million over ask illustrates the most desirable neighborhoods.



Source: Compass via MLS data · Home sales where sale price was at least $1 million over the final ask price. The height of each spike represents the total dollars over asking.

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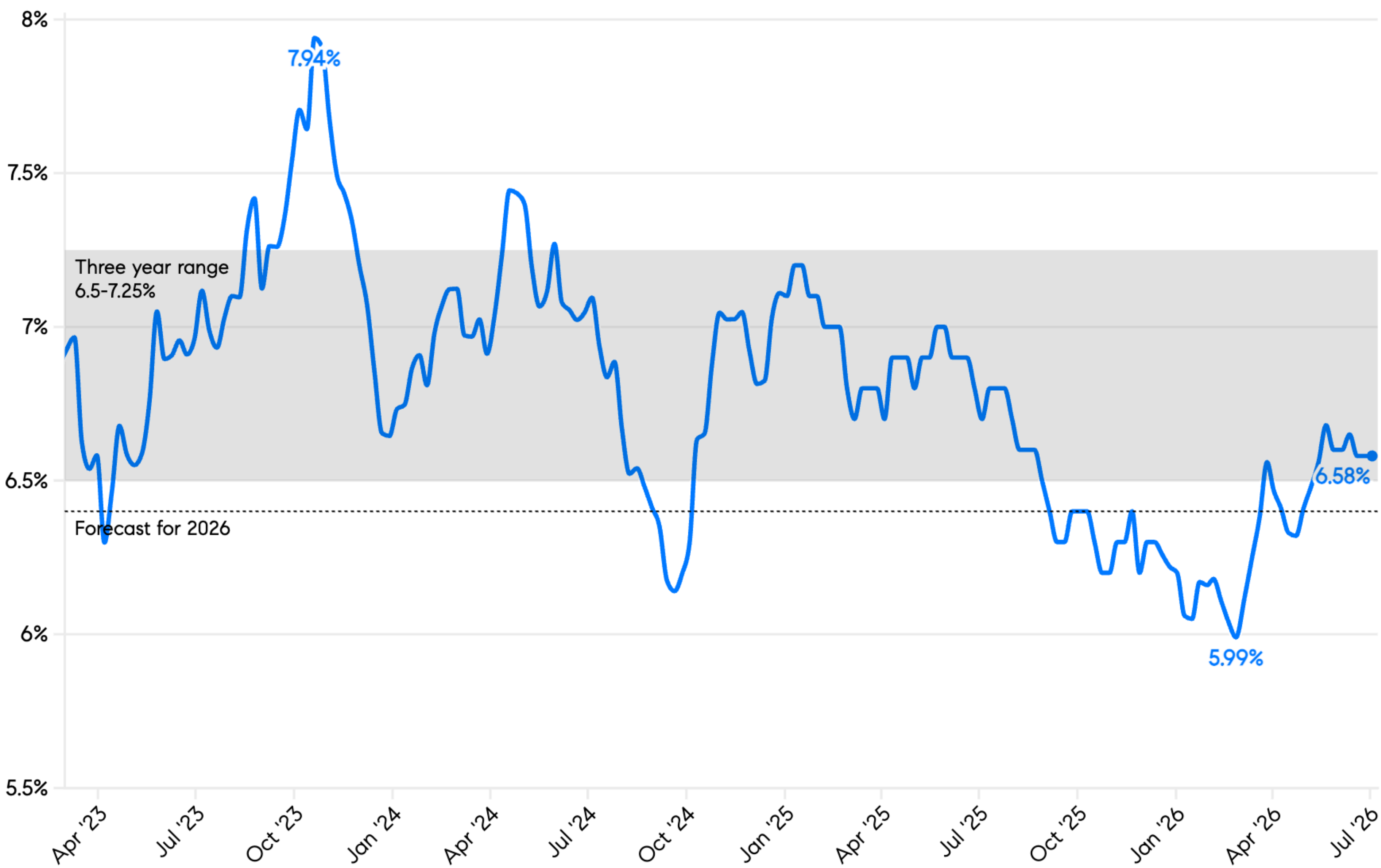
Mortgage Rates Stay In The Mid-6s

Interest have stayed elevated due persistent inflation news and recently improved jobs data. Still at the low-end of the range over the past three years, any push into the upper 6s is likely to slow home purchase demand again.



Source: Mortgage News Daily, Compass

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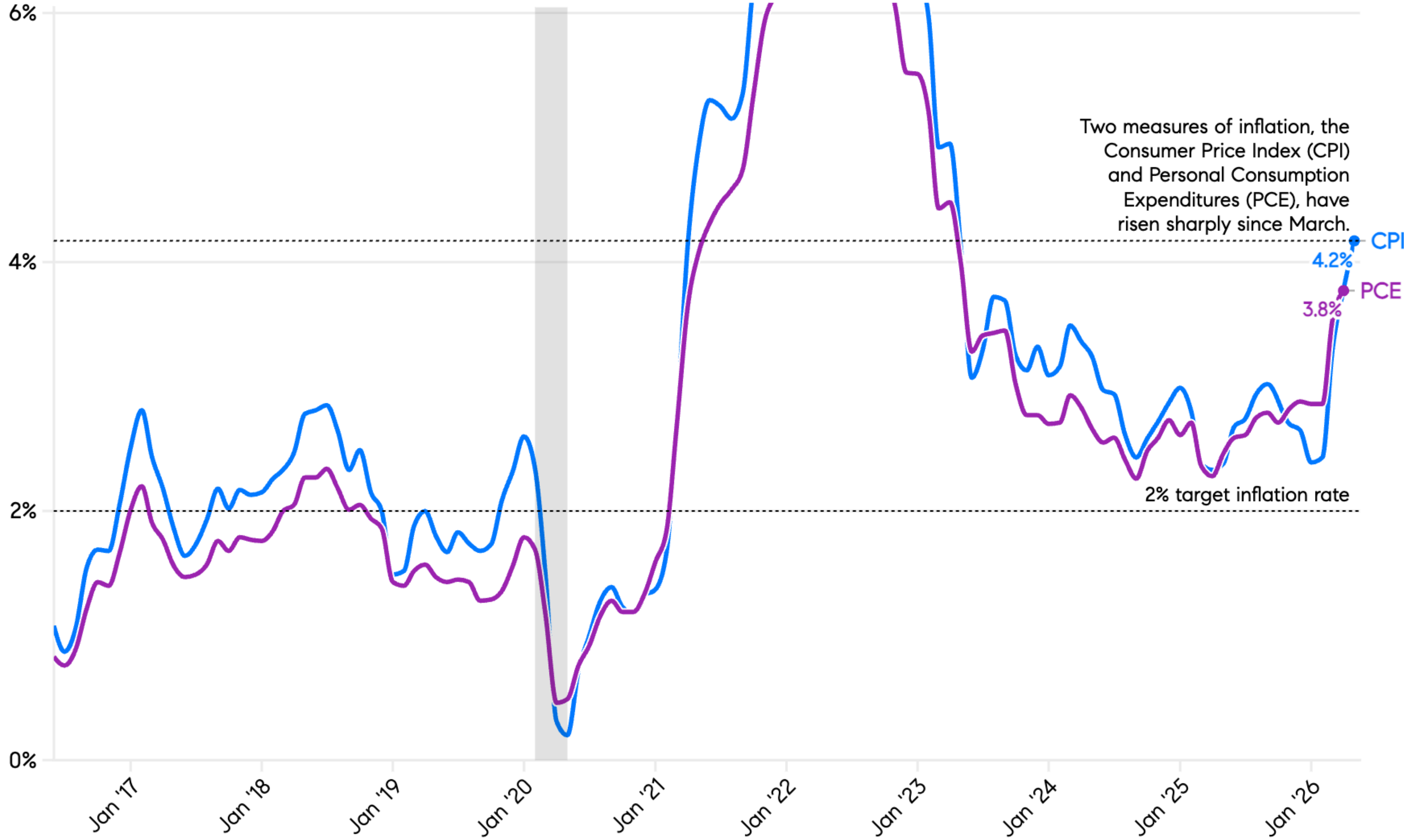
Inflation Accelerates in June

Tariffs, oil, and government spending are all contributing to re-accelerating inflation. Recently falling oil prices are not yet visible in the inflation data. Inflation has forced interest rates higher, adding to affordability challenges with real estate.



Source: US BLS, BEA

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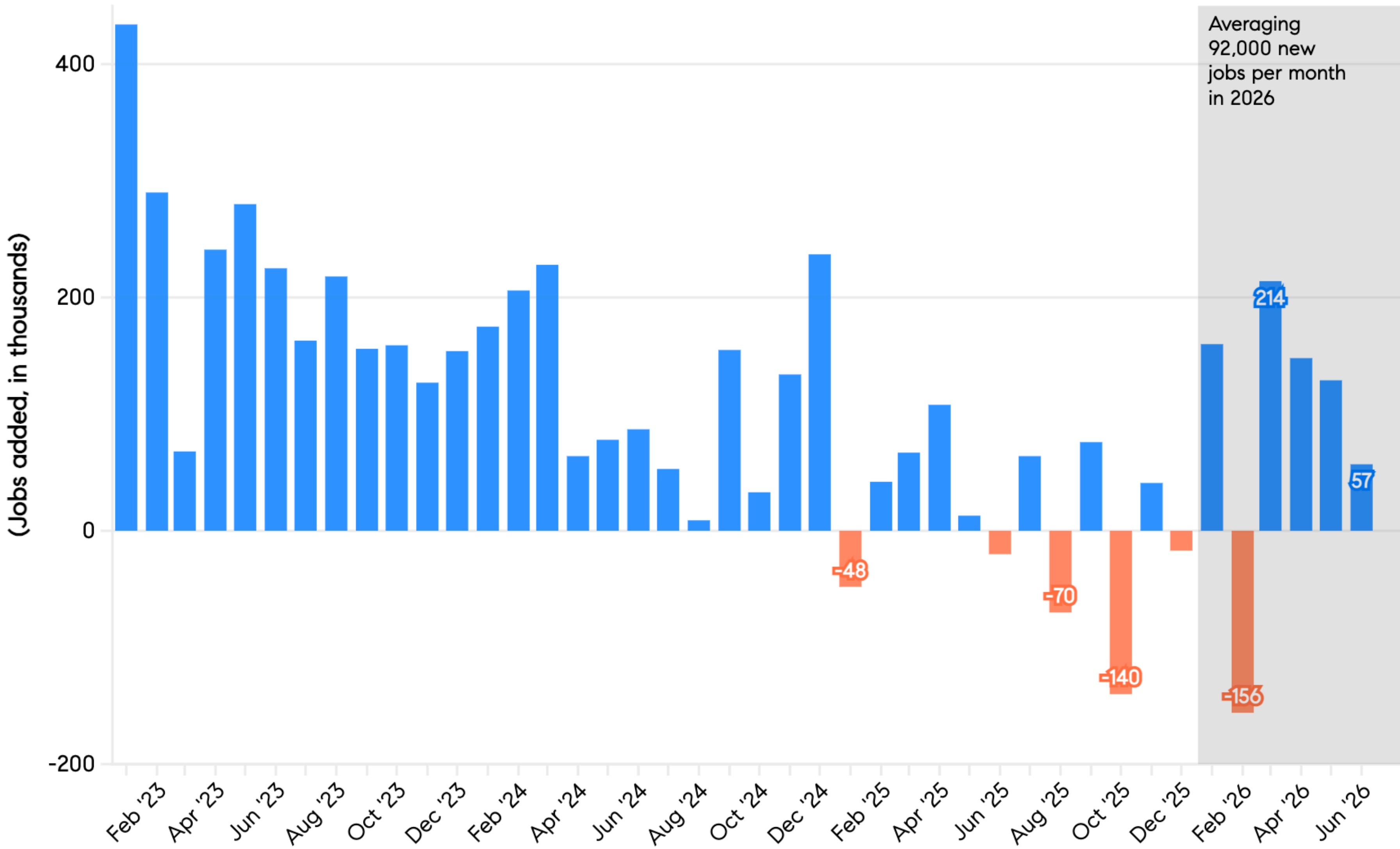
National Employment Grows Slowly

The labor market shows four months of growth after a very weak 2025. Corporate profitability is improving, AI investment is booming, and government spending is unabated, all of which are drivers of continued expansion in 2026. An improving labor market is generally positive for housing.



Source: BLS Non-Farm Payrolls, Total jobs, seasonally adjusted

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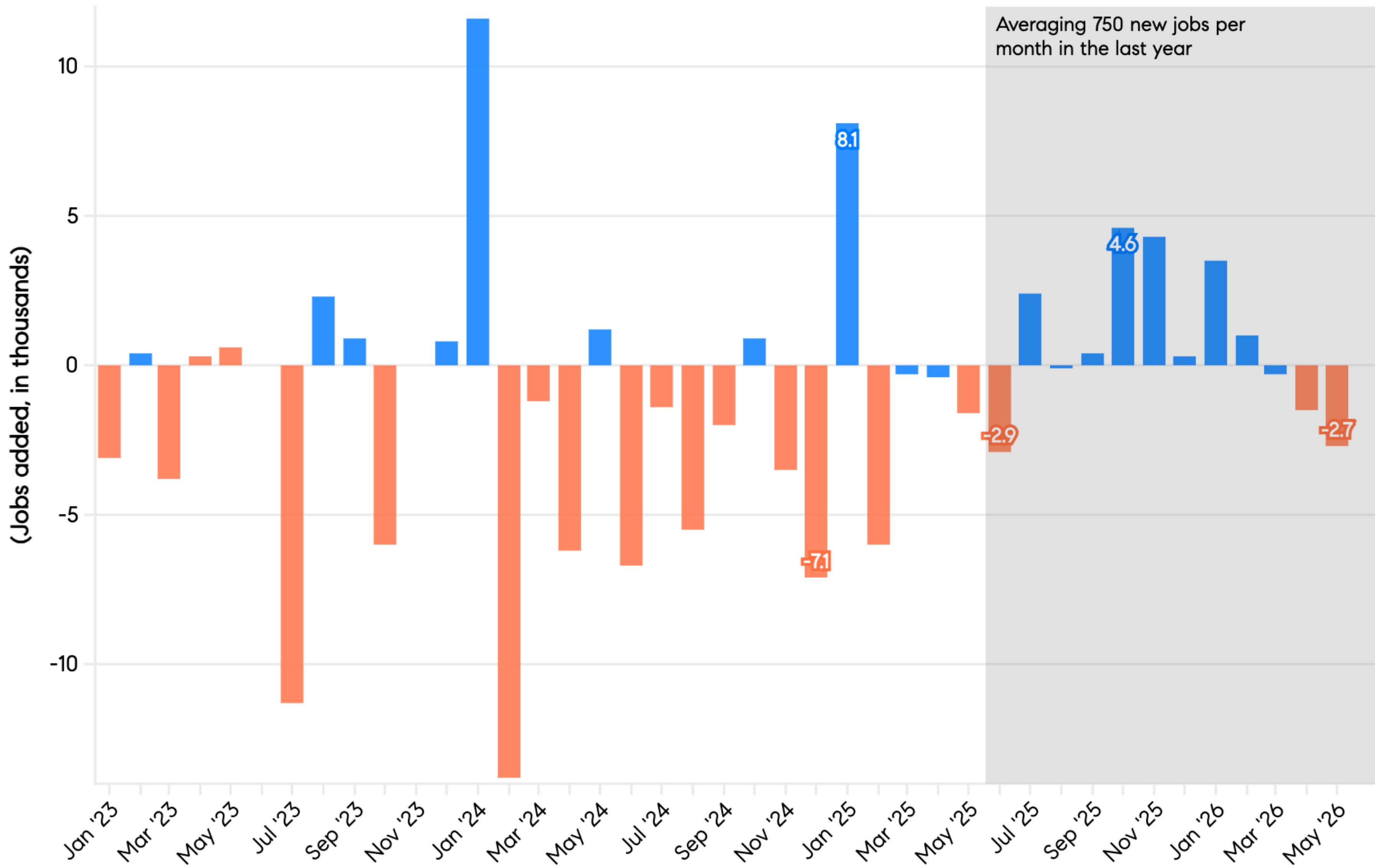
Bay Area Job Growth Slows Again

While the most recent 12 months have been mildly positive for job growth in the Bay Area, the most recent two months report a weakening job market again.



Source: BLS Non-Farm Payrolls, Total jobs, seasonally adjusted

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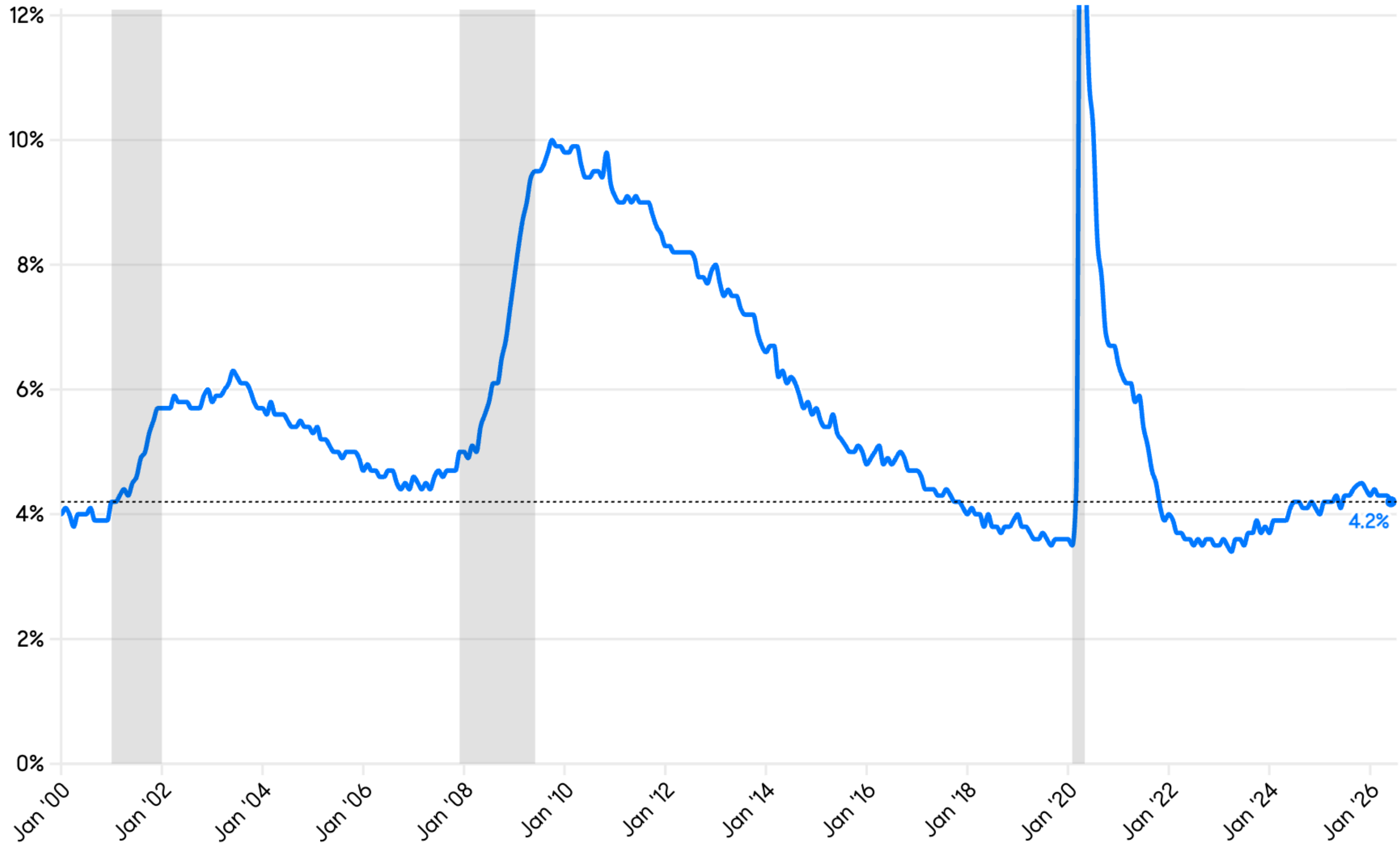
June Unemployment Declined

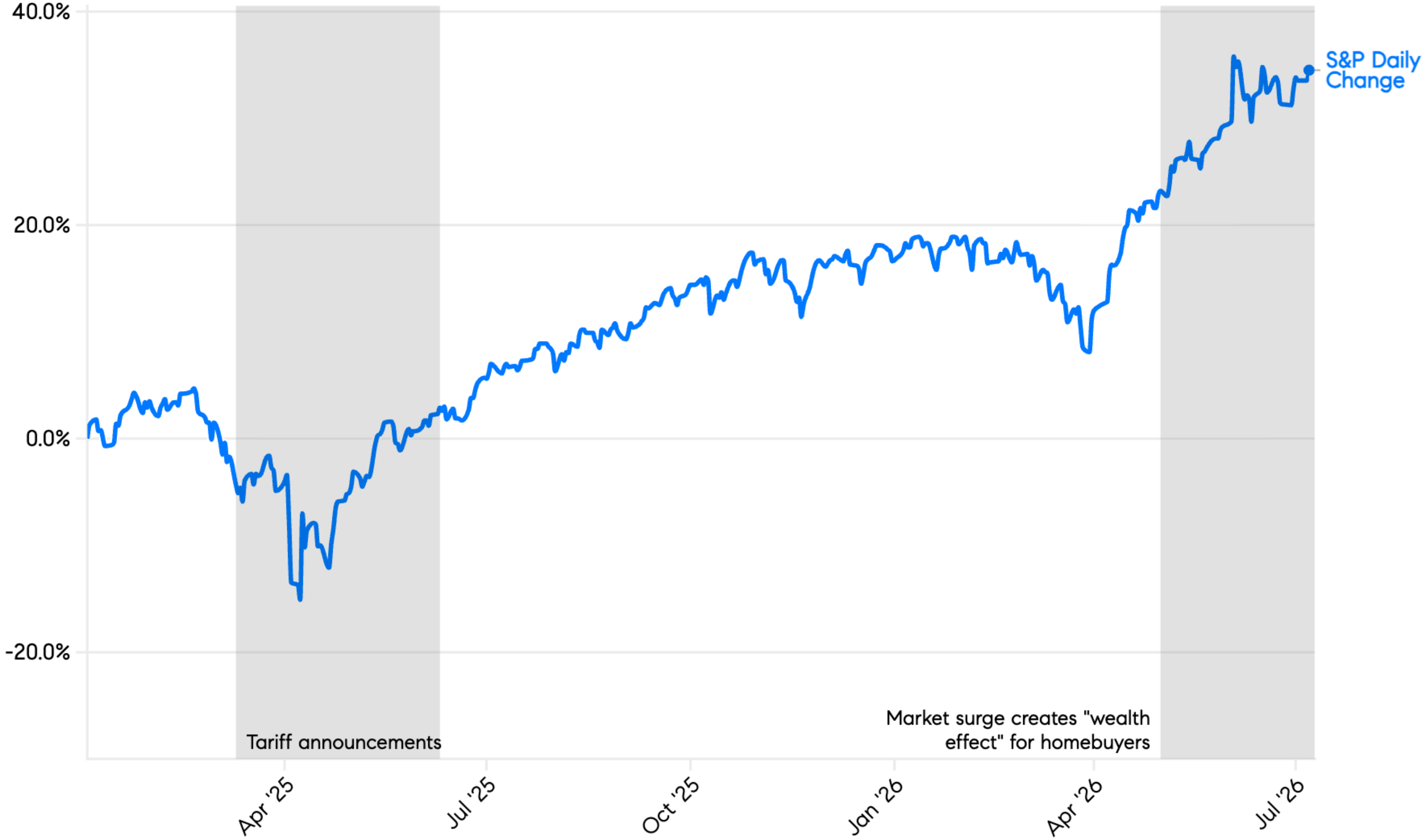
Headline Unemployment (U3) has moved lower since November. The June numbers defied expectations and dropped to 4.2%. Continued low unemployment implies very few distressed home sales but also generally holds interest rates higher.



Source: US BLS

Wealth Effect Drives Home Purchase Demand

With stock markets near all time highs, a powerful "wealth effect" is created for potential homebuyers. The opposite effect was felt in 2025 after tariffs slowed the economy and ate up business profits. This wealth effect has had dramatic results in the Bay Area with AI related market boom and IPOs in the pipeline.



Source: MarketWatch.com
Index change vs. Jan 1. 2025

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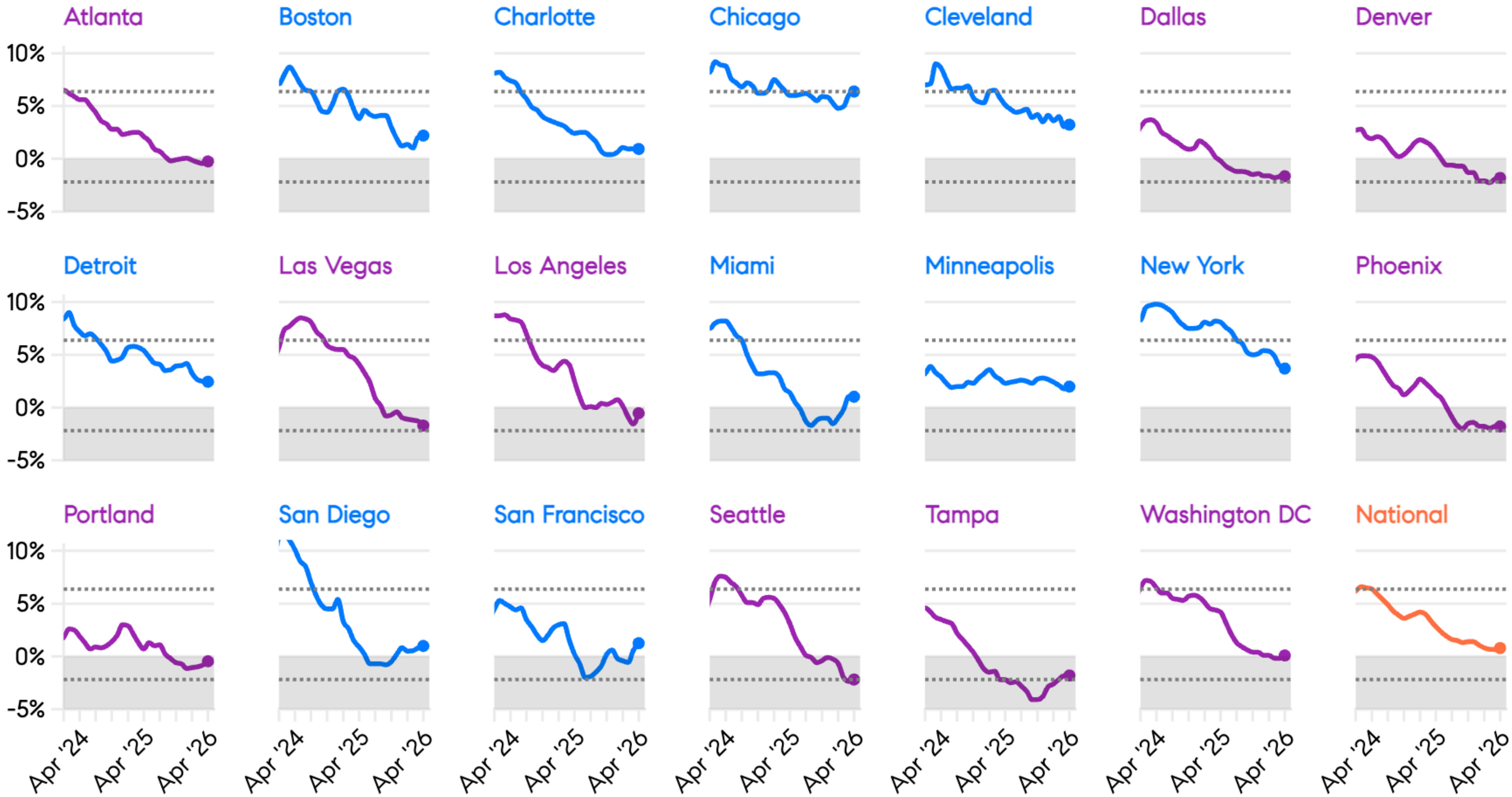
Bay Area Sales Price Growth is Accelerating

According to the Case Shiller Index, nationally home prices are only 0.8% above last year. San Francisco prices have recently swung positive while other Western US cities show prices falling compared to last year.



Source: S&P CoreLogic Case-Shiller · Purple cities have home price appreciation vs. March 2025. Orange cities have home price declines from Mar 2025. Dotted lines are top and bottom performing markets. Gray area is below 0%

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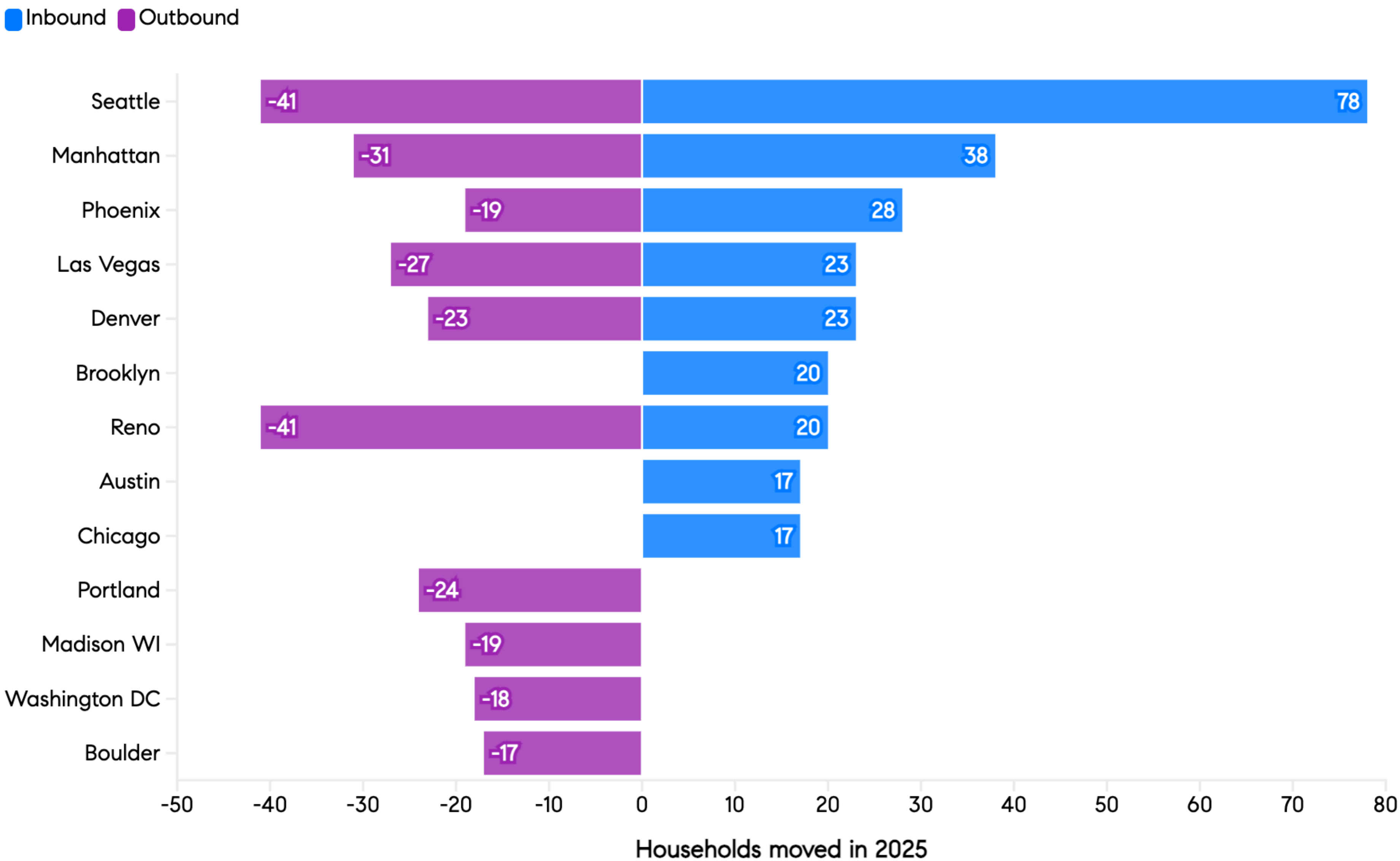
Bay Area Migration Sources & Destinations

In 2025, inbound migration to the Bay Area resumed for the first time in many years. Seattle and Austin are net inbound to San Francisco. Lower cost of living cities remain popular destinations for outbound movers.



Source: Censai Analytics · Top 10 inbound and outbound counties tracked. Sources include change of address forms and voter registration changes. Likely undercounts students and non-voters.

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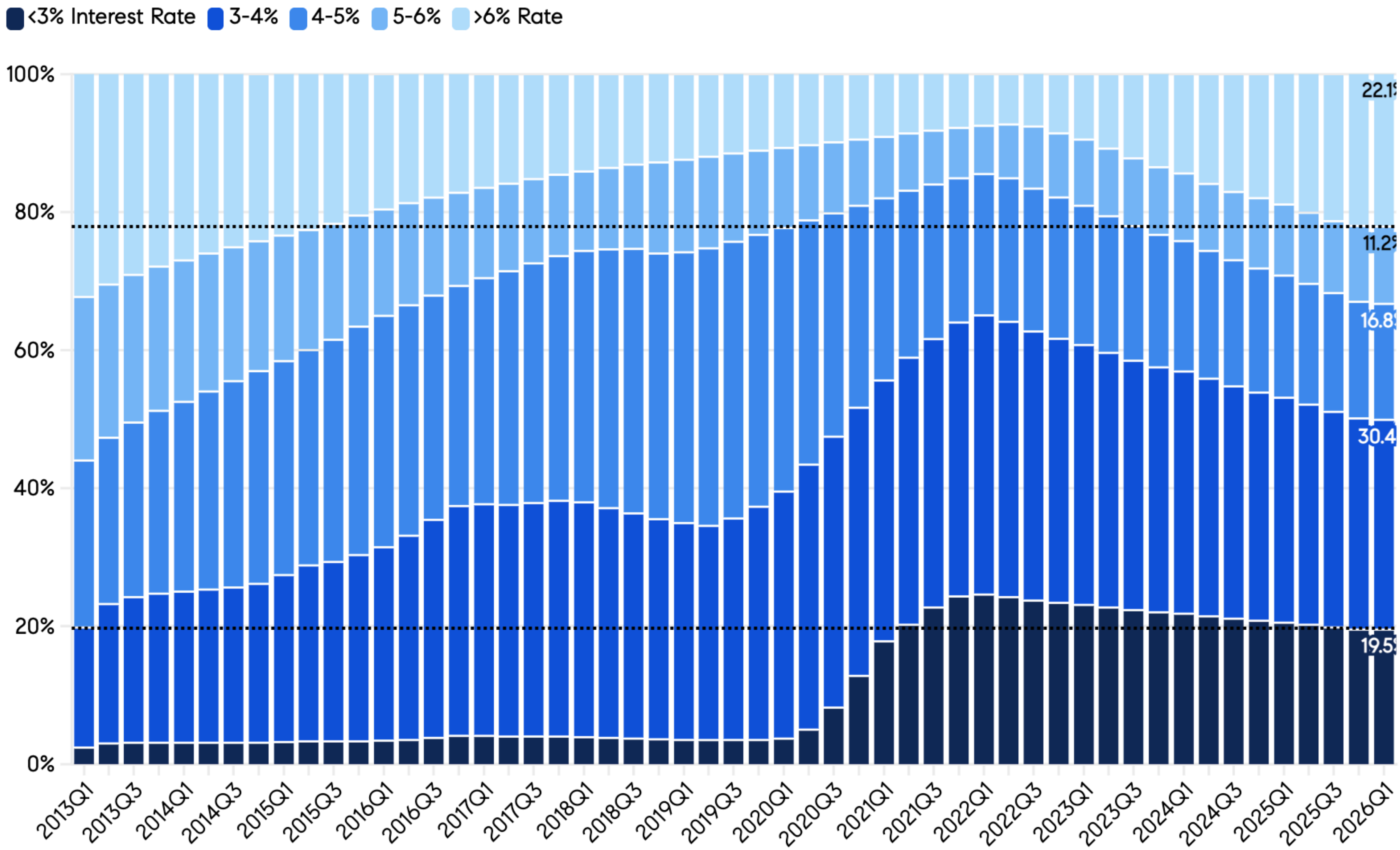
Expensive and Cheap Mortgages

More mortgages now carry a 6-plus% rate than under 3%. Homeowners with very cheap mortgage payments are reluctant to ever sell, so inventory remains tight and sales are fewer than normal. Over time, fewer homeowners are locked-in to ultra low rates and home sales will grow.



Source: FHFA · All outstanding mortgages, through December 2025

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San Mateo County Market

Report created in good faith using public and proprietary data from sources deemed reliable but may contain errors and is subject to revision. Data is pulled at the end of the month, and last-period figures may still be preliminary due to late-reported activity. All numbers are approximate and may change, including Private Exclusive sales and other transactions not publicly reported at the time of publication.

San Mateo Market Recap

San Mateo County continued to post strong price appreciation in June. The median sale price for a single-family home reached $2,150,000, up 7.5% from June 2025. There were 434 closed single-family home sales, up 18.6% from 366 in June 2025.

The market continues to strongly favor sellers. On the last day of June, there were 684 active listings and 451 homes under contract, resulting in an absorption rate of 66% and only 1.5 months of inventory.

Both single-family homes and condos appreciated over the past year. Single-family home median prices increased 8%, while condo median prices rose 12%. Unlike many Bay Area markets that have cooled since 2022, San Mateo County has experienced a gradual but steady increase in its price-per-square-foot trend.

The typical home sold in June measured 1,826 square feet, with a median price per square foot of $1,237.
Homes continue to command premiums above their asking prices. In June, the average sale-to-list price ratio was 103.9%, meaning the typical home sold for approximately 3.9% above its list price. There were 107 price reductions during the month, indicating that while demand remains strong, sellers are making pricing adjustments where necessary.

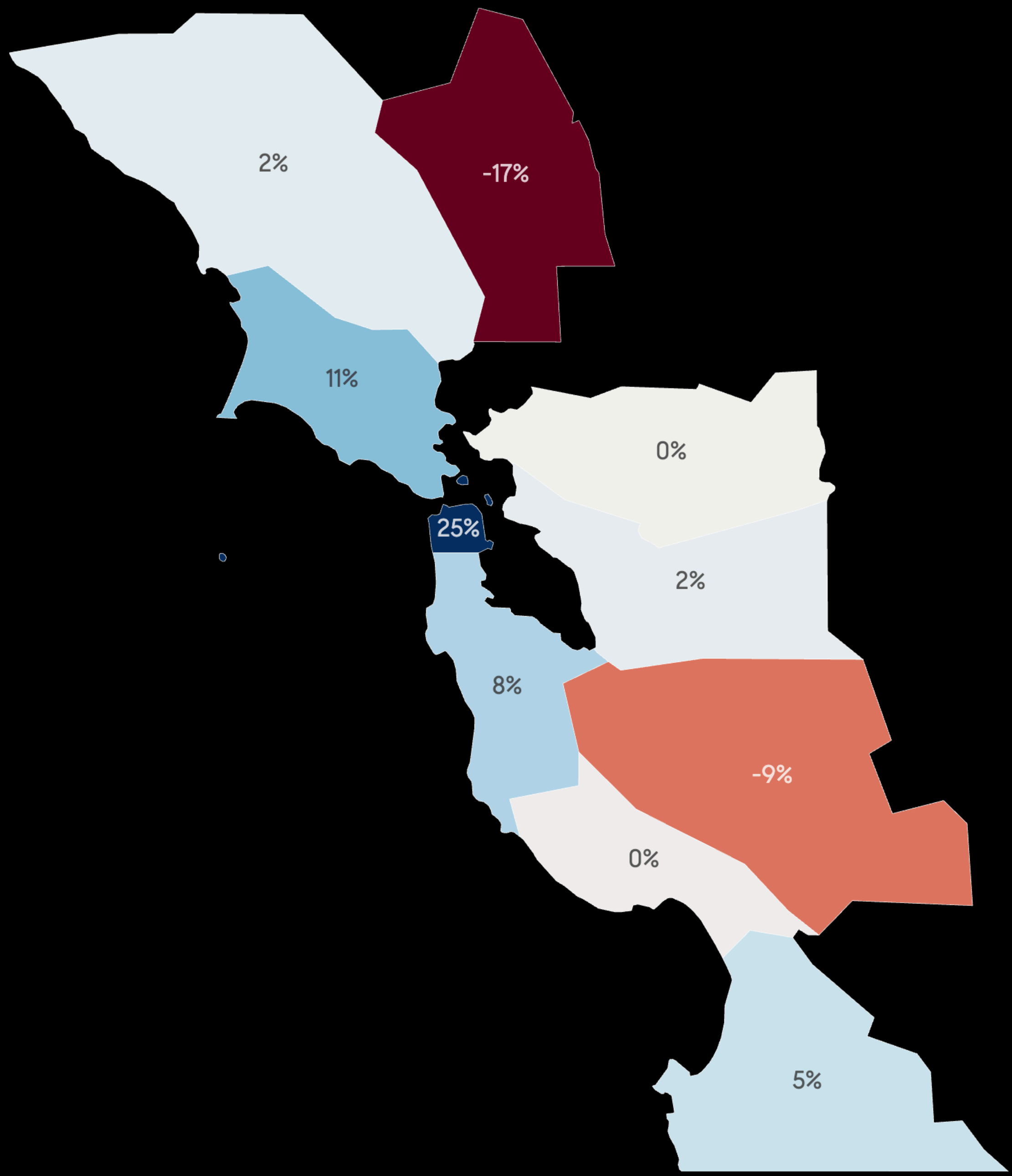
Homes continue to sell quickly. The average days on market for single-family homes was 22 days, down from 27 days in June 2025. Condos averaged 50 days on market, up from 41 days one year earlier.
Among the county's communities, Hillsborough experienced a 13% increase in median sale price in the past 12 months while recording 141 closed sales, a 26% increase from the previous year. San Mateo also posted solid appreciation since last June, with a median sale price of approximately $2.2 million, 7% higher than the previous 12-month period.

The condo market also remained active. There were 83 closed condo sales in June 2026, compared with 71 in June 2025—an increase of approximately 17%. Since 2023, monthly condo sales have remained relatively stable for the small sample size, generally averaging around 60 sales per month.

The median condo sale price in June was $780,000. Condo prices have remained relatively stable since April 2022 despite broader market fluctuations. The median condo sold in June 2026 measured 1,153 square feet, while the median price per square foot was $732.

Among the county's condo markets, Daly City recorded 76 condo sales in the past 12 months and experienced an 18% decline in median sale price. Redwood City also saw condo prices soften, with the median sale price declining 9% to $825,000 in the past year.

Home Price Change vs 2025



Source: Compass via MLS data · Median sales price single family homes

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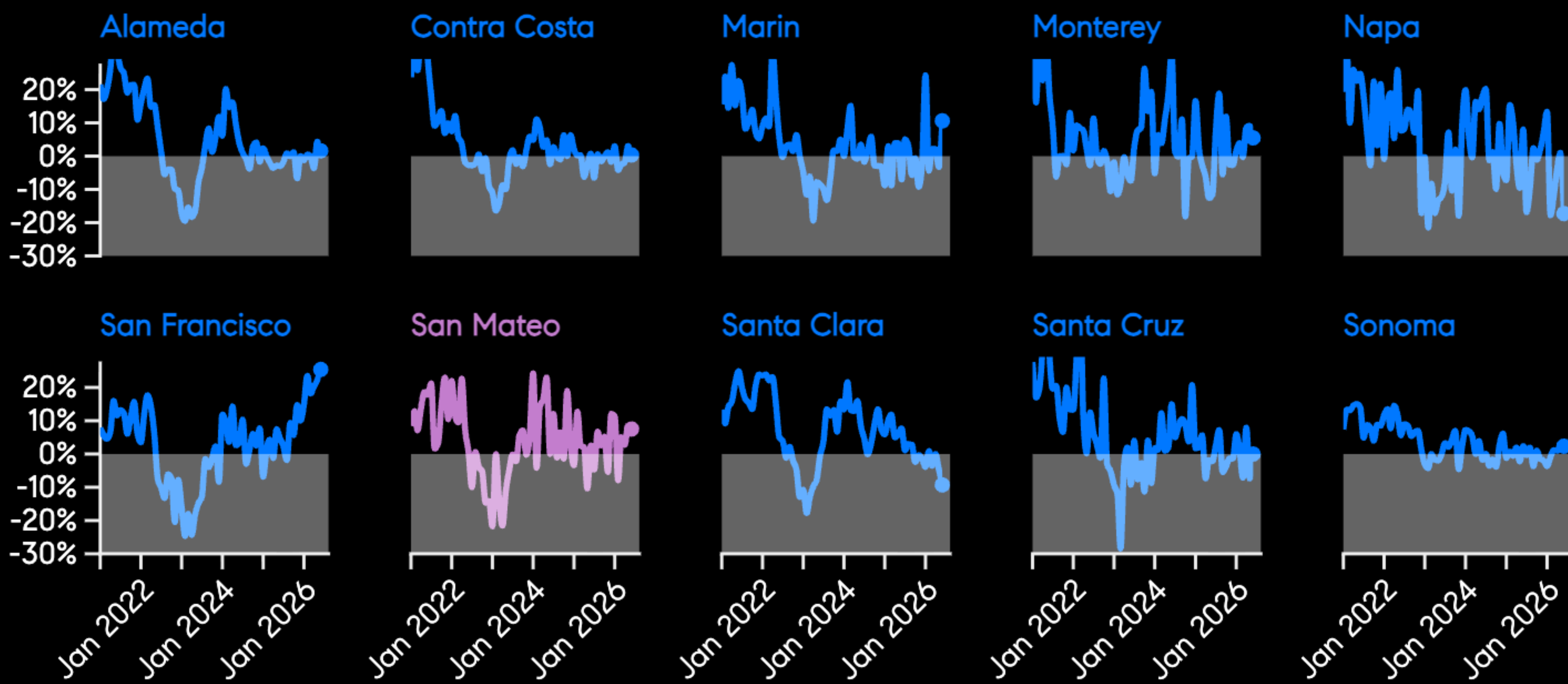
Home Price Changes Over Time

Median sales prices in San Mateo have risen by 7.5% compared to June of 2025.



Source: Compass via MLS data · Median sales price for single family homes, change vs same month 1 year prior

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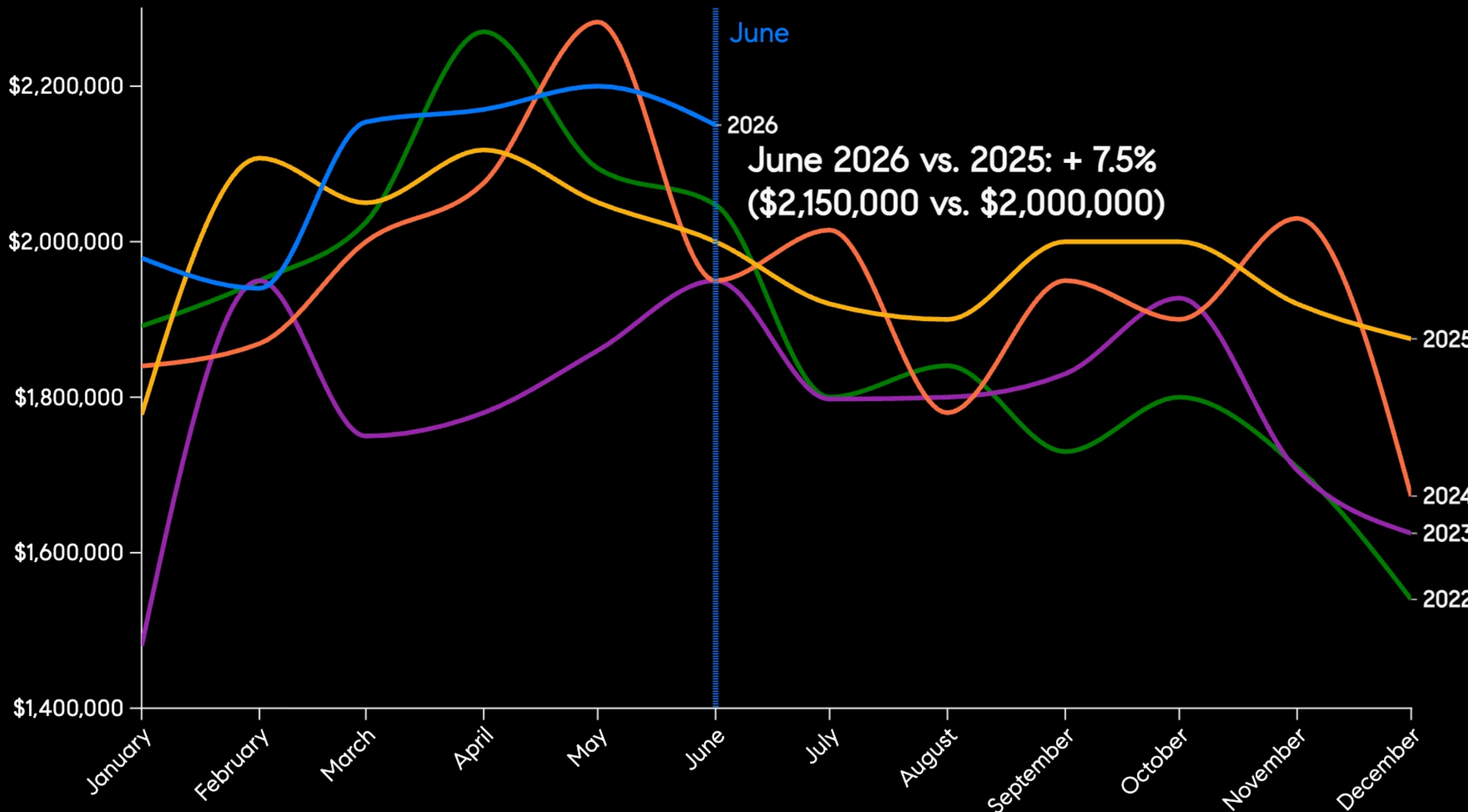
Median Sale Price

Single Family Homes

San Mateo County



Source: Compass via MLS · Single Family

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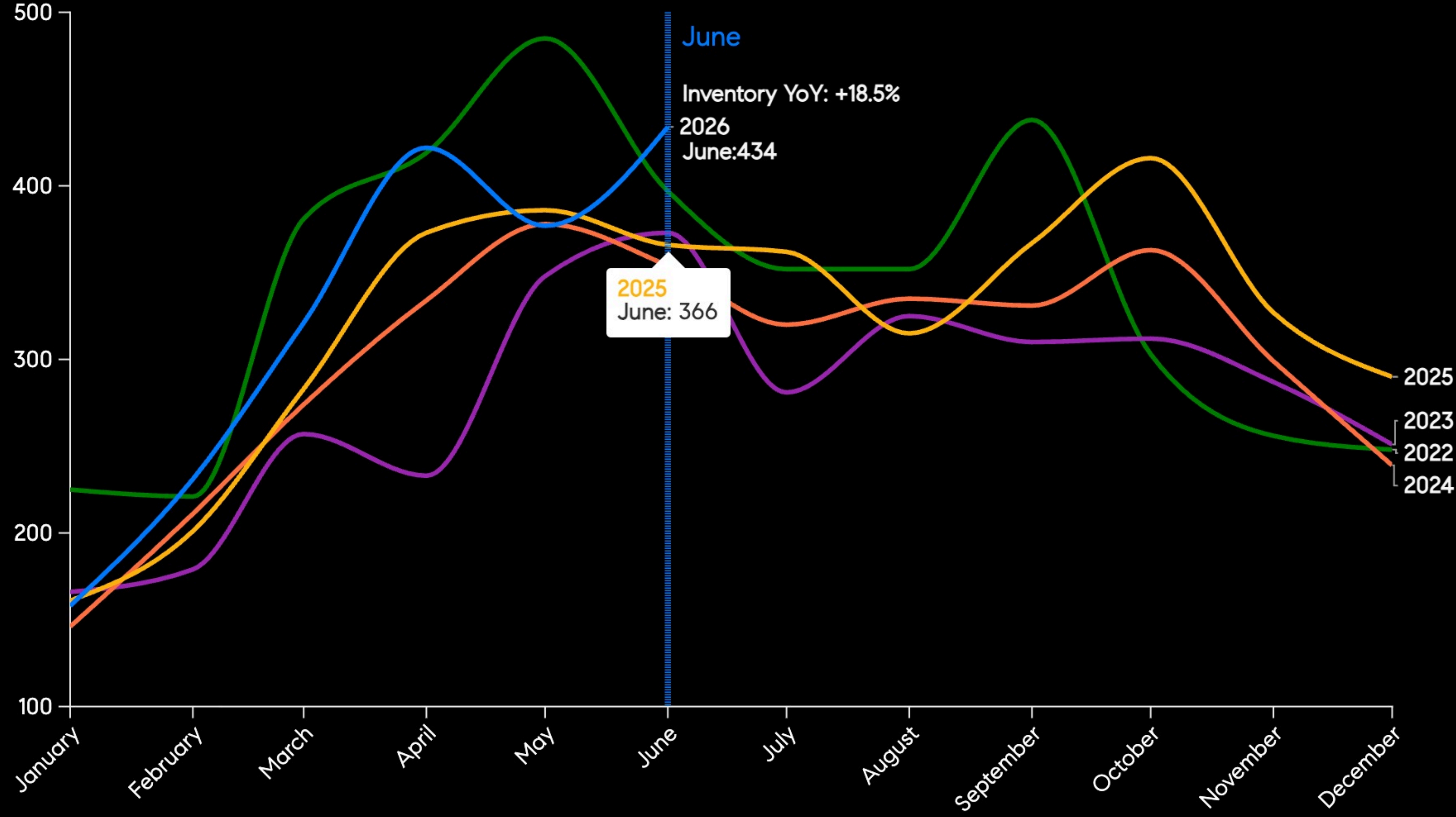
Closed Sales

Single Family Homes

San Mateo County



Source: Compass via MLS · Single Family

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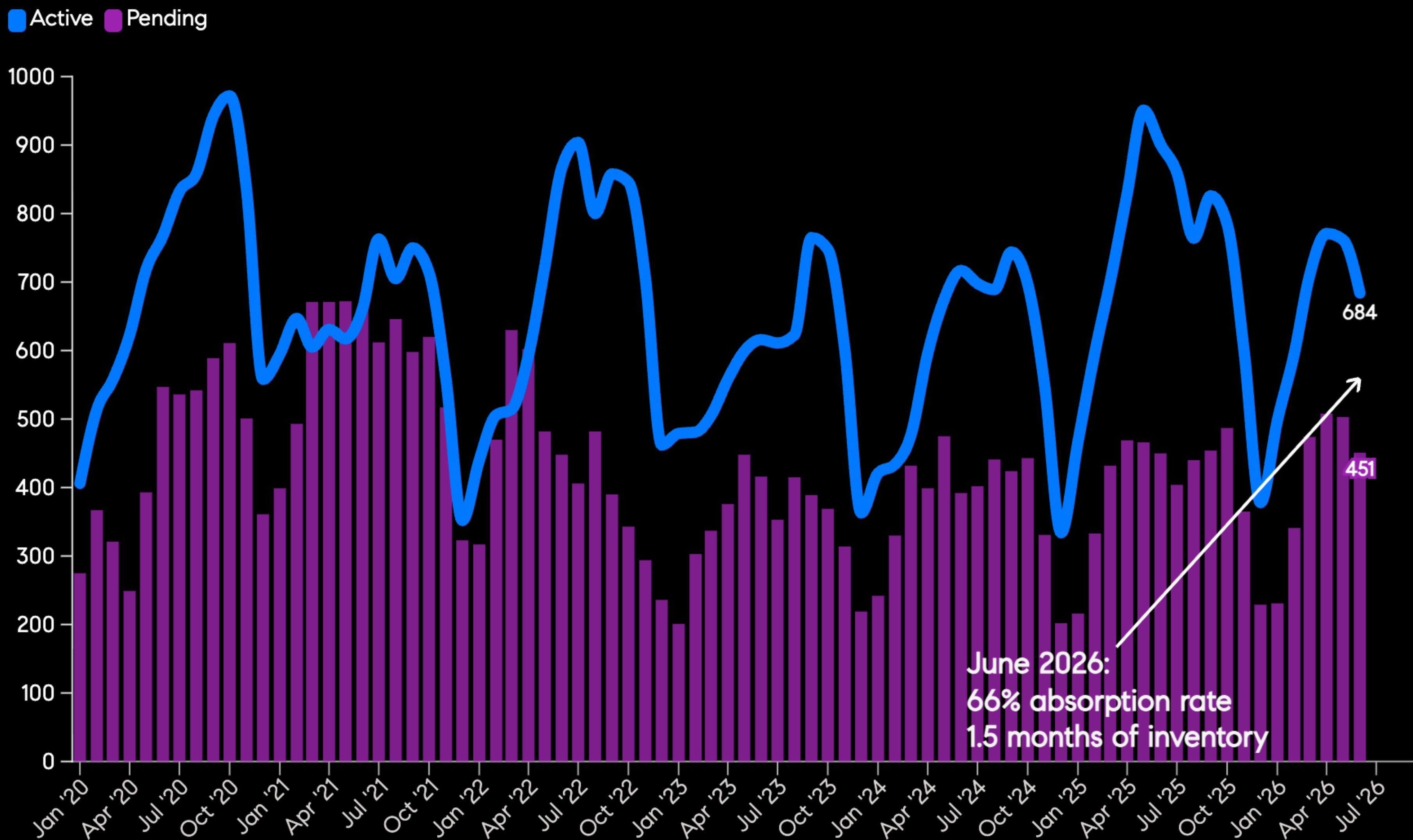
Active Listings and Pending Sales

San Mateo County



Source: Compass via MLS · Single Family Homes and Condos

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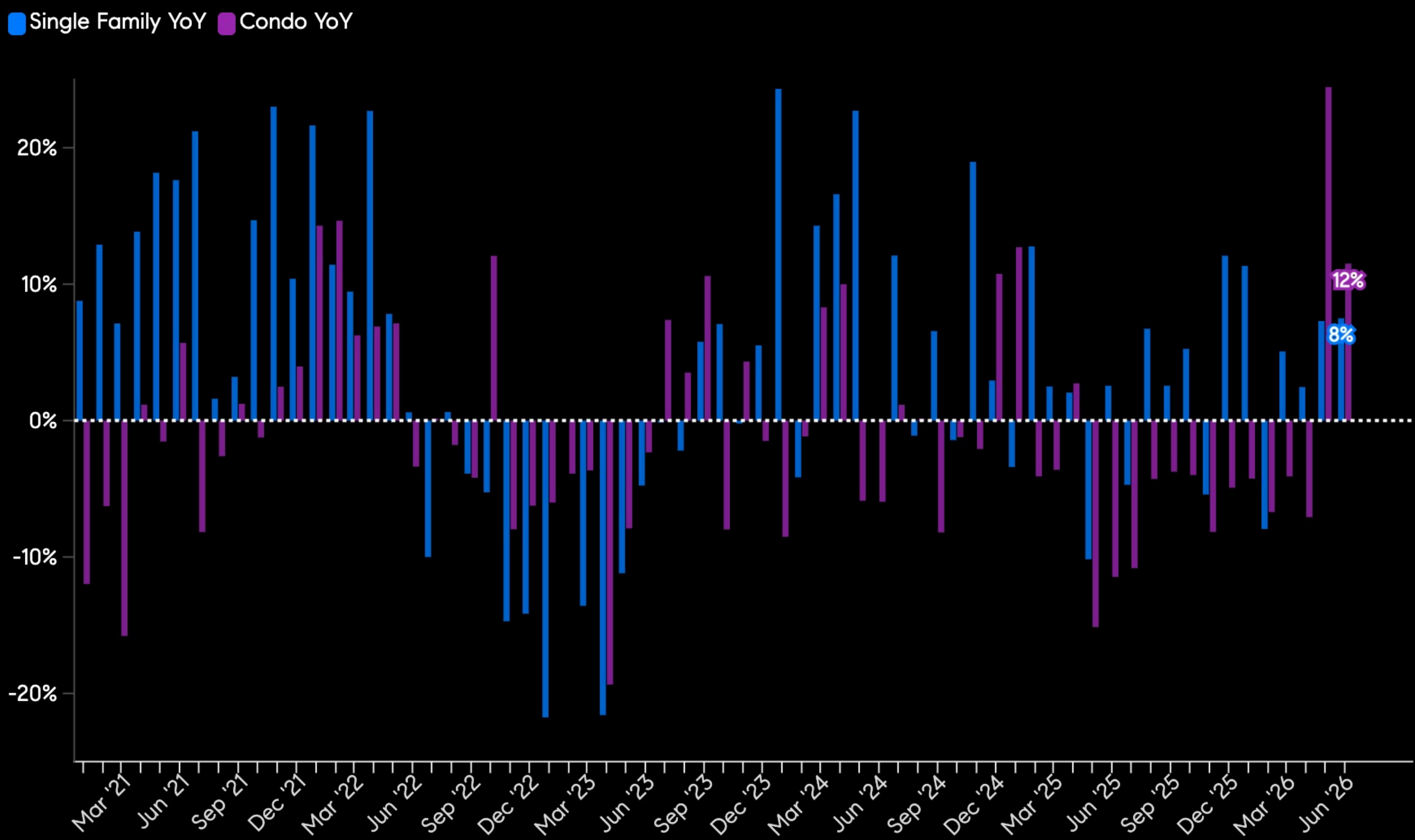
Median Price Year Over Year Change

San Mateo County



Source: Compass via MLS

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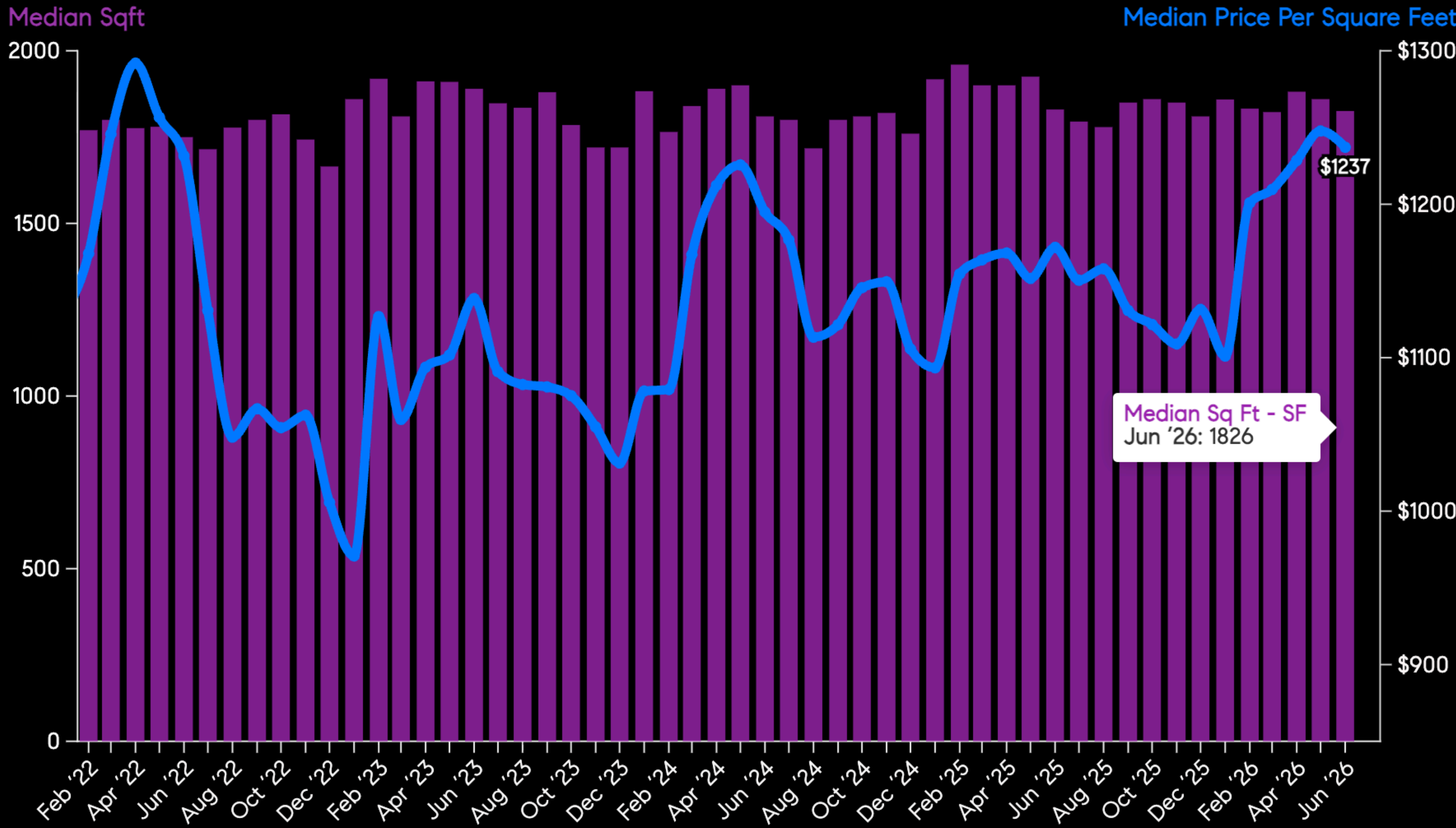
Price Per Square Foot and Median Square Feet

San Mateo County



Source: Compass via MLS data · Single Family Homes

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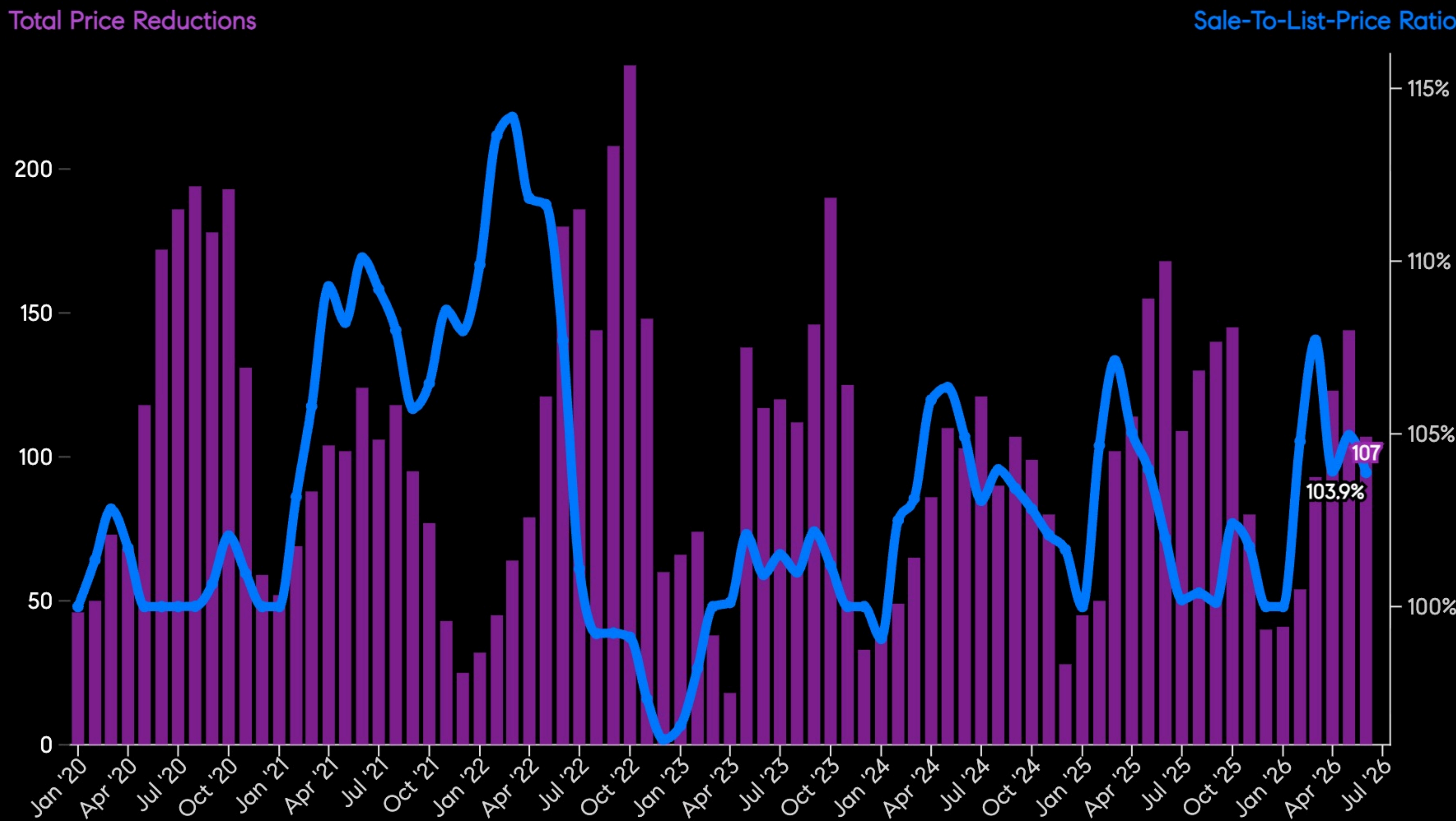
Sale-To-List-Price Ratio

San Mateo County



Source: Compass via MLS · Single Family Homes

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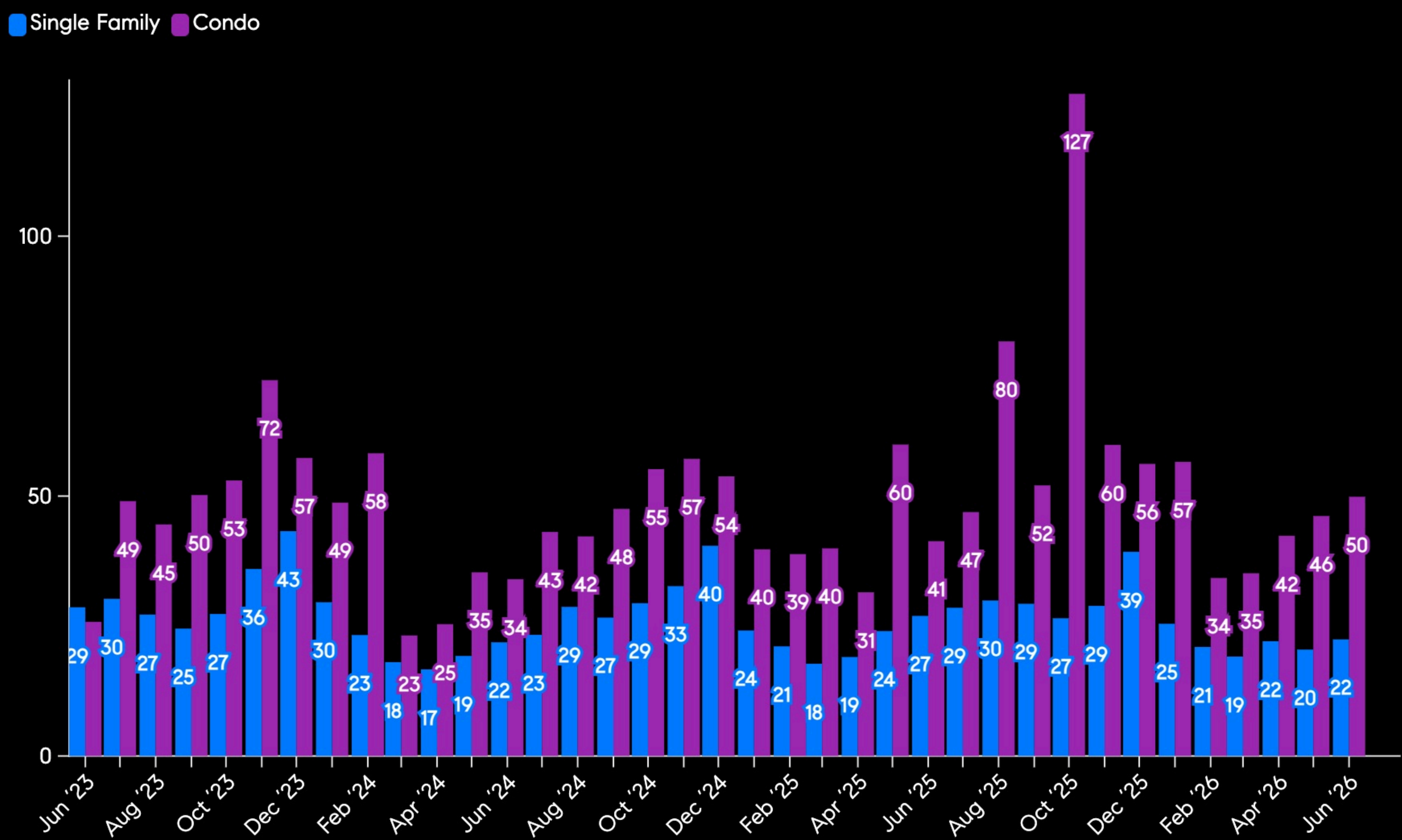
Average Days on Market

San Mateo County



Source: Compass via MLS · Single Family

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Local San Mateo County

June 12 month rolling average for local single family homes

City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
Atherton	$9,880,000	0.21	$2,147	82	0.04	86
Belmont	$2,319,500	-0.06	$1,280	167	-0.07	167
Brisbane	$1,400,000	0.02	$814	25	-0.17	26
Burlingame	$3,050,000	0.03	$1,524	201	0.19	208
Daly City	$1,210,000	-0.02	$818	363	0.14	362
East Palo Alto	$1,099,500	0.05	$825	80	-0.12	83
El Granada	$1,400,000	-0.07	$790	39	0.05	40
Foster City	$2,200,000	0	$1,095	85	-0.18	83
Half Moon Bay	$1,740,000	-0.05	$820	111	0.13	108
Hillsborough	$6,000,000	0.13	$1,530	141	0.26	139
Menlo Park	$3,375,000	0.02	$1,700	322	0.18	325
Millbrae	$2,200,500	0.04	$1,218	125	0.07	125

Source: Compass via MLS · Single Family Homes

Local San Mateo County

June 12 month rolling average for local single family homes

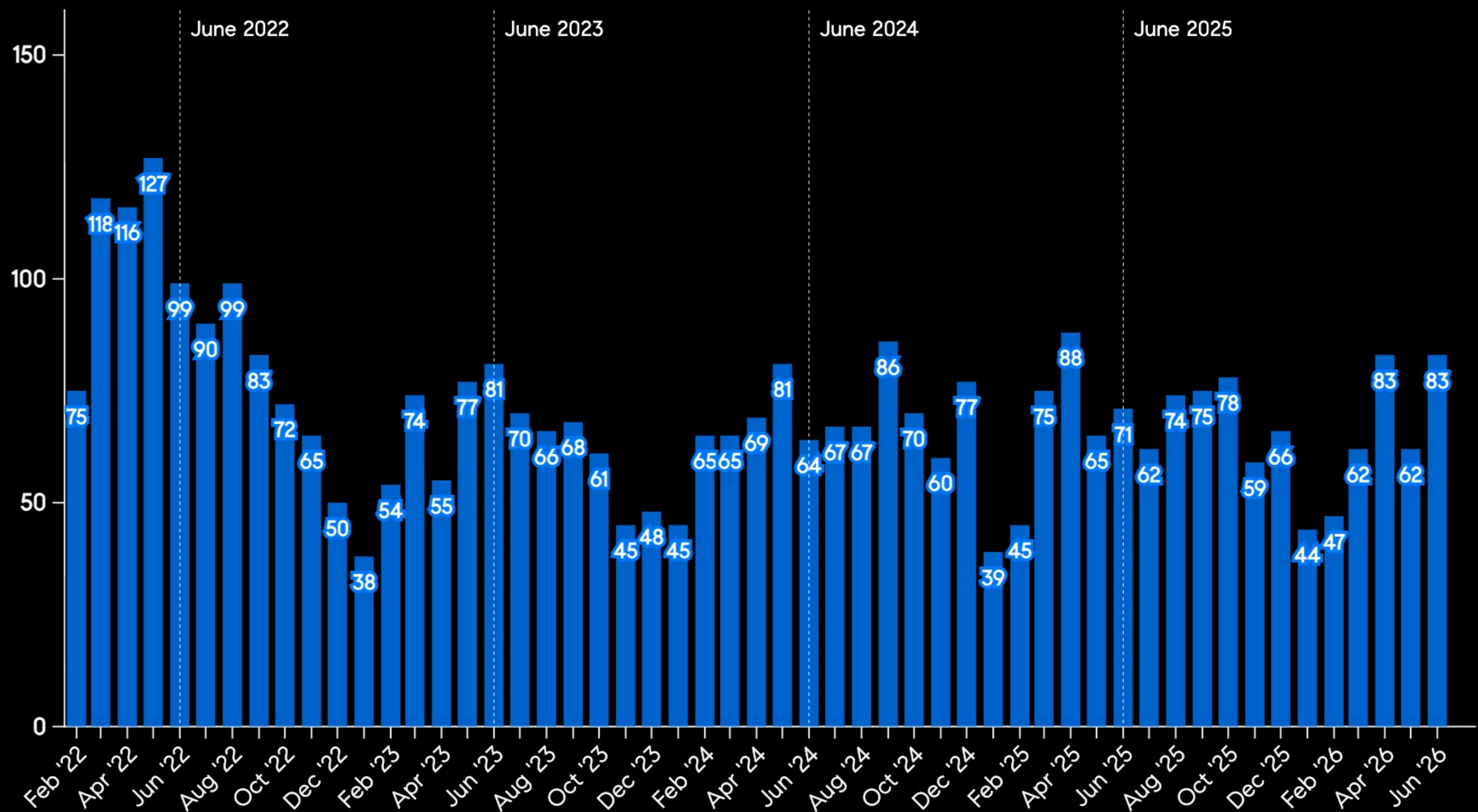
City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
Moss Beach	$1,454,000	-0.06	$818	22	-0.21	21
Pacifica	$1,325,000	-0.02	$867	239	0.07	254
Pescadero	$945,000	-0.21	$773	11	0.83	12
Portola Valley	$4,150,000	-0.05	$1,521	74	-0.05	79
Redwood City	$2,250,000	0.02	$1,242	525	0.25	535
Redwood Shores	$2,605,000		$1,445	8		9
San Bruno	$1,429,000	-0.01	$988	201	-0.07	193
San Carlos	$2,700,000	0.02	$1,394	268	0.25	270
San Mateo	$2,200,000	0.07	$1,271	568	0.12	573
South San Francisco	$1,300,000	0	$891	239	0.03	248
Woodside	$4,024,500	-0.11	$1,332	82	0.17	82

Source: Compass via MLS · Single Family Homes

Closed Sales

Condos

San Mateo County

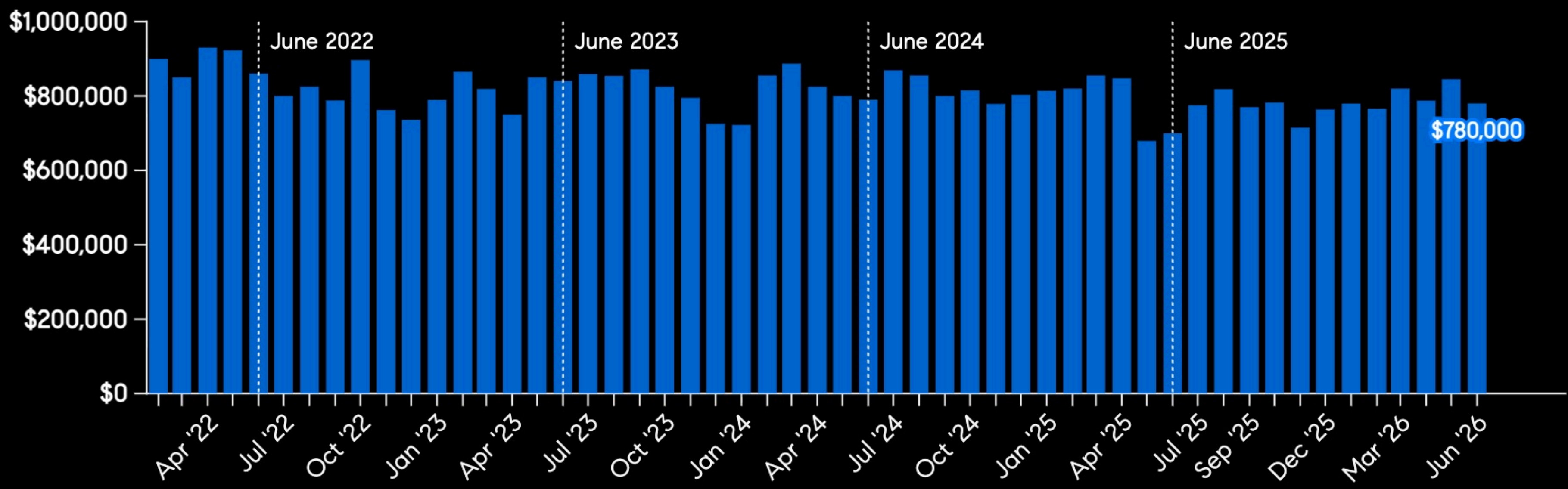


Source: Compass via MLS data · Condos

Median Sale Price

Condos

San Mateo County



Source: Compass via MLS data · Condos

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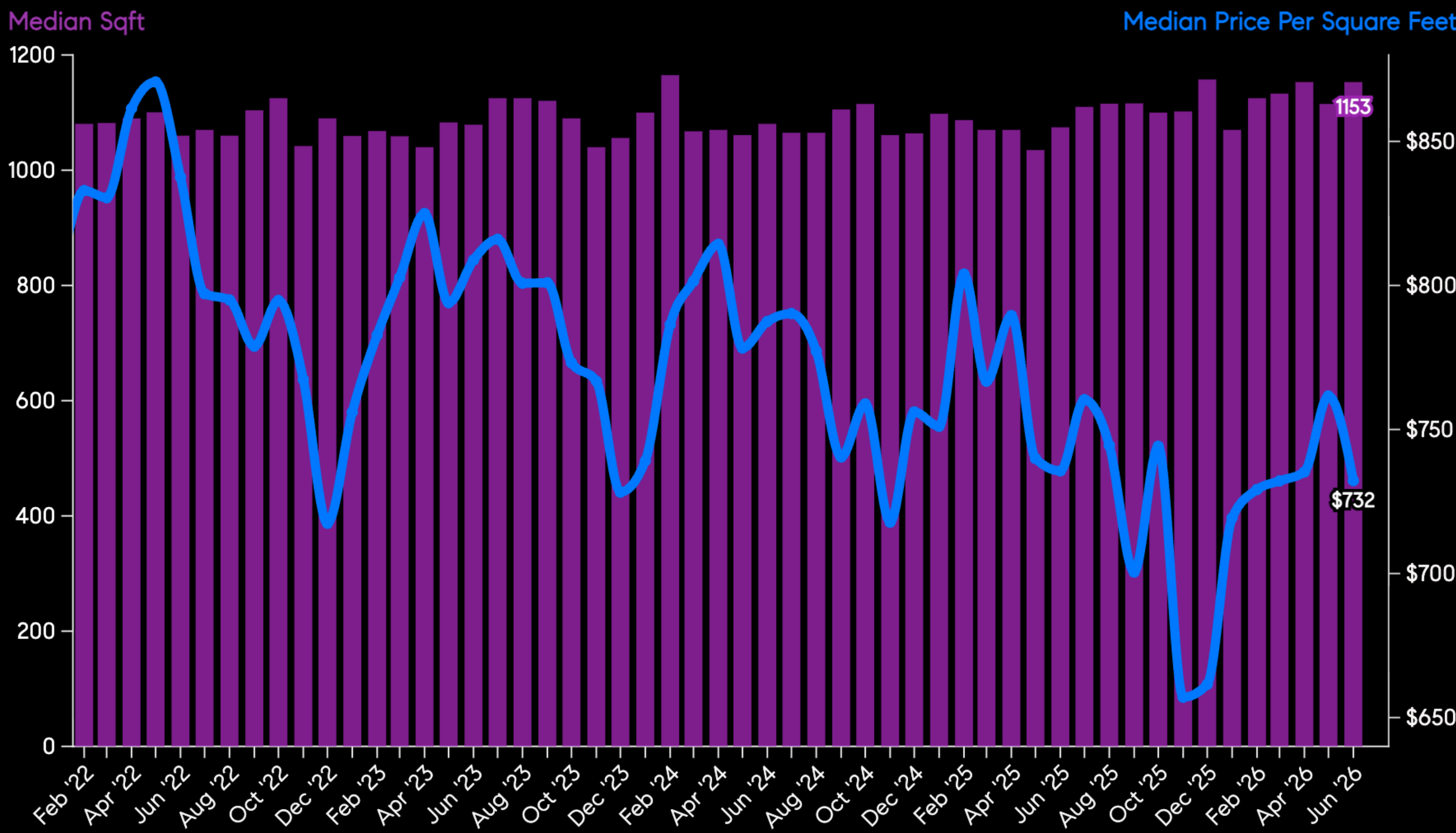
Price Per Square Foot and Median Square Feet

Condos

San Mateo County



Source: Compass via MLS data · Condos

Local San Mateo County Condos

June 12 month rolling average for condos

City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
Belmont	$845,000	0.1	$729	15	-0.25	16
Brisbane	$833,000	-0.07	$598	6	-0.54	7
Burlingame	$1,011,500	0.03	$754	38	1.24	43
Daly City	$555,000	-0.18	$597	76	0.04	76
East Palo Alto	$634,500	0.02	$668	6	-0.25	7
Foster City	$884,000	-0.08	$681	68	-0.19	69
Half Moon Bay	$792,500	0	$727	12	-0.2	12
Menlo Park	$1,060,000	-0.09	$931	37	-0.18	41
Millbrae	$850,000	-0.04	$683	38	0.52	39
Pacifica	$880,000	-0.03	$679	17	0.42	18
Redwood City	$825,000	-0.09	$754	69	0.15	71
San Bruno	$465,000	0.06	$704	63	-0.25	63

Source: Compass via MLS · Condos

Local San Mateo County Condos

June 12 month rolling average for condos

City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
San Mateo	$750,000	-0.06	$750	230	0.01	235
South San Francisco	$752,500	-0.07	$707	58	-0.15	66

Source: Compass via MLS · Condos

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