

An aerial photograph of San Mateo County, California. In the foreground, there are green hills with several houses and trees. In the middle ground, a long bridge spans across a body of water. In the background, there are mountains under a clear sky.

San Mateo County

Real Estate Market Minute | October 2025

San Mateo County -Residential - Single Family 2025 vs 2024

=13

Median Days on Market
Compared to 13



\$2.0M

Median Price
Compared to \$2.0M

↑ 364

Closed Sales
Compared to 328

↑ 493

New Listings
Compared to 443

↓ 104%

Sale to List Price Ratio
Compared to 106%

San Mateo County -Residential - Common Interest 2025 vs 2024

↑ 35

Median Days on Market
Compared to 27



\$880.0K

Median Price
Compared to \$888.0K

↓ 96

Closed Sales
Compared to 111

↓ 139

New Listings
Compared to 152

↓ 98%

Sale to List Price Ratio
Compared to 101%

September 2025 Market Trends

Aculist provides real estate content for your sales and marketing needs.

Market Trends – September 2025 in San Mateo County

Market Trend 1

After four straight months of median price decreases, the single family market saw a marginal increase in September. The common interest market remains volatile, with a slight decrease.

Market Trend 2

September declines in closed sales is counter to the hope of increased transactions due to recent economic changes, but an increase in new listings for single family homes is encouraging for October.

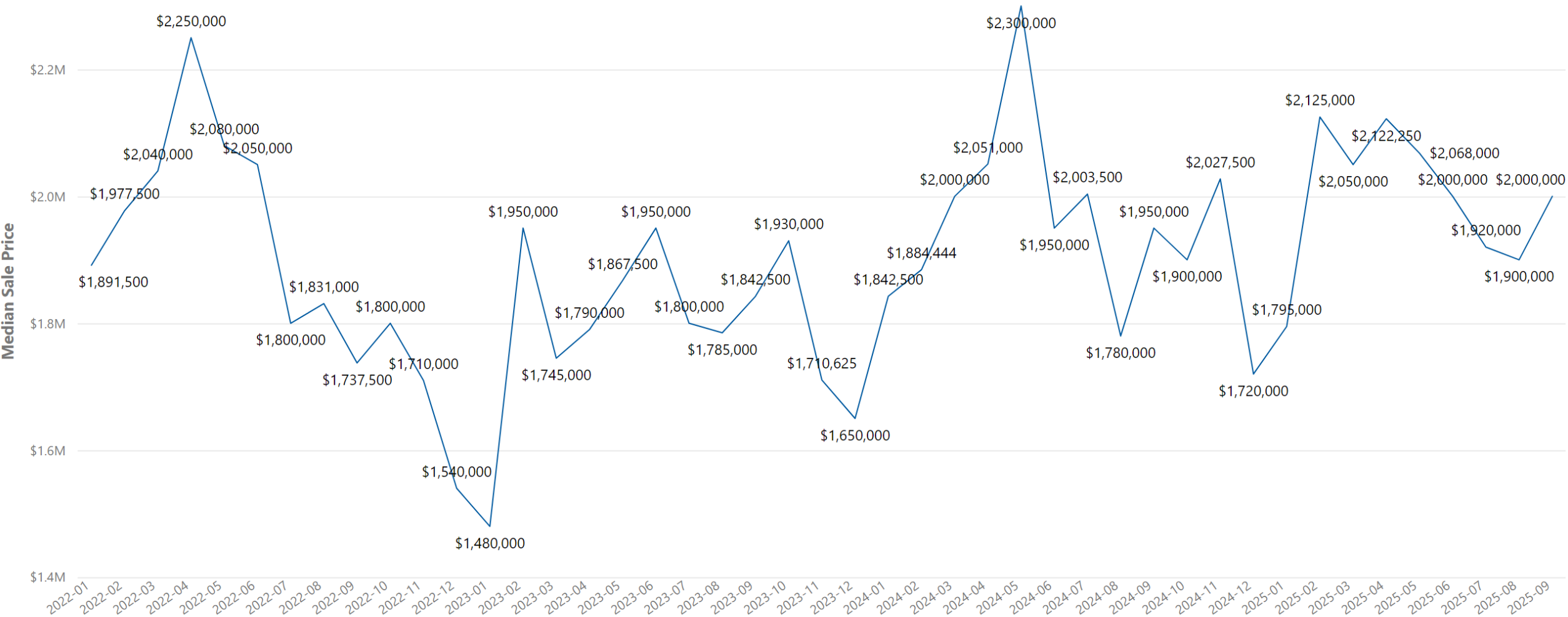
Market Trend 3

Seemingly increased interest in Bay Area properties, with an increased number of days on market, coupled with stagnant sale to list price ratios, suggests otherwise for both markets.

Data reliable but not guaranteed. MLSListings/Aculist cannot provide advice or make forward-looking statements about the real estate market.

San Mateo County - Median Sale Price

CountyName ● San Mateo



San Mateo County - Increased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|----------------|-------------------|-----------------------------|----------------------------|
| Colma | \$980,470 | \$0 | N/A |
| Montara | \$1,995,000 | \$1,381,500 | 44% |
| Atherton | \$7,000,000 | \$5,612,500 | 25% |
| Moss Beach | \$1,774,500 | \$1,550,000 | 14% |
| Hillsborough | \$5,355,000 | \$4,999,000 | 7% |
| East Palo Alto | \$1,050,000 | \$1,006,000 | 4% |
| Burlingame | \$2,997,500 | \$2,888,000 | 4% |
| Pacifica | \$1,337,500 | \$1,305,000 | 2% |
| San Carlos | \$2,590,000 | \$2,530,000 | 2% |
| Foster City | \$2,080,000 | \$2,050,000 | 1% |
| Millbrae | \$1,900,000 | \$1,900,000 | 0% |

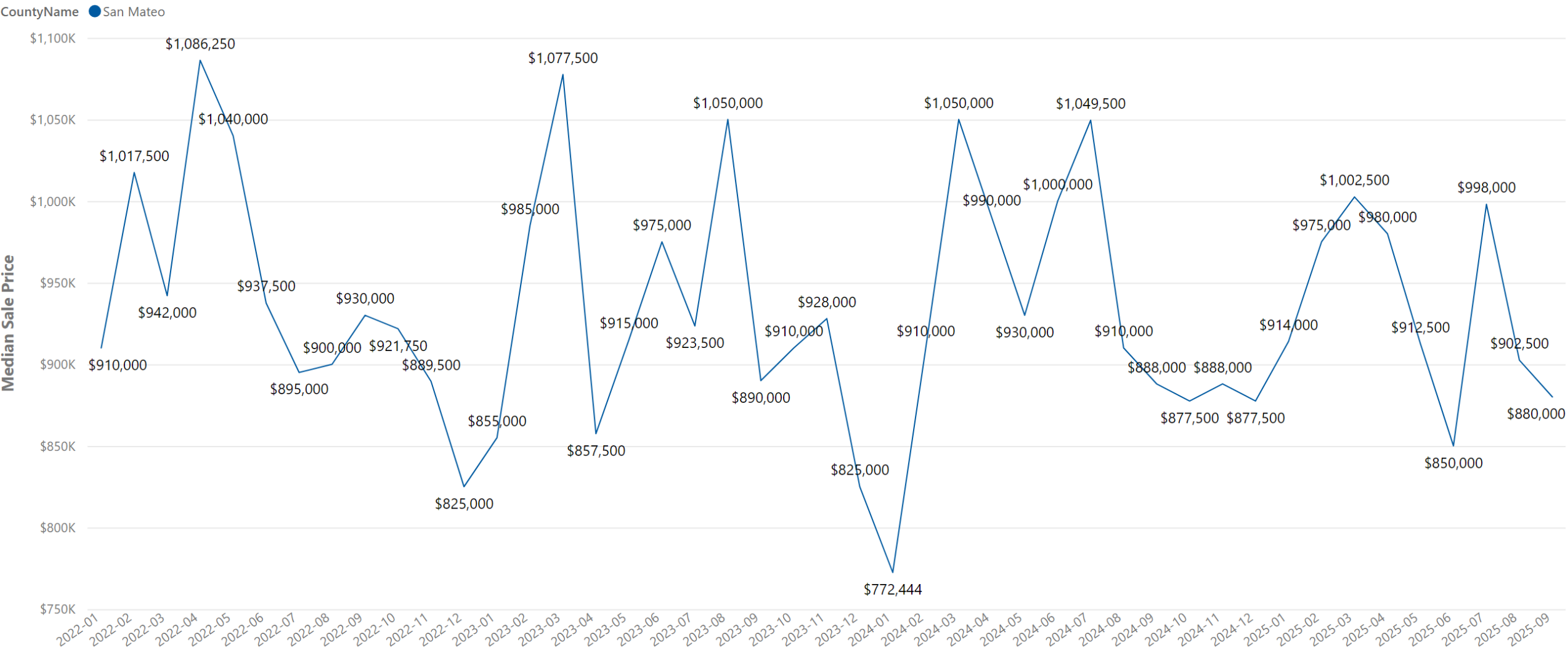
San Mateo County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-------------------|-------------------|-----------------------------|----------------------------|
| La Honda | \$0 | \$700,000 | -100% |
| Redwood Shores | \$0 | \$2,708,000 | -100% |
| San Gregorio | \$0 | \$2,500,000 | -100% |
| Brisbane | \$625,000 | \$2,012,500 | -69% |
| El Granada | \$1,187,500 | \$1,500,000 | -21% |
| Pescadero | \$665,000 | \$815,000 | -18% |
| Menlo Park | \$3,125,000 | \$3,600,000 | -13% |
| San Bruno | \$1,332,000 | \$1,506,500 | -12% |
| Woodside | \$2,977,000 | \$3,363,500 | -11% |
| Half Moon Bay | \$1,725,000 | \$1,915,000 | -10% |
| So. San Francisco | \$1,275,000 | \$1,400,000 | -9% |
| Portola Valley | \$5,205,000 | \$5,700,000 | -9% |
| San Mateo | \$2,230,000 | \$2,350,000 | -5% |
| Redwood City | \$2,150,000 | \$2,255,000 | -5% |
| Belmont | \$2,304,444 | \$2,403,000 | -4% |

San Mateo County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-----------|-------------------|-----------------------------|----------------------------|
| Daly City | \$1,200,000 | \$1,250,000 | -4% |

San Mateo County - Median Sale Price



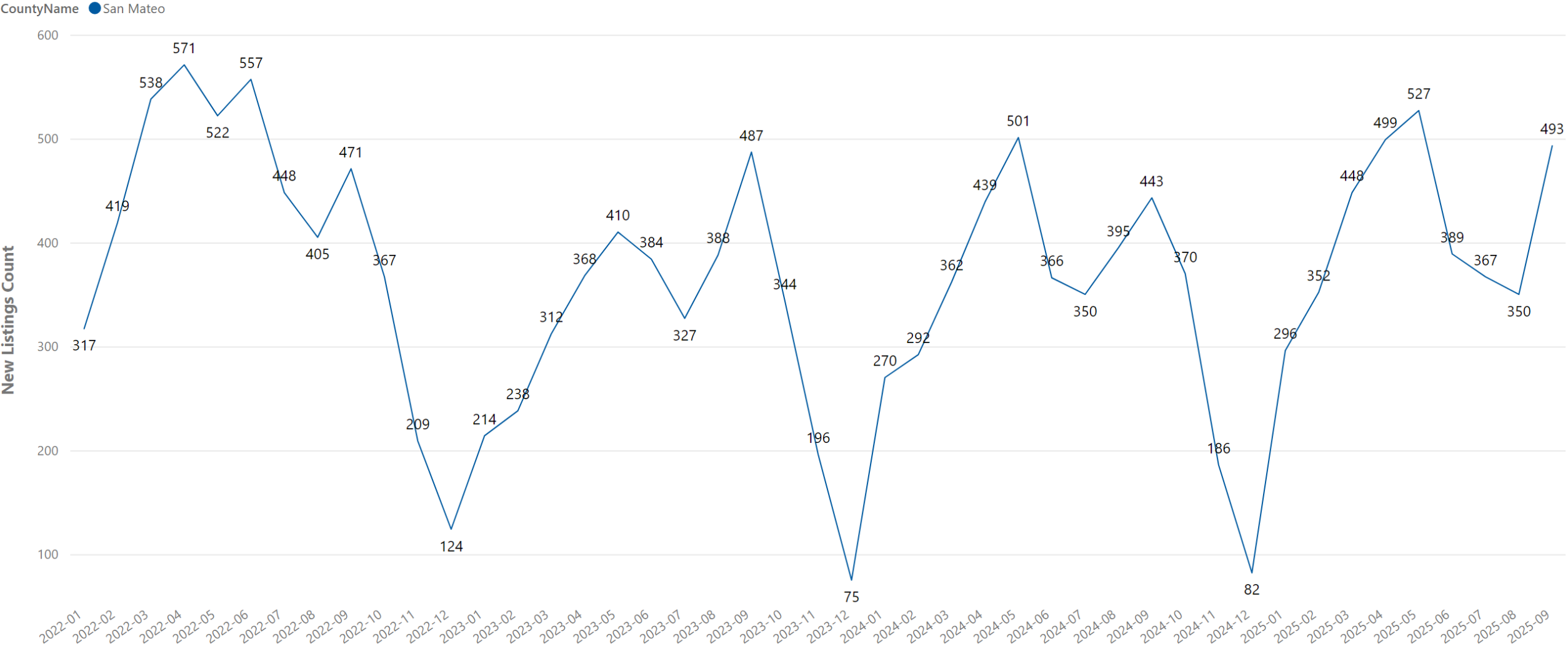
San Mateo County - Increased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-------------------|-------------------|-----------------------------|----------------------------|
| Pacifica | \$1,150,000 | \$754,000 | 53% |
| So. San Francisco | \$829,000 | \$606,500 | 37% |
| San Bruno | \$500,000 | \$414,000 | 21% |
| San Carlos | \$1,265,000 | \$1,055,750 | 20% |
| Half Moon Bay | \$950,000 | \$800,000 | 19% |
| Foster City | \$1,240,000 | \$1,240,000 | 0% |

San Mateo County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|----------------|-------------------|-----------------------------|----------------------------|
| East Palo Alto | \$0 | \$695,400 | -100% |
| Redwood Shores | \$0 | \$1,249,000 | -100% |
| Menlo Park | \$960,000 | \$1,571,500 | -39% |
| Redwood City | \$965,000 | \$1,283,000 | -25% |
| Burlingame | \$1,257,000 | \$1,474,000 | -15% |
| Daly City | \$649,500 | \$745,000 | -13% |
| Millbrae | \$1,222,000 | \$1,400,000 | -13% |
| Brisbane | \$873,000 | \$960,000 | -9% |
| San Mateo | \$825,000 | \$887,500 | -7% |
| Belmont | \$469,500 | \$500,000 | -6% |

San Mateo County - New Listings



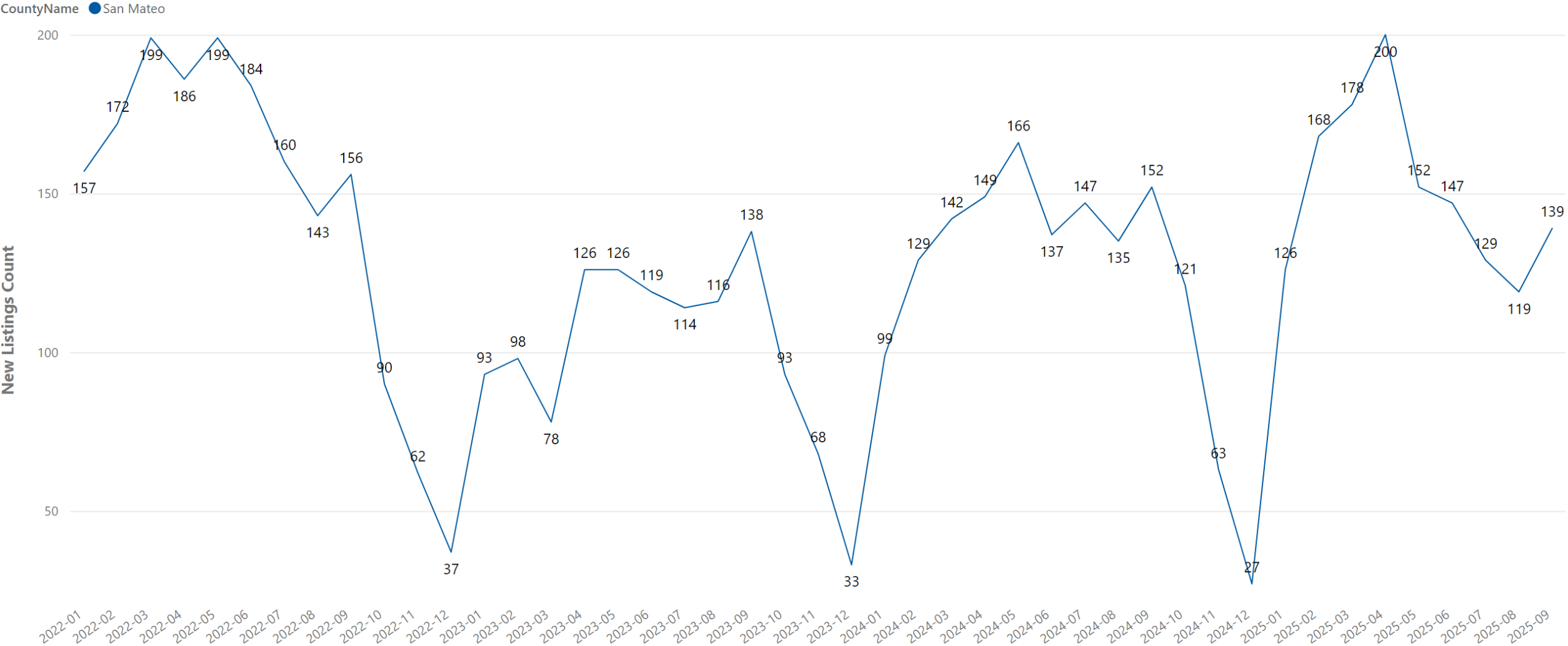
San Mateo County - Increased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|----------------|------------------------|------------------------|-----------------------|
| Half Moon Bay | 17 | 6 | 183% |
| Burlingame | 27 | 13 | 108% |
| Pacifica | 31 | 15 | 107% |
| El Granada | 7 | 4 | 75% |
| Hillsborough | 21 | 12 | 75% |
| East Palo Alto | 15 | 9 | 67% |
| Menlo Park | 42 | 26 | 62% |
| Daly City | 47 | 34 | 38% |
| San Carlos | 35 | 28 | 25% |
| Redwood City | 62 | 50 | 24% |
| Millbrae | 13 | 11 | 18% |
| Woodside | 15 | 14 | 7% |
| Foster City | 13 | 13 | 0% |

San Mateo County - Decreased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|-------------------|------------------------|------------------------|-----------------------|
| Atherton | 4 | 11 | -64% |
| Montara | 1 | 2 | -50% |
| Pescadero | 1 | 2 | -50% |
| Portola Valley | 7 | 12 | -42% |
| Belmont | 12 | 19 | -37% |
| Brisbane | 2 | 3 | -33% |
| Moss Beach | 4 | 6 | -33% |
| San Bruno | 18 | 26 | -31% |
| San Mateo | 67 | 82 | -18% |
| So. San Francisco | 32 | 39 | -18% |

San Mateo County - New Listings



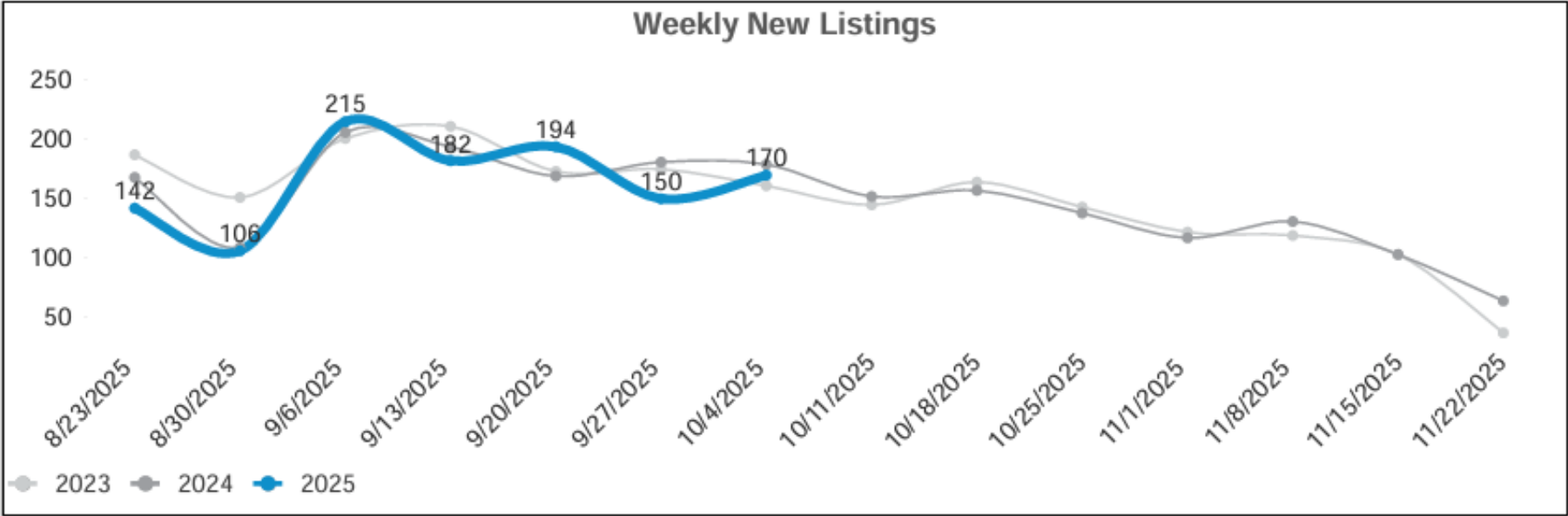
San Mateo County - Increased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|----------------|------------------------|------------------------|-----------------------|
| Burlingame | 8 | 0 | N/A |
| Belmont | 4 | 1 | 300% |
| Millbrae | 4 | 1 | 300% |
| Redwood City | 17 | 12 | 42% |
| Foster City | 24 | 19 | 26% |
| Daly City | 12 | 10 | 20% |
| Brisbane | 2 | 2 | 0% |
| Half Moon Bay | 4 | 4 | 0% |
| Redwood Shores | 5 | 5 | 0% |

San Mateo County - Decreased New Listings

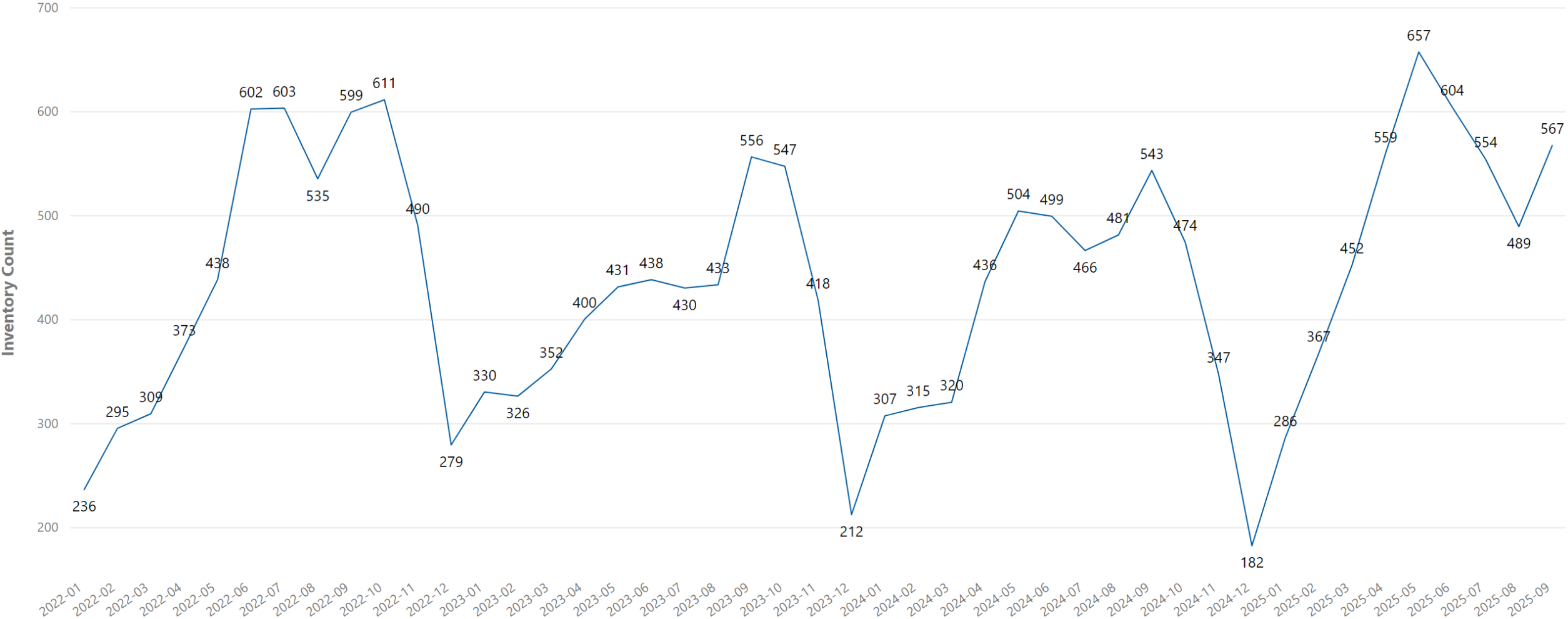
| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|-------------------|------------------------|------------------------|-----------------------|
| Pacifica | 3 | 11 | -73% |
| So. San Francisco | 4 | 10 | -60% |
| San Carlos | 7 | 13 | -46% |
| San Bruno | 4 | 6 | -33% |
| San Mateo | 30 | 42 | -29% |
| Menlo Park | 11 | 15 | -27% |

San Mateo County – New Listings Week Ending 10/04/2025



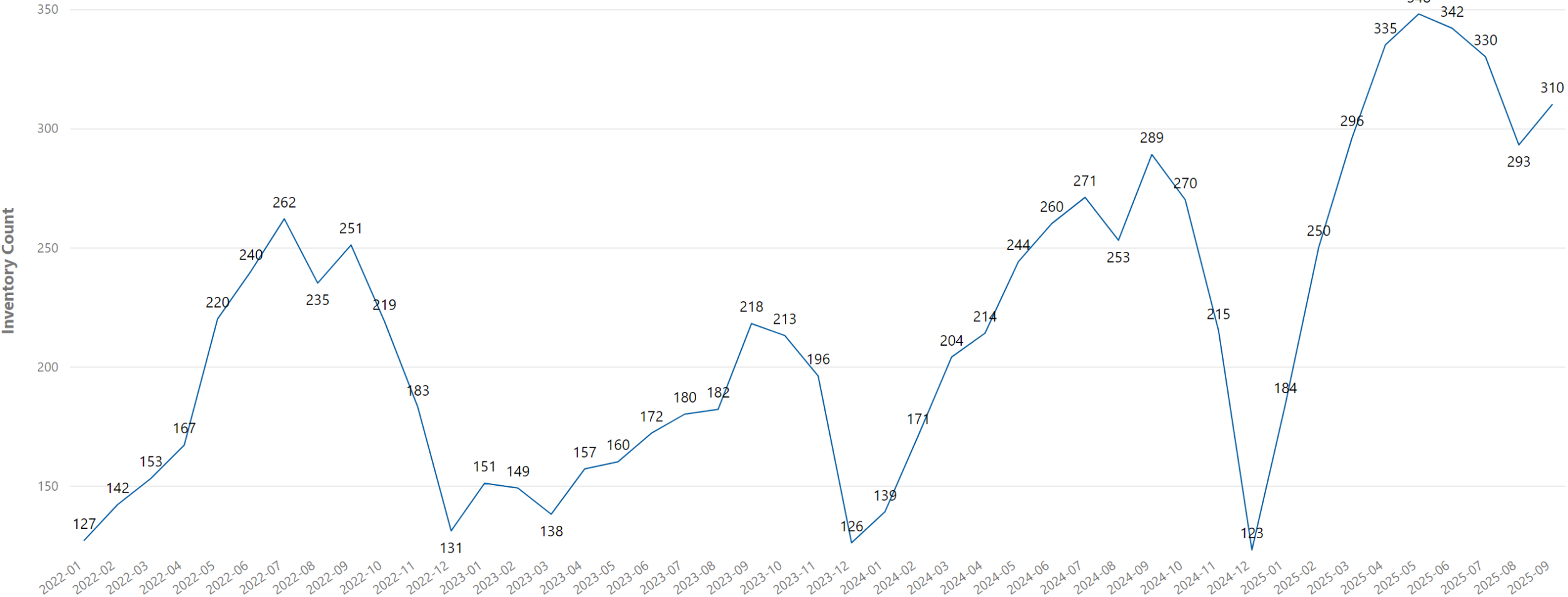
San Mateo County - Inventory

CountyName ● San Mateo

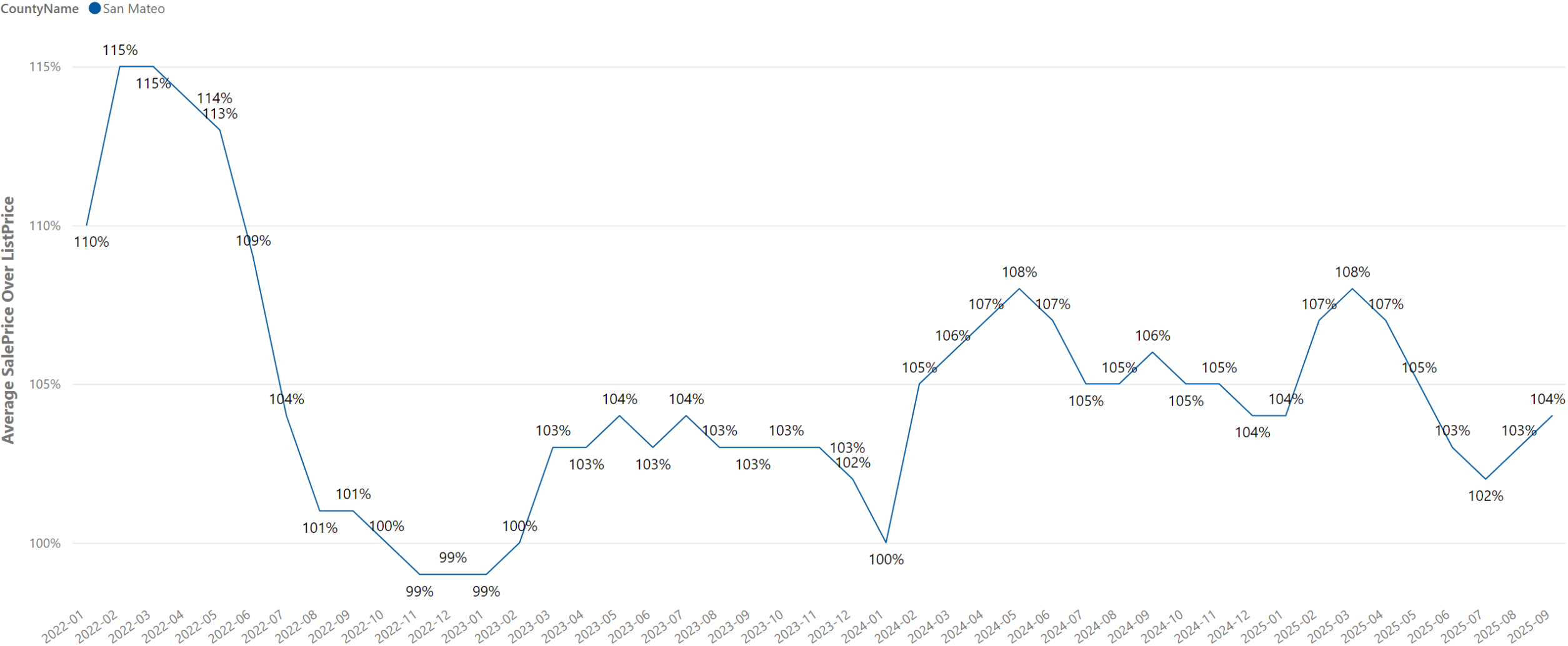


San Mateo County - Inventory

CountyName ● San Mateo



San Mateo County - Average Sale Price Over List Price



San Mateo County - Increased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|----------------|----------------------|--------------------------------|-------------------------------|
| Colma | 98% | 0% | N/A |
| Foster City | 107% | 99% | 8% |
| Portola Valley | 97% | 92% | 5% |
| East Palo Alto | 100% | 96% | 4% |
| Atherton | 100% | 98% | 2% |
| San Carlos | 108% | 106% | 2% |
| Half Moon Bay | 98% | 97% | 1% |
| Burlingame | 106% | 106% | 0% |

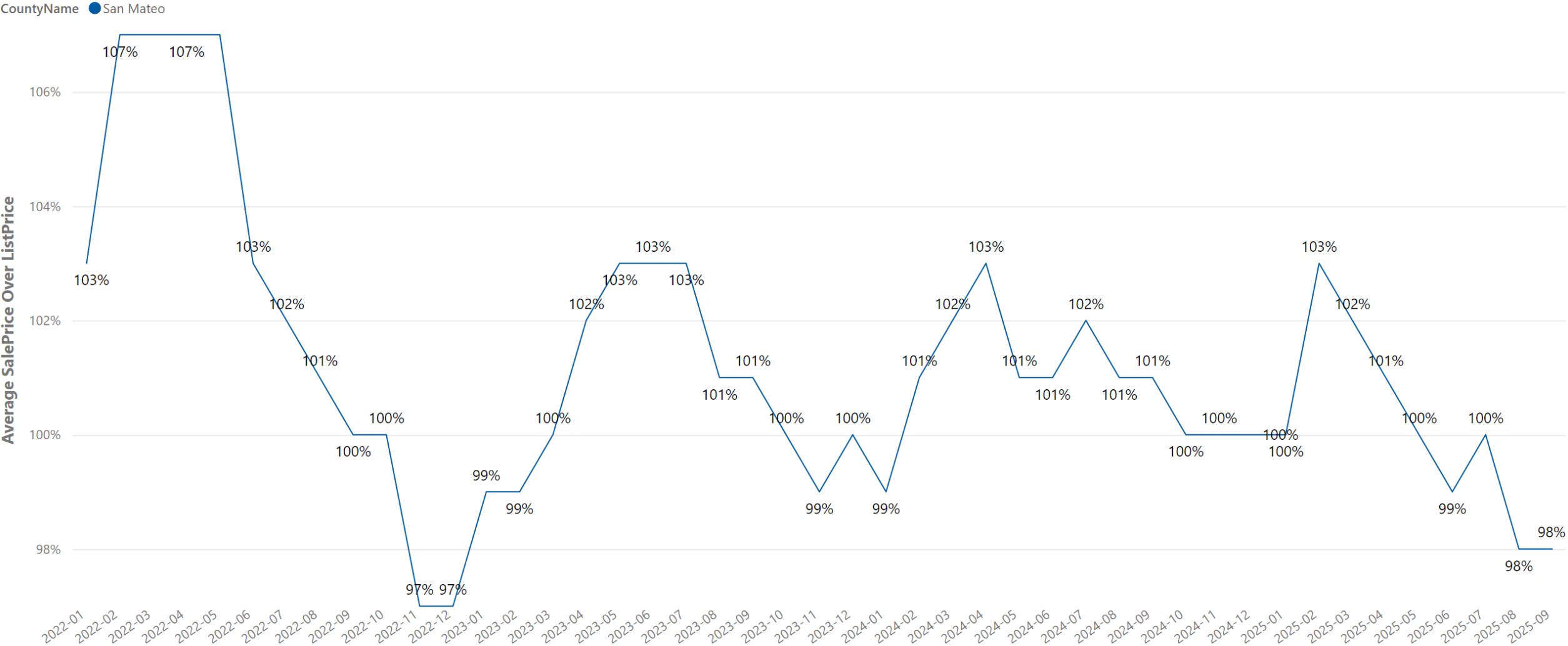
San Mateo County - Decreased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|-------------------|----------------------|--------------------------------|-------------------------------|
| Brisbane | 96% | 114% | -16% |
| Moss Beach | 95% | 103% | -8% |
| Belmont | 102% | 107% | -5% |
| So. San Francisco | 107% | 112% | -4% |
| Pescadero | 95% | 99% | -4% |
| El Granada | 97% | 101% | -4% |
| Pacifica | 104% | 107% | -3% |
| San Bruno | 104% | 107% | -3% |
| San Mateo | 105% | 108% | -3% |
| Woodside | 94% | 96% | -2% |
| Hillsborough | 97% | 99% | -2% |
| Daly City | 106% | 108% | -2% |
| Millbrae | 108% | 110% | -2% |
| Montara | 101% | 102% | -1% |
| Redwood City | 102% | 103% | -1% |

San Mateo County - Decreased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|------------|----------------------|--------------------------------|-------------------------------|
| Menlo Park | 103% | 104% | -1% |

San Mateo County - Average Sale Price Over List Price



San Mateo County - Increased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Half Moon Bay | 106% | 99% | 7% |
| Burlingame | 97% | 95% | 2% |
| Menlo Park | 102% | 100% | 2% |
| Brisbane | 100% | 99% | 1% |

San Mateo County - Decreased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|-------------------|----------------------|--------------------------------|-------------------------------|
| Millbrae | 92% | 100% | -8% |
| San Mateo | 95% | 101% | -6% |
| Belmont | 95% | 99% | -4% |
| Foster City | 100% | 103% | -3% |
| Pacifica | 99% | 101% | -2% |
| San Bruno | 99% | 101% | -2% |
| San Carlos | 100% | 102% | -2% |
| So. San Francisco | 98% | 99% | -1% |
| Daly City | 99% | 100% | -1% |
| Redwood City | 99% | 100% | -1% |

Thank You

