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CALL TODAY
415-519-4560!

LOOKING AHEAD

Here's what we will be keeping an eye on in the coming months:

Did you know the Senate Bill No.9 (SB9) just passed in September and what does this mean for you?

Due to California's housing crisis, the bill was passed allowing for split lots, making your duplex legal, or adding a second home to your lot. Upzoning through local jurisdiction, no more than two residential units within a single-family residential zone.

Who can do this?

Homeowners who plan to live there. Property owners must sign an affidavit stating they will occupy one of the housing units as their primary residence for at least three years after splitting their property or adding additional units.

Are there rules on square footage, parking and setbacks?

Must follow local zoning rules, local cities and counties established standards and go through design reviews. Requirements such as additional parking will depend on the distance to public transportation.

Thinking of selling in the next 12 months?

Call today for your Strategic Marketing Consultation. We will cover your goals and outline an approach that fits your needs and timeline.

➔ **(415)519-4560**

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SAN MATEO NORTHERN FLATS

Q3 2021 MARKET REPORT

PLUS WHAT YOU NEED TO KNOW NOW

October 2021 Market Report

Dear Neighbor,

I hope this finds you well during these trying times. We are slowly making our way back to a normal way of life, but we're not quite out of the woods yet.

With the new variant lingering, we are still on the lookout and being mindful, careful and safe. However, things have had a bit of normalcy and many travelers took advantage during the summer to go on vacations by plane or road trips. If you weren't one of those lucky travelers that visited Hawaii or the wine country, maybe it's not too late to have some fun and check out what's in your local area! Perhaps some entertainment at the outdoor concert held by School of Rock on October 10, 2021 with some local brews on tap and delicious food.

If you're still in search of your home or looking to move, let's take a look at the market update for this past quarter.

Comparatively, more homes sold with less days on market.

September bounced back selling 10 homes, up from 2 last year this time of the month, at 400% more sales YOY. The average days on market are down 50% at 15 days for Q3 2021 compared to 30 days Q3 2020. The market was slow in July & August and the prediction was people were on vacation. It felt like everyone took some well deserved time. Market picked up in September when everyone returned from summer vacation, more homes sold in September than July and August combined. Q3 ended strong.

“Jeanine was incredibly helpful in the process of buying our house...Would highly recommend anyone looking to buy or sell a home to seek out Jeanine.”
SHIANTEL

Limited Inventory but prices are up.

Based on sales of SFH in Northern Flats San Mateo, I am not seeing any correction so far. The market seems to still be strong with an average sale price of \$1.994 in September up from \$1.4M last year, showing 42.4% increase.

If you're thinking about selling in the next 12 months, now is the time to start preparing for market.

I'm here to keep your search simple and successful. Every transaction has its own bumps along the way, and getting the results you deserve requires more than just tossing your home online.

That's why I've developed a thorough, measured approach to getting my clients the highest possible price in the fewest days on market. Using my proprietary system and cutting-edge marketing tools, I can help you make your home a standout listing that commands top dollar.

If you're ready to sell your home for top dollar, call today for your initial consultation.

Let's discuss your home, your goals, and create a plan for maximizing your equity. Together, we can take the first steps toward your next chapter.



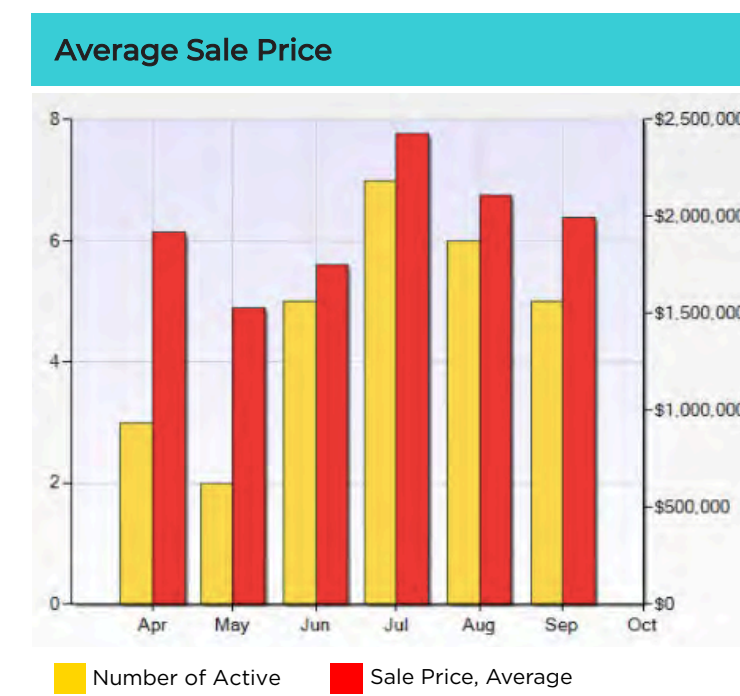
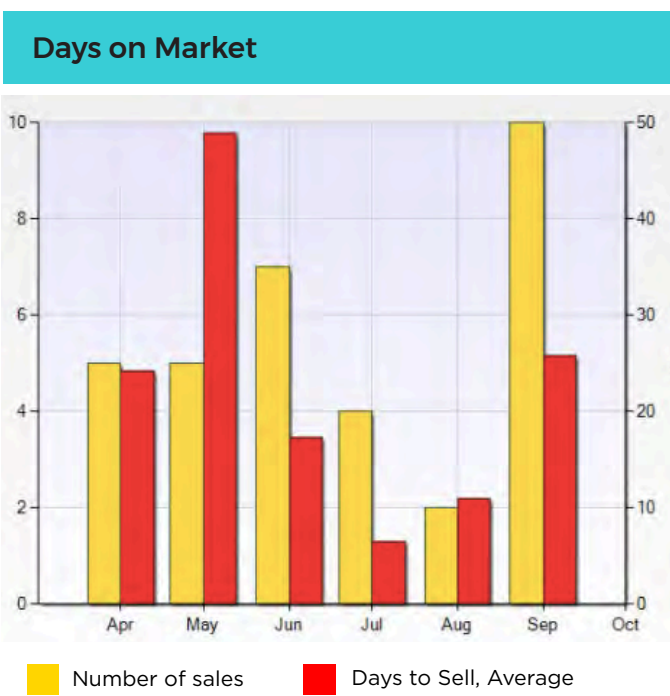
To your success,

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Northern Flats Market Highlights | Q3 2021

Single-family Stats	Q3	Analysis
Sale Price - Average	↑ Up 25.7%	Q3 report shows average sale price at \$2.179M up from \$1.734M, increase from Q2. When you price correctly from day one, you can maximize offers and ultimately sell for the highest possible price.
Days on Market	↓ Down 6.3%	Average days on market are down, at an average of 15 days for Q3 compared to 16 days in Q2. When you start with expert strategy, you can sell at record time.
Homes Sold	↓ Down 5.9%	Slightly lower number of homes sold in Q3. A slight dip in the sale of homes at 16 homes sold vs Q2 at 17. With extremely high demand and few properties listed on the market, it's that much more important to correctly price and position your home so you can get top dollar as "best in class" rather than languishing on the market.



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