



**Stanford Circle Cities Real Estate**  
**February 2023 Report**

Palo Alto, Los Altos, Los Altos Hills, Atherton,  
Woodside, Portola Valley and Menlo Park.

**COMPASS**

## Early 2023 Data Suggests Buyers Are Beginning to Jump Back In

December is typically the month that sees the year's lowest level of deal-making activity – i.e. listings accepting offers (going into contract) – which leads to January usually posting the lowest monthly number of closed sales. (Sales typically close 3 to 6 weeks after going into contract.) In the 11-county, greater Bay Area, accepted-offer activity in December 2022 and closed sales volume in January 2023 generally hit their lowest monthly points in 15+ years.

Typically, after the long holiday slowdown, the market just begins to wake up in mid-January before accelerating into spring. That being said, inflation has dropped substantially since June and interest rates since November, home prices are well down from last spring, stock markets are up 8% (S&P) to 15% (Nasdaq) YTD as of 2/3/23 (albeit with continuing volatility), and despite escalating layoffs in high tech, early indications in 2023 point to rebounding buyer demand. Open house traffic has jumped, more buyers are requesting listing disclosure packages, and there have been increasing reports of multiple offers and (often unexpected) overbidding of asking price. Based on this preliminary data (much of it still anecdotal\*), it appears that buyer demand severely repressed by economic conditions in the 2<sup>nd</sup> half of 2022 has begun to bounce back.

A similar rebound began in mid-late summer 2022 for similar reasons – a significant drop in mortgage rates and a large rise in stock markets – which then quickly faded when positive economic developments went into reverse. Market activity then slowed further through the rest of 2022. There are currently considerable hopes for a more lasting economic recovery in 2023.

During the long high-tech and pandemic housing boom – which peaked in April/May 2022 – as each new year began, the classic dynamic was for buyers to jump back into the market much more

quickly than sellers, creating an immediate imbalance between supply and demand. Too few new listings compared to the quantity of motivated buyers sparked often ferocious bidding wars, leading to considerable home price gains virtually every spring. It is too early to conclude, after the general price declines and steep drops in market activity seen in the 2<sup>nd</sup> half of 2022, that a sustained recovery in market conditions is now underway, and if it is, how quickly it will develop and its impact on prices in 2023. Many economic conditions remain challenging – with critical indicators still much weaker on a year-over-year basis – and forecasts by economists and analysts vary widely. Hopefully, economic conditions will continue to improve, providing the foundation for the recovery in real estate. In the meantime, preliminary indicators are surprisingly positive, and the CEO of Compass recently stated his belief that Q4 2022 saw the bottom of the market.

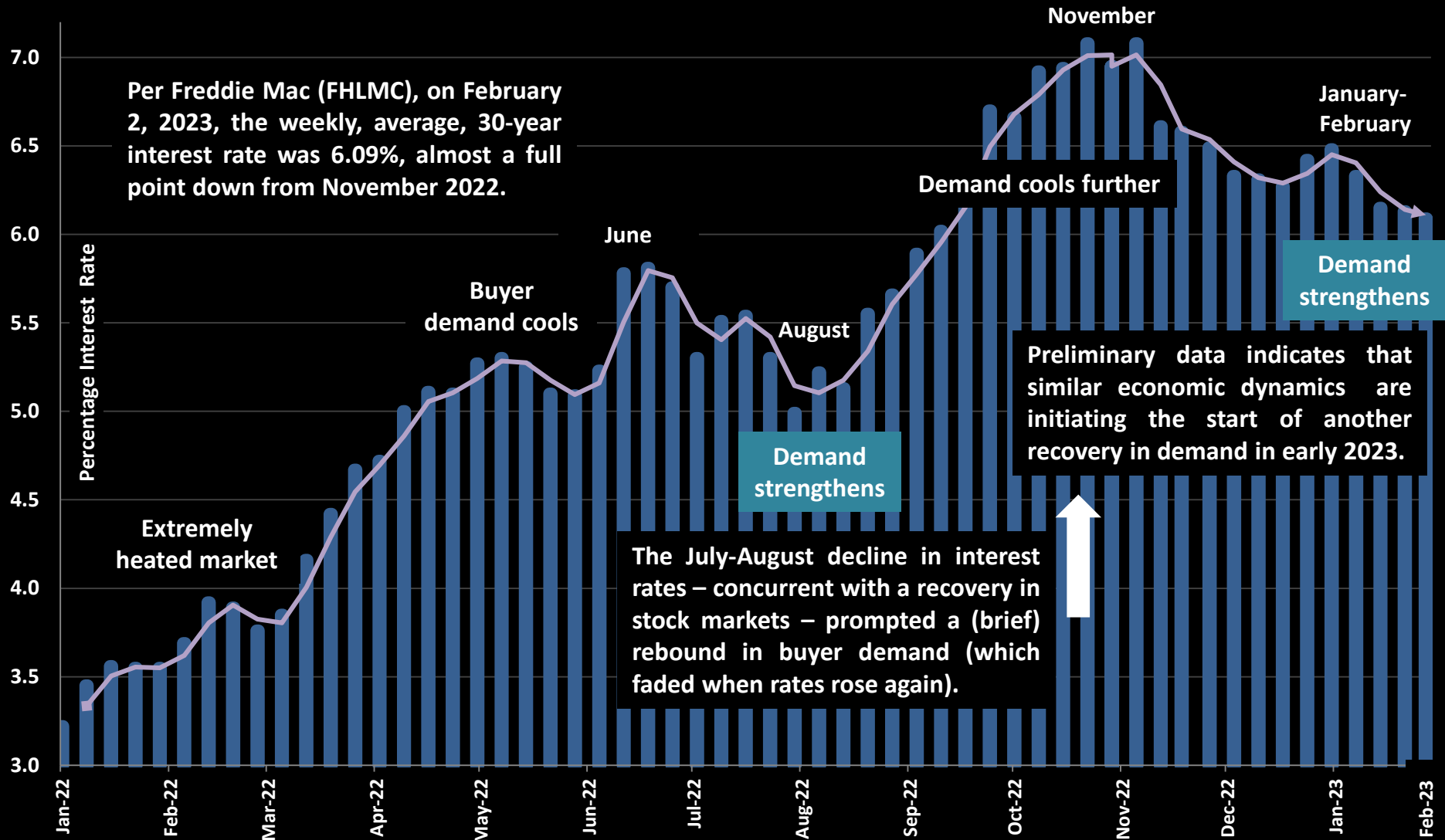
The “spring market,” which can begin as early as February in the Bay Area, is typically the biggest selling season of the year, especially for luxury homes, and more data regarding new listings coming on market, listings going into contract, sales volumes, speed of sale, overbidding and sales prices will soon become available.\*

\* Most “hard” data in real estate is based on closed, recorded sales, a *lagging indicator* which generally reflects deal-making activity in the *previous* month, when offers were negotiated. January sales, the basis for many analyses in this report, mostly reflect the December 2022 market when new listing activity and buyer demand were typically at their lowest ebb in years. February and March listing and sales data will begin to better reflect early 2023 conditions.

Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported activity.

# Mortgage Interest Rates, 2022 - 2023 YTD

## 30-Year Conforming Fixed-Rate Loans, Weekly Average Readings

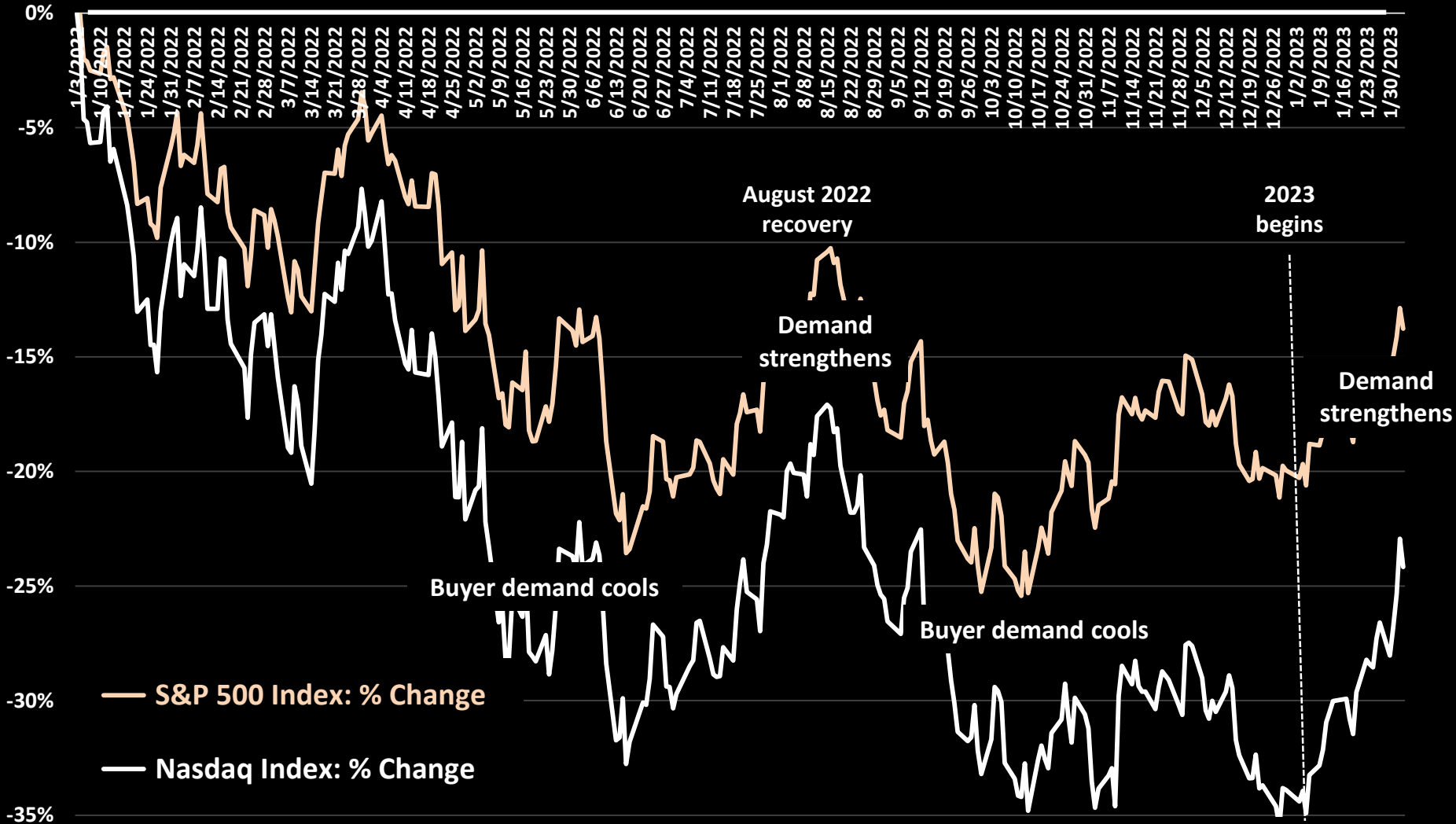


2-month moving trend line. Freddie Mac, 30-Year Fixed Rate Mortgage Average in the United States, retrieved from Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/MORTGAGE30US>. Data from sources deemed reliable but not guaranteed. All numbers approximate.

# Financial Markets since 2022 Began

The market has seen high volatility with several fast, large reversals of direction over the past 13 months.

## Percentage Declines, January 3, 2022 – February 3, 2023



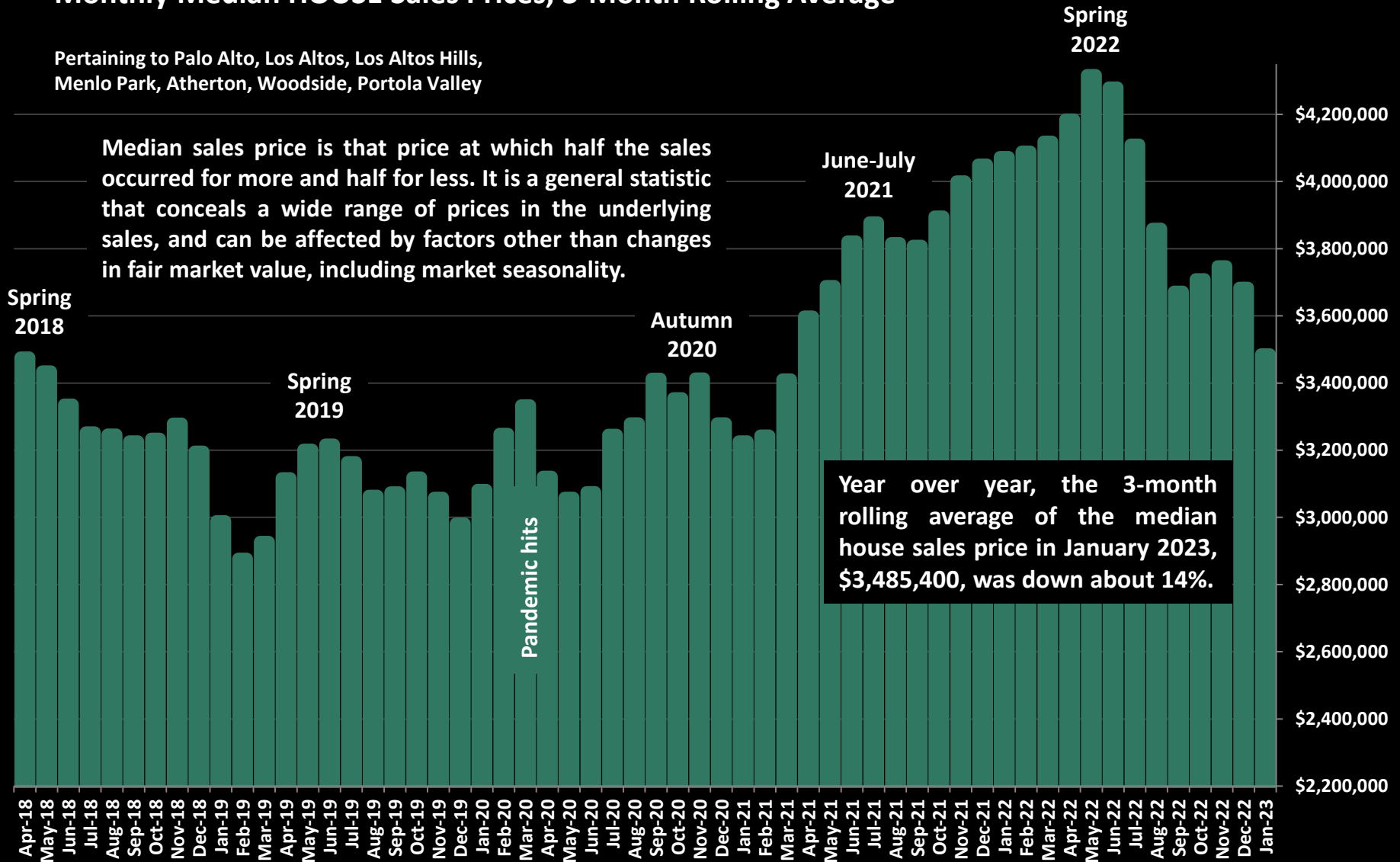
Last reading, end of day 2/3/23. Data per MarketWatch.com, daily closing prices. Data from source deemed reliable, but may contain errors and subject to revision. Financial market values change constantly and all numbers should be considered approximate.

# Stanford Circle Market Values since 2018

## Monthly Median HOUSE Sales Prices, 3-Month Rolling Average

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Median sales price is that price at which half the sales occurred for more and half for less. It is a general statistic that conceals a wide range of prices in the underlying sales, and can be affected by factors other than changes in fair market value, including market seasonality.



3-month rolling average of median prices as reported to MLSLISTINGS, per Broker Metrics. Analysis may contain errors and subject to revision. All numbers approximate, and may change due to late-reported sales.



# Stanford Circle Cities

## Median Home Sales Prices by Bedroom Count\*

Early 2023 Update  
Selected Markets

Market in Alphabetical Order	2-Bedroom House	3-Bedroom House	4-Bedroom House	5-6 Bedroom House
Atherton	Blank fields signify too few sales	\$4,747,500	\$5,327,500	\$12,330,000
Los Altos		\$3,460,000	\$4,090,000	\$4,825,000
Los Altos Hills			\$4,025,000	\$7,987,500
Menlo Park	\$1,787,500	\$2,425,000	\$3,900,000	\$5,025,000
Palo Alto	\$2,625,000	\$2,969,000	\$3,540,000	\$3,960,000
Portola Valley		\$3,147,500	\$4,485,000	\$4,225,000
Woodside	Blank fields signify too few sales	\$2,235,000	\$5,100,000	\$6,100,000

\* Sales reported to NorCal MLS Alliance in the 6 months through mid-late 01/23. Many factors besides bedroom count affect values, and homes of similar BR counts can vary widely in size within and between cities. Some of these communities see very low sales volumes within the defined segments, which make median sales prices much more prone to fluctuate: This is particularly common in small, very, very expensive markets like Atherton, Woodside, Portola Valley and Los Altos Hills. Lot size can be a large factor in home values in some of these communities. **How these prices apply to any particular home is unknown without a specific comparative market analysis.**

Data from sources deemed reliable, but may contain errors and subject to revision. Median sales prices are huge generalities. All numbers approximate.

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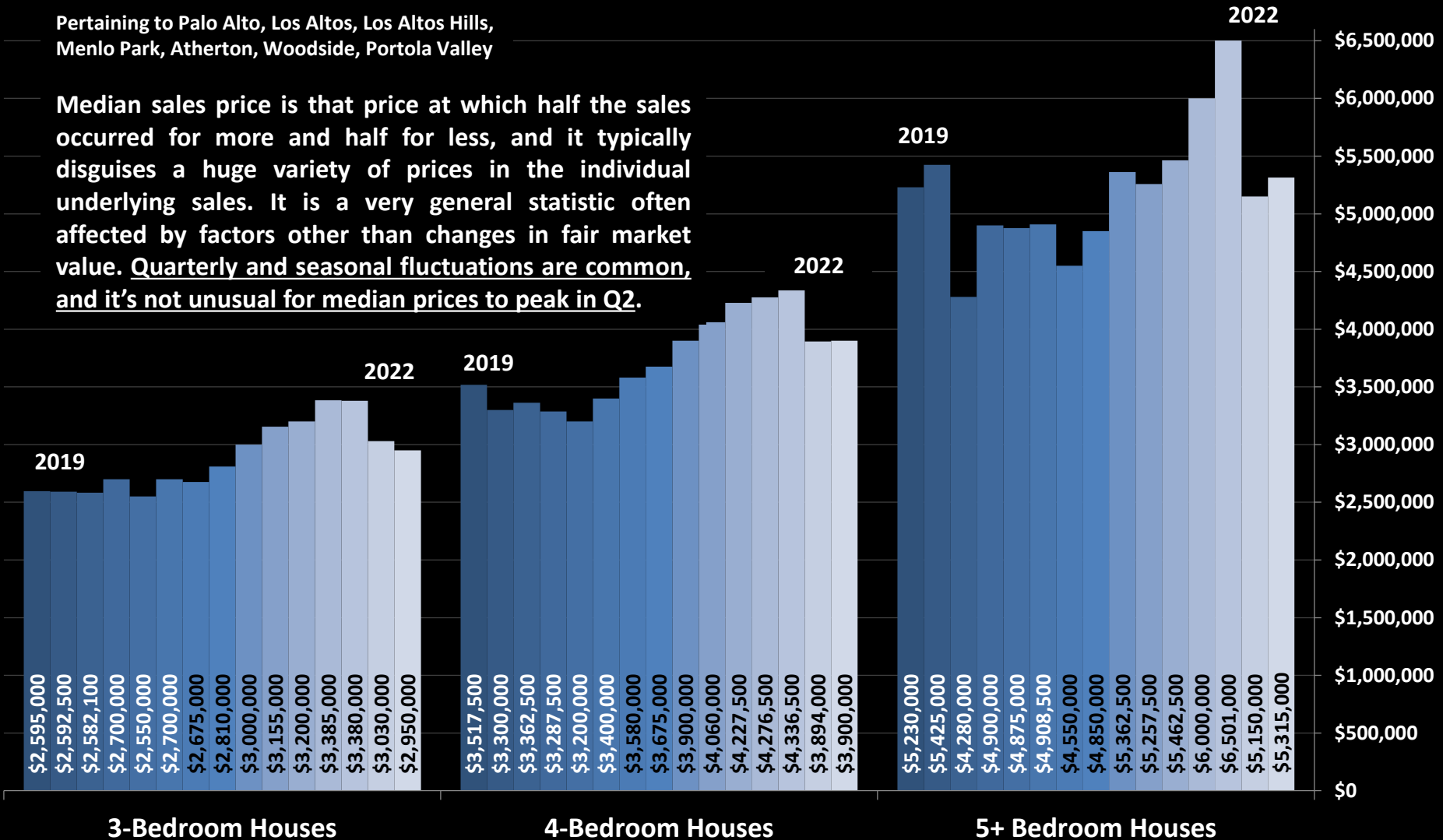
# Stanford Circle Home Price Trends – by Bedroom Count

## Median House Sales Prices, by Quarter, Q2 2019 – Q4 2022

By Quarter

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Median sales price is that price at which half the sales occurred for more and half for less, and it typically disguises a huge variety of prices in the individual underlying sales. It is a very general statistic often affected by factors other than changes in fair market value. Quarterly and seasonal fluctuations are common, and it's not unusual for median prices to peak in Q2.



Sales reported to MLSLISTINGS per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales. Quarterly sales volumes can fluctuate, affecting median sales price calculations.

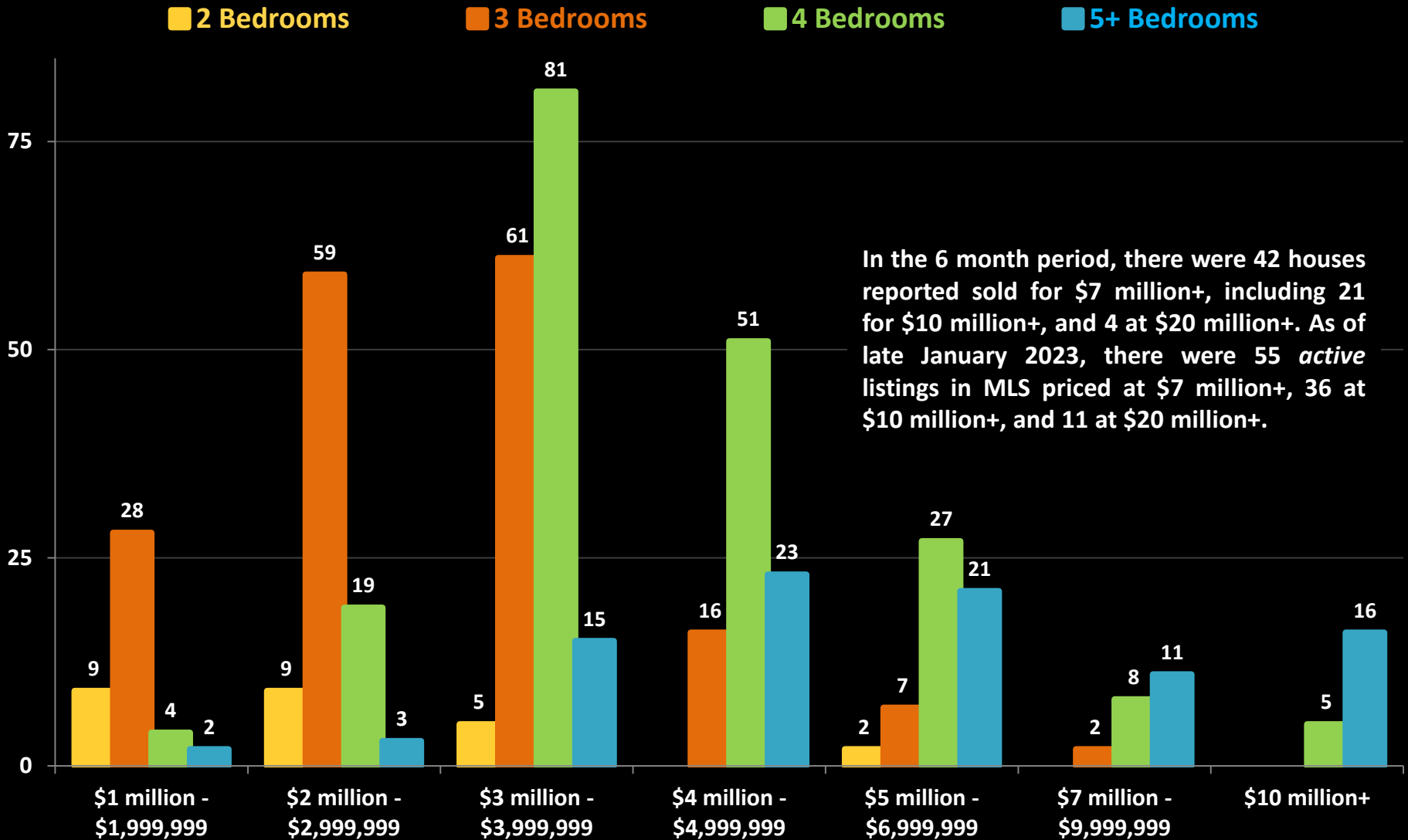




# Stanford Circle Cities: 2+ Bedroom House Sales

## 6 Months Sales by Price Segment & Bedroom Count

Covering the communities of Palo Alto, Los Altos, Los Altos Hills, Atherton, Menlo Park, Woodside & Portola Valley.



In the 6 month period, there were 42 houses reported sold for \$7 million+, including 21 for \$10 million+, and 4 at \$20 million+. As of late January 2023, there were 55 *active* listings in MLS priced at \$7 million+, 36 at \$10 million+, and 11 at \$20 million+.

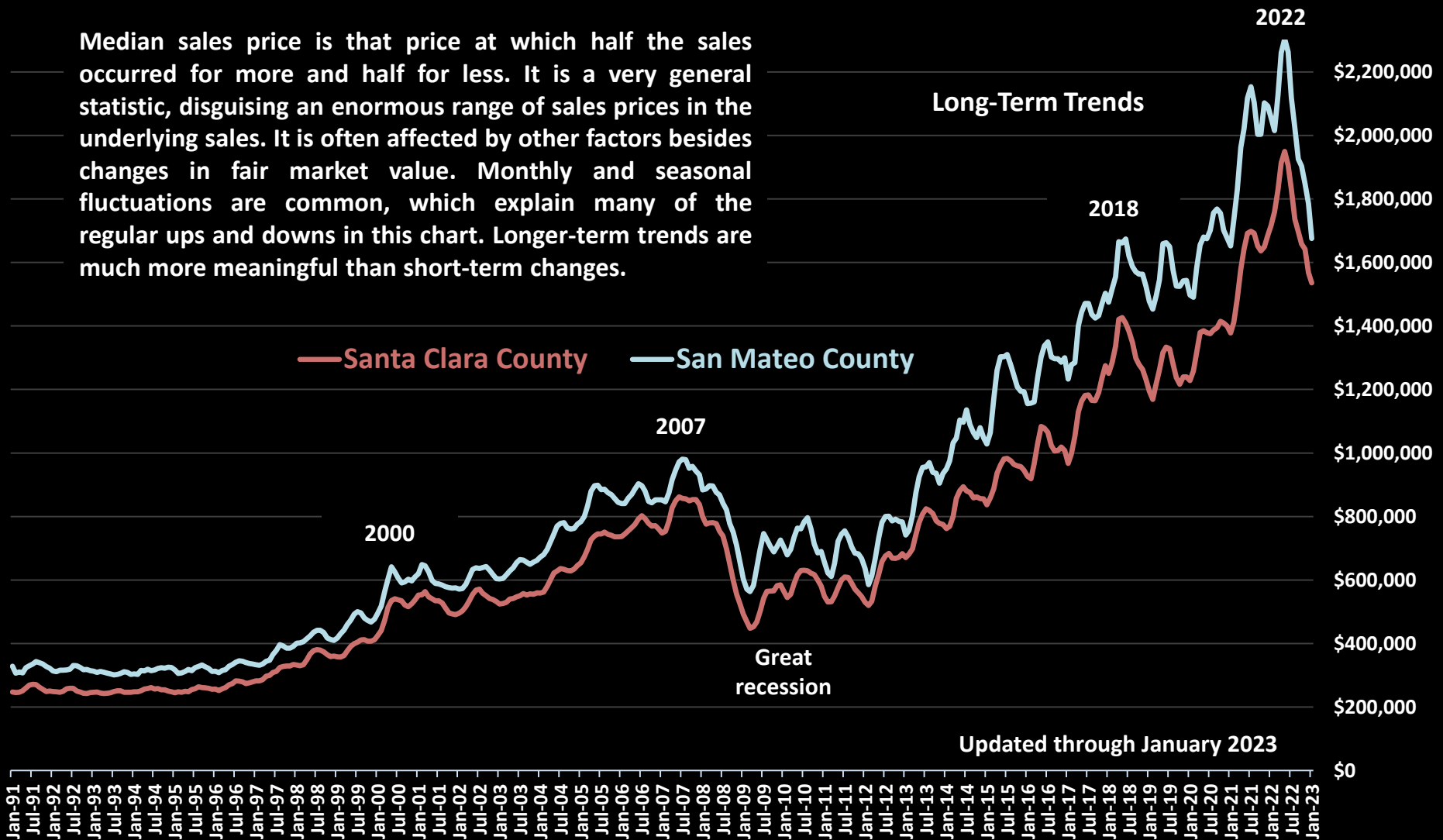
6 months MLS LISTINGS sales through late January 2023, per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and change constantly as new activity is reported. Not all listings and sales are reported to MLS.



# Silicon Valley/Peninsula House Price Trends since 1991

## Monthly Median House Sales Prices, 3-Month Rolling Average

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, disguising an enormous range of sales prices in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart. Longer-term trends are much more meaningful than short-term changes.

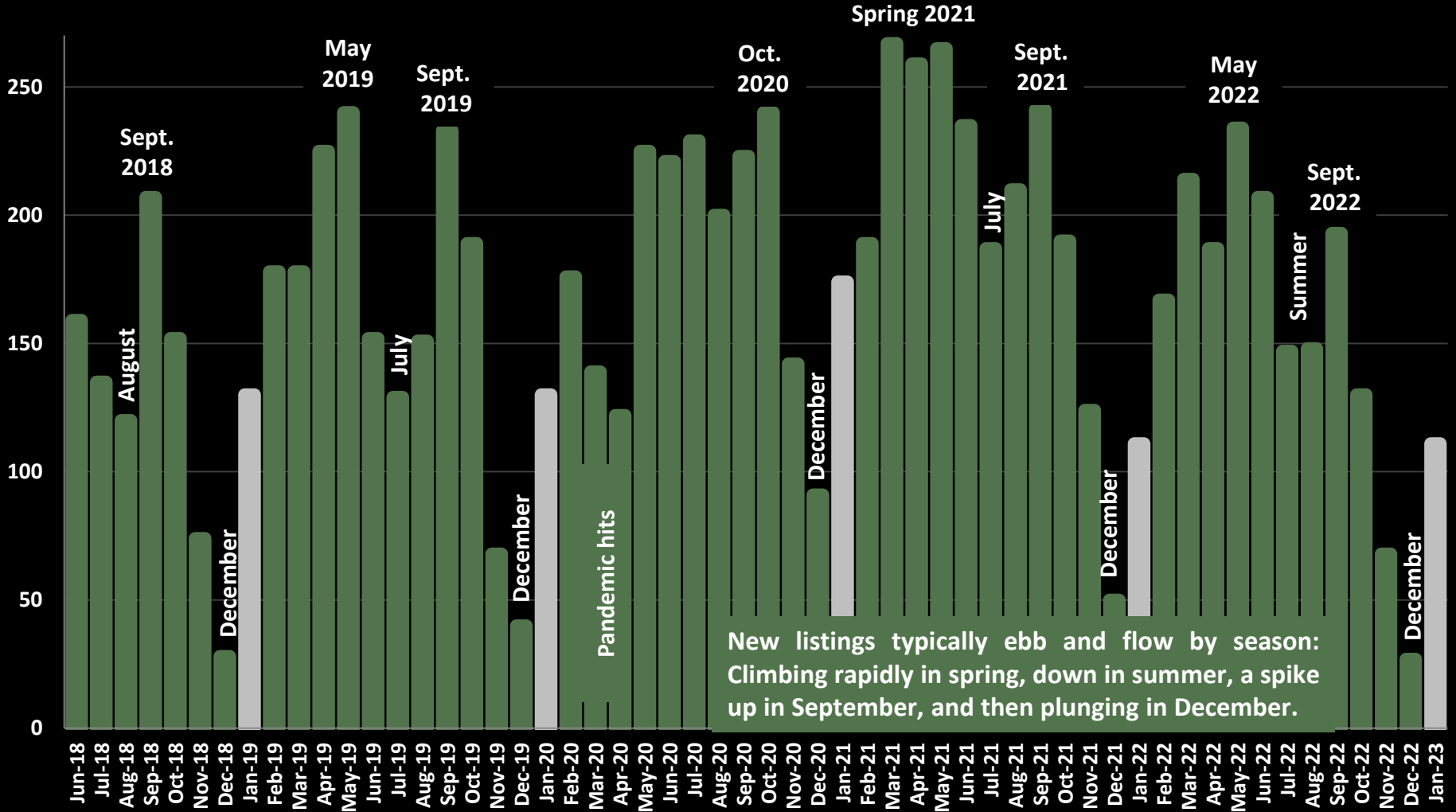


3-month rolling average of monthly median sales prices for “existing” houses, per CA Association of Realtors or NorCal MLS Alliance. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

# New Listings Coming on Market

## Stanford Circle Region Market Dynamics & Seasonality

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley



Residential activity reported to MLSLISTINGS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

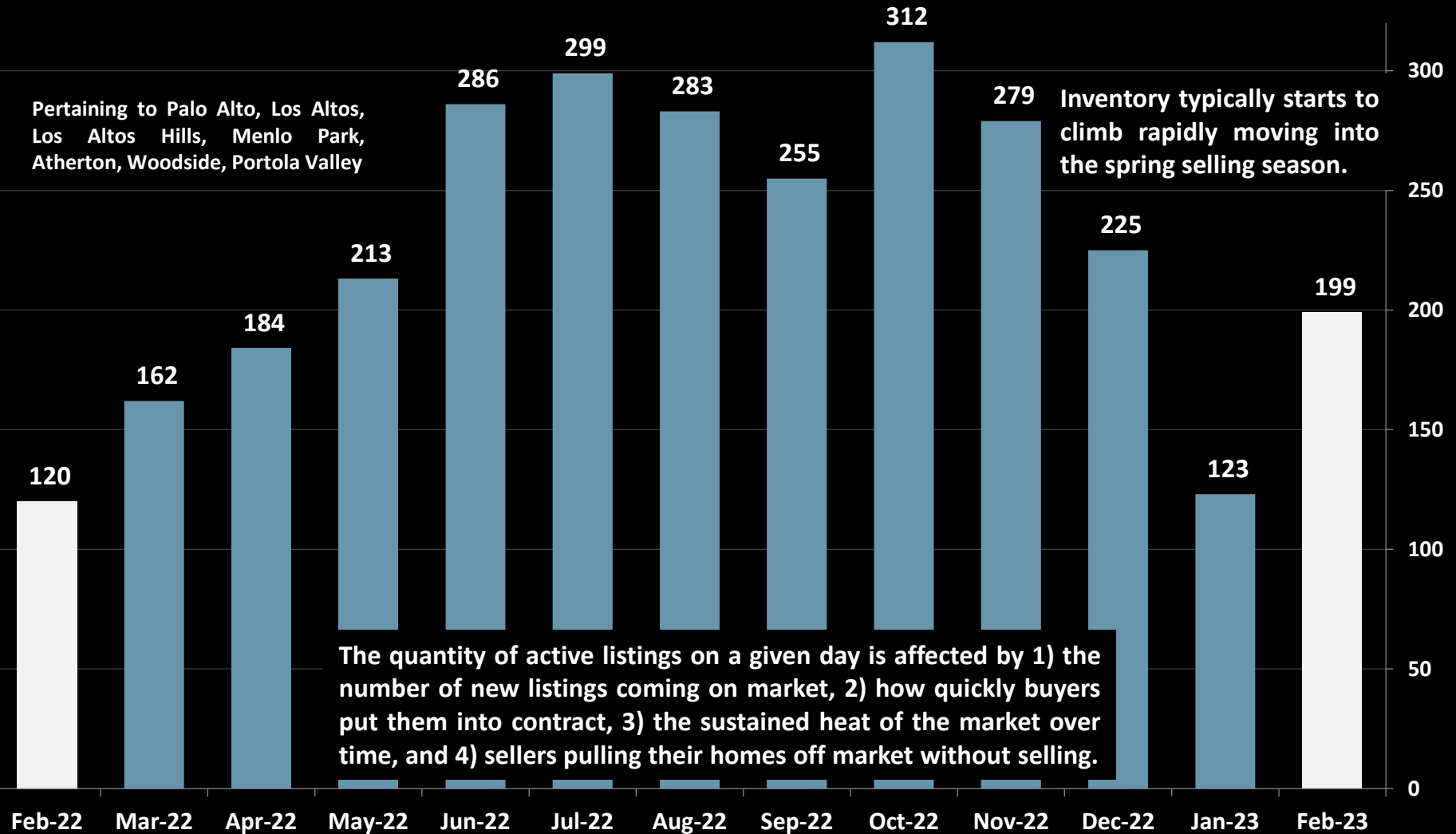


# Stanford Circle Homes Market

## Active & Coming-Soon Listings on 1<sup>st</sup> of Month\*

### House, Condo & Townhouse Listings\*

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley



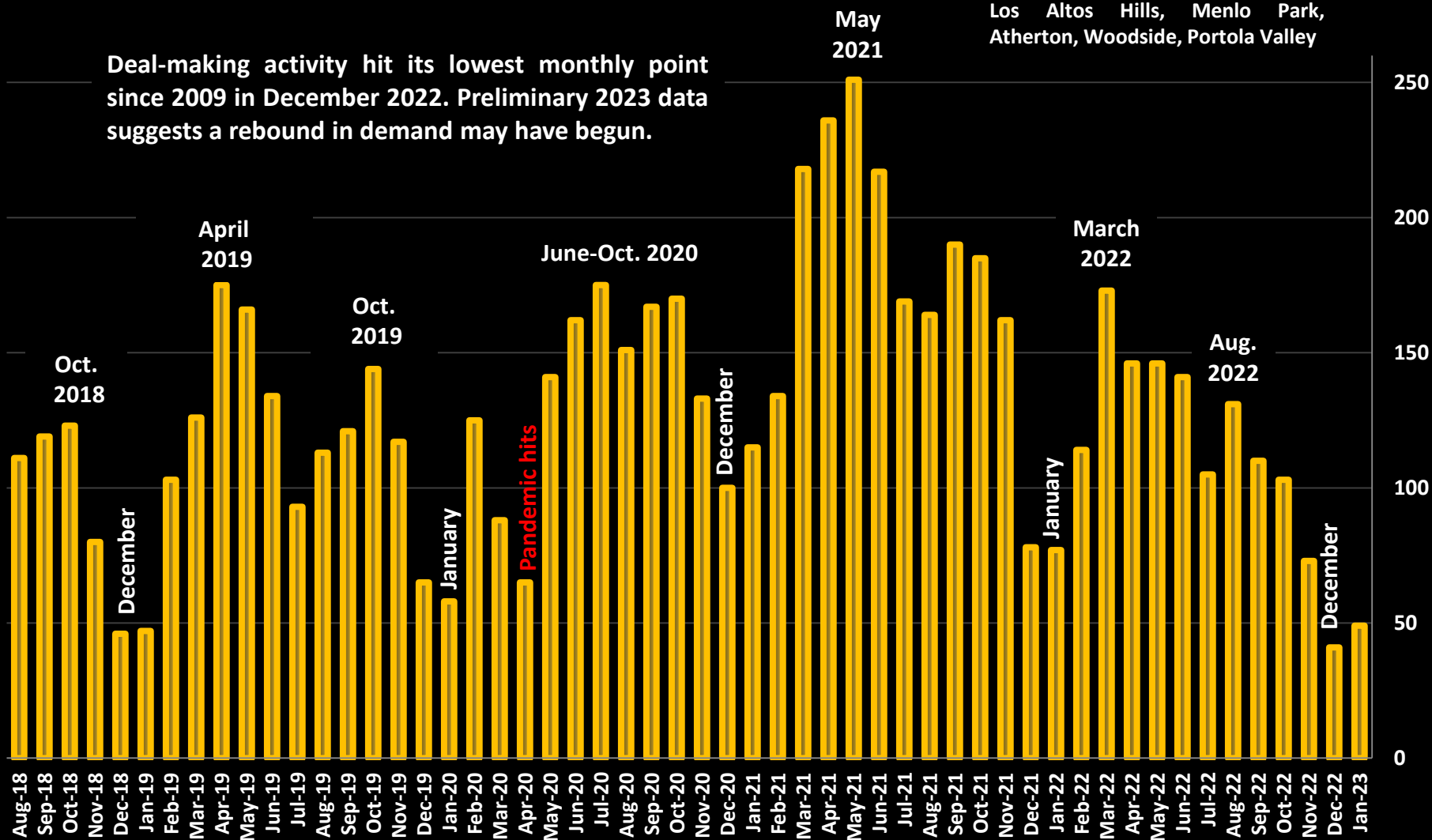
\* Active/Coming-Soon listings posted to NorCal MLS Alliance. Data from sources deemed reliable, but may contain errors and subject to revision. Not all listings are posted to MLS. All numbers approximate. The number of active listings constantly changes.

# Listings Accepting Offers (Going into Contract)

## Stanford Circle Region Market Dynamics & Seasonality

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Deal-making activity hit its lowest monthly point since 2009 in December 2022. Preliminary 2023 data suggests a rebound in demand may have begun.



Residential activity reported to MLSLISTINGS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

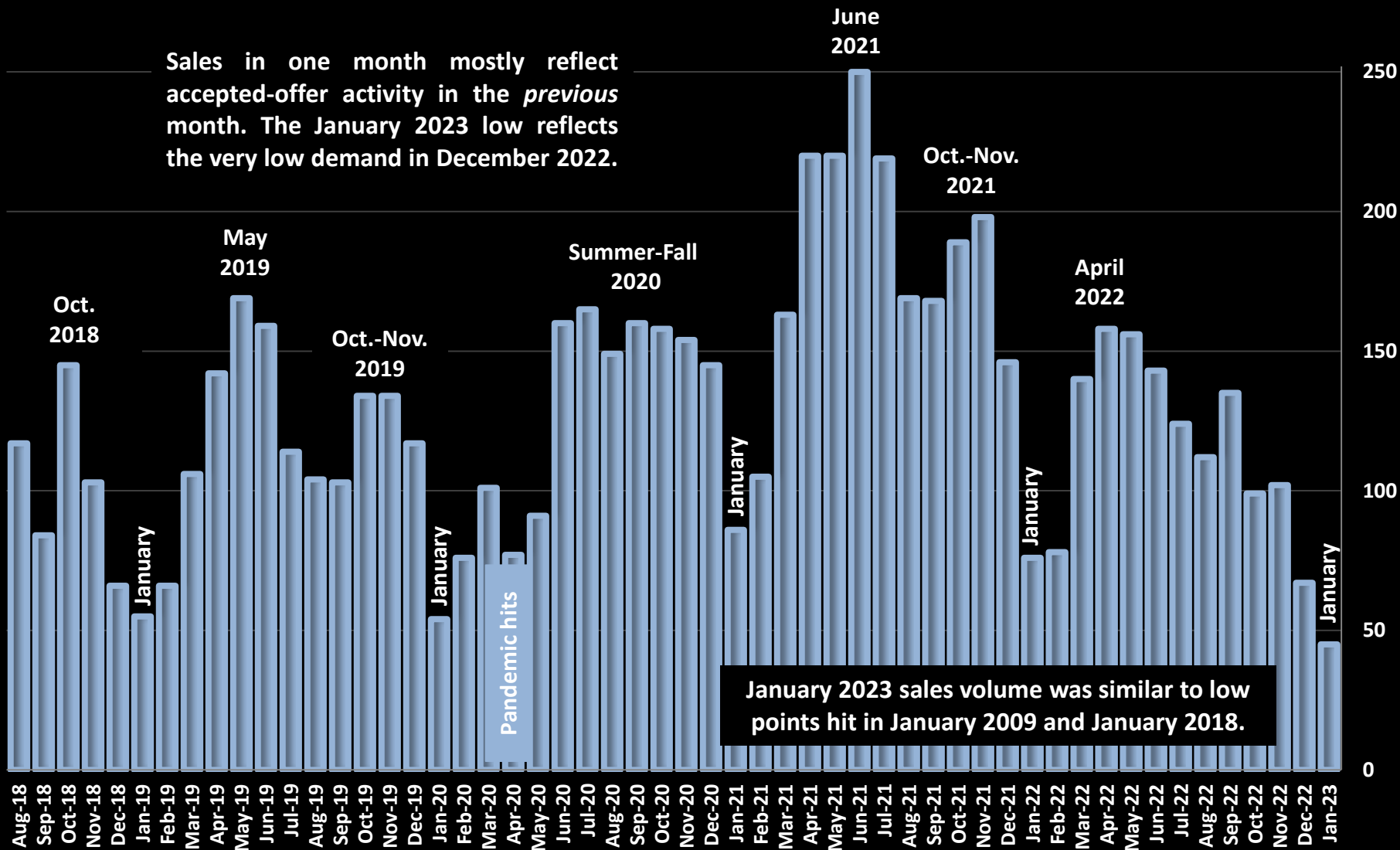


# Home Sales Volume – Longer-Term Trends

## Stanford Circle Region Market Dynamics & Seasonality

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Sales in one month mostly reflect accepted-offer activity in the *previous* month. The January 2023 low reflects the very low demand in December 2022.



Residential activity reported to MLSLISTINGS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

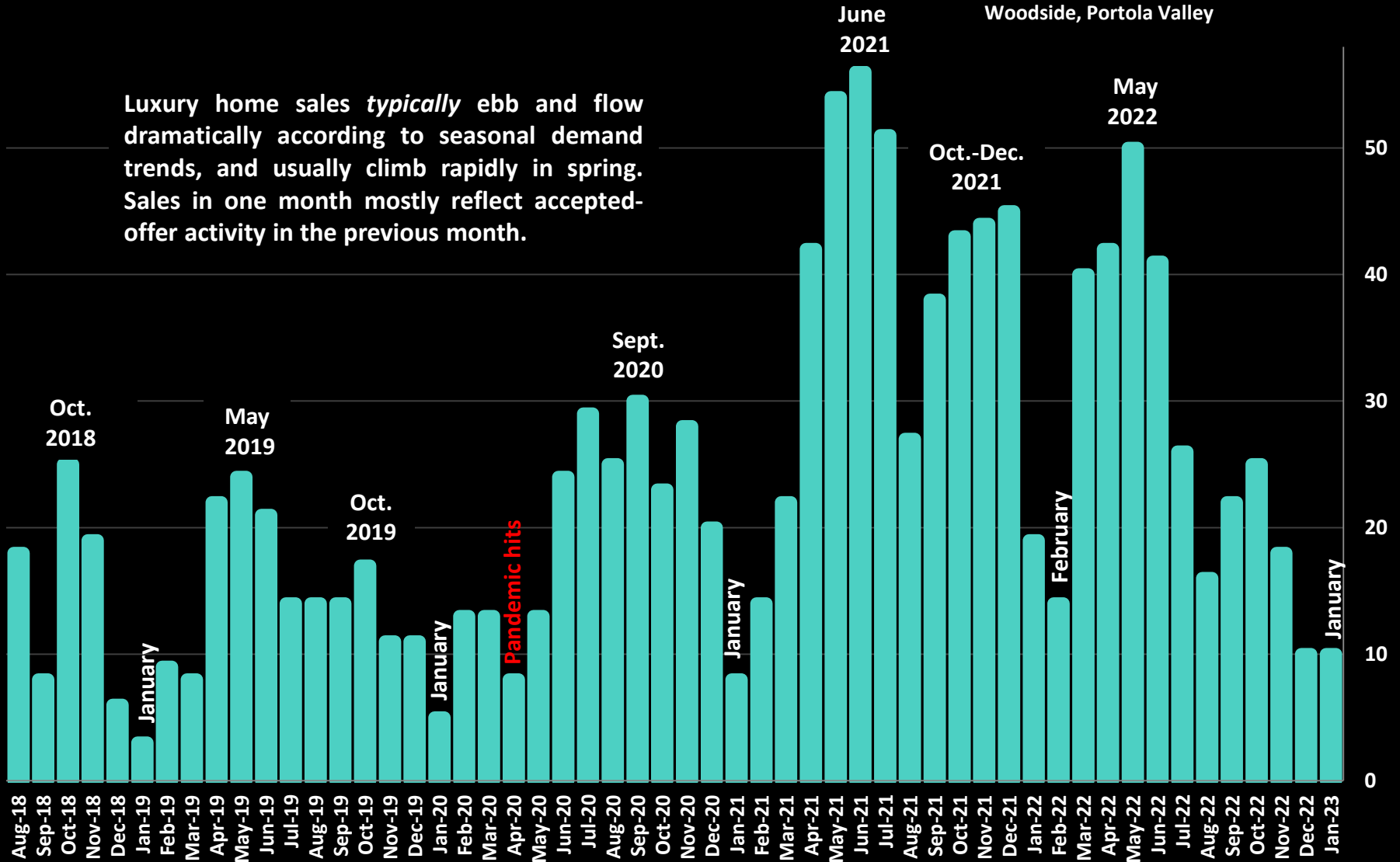


# Luxury Home Sales, \$5 Million+

## Stanford Circle Region Market Dynamics & Seasonality

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Luxury home sales *typically* ebb and flow dramatically according to seasonal demand trends, and usually climb rapidly in spring. Sales in one month mostly reflect accepted-offer activity in the previous month.



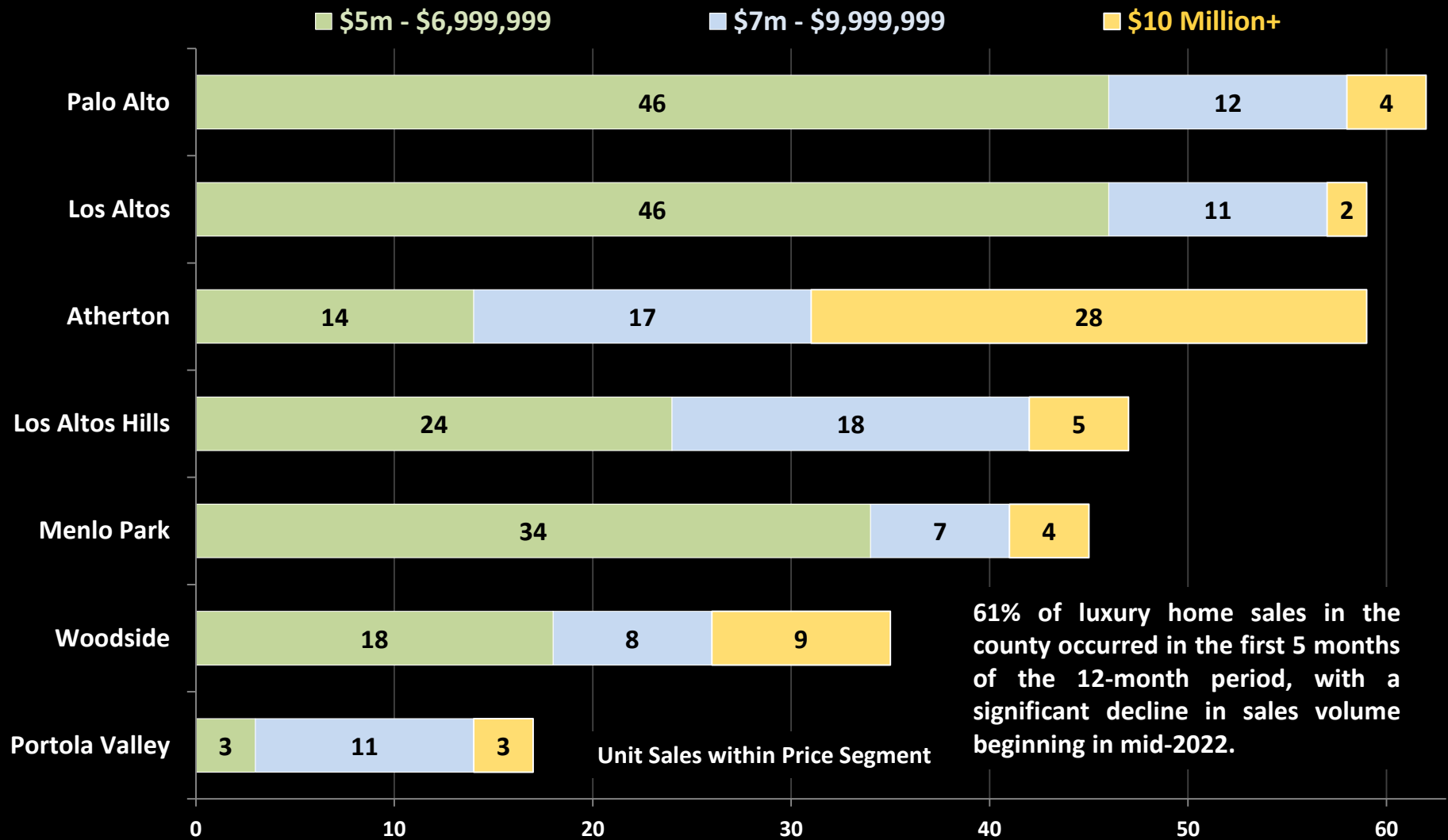
Residential activity reported to MLSLISTINGS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.



# Stanford Circle Luxury Home Market

12 Months Sales, Sales Prices of \$5,000,000+

Early 2023 Report



61% of luxury home sales in the county occurred in the first 5 months of the 12-month period, with a significant decline in sales volume beginning in mid-2022.

\* 12 months sales reported to NorCal MLS Alliance through late January 2023. Not all sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late reported sales.





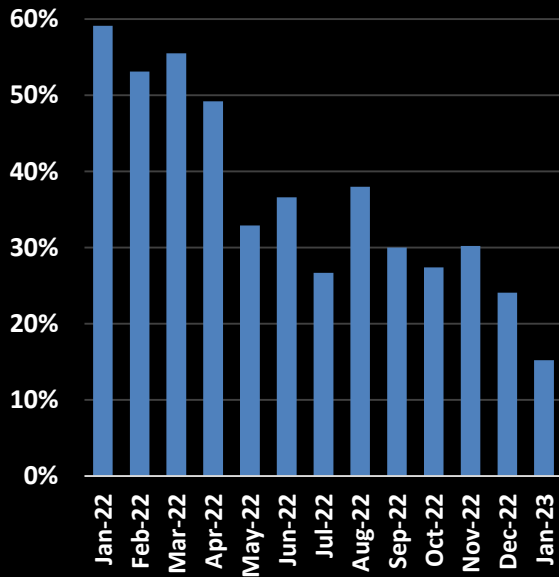
# Market Demand by Price Segment

## Stanford Circle, Percentage of Listings Going into Contract

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

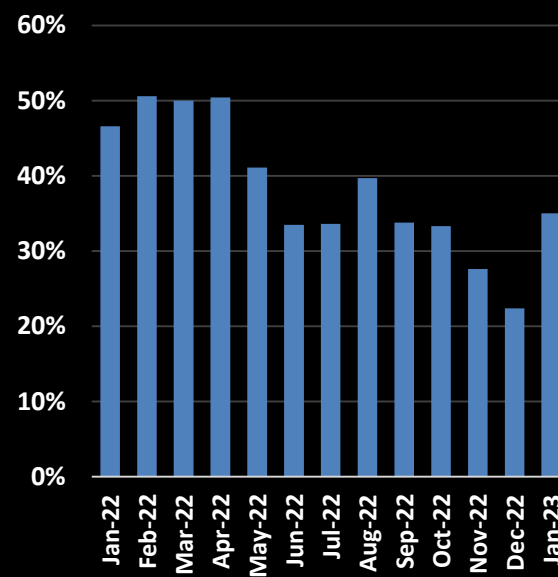
The percentage of listings going under contract (accepting offers) within the month, also known as the absorption rate, measures the level of buyer demand as compared to the supply of available listings: The higher the percentage, the stronger the market. All 3 price segments below hit very high percentages during the first quarter of 2022, then plunged in the face of changing economic conditions. In the second half of 2022, demand weakened most in the highest price segment. (The luxury market typically slows more dramatically during the mid-winter holidays.) Market seasonality is usually a major factor in demand. What occurs during the early spring market will be the next major indicator of market direction.

Prices up to \$3,000,000



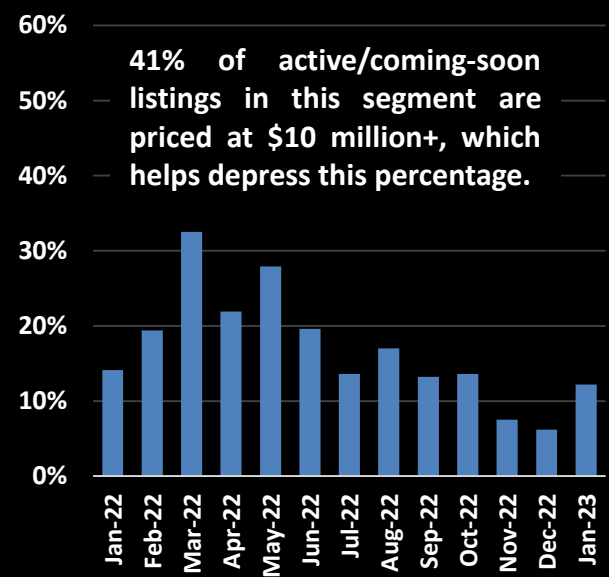
■ % of Properties Under Contract

\$3,000,000 to \$5,000,000



■ % of Properties Under Contract

Prices \$5,000,000+



■ % of Properties Under Contract

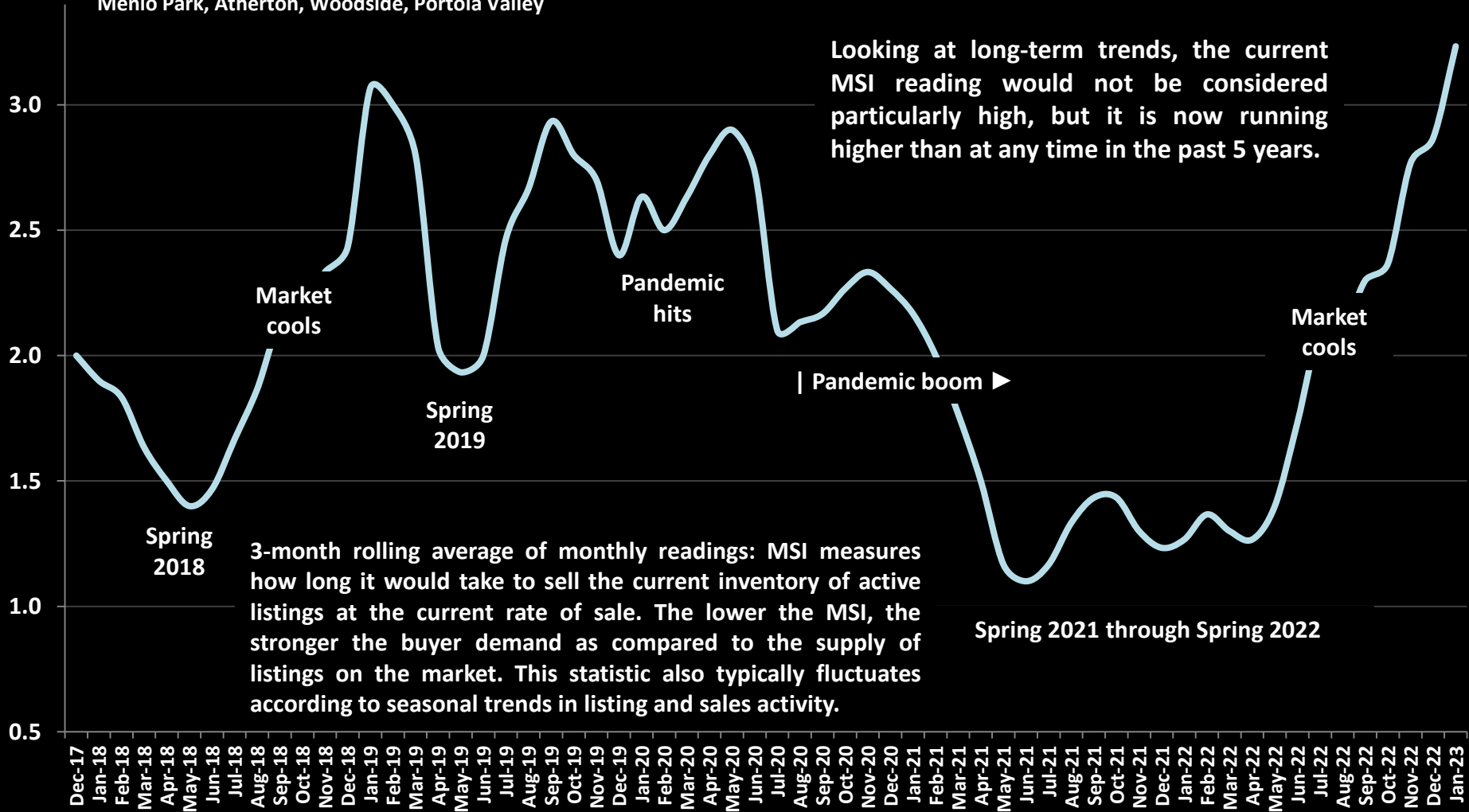
Residential activity reported to local MLS Associations, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late reported activity.



# Months Supply of Inventory (MSI) of Active Listings on Market

## Stanford Circle Real Estate Market since 2018

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley



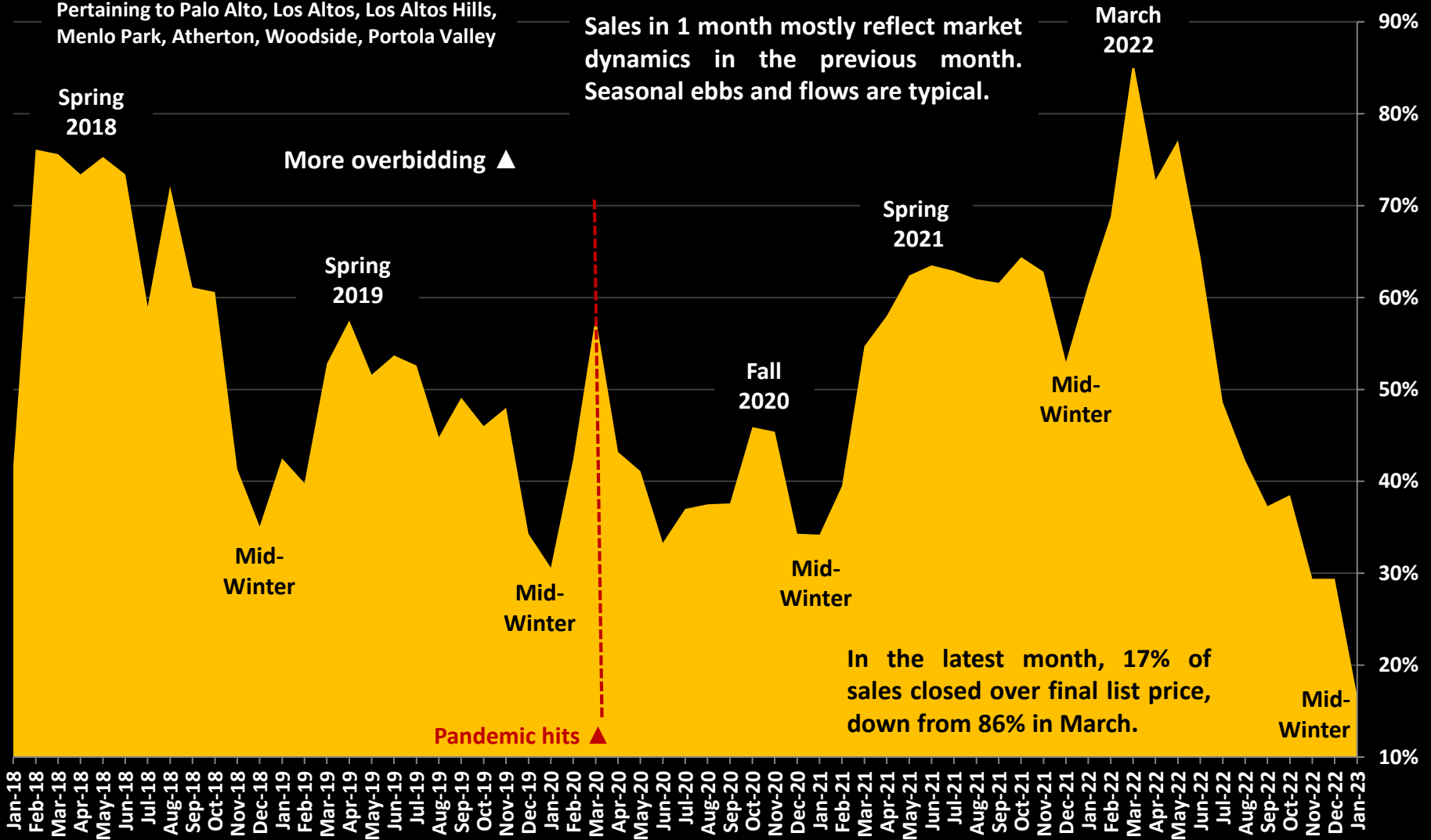
3-month rolling average monthly data for residential transactions reported to MLSLISTINGS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported activity.

# Overbidding List Prices in the Stanford Circle

## Percentage of Home Sales Closing over List Price, since 2018

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley

Sales in 1 month mostly reflect market dynamics in the previous month. Seasonal ebbs and flows are typical.



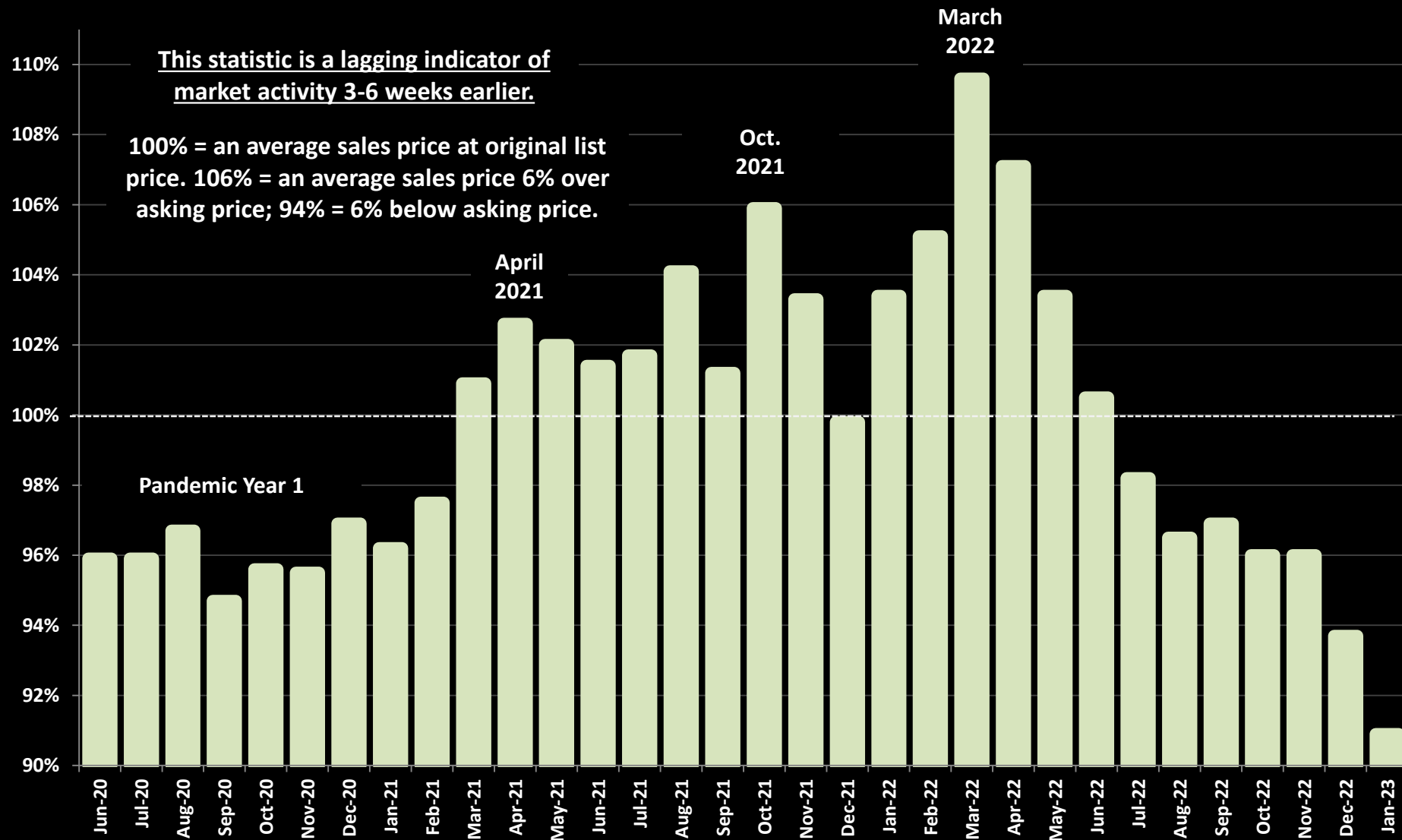
Large sample of sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Average Sales Price to Original List Price Percentage

## Stanford Circle Cities: Over & Under Bidding

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Atherton, Woodside, Portola Valley



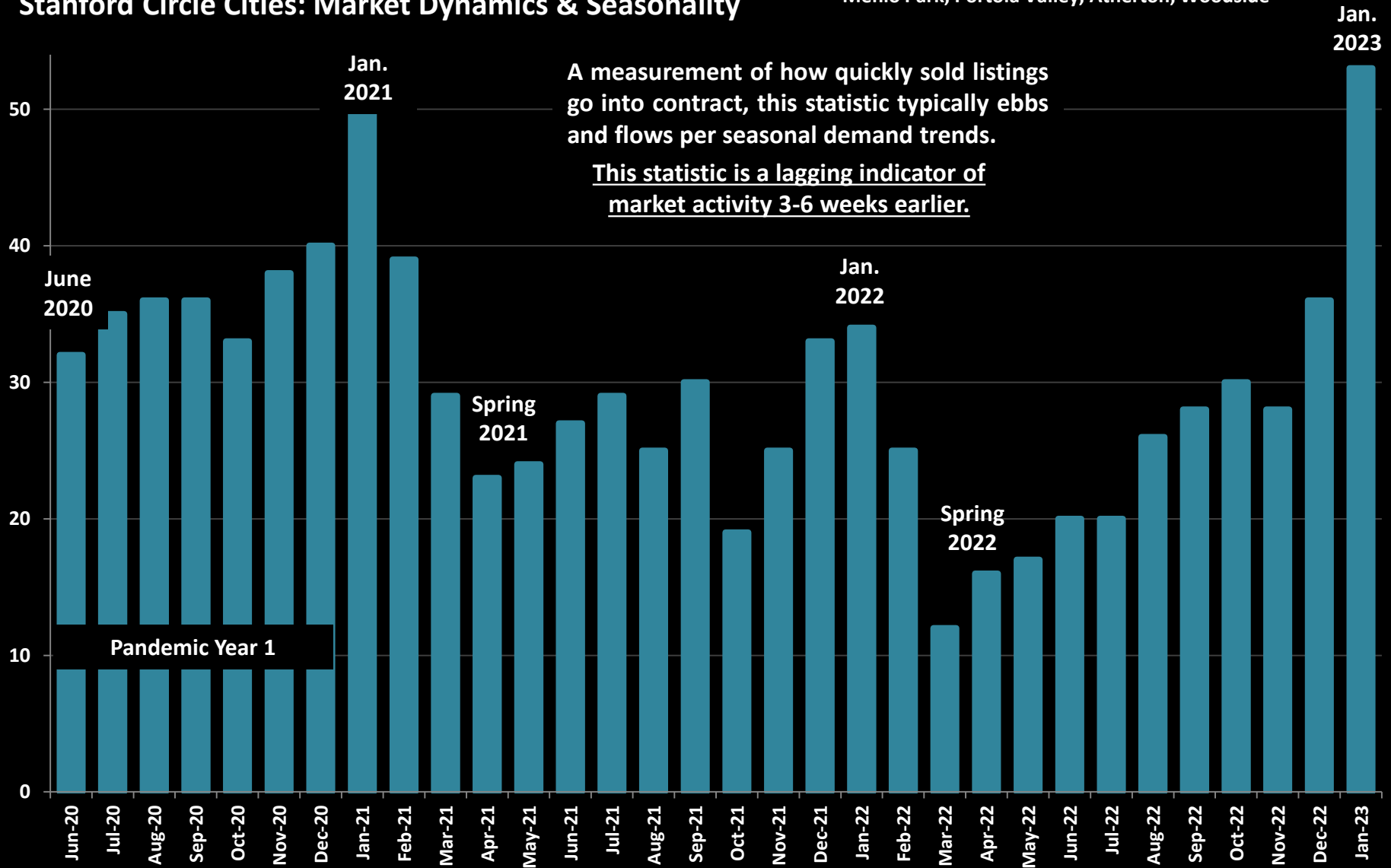
Sales of houses, condos, townhouses reported to MLSLISTINGS, per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Average Days on Market

## Stanford Circle Cities: Market Dynamics & Seasonality

Pertaining to Palo Alto, Los Altos, Los Altos Hills, Menlo Park, Portola Valley, Atherton, Woodside

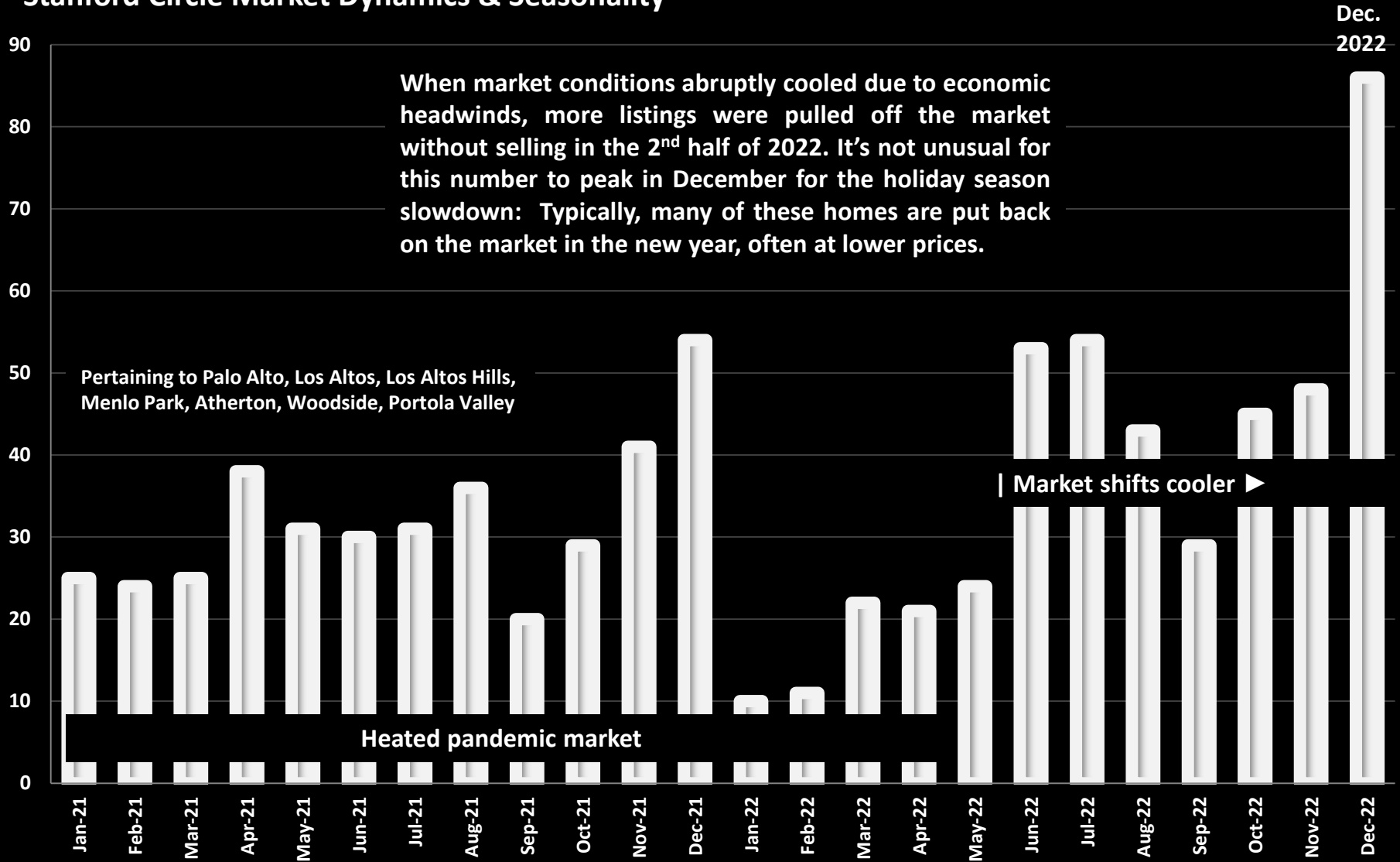


Sales of houses, condos, townhouses reported to MLSLISTINGS, per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Listings Expired or Withdrawn from Market (No Sale)

## Stanford Circle Market Dynamics & Seasonality

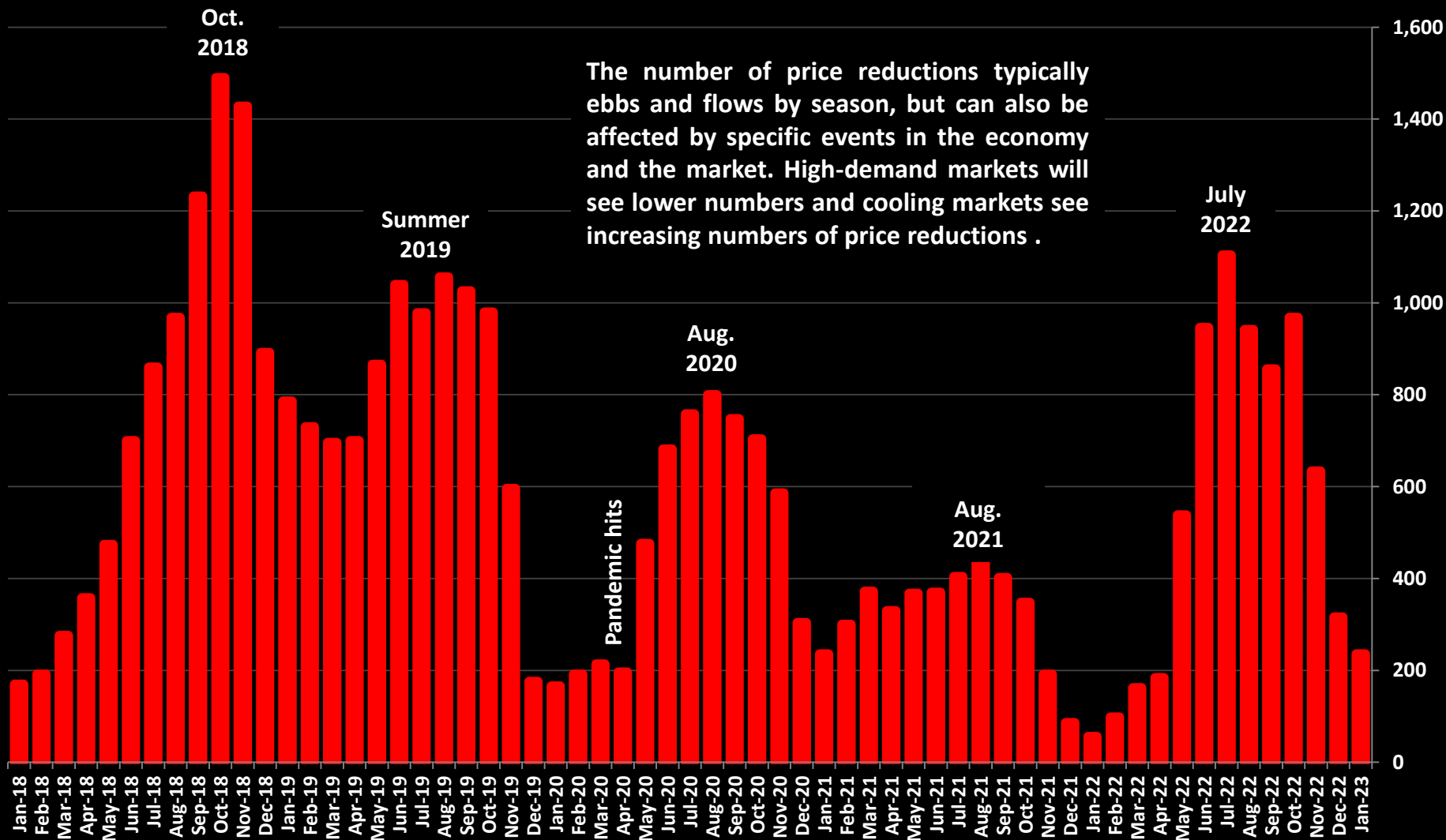


House, condo, townhouse activity reported to MLSLISTINGS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Reliable January 2023 data not yet available.

# Price Reductions on Active Listings

## Peninsula/Silicon Valley Market Dynamics & Seasonality

Data reflects combined price reductions in San Mateo & Santa Clara Counties.



Data available for counties. Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



# San Francisco Bay Area Population & Migration

## Updated Population Data for the Greater Bay Area

In late January 2023, the California Department of Finance released updated county population estimates. The attached charts illustrate annual population figures through July 1<sup>st</sup> 2022, as well as estimated data on net domestic migration, net foreign migration, and natural cause changes (births and deaths).\*

[Click Here  
to Access Full Report](#)

Photo by the European Space Agency, Creative Commons License



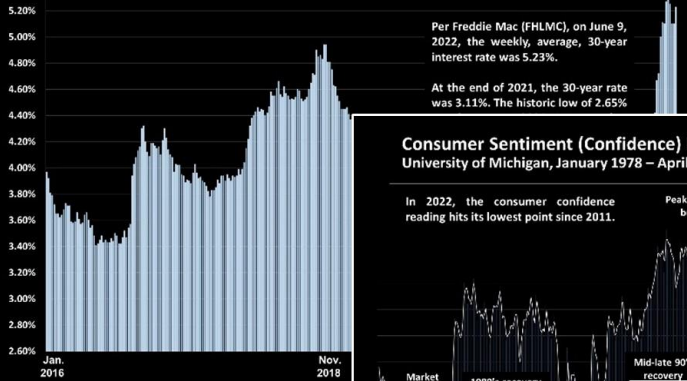
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### Mortgage Interest Rate Trends, 2016 – Present

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings

Rates published by the FHLMC



Per Freddie Mac (FHLMC), on June 9, 2022, the weekly, average, 30-year interest rate was 5.23%.

At the end of 2021, the 30-year rate was 3.11%. The historic low of 2.65%

Interest rates may fluctuate suddenly and dramatically, and changes. Data from sources deemed reliable but not guaranteed. Home loans should consult with a qualified mortgage professional.

### Consumer Sentiment (Confidence) Index

University of Michigan, January 1978 – April 2022

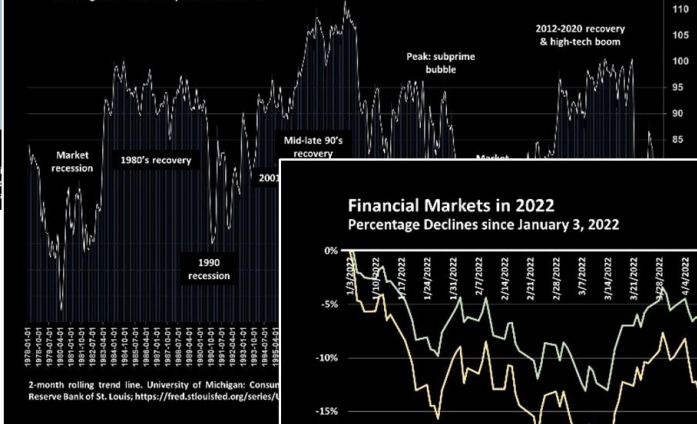
As published by the Federal Reserve Bank of St. Louis

In 2022, the consumer confidence reading hits its lowest point since 2011.

Peak: dotcom bubble

2012-2020 recovery & high-tech boom

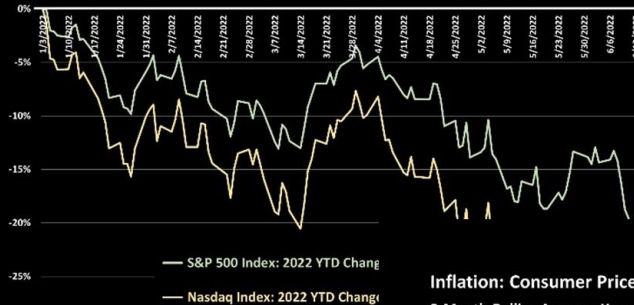
**Click Here for Review of Selected Macroeconomic Trends**



2-month rolling trend line. University of Michigan. Consumer Sentiment Index. Federal Reserve Bank of St. Louis. <https://fred.stlouisfed.org/series/MIUCSL>

### Financial Markets in 2022

Percentage Declines since January 3, 2022



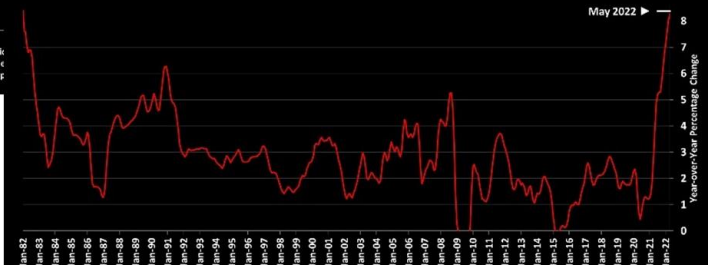
— S&P 500 Index: 2022 YTD Change

— Nasdaq Index: 2022 YTD Change

Last reading as of 6/13/22 AM. Data per MarketWatch.com, daily closing price reading. Data from source deemed reliable, but may contain errors and subject to revision. Financial markets change constantly and all numbers should be considered as approximate.

### Inflation: Consumer Price Index, 1982 – 2022\*

3-Month-Rolling Average, Year-over-Year % Change



\*3-month rolling average of Consumer Price Index for All Urban Consumers: All Items in U.S. City Average (CPIAUCSL), retrieved from FRED, Federal Reserve Bank of St. Louis. <https://fred.stlouisfed.org/series/CPIAUCSL>, June 2022. Data from U.S. Bureau of Labor Statistics. All Items (CPIAUCSL) is a price index of a basket of goods and services paid for by urban consumers. This particular index includes roughly 88 percent of the total population. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

### Factors in Bay Area Real Estate Markets

Many of these factors' effects can swing both positive and negative; sometimes effects are deeply counter-intuitive (e.g. a pandemic causing a fierce housing boom). Economic, political, social and ecological dynamics constantly change and interact in difficult-to-predict ways. Market-changing developments can percolate gradually, or arise quickly and unexpectedly. The impact of specific factors can vary by market segment.

Local economic conditions: High-tech booms, employment, housing affordability & development, venture capital & foreign investment, pro/anti-business sentiment, etc.

Interest rates    Stock markets    Inflation    Consumer confidence

Household wealth; personal, corporate, gov't. debt levels    Massive, governmental economic interventions (including by the Fed); post 9/11/2001, post 9/2008, post 3/2020

Natural disasters such as COVID, 1989 earthquake, 2017-21 fires, drought

Domestic & foreign migration; federal immigration policy; demographic changes

Tax law e.g. real estate tax benefits & credits, 2017 SALT-deduction limitation    Rental market dynamics    State income tax disparities

International economic/political events, e.g. large oil price swings, military/economic conflict, foreign economic crises, 9/11, 2015 Chinese stock market crash

Local, state & national politics    Social and quality of life issues: Crime, homelessness, cost of living, economic inequality, partisan politics, etc.

Financial industry manipulation, fraud, engineering, recklessness, e.g. junk bonds, S&L collapse, predatory lending, abandonment of risk mgmt. & underwriting standards, CDOs & rating-agency deceit, insider trading, over-leveraged investing; irrational exuberance

Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

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