

Bob Bredel



San Carlos Real Estate | 2011  
Halftime Report | Q1 | Q2

**Bob Bredel, Realtor**

San Carlos Specialist

Today Sotheby's International Realty

# San Carlos Real Estate | 2011

## Halftime Report | Q1 | Q2

In the midst of a shaky economic recovery, volatile financial markets and a “double dipping” national housing market, how is real estate in the *City of Good Living* performing this year?

The San Carlos real estate market is cyclical, and we typically see the peak of activity in the spring and summer months. For historical perspective, the chart and graphs below outline sales data from the first halves of the past five years, including 2011.

After an improving first quarter of this year, which resulted in 45 single-family units sold for a total market value of \$44,305,245, the

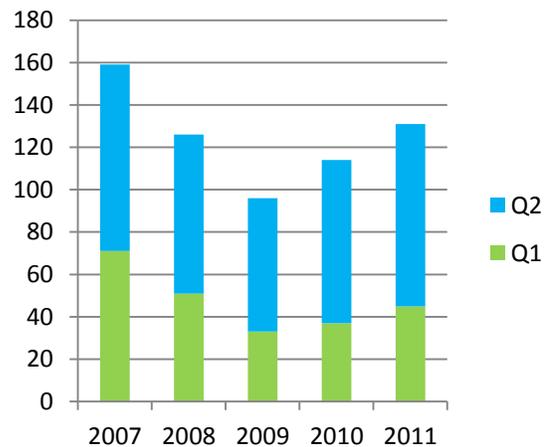
second quarter springtime buying season in San Carlos picked up a lot of steam. Quarter two activity culminated with a very impressive 86 units sold for a total market value of \$82,331,756 – which represents the best Q2 performance in San Carlos since 2007 in terms of sales volume.

The first half of the year posted total sales of \$126,637,001 spread over 131 single-family homes, signaling strong demand and a stabilizing market.

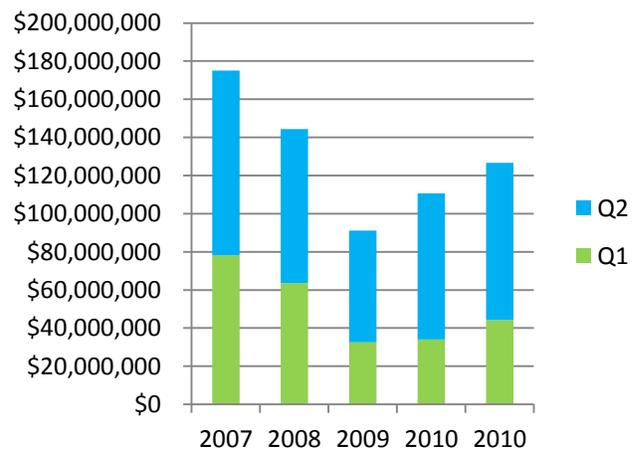
**San Carlos Single Family Home Sales**

| Period | Units Sold   | Total Market Value |                      |
|--------|--------------|--------------------|----------------------|
| 2007   | Q1           | 71                 | \$78,069,967         |
|        | Q2           | 88                 | \$96,933,760         |
|        | <b>Total</b> | <b>159</b>         | <b>\$175,003,727</b> |
| 2008   | Q1           | 51                 | \$63,644,175         |
|        | Q2           | 75                 | \$80,770,875         |
|        | <b>Total</b> | <b>126</b>         | <b>\$144,415,050</b> |
| 2009   | Q1           | 33                 | \$32,529,816         |
|        | Q2           | 63                 | \$58,656,906         |
|        | <b>Total</b> | <b>96</b>          | <b>\$91,186,922</b>  |
| 2010   | Q1           | 37                 | \$34,008,402         |
|        | Q2           | 77                 | \$76,674,986         |
|        | <b>Total</b> | <b>114</b>         | <b>\$110,683,388</b> |
| 2011   | Q1           | 45                 | \$44,305,245         |
|        | Q2           | 86                 | \$82,331,756         |
|        | <b>Total</b> | <b>131</b>         | <b>\$126,637,001</b> |

**San Carlos Single-Family Units Sold**



**San Carlos Total Market Value Sold**



The data above is based on sales recorded through the Multiple Listing Service, which may not reflect some properties that sold outside of this database. This report is designed for accuracy but is not guaranteed.

# San Carlos Real Estate | 2011

## Halftime Report | Q1 | Q2

Further evidence that the San Carlos real estate market is stabilizing can be observed through pricing analysis. The chart to the right shows the average price per square foot sold during each quarter since 2007, at the height of the market.

While this figure is no longer in the low- to mid-600s, the average price per square foot has remained remarkably steady over the past 18 months, showing modest gains since the bottoming of the market in 2009. The graph below illustrates this, with the current market supporting prices right around \$550 per square foot.

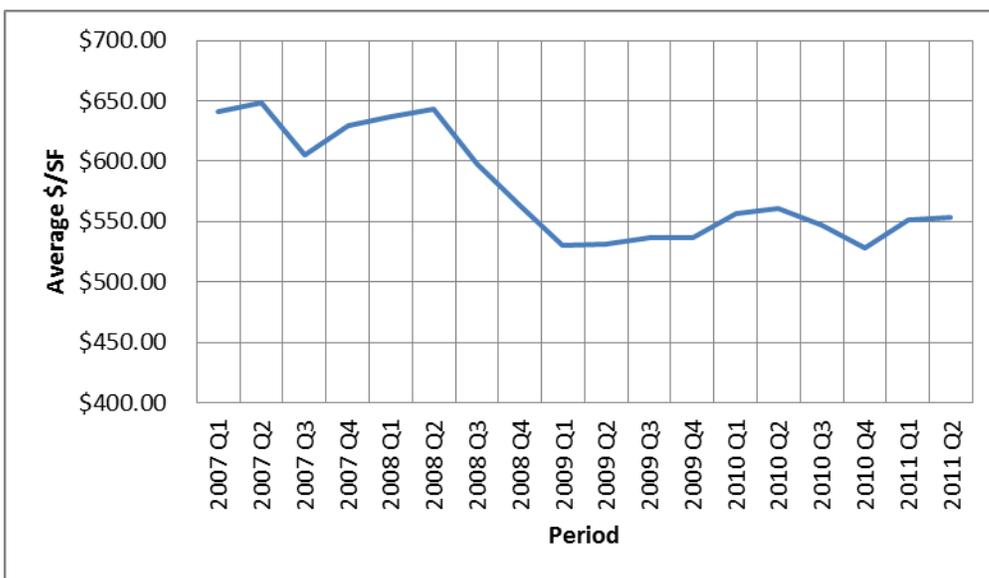
The quarter one “double-dip” in the national housing market (which refers to a decline in prices following a recovery of the initial decline) as indicated by Standard & Poor’s Case-Shiller Home Price Indices simply does not apply to San Carlos real estate.

With the continued expansionary monetary policy of the Federal Reserve, it is probably safe to bet that mortgage rates will remain low in the short term, which should contribute to the current demand for San Carlos real estate. In all, we are experiencing a very healthy market and have reason to be optimistic for the months ahead.

San Carlos Average Price Per Square Foot

| Period | Average \$/SF |          |
|--------|---------------|----------|
| 2007   | Q1            | \$641.27 |
|        | Q2            | \$647.98 |
|        | Q3            | \$604.85 |
|        | Q4            | \$629.60 |
| 2008   | Q1            | \$637.14 |
|        | Q2            | \$642.76 |
|        | Q3            | \$598.24 |
|        | Q4            | \$563.07 |
| 2009   | Q1            | \$529.87 |
|        | Q2            | \$531.59 |
|        | Q3            | \$536.77 |
|        | Q4            | \$536.37 |
| 2010   | Q1            | \$556.47 |
|        | Q2            | \$560.66 |
|        | Q3            | \$546.67 |
|        | Q4            | \$528.04 |
| 2011   | Q1            | \$551.19 |
|        | Q2            | \$553.18 |
|        | Q3            | TBD      |
|        | Q4            | TBD      |

San Carlos Average Price Per Square Foot



The combination of very strong sales volume and level prices of the recent periods points to a stabilized marketplace that has undergone a market correction following 2007-2008.

*The data above is based on sales recorded through the Multiple Listing Service, which may not reflect some properties that sold outside of this database. This report is designed for accuracy but is not guaranteed.*