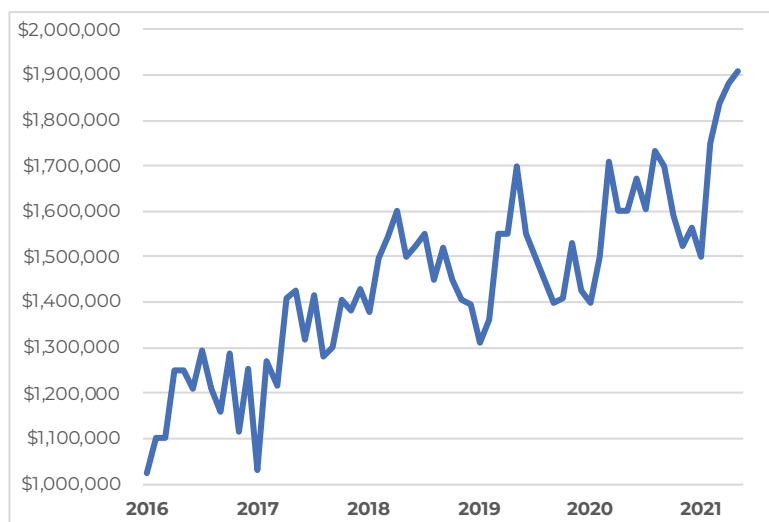


MEDIAN SALES PRICE IN SM COUNTY APPROACHING HISTORIC MILESTONE



After a meteoric rise in the first few months of 2021, the median sales price for a single-family home in San Mateo County seems poised to clear a historic milestone this year. According to sales data from MLSListings Inc, the median price for a single-family home in San Mateo County during the month of May was \$1,909,500. That is an increase of more than \$400k from January of this year, and less than \$100k from a number that not too long ago would have seemed improbable, but today seems inevitable - \$2 million. In fact, the California Association of Realtors has already reported that San Mateo County has cleared the \$2 million mark, which would make it the first county in California history to do so (CAR's available sales data may vary from MLSListings).

Two. Million. Dollars. The number seems even more impressive when you consider that 10 years ago in 2011, when we first started to come out of the recession, the median sales price for a single-family home in San Mateo County was just over \$700,000. That's about 185% growth over 10 years, or 18.5% annually.

So how did we get here? I won't get any awards or recognition for saying it, but sometimes the best answer is the most obvious one. And it's the answer you'll find in Chapter 1, page 1 of Econ 101 - SUPPLY AND DEMAND. The Bay Area real estate market over the past decade or so has been a textbook example of a seller's market, with demand far exceeding supply. A booming regional economy has consistently churned out well-qualified buyers, while available homes have remained in historically short supply. Of course, there have been plenty of relative highs and lows over the course of the past decade, but the story for the most part has remained the same. Strong competition for a very limited supply of homes has kept prices on a steady upward trajectory. The bane of first-time buyers, but a boon to investors. And unless we see a significant slowdown in Bay Area tech, I wouldn't expect the story to change a whole lot any time soon.

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RealSmart co-founder
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IN
THIS
ISSUE

\$2 MILLION MEDIAN PRICE
MARKET AT A GLANCE
UPCOMING WEBINAR
REALSMART ROUNDTABLE
FEATURED LISTINGS

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P. 3
P. 4

LISTINGS COMING SOON:



760 COLLEGE AVE.
4BD/4.5BA - M. PARK



326 BELMONT AVE.
3BD/4.5BA - RWC



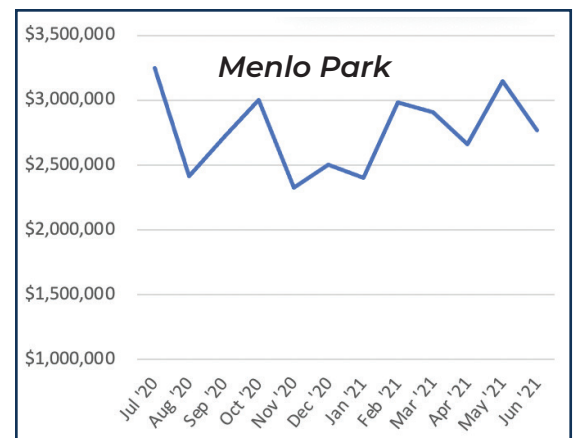
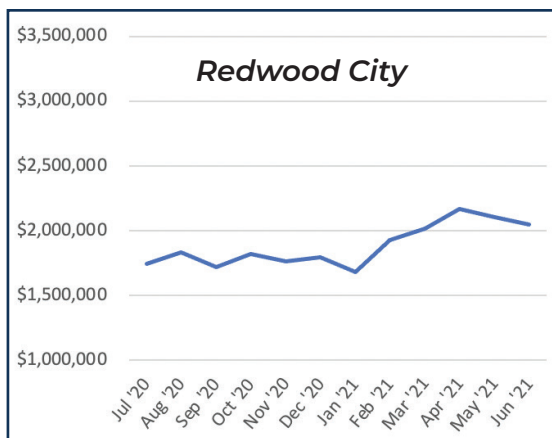
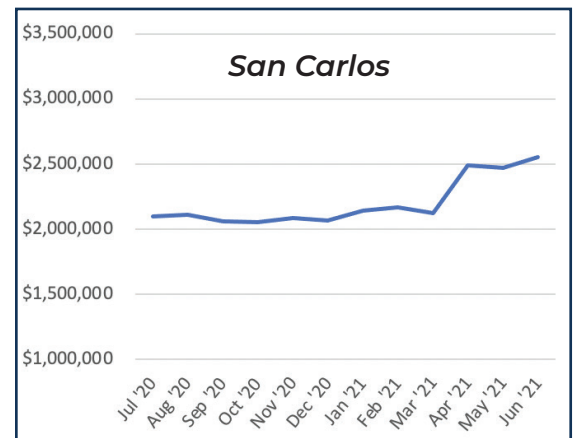
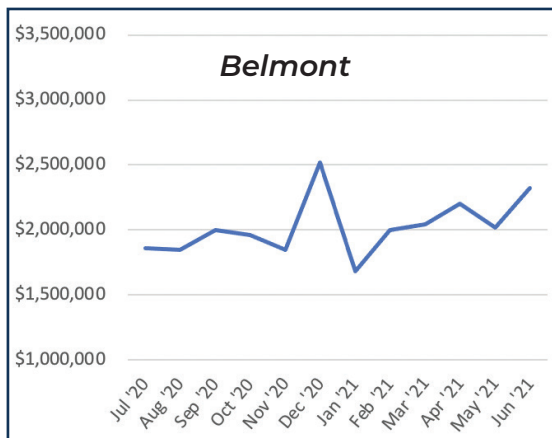
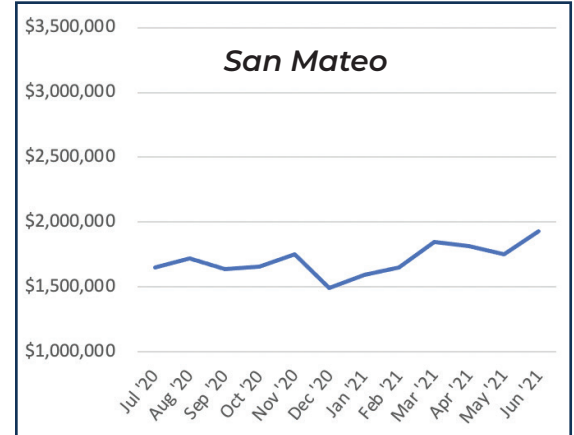
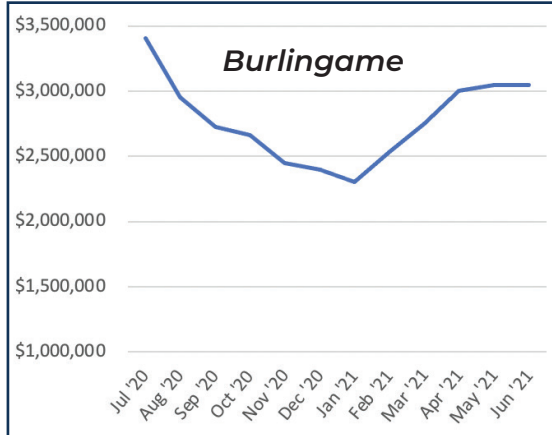
933 WALNUT ST.
5BD/4.5BA - S. CARLOS



124 PLYMOUTH AVE.
4BD/3BA - SAN CARLOS

THE MARKET AT A GLANCE

Median sales price in mid-peninsula cities, past 12 months



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KEEPING UP WITH REALSMART



UPCOMING WEBINAR: UNDERSTANDING CALIFORNIA'S NEIGHBOR LAWS

At the beginning of this year, we launched a series of free webinar events - partially in an attempt to connect with our clients, friends and family in an increasingly virtual world, but also to offer educational opportunities for Bay Area homeowners, and anyone else with an interest in real estate. We try to present on topics that are current and top of mind, and leave plenty of time at the end to go over attendee questions with our legal experts.

Two events in and we have been incredibly encouraged by your

participation. So much so that we plan to extend the series at least through the end of this year, possibly further! Our next free webinar will be held on Thursday August 5th. Full event details below:

**Understanding CA's Neighbor Laws:
*Your Obligations to Fences, Trees,
Boundaries & Noise***

Date: Thursday, August 5th, 2021
Time: 5:30pm PST

You can register for the event at:
realsmartproperties.com/webinar

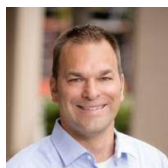
REALTOR ROUNDTABLE:

Quarter 2 saw another fantastic slate of guest speakers at our weekly Realtor Roundtable Meeting! We spoke with Vladimir Bosanac, Founder & CEO of the Registry, about the future of Bay Area real estate; San Carlos councilmember Adam Rak stopped in to bring us up to speed on San Carlos housing development; 1031 Exchange Specialist Ron Ricard gave his thoughts on new tax laws potentially changing the 1031 exchange program; and Zumana Calcuttawala joined us to discuss how FlyHomes helps buyers with loans make an all-cash offers.

If any of these topics interest you, don't hesitate to reach out for more details! Or follow along for regular updates at: realsmartproperties.com/blog



Vladimir Bosanac
CEO, The Registry
Topic: Post-COVID
real estate forecast



Adam Rak
City Council, San Carlos
Topic: housing and
economic development



Ron Ricard
1031 Exchange Specialist
Topic: Future of 1031 ex.
amid tax law uncertainty



Zumana Calcuttawala
Client Advisor, FlyHomes
Topic: FlyHomes temporary
bridge financing

RECENT SALES:



315 LOWELL ST.
3BD/3BA - RWC



333 MARMONA DR.
4BD/3BA - MENLO PARK



1010 CRESTVIEW DR.
4BD/2.5BA - S. CARLOS



2423 PALM AVE.
3BD/2.5BA - RWC

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FEATURED LISTINGS



2108 CAMINO DE LOS ROBLES
4BD/3BA | MENLO PARK



306 TREASURE ISLAND DRIVE
2BD/1.5BA | BELMONT



153 MYRTLE STREET
4BD/3BA | REDWOOD CITY

For more information on our listings, visit www.RealSmartProperties.com/Properties