

# LIVE. LOVE. LOCAL.

Your local real estate update & resource

## Giving Back

To the communities where we live,  
serve, and love

## Market Update

Get informed about what to expect  
from today's market

## Local Happenings

Discover exciting local events going  
on in our community

## Small Business Highlights

Tips on how to maintain one of your  
most valuable assets







# 90 MADRONE



*Where Dreams Come True*

Are you dreaming of building your own house just steps away from the beach but don't want to go through the planning process? Look no further! 90 Madrone offers a buildable lot with approved plans with San Mateo County for a 2,050 square foot three bedroom and three bathroom home located just 2 blocks from the beach. This spectacular west-side Moss Beach location is close to Seal Cove Beach, Fitzgerald Marine Reserve, Moss Beach Distillery, and coastal trails! Peace and serenity on the coast await you with easy access to commute routes to San Francisco or Silicon Valley.

**Find out more at [www.90Madrone.com](http://www.90Madrone.com)**

**sereno**

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



“The **first blooms** of spring always  
make my heart sing.”

– S. Brown

Winter was one for the record books, literally. Kicking the new year off with the first of many torrential rain storms, our drought-stricken California wasn't quite sure what to do with all of the rain! The ensuing rain and wind storms wreaked havoc on several communities with mud slides, trees falling, power outages, property damage and road closures point out how important it is to maintain our homes, yards and infrastructure. I know I am ready for some sunshine and warmer weather. We don't pay California-weather premiums for nothing!

Enjoy my spring edition of Live.Love.Local and reach out anytime if I can help you with anything at all!



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# We are real estate that GIVES BACK

I truly believe in giving back to the community in which I live and work and I am excited to share the Sereno 1% For Good Charitable Foundation. I am honored to support this program!

sereno  
**1% For Good**  
CHARITABLE FOUNDATION

## 1% For Good Overview

Sereno 1% For Good Charitable Foundation believes in giving back to the places we live and love. We believe by investing with local partners and organizations who are working to create positive change, together we can change the world.

This model is based on agent-inspired giving. Christie's Sereno agents choose to participate in the Sereno 1% For Good initiative for each and every transaction. When an agent contributes, 1% of the gross commission is pledged to Sereno 1% For Good Charitable Foundation.

Christie's Sereno has provided over \$5 million in funding to more than 400 local organizations. We believe better companies make better communities. Here is the organization our mid-peninsula offices supported so far in 2023.



**One Life Counseling Service** is a non-profit counseling center in downtown San Carlos. They provide counseling for anyone at any cost. They partner with multiple local agencies in the community to educate, engage, support and provide resources. They are a 501 (c) (3) non-profit organization of skilled therapists and change agents who aim to inspire, educate, and provide accessible counseling for anyone who needs it.



Alana interviewed Suzie Hughes, Executive Director of One Life Counseling, for her Mamas in Business series. [You can watch the video here.](#)



# San Carlos Education Foundation PLATINUM SPONSOR

As a San Carlos resident and mom to 3 children that have attended the amazing public schools here, I am proud of my longstanding commitment to the San Carlos Education Foundation. I have been a Board Member since 2016 and a financial supporter since my oldest started in the district in 2009. **My office is now the exclusive Real Estate Sponsor** with a financial commitment this year of \$25,000 to benefit every child, every day in every classroom.



# Market UPDATE

## First Quarter 2023

Our real estate year started off a bit sluggish almost like a New Year's hangover... a little tired, a little confused and I think most folks just wanted to hibernate thru the winter storms. The weather certainly delayed home sale preparations so our spring market launch feels late. When you ask around or I look at why my clients are selling, people are simply staying put unless they have to sell. Corporate relocations have stalled and many of our typical move-up buyers are opting to keep their low mortgage rates and remodel versus selling/buying.

This equates to very low inventory. A balanced market is said to have a 6 month supply of inventory and most towns on the peninsula hover around 1-2 months of inventory supply. Homes that are priced well continue to sell within 2 weeks. You may note in the market data on pages 8 & 9 much higher average days on market are reflected but those are for sales that closed in the first quarter. They were brought to market in the fourth quarter which was a slower market. Year-over-year prices are down, but buyers have resolved themselves to where current interest rates are at (approximately 5-6%+) and are still entering the market. Open houses are well attended and we are seeing the return of multiple offers for many properties. Buyers searching for deals will typically have to settle for a busier street or homes that need a fair amount of work.



I recently contributed to an article regarding the collapse of Silicon Valley Bank and its impact on our local real estate market. Here are my thoughts and you can [read the full article here](#).

“The failure of Silicon Valley Bank impacts a few layers in our residential housing market. I think the most consequential is the psychological impact to consumers. Since the Federal Deposit Insurance Corp. (FDIC) ended up guaranteeing assets at SVB for bank customers, it helps with the financial stability, but it still shakes the consumer's psyche. We haven't seen a major financial institution fail since 2008 so many have not been through this type of event in many years or ever.

The negative news, subsequent stock market volatility and panic with First Republic Bank and Credit Suisse further exacerbates the negative impact to the psyche of the consumer and makes one wonder, “what else can happen?”





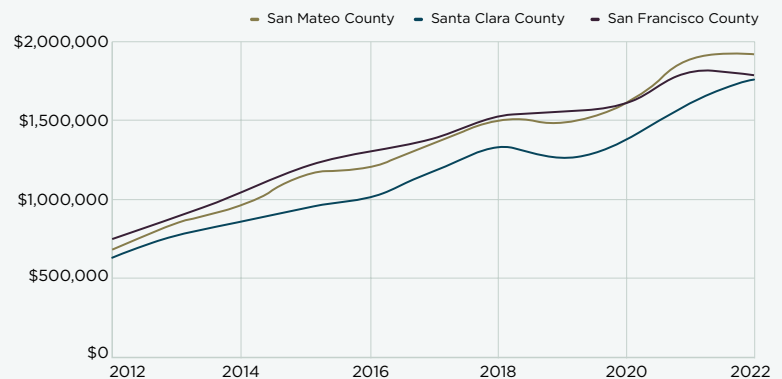
“The Bay Area has proven historically to be a strong real estate market and weathers recessions and negative economic news differently...”

Several economists share that we are teetering on a recession and with a major bank failure in our own backyard, it doesn't bolster economic confidence.

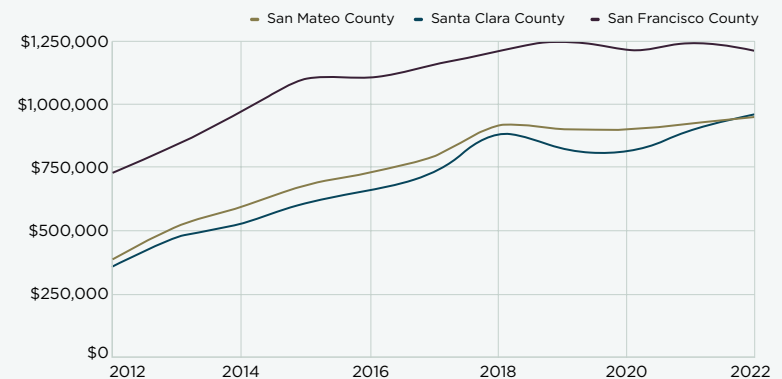
On a positive note, the Bay Area has proven historically to be a strong real estate market and weathers recessions and negative economic news differently than the rest of the nation with our compressed housing inventory, innovative technology and leading research institutions. We tend to enter recessions later than the nation and exit quicker, which helps insulate our residential real estate market.

My clients often share negative news headlines with me, but they are from a national perspective and not what is actually happening on the ground here in the Bay Area. Real estate is highly personal and hyper-local, so what works for one person in our local market may not work for the next.

#### MEDIAN SALES PRICE FOR SINGLE FAMILY RESIDENCES



#### MEDIAN SALES PRICE FOR CONDOS & TOWNHOMES



2023 Market Data YTD

CITY	AVG SALES PRICE	MEDIAN SALES PRICE	SALES
Atherton	\$10,265,053	\$10,500,000	\$153,000
Belmont	\$2,055,116	\$2,000,000	\$49,000
Burlingame	\$2,796,660	\$2,700,000	\$69,000
Daly City	\$1,142,574	\$1,158,000	\$68,000
Foster City	\$2,311,185	\$2,250,000	\$48,000
Half Moon Bay	\$1,806,833	\$1,700,000	\$27,000
Hillsborough	\$6,500,384	\$5,825,000	\$136,000
Los Altos	\$4,527,918	\$4,055,000	\$172,000
Los Altos Hills	\$5,356,250	\$4,750,000	\$64,000
Menlo Park	\$3,833,423	\$3,912,500	\$199,000
Millbrae	\$1,893,500	\$1,705,000	\$30,000
Mountain View	\$2,543,419	\$2,596,500	\$81,000
Pacifica	\$1,317,818	\$1,260,000	\$43,000
Palo Alto	\$3,728,671	\$3,425,000	\$208,000
Portola Valley	\$4,150,988	\$3,700,000	\$37,000
Redwood City	\$1,989,663	\$1,879,500	\$143,000
Redwood Shores	\$2.646,667	\$2,435,000	\$15,000
San Bruno	\$1 345,207	\$1 328,000	\$39,000
San Carlos	\$2,200,000	\$2,188,000	\$88,000
San Mateo	\$1,951,074	\$1,707,500	\$144,000
South San Francisco	\$1,255,628	\$1,232,500	\$41,000
Woodside	\$8,722,750	\$3,657,500	\$87,000



SALES VOLUME	AVG PRICE/SQ FT	NUMBER OF SALES	DAYS ON MARKET
1,975,800	\$1,914	15	58
322,776	\$1,061	24	27
916,500	\$1,353	25	44
554,468	\$795	60	34
534,888	\$1,061	21	19
02,500	\$776	16	43
508,068	\$1,324	21	25
060,902	\$1,638	38	27
275,000	\$1,367	12	60
338,007	\$1,546	52	25
296,000	\$1,094	16	48
89,392	\$1,393	32	25
488,000	\$853	33	29
3,805,550	\$1,814	56	30
358,890	\$1,133	9	50
1,255,725	\$1,140	72	28
380,000	\$1,067	6	22
011,000	\$862	29	35
656,888	\$1,267	39	30
1,379,443	\$1,121	74	23
435,727	\$864	33	33
227,500	\$2,009	10	34

Source: MLS Listings: Data 01/01/23-03/31/23



# LOCAL EVENTS





# CULTURE



## San Carlos Farmers' Market

Laurel St, San Carlos

Every Sunday 9AM - 1PM

The City of San Carlos has passed the baton to UVFM to take over operations of their delightful market. Come find your old favorites and discover many new ones!



## San Carlos Hometown Days

Burton Park, San Carlos

May 19-21, 2023

Started in 1979 by a small group of community members, Hometown Days is a uniquely San Carlos tradition that features a fun run and a parade, as well as live music, food, entertainment and fun for the entire family all weekend long.



## Music in the Park

Burton Park, San Carlos

Fridays 6pm - 8pm

The 2023 Music in the Park Concert Series will occur on Fridays, June 16 through August 4, 6:00 to 8:00 p.m. The concerts are held at beautiful Burton Park at 900 Chestnut Street. The Music in the Park concerts bring the community together to enjoy the summer weather, great music and the outdoors. These events are free to the public.



## Pride in the Park

Burton Park, San Carlos

June 17, 2023 - 11am - 2pm

Join friends and neighbors by the Cedar Stage at Burton Park to celebrate inclusivity with music, community resources, and art projects!



# ENTERTAINMENT, FOOD, & FITNESS



## FoodieLand Night Market

May 26-28, 2023

San Mateo, CA

Inspired by the famous open-air night markets of Asia, FoodieLand Night Market is a family-friendly outdoor food festival that you won't want to miss. Featuring a lineup of over 170+ multicultural vendors, we're thrilled to present some of the most exciting culinary artists and global food pioneers in one place. Save the date, grab your crew and come hang with us!

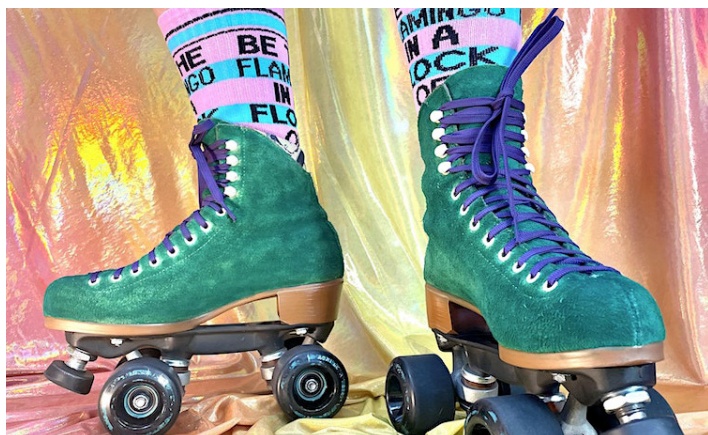


## Taste of Mountain View - Food, Beer & Wine Walk on Castro Street

June 14, 2023

Mountain View, CA

Held on Wednesday, June 14th from 4:00 PM to 8:00 PM in Downtown Mountain View. This is a one-day community event where local restaurants and businesses provide wonderfully diverse bites paired with delectable wine. Enjoy live music at the check in location on City Hall Plaza! Food & drink combo tickets and food only tickets will be available. The event is family friendly. For children, please buy the food-only ticket.



## Open Skate

Saturday, May 13, 2023

Redwood City, CA | 7 - 10pm

Skate Open Spaces is hosting a public skate night at SportsHouse in Redwood City. We will turn the four volleyball courts into a roller rink for the night. All ages, all abilities, more than welcome :)



## 2023 Memorial Day 1M 5K 10K 13.1 26.2 (Virtual Race)

May 29, 2023

What is a virtual race? A virtual race is a race that can be run (or walked) from any location you choose. You can run, jog, or walk on the road, on the trail, on the treadmill, at the gym or on the track (or even at another race). You get to run your own race, at your own pace, and time it yourself. And your medal will be shipped directly to you. Complete your race any time in May or June 2023! You choose the course and you time yourself (you'll report your finishing time to us).



# ALANA CORSO PRESENTS

## *Coming Soon*



2004 SAN CARLOS AVE, SAN CARLOS

Welcome to 2004 San Carlos Avenue with its very own secret garden of edible delights! A gorgeous 1920's Craftsman home, expanded to meet the needs of today's discerning homeowners, is tucked behind a privacy hedge and beholds original charming details. On a nearly quarter acre lot, with three spacious bedrooms, two updated bathrooms, formal parlor-style living room and dining room, spacious kitchen with eat-in nook, basement laundry & storage space, and huge family room - This is a home that is ideally set up for entertaining and living life fully. An additional benefit are convenient and highly rated schools.

**Find out more at [www.2004SanCarlos.com](http://www.2004SanCarlos.com)**

Prime location in the City of Good Living! This adorable home is close to beloved Burton Park, vibrant downtown San Carlos and highly-rated schools. With a light-filled vaulted living room, two spacious bedrooms, updated bathroom, large kitchen and laundry area, this home has all you need to live in its current configuration, plus there is plenty of room to expand in the future. Enjoy the upcoming summer months in the large, sunny, flat backyard or walk downtown to the always lively Laurel Street for great restaurants and boutique shopping. Other features include hardwood floors, fresh exterior and interior paint and landscaping; it's the perfect home for the perfect buyer - Let it be you!

**Find out more at [www.1136Woodland.com](http://www.1136Woodland.com)**



1136 WOODLAND AVE, SAN CARLOS



982-984 ROSE AVE, REDWOOD CITY

La Vie en Rose Avenue - A lovely walk away from Marsh Manor and all of its conveniences, this duplex on Rose Avenue in Redwood City is a fantastic opportunity for investment or remodel. Two units, each with a spacious living area and light-filled kitchen, are set behind a white picket fence and private yard. The Rose duplexes offer one two bedroom and one three bedroom unit, both with an attached garage connected to a spacious storage space/laundry room. In the heart of Silicon Valley, Redwood City is a hub for tech companies, gourmet dining and sought after education, and proudly features the motto, "Climate Best by Government Test."

**Find out more at [www.RoseDuplexes.com](http://www.RoseDuplexes.com)**

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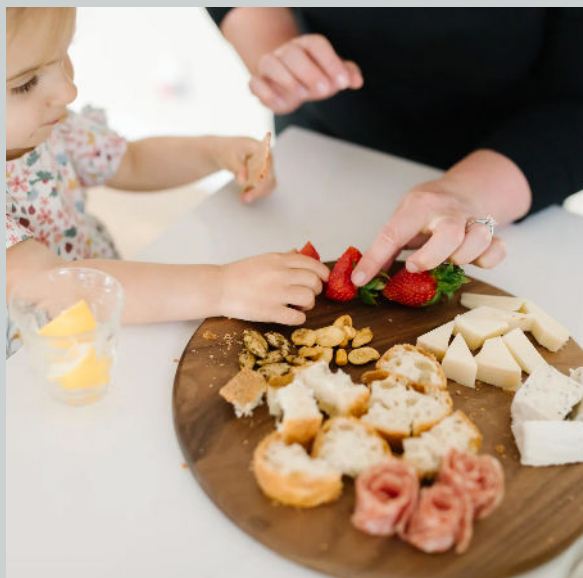


# SMALL BUSINESS HIGHLIGHTS

## State Street Honey

Founded in 2010, State Street Honey currently manages over 100 colonies housed on a variety of properties in and around the San Francisco Bay Area. We offer the gift of the European Honey Bee; superior products from the hive and distinctive honeys from amazing microclimate regions, all extracted and bottled by hand in a sustainable fashion.

Please support State Street Honey and local business by purchasing our honey at Little Green Plant Bar, Gambrel and Co. Butcher or Peninsula Feed Store in Redwood City, Webb Ranch farm stand in Portola Valley, The Olive Crush in San Carlos or Half Moon Bay, Gitane in Menlo Park, We Olive in Los Gatos, Blue House Farms Farm Stand in Half Moon Bay, The Sunshine or Pie Ranch in Pescadero, and Bespoke in Truckee.



## Tavolo Studios

Chances are if you have done a purchase or sale with me in the past year, you received one of Esterina's gorgeous bespoke wood cutting boards! Tavolo Studios offers fine wooden goods that are hand-made in Belmont. You can buy directly from her website or at Lark in San Carlos.

# EATS



## Jack's

<https://ilovejacks.com/>

1750 S El Camino Real  
San Mateo, CA

Lively grill serving breakfast, bar food, pastas & American plates in a warm, comfortable setting.



## Marufuku Ramen

<https://www.marufukuramen.com/>

865 Middlefield Rd  
Redwood City, CA 94061

The authentic Hakata-style Tonkotsu ramen restaurant in San Francisco Japantown, Oakland, and Frisco TX.



## Flea Street Cafe

<https://www.cooleatz.com/>

3607 Alameda de las Pulgas  
Menlo Park, CA 94025

Upscale mainstay for Californian-New American fare focusing on sustainable ingredients.



## Pausa

<https://www.pausasanmateo.com/>

223 E 4th Ave  
San Mateo, CA

Stylish trattoria for wood-fired pizzas, Italian mains & cocktails, with a chef's table option.



## La Viga

<https://www.lavigaseafood.com/>

1772 Broadway  
Redwood City, CA 94061

Cozy Latin eatery features classic seafood dishes & comfort eats in a warm space with a casual vibe.



## Dutch Goose

<https://www.thesultana.net/>

3567 Alameda de las Pulgas  
Menlo Park, CA 94025

Sports bar known for burgers, brews & deviled eggs, with a heated patio, arcade games & 8 TVs





“We have moved frequently to different states and been through the home buying process several times, but Alana Corso is by far the best agent we have worked with. We were incredibly impressed with Alana’s level of knowledge and the amount of data she had about the market. She was so responsive too and always ready to answer our questions.”

– Shveta & Kartik - San Carlos



**Alana Corso**

Your Trusted  
Real Estate Partner

**Live simply. Dream big.  
Be grateful. Give love.**

**sereno**

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