



2021

2020
DATA

MARKET REPORT

SAN FRANCISCO BAY AREA

Golden
Gate

Sotheby's
INTERNATIONAL REALTY



OUR BRAND

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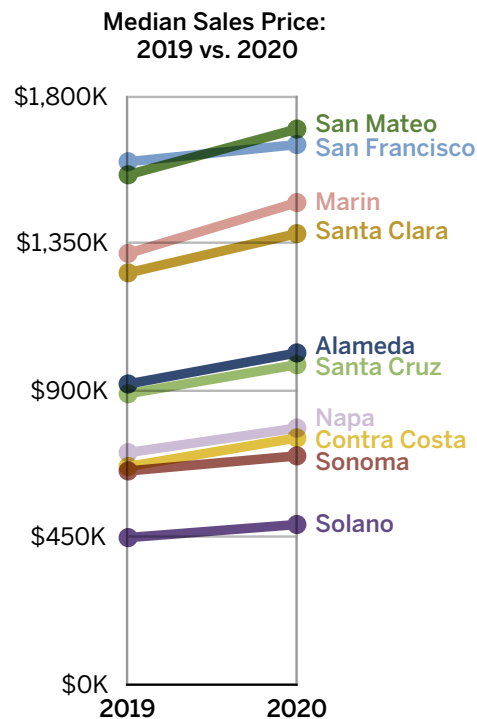
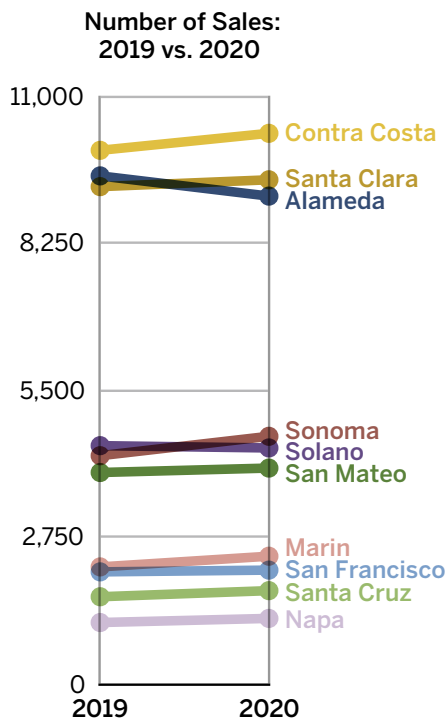
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2021 ANNUAL MARKET REPORT

MLS Data for 2020

Welcome to our 2020 Annual Market Report. As we close the books on a year like no other, we provide an in-depth look at the San Francisco Bay Area residential real estate market and how it responded to everything that took place in 2020. In the pages ahead, you will find that 2020 saw sales prices rise across the board, in spite of an induced economic coma that deeply impacted what is usually the busiest selling season of the year. We begin with an introduction to our brokerage and the power of our brand, highlighting significant milestones at Golden Gate Sotheby's International Realty in this past year, including over \$5.6 billion in total sales volume in 2020 and our continuing expansion. Diving into the data, our comprehensive market report features economic and real estate commentary presented by our partners at the Rosen Consulting Group (RCG). The report focuses primarily on detached single family homes, with added coverage of the luxury home market, and the significant condominium market in San Francisco. All data is sourced from the local Multiple Listing Service (MLS) organizations and is thoroughly cleaned by our data experts.



WHO WE ARE

Our brokerage provides luxury service at every price point. We are local experts with a global reach, showcasing your property to the widest audience to achieve the highest price. We are the top Sotheby's International Realty Affiliate in Northern California, serving all ten counties of the San Francisco Bay Area with 475+ connected agents.

#1

Sotheby's International Realty Affiliate
in Northern California

475+
Agents

\$5.6
Billion Sales
Volume in 2020

25
Offices



WINE COUNTRY REGION

○ NAPA
○

○ NOVATO

MARIN COUNTY REGION

○ SAN RAFAEL

ROSS VALLEY ○ GREENBRAE

STINSON BEACH ○

○ ○ MILL VALLEY
○ BELVEDERE
- TIBURON

○ SAUSALITO

SAN FRANCISCO

EAST BAY REGION

○ NORTH
BERKELEY

○ LAFAYETTE

○ BERKELEY

○ OAKLAND-
MONTCLAIR-
PIEDMONT

○ DANVILLE

○ BURLINGAME

○ SAN CARLOS

○ REDWOOD CITY

WOODSIDE ○

○ MENLO PARK

○ PALO ALTO

○ LOS ALTOS

SILICON VALLEY REGION

○ LOS GATOS

POWER OF THE BRAND

Trusted to Sell Your Most Valued Asset

SOTHEBY'S

Sotheby's Auction House has over 200 years of history selling our clients' treasures. Our association with the brand ensures stellar representation, brings cachet to your property and allows us access to affluent buyers around the world.

SOTHEBY'S INTERNATIONAL REALTY

With our distinguished global referral network we can find qualified buyers or quality agents for your next purchase from around the globe.

Our listings achieve maximum sale price.

1,100

Offices

24,000

Sales Associates

75

Countries

37M

Annual Page
Views SIR.com

125M

YouTube
Video Views

3.1M

Average Monthly
Visits SIR.com

Sotheby's EST. 1744



Sotheby's





SAN FRANCISCO BAY AREA HOUSING MARKET

A YEAR OF EXTREMES

The last year has been one of extreme events, a strong housing market despite the regional economy shutting down for parts of the year and, of course, the ongoing COVID-19 pandemic. As local and state officials shut down business activity and ordered residents to remain at home in the spring, the unemployment rate skyrocketed from one of the lowest unemployment rates on record at the start of the year to the low-teens by April. The recovery in the months since has been bumpy at best, with some business re-openings rolled back, leading to new rounds of layoffs. The government stimulus measures for small businesses and individuals helped buoy the economy, but by year-end most of these funds had been exhausted.

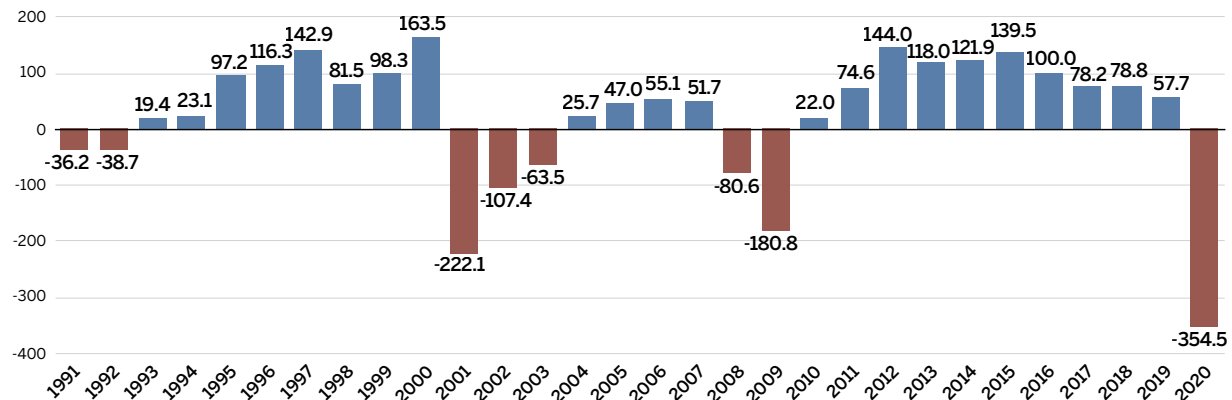
SIGNIFICANT EMPLOYMENT IMPACT

In 2020, through November, Bay Area payrolls shrank by approximately 350,000 jobs. Though a much better figure than the more than 580,000

jobs shed in March, the number of jobs lost in the year was the highest on record. As a share of total payrolls, 2020 was significantly worse for the Bay Area than the Great Recession of 2008-2009 and the dot.com crash in 2001. The severity of the induced recession left no industry unscathed in March and April, though some segments of the economy have recovered in the second half of the year. However, many individuals that were re-employed following the economic shutdown were not in their preferred fields or worked fewer hours.

While nearly all sectors lost jobs in 2020, the business restrictions enacted throughout the year took an outsized toll on several industries, including retail, restaurants and personal services. The leisure and hospitality sector lost nearly 125,000 jobs, or more than 27% of payrolls. The personal services sector lost 18% of jobs. The retail sector had a bifurcated recovery in the second half of the year, with essential retailers hiring while discretionary goods retailers

Bay Area Job Creation (in thousands)



Sources: BLS, RCG; as of November 2020

furloughed staff. The government sector also shed a large number of jobs, the result of winding down the decennial census workers and hiring freezes for non-essential positions within many local and state agencies.

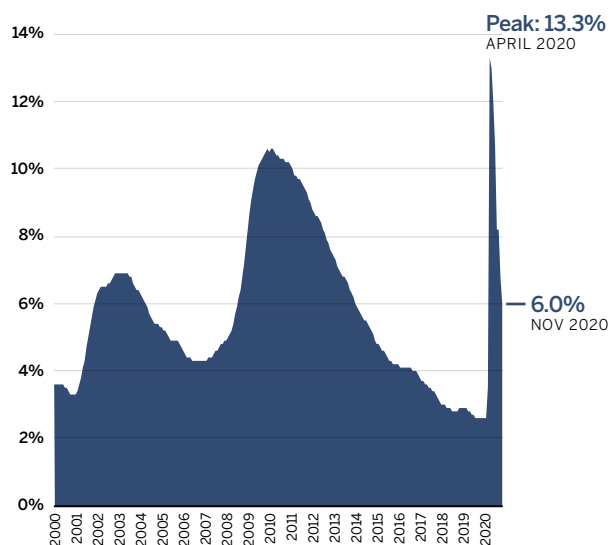
After withstanding the initial downturn, the information services sector shed jobs at an accelerated pace into the end of the year. For many early stage startups, the availability of venture capital dwindled and covenants and restrictions increased, limiting workforce options. Driven by the exodus of tech firms and tech workers, many positions were filled in lower salary markets where remote workers could manage responsibilities without physically locating in the Bay Area. As more tech firms hire staff in cities beyond the Bay Area and extend remote working options, this employment growth engine may sputter in the near term.

SIGNS OF EMPLOYMENT RECOVERY

Through November, only one sector added jobs in 2020: financial activities. Spurred by the strong housing market, stock market surge, and increased staffing to handle forbearance and other lending issues, many regional financial institutions and private lenders expanded payrolls even as large banks trimmed staff across the country.

The unemployment rate has slowly recovered from the high of 13.3% in March, reaching 6.0% by November 2020. Yet, the unemployment rate would surely be much higher if not for the roughly 4% of residents in the region that left the labor force through retirement or diminished job prospects. As the vaccination rollout continues and additional stimulus measures support businesses and households, the unemployment rate should continue to improve through the next year.

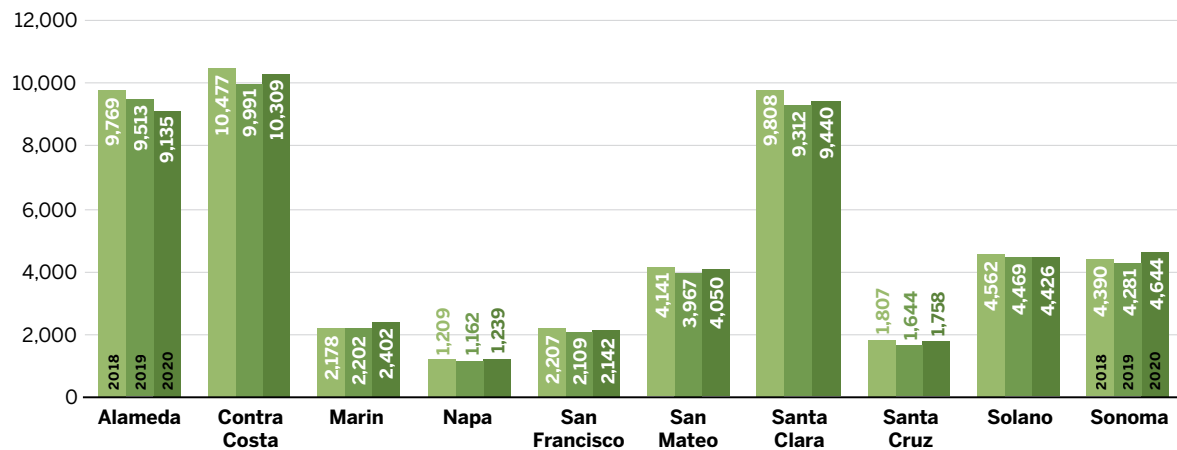
Bay Area Unemployment Rate



Note: As of November 2020
Sources: US Bureau of Labor Statistics, RCG

Bay Area Sales: 2018-2020

Single Family Homes



Sources: MLS, RCG

MID-YEAR SURGE IN HOME BUYING

In the midst of a pandemic, the Bay Area housing market produced a remarkable second half of the year. With the first half somewhat marred by the restrictions on open houses and hesitancy for many prospective buyers and sellers to tour homes, the low inventory levels and economic uncertainty helped to constrain sales activity. By mid-year, however, buyer activity surged, particularly in suburban neighborhoods with larger homes and lot sizes, as well as access to parks and open spaces.

In all of 2020, 49,545 single family homes sold throughout the Bay Area, a 1.8% increase from 2019. Sales volume prior to the economic restrictions in March was somewhat sluggish, and remained low in the months following the shelter-in-place orders. However, by June, sales velocity accelerated and sales activity remained elevated through the remainder of the year.

FIRST-TIME BUYERS INCREASE, INTERNATIONAL BUYERS LESS ACTIVE

Throughout much of the region, the number of first-time homebuyers increased, particularly in more affordable neighborhoods, as mortgage rates reached historical lows. Fewer owner households traded up, instead remaining in their existing

homes during the pandemic. The strong sales volume in 2020 was even more notable given the lack of international buyer activity. It was only a few years ago that international buyers dominated the market in several neighborhoods. The relatively scarce number of homes listed for sale sold relatively quickly despite the pandemic-related business restrictions. With strong overall buyer demand, particularly in the second half of the year, the lack of available inventory was a primary constraint on sales volume.

In Northern California, with few homes available and many households looking to move to less dense suburban neighborhoods, the average number of days on market for listings hovered around ten days for much of the second half of the year. In comparison, the average days on market was approximately 30 days in 2018 and 2019. With fewer homes available and strong buyer demand, particularly at the upper end of the pricing spectrum, many marketed homes received multiple offers and sold at greater than asking price. On the year, roughly 55% of homes were sold at greater than the list price. In more desirable neighborhoods and homes with spare bedrooms suitable for home offices and online learning, an even greater share sold at more than the asking price.

LUXURY SALES OUTPERFORM

With upper income households more financially secure and with better employment prospects during the pandemic, luxury home sales outperformed the broader market. With jumbo mortgage rates near record lows and households, particularly those in high-value condo towers seeking more space, luxury home sales increased by nearly 30% from the previous year.

The Bay Area median price reached \$1.067 million in December, slightly lower than the peak of \$1.1 million in November yet 17.5% higher than one year ago. The regional median price reached one million dollars by June, and increased through much of the second half of the year. The median price of a single family home exceeds more than one million dollars in Alameda, Marin, San Francisco, San Mateo, Santa Clara and Santa Cruz counties. The majority of the counties in the Bay Area, not to mention the majority of the households, now live in a housing market where the median price exceeds one million dollars.

LOOKING AHEAD

Though the pandemic will continue into 2021, the potential for a return to normal lifestyles continues to improve as more people are vaccinated against COVID-19. While economic conditions may remain sluggish at best in 2021, the housing market should continue to outperform the broader economy. Households should continue to seek larger homes as many companies will continue to offer remote working options and schools may continue online learning for some time. In the near term, historically low mortgage rates should help offset some of the potential affordability loss driven by price gains. However, the share of first-time homebuyers may decrease as price gains in recent years continue to place homeownership out of the reach of many households. For-sale inventory should improve as more existing owners take advantage of the increase in home equity from recent years. The housing market in the coming year may be somewhat volatile but should continue to accelerate with elevated sales activity and price gains.

About Golden Gate Sotheby's International Realty

Golden Gate Sotheby's International Realty has over 475 agents in 25 offices throughout the San Francisco Bay Area serving the counties of Alameda, Contra Costa, Marin, Napa, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, and San Francisco.

About Rosen Consulting Group

Rosen Consulting Group was founded in 1990 by Dr. Kenneth T. Rosen to provide objective real estate market and economic advisory services. Today, Dr. Rosen and Randall Sakamoto are the partners and active managers of the firm consisting of 18 advisory professionals. In addition to serving as Chairman of RCG, Dr. Rosen is Chairman of the Fisher Center for Real Estate and Urban Economics and Professor Emeritus at the Haas School of Business at the University of California, Berkeley.



SAN FRANCISCO BAY AREA

MEDIAN SALES PRICES: 1991-2020

\$1,000,000

Graph shows the 12-month rolling average of the median sales price for existing single family detached homes in the nine Bay Area counties. The rolling average smooths out seasonal variations to give a clear picture of long term trends.

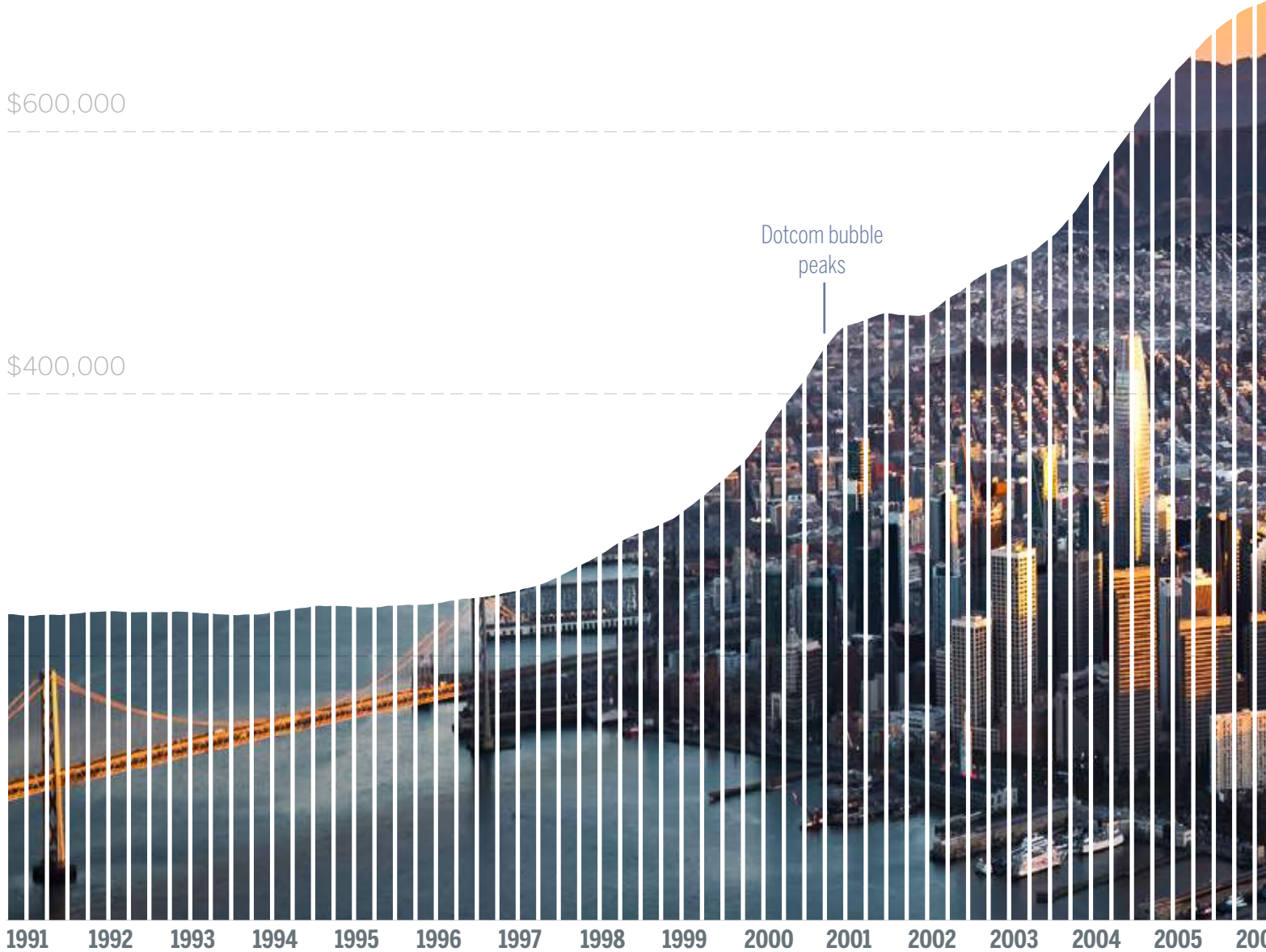
Source: California Association of Realtors

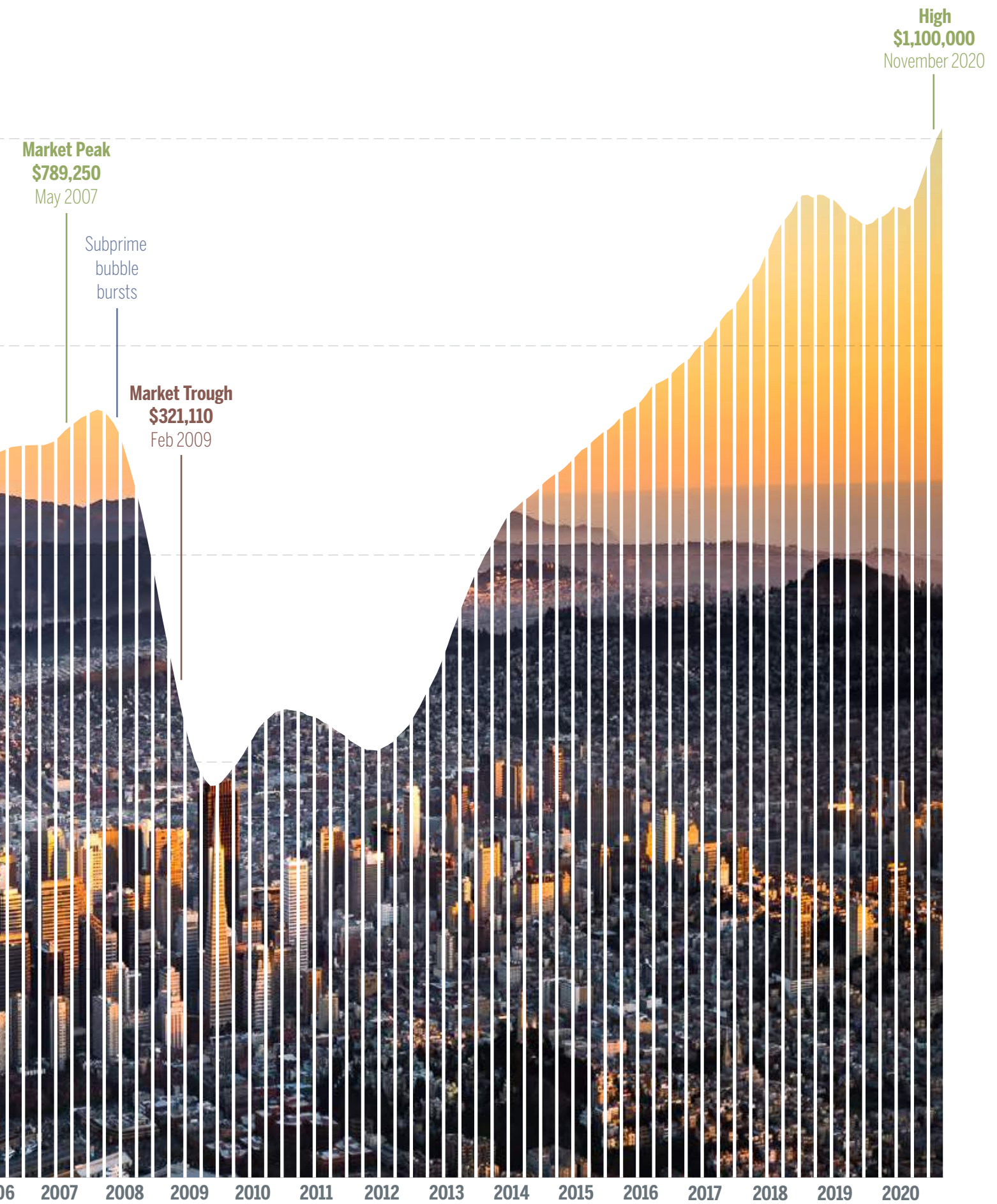
\$800,000

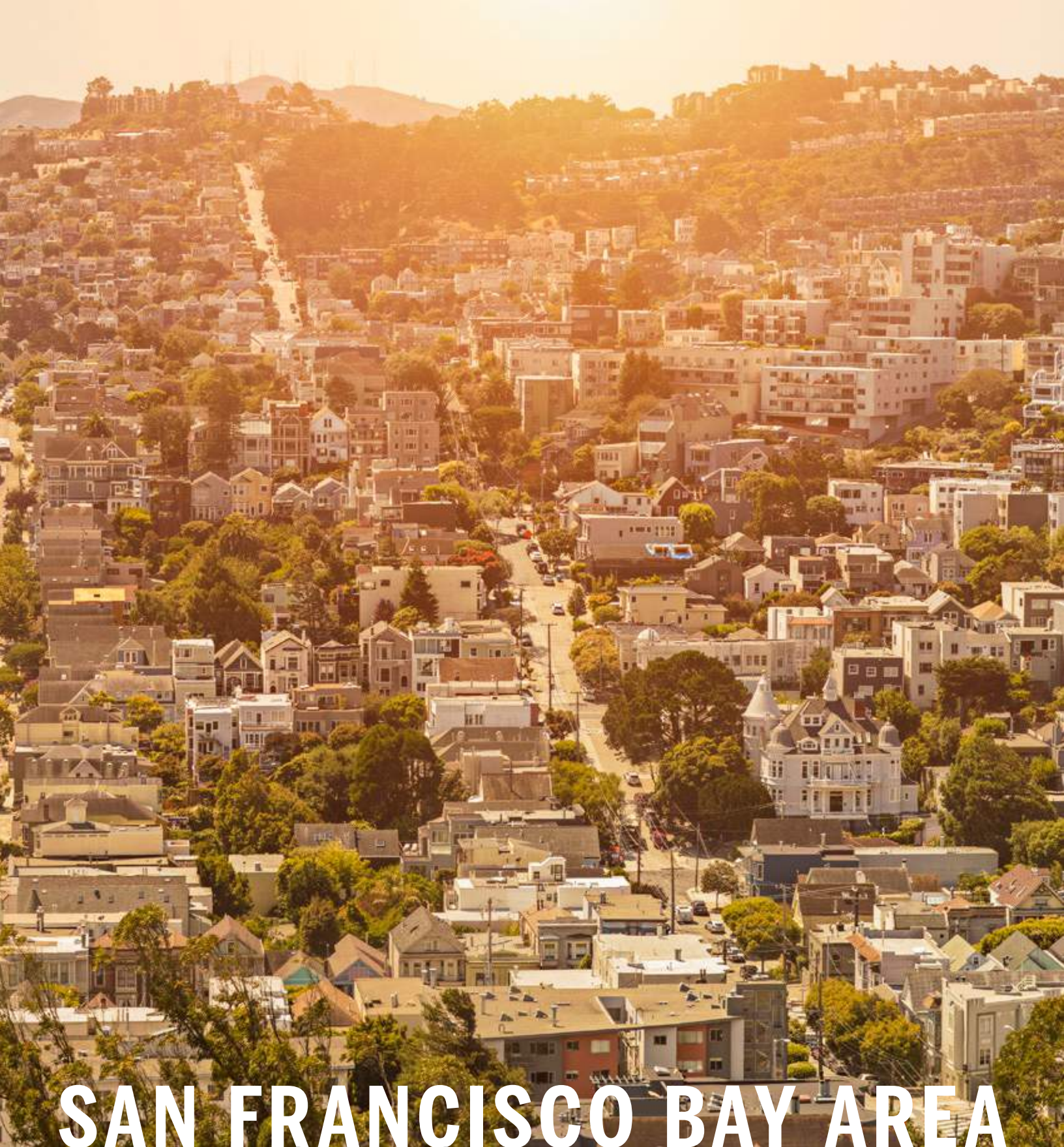
\$600,000

\$400,000

Dotcom bubble
peaks







SAN FRANCISCO BAY AREA

SALES SUMMARY

SF BAY AREA RESIDENTIAL SALES SUMMARY • 2020

District	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%		2020	±%	2020	±%	2020	±%
San Francisco											
Single Family	\$2,052,662	1.3%	\$1,652,500	3.3%	\$24,000,000	\$1,017	0.2%	2142	1.6%	28	7.1%
Condo, Loft, etc.	\$1,334,267	-1.9%	\$1,205,000	-2.8%	\$9,577,000	\$1,077	-5.1%	2620	-4.3%	45	23.2%
Alameda											
Single Family	\$1,129,188	9.0%	\$1,015,000	10.3%	\$6,200,000	\$625	6.2%	9135	-4.0%	21	-22.8%
Condo	\$686,895	4.7%	\$665,000	5.6%	\$1,750,000	\$553	0.8%	3178	-5.4%	29	-10.0%
Contra Costa											
Single Family	\$964,025	13.0%	\$755,000	13.1%	\$19,000,000	\$448	8.5%	10309	3.2%	23	-29.3%
Condo	\$562,356	5.7%	\$514,000	7.1%	\$2,360,000	\$449	3.6%	2560	-6.6%	30	-10.7%
Marin											
Single Family	\$1,876,675	12.7%	\$1,475,000	11.8%	\$15,750,000	\$791	8.6%	2402	9.1%	42	-25.1%
Condo	\$803,463	12.0%	\$700,000	10.2%	\$4,500,000	\$594	6.4%	545	-8.7%	54	-6.1%
Napa											
Single Family	\$1,168,681	16.0%	\$785,000	10.6%	\$15,700,000	\$536	7.3%	1239	6.6%	79	-8.2%
Condo	\$570,679	0.7%	\$534,000	6.8%	\$1,605,000	\$465	-1.9%	139	8.6%	79	-5.7%
San Mateo											
Single Family	\$2,149,585	9.9%	\$1,700,000	9.0%	\$35,250,000	\$1,022	3.9%	4050	2.1%	21	-18.3%
Condo	\$998,188	-0.8%	\$925,000	-0.4%	\$3,250,000	\$805	-0.5%	1257	-0.5%	24	-16.1%
Santa Clara											
Single Family	\$1,691,577	9.1%	\$1,380,000	9.5%	\$20,000,000	\$861	5.6%	9440	1.4%	18	-37.2%
Condo	\$884,130	-0.8%	\$808,000	-2.1%	\$8,350,000	\$676	-0.6%	3571	-4.7%	24	-29.6%
Santa Cruz											
Single Family	\$1,126,734	10.9%	\$979,000	10.0%	\$16,950,000	\$653	10.9%	1758	6.9%	31	-32.5%
Condo	\$676,635	8.5%	\$638,000	7.0%	\$2,000,000	\$552	4.6%	477	1.9%	31	-27.9%
Solano											
Single Family	\$523,064	8.6%	\$490,000	8.9%	\$3,250,000	\$293	5.5%	4426	-1.0%	44	-20.8%
Condo	\$329,329	8.1%	\$308,000	12.0%	\$3,300,000	\$293	8.0%	357	-6.8%	54	8.5%
Sonoma											
Single Family	\$884,338	11.3%	\$700,000	7.1%	\$14,750,000	\$472	5.6%	4644	8.5%	66	-4.9%
Condo	\$426,082	8.1%	\$392,000	7.4%	\$1,194,700	\$362	5.0%	561	4.1%	62	-8.6%
Bay Area SFH	\$1,285,355	9.9%	\$1,025,000	10.8%	\$35,250,000	\$644	5.9%	49,545	1.8%	30	-21.1%
Bay Area Condo	\$833,730	1.5%	\$732,500	3.2%	\$9,577,000	\$653	-0.3%	15,265	-4.4%	34	-8.1%
Bay Area All Residential	\$1,178,981	8.8%	\$925,000	7.6%	\$35,250,000	\$646	4.2%	64,810	0.3%	31	-18.4%

YEAR-OVER-YEAR PRICE CHANGES

In the midst of a trying year, the median home price increased substantially in every Bay Area county by December 2020. Compared to December 2019, the median price increased by nearly 21% in Santa Cruz County, the highest growth rate in the region. At the other end of the spectrum, the median home price in San Francisco County increased by roughly 9%. While

some portions of the San Francisco home market remain weak, a 9% median price growth rate would be considered outstanding during normal economic periods. The median price increased by 19.7% in Alameda County and 15.2% in San Mateo County. In Contra Costa, Marin, Napa, Santa Clara and Solano counties, the median price increased by between 10% and 15%.

Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.



LUXURY MARKET

SALES SUMMARY

SAN FRANCISCO BAY AREA LUXURY MARKET

2020 saw a surge in luxury sales, with 42% more sales in the over \$10 million range compared with last year — 74 in 2020, up from 52 in 2019. The \$4-6 million and \$6-10 million ranges also saw significant growth, at 35% and 25% respectively.

The highest priced sale this year was the 21,000+ square foot Atherton estate of the late billionaire Paul Allen. It sold for \$35,250,000.

The Bay Area's second highest sale at \$24 million was a five-level, 10,725 square foot mansion — one of the few built directly on the bluffs of Sea Cliff in San Francisco.

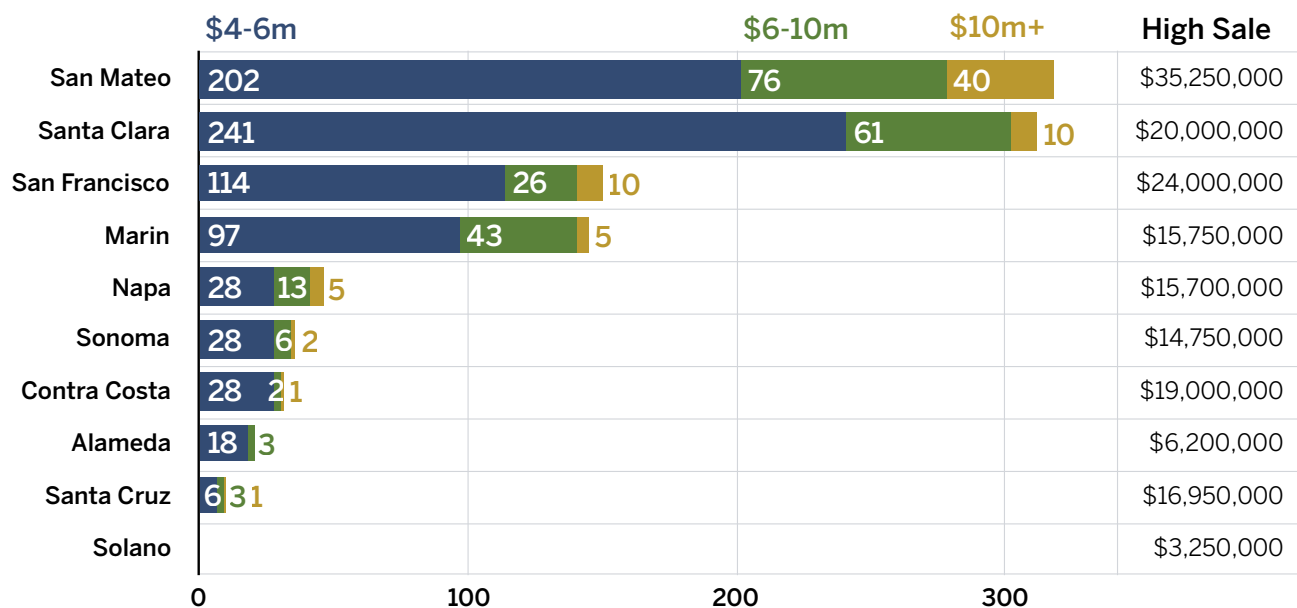
Golden Gate Sotheby's International Realty represented the sellers of the third highest sale — a magnificent 6.4± acre, \$22.5 million estate in Woodside.

Santa Clara County's highest sale price was a new build construction in Palo Alto that went for \$20 million — Golden Gate Sotheby's International Realty represented both sides of the transaction. Our agents were involved in the four highest sales in the county.

Sotheby's International Realty agents boasted the top sales prices in both Napa and Sonoma counties with Green Valley Ranch, a 950 acre Napa retreat going for \$15.7 million and the Aerie Estate in Sonoma selling at \$14.75 million.

Golden Gate Sotheby's International Realty serves the Bay Area luxury home market with exclusive access to the largest international "Luxury MLS" — sothebysrealty.com. The site allows buyers from around the world to locate the best homes in the Bay Area and beyond.

Luxury Home Sales by Price Range





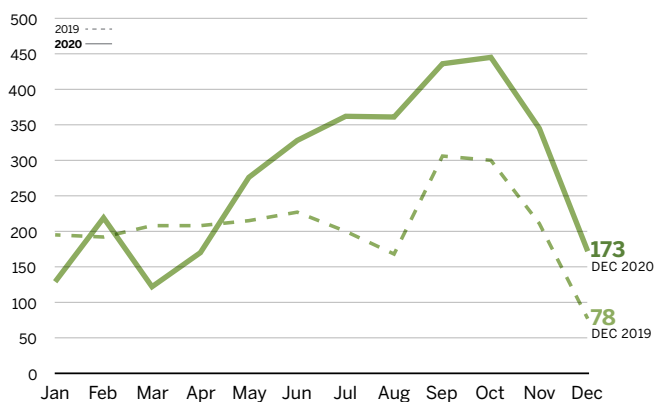
SAN FRANCISCO SINGLE FAMILY

MARKET TRENDS

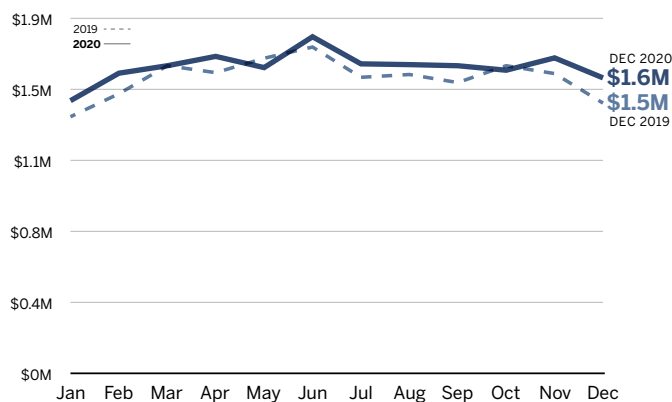
Graphs show trends in market activity comparing this year (solid lines) with last year (dashed lines) for the same period. Data is for single family homes only. Note: Totals in graphs on this page may differ from the following page due to differences in data processing from different sources.

--- Last Year
— This Year

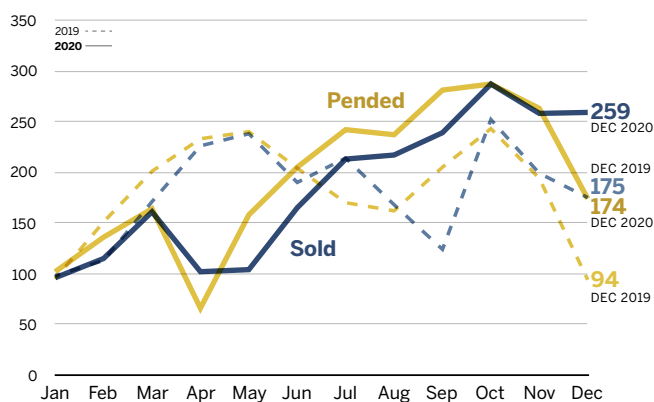
Homes for Sale
Last Year vs. This Year



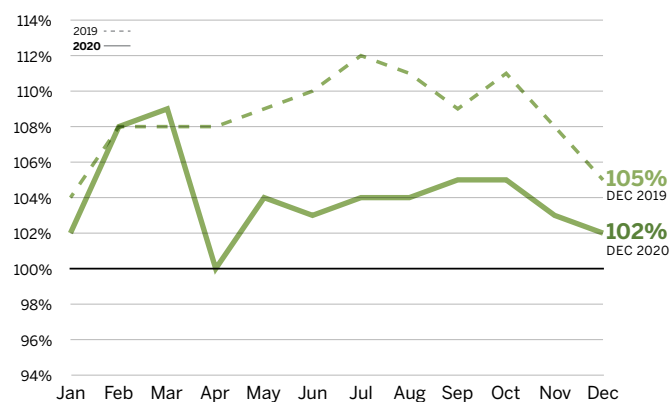
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SAN FRANCISCO SALES BY DISTRICT • 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
District 1	\$2,483,843	1.1%	\$2,100,000	0.0%	\$24,000,000	\$1,014	-1.7%	213	24.6%	26	-5.1%
District 2	\$1,603,371	1.8%	\$1,510,500	0.7%	\$4,500,000	\$971	0.1%	380	0.3%	22	2.5%
District 3	\$1,299,514	0.3%	\$1,275,000	4.3%	\$3,300,000	\$882	2.5%	133	-3.6%	28	17.0%
District 4	\$1,906,084	1.7%	\$1,750,000	2.9%	\$4,855,000	\$991	3.0%	305	5.2%	25	2.5%
District 5	\$2,687,302	-0.5%	\$2,450,000	-2.0%	\$6,520,000	\$1,232	-0.5%	344	6.2%	28	15.7%
District 6	\$2,878,907	0.9%	\$2,800,000	-3.4%	\$4,675,000	\$1,117	-2.2%	51	30.8%	37	17.9%
District 7	\$5,603,788	-3.3%	\$4,610,000	-7.3%	\$19,750,000	\$1,428	-2.3%	89	-11.0%	45	-4.5%
District 8	\$4,440,867	18.0%	\$3,000,000	-3.2%	\$20,000,000	\$1,500	4.6%	15	-40.0%	57	14.0%
District 9	\$1,833,585	1.7%	\$1,715,000	5.5%	\$4,300,000	\$1,072	-4.5%	247	8.8%	28	8.6%
District 10	\$1,136,357	1.7%	\$1,116,000	2.9%	\$2,300,000	\$794	-0.1%	365	-12.3%	31	18.0%
San Francisco Co.	\$2,052,662	1.3%	\$1,652,500	3.3%	\$24,000,000	\$1,017	0.2%	2142	1.6%	28	7.1%

DISTRICT 1

Central Richmond, Inner Richmond, Outer Richmond, Jordan Park/Laurel Heights, Presidio, Lake Street, Sea Cliff, Lone Mountain

DISTRICT 2

Golden Gate Heights, Outer Parkside, Outer Sunset, Parkside, Central Sunset, Inner Sunset, Inner Parkside

DISTRICT 3

Lake Shore, Merced Heights, Pine Lake Park, Stonestown, Lakeside, Merced Manor, Ingleside, Ingleside Heights, Oceanview

DISTRICT 4

Balboa Terrace, Diamond Heights, Forest Hill, Forest Knolls, Ingleside Terrace, Midtown Terrace, Saint Francis Wood, Miraloma Park, Forest Hill Extension, Sherwood Forest, Mount Davidson Manor, Westwood Highlands, Westwood Park, Sunnyside, West Portal, Monterey Heights

DISTRICT 5

Glen Park, Haight Ashbury, Noe Valley, Twin Peaks, Cole Valley/Parnassus Heights, Buena Vista/Ashbury Heights, Castro, Corona Heights, Clarendon Heights, Duboce Triangle, Eureka Valley/Dolores Heights, Mission Dolores

DISTRICT 6

Anza Vista, Hayes Valley, Lower Pacific Heights, Western Addition, Alamo Square, North Panhandle

DISTRICT 7

Marina, Pacific Heights, Presidio Heights, Cow Hollow

DISTRICT 8

Downtown, Financial District/Barbary Coast, Nob Hill, North Beach, Russian Hill, Van Ness/Civic Center, Telegraph Hill, North Waterfront, Tenderloin

DISTRICT 9

Bernal Heights, Inner Mission, Mission Bay, Potrero Hill, South of Market, Yerba Buena, South Beach, Central Waterfront/Dogpatch

DISTRICT 10

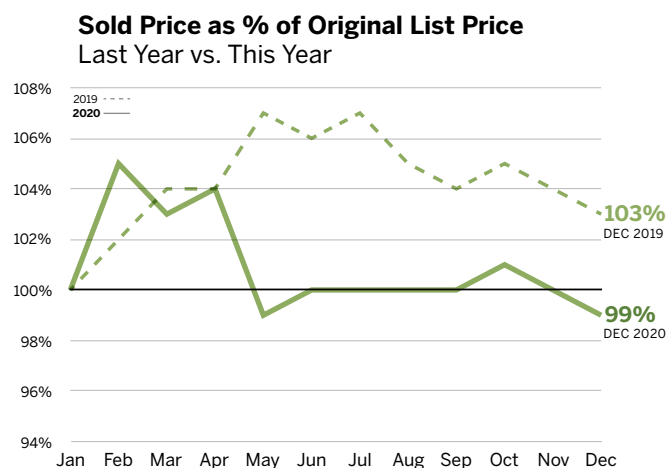
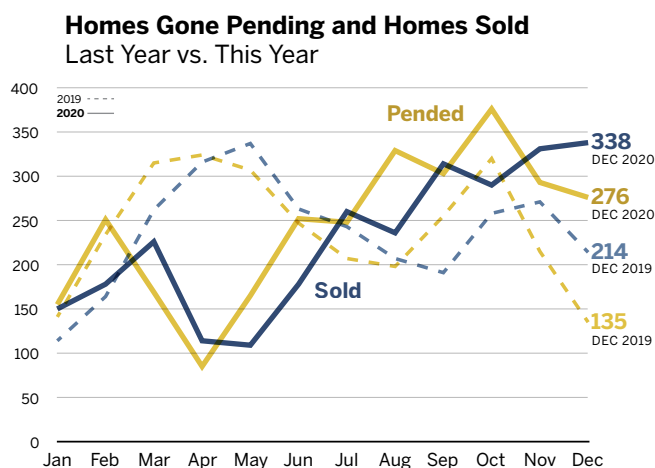
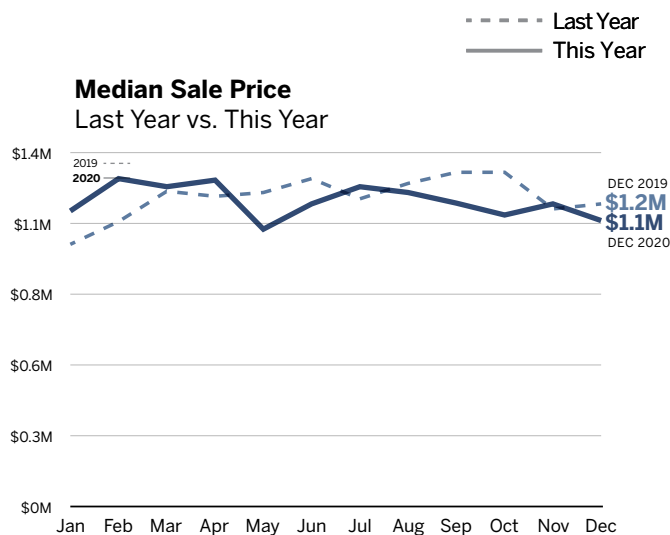
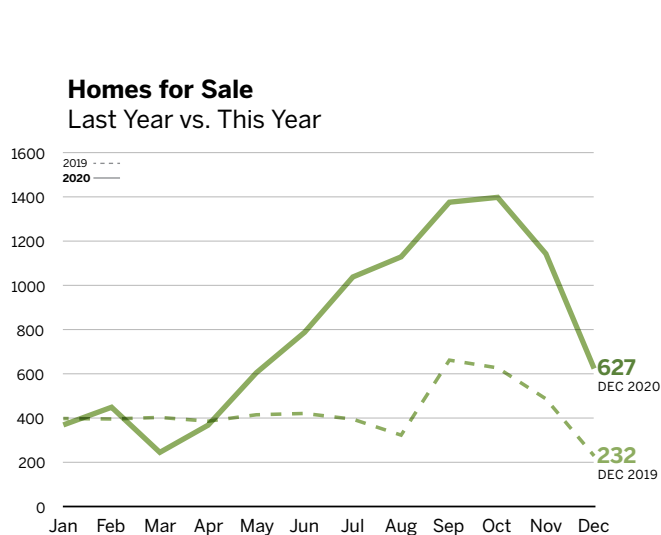
Bayview, Crocker Amazon, Excelsior, Outer Mission, Visitacion Valley, Portola, Silver Terrace, Mission Terrace, Hunter's Point, Bayview Heights, Candlestick, Little Hollywood



SAN FRANCISCO CONDOS

MARKET TRENDS

Graphs show trends in market activity comparing this year (solid lines) with last year (dashed lines) for the same period. Data is for condo/townhomes only. Note: Totals in graphs on this page may differ from the following page due to differences in data processing from different sources.



Source: Trendgraphix, MLS

SAN FRANCISCO SALES BY DISTRICT • 2020

CONDO/COOP/TIC/LOFT

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
District 1	\$1,420,788	-1.8%	\$1,375,000	1.9%	\$3,250,000	\$986	-2.5%	165	14.6%	39	23.7%
District 2	\$1,231,914	4.1%	\$1,187,500	-1.0%	\$2,205,000	\$987	-0.8%	58	34.9%	32	25.5%
District 3	\$958,759	-5.1%	\$865,000	-6.8%	\$1,470,000	\$747	-6.9%	29	-17.1%	54	-17.7%
District 4	\$844,271	-1.5%	\$755,000	-7.9%	\$1,750,000	\$847	-0.7%	51	-23.9%	47	1.7%
District 5	\$1,400,076	-8.5%	\$1,385,000	-7.7%	\$3,000,000	\$1,087	-8.9%	455	10.4%	37	76.8%
District 6	\$1,252,131	-0.8%	\$1,200,000	-4.0%	\$5,550,000	\$1,072	-1.3%	287	13.0%	36	6.1%
District 7	\$1,770,373	-3.1%	\$1,535,000	-1.0%	\$9,000,000	\$1,188	-5.6%	317	1.6%	41	24.8%
District 8	\$1,340,450	5.5%	\$1,072,500	4.6%	\$9,577,000	\$1,136	-2.6%	394	-13.2%	55	9.2%
District 9	\$1,221,393	-5.0%	\$1,100,000	-6.0%	\$4,900,000	\$1,086	-6.8%	816	-14.4%	50	38.1%
District 10	\$763,320	2.7%	\$754,500	-1.8%	\$1,336,000	\$685	1.4%	48	-23.8%	56	-8.5%
San Francisco Co.	\$1,334,267	-1.9%	\$1,205,000	-2.8%	\$9,577,000	\$1,077	-5.1%	2620	-4.3%	45	23.2%

DISTRICT 1

Central Richmond, Inner Richmond, Outer Richmond, Jordan Park/Laurel Heights, Presidio, Lake Street, Sea Cliff, Lone Mountain

DISTRICT 2

Golden Gate Heights, Outer Parkside, Outer Sunset, Parkside, Central Sunset, Inner Sunset, Inner Parkside

DISTRICT 3

Lake Shore, Merced Heights, Pine Lake Park, Stonestown, Lakeside, Merced Manor, Ingleside, Ingleside Heights, Oceanview

DISTRICT 4

Balboa Terrace, Diamond Heights, Forest Hill, Forest Knolls, Ingleside Terrace, Midtown Terrace, Saint Francis Wood, Miraloma Park, Forest Hill Extension, Sherwood Forest, Mount Davidson Manor, Westwood Highlands, Westwood Park, Sunnyside, West Portal, Monterey Heights

DISTRICT 5

Glen Park, Haight Ashbury, Noe Valley, Twin Peaks, Cole Valley/Parnassus Heights, Buena Vista/Ashbury Heights, Castro, Corona Heights, Clarendon Heights, Duboce Triangle, Eureka Valley/Dolores Heights, Mission Dolores

DISTRICT 6

Anza Vista, Hayes Valley, Lower Pacific Heights, Western Addition, Alamo Square, North Panhandle

DISTRICT 7

Marina, Pacific Heights, Presidio Heights, Cow Hollow

DISTRICT 8

Downtown, Financial District/Barbary Coast, Nob Hill, North Beach, Russian Hill, Van Ness/Civic Center, Telegraph Hill, North Waterfront, Tenderloin

DISTRICT 9

Bernal Heights, Inner Mission, Mission Bay, Potrero Hill, South of Market, Yerba Buena, South Beach, Central Waterfront/Dogpatch

DISTRICT 10

Bayview, Crocker Amazon, Excelsior, Outer Mission, Visitacion Valley, Portola, Silver Terrace, Mission Terrace, Hunter's Point, Bayview Heights, Candlestick, Little Hollywood



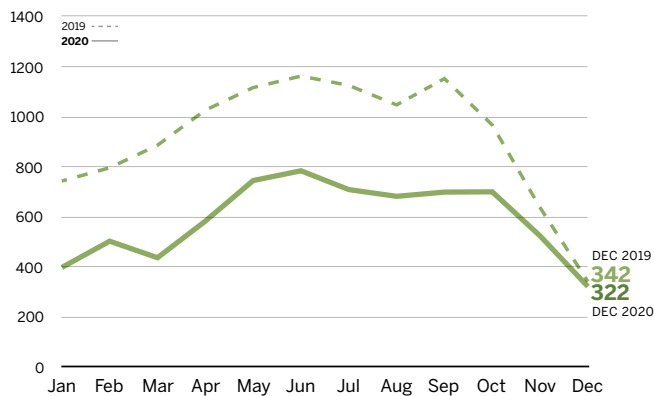
ALAMEDA COUNTY

MARKET TRENDS

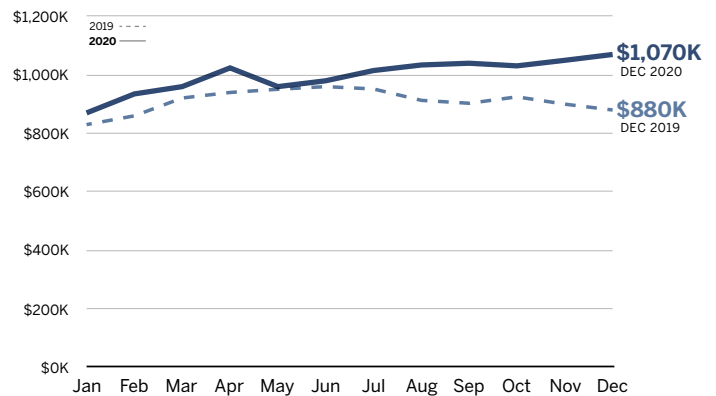
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----- Last Year
——— This Year

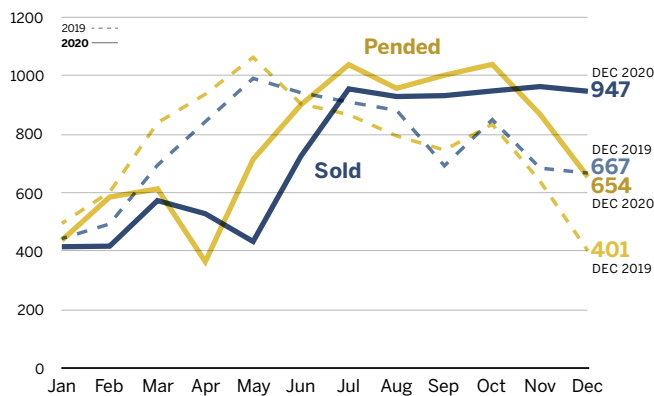
Homes for Sale
Last Year vs. This Year



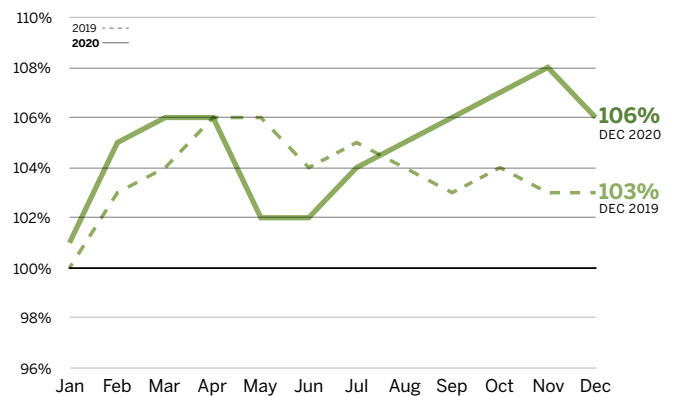
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

ALAMEDA COUNTY SALES BY CITY · 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Alameda	\$1,288,905	7.4%	\$1,238,500	6.9%	\$3,600,000	\$705	1.7%	310	-8.3%	16	-23.2%
Albany	\$1,238,027	4.6%	\$1,205,000	8.6%	\$2,001,000	\$923	7.4%	73	-12.0%	17	-37.4%
Berkeley	\$1,542,563	7.8%	\$1,414,831	4.8%	\$4,875,000	\$839	2.2%	502	-11.8%	25	16.5%
Castro Valley	\$1,008,547	9.2%	\$975,000	11.9%	\$2,365,000	\$573	10.3%	476	7.9%	17	-35.0%
Dublin	\$1,200,661	8.1%	\$1,125,000	6.4%	\$2,458,750	\$521	5.1%	498	8.0%	19	-39.5%
Emeryville	\$900,952	17.7%	\$800,000	15.9%	\$1,500,000	\$725	6.6%	9	28.6%	44	9.4%
Fremont	\$1,356,621	10.7%	\$1,250,000	9.6%	\$4,368,000	\$743	4.8%	1088	-8.0%	22	-20.3%
Hayward	\$820,649	8.3%	\$760,000	7.8%	\$2,050,000	\$519	7.0%	811	-12.1%	21	-31.4%
Livermore	\$990,621	7.4%	\$888,000	9.0%	\$3,450,000	\$520	6.4%	995	5.4%	18	-35.8%
Newark	\$1,061,842	11.6%	\$1,010,000	10.9%	\$1,950,000	\$644	7.9%	267	-11.6%	20	-50.9%
Oakland	\$1,021,356	9.5%	\$904,000	10.7%	\$6,200,000	\$631	8.2%	2353	-2.0%	24	-8.7%
Piedmont	\$2,759,217	14.3%	\$2,554,000	13.5%	\$6,200,000	\$917	13.1%	124	4.2%	15	-28.6%
Pleasanton	\$1,484,823	5.5%	\$1,300,000	7.0%	\$6,100,000	\$604	4.5%	672	2.0%	25	-17.7%
San Leandro	\$789,910	7.9%	\$760,000	8.6%	\$1,475,000	\$560	10.9%	508	-1.4%	16	-27.3%
San Lorenzo	\$724,327	7.6%	\$725,000	6.6%	\$988,888	\$573	11.0%	187	-19.4%	14	-21.0%
Sunol	\$986,111	-5.8%	\$910,000	22.6%	\$1,727,000	\$611	4.1%	18	63.6%	50	16.9%
Union City	\$1,050,518	12.1%	\$1,010,000	12.8%	\$1,900,000	\$571	6.1%	244	-24.9%	20	-38.7%
Alameda Co.	\$1,129,188	9.0%	\$1,015,000	10.3%	\$6,200,000	\$625	6.2%	9135	-4.0%	21	-22.8%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Alameda Co.	\$686,895	4.7%	\$665,000	5.6%	\$1,750,000	\$553	0.8%	3178	-5.4%	29	-10.0%



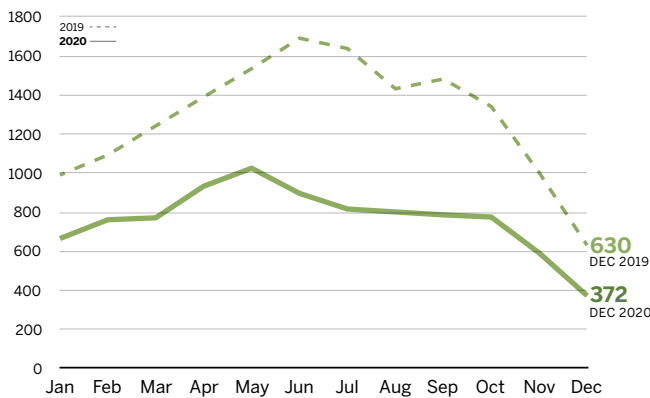
CONTRA COSTA COUNTY

MARKET TRENDS

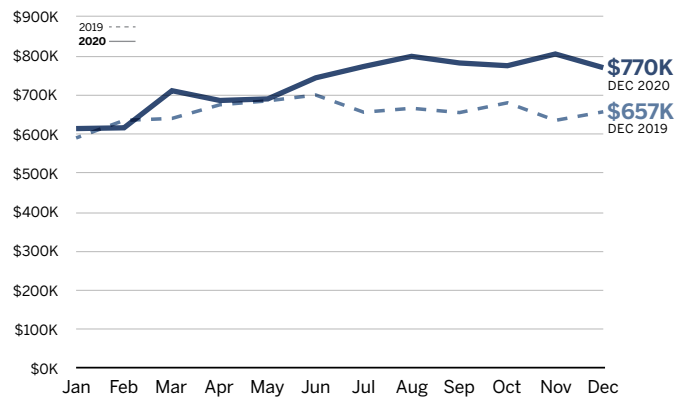
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----- Last Year
——— This Year

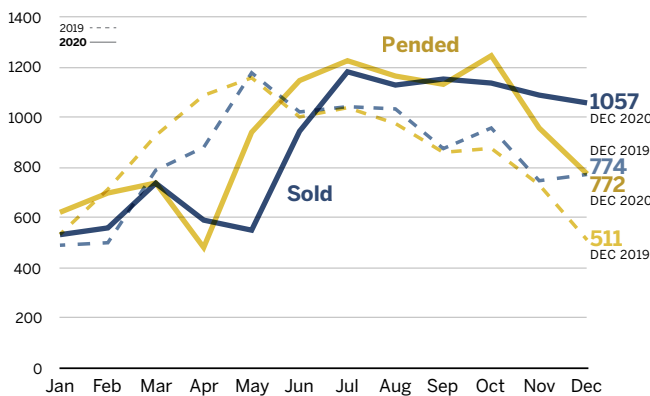
Homes for Sale
Last Year vs. This Year



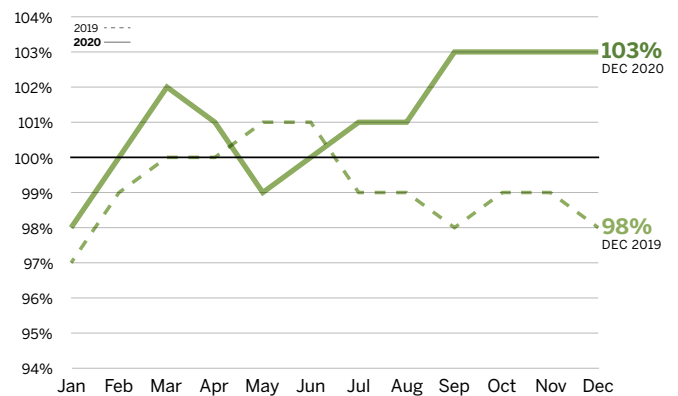
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

CONTRA COSTA COUNTY SALES BY CITY • 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Alamo	\$2,200,599	9.2%	\$1,916,000	4.4%	\$19,000,000	\$619	7.0%	231	16.1%	37	-17.6%
Antioch	\$515,495	7.7%	\$510,000	7.4%	\$1,075,000	\$285	10.5%	1054	-5.8%	20	-34.7%
Bay Point	\$495,721	7.9%	\$465,000	8.1%	\$830,000	\$332	11.0%	111	-28.8%	21	-38.7%
Bethel Island	\$490,514	2.3%	\$478,250	0.8%	\$795,288	\$353	25.4%	29	11.5%	51	-19.5%
Brentwood	\$691,355	8.4%	\$660,000	6.5%	\$2,150,000	\$288	2.2%	1030	7.0%	31	-23.3%
Byron	\$1,098,702	56.3%	\$1,074,800	63.7%	\$2,586,520	\$428	14.2%	9	12.5%	68	-41.8%
Canyon	†	†	†	†	†	†	†	†	†	†	†
Clayton	\$939,224	2.0%	\$913,500	4.0%	\$1,615,000	\$411	8.0%	153	9.3%	17	-59.2%
Concord	\$725,685	10.0%	\$700,000	10.1%	\$1,528,189	\$438	5.3%	1065	0.8%	18	-29.2%
Crockett	\$607,996	8.8%	\$624,500	3.2%	\$825,000	\$392	10.0%	41	51.9%	32	-20.2%
Danville	\$1,629,959	7.9%	\$1,501,802	9.2%	\$4,650,000	\$570	7.5%	901	29.6%	25	-36.3%
Diablo	\$3,195,509	19.6%	\$3,125,000	35.9%	\$6,000,000	\$718	15.5%	18	-5.3%	39	-55.6%
Discovery Bay	\$741,427	13.0%	\$655,000	9.2%	\$3,170,000	\$286	11.2%	417	19.1%	42	-32.1%
El Cerrito	\$1,090,730	9.1%	\$1,007,500	8.8%	\$3,200,000	\$709	9.2%	180	-10.0%	18	-15.3%
El Sobrante	\$623,755	0.6%	\$635,000	7.6%	\$1,050,000	\$429	4.8%	123	-1.6%	29	-21.4%
Hercules	\$758,487	7.0%	\$745,000	6.8%	\$1,400,000	\$359	4.6%	129	-7.9%	25	-37.2%
Kensington	\$1,333,234	2.7%	\$1,265,000	-1.0%	\$2,888,000	\$751	7.3%	67	8.1%	17	-25.9%
Knightsen	\$1,015,000	30.1%	\$537,500	-31.1%	\$2,500,000	\$390	-15.7%	4	100.0%	24	-65.9%
Lafayette	\$1,911,746	6.4%	\$1,750,000	8.4%	\$5,850,000	\$706	4.8%	330	17.4%	21	-32.3%
Martinez	\$754,267	11.3%	\$710,000	8.4%	\$3,000,000	\$452	11.4%	385	-2.0%	19	-38.0%
Moraga	\$1,582,750	6.5%	\$1,536,875	6.0%	\$3,365,000	\$648	6.3%	167	29.5%	19	-18.3%
Oakley	\$560,329	6.6%	\$541,354	6.8%	\$1,150,000	\$281	2.9%	530	0.0%	22	-36.6%
Orinda	\$1,889,928	16.1%	\$1,750,000	16.6%	\$8,360,000	\$674	7.6%	294	16.7%	27	-32.0%
Pacheco	\$647,679	10.4%	\$620,000	7.5%	\$861,900	\$450	-1.2%	24	84.6%	12	-32.6%
Pinole	\$659,622	9.2%	\$635,000	7.6%	\$1,140,000	\$442	10.9%	125	-25.6%	23	-12.5%
Pittsburg	\$513,706	8.5%	\$500,000	8.9%	\$826,000	\$311	6.4%	458	-8.0%	21	-27.9%
Pleasant Hill	\$950,500	10.0%	\$925,000	12.1%	\$1,950,000	\$562	11.3%	313	-2.5%	17	-24.8%
Point Richmond	\$1,649,000	-	\$1,649,000	-	\$1,649,000	\$615	-	1	-	15	-
Port Costa	\$614,500	42.6%	\$614,500	42.6%	\$780,000	\$292	-30.7%	2	100.0%	120	1095%
Richmond	\$634,364	6.1%	\$602,500	7.4%	\$1,605,000	\$466	5.3%	622	-6.9%	24	-17.4%
Rodeo	\$556,096	4.8%	\$555,000	2.8%	\$750,000	\$407	10.1%	71	4.4%	25	-36.8%
San Pablo	\$525,196	6.1%	\$527,500	6.6%	\$1,055,000	\$444	5.0%	148	-17.3%	22	-26.0%
San Ramon	\$1,307,389	8.5%	\$1,250,000	8.7%	\$2,680,000	\$531	5.8%	672	3.5%	17	-40.5%
Walnut Creek	\$1,309,033	7.2%	\$1,250,000	6.4%	\$3,190,000	\$609	7.8%	605	9.4%	19	-20.4%
Contra Costa Co.	\$964,025	13.0%	\$755,000	13.1%	\$19,000,000	\$448	8.5%	10309	3.2%	23	-29.3%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Contra Costa Co.	\$562,356	5.7%	\$514,000	7.1%	\$2,360,000	\$449	3.6%	2560	-6.6%	30	-10.7%

†No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.

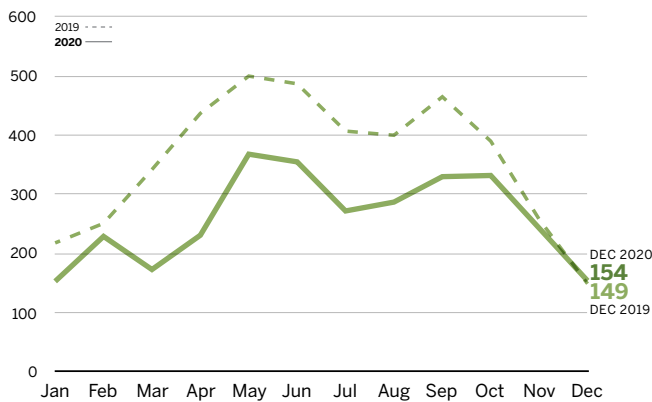


MARKET TRENDS

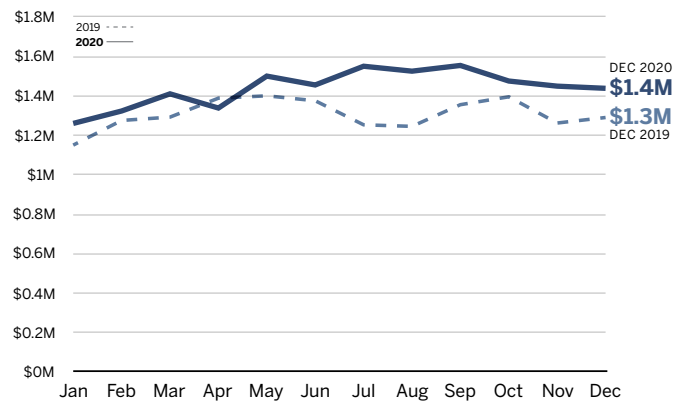
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--- Last Year
— This Year

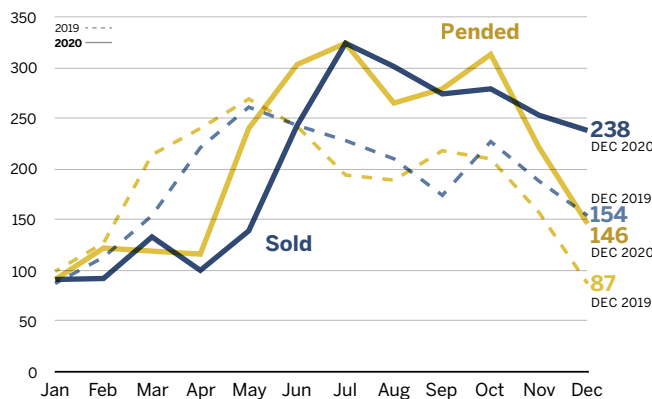
Homes for Sale
Last Year vs. This Year



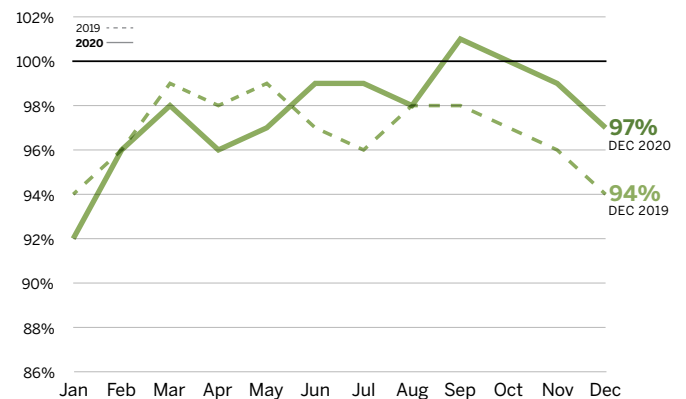
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

MARIN COUNTY SALES BY CITY • 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Belvedere	\$4,985,241	28.3%	\$4,700,000	29.7%	\$10,175,000	\$1,483	18.7%	43	13.2%	68	-17.5%
Bolinas	\$2,199,847	-25.1%	\$1,525,000	-13.6%	\$4,842,250	\$1,152	-20.8%	18	63.6%	97	-33.4%
Corte Madera	\$1,678,002	1.3%	\$1,550,000	1.5%	\$3,650,000	\$888	5.2%	96	-14.3%	23	-38.6%
Dillon Beach	\$1,197,044	38.7%	\$1,125,000	37.6%	\$1,990,000	\$602	5.2%	17	41.7%	48	-61.7%
Fairfax	\$1,150,828	5.7%	\$1,100,000	14.5%	\$2,425,000	\$681	1.7%	94	2.2%	30	-32.5%
Fallon	\$2,550,000	-	\$2,550,000	-	\$2,550,000	-	-	1	-	116	-
Forest Knolls	\$798,111	-16.9%	\$833,000	-10.9%	\$1,225,000	\$563	12.6%	9	28.6%	25	-71.3%
Greenbrae	\$2,038,985	6.8%	\$2,000,000	8.1%	\$3,425,000	\$871	10.5%	41	-19.6%	20	-50.3%
Inverness	\$1,585,706	4.7%	\$1,600,000	15.9%	\$2,800,000	\$920	6.0%	17	-29.2%	75	49.3%
Kentfield	\$3,529,413	28.1%	\$3,050,000	35.9%	\$8,750,000	\$1,025	10.6%	79	-3.7%	47	-12.1%
Lagunitas	\$1,065,200	7.6%	\$1,100,000	18.2%	\$1,310,000	\$700	28.5%	5	-37.5%	29	-53.3%
Larkspur	\$2,269,536	6.0%	\$2,101,000	2.5%	\$4,825,000	\$1,027	10.0%	76	16.9%	34	-18.0%
Marshall	\$2,140,001	9.7%	\$1,625,000	35.4%	\$3,200,000	\$1,558	66.2%	5	-16.7%	152	113.4%
Mill Valley	\$2,094,033	6.0%	\$1,800,000	9.1%	\$8,196,000	\$909	3.1%	352	16.6%	39	-18.7%
Muir Beach	\$2,275,000	-7.0%	\$2,150,000	-20.4%	\$3,500,000	\$1,295	38.8%	5	66.7%	71	-47.4%
Nicasio	\$2,300,000	21.6%	\$2,212,500	35.7%	\$3,600,000	\$882	35.6%	4	-20.0%	59	-79.3%
Novato	\$1,120,522	6.0%	\$1,039,000	9.4%	\$3,025,000	\$516	5.9%	515	6.2%	43	-28.7%
Olema	†	†	†	†	†	†	†	†	†	†	†
Pt. Reyes Station	\$1,849,333	5.5%	\$1,747,000	9.7%	\$3,195,000	\$962	6.3%	6	0.0%	40	-39.5%
Ross	\$4,256,007	-2.1%	\$3,660,000	7.6%	\$15,750,000	\$1,221	8.1%	36	-7.7%	34	-49.8%
San Anselmo	\$1,677,886	10.1%	\$1,495,000	7.9%	\$5,447,500	\$795	11.4%	183	3.4%	28	-39.3%
San Geronimo	\$1,517,306	-8.7%	\$1,237,000	3.5%	\$2,750,000	\$692	44.3%	13	85.7%	38	-35.1%
San Rafael	\$1,434,167	13.6%	\$1,300,000	8.3%	\$5,800,000	\$672	7.9%	531	6.4%	34	-31.4%
Sausalito	\$2,260,996	6.9%	\$1,830,000	2.5%	\$5,400,000	\$959	1.4%	62	26.5%	73	30.7%
Stinson Beach	\$3,387,589	23.1%	\$2,950,000	8.1%	\$8,000,000	\$1,836	0.7%	28	55.6%	76	-10.4%
Tiburon	\$3,646,725	16.9%	\$3,148,000	17.8%	\$15,043,000	\$1,053	7.0%	147	63.3%	70	-27.1%
Tomales	\$847,333	11.5%	\$900,000	18.4%	\$1,097,000	\$583	-28.2%	3	200.0%	104	71.0%
Woodacre	\$971,906	3.5%	\$862,500	-9.9%	\$1,825,000	\$501	-5.5%	16	23.1%	53	-23.4%
Marin Co.	\$1,876,675	12.7%	\$1,475,000	11.8%	\$15,750,000	\$791	8.6%	2402	9.1%	42	-25.1%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Marin Co.	\$803,463	12.0%	\$700,000	10.2%	\$4,500,000	\$594	6.4%	545	-8.7%	54	-6.1%

†No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.

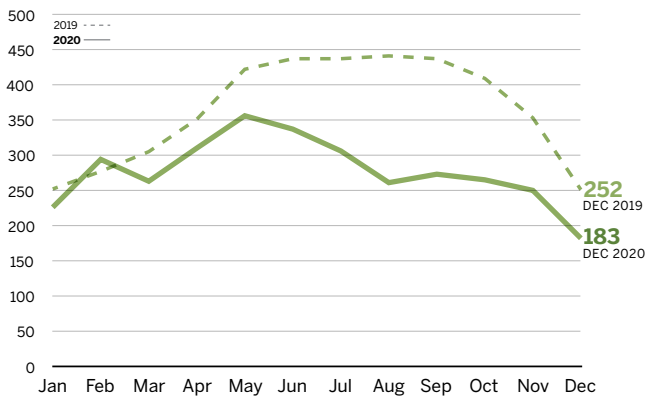


MARKET TRENDS

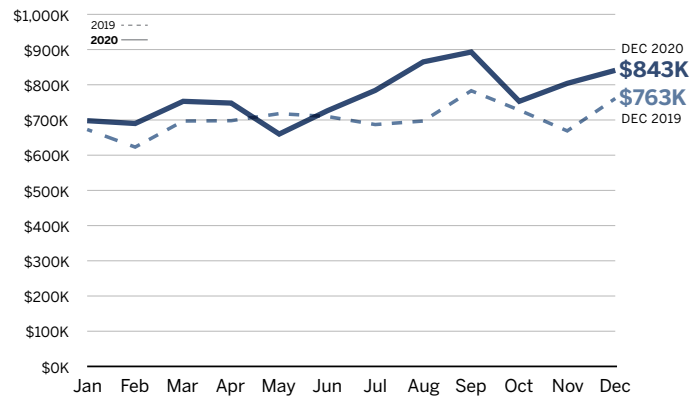
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----- Last Year
——— This Year

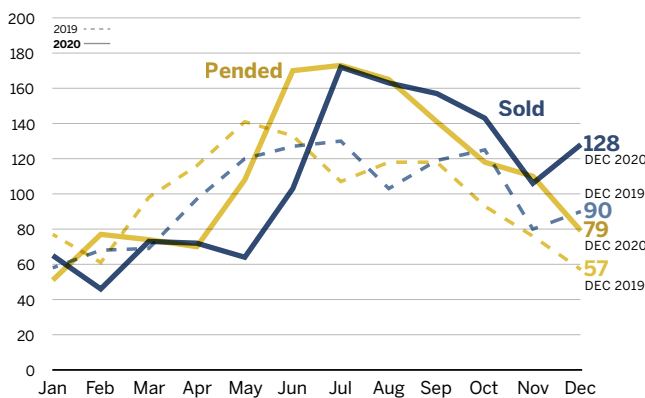
Homes for Sale
Last Year vs. This Year



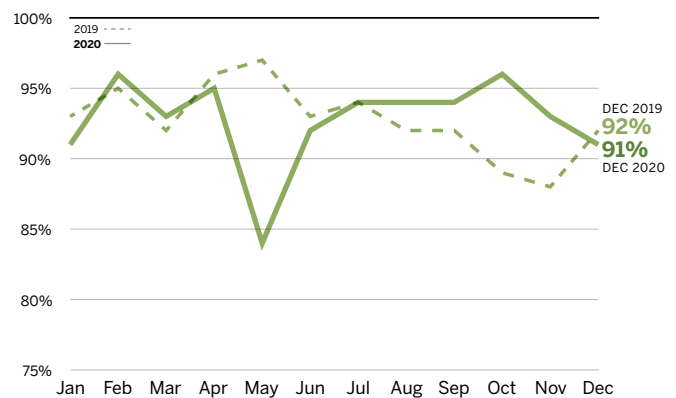
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

NAPA COUNTY SALES BY CITY · 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
American Canyon	\$618,095	13.3%	\$600,000	12.1%	\$1,750,000	\$312	7.3%	137	-8.7%	54	-23.1%
Angwin	\$924,238	-3.7%	\$675,000	-10.0%	\$1,695,000	\$424	5.9%	21	40.0%	101	-30.0%
Calistoga	\$1,757,145	-8.9%	\$1,110,000	15.3%	\$9,600,000	\$687	21.7%	81	92.9%	117	-0.4%
Deer Park	\$925,000	-20.6%	\$925,000	-20.6%	\$925,000	\$960	-	1	0.0%	5	-96.9%
Napa	\$1,074,852	17.1%	\$781,500	7.8%	\$15,700,000	\$510	3.7%	865	3.6%	74	-11.0%
Oakville	\$5,400,000	-25.0%	\$5,400,000	-25.0%	\$5,400,000	\$2,436	52.2%	1	0.0%	67	-38.5%
Pope Valley	\$445,254	55.1%	\$305,000	31.5%	\$1,260,000	\$227	13.8%	14	7.7%	177	7.9%
Rutherford	\$4,534,600	329.8%	\$3,525,000	234.1%	\$11,500,000	\$1,383	70.6%	6	200.0%	170	97.9%
St. Helena	\$2,224,942	8.2%	\$1,687,500	14.4%	\$11,300,000	\$917	7.6%	90	3.4%	111	1.2%
Yountville	\$1,383,543	-34.7%	\$1,125,000	9.0%	\$3,400,000	\$798	-21.7%	23	43.8%	86	-8.5%
Napa Co.	\$1,168,681	16.0%	\$785,000	10.6%	\$15,700,000	\$536	7.3%	1239	6.6%	79	-8.2%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Napa Co.	\$570,679	0.7%	\$534,000	6.8%	\$1,605,000	\$465	-1.9%	139	8.6%	79	-5.7%

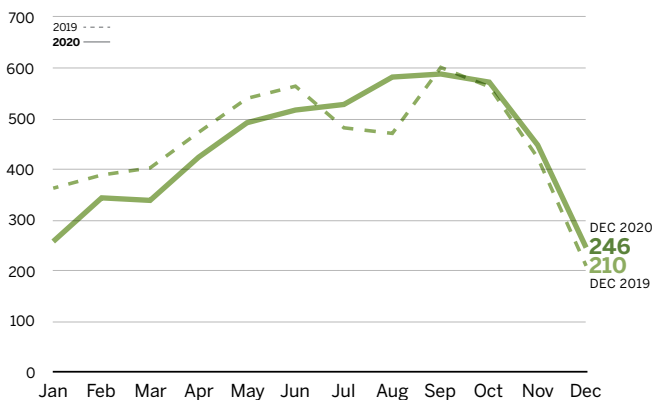


MARKET TRENDS

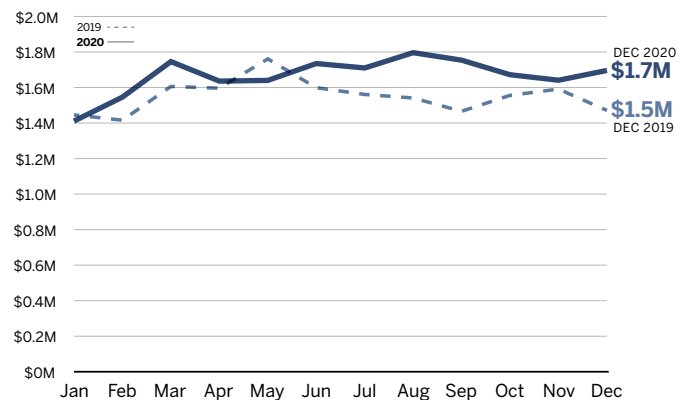
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--- Last Year
— This Year

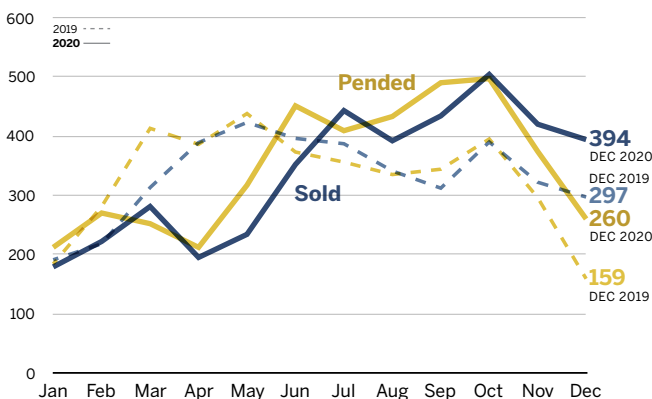
Homes for Sale
Last Year vs. This Year



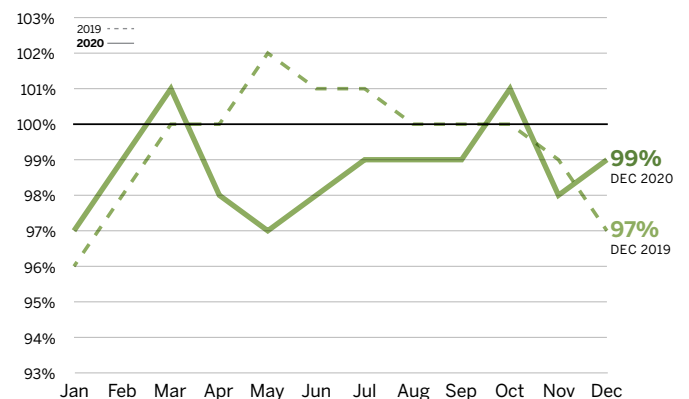
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SAN MATEO COUNTY SALES BY CITY • 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Atherton	\$7,968,048	-9.2%	\$6,425,000	7.1%	\$35,250,000	\$1,683	-1.7%	84	33.3%	45	-27.3%
Belmont	\$1,977,048	8.6%	\$1,881,000	7.5%	\$3,475,000	\$1,061	4.8%	183	1.7%	14	-28.3%
Brisbane	\$1,370,400	1.6%	\$1,350,000	-5.1%	\$2,308,888	\$835	4.5%	31	3.3%	18	-34.7%
Burlingame	\$2,725,848	6.7%	\$2,580,000	6.8%	\$6,750,000	\$1,225	2.9%	197	12.6%	15	-32.8%
Colma	\$1,004,000	-13.3%	\$1,004,000	-9.5%	\$1,060,000	\$661	-10.1%	2	-77.8%	12	-18.7%
Daly City	\$1,113,604	2.5%	\$1,100,000	1.9%	\$1,760,000	\$774	1.9%	289	-4.6%	19	4.1%
East Palo Alto	\$992,341	-2.1%	\$935,000	-2.9%	\$2,000,500	\$770	-3.2%	71	-22.8%	34	-1.1%
El Granada	\$1,358,343	13.5%	\$1,305,000	8.8%	\$2,100,000	\$670	-0.3%	55	41.0%	20	-55.8%
Foster City	\$1,939,975	4.1%	\$1,910,000	5.7%	\$3,168,888	\$934	2.4%	105	-2.8%	14	-25.6%
Half Moon Bay	\$1,656,616	14.8%	\$1,527,500	16.1%	\$5,900,000	\$732	6.8%	150	31.6%	24	-38.7%
Hillsborough	\$5,053,508	7.0%	\$4,550,000	5.8%	\$16,225,000	\$1,211	6.7%	134	13.6%	32	-28.6%
La Honda	\$987,917	-4.3%	\$710,500	-22.2%	\$2,250,000	\$650	-2.5%	12	-14.3%	122	133.2%
Loma Mar	\$789,333	*	\$749,000	*	\$929,000	\$673	*	3	*	46	*
Menlo Park	\$2,975,808	5.7%	\$2,575,000	7.3%	\$14,750,000	\$1,372	1.2%	283	-13.7%	23	-9.2%
Millbrae	\$1,843,474	-3.0%	\$1,800,000	-3.6%	\$3,663,000	\$1,002	1.3%	114	-2.6%	21	17.2%
Montara	\$1,497,307	8.3%	\$1,362,500	4.8%	\$3,150,000	\$715	4.0%	30	-33.3%	31	-17.4%
Moss Beach	\$1,280,494	-1.4%	\$1,250,000	7.3%	\$2,675,000	\$819	17.7%	33	6.5%	28	-41.9%
Pacifica	\$1,231,994	8.6%	\$1,195,000	7.7%	\$2,725,000	\$847	7.2%	249	-5.0%	13	-40.3%
Pescadero	\$2,753,182	138.3%	\$2,200,000	154.3%	\$6,700,000	\$920	31.6%	11	-15.4%	56	-43.7%
Portola Valley	\$4,150,339	15.5%	\$3,500,000	14.4%	\$17,000,000	\$1,264	-0.4%	92	73.6%	43	-26.4%
Redwood City	\$1,870,801	5.9%	\$1,735,000	5.2%	\$5,300,000	\$1,043	2.8%	556	0.2%	20	-19.8%
Redwood Shores	\$2,222,000	14.3%	\$2,280,000	15.6%	\$2,700,000	\$1,031	3.3%	33	-8.3%	22	-33.2%
San Bruno	\$1,215,240	2.2%	\$1,207,000	0.6%	\$1,900,000	\$856	2.8%	197	5.3%	16	-16.5%
San Carlos	\$2,155,673	2.3%	\$2,069,000	8.9%	\$4,700,000	\$1,127	2.7%	295	9.7%	14	-29.1%
San Gregorio	†	†	†	†	†	†	†	†	†	†	†
San Mateo	\$1,815,655	8.4%	\$1,650,000	6.5%	\$7,300,000	\$1,028	3.6%	547	2.1%	16	-28.7%
So. San Francisco	\$1,187,629	6.5%	\$1,150,000	6.0%	\$2,068,000	\$810	2.9%	215	-4.4%	16	-7.6%
Woodside	\$4,898,153	35.6%	\$2,850,000	12.3%	\$22,500,000	\$1,272	18.7%	79	23.4%	76	25.1%
San Mateo Co.	\$2,149,585	9.9%	\$1,700,000	9.0%	\$35,250,000	\$1,022	3.9%	4050	2.1%	21	-18.3%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
San Mateo Co.	\$998,188	-0.8%	\$925,000	-0.4%	\$3,250,000	\$805	-0.5%	1257	-0.5%	24	-16.1%

*No sales recorded for 2019. †No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.



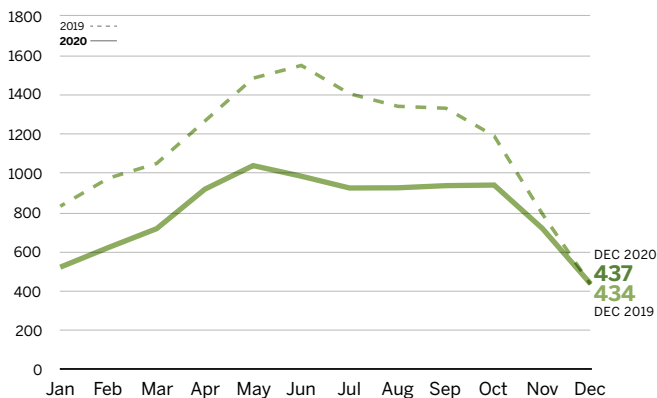
SANTA CLARA COUNTY

MARKET TRENDS

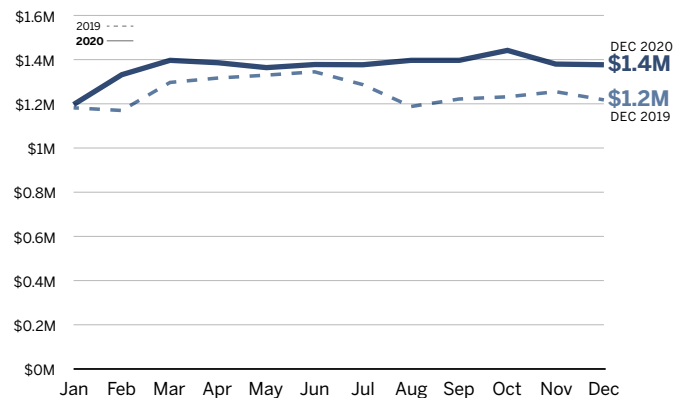
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--- Last Year
— This Year

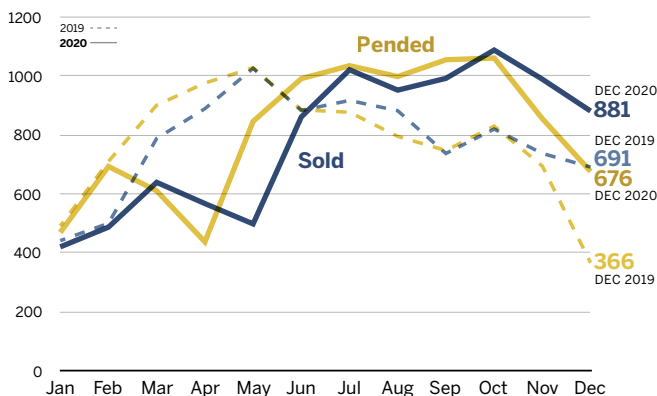
Homes for Sale
Last Year vs. This Year



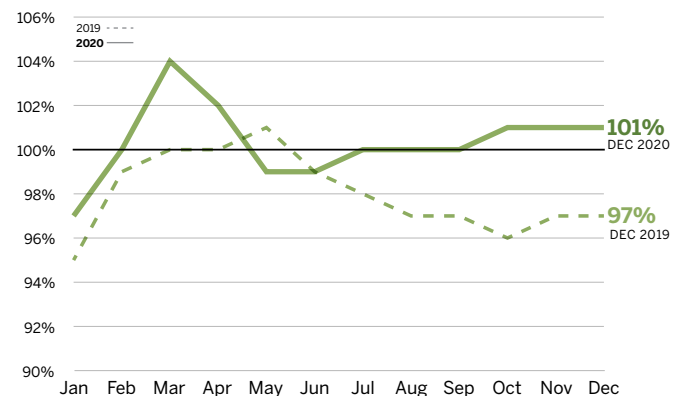
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SANTA CLARA COUNTY SALES BY CITY · 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Alviso	\$749,500	-15.6%	\$749,500	-15.6%	\$799,000	\$777	72.8%	2	100.0%	8	-55.6%
Campbell	\$1,590,039	7.4%	\$1,487,500	7.3%	\$3,195,000	\$884	3.9%	261	7.4%	21	-29.5%
Cupertino	\$2,331,841	1.3%	\$2,280,000	1.3%	\$4,200,000	\$1,234	7.2%	247	0.8%	15	-37.0%
Gilroy	\$956,760	10.9%	\$850,000	8.7%	\$3,500,000	\$420	3.7%	539	5.9%	22	-40.9%
Los Altos	\$3,645,211	4.8%	\$3,350,000	2.0%	\$8,500,000	\$1,385	0.5%	307	0.3%	16	-32.2%
Los Altos Hills	\$4,900,313	8.9%	\$4,134,500	-1.6%	\$12,740,000	\$1,217	-5.7%	96	88.2%	49	-9.8%
Los Gatos	\$2,368,363	1.5%	\$2,151,000	-2.0%	\$7,100,000	\$981	7.7%	407	14.6%	27	-31.7%
Milpitas	\$1,247,276	10.6%	\$1,182,900	8.5%	\$3,850,000	\$740	4.0%	262	-4.0%	16	-38.1%
Monte Sereno	\$3,620,680	8.1%	\$3,412,500	9.2%	\$7,200,000	\$1,100	4.6%	54	28.6%	24	-44.7%
Morgan Hill	\$1,143,372	1.7%	\$1,070,000	4.4%	\$3,300,000	\$485	3.4%	545	20.3%	22	-38.3%
Mount Hamilton	†	†	†	†	†	†	†	†	†	†	†
Mountain View	\$2,288,744	3.8%	\$2,180,000	2.5%	\$4,360,000	\$1,295	-2.3%	271	21.0%	16	-23.4%
Palo Alto	\$3,484,797	0.2%	\$3,000,000	-2.6%	\$20,000,000	\$1,660	1.1%	346	4.8%	26	-13.8%
San Jose	\$1,322,026	11.3%	\$1,230,000	11.8%	\$4,950,000	\$749	7.1%	4732	-3.4%	16	-42.5%
San Martin	\$1,420,581	15.3%	\$1,270,000	12.9%	\$3,807,000	\$602	7.6%	43	16.2%	33	-12.1%
Santa Clara	\$1,472,226	6.1%	\$1,427,000	5.1%	\$2,780,000	\$971	6.2%	539	-0.9%	14	-40.6%
Saratoga	\$3,105,072	5.7%	\$2,940,000	9.0%	\$10,250,000	\$1,075	3.3%	261	-5.4%	25	-41.2%
Stanford	\$2,697,154	0.3%	\$2,450,000	-5.8%	\$4,200,000	\$970	-5.2%	13	30.0%	54	-23.7%
Sunnyvale	\$1,902,012	8.7%	\$1,910,000	10.4%	\$3,650,000	\$1,159	6.0%	515	0.0%	14	-37.1%
Santa Clara Co.	\$1,691,577	9.1%	\$1,380,000	9.5%	\$20,000,000	\$861	5.6%	9440	1.4%	18	-37.2%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Clara Co.	\$884,130	-0.8%	\$808,000	-2.1%	\$8,350,000	\$676	-0.6%	3571	-4.7%	24	-29.6%

†No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.

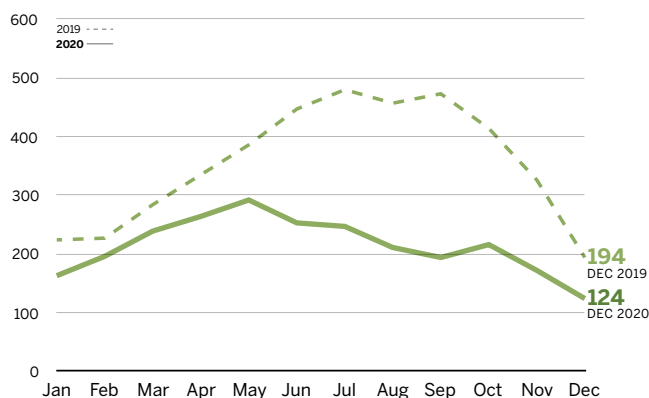
SANTA CRUZ COUNTY

MARKET TRENDS

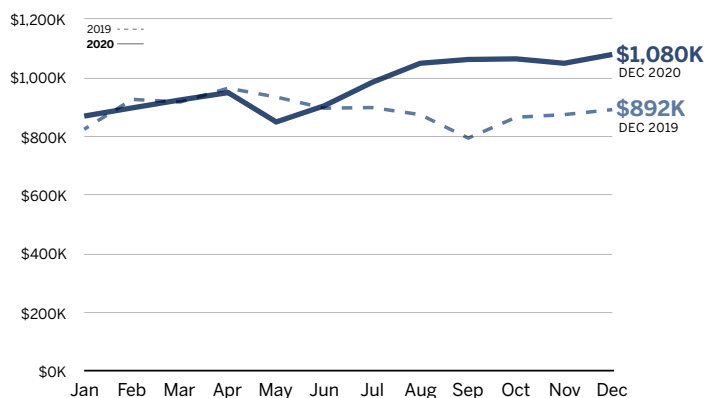
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----- Last Year
——— This Year

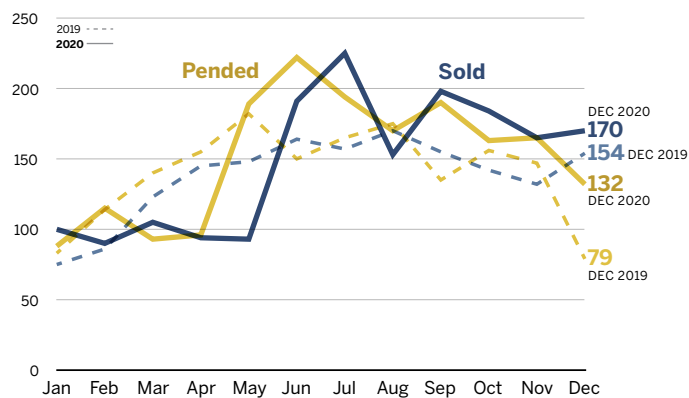
Homes for Sale
Last Year vs. This Year



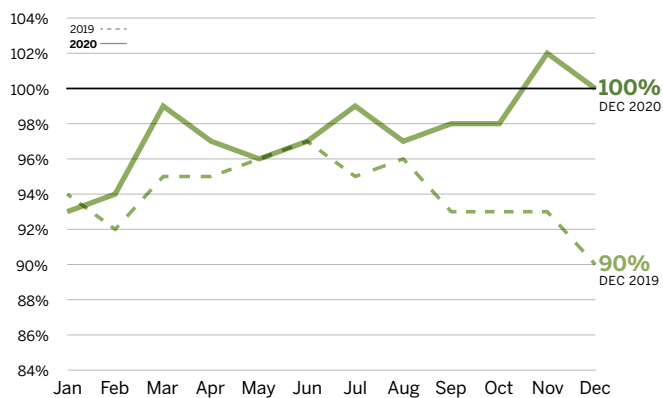
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SANTA CRUZ COUNTY SALES BY CITY · 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Aptos	\$1,388,975	18.3%	\$1,152,500	15.2%	\$9,255,000	\$735	19.6%	298	27.9%	30	-41.5%
Ben Lomond	\$798,518	2.6%	\$750,000	-1.6%	\$2,600,000	\$517	2.8%	68	6.2%	21	-34.2%
Boulder Creek	\$677,465	11.8%	\$640,000	9.4%	\$1,495,000	\$485	5.2%	148	6.5%	33	-30.6%
Brookdale	\$672,333	-7.7%	\$645,000	-3.0%	\$1,200,000	\$464	-3.3%	15	66.7%	35	29.8%
Capitola	\$1,238,794	-8.2%	\$1,125,000	-2.2%	\$2,683,750	\$952	8.9%	65	3.2%	29	-35.4%
Corralitos	\$1,588,429	56.0%	\$1,300,000	24.5%	\$3,251,000	\$995	108.6%	7	-56.2%	55	57.9%
Davenport	\$792,857	31.3%	\$850,000	40.8%	\$1,045,000	\$602	-20.2%	7	250.0%	80	-4.1%
Felton	\$769,035	17.5%	\$705,000	9.0%	\$1,800,000	\$535	7.6%	112	16.7%	27	-20.6%
Freedom	\$587,167	0.5%	\$587,500	-1.3%	\$715,000	\$487	1.9%	12	-7.7%	7	-75.0%
La Selva Beach	\$1,382,471	-0.4%	\$1,140,000	11.2%	\$3,791,090	\$745	-1.1%	31	342.9%	57	-12.0%
Los Gatos	\$1,389,210	17.5%	\$1,315,000	9.1%	\$3,185,000	\$575	9.5%	85	57.4%	49	-29.4%
Mount Hermon	\$697,500	2.7%	\$698,500	5.8%	\$793,000	\$505	4.2%	4	-50.0%	13	-30.7%
Santa Cruz	\$1,275,609	8.0%	\$1,088,000	9.0%	\$16,950,000	\$780	13.0%	523	-5.6%	25	-43.6%
Scotts Valley	\$1,136,869	4.8%	\$1,090,000	5.6%	\$2,374,000	\$538	3.2%	132	10.0%	35	1.6%
Seacliff	†	†	†	†	†	†	†	†	†	†	†
Soquel	\$1,280,018	9.0%	\$1,220,000	26.4%	\$3,200,000	\$568	3.5%	69	-5.5%	32	-37.8%
Watsonville	\$783,546	12.4%	\$679,000	8.6%	\$3,100,000	\$464	6.1%	182	-5.7%	32	-32.4%
Santa Cruz Co.	\$1,126,734	10.9%	\$979,000	10.0%	\$16,950,000	\$653	10.9%	1758	6.9%	31	-32.5%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Cruz Co.	\$676,635	8.5%	\$638,000	7.0%	\$2,000,000	\$552	4.6%	477	1.9%	31	-27.9%

†No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.



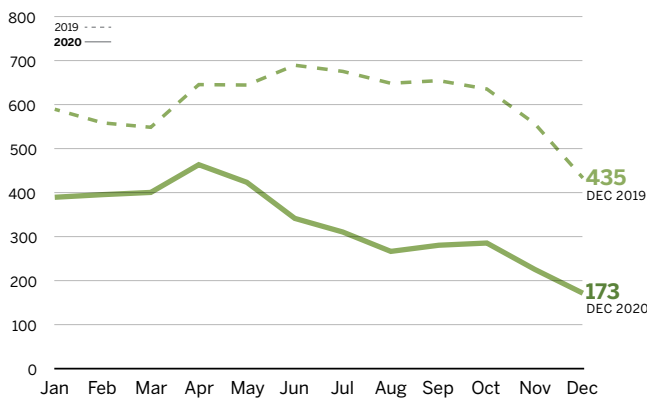
SOLANO COUNTY

MARKET TRENDS

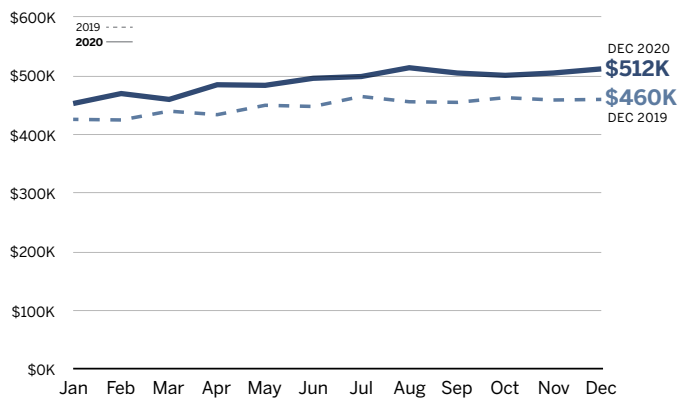
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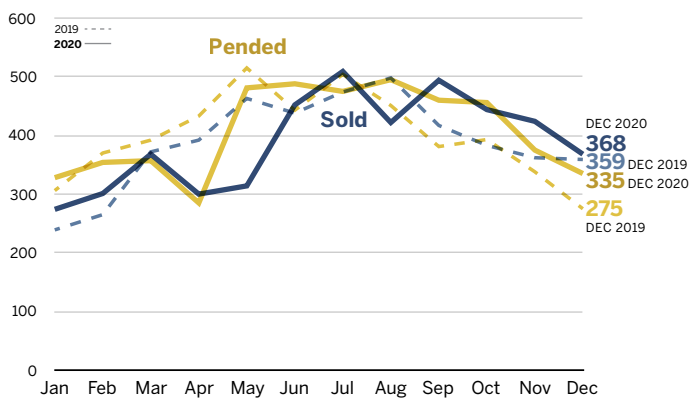
Homes for Sale
Last Year vs. This Year



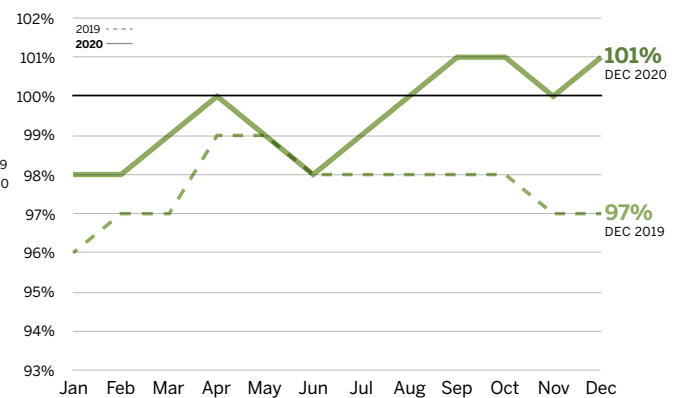
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SOLANO COUNTY SALES BY CITY · 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Benicia	\$730,620	7.2%	\$700,000	6.5%	\$1,998,000	\$368	4.3%	238	-2.1%	46	-31.2%
Birds Landing	\$630,000	*	\$630,000	*	\$630,000	\$266	*	1	*	76	*
Dixon	\$507,040	8.4%	\$485,000	7.8%	\$1,250,000	\$277	10.5%	257	20.1%	32	-43.6%
Elmira	\$428,500	3.3%	\$456,000	9.9%	\$505,000	\$220	-49.6%	4	300.0%	167	160.5%
Fairfield	\$545,147	9.6%	\$517,950	10.2%	\$2,150,000	\$279	5.1%	1163	-4.4%	47	-16.8%
Rio Vista	\$407,606	5.3%	\$400,000	6.7%	\$845,000	\$246	3.0%	228	-4.6%	77	4.6%
Suisun City	\$437,946	5.2%	\$430,000	4.0%	\$725,000	\$284	7.2%	287	-3.4%	39	-15.5%
Vacaville	\$535,364	7.7%	\$507,900	8.3%	\$2,000,000	\$294	6.1%	1309	7.4%	38	-27.0%
Vallejo	\$477,617	8.7%	\$465,000	9.5%	\$1,000,000	\$309	5.0%	930	-9.5%	43	-21.7%
Winters	\$1,214,778	92.2%	\$865,000	30.6%	\$3,250,000	\$490	46.9%	9	-18.2%	309	175.8%
Solano Co.	\$523,064	8.6%	\$490,000	8.9%	\$3,250,000	\$293	5.5%	4426	-1.0%	44	-20.8%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Solano Co.	\$329,329	8.1%	\$308,000	12.0%	\$3,300,000	\$293	8.0%	357	-6.8%	54	8.5%

*No sales recorded for 2019. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.



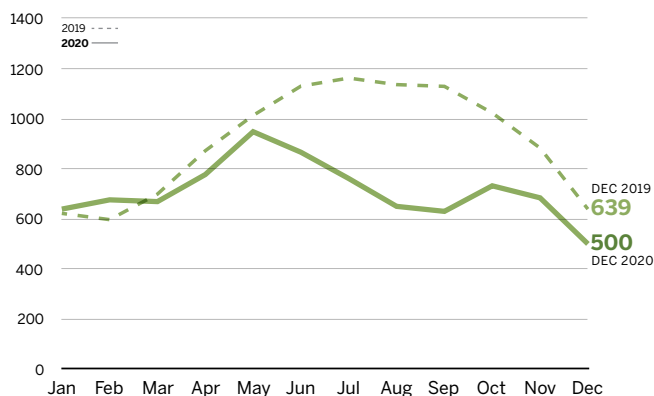
SONOMA COUNTY

MARKET TRENDS

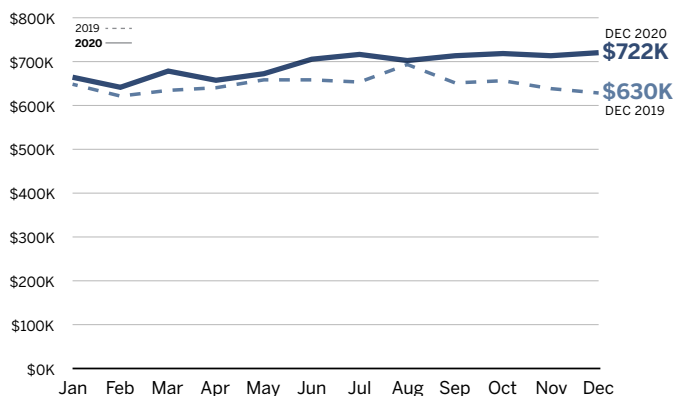
Graphs show trends in market activity comparing this year (solid lines) with last year (dashed lines) for the same period. Data is for single family homes only. Note: Totals in graphs on this page may differ from the following page due to differences in data processing from different sources. Following page may include off-market sales not included on this page.

----- Last Year
——— This Year

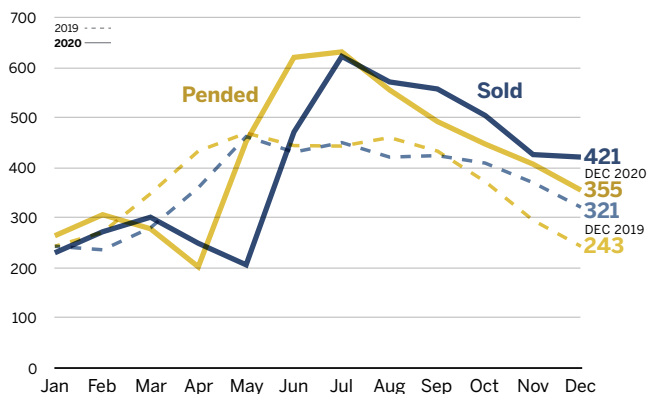
Homes for Sale
Last Year vs. This Year



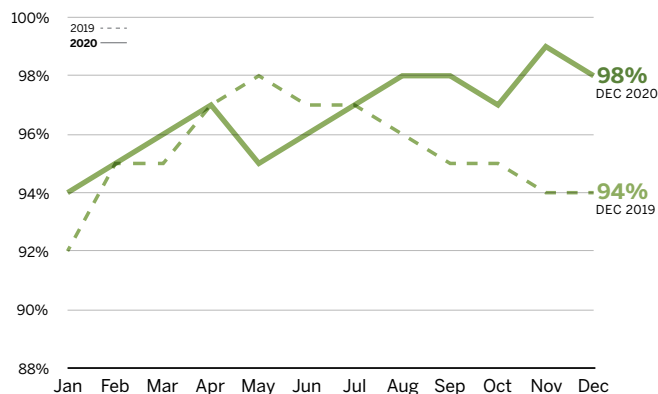
Median Sale Price
Last Year vs. This Year



Homes Gone Pending and Homes Sold
Last Year vs. This Year



Sold Price as % of Original List Price
Last Year vs. This Year



Source: Trendgraphix, MLS

SONOMA COUNTY SALES BY CITY • 2020

SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2020	±%	2020	±%	2020	2020	±%	2020	±%	2020	±%
Annapolis	\$477,500	-21.7%	\$535,000	-12.3%	\$670,000	\$411	-9.0%	4	300.0%	178	-8.2%
Asti	\$1,026,342	45.5%	\$1,026,342	45.5%	\$1,050,000	\$527	18.2%	2	100.0%	43	115.0%
Bodega	\$1,644,667	26.5%	\$1,399,000	7.6%	\$2,795,000	\$557	19.3%	3	200.0%	182	-70.7%
Bodega Bay	\$1,173,389	19.4%	\$1,145,000	21.8%	\$2,120,000	\$637	15.7%	62	21.6%	79	-17.2%
Boyes Hot Springs	†	†	†	†	†	†	†	†	†	†	†
Camp Meeker	\$363,469	4.2%	\$363,500	-0.4%	\$670,750	\$326	-20.4%	8	100.0%	44	-49.6%
Cazadero	\$474,112	-35.8%	\$475,000	-1.7%	\$853,000	\$438	-14.9%	25	25.0%	91	-37.6%
Cloverdale	\$724,276	23.3%	\$605,000	8.0%	\$5,965,000	\$391	12.4%	127	2.4%	81	-12.7%
Cotati	\$690,288	7.4%	\$665,000	9.9%	\$1,430,000	\$455	10.6%	73	9.0%	52	-18.5%
Duncans Mills	\$760,100	78.8%	\$760,100	78.8%	\$900,000	\$791	150.1%	2	100.0%	40	44.6%
El Verano	†	†	†	†	†	†	†	†	†	†	†
Forestville	\$664,922	16.4%	\$550,000	8.4%	\$4,700,000	\$499	18.9%	78	18.2%	67	-14.6%
Fort Ross	†	†	†	†	†	†	†	†	†	†	†
Freestone	\$1,350,500	54.9%	\$1,350,500	54.9%	\$1,650,000	\$313	-40.3%	2	100.0%	138	765.6%
Fulton	\$1,138,333	18.8%	\$1,140,000	53.4%	\$2,150,000	\$513	-7.7%	3	-25.0%	82	109.4%
Geyserville	\$1,731,250	0.6%	\$762,500	-12.9%	\$5,000,000	\$878	11.1%	10	-23.1%	175	16.4%
Glen Ellen	\$1,554,407	41.4%	\$1,022,500	-0.7%	\$4,995,000	\$701	3.5%	44	76.0%	80	-9.3%
Graton	\$776,439	13.1%	\$825,500	13.1%	\$939,500	\$586	13.8%	10	11.1%	42	-43.1%
Guerneville	\$527,536	6.3%	\$491,000	6.6%	\$1,600,000	\$445	5.0%	118	-3.3%	69	0.3%
Healdsburg	\$1,415,627	15.3%	\$905,000	8.1%	\$10,100,000	\$628	1.2%	201	10.4%	92	-13.3%
Jenner	\$688,821	14.1%	\$680,000	33.3%	\$1,485,000	\$572	10.7%	14	100.0%	206	24.5%
Kenwood	\$1,763,405	-0.2%	\$1,475,000	32.0%	\$5,300,000	\$848	42.5%	25	108.3%	91	-45.6%
Monte Rio	\$652,209	16.2%	\$603,000	25.6%	\$1,303,000	\$483	6.7%	47	88.0%	70	30.5%
Occidental	\$1,287,036	0.4%	\$842,000	-18.1%	\$3,650,000	\$612	9.0%	14	-30.0%	139	16.0%
Penngrove	\$1,228,549	17.9%	\$1,200,000	16.0%	\$2,100,000	\$550	7.0%	36	-5.3%	85	22.2%
Petaluma	\$900,109	10.6%	\$782,944	7.3%	\$5,250,000	\$479	5.6%	528	-7.7%	49	-2.5%
Rio Nido	\$460,000	73.9%	\$460,000	73.9%	\$508,000	\$391	11.4%	2	0.0%	82	132.9%
Rohnert Park	\$649,395	8.1%	\$641,000	8.6%	\$1,490,000	\$368	3.5%	265	-1.1%	47	-13.2%
Santa Rosa	\$759,483	7.7%	\$645,000	6.3%	\$7,630,000	\$414	2.7%	1850	8.3%	65	-3.2%
Sebastopol	\$1,094,941	8.5%	\$987,000	13.4%	\$4,000,000	\$574	3.7%	258	15.7%	59	-10.9%
Sonoma	\$1,336,670	15.4%	\$890,000	10.1%	\$14,750,000	\$634	7.3%	401	19.0%	69	-4.5%
The Sea Ranch	\$1,045,242	13.9%	\$925,000	17.1%	\$2,725,000	\$581	7.2%	109	41.6%	95	-5.4%
Timber Cove	\$1,037,250	0.5%	\$725,000	10.1%	\$2,300,000	\$438	-11.4%	4	-33.3%	143	-33.0%
Valley Ford	\$1,000,000	*	\$1,000,000	*	\$1,000,000	\$495	*	1	*	344	*
Villa Grande	\$369,000	-9.1%	\$369,000	-9.1%	\$369,000	\$694	64.0%	1	0.0%	109	303.7%
Windsor	\$726,922	4.1%	\$680,000	3.7%	\$3,800,000	\$396	2.4%	317	8.6%	55	-6.2%
Sonoma Co.	\$884,338	11.3%	\$700,000	7.1%	\$14,750,000	\$472	5.6%	4644	8.5%	66	-4.9%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Sonoma Co.	\$426,082	8.1%	\$392,000	7.4%	\$1,194,700	\$362	5.0%	561	4.1%	62	-8.6%

*No sales recorded for 2019. †No sales recorded for 2020. Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.

SELECTION OF SIGNIFICANT SALES 2020



Alameda

\$3,155,000



Alamo

\$4,450,000



Atherton

\$7,650,000



Belvedere

\$8,930,000



Belvedere

\$8,346,000



Belvedere

\$7,668,700

SELECTION OF SIGNIFICANT SALES 2020



Belvedere

\$6,800,000



Berkeley

\$4,875,000



Berkeley

\$3,000,000



Burlingame

\$4,500,000



Danville

\$4,400,000



Hillsborough

\$16,225,000

SELECTION OF SIGNIFICANT SALES 2020



Hillsborough

\$8,750,00



Kentfield

\$8,750,00



Kentfield

\$6,500,000



Lafayette

\$3,900,000



Mill Valley

\$7,050,000



Mill Valley

\$5,300,000

SELECTION OF SIGNIFICANT SALES 2020



Montecito

\$32,250,000



Napa

\$11,500,000



Napa

\$7,100,000



Napa

\$6,000,000



Napa

\$6,000,000



Palo Alto

\$20,000,000

SELECTION OF SIGNIFICANT SALES 2020



Palo Alto

\$17,000,000



Palo Alto

\$7,700,000



Portola Valley

\$10,100,000



Ross

\$5,000,000



San Francisco

\$7,250,000



San Rafael

\$5,800,000

SELECTION OF SIGNIFICANT SALES 2020



Sausalito

\$7,390,000



Tiburon

\$8,800,000



Tiburon

\$7,550,000



Tiburon

\$6,500,000



Woodside

\$22,500,000



Woodside

\$17,415,000

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