



## Mary Pope-Handy

Sereno Group Real Estate  
214 Los Gatos-Saratoga Road  
Los Gatos, Ca 95030  
(408) 357-5760  
(408) 204-7673

mary@popehandy.com  
<http://popehandy.rereport.com/>  
<http://www.popehandy.com>  
CalBRE #01153805



# The Real Estate Report

## Mortgages Easier to Get

Two major changes in the mortgage market go into effect this month, and both could help millions more borrowers qualify for a home loan.

First, the three major credit reporting agencies will drop tax liens and civil judgments from consumer profiles if the data is not complete. Specifically, the data must include the person's name, address, and either date of birth or social security number. It seems many profiles do not have all this data. This alone could raise FICO scores by as much as 20 points for affected consumers.

Second, mortgage giants Fannie Mae and Freddie Mac are allowing borrowers to have higher levels of debt and still qualify for a home loan. The two are raising their debt-

to-income ratio limit to 50 percent of pretax income from 45 percent.

### Inventory Keeps Tightening

Realtor.com reports that "there were 11 percent fewer homes on the market (nationally) in June 2017 than during the same time last year, marking 24 consecutive months of year-over-year inventory declines."

### Down Payment Assistance

Home Buyers using the C.A.R.'s Down Payment Assistance could be eligible for a \$50,000 award! Find out which programs you qualify for with the C.A.R.'s FREE Down Payment Resource Directory!

<http://www.car.org/tools/downpaymentresource/>

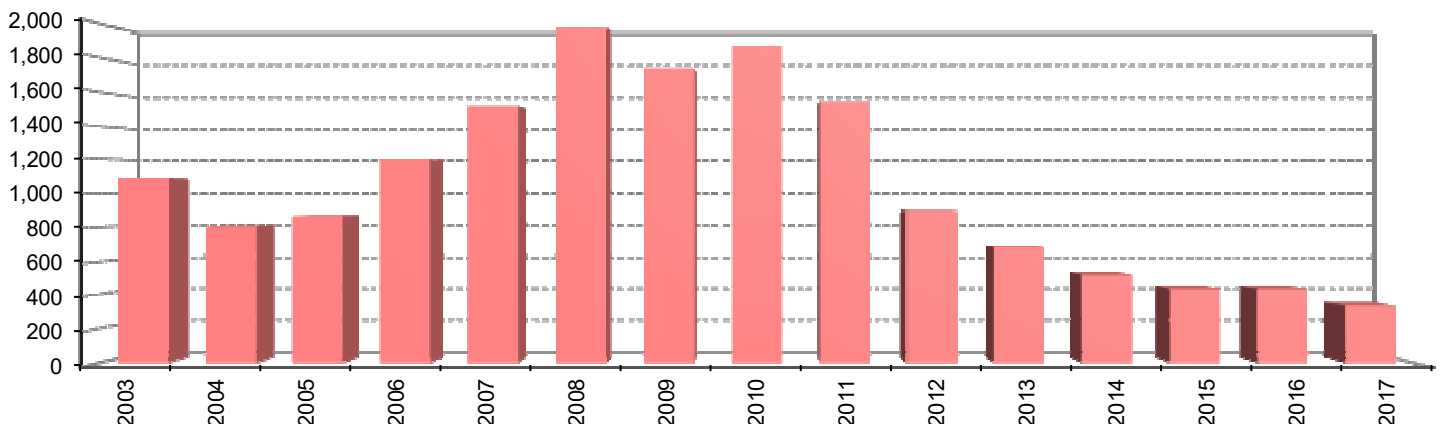
### VISIT

<http://popehandy.rereport.com/>

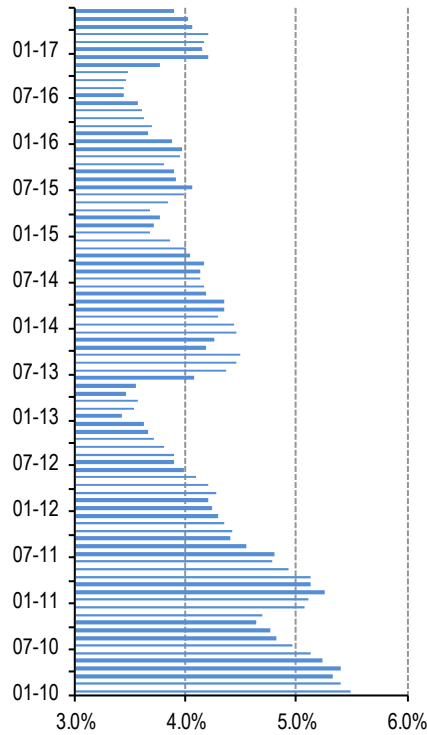
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

© 2017 rereport.com

**San Mateo County**  
Average Monthly Active Listings SFR



30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

Though Down, Rates To Rebound

Jun. 30, 2017 -- A little over four years ago, then-Fed Chairman Ben Bernanke famously inferred that the Fed might, if appropriate, soon begin the process of winding down the extraordinary stimulus it was using to power the economy. At the time, global markets were shaky enough to take this to mean a fairly imminent end to easy monetary policy, and reacted by selling off bonds over a period of eight weeks in the so-called "taper tantrum", lifting 30-year fixed mortgage rates by a full point over that time.

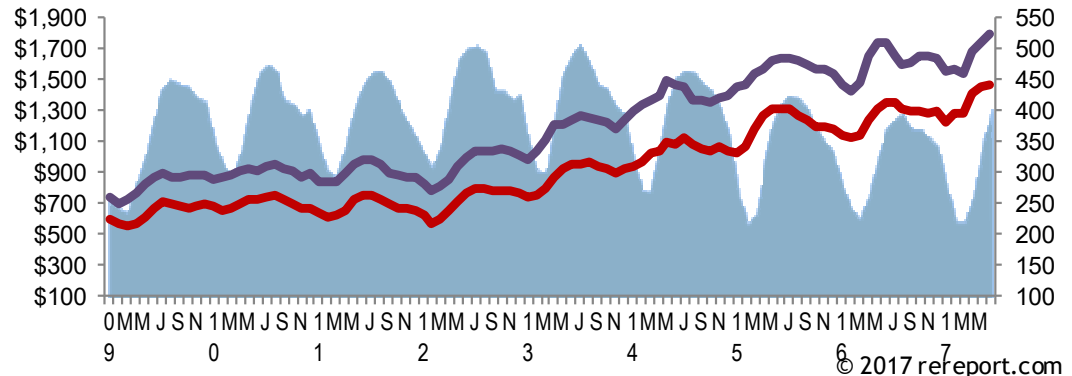
This week, heads of three central banks -- the European Central Bank, Bank of England and the Bank of Canada -- all expressed sentiments that economic growth and inflation are moving in the right direction, and that at some point they would also begin to curtail large-scale asset purchases of bonds and even start to lift their key policy rates.

Global bond investors took this to mean that monetary policy would start to be tightened before

long, and so sold off holdings of bonds in response, or at least enough to lift market interest rates to levels last seen a month ago or more. Not exactly a taper tantrum (which occurred over a period of months) but certainly the raising of a wary investor eyebrow. As well, the potential for imminent change was later talked down, but to little immediate effect. Mortgage rates had been stable to slightly falling as this week progressed, but abruptly reversed course, and look to move measurably higher when the next national tally becomes available.

The distant early warning about potential policy changes by other central banks is the rough equivalent of a long-range weather forecast. The probability for a change may have increased slightly, but there are a lot of unknown and unusual forces at work that will shape when and where a weather event will eventually come. It will rain again; it always has in the past, but when still remains an open question.

San Mateo County Homes - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



© 2017 reReport.com

**MARY POPE-HANDY**  
 SERENO GROUP REAL ESTATE  
 (408) 357-5760  
 MARY@POPEHANDY.COM  
 HTTP://WWW.POPEHANDY.COM  
 CALBRE #01153805

San Mateo County - June 2017											% Change from Year Before				
Single-Family Homes											Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'			
SMC	\$ 1,425,000	\$ 1,726,460	463	358	361	23	108.6%	7.5%	4.6%	10.8%	0.8%	-30.6%			
Atherton	\$ 4,600,000	\$ 5,502,540	13	6	25	56	98.4%	-16.0%	-1.8%	225.0%	-14.3%	-24.2%			
Belmont	\$ 1,635,000	\$ 1,722,000	15	15	9	17	112.3%	9.0%	15.7%	-40.0%	-28.6%	0.0%			
Brisbane	\$ 1,095,000	\$ 1,124,750	4	0	2	15	101.9%	15.3%	20.3%	-33.3%	-80.0%	-80.0%			
Burlingame	\$ 2,425,000	\$ 2,452,250	24	13	16	19	110.7%	12.8%	5.4%	60.0%	-23.5%	-15.8%			
Daly City	\$ 910,000	\$ 939,739	31	33	29	27	114.3%	4.6%	7.5%	6.9%	-10.8%	16.0%			
East Palo Alto	\$ 917,500	\$ 912,179	14	11	6	12	107.4%	19.2%	12.0%	55.6%	37.5%	-45.5%			
El Granada	\$ 1,259,000	\$ 1,126,000	8	4	5	18	98.8%	-1.3%	-8.3%	33.3%	300.0%	-16.7%			
Foster City	\$ 1,580,000	\$ 1,712,900	17	11	3	5	103.8%	-6.9%	-2.8%	183.3%	-26.7%	-75.0%			
Half Moon Bay	\$ 1,570,000	\$ 1,557,850	13	11	16	36	100.4%	17.2%	12.2%	-18.8%	22.2%	-59.0%			
Hillsborough	\$ 3,560,000	\$ 3,865,000	11	11	41	108	101.4%	26.3%	21.1%	22.2%	37.5%	20.6%			
Menlo Park	\$ 2,257,500	\$ 2,254,190	24	36	23	28	107.7%	3.3%	-2.9%	-36.8%	38.5%	-20.7%			
Millbrae	\$ 1,600,000	\$ 1,661,630	19	14	13	20	110.1%	3.2%	-2.8%	46.2%	100.0%	-18.8%			
Montara	\$ 1,030,000	\$ 1,009,580	6	8	5	24	108.1%	54.9%	51.8%	500.0%	300.0%	25.0%			
Moss Beach	\$ 1,235,000	\$ 1,428,120	4	2	2	15	97.2%	11.3%	28.7%	100.0%	100.0%	-75.0%			
Pacifica	\$ 950,000	\$ 1,025,110	33	20	13	11	110.4%	1.6%	5.5%	50.0%	17.6%	-56.7%			
Portola Valley	\$ 3,600,000	\$ 3,632,860	7	5	13	54	107.0%	27.9%	12.5%	0.0%	-16.7%	18.2%			
Redwood City	\$ 1,525,000	\$ 1,584,360	53	36	23	13	108.0%	10.5%	9.6%	8.2%	-18.2%	-67.1%			
Redwood Shores	\$ 1,925,000	\$ 1,906,250	4	1	1	7	107.3%	31.6%	30.3%	100.0%	-83.3%	-66.7%			
S. San Francisco	\$ 948,000	\$ 957,358	33	28	7	6	110.0%	2.9%	-0.3%	57.1%	40.0%	-73.1%			
San Bruno	\$ 1,080,000	\$ 1,064,560	27	16	13	14	109.3%	10.8%	3.7%	8.0%	6.7%	-58.1%			
San Carlos	\$ 1,856,500	\$ 1,897,130	32	17	12	11	110.2%	7.3%	3.6%	3.2%	-41.4%	-29.4%			
San Mateo	\$ 1,416,500	\$ 1,565,500	58	50	24	12	112.3%	11.7%	9.2%	-17.1%	4.2%	-45.5%			
Woodside	\$ 1,695,000	\$ 3,447,220	9	6	45	145	103.3%	-67.3%	-39.4%	0.0%	-14.3%	73.1%			

# June Statistics

**MARY POPE-HANDY**

SERENO GROUP REAL ESTATE  
(408) 357-5760

MARY@POPEHANDY.COM

HTTP://WWW.POPEHANDY.COM

CALBRE #01153805

## Trends at a Glance

(Single-family Homes)

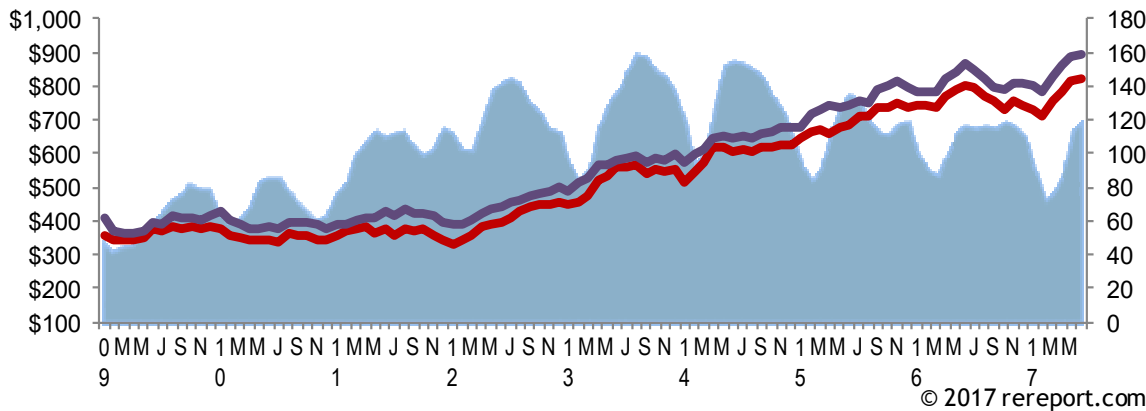
	Jun 17	Month %	May 17	Year %	Jun 16
Median Price:	\$1,425,000	-3.7%	\$1,480,000	7.5%	\$1,325,000
Average Price:	\$1,726,460	-3.7%	\$1,793,670	4.6%	\$1,649,950
Home Sales:	463	10.5%	419	10.8%	418
Pending Sales:	358	-24.5%	474	0.8%	355
Active Listings:	361	-3.2%	373	-30.6%	520
SP/LP Ratio	108.6%	-0.4%	109.0%	2.3%	106.1%
Days on Market	18	-5.8%	20	-8.7%	20
Days of Inventory:	23	-15.3%	27	-37.3%	36

(Townhomes/Condos)

	Jun 17	Month %	May 17	Year %	Jun 16
Median Price:	\$846,000	-0.5%	\$850,000	10.4%	\$766,000
Average Price:	\$918,363	2.1%	\$899,624	9.0%	\$842,584
Home Sales:	131	7.4%	122	9.2%	120
Pending Sales:	141	-2.8%	145	43.9%	98
Active Listings:	95	2.2%	93	-12.8%	109
SP/LP Ratio	105.3%	-1.0%	106.3%	-0.6%	105.9%
Days on Market	18	-2.8%	19	-16.4%	22
Days of Inventory:	21	-8.0%	23	-20.2%	26

## San Mateo County Condos- Median & Average Prices & Sales

(3-month moving average—prices in \$000's)



© 2017 rereport.com

### Table Definitions

#### Median Price

The price at which 50% of prices were higher and 50% were lower.

#### Average Price

Add all prices and divide by the number of sales.

#### SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

#### DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

#### Pend

Property under contract to sell that hasn't closed escrow.

#### Inven

Number of properties actively for sale as of the last day of the month.

### San Mateo County - June 2017

Condos/Townhomes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SMC	\$ 846,000	\$ 918,363	131	141	95	21	105.3%	10.4%	9.0%	9.2%	43.9%	-12.8%
Belmont	\$ -	\$ -	0	3	1	0	0.0%	76.6%	16.0%	100.0%	200.0%	0.0%
Brisbane	\$ -	\$ -	0	0	1	0	0.0%	0.0%	100.0%	0.0%	0.0%	-75.0%
Burlingame	\$ 1,030,000	\$ 1,066,330	9	4	5	16	103.9%	0.0%	100.0%	0.0%	0.0%	400.0%
Daly City	\$ 630,000	\$ 625,421	14	19	18	37	109.5%	12.5%	14.0%	-6.7%	111.1%	63.6%
Foster City	\$ 890,000	\$ 959,125	8	15	3	11	108.8%	-13.0%	-7.8%	-50.0%	66.7%	-50.0%
Menlo Park	\$ 1,050,000	\$ 1,319,620	13	15	6	13	98.2%	-19.8%	2.3%	62.5%	275.0%	-25.0%
Pacifica	\$ 666,500	\$ 695,625	8	4	0	0	103.8%	-6.5%	-7.1%	100.0%	33.3%	0.0%
Redwood City	\$ 1,043,500	\$ 1,062,750	12	11	5	12	106.0%	31.3%	25.9%	50.0%	0.0%	-54.5%
Redwood Shores	\$ 1,400,000	\$ 1,364,000	5	5	3	17	104.4%	5.3%	9.3%	-16.7%	-44.4%	50.0%
San Bruno	\$ 455,000	\$ 418,600	3	5	3	29	104.0%	6.4%	-3.9%	-70.0%	0.0%	-57.1%
San Carlos	\$ 886,000	\$ 973,429	7	7	2	8	103.7%	-26.2%	-13.6%	-22.2%	133.3%	-71.4%
San Mateo	\$ 800,000	\$ 847,664	39	35	35	26	106.5%	10.0%	8.3%	39.3%	52.2%	16.7%
S. San Francisco	\$ 730,000	\$ 672,571	7	13	9	37	105.8%	9.0%	1.1%	16.7%	-18.8%	12.5%



**Mary Pope-Handy**

**Sereno Group Real Estate**  
214 Los Gatos-Saratoga Road  
Los Gatos, Ca 95030  
(408) 357-5760  
mary@popehandy.com

This is not intended as a solicitation if your home is currently listed.

