ANNUAL MARKET REPORT

SAN FRANCISCO BAY AREA

2022 DATA

Golden Gate | Sotheby's INTERNATIONAL REALTY

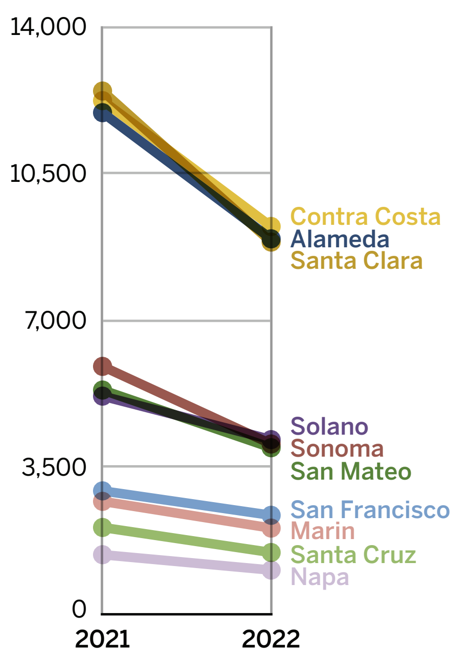
All data courtesy of local MLS

ANNUAL MARKET REPORT

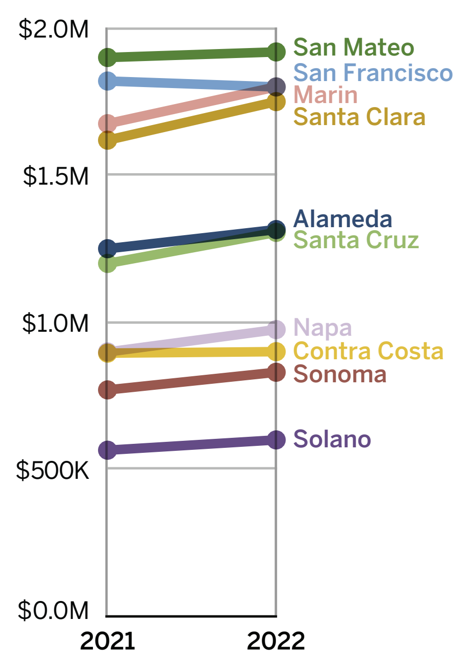
MLS DATA FOR 2022

Welcome to our Annual Market Report. As we close the books on another unprecedented year, 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 2022. In the pages ahead, you will find that sales prices rose across the board, in spite of ongoing pandemic-related concerns and a limited supply of inventory. 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 $5.2 billion in total sales volume in 2022. 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. You will also find a selection of our brokerage's significant sales in 2022 across the SF Bay Area. All data is sourced from the local Multiple Listing Service (MLS) organizations and is thoroughly cleaned by our data experts.

Number of Sales: 2021 vs. 2022



Median Sales Price: 2021 vs. 2022



Golden Gate | Sotheby's INTERNATIONAL REALTY

Golden Gate | Sotheby's INTERNATIONAL REALTY

WHO WE ARE

Whether maximizing the value of your home or finding the home of your dreams, our agents provide incomparable service at all price points. Our 2022 results are exceptional, and are the result of exceptional people. We are the top Sotheby's International Realty Affiliate in California, serving all ten counties of the San Francisco Bay Area with 465 connected agents. We're locally rooted, globally connected, and leading our industry.

#1

Sotheby's International Realty Affiliate in California by 2022 Sales Volume

465
Agents

$5.2B
Billion Sales Volume in 2022

23
Offices


WINE COUNTRY REGION
NAPA
NOVATO
MARIN COUNTY REGION
SAN RAFAEL
ROSS VALLEY
GREENBRAE
STINSON BEACH
MILL VALLEY
BELVEDERE - TIBURON
SAUSALITO
EAST BAY REGION
LAFAYETTE
BERKELEY
DANVILLE
OAKLAND-MONTCLAIR-PIEDMONT
SAN FRANCISCO
BURLINGAME
SAN CARLOS
REDWOOD CITY
MENLO PARK
WOODSIDE
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.

1,000
Offices

25,000
Sales Associates

81
Countries

178M
Million Annual Page Visits SIR.com

166M
Million YouTube Video Views

3.8M
Million Average Monthly Visits SIR.com


Sotheby's

SAN FRANCISCO BAY AREA HOUSING MARKET

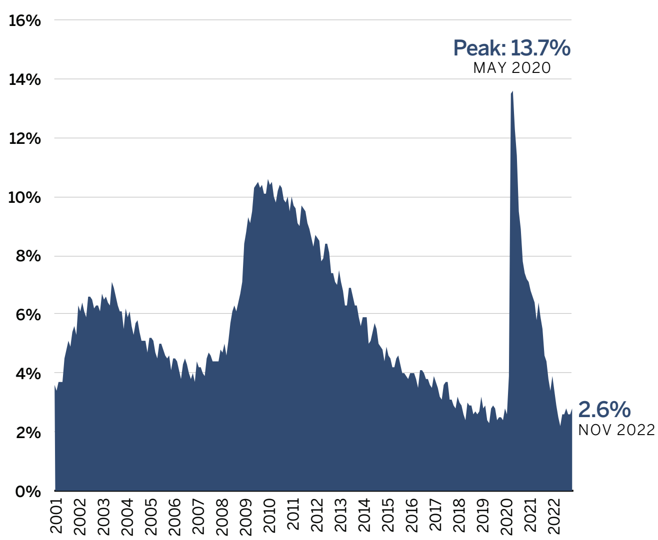
AN UP AND DOWN YEAR

The past year was marked by strong for-sale housing market conditions followed by a modest softening in the second half of the year. Driven primarily by the surge in mortgage rates, some buyers returned to the sidelines — interested in entering the ownership market yet wary of affordability and household finances. However, at the higher end of the pricing spectrum, buyer activity performed relatively better in the last year, particularly within prime neighborhoods.

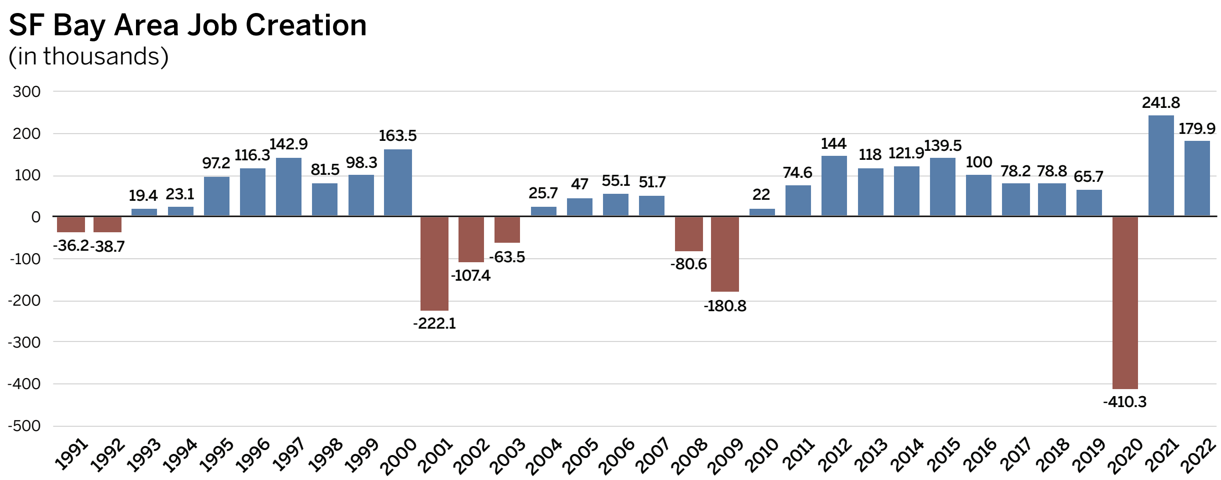
UNDERLYING ECONOMIC STRENGTH

The regional economy remained strong even as headwinds such as elevated inflation, weakened consumer confidence and layoff announcements threatened to slow the expansion. The labor market is surprisingly strong, with the unemployment rate at 2.6%. In 2022, roughly 165,000 jobs were created throughout the region. The tight labor market continued to buoy household finances with strong wage growth across a range of industries. Government programs and subsidies for pandemic and inflation-related issues also helped consumers to continue to purchase discretionary goods and services.

SF Bay Area Unemployment Rate



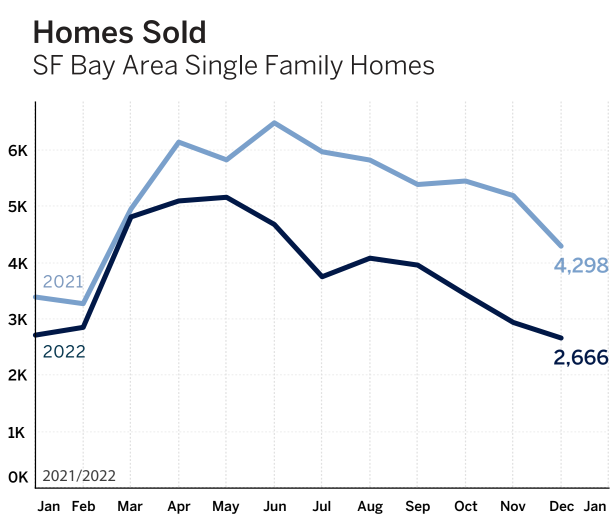
Source: US Bureau of Labor Statistics.
Data through November 2022, seasonally adjusted.



Sources: BLS, RCG; as of November 2022

PACE OF SALES CALMS FROM RECORD-SETTING 2021

In 2022, more than 46,000 single family homes sold across the SF Bay Area, a decrease of roughly 26% from the previous year. It is no surprise that sales activity slowed from the record-setting pace of 2021 and returned to near 2020 levels. The low number of available homes available during the year likely would have decreased achievable sales totals in 2022 even if mortgage rates did not increase. The number of closed sales fell in all counties in the SF Bay Area, led by Sonoma County. The smallest decreases of roughly 20% were in San Francisco and Solano counties.



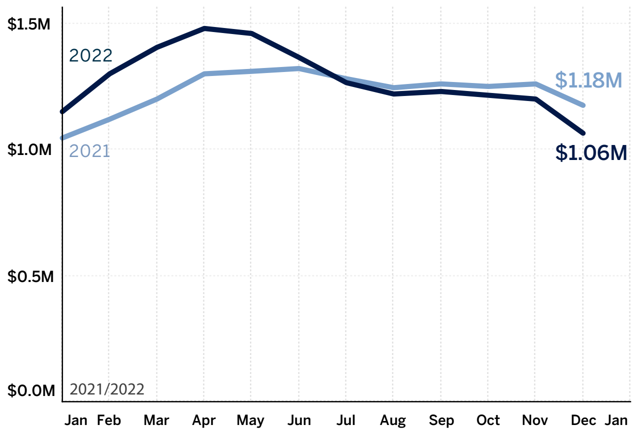
Source: MLS

PRICE TIERS BEHAVE DIFFERENTLY

The higher mortgage rates and decreased affordability hampered activity at the lower price tiers. Additionally, recent price increases have shifted many homes out of the lowest price tier. The number of homes sold for less than $750,000 declined by 31%, while sales in the $750,000 to $1 million range fell by approximately 25%. Though still lower than one year ago, sales of homes priced between $2.5 million and $5 million decreased by roughly 16%, much less than the decrease in the lower price ranges.

As more employers focus on the majority of days spent at the workplace rather than working from home, households made a choice to locate closer to workplaces in many cases, helping to bolster demand and pricing. The international buyer segment has yet to fully recover, with the strong dollar a deterrent for some potential buyers. While the importance of this segment varies by neighborhood, the lack of a recovery of international purchase activity helped produce the lower sales volume.

Median Price
SF Bay Area Single Family Homes



Source: MLS

PRICES EASE IN SOME AREAS, INCREASE IN OTHERS

The SF Bay Area median price decreased toward the end of 2022, reaching slightly less than $1.1 million at year-end. This was off from the intra-year peak of $1.48 million in April. Though pricing was lower in most areas, bucking the trend were Solano and Sonoma counties where the median prices were flat when compared with the previous year end.

Additionally, highly desirable cities produced year-end pricing gains versus December 2021. In Alameda County, for example, where prices declined by roughly 12% county-wide, the median price increased by 4% in Alameda and more than 8% in Piedmont. Similarly, in San Mateo County where pricing was off by 15%, the median price increased in Atherton by more than 17%. In Marin County, the median price in Belvedere also increased in 2022. Throughout the SF Bay Area, prime neighborhoods, particularly those with access to desirable school districts, often outperformed other cities. In fact, when segmenting by median price, seven out of the top ten highest median-priced cities boasted price gains last year.

Further highlighting that pricing held up better in certain neighborhoods in 2022, by year-end the median price of a home sold in the $750,000 to $1.25 million and $2.5 million to $3.5 million ranges increased by roughly 1%. The median price in the less than $750,000 range fell by nearly 2% from the previous year. For homes that sold above the $3.5 million mark, the median price decreased by 2% to 3%.

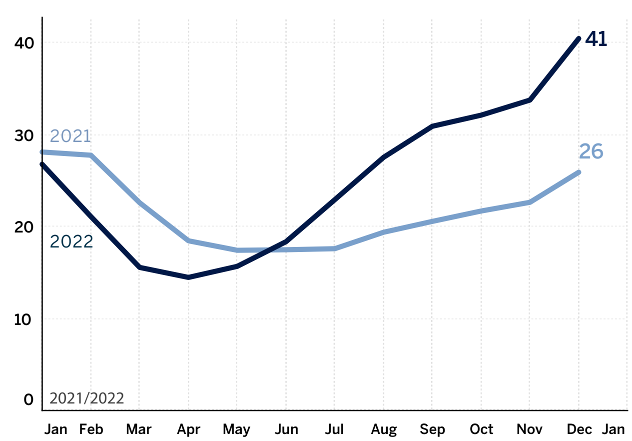
MODEST INCREASES IN INVENTORY

For-sale inventory remained low even as absorption slowed, averaging 5,000 homes for sale in 2022. The range of number of listings per month was varied, with record-low inventory to begin the year and a peak of nearly 7,500 homes for sale during the summer months. The mortgage rate for most existing homeowners is lower than current rates, which deters a segment of potential sellers. Despite this, inventory increased modestly in much of the SF Bay Area. However, inventory decreased in Sonoma County and was flat in Napa County compared with the previous year.

SOME HOMES TAKING SLIGHTLY LONGER TO SELL

By the end of the year, homes in the SF Bay Area stayed on the market for longer than at the beginning of 2022, though still less than the pre-pandemic period. For homes that sold in the last year, the average time on market was 24 days. However, during the spring, homes spent less than 20 days on the market, on average, which increased to more than 40 days by December. Counties with larger increases in time spent on

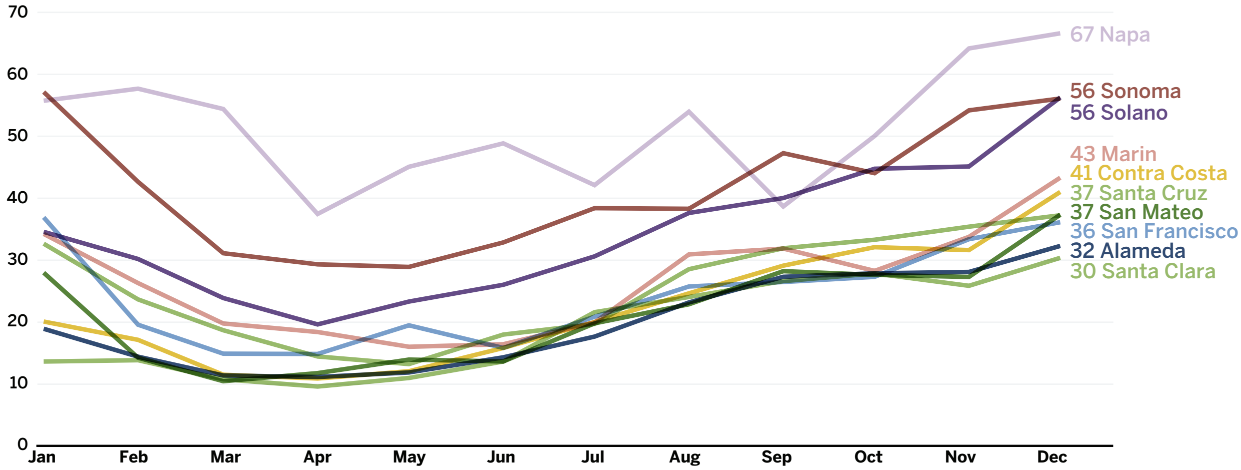
Average Days on Market
SF Bay Area Single Family Homes



Source: MLS

Frenetic Pace of Spring Market Moderates

Average Days on Market by County in 2022



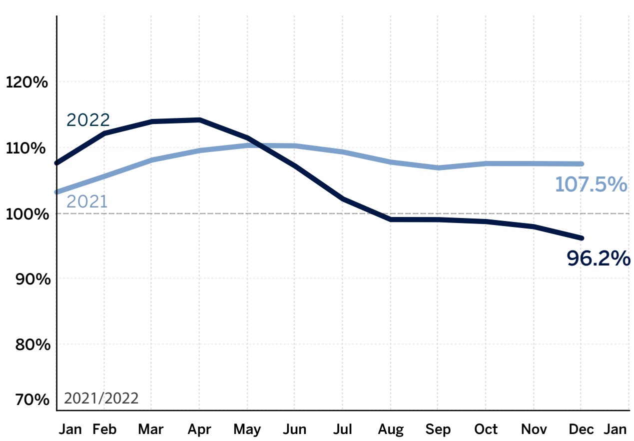
Source: MLS, Sold Single Family Homes

the market for closed sales included Contra Costa and Santa Clara counties, while the amount of time in Napa County was virtually unchanged.

Even with the increase in time on the market throughout the SF Bay Area, well-priced homes sold relatively quickly. Homes in less desirable neighborhoods, as well as those where seller expectations may be different than that of buyers, sat on the market for longer periods. These unsold listings, in part, drove the average of all homes still available on the market to more than 90 days. Additionally, vacation homes in some markets remained on the market for an extended period, leading the average time on market for active listings to increase to more than 100 days in

Sold Price as % of Original List Price

SF Bay Area Single Family Homes



Source: MLS

Marin, Napa, Santa Cruz and Sonoma counties.

BUYER COMPETITION EASES

Though buyer demand persists, competition slowed into the end of the year as some potential buyers returned to the sidelines. Early in the year, multiple bids and closes greater than the asking price were often the norm. In the first half of the year, nearly 80% of transactions closed at greater than the list price. In the second half of the year, the share dropped to roughly 40%.

LOOKING AHEAD

The last year highlighted the depth of demand for housing in the SF Bay Area as home values, number of sales and scarce inventory hit record levels early in the year. This past year also displayed the impact of higher mortgage rates, declining affordability and diminished consumer confidence on the housing market.

Despite the headwinds, the underlying demand for housing in the SF Bay Area should maintain a moderate pace of sales in 2023 though home prices may fall. Near-term economic issues such as a reduction in tech employment may reduce buyer competition but the attractiveness of ownership combined with the amenities and access to leading employers will maintain and attract new residents to the SF Bay Area.

SAN FRANCISCO BAY AREA
SALES SUMMARY

SF BAY AREA RESIDENTIAL SALES SUMMARY · 2022

District	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2022	±%	2022	±%	2022	2022	±%	2022	±%	2022	±%
San Francisco											
Single Family	$2,218,755	-4.1%	$1,800,000	-1.1%	$17,000,000	$1,017	1.9%	2359	-19.8%	23	6.1%
Condo, Loft, etc.	$1,372,771	-1.4%	$1,200,000	-1.6%	$19,000,000	$1,005	2.3%	3068	-29.3%	42	-0.3%
Alameda											
Single Family	$1,430,755	5.7%	$1,315,000	5.2%	$12,000,000	$799	7.1%	8948	-25.1%	19	37.1%
Condo	$794,057	7.0%	$745,000	4.9%	$2,000,000	$647	5.3%	3312	-27.4%	22	12.8%
Contra Costa											
Single Family	$1,213,860	4.2%	$900,000	0.6%	$12,000,000	$578	6.0%	9242	-24.5%	21	48.3%
Condo	$683,708	9.9%	$588,000	5.0%	$2,638,000	$546	9.1%	2561	-26.6%	19	1.3%
Marin											
Single Family	$2,239,779	4.0%	$1,800,000	7.5%	$19,500,000	$984	10.5%	2054	-23.7%	25	-15.7%
Condo	$910,006	10.6%	$825,000	12.2%	$3,799,000	$689	9.5%	597	-24.2%	36	-7.7%
Napa											
Single Family	$1,482,668	11.7%	$975,000	8.5%	$34,000,000	$724	17.3%	1053	-25.8%	50	-11.1%
Condo	$738,180	16.0%	$637,500	7.8%	$2,200,000	$583	8.5%	138	-33.0%	41	-32.1%
San Mateo											
Single Family	$2,487,282	2.3%	$1,918,888	1.0%	$32,204,075	$1,208	4.8%	3969	-25.7%	20	6.2%
Condo	$1,045,867	2.7%	$950,000	2.7%	$3,105,000	$851	2.6%	1404	-25.7%	26	3.8%
Santa Clara											
Single Family	$2,111,923	5.8%	$1,750,000	8.1%	$28,500,000	$1,112	9.5%	8870	-28.9%	18	22.1%
Condo	$1,041,384	6.9%	$960,000	6.7%	$3,900,000	$791	7.7%	4224	-27.7%	19	-12.7%
Santa Cruz											
Single Family	$1,476,142	11.5%	$1,305,500	8.8%	$15,400,735	$865	13.7%	1472	-28.9%	24	3.6%
Condo	$906,600	17.8%	$840,000	19.1%	$2,925,000	$743	13.1%	349	-35.0%	18	-28.0%
Solano											
Single Family	$643,366	5.3%	$600,000	6.2%	$3,800,000	$370	6.8%	4162	-19.9%	33	22.6%
Condo	$411,888	9.1%	$380,000	5.6%	$1,150,000	$366	8.3%	351	-26.4%	34	16.6%
Sonoma											
Single Family	$1,061,325	6.8%	$830,000	7.8%	$13,500,000	$569	9.1%	4058	-31.3%	40	-15.1%
Condo	$507,289	8.2%	$475,000	8.0%	$1,100,000	$421	8.3%	554	-32.4%	33	-30.2%
SF Bay Area SFH	$1,584,405	4.2%	$1,300,000	4.0%	$34,000,000	$811	7.2%	46187	-25.8%	24	12.5%
SF Bay Area Condo	$957,055	4.7%	$840,000	5.0%	$19,000,000	$741	5.5%	16558	-27.9%	26	-3.8%
SF Bay Area All Residential	**$1,418,851**	**4.6%**	**$1,133,500**	**5.4%**	**$34,000,000**	**$792**	**6.8%**	**62745**	**-26.3%**	**24**	**7.1%**

About Golden Gate Sotheby's International Realty

Golden Gate Sotheby's International Realty has over 465 agents in 23 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.

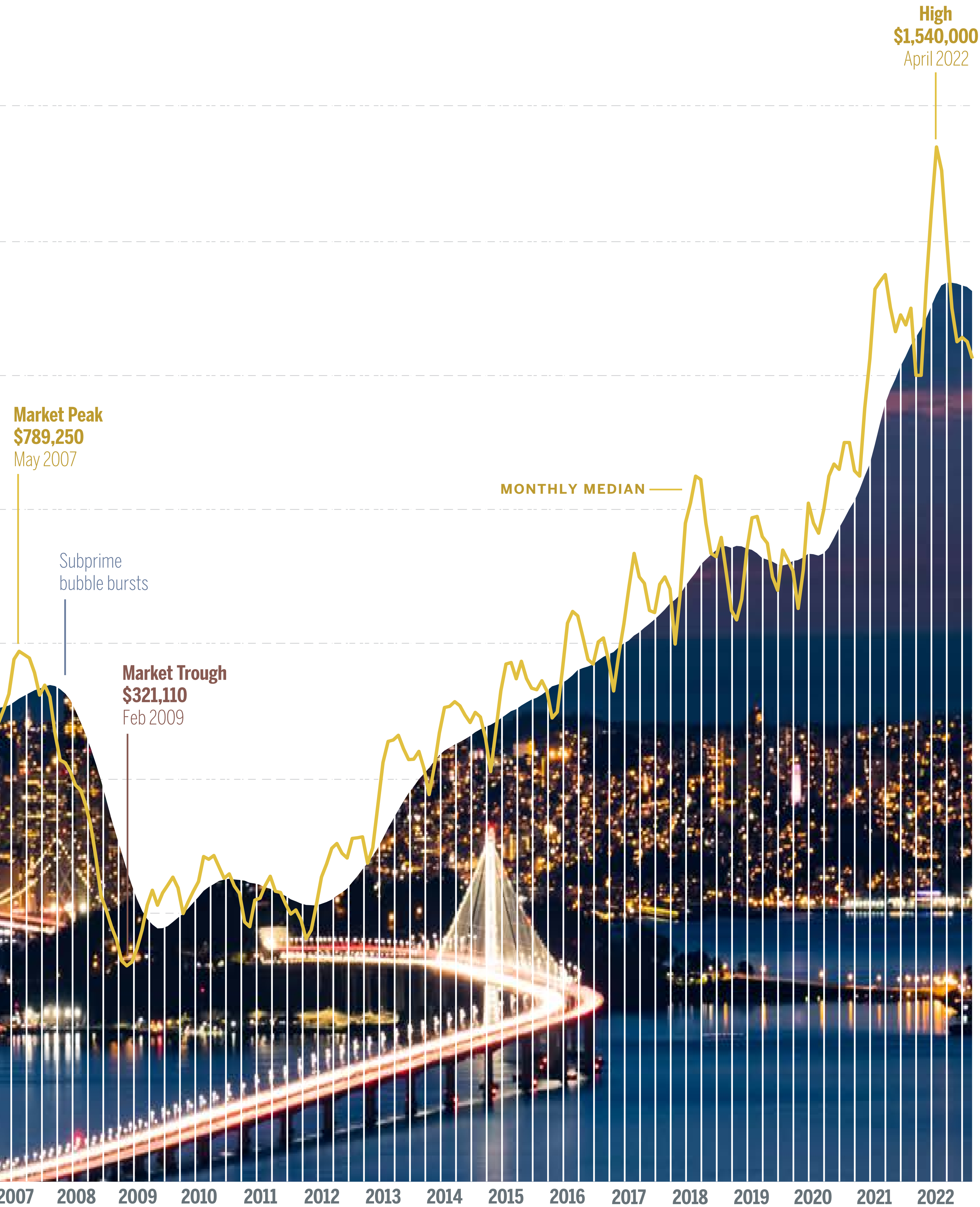
About Rosen Consulting Group

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.

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.

SAN FRANCISCO BAY AREA MEDIAN SALES PRICES: 1991-2022

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

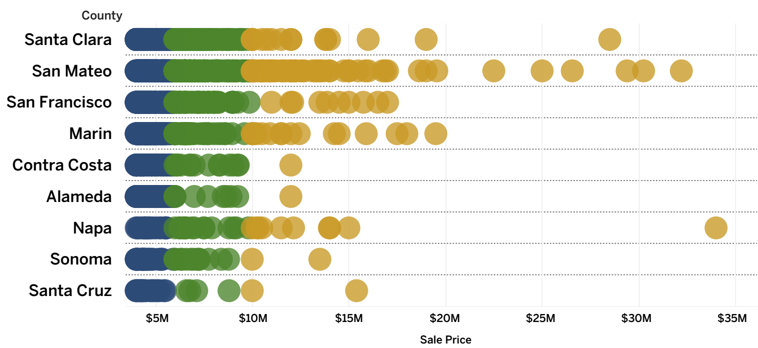

High
$1,540,000
April 2022
Market Peak
$789,250
May 2007
MONTHLY MEDIAN
Subprime
bubble bursts
Market Trough
$321,110
Feb 2009
2007
2008
2009
2010
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022

LUXURY MARKET SALES SUMMARY

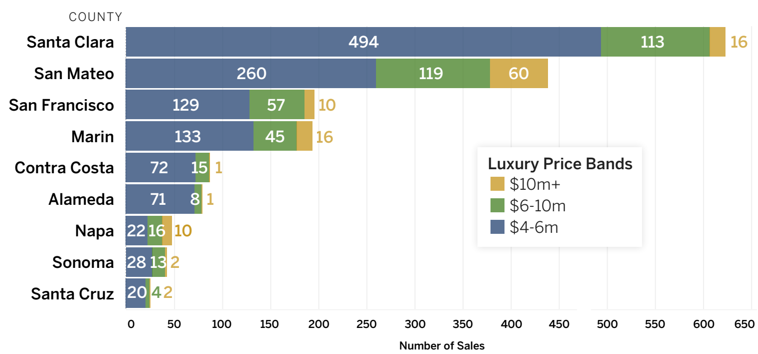
SAN FRANCISCO BAY AREA LUXURY MARKET

Golden Gate Sotheby's International Realty serves the SF Bay Area luxury home market with exclusive access to the largest international "Luxury MLS" — the Sotheby's International Realty listing syndication platform, which includes sothebysrealty.com and partners that include Mansion Global, The Wall Street Journal, Barron's, Financial Times, James Edition and Juwai, just to name a few. The platform allows buyers from around the world to locate luxury homes in the SF Bay Area and beyond.

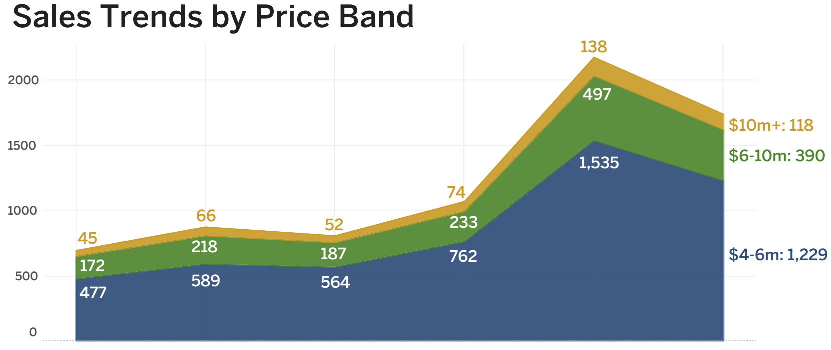
2022 Luxury Sales by County and Sale Price



2022 Luxury Sales by Price Band



Sales Trends by Price Band



2022 LUXURY SALES

Sales at the highest-end of the market dropped slightly in 2022 from the luxury boom that was 2021, but remained more than 60% above 2020 levels.

The highest priced sale recorded in the MLS in 2022 was for a 15,288-square-foot home on a 45-acre vineyard property in St. Helena in Napa Valley wine country. Of the top ten highest sales for the year, seven were in San Mateo County, and one in each in Napa, Santa Clara, and Marin counties.

For an in-depth review of the luxury housing market worldwide, see luxuryoutlook.com

OUR BROKERAGE'S SIGNIFICANT SALES

View Reports Here

SAN FRANCISCO SINGLE FAMILY

2022 ANNUAL SALES BY DISTRICT · SINGLE FAMILY HOMES

City	Average Sale Price 2022	Average Sale Price ±%	Median Sale Price 2022	Median Sale Price ±%	High Sale 2022	Avg Price/SF 2022	Avg Price/SF ±%	# of Sales 2022	# of Sales ±%	DOM 2022	DOM ±%
District 1	$2,747,436	-0.2%	$2,400,000	-3.7%	$8,950,000	$1,072	2.1%	207	-8.4%	20	10.6%
District 2	$1,794,350	-1.9%	$1,700,000	0.0%	$3,915,000	$1,042	1.6%	462	-12.3%	19	33.1%
District 3	$1,528,150	0.4%	$1,400,000	-0.7%	$3,400,000	$902	-1.1%	159	-15.0%	24	-6.4%
District 4	$2,250,070	1.9%	$2,000,000	1.4%	$7,100,000	$1,026	2.8%	323	-25.2%	20	20.2%
District 5	$2,971,146	-4.7%	$2,650,000	-4.5%	$8,250,000	$1,159	6.9%	349	-23.6%	21	-7.3%
District 6	$3,145,402	-4.9%	$2,875,000	5.3%	$6,000,000	$1,029	-2.8%	42	-23.6%	30	28.9%
District 7	$5,799,165	-6.8%	$4,950,000	-5.2%	$17,000,000	$1,403	-4.2%	93	-40.8%	36	24.7%
District 8	$3,613,857	-6.2%	$2,602,500	-14.7%	$12,000,000	$1,244	2.2%	30	-3.2%	50	-1.3%
District 9	$2,021,653	6.8%	$1,825,000	4.3%	$5,625,000	$999	5.5%	243	-28.3%	24	-10.1%
District 10	$1,238,468	2.9%	$1,200,000	0.0%	$2,195,000	$806	3.2%	451	-14.9%	25	3.2%
San Francisco Co.	$2,218,755	-4.1%	$1,800,000	-1.1%	$17,000,000	$1,017	1.9%	2359	-19.8%	23	6.1%

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

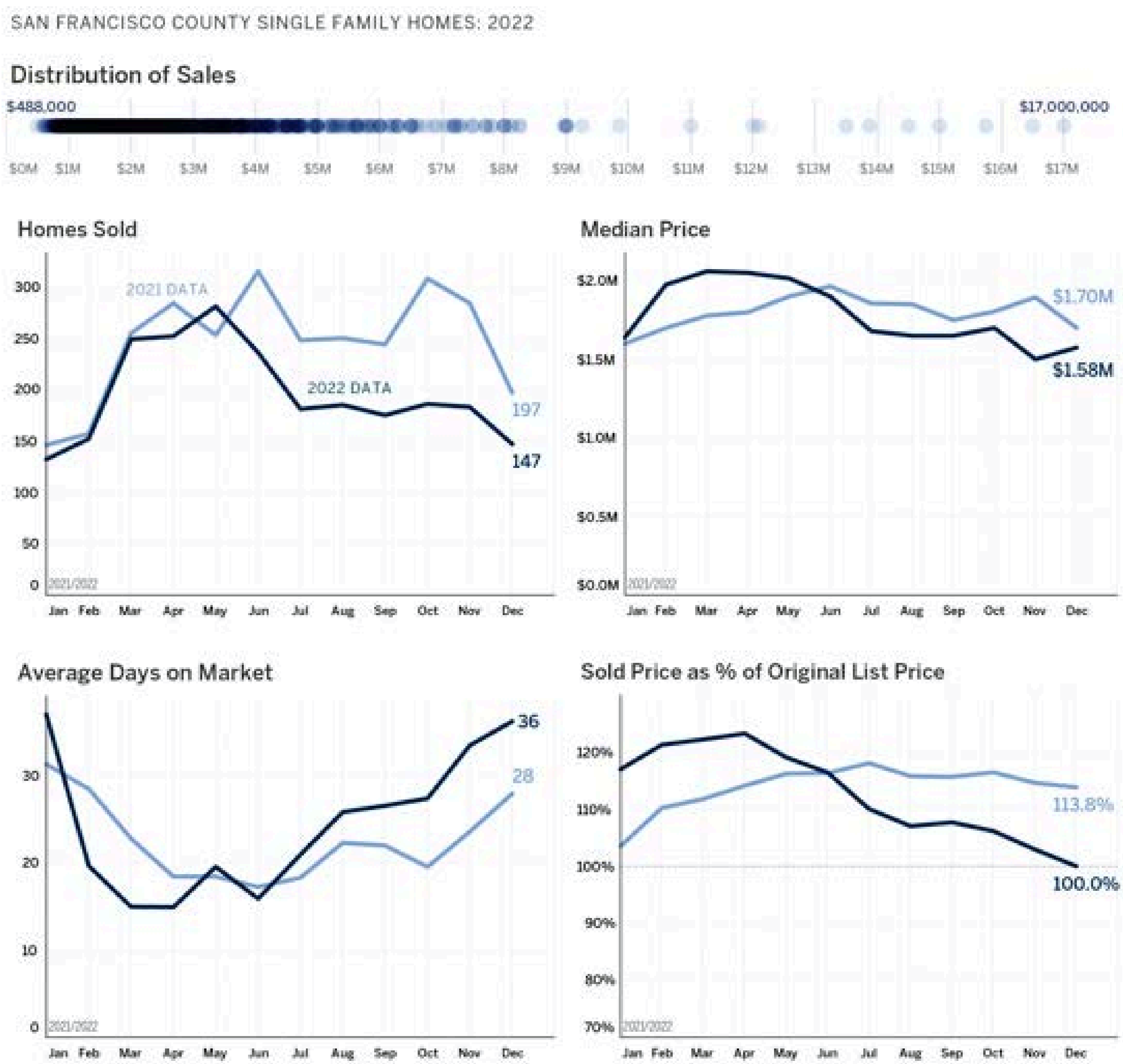
DISTRICT 8
Downtown, Financial District/Barbary Coast, Nob Hill, North Beach, Russian Hill, Van Ness/Civic Center, Telegraph Hill, North Waterfront, Tenderloin

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 COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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.

SAN FRANCISCO CONDOS

2022 ANNUAL SALES BY DISTRICT · CONDO/CO-OP/TIC/LOFT

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
City	2022	±%	2022	±%	2022	2022	±%	2022	±%	2022	±%
District 1	$1,395,889	-3.7%	$1,355,000	-3.2%	$3,325,000	$1,017	6.8%	161	-24.8%	29	23.6%
District 2	$1,248,017	4.2%	$1,300,000	16.9%	$2,208,000	$970	12.7%	35	-48.5%	34	-5.4%
District 3	$886,021	-8.1%	$770,000	-9.6%	$1,500,000	$764	5.0%	37	-35.1%	36	-22.7%
District 4	$881,539	-3.1%	$804,000	2.4%	$1,760,000	$887	2.2%	56	-8.2%	41	-15.3%
District 5	$1,515,053	2.4%	$1,475,000	1.7%	$4,500,000	$1,019	10.2%	537	-20.8%	26	-7.5%
District 6	$1,284,167	-2.8%	$1,225,000	-4.2%	$3,100,000	$986	1.1%	344	-28.6%	38	4.9%
District 7	$1,960,564	-2.4%	$1,600,000	-0.2%	$19,000,000	$1,134	3.2%	310	-34.5%	34	-5.0%
District 8	$1,383,600	3.3%	$1,065,000	-0.9%	$17,000,000	$1,019	3.5%	510	-32.3%	47	-9.9%
District 9	$1,240,169	-3.5%	$1,100,000	-0.7%	$8,600,000	$1,003	-1.7%	984	-32.2%	52	4.9%
District 10	$766,153	-0.9%	$776,750	-0.4%	$1,200,000	$662	-0.1%	94	-9.6%	70	46.8%
San Francisco Co.	$1,372,771	-1.4%	$1,200,000	-1.6%	$19,000,000	$1,005	2.3%	3068	-29.3%	42	-0.3%

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

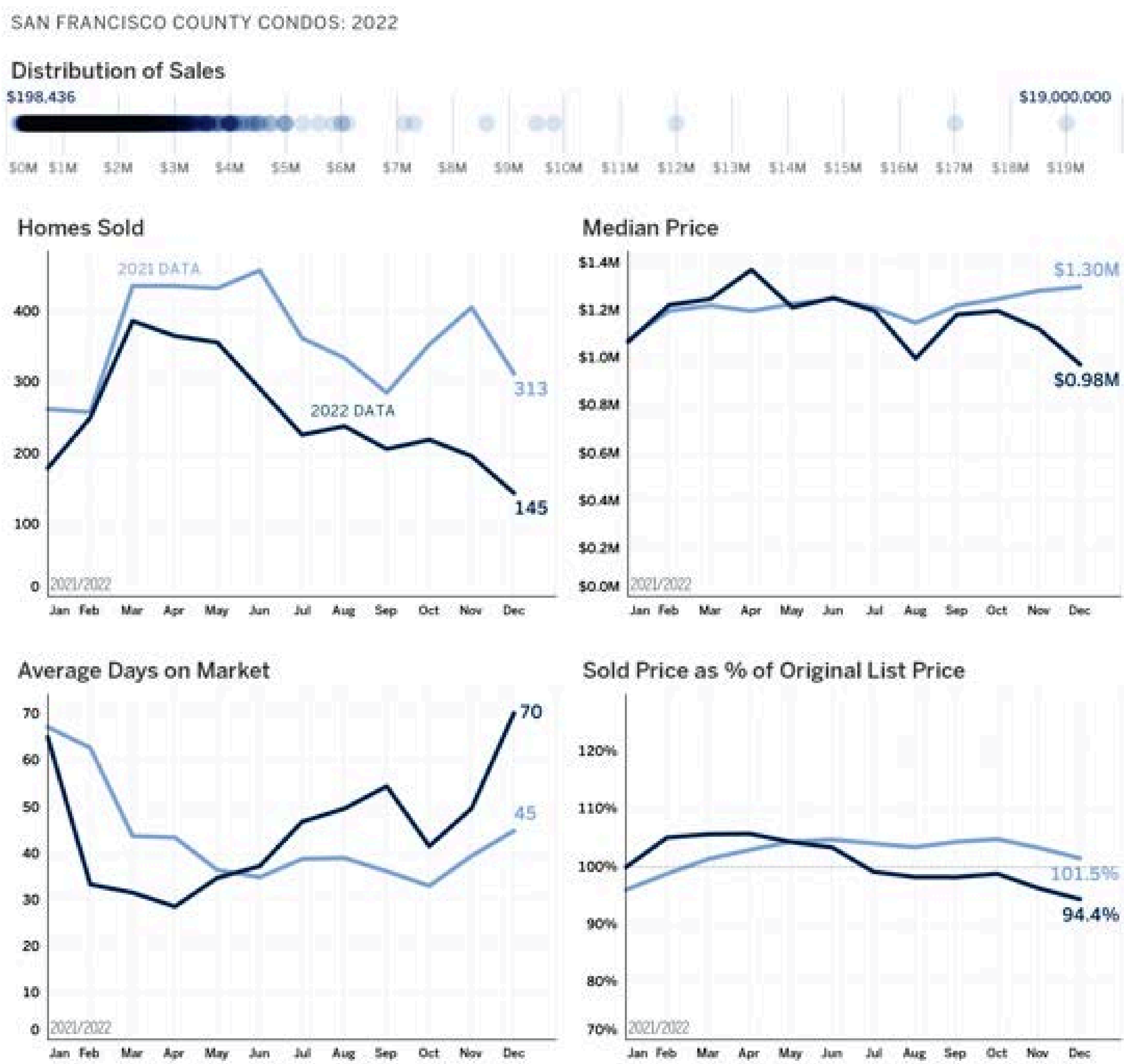
DISTRICT 8
Downtown, Financial District/ Barbary Coast, Nob Hill, North Beach, Russian Hill, Van Ness/ Civic Center, Telegraph Hill, North Waterfront, Tenderloin

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 COUNTY · MONTHLY MARKET TRENDS · CONDO/CO-OP/TIC/LOFT

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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.

ALAMEDA COUNTY

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price 2022	±%	Median Sale Price 2022	±%	High Sale 2022	Avg Price/SF 2022	±%	# of Sales 2022	±%	DOM 2022	±%
Alameda	$1,524,177	5.6%	$1,495,000	6.8%	$3,500,000	$871	4.8%	357	-22.9%	17	8.8%
Albany	$1,441,906	-3.1%	$1,400,000	-0.2%	$2,550,000	$1,054	2.6%	81	-27.7%	15	13.6%
Berkeley	$1,869,675	6.5%	$1,700,000	5.6%	$8,650,000	$1,024	8.7%	588	-19.2%	18	5.9%
Castro Valley	$1,290,119	2.3%	$1,250,000	2.0%	$2,950,000	$739	8.1%	439	-15.9%	19	60.0%
Dublin	$1,717,558	9.4%	$1,625,000	8.3%	$3,790,000	$780	13.3%	397	-27.8%	17	113.7%
Emeryville	$914,250	-12.5%	$862,500	-16.3%	$1,500,000	$772	-8.3%	6	-25.0%	12	-38.2%
Fremont	$1,798,889	10.6%	$1,650,000	12.9%	$8,903,000	$1,004	11.3%	1038	-31.4%	16	39.1%
Hayward	$1,056,544	7.0%	$952,500	5.4%	$2,758,200	$668	7.6%	814	-18.2%	20	49.4%
Livermore	$1,351,176	10.6%	$1,220,000	10.5%	$5,150,000	$724	12.2%	917	-26.0%	18	94.0%
Newark	$1,424,659	14.1%	$1,350,000	10.9%	$3,000,000	$862	13.0%	292	-28.8%	16	35.5%
Oakland	$1,208,852	2.9%	$1,062,000	1.1%	$5,600,000	$723	1.9%	2400	-24.2%	22	15.3%
Piedmont	$3,102,637	-1.1%	$2,747,500	-0.1%	$12,000,000	$1,065	0.0%	114	-24.5%	17	52.9%
Pleasanton	$2,063,051	10.4%	$1,785,000	7.2%	$5,980,000	$877	13.0%	527	-37.6%	18	89.0%
San Leandro	$978,459	7.6%	$910,000	4.6%	$1,858,000	$677	5.4%	501	-20.6%	19	39.1%
San Lorenzo	$873,116	3.0%	$862,500	1.5%	$1,335,000	$678	6.9%	204	-8.1%	16	26.5%
Sunol	$1,615,692	10.5%	$1,300,000	14.5%	$3,300,000	$655	0.2%	9	-62.5%	37	-9.8%
Union City	$1,443,346	9.2%	$1,403,000	7.1%	$3,185,000	$808	8.7%	264	-29.2%	20	99.0%
Alameda Co.	$1,430,755	5.7%	$1,315,000	5.2%	$12,000,000	$799	7.1%	8948	-25.1%	19	37.1%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Alameda Co.	$794,057	7.0%	$745,000	4.9%	$2,000,000	$647	5.3%	3312	-27.4%	22	12.8%

ALAMEDA COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

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.

CONTRA COSTA COUNTY

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

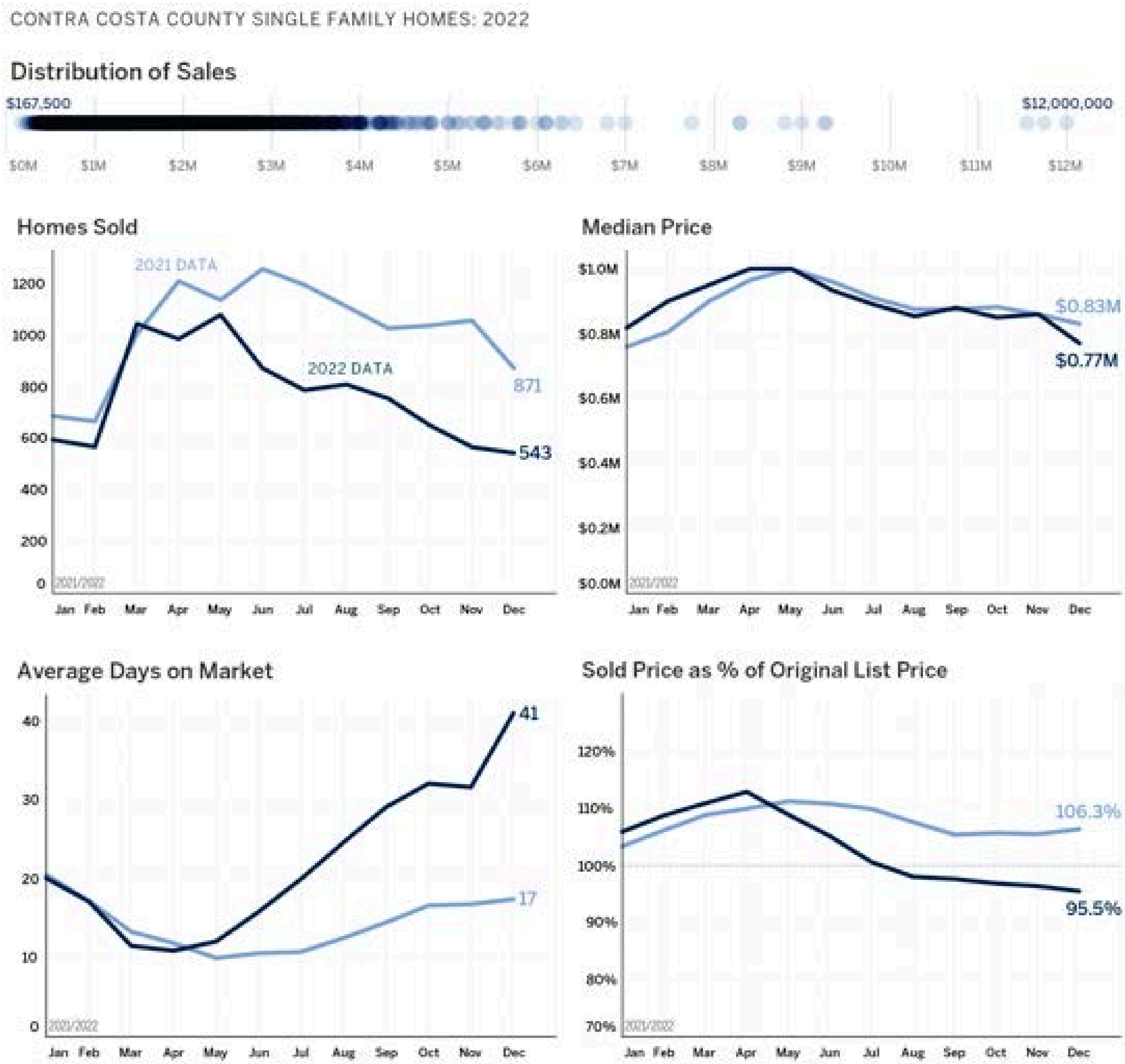
City	Average Sale Price 2022	±%	Median Sale Price 2022	±%	High Sale 2022	Avg Price/SF 2022	±%	# of Sales 2022	±%	DOM 2022	±%
Alamo	$3,009,718	10.1%	$2,700,000	8.0%	$9,250,000	$847	12.3%	160	-44.3%	21	21.7%
Antioch	$674,835	8.2%	$655,000	6.5%	$1,568,000	$360	5.0%	1139	-8.3%	23	83.6%
Bay Point	$617,285	1.3%	$597,500	-0.4%	$1,200,000	$423	9.6%	124	-14.5%	16	19.0%
Bethel Island	$785,769	24.1%	$740,000	20.3%	$1,500,000	$529	25.9%	29	-9.4%	27	-16.8%
Brentwood	$911,592	8.6%	$865,000	7.5%	$3,000,000	$390	8.0%	857	-29.5%	22	56.8%
Byron	$906,320	-0.4%	$787,600	19.6%	$1,470,000	$665	43.5%	5	-64.3%	13	-51.8%
Clayton	$1,227,250	8.1%	$1,217,500	10.2%	$2,110,000	$560	11.6%	134	-16.8%	17	47.4%
Concord	$905,631	6.2%	$850,000	4.3%	$3,000,000	$567	7.9%	980	-24.0%	17	40.1%
Crockett	$793,433	11.1%	$725,000	0.0%	$1,200,000	$482	8.8%	25	-37.5%	37	35.1%
Danville	$2,380,565	14.2%	$2,250,000	17.8%	$8,300,000	$835	16.5%	564	-41.2%	17	49.9%
Diablo	$3,518,200	4.6%	$3,449,900	24.3%	$5,275,000	$806	-4.5%	14	-39.1%	40	40.0%
Discovery Bay	$934,412	5.8%	$830,000	3.1%	$2,999,999	$376	6.6%	273	-34.2%	34	61.2%
El Cerrito	$1,354,686	4.9%	$1,280,000	0.9%	$3,300,000	$843	4.3%	204	-18.4%	17	15.9%
El Sobrante	$811,349	3.5%	$795,000	2.6%	$1,850,000	$524	3.6%	100	-31.0%	21	43.7%
Hercules	$965,824	4.9%	$940,000	4.4%	$1,608,000	$465	11.1%	132	-20.5%	18	14.9%
Kensington	$1,683,020	5.5%	$1,650,000	5.4%	$3,610,000	$857	2.4%	66	-30.5%	15	7.4%
Knightsen	$500,000	-62.2%	$500,000	-67.7%	$500,000	$534	-6.0%	1	-80.0%	0	-100.0%
Lafayette	$2,450,314	15.2%	$2,050,000	6.9%	$12,000,000	$945	14.8%	319	-22.0%	17	6.2%
Martinez	$922,791	4.1%	$855,000	3.0%	$2,900,000	$534	4.2%	381	-20.3%	20	51.6%
Moraga	$2,217,638	14.5%	$2,125,000	14.2%	$3,625,000	$866	11.5%	115	-36.1%	12	-16.2%
Oakley	$724,237	5.2%	$700,000	3.8%	$1,840,000	$374	7.9%	492	-20.6%	26	68.5%
Orinda	$2,297,366	5.0%	$2,115,000	8.5%	$6,750,000	$866	8.4%	226	-38.8%	21	23.3%
Pacheco	$774,879	3.5%	$785,000	2.6%	$970,000	$559	-3.6%	19	-5.0%	16	-19.6%
Pinole	$809,678	4.7%	$805,000	5.9%	$1,302,000	$528	2.8%	138	-20.2%	21	39.7%
Pittsburg	$664,770	6.1%	$649,000	4.8%	$1,354,315	$388	5.4%	504	0.4%	27	86.7%
Pleasant Hill	$1,180,625	8.2%	$1,150,000	9.0%	$2,100,000	$707	9.9%	295	-27.9%	17	33.7%
Port Costa	$1,920,000	220.0%	$1,920,000	220.0%	$1,920,000	$359	-42.6%	1	0.0%	43	168.8%
Richmond	$787,944	7.0%	$745,000	6.4%	$2,104,000	$558	1.8%	623	-16.3%	22	31.6%
Rodeo	$692,965	6.6%	$695,000	3.0%	$1,100,000	$484	0.4%	55	-27.6%	21	7.2%
San Pablo	$644,636	0.9%	$650,000	4.8%	$1,175,000	$528	-0.3%	167	-23.7%	24	57.8%
San Ramon	$2,014,935	16.5%	$1,920,000	17.8%	$4,015,000	$810	14.3%	580	-28.5%	17	126.7%
Walnut Creek	$1,705,840	12.3%	$1,600,000	9.7%	$4,120,500	$804	10.1%	520	-30.0%	14	13.6%
Contra Costa Co.	$1,213,860	4.2%	$900,000	0.6%	$12,000,000	$578	6.0%	9242	-24.5%	21	48.3%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Contra Costa Co.	$683,708	9.9%	$588,000	5.0%	$2,638,000	$546	9.1%	2561	-26.6%	19	1.3%

CONTRA COSTA COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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.

MARIN COUNTY

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
City	2022	±%	2022	±%	2022	2022	±%	2022	±%	2022	±%
Belvedere	$5,771,827	-4.0%	$4,317,500	-6.5%	$19,500,000	$1,925	7.7%	22	-52.2%	49	-43.4%
Bolinas	$2,029,000	-25.6%	$2,000,000	-4.8%	$2,775,000	$1,601	23.3%	5	-61.5%	20	-63.1%
Corte Madera	$2,135,702	5.9%	$2,000,000	5.8%	$4,350,000	$1,128	9.2%	93	-7.0%	20	14.6%
Dillon Beach	$1,408,000	-15.1%	$1,415,000	-16.8%	$2,300,000	$944	15.7%	5	-44.4%	22	-13.5%
Fairfax	$1,463,892	1.8%	$1,400,000	9.8%	$3,730,000	$848	6.7%	94	-17.5%	25	-5.5%
Fallon	$100,000	-97.7%	$100,000	-97.7%	$100,000	$47	-98.8%	1	0.0%	16	700.0%
Forest Knolls	$1,042,125	13.4%	$880,000	-0.3%	$3,540,000	$560	-6.4%	12	0.0%	43	15.9%
Greenbrae	$2,418,392	18.7%	$2,300,000	15.6%	$4,750,000	$996	6.7%	37	-37.3%	21	3.4%
Inverness	$1,609,118	-26.5%	$1,500,000	-0.7%	$3,000,000	$1,050	14.9%	17	0.0%	17	-64.8%
Kentfield	$3,950,685	14.1%	$3,337,500	19.2%	$11,500,000	$1,211	6.4%	54	-31.6%	29	10.2%
Lagunitas	$1,559,000	17.5%	$1,265,000	-1.0%	$4,000,001	$899	74.8%	11	37.5%	54	32.0%
Larkspur	$2,884,037	16.6%	$2,700,000	17.4%	$5,675,000	$1,258	13.2%	54	-34.9%	24	21.0%
Marshall	$3,600,000	134.1%	$3,600,000	134.1%	$3,600,000	$3,000	135.8%	1	-50.0%	8	-80.7%
Mill Valley	$2,661,763	4.8%	$2,220,000	5.7%	$15,900,000	$1,167	12.2%	324	-19.6%	22	-16.7%
Muir Beach	$3,701,667	-28.2%	$4,700,000	-8.8%	$4,805,000	$1,953	47.8%	3	50.0%	4	-91.3%
Nicasio	$3,456,063	150.4%	$3,437,125	186.4%	$4,650,000	$1,005	88.3%	4	33.3%	36	-57.5%
Novato	$1,448,191	8.8%	$1,300,000	8.2%	$8,000,000	$679	12.2%	459	-26.6%	25	-6.6%
Olema	†	†	†	†	†	†	†	0	†	†	†
Pt. Reyes Station	$2,741,429	-18.4%	$2,495,000	4.1%	$4,850,000	$1,403	-26.5%	7	16.7%	42	100.0%
Ross	$6,557,632	4.9%	$5,200,000	22.4%	$18,000,000	$1,607	7.6%	19	-54.8%	24	-38.8%
San Anselmo	$2,139,407	7.7%	$1,828,000	7.4%	$5,500,000	$975	9.4%	152	-38.7%	22	-7.9%
San Geronimo	$1,556,000	-16.1%	$1,480,000	-5.0%	$2,350,000	$791	12.8%	5	-50.0%	58	68.7%
San Rafael	$1,730,992	3.4%	$1,580,000	5.3%	$5,800,000	$861	12.5%	437	-19.8%	25	-12.6%
Sausalito	$2,991,553	16.9%	$2,575,000	18.1%	$7,500,000	$1,257	20.2%	82	7.9%	22	-54.5%
Stinson Beach	$4,442,333	-0.1%	$3,730,000	6.3%	$14,250,000	$2,540	27.0%	12	0.0%	27	-5.1%
Tiburon	$4,218,076	12.9%	$3,700,000	13.8%	$17,500,000	$1,337	12.4%	113	-28.5%	25	-35.9%
Tomales	$1,856,250	104.8%	$1,337,500	40.8%	$3,650,000	$733	30.4%	4	33.3%	128	14.5%
Woodacre	$1,218,852	-11.2%	$1,220,000	-4.3%	$2,315,000	$640	-6.7%	27	80.0%	25	-53.0%
Marin Co.	$2,239,779	4.0%	$1,800,000	7.5%	$19,500,000	$984	10.5%	2054	-23.7%	25	-15.7%

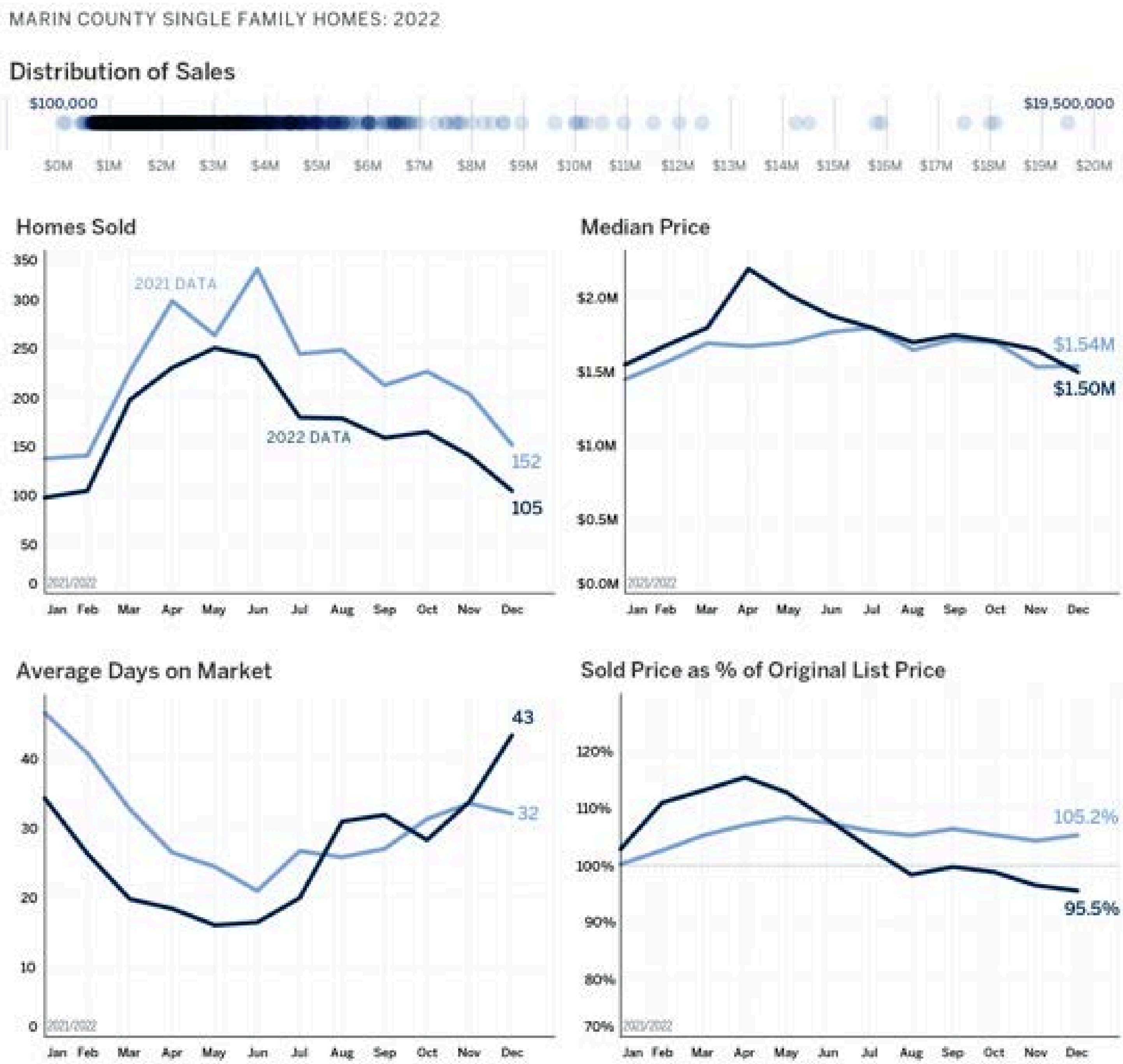
CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Marin Co.	$910,006	10.6%	$825,000	12.2%	$3,799,000	$689	9.5%	597	-24.2%	36	-7.7%

†No sales recorded for 2022.

MARIN COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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.

NAPA COUNTY

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2022	±%	2022	±%	2022	2022	±%	2022	±%	2022	±%
American Canyon	$734,206	7.9%	$715,000	2.1%	$1,700,000	$411	11.6%	110	-17.3%	44	32.2%
Angwin	$1,923,444	65.4%	$985,444	25.1%	$11,500,000	$626	26.8%	20	-50.0%	90	-0.5%
Calistoga	$2,220,491	29.9%	$1,131,000	11.4%	$15,000,000	$1,161	71.9%	49	-31.9%	86	-3.8%
Deer Park	†	†	†	†	†	†	†	0	†	†	†
Napa	$1,317,351	9.5%	$952,500	6.4%	$14,000,000	$677	13.7%	735	-28.4%	42	-14.2%
Oakville	$935,000	-92.3%	$935,000	-92.3%	$935,000	$649	-47.2%	1	-50.0%	72	-46.3%
Pope Valley	$604,178	43.2%	$379,000	24.3%	$1,475,000	$327	23.5%	9	-18.2%	146	65.4%
Rutherford	$9,225,000	184.9%	$9,225,000	184.9%	$14,000,000	$2,028	68.8%	2	0.0%	54	-76.2%
St. Helena	$2,787,438	-0.2%	$1,750,000	-9.1%	$34,000,000	$1,118	6.0%	103	-5.5%	87	-14.9%
Yountville	$2,209,664	10.3%	$1,980,000	36.6%	$4,400,000	$1,116	8.6%	24	-4.0%	24	-75.7%
Napa Co.	$1,482,668	11.7%	$975,000	8.5%	$34,000,000	$724	17.3%	1053	-25.8%	50	-11.1%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Napa Co.	$738,180	16.0%	$637,500	7.8%	$2,200,000	$583	8.5%	138	-33.0%	41	-32.1%

†No sales recorded for 2022.

NAPA COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

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.

SAN MATEO COUNTY

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

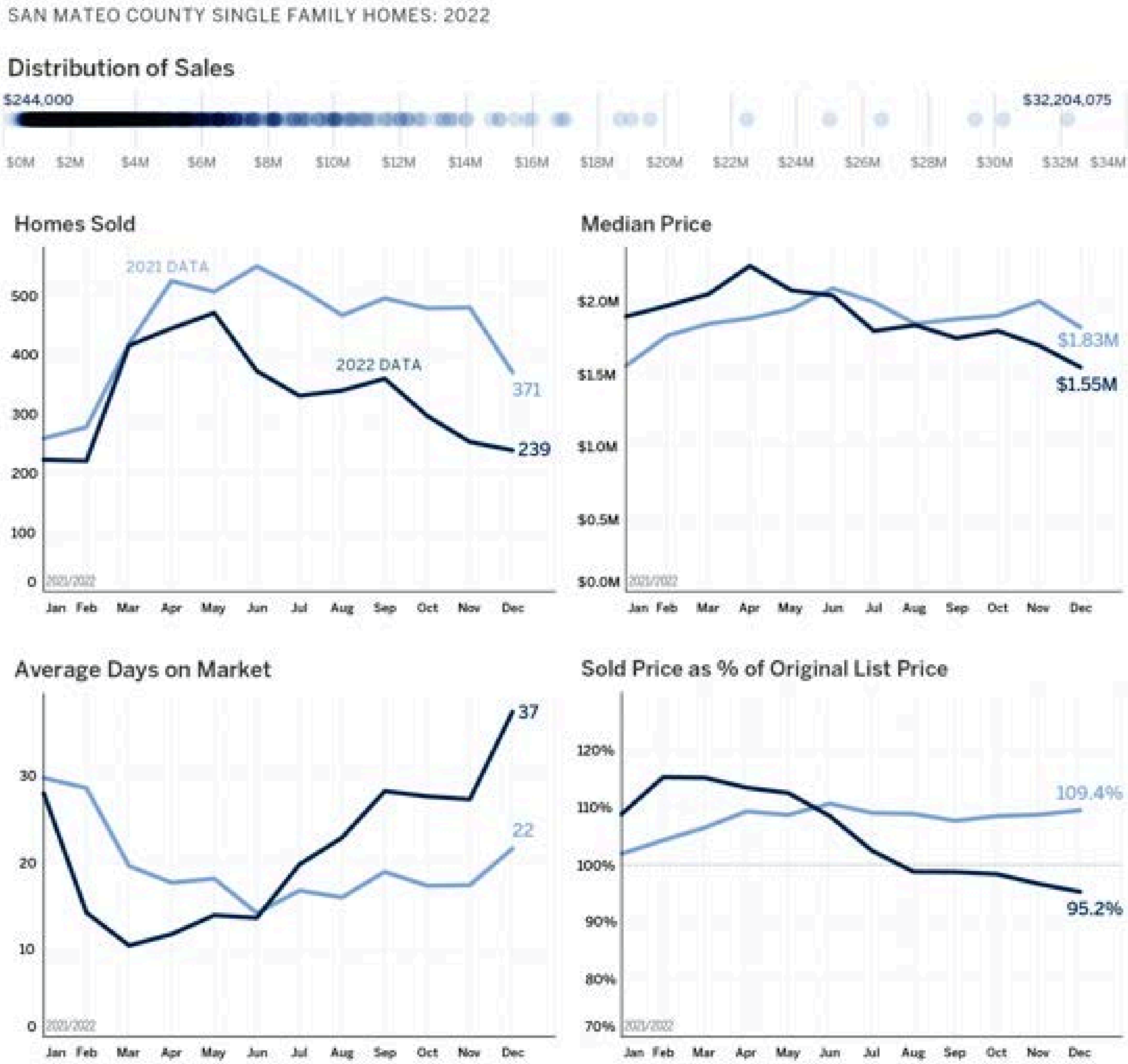
City	Average Sale Price 2022	±%	Median Sale Price 2022	±%	High Sale 2022	Avg Price/SF 2022	±%	# of Sales 2022	±%	DOM 2022	±%
Atherton	$9,463,536	-2.7%	$7,732,500	-3.0%	$30,250,000	$1,957	7.0%	74	-26.7%	27	-40.6%
Belmont	$2,475,041	6.7%	$2,420,000	8.0%	$4,600,000	$1,340	8.7%	153	-39.8%	15	33.1%
Brisbane	$1,594,936	16.8%	$1,475,000	9.3%	$2,710,000	$933	5.8%	34	-33.3%	25	-16.4%
Burlingame	$3,079,585	1.9%	$2,897,250	1.8%	$6,495,000	$1,436	5.5%	174	-31.5%	18	2.6%
Colma	$1,125,700	-1.9%	$1,048,500	0.7%	$1,580,000	$904	11.6%	5	-37.5%	39	122.4%
Daly City	$1,262,370	1.0%	$1,250,000	1.6%	$2,050,000	$871	4.4%	374	-7.9%	20	31.1%
East Palo Alto	$1,116,652	1.6%	$1,071,500	4.8%	$2,020,000	$817	2.9%	88	-24.8%	25	-11.9%
El Granada	$2,046,789	29.2%	$1,815,000	15.9%	$10,750,000	$925	14.8%	37	-40.3%	28	57.2%
Foster City	$2,407,162	5.6%	$2,328,000	5.8%	$3,680,000	$1,169	3.7%	93	-18.4%	14	48.4%
Half Moon Bay	$1,959,466	6.1%	$1,750,000	-4.1%	$3,900,000	$927	7.9%	102	-20.9%	21	33.9%
Hillsborough	$6,334,578	5.3%	$5,500,000	6.3%	$15,470,000	$1,479	11.7%	116	-31.8%	36	-18.3%
La Honda	$1,234,185	10.7%	$965,000	7.2%	$3,000,000	$897	-3.9%	13	-38.1%	33	73.4%
Loma Mar	$962,500	-14.2%	$962,500	0.3%	$1,150,000	$591	-3.2%	2	-33.3%	109	890.9%
Menlo Park	$3,466,834	4.9%	$3,120,000	4.0%	$16,750,000	$1,632	8.0%	297	-37.2%	17	-12.4%
Millbrae	$2,224,836	4.0%	$2,150,000	2.4%	$3,850,000	$1,185	3.8%	115	-38.8%	19	13.8%
Montara	$1,784,852	-1.7%	$1,520,000	3.1%	$3,750,000	$951	-3.6%	27	-38.6%	26	-21.8%
Moss Beach	$1,880,348	24.0%	$1,525,000	6.3%	$7,500,000	$929	6.4%	23	-14.8%	36	11.9%
Pacifica	$1,475,656	2.1%	$1,400,000	3.7%	$3,500,000	$990	6.6%	259	-4.8%	19	11.2%
Pescadero	$1,599,040	-3.5%	$910,000	-34.4%	$8,250,000	$909	-25.4%	11	37.5%	34	-57.1%
Portola Valley	$5,341,106	32.3%	$4,200,000	19.8%	$25,000,000	$1,525	12.9%	59	-46.4%	26	-11.4%
Redwood City	$2,289,796	9.3%	$2,200,000	10.0%	$6,000,000	$1,242	6.3%	541	-20.7%	19	13.9%
Redwood Shores	$2,653,195	8.5%	$2,555,000	3.4%	$4,000,000	$1,292	6.8%	28	-30.0%	15	32.8%
San Bruno	$1,451,548	2.6%	$1,426,000	3.3%	$2,352,000	$981	3.1%	230	-14.2%	21	49.8%
San Carlos	$2,733,193	7.3%	$2,507,500	2.4%	$5,650,000	$1,385	8.3%	234	-34.8%	16	24.1%
San Gregorio	$8,900,000	273.9%	$8,900,000	273.9%	$9,650,000	$7,417	204.8%	2	0.0%	427	180.6%
San Mateo	$2,198,926	8.7%	$1,998,750	8.1%	$8,000,000	$1,256	7.4%	541	-26.2%	16	11.1%
So. San Francisco	$1,380,097	5.5%	$1,360,400	5.9%	$2,500,000	$941	4.5%	266	-17.1%	17	10.2%
Woodside	$5,941,255	19.1%	$4,875,000	30.0%	$32,204,075	$1,545	12.5%	71	-44.1%	40	-14.4%
San Mateo Co.	$2,487,282	2.3%	$1,918,888	1.0%	$32,204,075	$1,208	4.8%	3969	-25.7%	20	6.2%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
San Mateo Co.	$1,045,867	2.7%	$950,000	2.7%	$3,105,000	$851	2.6%	1404	-25.7%	26	3.8%

SAN MATEO COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

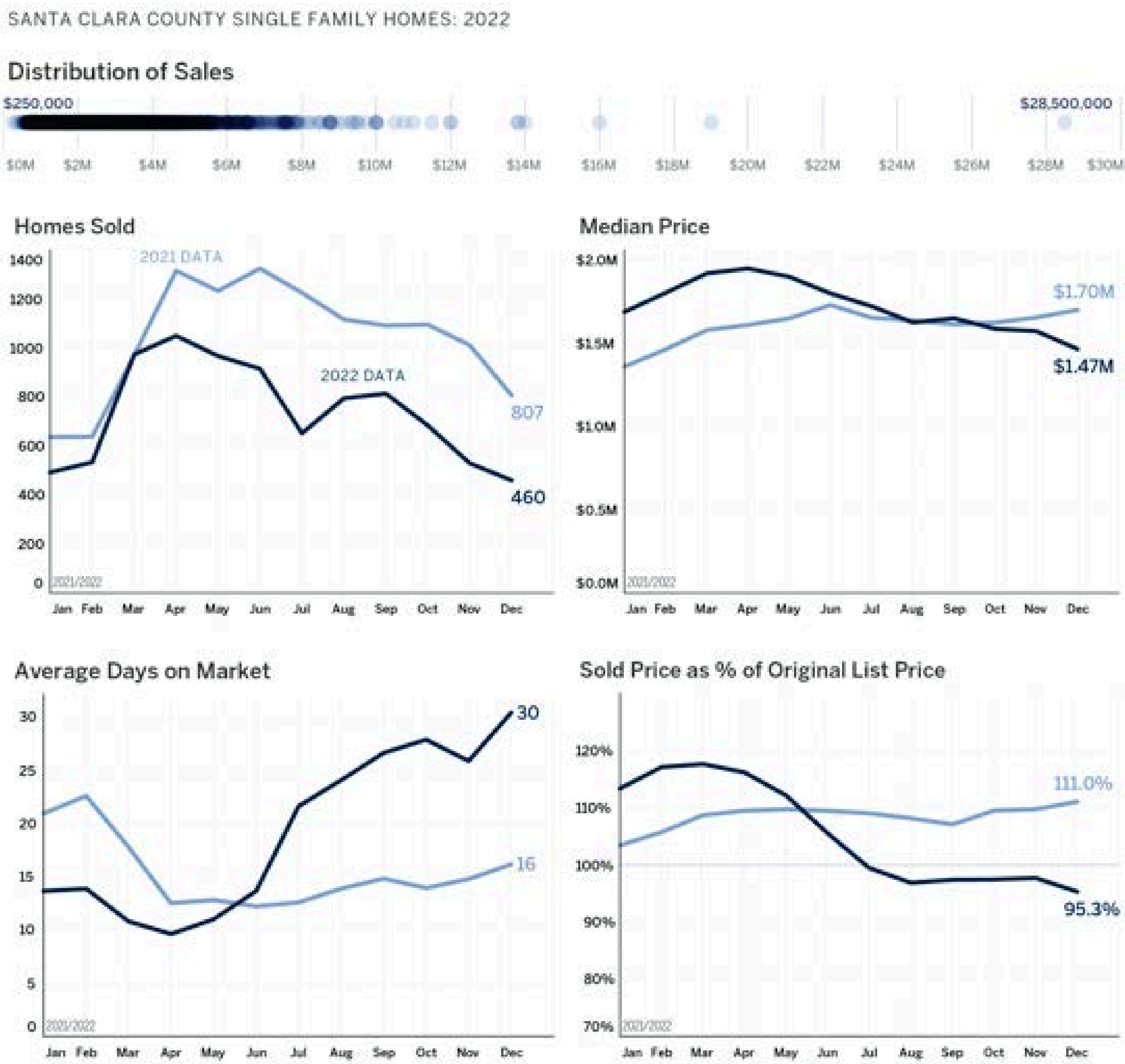
City	Average Sale Price 2022	±%	Median Sale Price 2022	±%	High Sale 2022	Avg Price/SF 2022	±%	# of Sales 2022	±%	DOM 2022	±%
Campbell	$2,018,391	7.8%	$1,887,500	9.4%	$4,500,000	$1,146	8.7%	244	-33.7%	17	17.8%
Cupertino	$3,025,345	5.6%	$2,950,000	4.7%	$6,300,000	$1,543	10.4%	216	-38.8%	16	33.9%
Gilroy	$1,248,197	11.8%	$1,137,000	13.7%	$4,000,000	$567	12.3%	448	-30.8%	21	40.8%
Los Altos	$4,423,287	3.1%	$4,200,000	2.4%	$11,500,000	$1,805	8.9%	268	-31.3%	17	4.8%
Los Altos Hills	$6,171,309	6.5%	$5,500,000	6.5%	$19,000,000	$1,646	16.0%	73	-41.1%	33	-16.3%
Los Gatos	$2,727,930	2.0%	$2,565,000	4.7%	$9,350,000	$1,180	12.9%	407	-37.7%	27	-6.1%
Milpitas	$1,663,446	12.6%	$1,515,000	8.4%	$12,000,000	$976	14.2%	231	-30.6%	16	14.5%
Monte Sereno	$4,544,560	2.4%	$4,200,000	5.7%	$16,000,000	$1,438	17.1%	47	-24.2%	25	10.3%
Morgan Hill	$1,606,564	11.8%	$1,460,000	10.2%	$6,800,000	$689	15.5%	459	-21.7%	23	30.1%
Mountain View	$2,739,990	5.9%	$2,600,000	5.3%	$5,400,000	$1,605	7.8%	246	-33.0%	18	14.1%
Palo Alto	$4,024,271	2.6%	$3,610,000	1.4%	$28,500,000	$1,946	7.8%	357	-33.4%	18	-19.3%
San Jose	$1,676,559	9.6%	$1,550,000	9.5%	$6,600,000	$971	10.1%	4626	-27.6%	17	31.9%
San Martin	$1,960,505	29.4%	$1,599,500	6.6%	$4,800,000	$723	3.3%	40	-18.4%	35	93.8%
Santa Clara	$1,852,372	10.0%	$1,800,000	9.6%	$3,650,000	$1,228	11.9%	514	-21.4%	14	8.5%
Saratoga	$3,889,394	6.1%	$3,800,000	8.6%	$10,000,000	$1,471	12.7%	220	-41.2%	26	79.0%
Stanford	$2,993,750	15.3%	$2,875,000	14.4%	$3,800,000	$1,108	10.4%	8	0.0%	26	153.0%
Sunnyvale	$2,373,566	8.8%	$2,400,000	9.1%	$4,980,000	$1,440	8.7%	542	-20.2%	14	13.8%
Santa Clara Co.	$2,111,923	5.8%	$1,750,000	8.1%	$28,500,000	$1,112	9.5%	8870	-28.9%	18	22.1%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Clara Co.	$1,041,384	6.9%	$960,000	6.7%	$3,900,000	$791	7.7%	4224	-27.7%	19	-12.7%

SANTA CLARA COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



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

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price 2022	Average Sale Price ±%	Median Sale Price 2022	Median Sale Price ±%	High Sale 2022	Avg Price/SF 2022	Avg Price/SF ±%	# of Sales 2022	# of Sales ±%	DOM 2022	DOM ±%
Aptos	$1,918,070	19.7%	$1,580,000	12.9%	$15,400,735	$974	10.4%	235	-23.0%	25	-4.5%
Ben Lomond	$1,115,002	16.3%	$933,500	0.9%	$3,425,000	$694	10.9%	64	-31.9%	19	29.4%
Boulder Creek	$861,662	6.6%	$820,000	2.6%	$1,995,000	$598	6.4%	126	-45.0%	23	14.9%
Brookdale	$816,679	7.0%	$739,000	-3.9%	$1,557,500	$560	-9.5%	14	27.3%	35	51.8%
Capitola	$1,865,142	5.4%	$1,650,000	-2.9%	$4,125,000	$1,481	25.4%	45	-18.2%	24	41.8%
Corralitos	$1,293,000	-2.6%	$1,050,000	-17.8%	$3,675,000	$724	-1.0%	8	-50.0%	63	67.5%
Davenport	$2,000,000	100.0%	$2,000,000	100.0%	$2,000,000	$1,151	80.0%	1	-50.0%	63	-9.4%
Felton	$880,782	5.9%	$885,000	14.2%	$1,721,000	$712	13.1%	85	-38.0%	25	13.7%
Freedom	$751,182	0.2%	$700,000	-11.4%	$931,000	$608	12.1%	11	-45.0%	11	-4.2%
La Selva Beach	$2,066,636	21.2%	$1,875,000	33.9%	$3,250,000	$901	0.6%	11	-42.1%	33	-52.4%
Los Gatos	$2,727,930	2.0%	$2,565,000	4.7%	$9,350,000	$1,180	12.9%	407	-37.7%	27	-6.1%
Mount Hermon	$769,813	-17.7%	$804,000	-8.4%	$1,000,000	$624	4.1%	8	-33.3%	15	-18.6%
Santa Cruz	$1,758,758	9.7%	$1,510,000	7.9%	$6,770,000	$1,065	12.7%	445	-23.9%	23	13.8%
Scotts Valley	$1,566,903	10.5%	$1,525,000	15.7%	$3,000,000	$739	13.3%	102	-37.8%	25	30.3%
Seacliff	$1,155,000	*	$1,155,000	*	$1,155,000	$1,157	*	1	*	14	*
Soquel	$1,673,830	5.5%	$1,600,000	17.2%	$4,880,000	$786	14.3%	50	-33.3%	27	4.3%
Watsonville	$937,865	-1.3%	$840,000	2.4%	$3,900,000	$612	8.1%	190	-22.4%	23	-2.8%
Santa Cruz Co.	$1,476,142	11.5%	$1,305,500	8.8%	$15,400,735	$865	13.7%	1472	-28.9%	24	3.6%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Cruz Co.	$906,600	17.8%	$840,000	19.1%	$2,925,000	$743	13.1%	349	-35.0%	18	-28.0%

*No sales recorded for 2021.

SANTA CRUZ COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

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

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price 2022	Average Sale Price ±%	Median Sale Price 2022	Median Sale Price ±%	High Sale 2022	Avg Price/SF 2022	Avg Price/SF ±%	# of Sales 2022	# of Sales ±%	DOM 2022	DOM ±%
Benicia	$933,145	7.0%	$865,000	1.9%	$2,300,000	$480	10.8%	207	-22.8%	29	30.2%
Birds Landing	$300,000	*	$300,000	*	$300,000	$288	*	1	*	108	*
Dixon	$650,950	8.9%	$625,000	8.7%	$2,800,000	$329	3.1%	280	-1.8%	33	39.8%
Elmira	$472,000	68.6%	$472,000	68.6%	$472,000	$349	*	1	0.0%	5	*
Fairfield	$678,096	5.0%	$635,000	5.8%	$3,800,000	$360	7.4%	985	-25.0%	33	24.1%
Rio Vista	$495,409	7.3%	$497,900	9.4%	$720,000	$309	13.2%	275	-23.0%	38	-0.6%
Suisun City	$553,495	4.5%	$553,500	5.4%	$900,000	$358	7.1%	251	-27.9%	35	34.5%
Vacaville	$664,504	6.6%	$630,000	8.6%	$2,200,000	$368	6.4%	1128	-22.6%	32	18.1%
Vallejo	$581,286	2.9%	$562,500	2.5%	$1,265,000	$390	4.6%	1023	-11.7%	33	30.8%
Winters	$1,289,545	14.1%	$1,090,000	-5.8%	$2,825,000	$512	-4.7%	11	10.0%	41	-58.0%
Solano Co.	$643,366	5.3%	$600,000	6.2%	$3,800,000	$370	6.8%	4162	-19.9%	33	22.6%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Solano Co.	$411,888	9.1%	$380,000	5.6%	$1,150,000	$366	8.3%	351	-26.4%	34	16.6%

*No sales recorded for 2021.

SOLANO COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

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

2022 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price 2022	Average Sale Price ±%	Median Sale Price 2022	Median Sale Price ±%	High Sale 2022	Avg Price/SF 2022	Avg Price/SF ±%	# of Sales 2022	# of Sales ±%	DOM 2022	DOM ±%
Annapolis	$806,000	-1.0%	$730,000	-18.9%	$970,000	$463	73.9%	3	-25.0%	54	-65.3%
Bodega	$1,145,500	*	$1,050,000	*	$1,762,500	$549	*	5	*	43	*
Bodega Bay	$1,673,244	13.9%	$1,595,000	6.3%	$5,250,000	$947	33.0%	45	-28.6%	37	27.3%
Boyes Hot Springs	$550,000	*	$550,000	*	$550,000	$759	*	1	*	0	*
Camp Meeker	$403,000	-20.3%	$395,000	-3.7%	$558,000	$502	17.9%	6	-68.4%	31	-54.6%
Cazadero	$651,000	2.0%	$620,000	6.0%	$1,025,000	$494	-2.1%	17	-41.4%	44	-30.1%
Cloverdale	$823,539	4.8%	$650,000	-0.2%	$4,562,500	$451	7.7%	117	-33.1%	49	-19.9%
Cotati	$888,813	10.6%	$777,953	8.8%	$2,050,000	$504	4.0%	38	-60.8%	38	-8.6%
Forestville	$832,585	21.7%	$699,000	28.4%	$2,060,000	$564	7.3%	65	-38.7%	40	-28.4%
Fulton	$821,667	44.9%	$735,000	63.3%	$1,050,000	$569	68.1%	3	0.0%	59	287.0%
Geyserville	$2,258,500	95.3%	$1,755,000	112.7%	$5,900,000	$667	37.6%	12	-40.0%	91	-41.6%
Glen Ellen	$1,552,470	-27.0%	$1,100,000	-35.5%	$4,025,000	$756	-6.5%	33	-45.0%	78	-4.6%
Graton	$890,063	-4.9%	$932,500	9.4%	$1,175,000	$790	21.7%	8	0.0%	45	68.7%
Guerneville	$682,031	11.5%	$650,000	11.9%	$2,025,000	$562	9.8%	119	-23.7%	41	2.9%
Healdsburg	$1,665,499	5.0%	$1,200,000	9.3%	$13,500,000	$756	5.9%	193	-35.2%	66	-0.6%
Jenner	$1,100,944	-12.2%	$960,000	-8.4%	$2,093,550	$860	-0.8%	8	-50.0%	72	27.9%
Kenwood	$1,963,474	-2.5%	$1,332,000	5.5%	$5,330,000	$843	5.4%	19	-20.8%	68	4.7%
Monte Rio	$590,622	-14.3%	$600,000	-7.1%	$1,300,000	$584	1.5%	37	-31.5%	43	-6.4%
Occidental	$1,306,875	2.6%	$1,103,500	-1.1%	$2,900,000	$707	11.1%	20	-9.1%	63	1.0%
Penngrove	$1,485,712	16.4%	$1,310,000	8.9%	$3,600,000	$614	-2.3%	33	-17.5%	52	33.6%
Petaluma	$1,088,571	7.3%	$950,000	8.6%	$3,915,000	$619	12.0%	529	-23.0%	29	-13.9%
Rio Nido	$335,333	-27.5%	$327,500	-24.7%	$560,000	$342	-41.5%	6	50.0%	65	92.2%
Rohnert Park	$761,773	8.0%	$770,000	10.6%	$1,130,000	$435	5.3%	259	-22.5%	30	-8.9%
Santa Rosa	$907,122	9.5%	$762,000	8.5%	$8,775,000	$489	8.4%	1630	-33.8%	39	-18.2%
Sebastopol	$1,327,270	3.7%	$1,175,000	0.9%	$4,725,000	$693	11.9%	220	-22.5%	39	-19.4%
Sonoma	$1,586,266	5.1%	$1,145,000	10.0%	$10,000,000	$760	9.3%	323	-33.5%	39	-13.7%
The Sea Ranch	$1,656,291	-3.7%	$1,495,000	-0.3%	$3,580,000	$803	10.6%	74	-23.7%	31	11.5%
Timber Cove	$850,000	27.5%	$850,000	27.5%	$850,000	$0	-100.0%	1	-50.0%	43	-18.1%
Villa Grande	$900,000	30.4%	$900,000	27.7%	$900,000	$515	-8.9%	1	-66.7%	52	40.5%
Windsor	$897,102	3.7%	$805,000	6.6%	$3,700,000	$483	8.5%	233	-33.6%	36	-16.7%
Sonoma Co.	$1,061,325	6.8%	$830,000	7.8%	$13,500,000	$569	9.1%	4058	-31.3%	40	-15.1%

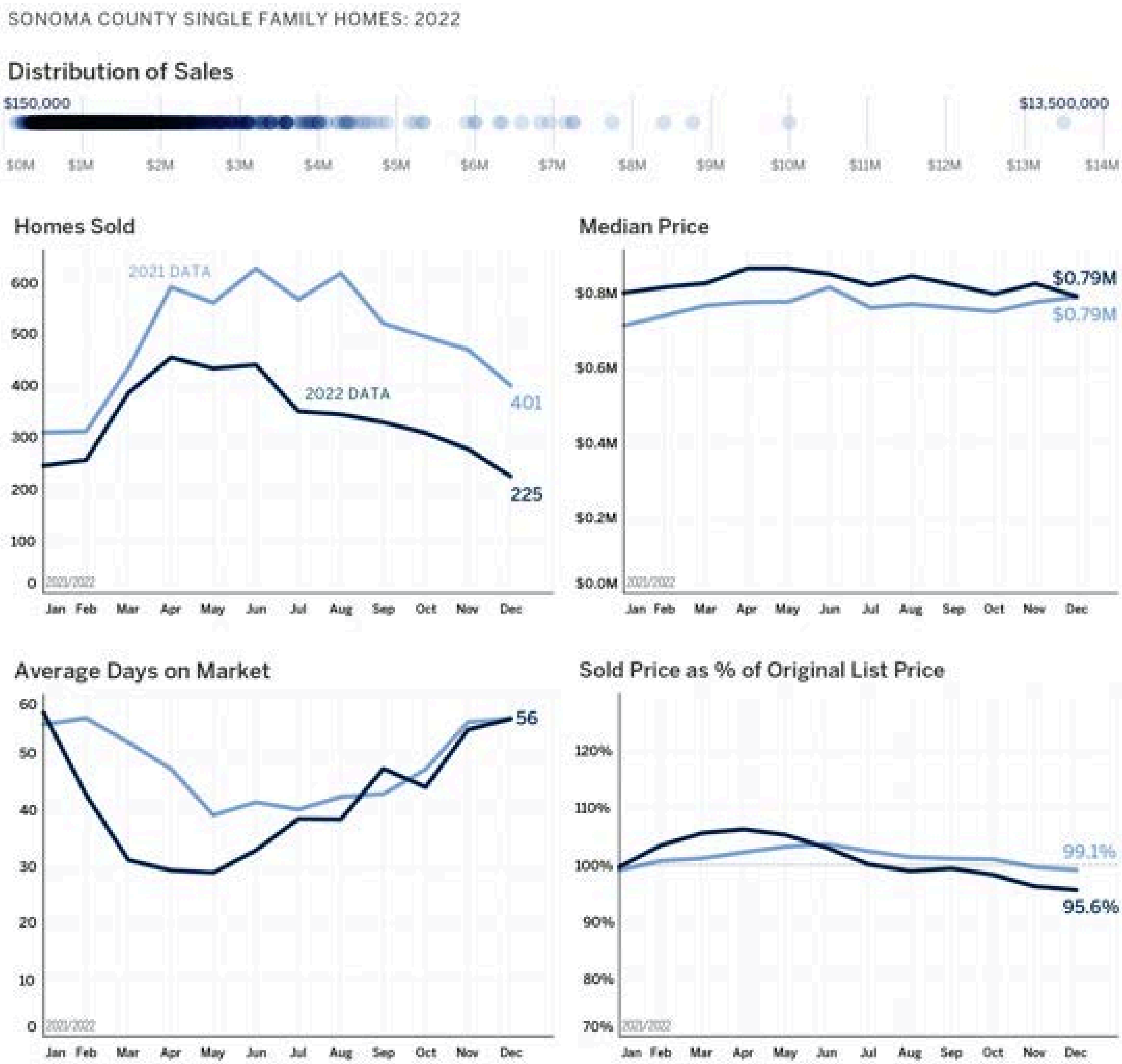
CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Sonoma Co.	$507,289	8.2%	$475,000	8.0%	$1,100,000	$421	8.3%	554	-32.4%	33	-30.2%

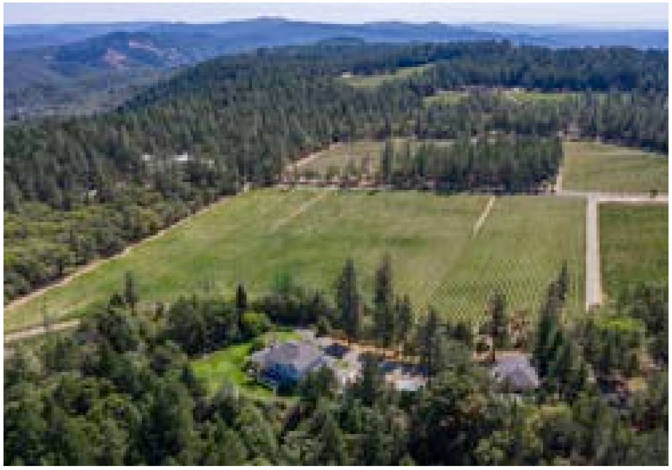
*No sales recorded for 2021.

SONOMA COUNTY · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.



SELECTION OF
SIGNIFICANT SALES 2022



ANGWIN $14,000,000

ATHERTON $18,650,000

ATHERTON $15,000,000

ATHERTON $10,865,000

BELVEDERE $10,500,000

BOLINAS $13,000,000

SELECTION OF
SIGNIFICANT SALES 2022

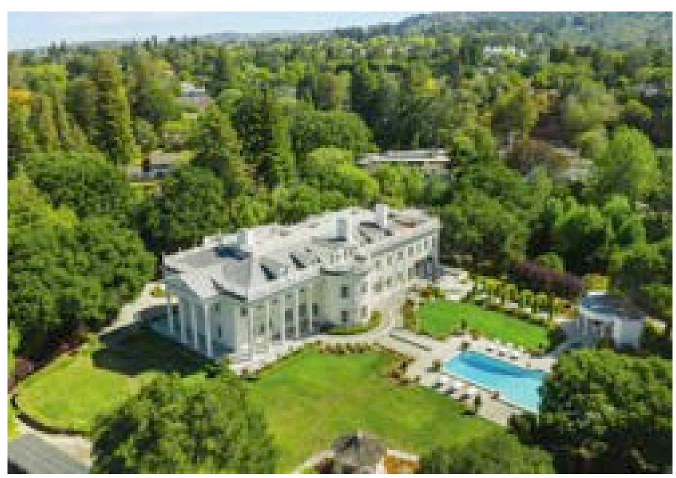
DANVILLE $5,750,000

HEALDSBURG $6,950,000

KENTFIELD $10,100,000

KENTFIELD $7,500,000

HILLSBOROUGH $15,470,000

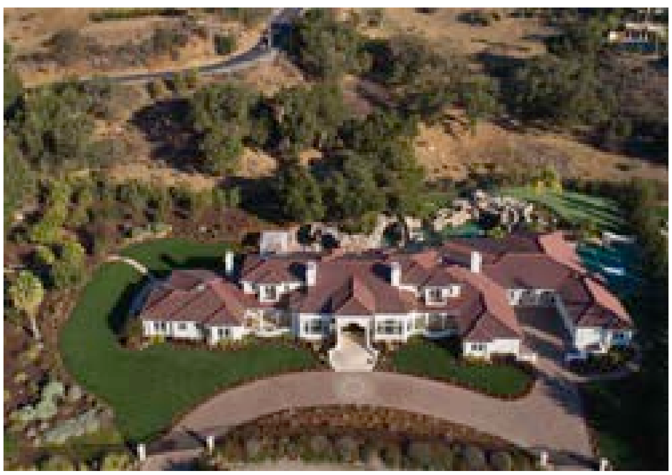


HILLSBOROUGH $15,000,000

SELECTION OF
SIGNIFICANT SALES 2022

LAFAYETTE $8,810,000

LOS ALTOS $11,500,000



LOS ALTOS HILLS $14,000,000

LOS GATOS $6,800,000

MENLO PARK $10,450,000

MILL VALLEY $10,500,000

SELECTION OF
SIGNIFICANT SALES 2022

MILL VALLEY $10,000,000

NAPA $6,600,000

PALO ALTO $13,800,000

PEBBLE BEACH $8,000,000

PIEDMONT $23,000,000

PORTOLA VALLEY $10,000,000

SELECTION OF SIGNIFICANT SALES 2022

PORTOLA VALLEY $9,250,000

ROSS $9,995,000

ROSS $8,600,000

SAN FRANCISCO $7,030,000

SAN FRANCISCO $6,250,000

SAN GREGORIO $8,150,000

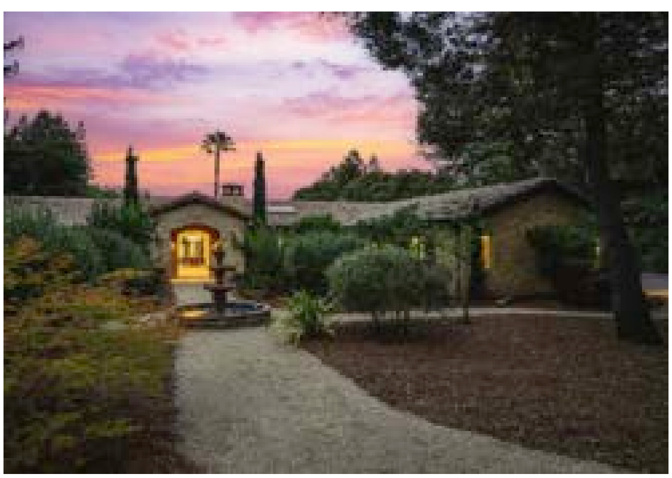
SELECTION OF
SIGNIFICANT SALES 2022

SAN RAFAEL $7,850,000

SARATOGA $5,525,000

STINSON BEACH $14,250,000

TIBURON $7,750,000



WOODSIDE $10,500,000

WOODSIDE $8,250,000

VISIT US AT

GOLDENGATESIR.COM

EAST BAY OFFICES

Berkeley Office
510.542.2600

Oakland-Piedmont-Montclair
510.339.4000

Danville Office
925.838.9700

Lafayette Office
925.283.7866

Elmwood Office
510.883.7000

NORTH BAY OFFICES

Belvedere - Tiburon Office
415.435.0700

Novato Office
415.883.2900

San Rafael Office
415.456.1200

Drakes Landing Office
415.464.9300

Ross Valley Office
415.461.7200

Sausalito Office
415.331.9000

Southern Marin Office
415.381.7300

Stinson Beach Office
415.868.9200

SILICON VALLEY OFFICES

Menlo Park Office
650.847.1141

Los Altos Office
650.941.4300

Palo Alto Office
650.644.3474

Redwood City
650.577.3700

Woodside Office
650.851.6600

San Carlos
650.597.1800

Burlingame
650.865.3000

Los Gatos
408.358.2800

WINE COUNTRY OFFICES

Napa Downtown
707.690.9500

Napa
707.255.0845

Golden Gate | Sotheby's INTERNATIONAL REALTY