HILLSBOROUGH

2012 Real Estate Market Review



Specializing in Fine Hillsborough Properties



*Jim Arbeed's Featured Hillsborough Listings *



5 BR/4 Full & 3 Half Baths ◆ 14,000+/-s.f. ◆ 2 Amazing Acres 3BR/1.5 Bath Guest House ◆ Pool ◆ Tennis Court ◆ Price Upon Request



6 BR/5 Full & 2 Half Baths ◆ 6,800+/-s.f. ◆ Library ◆ Media Room .48 Level Acres ◆ Finest Location ◆ Price Upon Request



6 BR/7 Full & 1 Half Bath ◆ 8,546+/-s.f. ◆ 1.1 Acres ◆ Theater ◆ Pool Sport Court ◆ Putting Green ◆ Price Upon Request



Vacant Lot ◆ .66 acres ◆ Cul-De-Sac Frontage ◆ Access from 2 Streets Expansive Bay Views ◆ \$1,295,000

*Jim's Recent Hillsborough Sales *









\$6,950,000

\$4,950,000

\$4,600,000

\$4,295,000

\$3,895,000









\$3,500,000

\$3,465,000

\$3,195,000

\$2,820,000











\$2,725,000

\$2,498,000

\$2,395,000

\$2,395,000

\$2,350,000









\$2,295,000

\$2,095,000

\$1,850,000

\$1,695,000



Dear Neighbor,

As a Hillsborough market specialist, long-time resident, and the #1 Coldwell Banker agent for Hillsborough, I am happy to share this comprehensive market review with you. I am pleased to report that our market in 2012 was the best that we had seen in over four years. Sales were robust and demand was very strong. The improvement in the high tech sector, a dearth of good inventory, historically low interest rates, an influx of overseas money, and the lack of alternative safe investment opportunities all combined to make 2012 an excellent year for real estate in our area.

The information that follows provides 2012 total-year closed sales data for the 14 areas comprising Hillsborough. I think that it would be safe to say that last year proved to be an excellent one for our real estate market, with at least 151 closed sales, not including some that may have traded off market. The current available inventory so far this year is very low, especially below the \$2.5 million mark. As I write this, there are 42 active listings on the market, with the median asking price hovering around \$5 million. As far as total sales volume for the last two years, the numbers were 440,634,406 for 2012 versus \$352,091,813 for 2011, with the total number of closed sales recorded being 151 versus 137 respectively. The more telling story here is that prices went up considerably, with the median sales price increasing a substantial 25% from \$2,195,000 in 2011 to \$2,750,000 last year. One interesting thing to note here is that properties over the \$7 million price point did not do as well as in past years, with only three such properties entering into contract late last year and are currently still pending sale. All three were priced over \$10 million, and one was actually a short sale. Hopefully this will be an indicator that the high end market will perform better this year, as it did in the affluent areas just to the south of us.

The figures below recap how our market has done over the past eight years. The latest numbers are certainly encouraging and harken back to the years when we experienced economic prosperity. As far as the outlook for this year, I really see no reason why the upturn that we experienced in 2012 shouldn't continue. The pent-up demand is still palpable and the current supply is as short as ever.

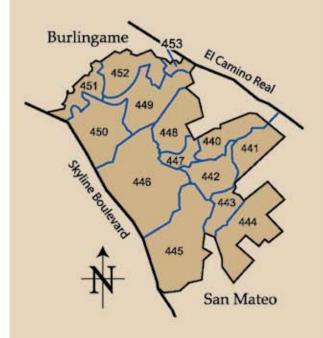
				% of List Price	9
Year	# of Sales	Average Price	Median Price	Received	Avg. DOM
2005	152	\$2,769,140	\$2,500,000	98%	49
2006	123	\$2,963,690	\$2,500,000	97%	50
2007	127	\$2,959,767	\$2,600,000	96%	51
2008	94	\$3,035,748	\$2,507,500	97 %	42
2009	100	\$2,750,990	\$2,350,000	94%	77
2010	125	\$2,718,856	\$2,375,000	94%	90
2011	137	\$2,598,782	\$2,195,000	95%	73
2012	151	\$2,918,108	\$2,750,000	96%	68

Should you have any questions about the information contained in this report, or if I can be of any assistance regarding your real estate needs, please don't hesitate to contact me. I look forward to speaking with you soon.

Sincerely,

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Hillsborough 2012 Real Estate Market Review



- 440 Hillsborough Heights
- 441 Brewer Subdivision, Upland
- 442 Hillsborough Park, Oakview Terrace, Hayne Manor, Crystal Springs Park
- 443 Parrott Drive Area
- 444 Tobin Clark Estate, Polo Terrace
- 445 Lakeview
- 446 Carolands, Remillard, Chateau Acres
- 447 Hillsborough Knolls
- 448 Homeplace
- 449 Country Club Manor
- 450 Skyfarm
- 451 Hillsborough Hills, Woodgate Hills, Black Hawk Ranch
- 452 Hillsborough Oaks, Fagan Estate, Forest Manor, Armsby Estate, Forest View
- 453 Ryan Tract, Newhall Manor, Elmwood

Closed Hillsborough Sales by Area (COE 01/01/2012-12/31/2012)
Data Source: MLS Listings, SAMCAR, County Tax Records
All information deemed reliable but not guaranteed.
If your property is currently listed for sale, this is not a solicitation.

	Area 440						Area 4	144				
	# Sales 2011 18 2012 9	Avg. Price \$2,788,298 \$3,042,500	Median Price \$2,837,500 \$2,800,000		. \$/Sq. Ft. \$734 \$832		2011 2012	# Sales 9 16	Avg. Price \$3,306,320 \$3,335,784	Median Price \$3,500,000 \$3,312,500	Ş	\$/Sq. Ft. 6625 6615
	Roblar Avenue \$5,275,000 Santa Maria Lane \$3,680,000 El Cerrito Ave. \$3,288,823 Ravenscourt Road \$3,595,000 El Cerrito Ave. \$2,995,000 Roblar Ave. \$2,995,000 Chelmsford Road \$2,595,000 Black Mountain Rd. \$2,350,000 W. Santa Inez Ave. \$2,350,000		\$ale Price \$5,275,000 \$3,380,000 \$3,225,000 \$3,162,500 \$2,800,000 \$2,750,000 \$2,750,000 \$2,250,000 \$2,050,000 \$3,042,500	DOM 0 195 7 44 1 301 13 50 63 75	\$/\$q.Ft. 905 695 921 709 814 711 862 630 1242 \$832	Tobin Clark Drive Tobin Clark Drive Bridle Court Tournament Drive Glenbrook Drive Tournament Drive Tobin Clark Drive Verbalee Lane Tobin Clark Drive Sugar Hill Drive Tournament Drive Tournament Drive Tournament Drive Verbalee Lane			List Price \$5,990,000 \$5,070,000 \$4,680,000 \$4,500,000 \$4,498,000 \$4,498,000 \$4,198,000 \$3,975,000 \$3,995,000 \$3,680,000 \$3,695,000 \$3,450,000 \$2,980,000 \$2,588,800 \$2,800,000 \$2,599,000 \$2,599,000 \$2,560,000 \$2,599,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,590,000 \$2,500,000		DOM 480 4 106 41 27 93 156 298 55 34 7 174 83	\$/\$q.Ft. 687 602 809 441 608 752 559 421 815 883 653 661 578
	# Sales 2011 10 2012 10	Avg. Price \$3,272,250 \$3,050,000	Median Price \$2,812,500 \$2,875,000	Avg.	. \$/Sq. Ft. \$764 \$779	*	Verbalee Bel Aire C Tourname	ourt	\$2,250,000 \$2,280,000 \$1,850,000	\$2,100,000 \$1,990,000 \$1,850,000	6 103 135	493 501 381
	Fallen Leaf Drive Sierra Drive	\$4,495,000 \$4,585,000 \$0ad \$3,895,000 \$3,688,000	Sale Price \$4,900,000 \$4,300,000 \$4,050,000 \$3,700,000 \$3,560,000 \$2,190,000 \$2,175,000 \$2,050,000 \$1,800,000 \$1,778,000	DOM 90 90	\$/Sq.Ft. 754 692 937 964 899 799 720 821 638 563		Area 4		\$3,567,237	\$3,335,784	113	615
	Rockridge Road Roehampton Road Uplands Drive Crystal Springs Rd. Sierra Drive			38 143 9 9			2011 2012	# Sales 13 30	Avg. Price \$1,889,292 \$2,230,533	Median Price \$1,722,800 \$2,119,000		\$/Sq. Ft. \$592 \$673
	El Centro Road Bromfield Road El Cerrito Avenue	\$2,138,000 \$1,888,168 \$1,778,000		6 239 288			Marlborou Miranda (List Price \$4,790,000 \$4,449,999 \$2,990,000	Sale Price \$4,790,000 \$4,128,000 \$2,950,000	DOM 1 32 363	\$/Sq.Ft. 840 798 870
	Area 442	\$3,204,216 \$3,050,		92	\$779			d Drive \$3,19 Drive \$2,85	\$3,195,000 \$2,850,000 \$2,725,000	\$2,950,000 \$2,788,000 \$2,660,000	0 15 403	747 606 839
	# Sales 2011 15 2012 13	Avg. Price \$2,246,200 \$2,866,338	Median Price \$2,080,000 \$2,741,000		Avg. \$/Sq. Ft. \$601 \$679		Terrier Place Marlborough Rd. * Lakeview Drive Kenilworth Road	ace Igh Rd. Drive	\$2,688,000 \$2,650,000 \$2,395,000 \$2,495,000	\$2,560,000 \$2,450,000 \$2,433,000 \$2,350,000	164 93 10 30	557 648 785 681
**	Lombardi Lane Southdown Court Vista Road Vista Road El Cerrito Avenue Black Mountain Rd. Hayne Road Cornelia Drive La Senda Road	List Price \$4,995,000 \$4,600,000 \$4,280,000 \$3,275,000 \$2,775,000 \$2,775,000 \$2,850,000 \$2,480,000 \$2,328,000	995,000 \$4,795,000 600,000 \$4,600,000 280,000 \$3,900,000 275,000 \$3,050,000 798,000 \$2,798,000 775,000 \$2,775,000 850,000 \$2,741,000 480,000 \$2,400,000 328,000 \$2,328,000 498,000 \$2,265,000 288,000 \$2,200,000 776,000 \$1,743,000	146 0 128 22 6 3 7 2	\$/Sq.Ft. 757 676 594 572 748 658 794 648 784	***	Crystal Dr Woodridg Tartan Tra Lakeview Tartan Tra Bairn Driv Black Mou Inverness Avondale Avondale	e Road ail Road Drive ail Road /e untain Rd. Way Road	\$2,580,000 \$2,395,000 \$2,295,000 \$2,198,000 \$2,179,000 \$2,095,000 \$2,590,000 \$2,199,000 \$1,995,000 \$1,928,000	\$2,350,000 \$2,287,000 \$2,279,000 \$2,250,000 \$2,180,000 \$2,058,000 \$2,050,000 \$1,989,000 \$1,875,000 \$1,875,000	0 18 0 7 18 0 268 13 22 52	671 612 844 699 749 593 436 742 705 603
	La Senda Road Cornelia Drive Ridgeway Road Black Mountain Rd.	\$2,498,000 \$2,288,000 \$1,776,000 \$1,625,000		29 13 12 6	643 707 360 882		Terrier Pla Wedgewoo Lakeview Kenilwort	ace od Drive Drive h Road	\$1,749,000 \$2,100,000 \$1,788,888 \$1,399,000	\$1,810,000 \$1,800,000 \$1,750,000 \$1,730,000	10 18 10 135	862 711 612 526
	Averages: Area 443	\$2,966,769	\$2,866,338	30	679		Calaveras	aven Road	\$1,400,000 \$1,688,000 \$1,488,000 \$1,600,000	\$1,600,000 \$1,500,000 \$1,430,000 \$1,424,000	1 0 13 79	627 434 681 601
	# Sales 2011 2 2012 2	Avg. Price \$1,862,500 \$2,799,500	Median Price \$1,862,500 \$2,799,500	Avg.	\$/Sq. Ft. \$611 \$626		Kingswood W. Avonda Averages	Drive	\$1,499,000 \$1,360,000 \$2,325,129	\$1,400,000 \$1,225,000 \$2,230,533	378 84 75	636 479 673
	Glenbrook Drive Parrott Drive	List Price \$3,495,000 \$2,259,000	Sale Price \$3,350,000 \$2,249,000	DOM 35 58	\$/ Sq.Ft. 670 581		** J	im Represen im Represen	ted Buyer	· · · · · · · · · · · · · · · · · · ·		cion sides et share)
									ted Buyer and 9			

Hillsborough Closed Sales

Averages:

\$2,877,000

2011 vs. 2012 Comparison

2011 Price Breakdown:

\$2,799,500

of homes sold +\$10MM = 1 (7%) # of homes sold +\$5MM-\$10MM = 7 (5.1%)

47 \$626

of homes sold +\$4MM-\$5MM = 6 (4.4%) # of homes sold +\$3MM-\$4MM = 20 (14.6%)

of homes sold +\$2MM-\$3MM = 57 (42%) # of homes sold under \$2MM = 46 (34%)

Highest Sale Price = \$10,615,000 Lowest Sale Price = \$1,195,000

2012 Price Breakdown

of homes sold +\$10MM = 0 (0%) # of homes sold +\$5MM-\$10MM = 6 (4%) # of homes sold +\$4MM-\$5MM = 20 (13.2%) # of homes sold +\$3MM-\$4MM = 32 (21.2%) # of homes sold +\$2MM-\$3MM = 64 (42.4%) # of homes sold under \$2MM = 29 (19.2%)

*** Jim Represented Buyer and Seller

Highest Sale Price = \$6,825,000 Lowest Sale Price = \$1,225,000

Totals:

2011 = 137 2012 = 151 (Increase of 10.2% vs. 2011)

Note:

Jim Arbeed has consistently represented properties with the highest sold price year after year.

	Area 4	46						Area 4	50					
	2011 2012	# Sales 20 15	Avg. Price \$2,285,200 \$2,746,596	Median Price \$1,837,500 \$2,275,000		\$/Sq. Ft. \$710 \$688		2011 2012	# Sales 12 13	\$2,	g. Price 439,083 037,230	Median Pr \$2,345,0 \$2,800,0	00	\$. \$/Sq. Ft. \$641 \$691
*	Boroughwo Pullman Rochateau D Moseley Roberts W Chateau D Pullman Rochad Romillard Craig Roac Hayne Roa Alberta Warmwood Moseley Roshady Land	oad rive oad 'ay rive oad Drive I d d ay d Way oad	List Price \$4,550,000 \$4,588,000 \$3,750,000 \$3,495,000 \$3,465,000 \$3,750,000 \$2,350,000 \$2,195,000 \$2,199,000 \$2,390,000 \$1,999,000 \$1,775,000 \$1,775,000 \$1,779,000 \$1,579,500	Sale Price \$4,300,000 \$4,034,000 \$3,680,000 \$3,575,000 \$3,500,000 \$3,409,950 \$3,145,000 \$2,275,000 \$2,150,000 \$2,060,000 \$2,050,000 \$1,985,000 \$1,750,000 \$1,750,000 \$1,7715,000 \$2,746,596	DOM 45 67 8 13 10 72 60 19 53 24 388 2 154 49 245	\$/\$q.Ft. 726 862 620 761 729 697 717 852 782 652 349 785 697 562 529	*	Eugenia W Privet Driv Privet Driv Jacaranda Cottonwoc Orange Co Corlett Wa Skyfarm Di Pine Court Skyfarm Di Silk Tree P Citrus Cou Skyfarm Di Averages:	e ve Court od Court urt y rive rive lace rt	\$5,1 \$4,1 \$4,2 \$3,9 \$3,3 \$2,9 \$2,8 \$2,8 \$2,9 \$2,1 \$1,8 \$1,9	Price 95,000 95,000 95,000 50,000 98,000 98,000 50,000 99,000 99,000 88,888 88,000 119,000	\$ale Price \$5,000,00 \$4,250,00 \$4,220,00 \$3,900,00 \$2,880,00 \$2,735,00 \$2,750,00 \$2,150,00 \$1,910,00 \$1,819,00 \$3,037,2	0 61 0 160 0 16 0 12 0 0 0 191 0 2 0 86 0 9 0 105 0 9 0 59	\$/\$q.Ft. 779 773 890 712 673 613 683 605 567 734 641 793 523
	, werages.		72,000,000	<i>42,7 10,570</i>	٠.			Alea 4.	# Sales	Avo	. Price	Median Pr	ice Ava	. \$/\$q. Ft.
	Area 4	47 # Sales	Avg. Price	Median Price		\$/Sq. Ft.		2011 2012	4 8	\$2,1	165,250 270,000	\$2,030,50 \$3,230,00	0	\$585 \$726
	2011 2012 Robin Road Victor Parl San Raymu W. Santa I Hillsborou San Raymu	k Lane undo Rd. nez Ave. gh Blvd.	\$2,787,500 \$2,576,666 List Price \$3,850,000 \$2,995,000 \$2,648,000 \$2,080,000 \$2,100,000 \$1,898,000	\$2,787,500 \$2,562,500 Sale Price \$3,625,000 \$2,750,000 \$2,750,000 \$2,375,000 \$2,110,000 \$1,850,000		\$704 \$726 \$/\$q.Ft. 465 709 830 766 868 717	*	Bella Vista Tiptoe Land Woodgate (Scott Court Summit Dri Oak Tree P Summit Dr Skyline Blv Averages:	e Court t ve lace ive	\$4,90 \$4,90 \$4,30 \$3,90 \$2,60 \$2,50 \$1,60	Price 50,000 00,000 00,000 95,000 99,000 95,000 75,000 51,125	\$4,900,000 \$4,700,000 \$4,280,000 \$3,800,000 \$2,660,000 \$2,395,000 \$1,750,000 \$1,675,000 \$3,270,000	6 0 19 0 31 0 118 0 503 0 36 0 12 0 27	\$/Sq.Ft. 966 492 889 510 760 646 946 596
	Averages:		\$2,595,166	\$2,576,666	22	726		Area 4	52					
	2011 2012	48 # Sales 8 7	Avg. Price \$2,717,731 \$3,470,000	Median Price \$2,483,425 \$3,200,000	Avg.	. \$/Sq. Ft. \$741 \$784		2011 2012	# Sales 6 5	\$3,	g. Price 053,541 476,000	Median Pr \$3,230,0 \$3,250,0	00	. \$/\$q. Ft. \$726 \$834
** ***	El Arroyo R El Arroyo R Eucalyptus Barroilet A Eucalyptus Hillsboroug Eucalyptus	load load Ave. livenue s Ave. gh Blvd.	List Price \$4,998,000 \$4,480,000 \$3,750,000 \$3,500,000 \$2,750,000 \$2,399,000 \$3,300,000	Sale Price \$4,800,000 \$4,250,000 \$3,710,000 \$3,200,000 \$2,820,000 \$2,810,000 \$2,700,000	DOM 24 7 92 80 0 17 74	\$/\$q.Ft. 600 702 971 634 870 1089 621	**	Downey W Forest View Redington Jackling Dr Summit Dr Averages:	w Ave. Road rive ive	\$6,9 \$3,2 \$3,3 \$2,2 \$1,8	Price 50,000 80,000 95,000 49,000 98,000 654,400	\$ale Price \$6,825,00 \$3,280,00 \$3,250,00 \$2,200,00 \$1,825,00 \$3,476,00	0 0 0 15 0 132 0 13 0 65	\$/Sq.Ft. 1004 899 625 778 865
	Averages:		\$3,596,000	\$3,470,000	49	784		Alea 4.	# Sales	Δvg	. Price	Median Pr	ice Avg	. \$/Sq. Ft.
	Area 4	49						2011 2012	8 5	\$3,1	182,875 124,200	\$3,132,50 \$2,915,00	0	\$829 \$827
	2011 2012	# Sales 10 12	Avg. Price \$2,839,215 \$3,208,750	Median Price \$2,417,000 \$3,015,000	Avg.	. \$/Sq. Ft. \$748 \$837		Floribunda Ave. Windsor Drive Eucalyptus Ave.		\$5,4 \$3,2	Price 30,000 00,000 88,000	Sale Price DOM \$5,200,000 77 \$3,325,000 10 \$2,915,000 4		\$/Sq.Ft. 547 868 686
	Fagan Drive New Place Road Downey Way Greenview Lane Eucalyptus Ave. Floribunda Ave.	Road ay Lane Ave.	Road \$4,750,000 \$4,750,000 y \$3,499,000 \$3,400,000 Lane \$2,995,000 \$3,177,000 Ave. \$3,280,000 \$3,080,000	\$5,290,000 \$4,750,000 \$3,400,000 \$3,177,000 \$3,080,000 \$3,030,000	DOM \$/Sq.Ft. 185 756 2 1291 12 769 5 885 10 655 46 758		Pepper Ave Summerhol Averages:	nue me Pl.	\$2,66 \$2,66 \$3,3	80,000 80,000 55,600	\$2,880,00 \$2,881,00 \$3,424,20) 15) 9	1014 1022 827	
	Geri Lane Redington Road Marialinda Court Oakdale Road		\$2,998,000 \$3,149,413	\$3,000,000 \$2,950,000	15 588 179 1126	1126		Hillsborough	New Listings	Current Inventory	Average DOM	Average Sales Price	Median Sales Price	Total Sales Volume
			\$2,850,000 \$2,850,000 \$2,499,000 \$2,750,000 \$2,145,000 \$2,178,000 \$2,275,000 \$2,050,000	74 760 13 857 6 674 43 928	857 674		2012 Q1 2012 Q2 2012 Q3	80	54 70 63	93 50 62	2,716,762 2,707,759 3,160,122	2,450,000 2,680,000 2,915,000	57,052,000 119,141,406 154,846,000	

2012 Q4

\$3,230,867

Averages:

\$3,208,750

49 837 43

80

2,962,027

2,800,000 109,595,000

Coldwell Banker Real Estate 1427 Chapin Avenue Burlingame, CA 94010



Police Non-Emergency	375-7470
Fire Non-Emergency	558-7600
Mills-Peninsula Hospital	696-5400
Public Works	375-7444
Hillsborough Water Department	375-7402
Building Permits, Inspectors, etc	375-7411
Hillsborough Town Hall	375-7400
Department of Motor Vehicles	800-777-1033
Garbage and Recycling (Recology)	595-3900
Pacific Gas & Electric	800-743-5000
AT&T Residential Service	800-310-2355
Voter Information	312-5222
BART	510-464-6000
Caltrain & Samtrans	800-660-4287
Library (Burlingame Branch)	558-7400
Hillsborough Recreation Dept	342-5439

School Phone Numbers

Crocker Middle School	342-6331
North Elementary School	347-4175
South Elementary School	344-0303
West Elementary School	344-9870





Jim Arbeed

Coldwell-Banker - Top 1% Internationally Top 100 Agents Nationwide – 2008-2012 Wall Street Journal

650.558.4248

www.JimArbeed.com jim.arbeed@cbnorcal.com 1427 Chapin Avenue • Burlingame, CA 94010 DRE # 01060476