

Home Prices Remain Stable Despite Seasonal Slowdown

Buyers Focus on Bargains, Offer Cash

FIRST QUARTER 2011

SAN MATEO COUNTY

Despite a seasonal slowdown in the pace of home sales in most San Mateo County communities during the first quarter of 2011, favorable market conditions and interest rates continued to attract homebuyers looking for bargains and offering cash, according to a report by the research division of Better Homes and Gardens Mason-McDuffie Real Estate based on an analysis of MLS data.

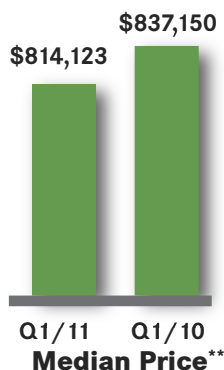
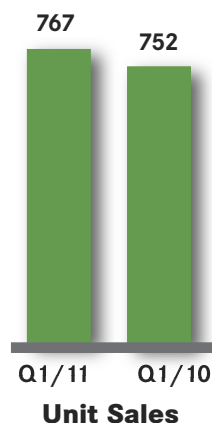
Countywide, 767 existing, single-family detached homes changed hands during the first quarter, up 2 percent from 752 homes sold in the first quarter of 2010 but sharply lower than in the fourth quarter, when 1,020 homes were sold. Observers cited the customary seasonal slowdown, especially in the county's higher-priced communities, where sales had climbed in recent quarters behind more realistic pricing by sellers and pent-up demand. Properties took a little longer to sell, with the average number of days a home was on the market before receiving a contracted offer rising from 55 days a year ago to 63 days in this year's first quarter.

Sales increased from last year's first quarter in 11 of the 19 communities included in the report. The City of San Mateo led

the pace with 109 closed sales for the quarter, down slightly from the previous quarter but up 8 percent compared with a year ago. Sales picked up on an annualized basis in Woodside (+125%), Portola Valley (+86%), Half Moon Bay (+44%), East Palo Alto (+41%), Pacifica (+39%) and Millbrae (+29%), while sizable declines were registered in Burlingame (-29%), Foster City (-27%), Redwood City (-21%) and Daly City (-14%).

Despite the slower pace, the countywide median price remained steady at \$814,123 in the first quarter, down only 4 percent from the previous quarter and just 3 percent from a year ago. The median price was sharply higher in Menlo Park (+18%), Atherton (+16%) and San Carlos (+13%). By contrast, it was lower year over year in Half Moon Bay (-52%), Woodside (-19%); Hillsborough (-17%) and Portola Valley (-11%) as homebuyers focused on lower-priced bargains.

Looking ahead, well-priced properties near good schools will continue to draw multiple offers, with many buyers paying cash. A slower pace of sales means buyers in general have a little more time to find the right property, at the right price, with the right loan.



SAN MATEO COUNTY YEAR-TO-YEAR MARKET COMPARISON

City	Homes Sold Q1/11	Homes Sold Q1/10	% Change	Avg DOM* Q1/11	Avg DOM* Q1/10	Change (days)	Median Price Q1/11	Median Price Q1/10	% Change
Atherton	13	14	-7	92	100	-8	\$3,206,000	\$2,762,500	16
Belmont	35	31	13	37	68	-31	\$780,000	\$899,000	-13
Brisbane	6	6	0	59	57	2	\$626,500	\$581,000	8
Burlingame	29	41	-29	41	59	-18	\$1,037,500	\$1,039,900	-.2
Daly City	70	81	-14	56	45	11	\$484,000	\$550,000	-12
East Palo Alto	48	34	41	70	35	35	\$255,000	\$246,125	4
Foster City	16	22	-27	35	55	-20	\$969,000	\$1,015,000	-5
Half Moon Bay	13	9	44	68	103	-35	\$550,000	\$1,150,000	-52
Hillsborough	29	26	12	72	66	6	\$2,200,000	\$2,657,500	-17
Menlo Park	58	60	-3	39	52	-13	\$1,119,000	\$945,000	18
Millbrae	22	17	29	59	46	13	\$820,250	\$838,000	-2
Pacifica	57	41	39	83	73	10	\$510,000	\$560,000	-9
Portola Valley	13	7	86	103	15	88	\$1,510,000	\$1,689,000	-11
Redwood City	93	117	-21	59	58	1	\$695,000	\$720,000	-3
San Bruno	44	43	2	80	42	38	\$553,500	\$541,000	2
San Carlos	43	37	16	30	34	-4	\$980,000	\$865,000	13
San Mateo	109	101	8	52	40	12	\$695,000	\$725,000	-4
So. San Francisco	51	57	-11	78	28	50	\$489,950	\$520,000	-6
Woodside	18	8	125	88	66	22	\$1,417,500	\$1,759,500	-19

* Days on market is the number of days a property was listed on the market until it went under contract at its final listing price. This may not reflect previous listings.

** The median home price for the entire county is the mean of median home prices of cities within San Mateo County. Data are sourced from multiple listing services and are deemed reliable but not guaranteed. All percentages rounded to nearest whole number.



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