

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2022

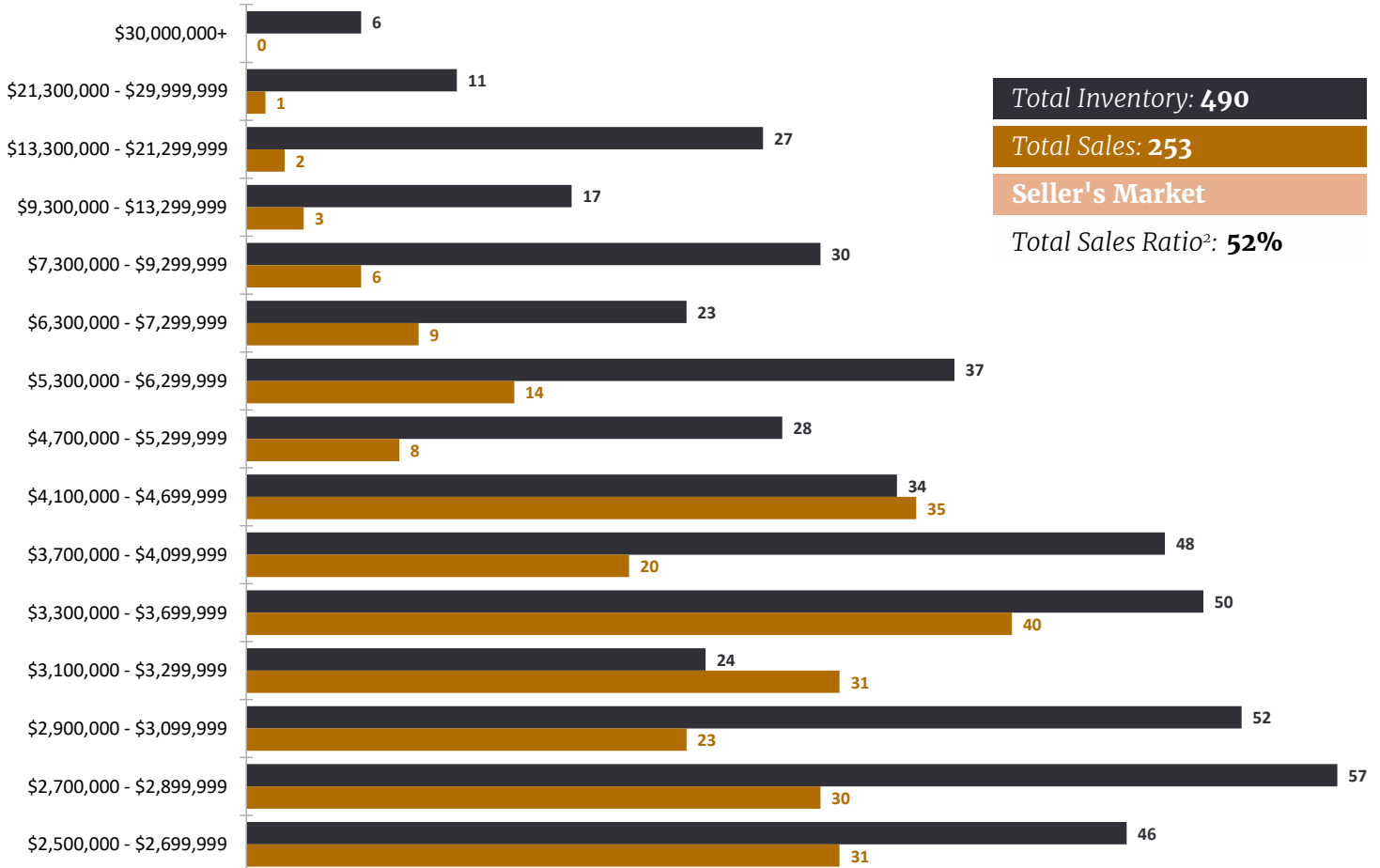
SILICON VALLEY --- CALIFORNIA

mysilvercreekvalleyhome.com

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

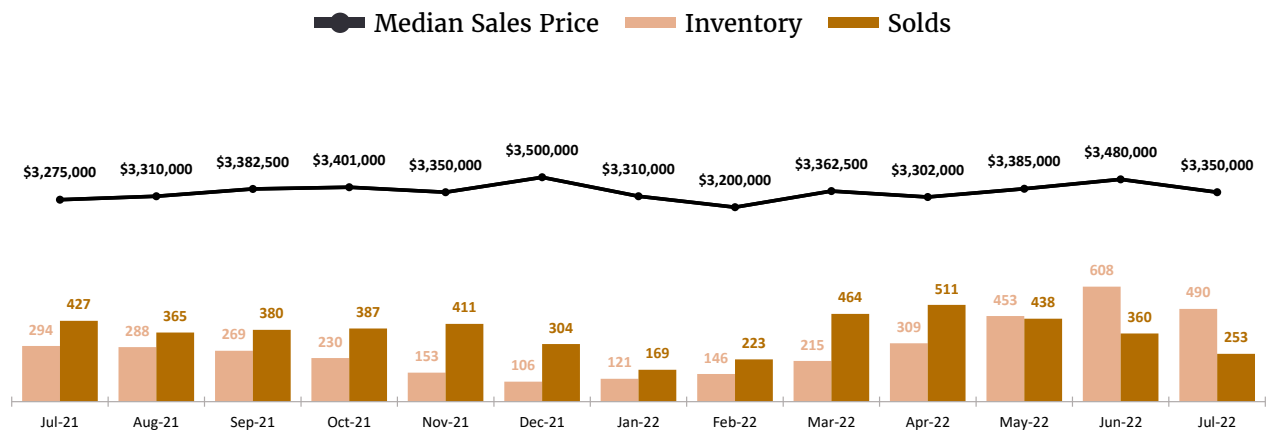
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,909,000	3	2	58	59	98%
2,000 - 2,999	\$3,300,000	4	3	114	172	66%
3,000 - 3,999	\$4,150,000	4	4	53	107	50%
4,000 - 4,999	\$5,787,500	5	5	18	46	39%
5,000 - 5,999	\$6,720,000	5	5	5	36	14%
6,000+	\$7,500,000	6	7	5	70	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021	Jul. 2022
294	490

VARIANCE: **67%**

TOTAL SOLDS

Jul. 2021	Jul. 2022
427	253

VARIANCE: **-41%**

SALES PRICE

Jul. 2021	Jul. 2022
\$3.28m	\$3.35m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
\$1,343	\$1,429

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
108.96%	100.06%

VARIANCE: **-8%**

DAYS ON MARKET

Jul. 2021	Jul. 2022
8	11

VARIANCE: **38%**

SILICON VALLEY MARKET SUMMARY | JULY 2022

- The Silicon Valley single-family luxury market is a **Seller's Market** with a **52% Sales Ratio**.
- Homes sold for a median of **100.06% of list price** in July 2022.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **129%**.
- The median luxury sales price for single-family homes is **\$3,350,000**.
- The median days on market for July 2022 was **11** days, up from **8** in July 2021.

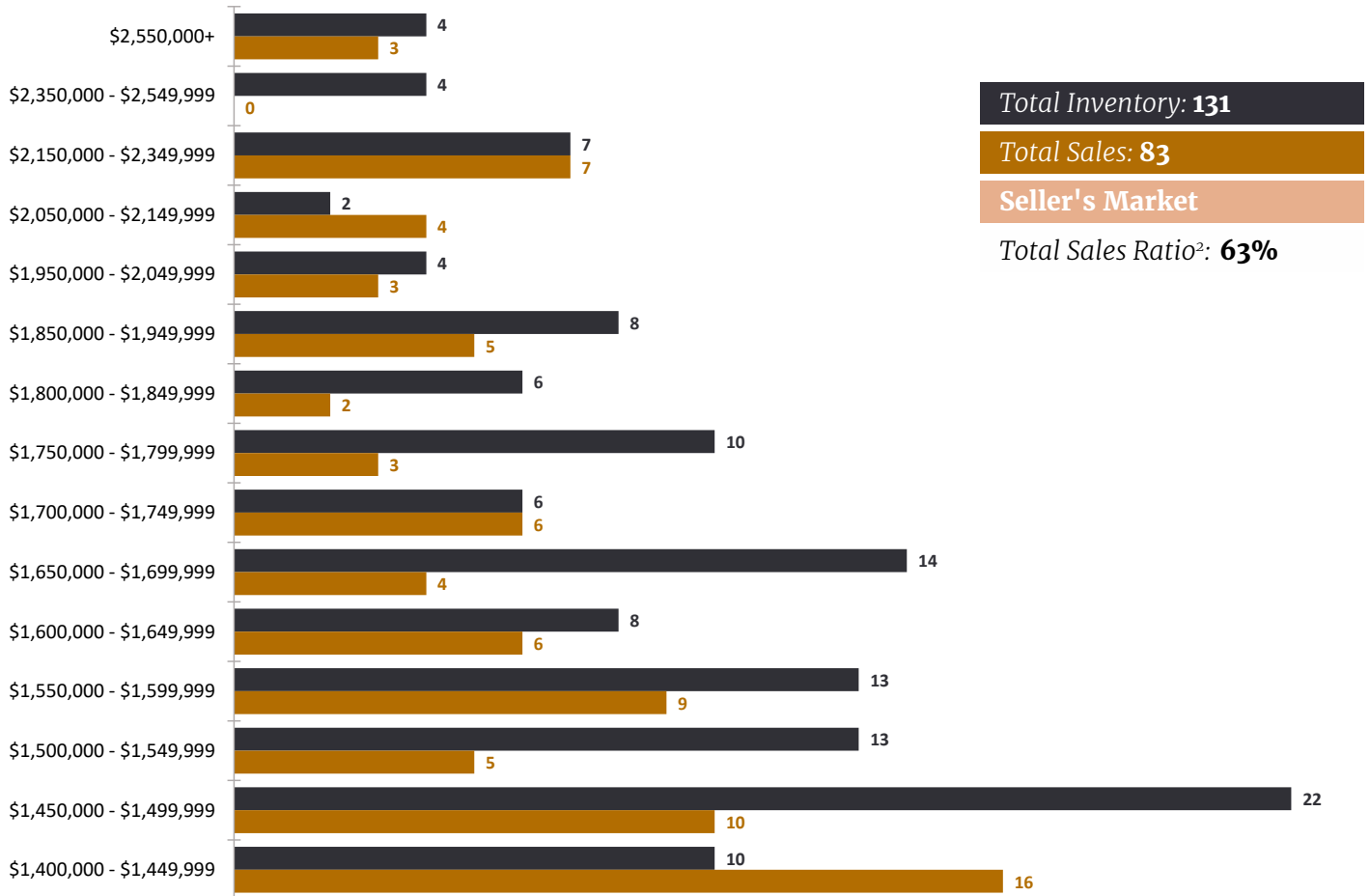
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

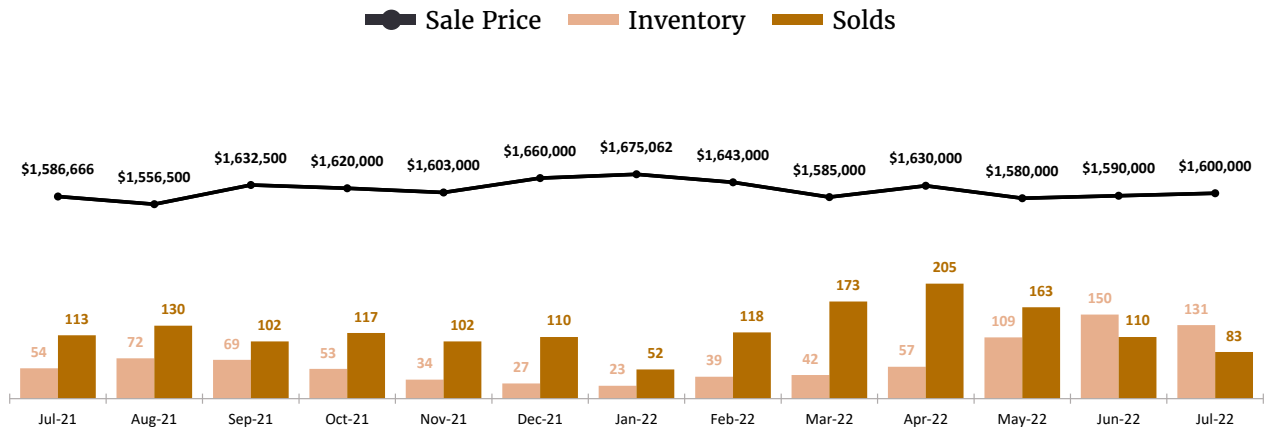
Luxury Benchmark Price¹: **\$1,400,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,199	\$1,600,000	2	2	3	5	60%
1,200 - 1,399	\$1,400,000	2	3	5	17	29%
1,400 - 1,599	\$1,537,500	3	3	24	24	100%
1,600 - 1,799	\$1,605,000	3	3	20	25	80%
1,800 - 1,999	\$1,565,000	3	3	16	21	76%
2,000+	\$2,088,000	4	4	15	39	38%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021	Jul. 2022
54	131

VARIANCE: **143%**

TOTAL SOLDS

Jul. 2021	Jul. 2022
113	83

VARIANCE: **-27%**

SALES PRICE

Jul. 2021	Jul. 2022
\$1.59m	\$1.60m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
\$993	\$995

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
105.51%	101.82%

VARIANCE: **-3%**

DAYS ON MARKET

Jul. 2021	Jul. 2022
8	10

VARIANCE: **25%**

SILICON VALLEY MARKET SUMMARY | JULY 2022

- The Silicon Valley attached luxury market is a **Seller's Market** with a **63% Sales Ratio**.
- Homes sold for a median of **101.82% of list price** in July 2022.
- The most active price band is **\$2,050,000-\$2,149,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$1,600,000**.
- The median days on market for July 2022 was **10** days, up from **8** in July 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.