

ANNUAL MARKET REPORT

SAN FRANCISCO BAY AREA
2023 DATA



Golden
Gate

Sotheby's
INTERNATIONAL REALTY



OUR BRAND

WE ARE GOLDEN GATE SIR 4

POWER OF THE BRAND 6

SF BAY AREA HOUSING MARKET 8

SF BAY AREA HISTORIC SALES 12

SF BAY AREA SALES SUMMARY 14

SF BAY AREA LUXURY MARKET 16

SALES BY COUNTY

SAN FRANCISCO 18

ALAMEDA COUNTY 22

CONTRA COSTA COUNTY 24

MARIN COUNTY 26

NAPA COUNTY 28

SAN MATEO COUNTY 30

SANTA CLARA COUNTY 32

SANTA CRUZ COUNTY 34

SOLANO COUNTY 36

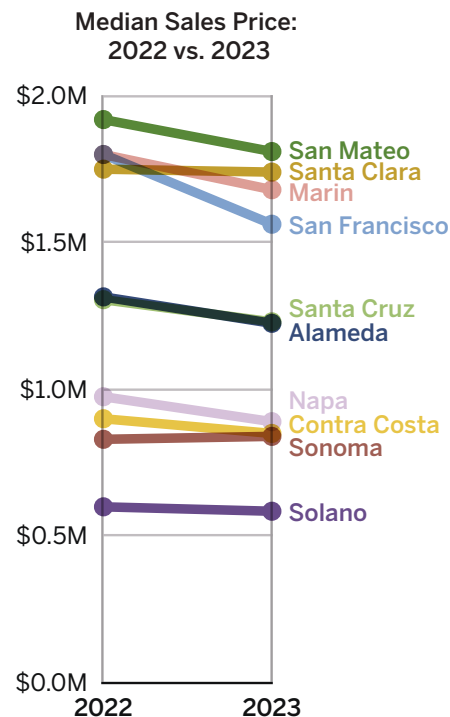
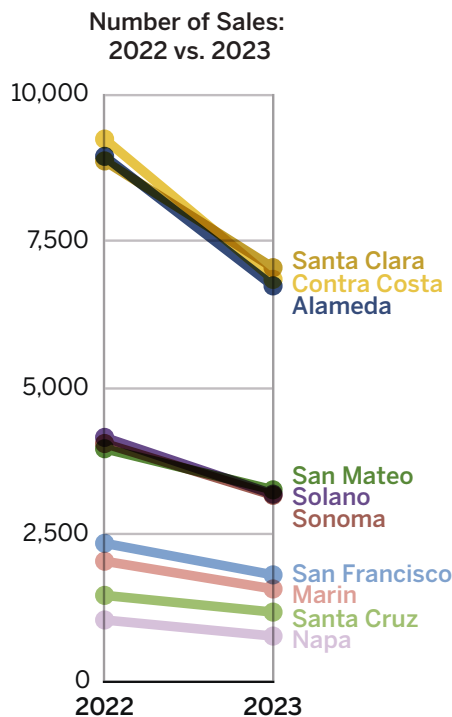
SONOMA COUNTY 38

SIGNIFICANT SALES 40

ANNUAL MARKET REPORT

MLS DATA FOR 2023

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 2023. In the pages ahead, you will find that sales prices remained the same or decreased slightly compared to 2022 levels, and a limited supply of inventory constricted the number of sales. 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 \$4 billion in total sales volume in 2023. 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 2023 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.



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 2023 results are exceptional, and are the result of exceptional people. We are the top Sotheby's International Realty Affiliate in Northern 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 Northern California by 2023 Sales Volume

465

Agents

\$4B

Billion Sales
Volume in 2023

21

Offices

WINE COUNTRY REGION

NAPA

MARIN COUNTY REGION

SAN RAFAEL

ROSS VALLEY GREENBRAE

STINSON BEACH

MILL VALLEY
BELVEDERE
- TIBURON

SAUSALITO

EAST BAY REGION

NORTH
BERKELEY

LAFAYETTE

BERKELEY

OAKLAND-
MONTCLAIR-
PIEDMONT

DANVILLE

SAN FRANCISCO

BURLINGAME

SAN CARLOS

WOODSIDE

MENLO PARK

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

26,500

Sales Associates

83

Countries

52M

Million Annual
Page Visits SIR.com

1.2M

Engaged Social
Media followers

79M

Videos played in 2023

#1

Most Profiled Real Estate
Company in the News

49%

SIR.com visits
from outside U.S.

41%

Organic Search Traffic
to SIR.com

Sotheby's

Sotheby's



Sotheby's

Sotheby's

Lot Number: 25

USD (\$)	3,000,000
EUR (€)	2,793,600
UK (£)	2,400,900
SWI (F)	2,993,700
JPN (¥)	325,110,000
KD (HK\$)	23,275,800





SAN FRANCISCO BAY AREA HOUSING MARKET

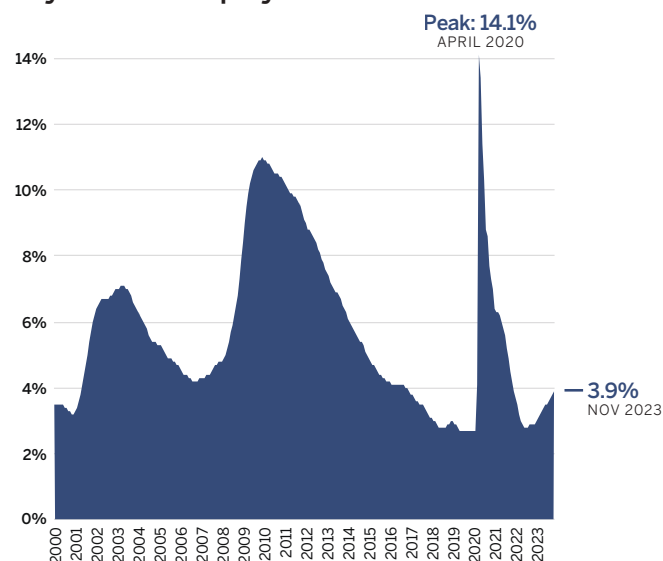
LOW INVENTORY IN A STABILIZING MARKET

The housing market stabilized somewhat during the second half of 2023, following the softening that began in mid-2022. For-sale inventory remained low throughout the year, constraining purchase activity for entry-level and trade-up buyers alike. Buyer demand for homes rose within the inner SF Bay Area as many employers pushed workers to return to office locations and commute times increased.

JOB GAINS MODERATE WHILE INTERNATIONAL MIGRATION RISES

Tight labor market conditions, rising wages and slowing in the technology sector all led to a moderation of job gains in the SF Bay Area. The regional economy added an estimated 50,000 jobs last year, while the unemployment rate ticked higher to 3.9%, which was still low by historical standards.

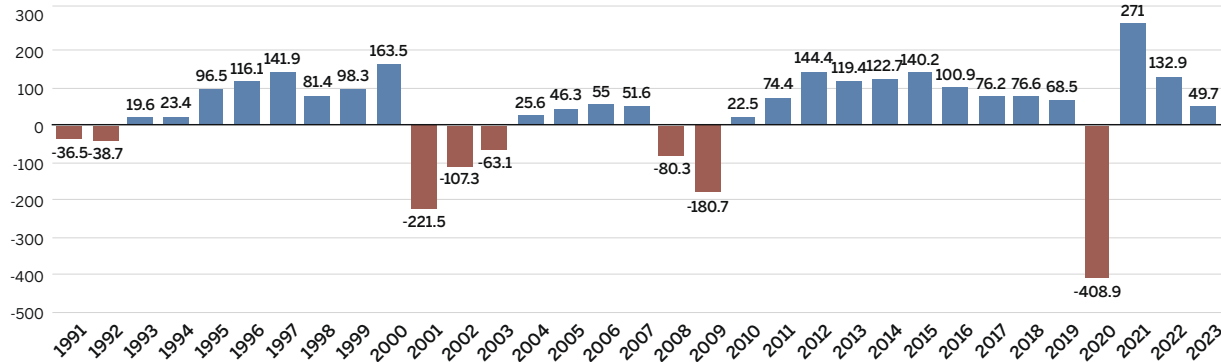
While hiring slowed across a range of industries, SF Bay Area consumer spending and income growth were resilient in 2023. Additionally, renewed international migration brought new households to the region and strengthened Bay Area Unemployment Rate



Source: US Bureau of Labor Statistics.
Data through November 2023, seasonally adjusted.

Bay Area Job Creation

(in thousands)



Sources: BLS, RCG; as of November 2023

housing demand. In fact, in an initial positive sign for the SF Bay Area, international migration into California increased by more than 19% in 2023, building upon the pent-up inflow that nearly doubled migration in 2022.

MORTGAGE RATES CONTINUE TO IMPACT INVENTORY

Despite a modest improvement in mortgage rates during the second half of 2023, many homeowners are still locked into mortgages with rates much below the current level. As a result, the number of active listings remained low throughout 2023, and for-sale inventory decreased further into the end of the year as seasonal trends took hold. In fact, the number of active listings decreased to less than 2,900 as of December 2023, the lowest level

since January 2022. Highlighting the low level of inventory, active listings averaged 4,400 homes in 2023, a decrease of 16% from 2022.

Inventory was tight in all counties, as purchases outpaced new listings in half of SF Bay Area counties in December, while the number of listings was nearly unchanged in two more. The largest decreases in average inventory during 2023 were in Alameda and Contra Costa counties, with Santa Clara County not far behind. In Napa and Sonoma counties, inventory increased slightly from an already very low level.

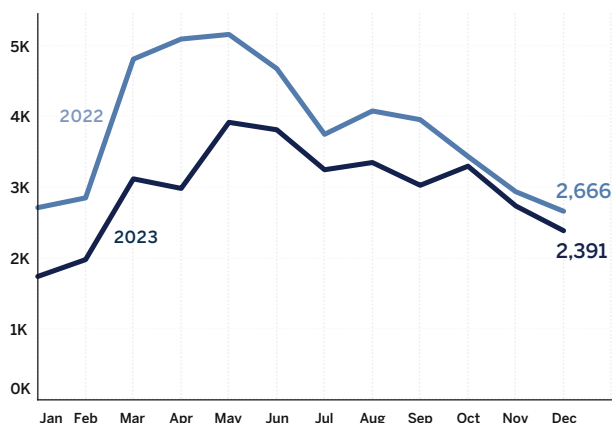
SALES CONSTRAINED BY LOW SUPPLY AND LOWER TECH-SECTOR DEMAND

The number of homes sold in 2023 declined by 23% to less than 36,000. The dwindling supply of homes for sale, as well as elevated mortgage rates and reduced affordability, constrained home sales. The buyer pool in some neighborhoods was further diminished by weakness in the technology sector. Tech sector jobs can provide significant income growth for employees, leading to greater housing demand. In the case of 2023, with many tech firms trimming staff or undergoing hiring freezes, diminished income prospects led to some households remaining on the sidelines.

While the number of sales declined in all SF Bay Area counties, the pullback in sales activity was

Homes Sold

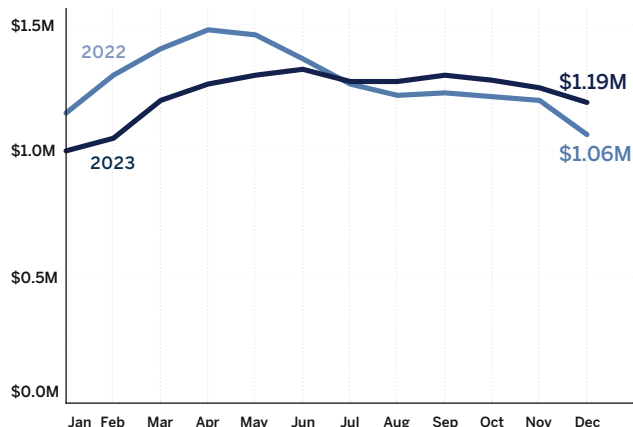
Bay Area Single Family Homes



Source: MLS

Median Price

Bay Area Single Family Homes



Source: MLS

most significant in counties where options were already limited, including Alameda, Contra Costa and Napa counties. Meanwhile, sales volume was somewhat more stable in San Mateo and Santa Cruz counties.

However, in the fourth quarter of 2023, sales volume was only 7% less than the same period one year prior, compared with a delta of 28% in mid-2023, ending the year only slightly worse than 2022.

SALES DECREASE MORE FOR THE MID-RANGE PRICE TIERS

Sales activity varied throughout the range of home values. In the SF Bay Area, the decline in sales activity was smaller comparatively at each end of the pricing spectrum. Though fewer homes priced less than \$1.25 million and greater than \$5 million sold in 2023, the decrease was less than sales between \$1.25 and \$5 million. In other words, the bulk of the decline in sales occurred within the \$1.25 million to less than \$5 million range. More specifically, sales slowed the most in the \$2.5 to under \$5 million price range.

MOST HOMES SELL OVER LIST PRICE

In 2023, 54% of homes closed above the list price, a decrease of six percentage points from 2022. However, this understated the rebound in competition in the second half of 2023. During the last six months of the year, 56% of homes sold for more than the asking price, compared with

50% during the first half of 2023 and 44% during the second half of 2022. Tight inventory focused potential buyers into a more limited subset of homes, particularly in prime neighborhoods. As a result, competition increased in many neighborhoods and fewer homes sold for less than the asking price. Notably, sellers that accepted offers over asking received a little more than 8% over the list price, on average.

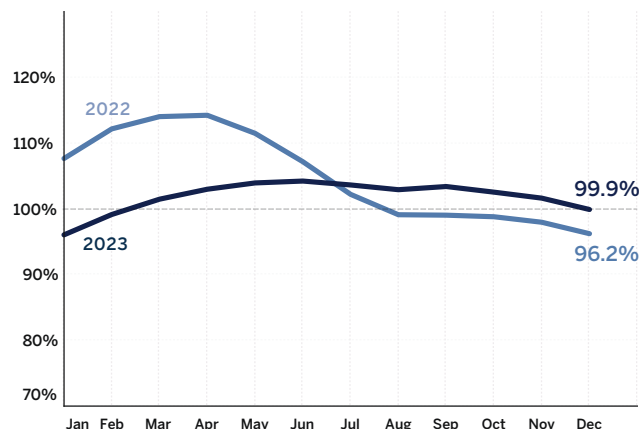
PRICES ARE LOWER, BUT END THE YEAR ON A POSITIVE NOTE

The median sales price in the SF Bay Area decreased by 3.8%, to \$1.25 million in 2023, with prices also declining in nearly all counties. The median sales price in Santa Cruz County was stable, while the price increased slightly in Sonoma County in 2023. However, examining just the last quarter of 2023 indicates a different trend. The median sales price increased by 6.8%, year-over-year, in the fourth quarter in the SF Bay Area. This price appreciation was broad-based, with eight of the ten SF Bay Area counties registering a year-over-year price increase during the last quarter of the year.

In Alameda and Santa Clara counties, a resurgence in competition drove stronger price growth, as of the fourth quarter of 2023. But some regions still gave up ground during the fourth quarter, including Santa Cruz, San Francisco and Napa counties. In fact, in Santa Cruz County, the

Sold Price as % of Original List Price

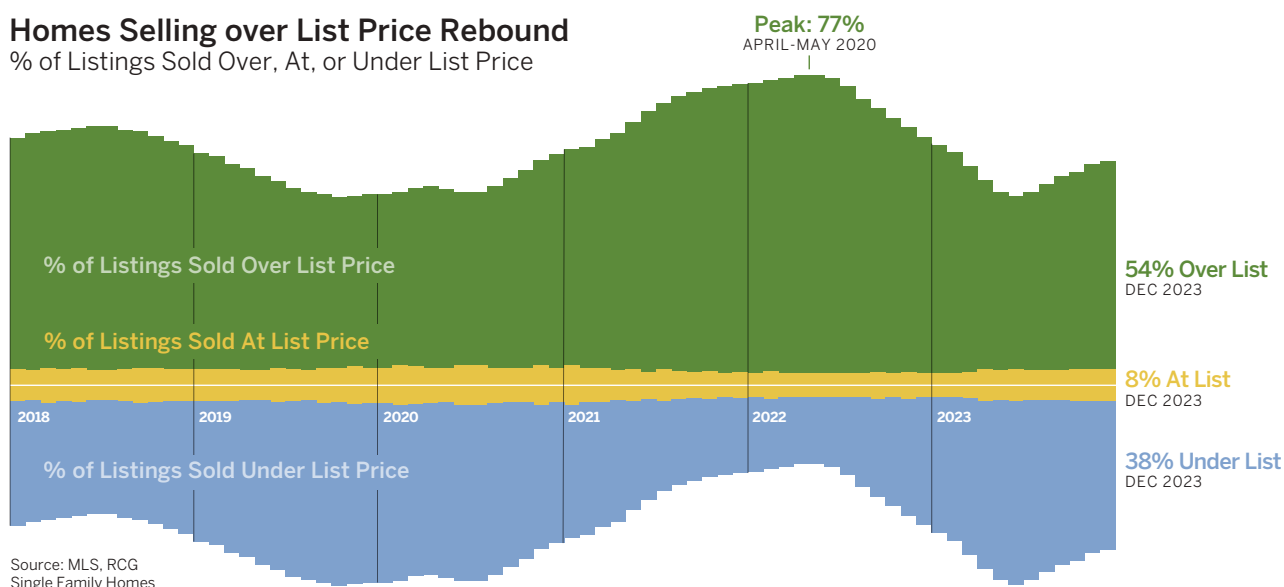
Bay Area Single Family Homes



Source: MLS

Homes Selling over List Price Rebound

% of Listings Sold Over, At, or Under List Price



year-end median sales price fell by a little more than 7% during this period, as the sale of homes priced above \$1.25 million declined, while the sales of homes priced below \$1.25 million held up relatively well.

PACE OF SALES COMPARES FAVORABLY IN SECOND HALF OF THE YEAR

More broadly, average days on market remained elevated in the SF Bay Area during 2023, despite a slight downtick in the latter half of the year.

The average number of days spent on the market was 28 days among homes sold during 2023, five days longer than 2022. However, the number of days on market began to trend down towards year-end. In markets where second homes and

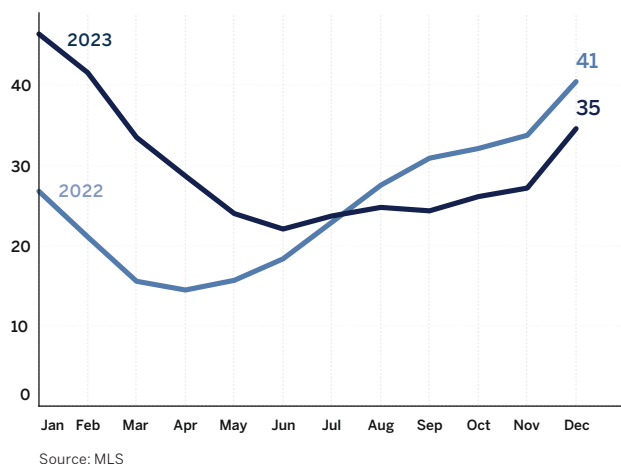
vacation homes accounted for a larger proportion of listings, such as Napa, Santa Cruz and Sonoma counties, the average days on market increased more significantly in 2023, and did not improve much in the second half of 2023. Strong demand met limited inventory in Santa Clara and Alameda counties, where increased competition led to some buyers offering shorter close periods. This competition helped keep average time on market in these counties relatively stable in 2023.

LOOKING AHEAD

While the broader SF Bay Area housing market remains somewhat constrained by limited inventory to start 2024, demand for homes remains strong. Mortgage rates have fallen in recent weeks, which may bring some sidelined buyers back to the market. Additionally, the recent drop in rates may even make refinancing an option for those that purchased last year. Overall, economic conditions in the region should remain on par with 2023, with modest job and income gains across a range of industries. The key tech industry may have stabilized, which should help housing demand in many neighborhoods. For-sale inventory may remain somewhat limited for the foreseeable future. This will continue to constrain sales volume but at the same time potentially lead to increased competition in prime neighborhoods and gains across a range of price points.

Average Days on Market

Bay Area Single Family Homes





SAN FRANCISCO BAY AREA SALES SUMMARY

SF BAY AREA RESIDENTIAL SALES SUMMARY · 2023

YEAR-OVER-YEAR - 2023 COMPARED TO 2022

District	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%		2023	±%	2023	±%	2023	±%
San Francisco											
Single Family	\$2,078,800	-6.3%	\$1,562,500	-13.2%	\$34,500,000	\$937	-7.9%	1821	-22.8%	29	26.1%
Condo, Loft, etc.	\$1,264,026	-7.9%	\$1,100,000	-8.3%	\$17,500,000	\$900	-10.4%	2060	-32.9%	55	30.5%
Alameda											
Single Family	\$1,336,463	-6.6%	\$1,225,000	-6.8%	\$9,685,000	\$751	-6.1%	6742	-24.7%	20	7.8%
Condo	\$755,758	-4.8%	\$718,944	-3.5%	\$2,300,000	\$621	-3.9%	2268	-31.5%	26	17.6%
Contra Costa											
Single Family	\$1,142,517	-5.9%	\$850,000	-5.6%	\$13,690,000	\$545	-5.7%	6853	-25.8%	25	20.6%
Condo	\$667,678	-2.3%	\$580,000	-1.4%	\$2,710,000	\$532	-2.5%	1951	-23.8%	26	36.1%
Marin											
Single Family	\$2,161,664	-3.5%	\$1,680,000	-6.7%	\$23,350,000	\$941	-4.4%	1581	-23.0%	32	29.3%
Condo	\$881,828	-3.1%	\$785,000	-4.8%	\$3,500,000	\$647	-6.1%	547	-8.4%	48	31.5%
Napa											
Single Family	\$1,320,291	-11.0%	\$890,000	-8.7%	\$17,950,000	\$633	-12.5%	779	-26.0%	58	16.5%
Condo	\$740,046	0.3%	\$691,000	8.4%	\$2,100,000	\$581	-0.3%	99	-28.3%	50	22.5%
San Mateo											
Single Family	\$2,438,782	-1.9%	\$1,810,000	-5.7%	\$44,500,000	\$1,128	-6.6%	3269	-17.6%	25	26.1%
Condo	\$1,036,138	-0.9%	\$930,000	-2.1%	\$5,000,000	\$818	-3.9%	997	-29.0%	36	38.5%
Santa Clara											
Single Family	\$2,091,691	-1.0%	\$1,740,000	-0.6%	\$18,000,000	\$1,091	-1.9%	7052	-20.5%	21	14.5%
Condo	\$1,026,737	-1.4%	\$950,000	-1.0%	\$3,925,000	\$777	-1.8%	2974	-29.6%	22	19.3%
Santa Cruz											
Single Family	\$1,397,202	-5.3%	\$1,230,000	-5.8%	\$13,500,000	\$814	-5.9%	1187	-19.4%	35	47.2%
Condo	\$838,207	-7.5%	\$788,500	-6.1%	\$2,600,000	\$710	-4.5%	276	-20.9%	32	72.5%
Solano											
Single Family	\$621,546	-3.4%	\$585,000	-2.5%	\$4,600,000	\$352	-4.9%	3196	-23.2%	42	25.7%
Condo	\$407,697	-1.0%	\$375,000	-1.3%	\$1,129,000	\$372	1.5%	271	-22.8%	39	17.0%
Sonoma											
Single Family	\$1,074,095	1.2%	\$840,000	1.2%	\$12,250,000	\$567	-0.4%	3176	-21.7%	48	21.7%
Condo	\$513,960	1.3%	\$470,250	-1.0%	\$2,275,000	\$427	1.4%	404	-27.1%	36	7.2%
SF Bay Area SFH	\$1,538,312	-2.9%	\$1,250,000	-3.8%	\$44,500,000	\$778	-4.0%	35656	-22.8%	28	20.3%
SF Bay Area Condo	\$912,656	-4.6%	\$800,000	-4.8%	\$17,500,000	\$701	-5.3%	11847	-28.5%	33	26.5%
SF Bay Area All Residential	\$1,382,273	-2.6%	\$1,100,000	-3.0%	\$44,500,000	\$759	-4.2%	47503	-24.3%	30	21.8%

About Golden Gate Sotheby's International Realty

Golden Gate Sotheby's International Realty has over 465 agents in 21 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.

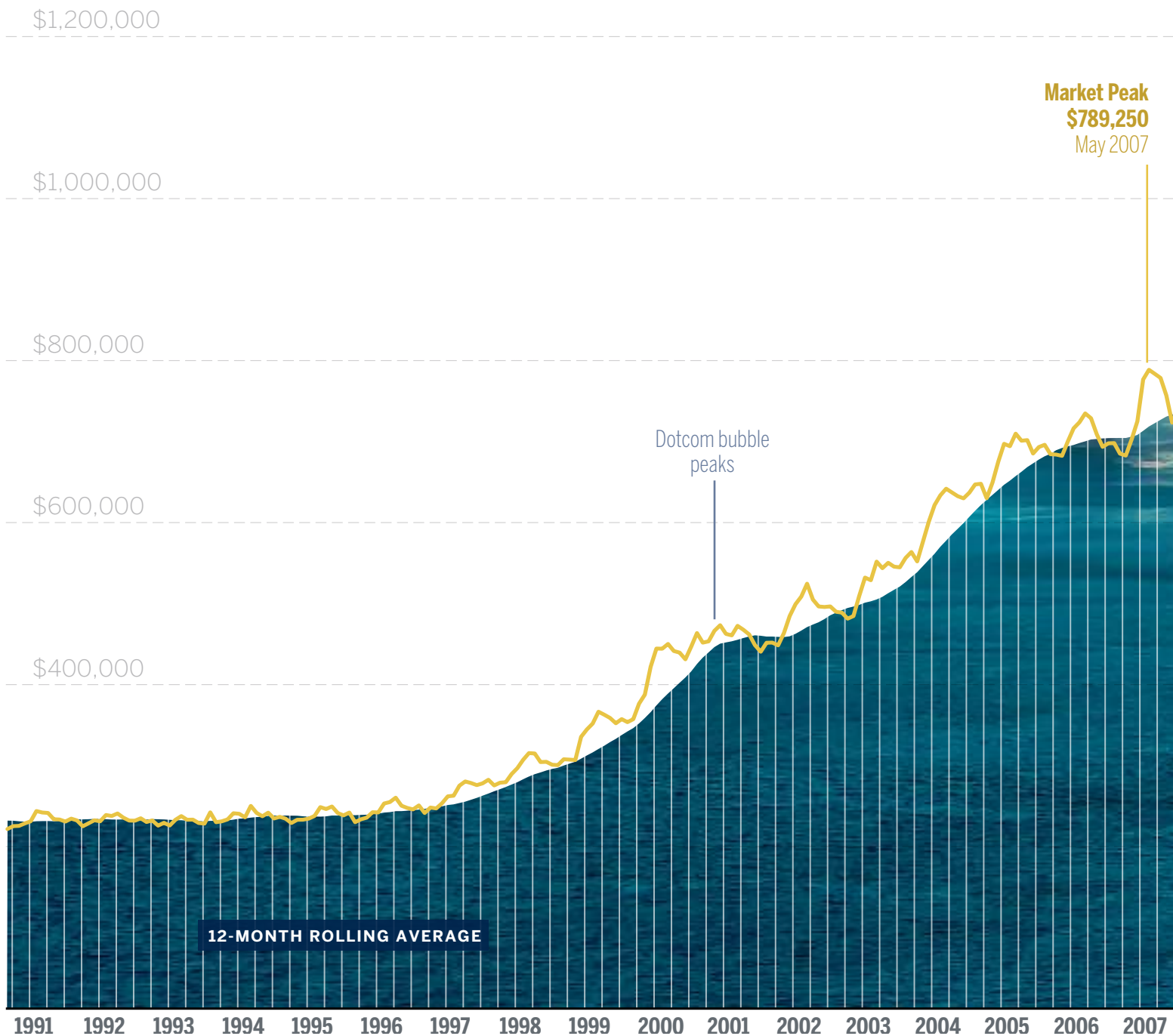


SAN FRANCISCO BAY AREA

MEDIAN SALES PRICES: 1991-2023

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 to give a clear picture of long term trends.

Source: California Association of Realtors





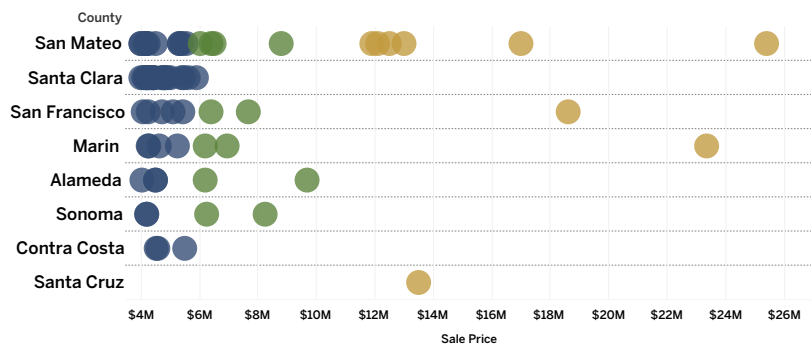


LUXURY MARKET SALES SUMMARY

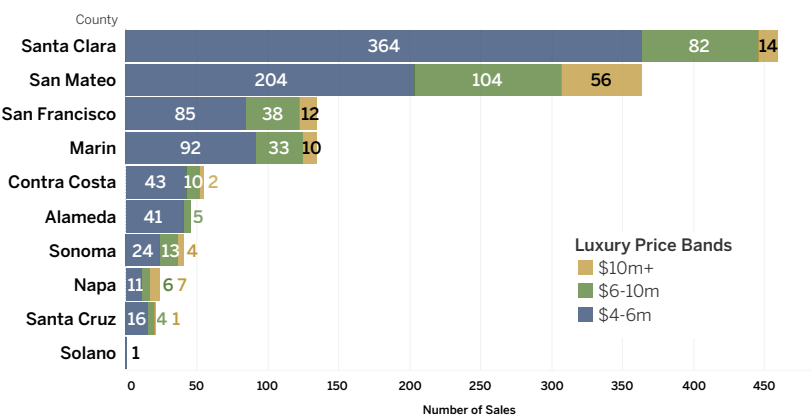
SAN FRANCISCO BAY AREA LUXURY MARKET

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.

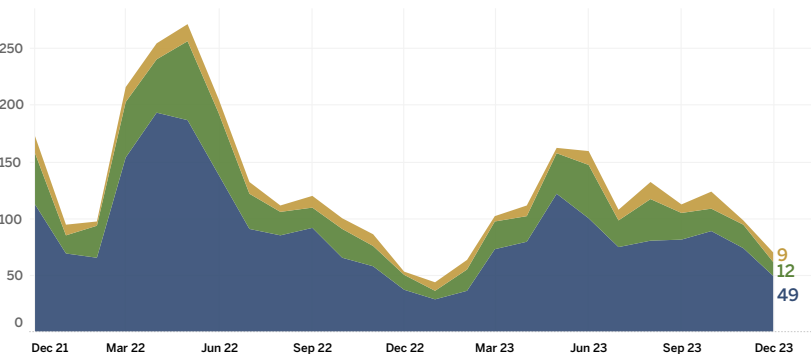
2023 Luxury Sales by County and Sale Price



2023 Luxury Sales by Price Band



Sales Trends by Price Band



2023 LUXURY SALES

The number of sales at the highest-end of the market fell 26% in 2023, but remained more than 20% above 2020 levels.

The highest-priced sale recorded in the MLS in 2023 was for the 11+ acre Woodside compound of former JetBlue Chairman Joel Peterson, listed by a Sotheby's International Realty agent.

Of the top ten highest sales for the year, seven were in San Mateo County, two were in San Francisco, and one was in Marin County.

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

2023 ANNUAL SALES BY DISTRICT · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
District 1	\$2,691,667	-2.0%	\$2,015,500	-16.0%	\$20,000,000	\$999	-6.8%	160	-22.7%	31	49.2%
District 2	\$1,604,728	-10.6%	\$1,501,000	-11.7%	\$3,405,000	\$945	-9.3%	344	-25.5%	24	24.9%
District 3	\$1,346,979	-11.9%	\$1,250,000	-10.7%	\$2,850,000	\$859	-4.7%	132	-17.0%	27	9.9%
District 4	\$1,988,517	-11.6%	\$1,750,000	-12.5%	\$5,375,000	\$928	-9.6%	252	-22.0%	25	25.3%
District 5	\$2,688,393	-9.5%	\$2,400,000	-9.4%	\$9,938,000	\$1,091	-5.9%	233	-33.2%	29	37.8%
District 6	\$2,716,179	-13.6%	\$2,600,000	-9.6%	\$4,600,000	\$965	-6.2%	33	-21.4%	47	58.1%
District 7	\$6,487,332	11.9%	\$5,049,500	2.0%	\$34,500,000	\$1,334	-4.9%	90	-3.2%	48	33.4%
District 8	\$4,122,071	14.1%	\$3,825,000	47.0%	\$8,000,000	\$1,145	-8.0%	14	-53.3%	60	19.6%
District 9	\$1,828,804	-9.5%	\$1,650,000	-9.6%	\$7,675,000	\$896	-10.3%	189	-22.2%	28	17.9%
District 10	\$1,124,738	-9.2%	\$1,100,000	-8.3%	\$2,155,000	\$756	-6.3%	374	-17.1%	29	14.8%
San Francisco Co.	\$2,078,800	-6.3%	\$1,562,500	-13.2%	\$34,500,000	\$937	-7.9%	1821	-22.8%	29	26.1%

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 · 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.

SAN FRANCISCO COUNTY SINGLE FAMILY HOMES: 2023

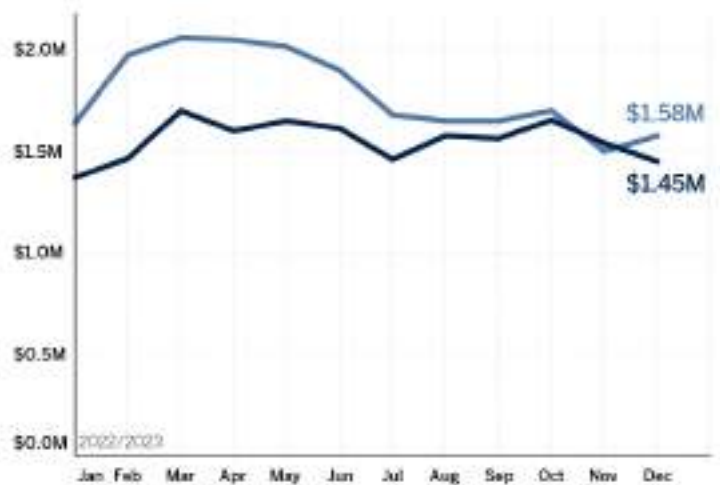
Distribution of Sales



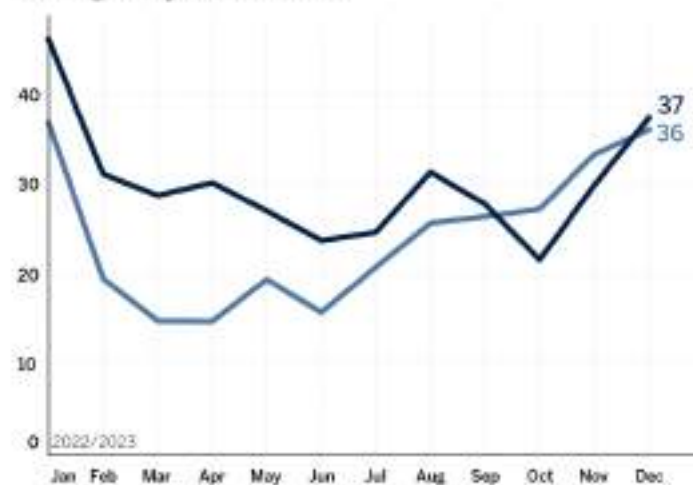
Homes Sold



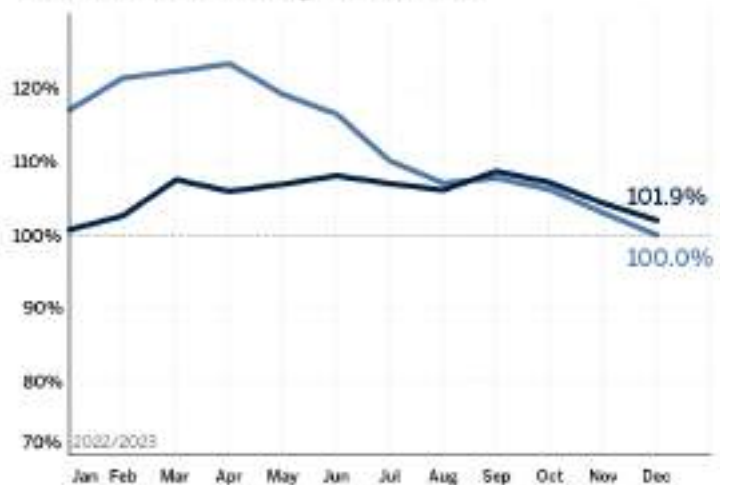
Median Price



Average Days on Market



Sold Price as % of Original List Price



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

2023 ANNUAL SALES BY DISTRICT · CONDO/CO-OP/TIC/LOFT

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
District 1	\$1,319,980	-5.4%	\$1,250,000	-7.7%	\$3,350,000	\$825	-18.9%	117	-27.3%	36	26.1%
District 2	\$1,021,765	-18.1%	\$1,000,000	-23.1%	\$1,600,000	\$847	-12.7%	42	20.0%	37	8.7%
District 3	\$881,752	-0.5%	\$768,800	-0.2%	\$1,500,000	\$699	-8.4%	23	-37.8%	37	4.0%
District 4	\$797,233	-9.6%	\$655,000	-18.5%	\$1,700,000	\$744	-16.1%	43	-23.2%	55	32.5%
District 5	\$1,378,690	-9.0%	\$1,300,000	-11.9%	\$4,350,000	\$921	-9.6%	359	-33.1%	43	63.1%
District 6	\$1,210,739	-5.7%	\$1,195,000	-2.4%	\$2,800,000	\$890	-9.7%	213	-38.1%	46	22.0%
District 7	\$1,977,836	0.9%	\$1,592,500	-0.5%	\$17,500,000	\$1,074	-5.3%	222	-28.4%	40	16.8%
District 8	\$1,121,268	-19.0%	\$960,000	-9.9%	\$4,950,000	\$836	-18.0%	373	-26.9%	65	36.5%
District 9	\$1,138,736	-8.2%	\$970,000	-11.8%	\$7,750,000	\$925	-7.8%	617	-37.3%	68	31.0%
District 10	\$769,212	0.4%	\$790,000	1.7%	\$1,170,900	\$645	-2.5%	51	-45.7%	77	9.8%
San Francisco Co.	\$1,264,026	-7.9%	\$1,100,000	-8.3%	\$17,500,000	\$900	-10.4%	2060	-32.9%	55	30.5%

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

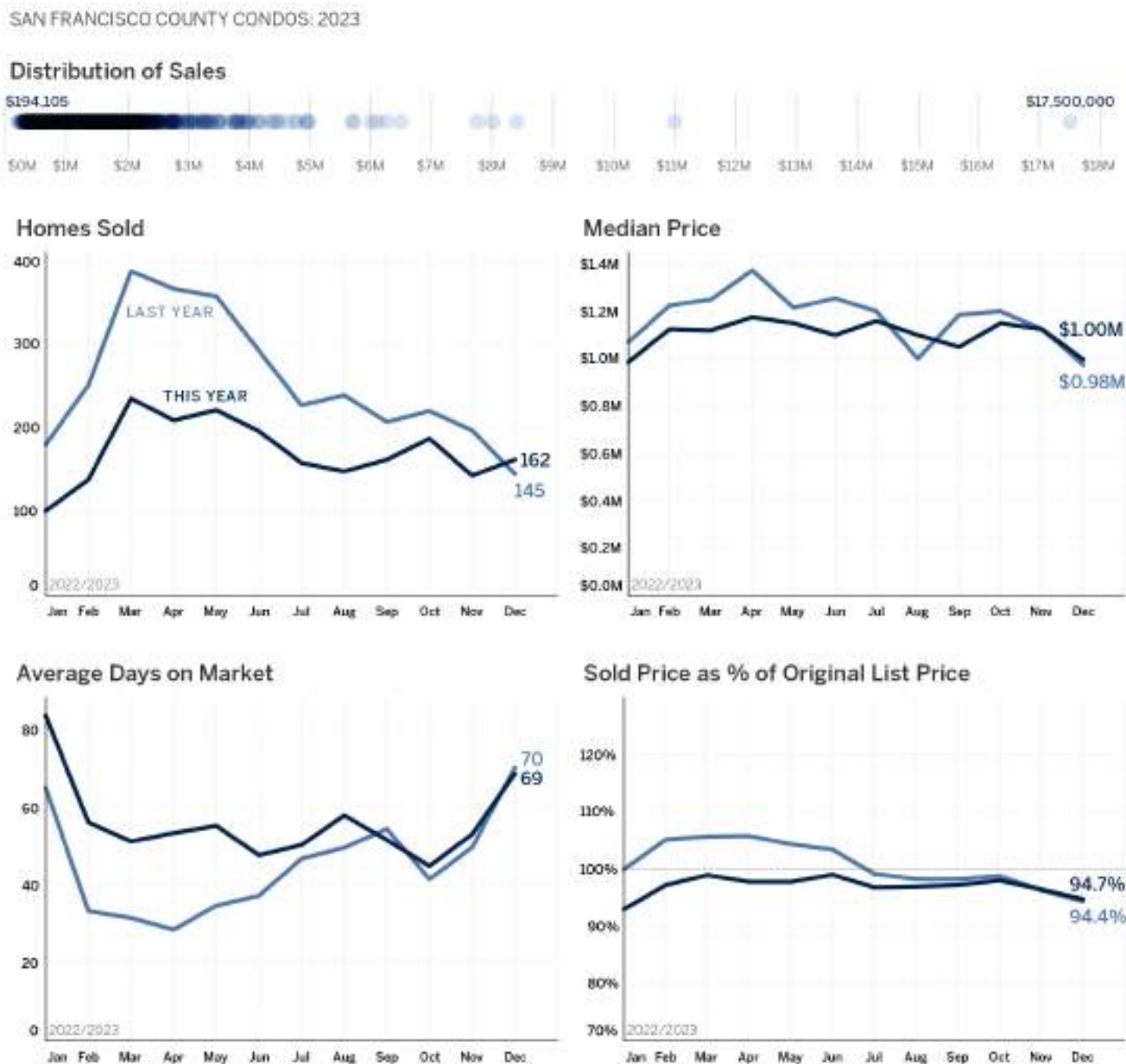
Bernal Heights, Inner Mission, Mission Bay, Potrero Hill, South of Market, Yerba Buena, South Beach, Central Waterfront/Dogpatch

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 CONDO MARKET TRENDS

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

2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

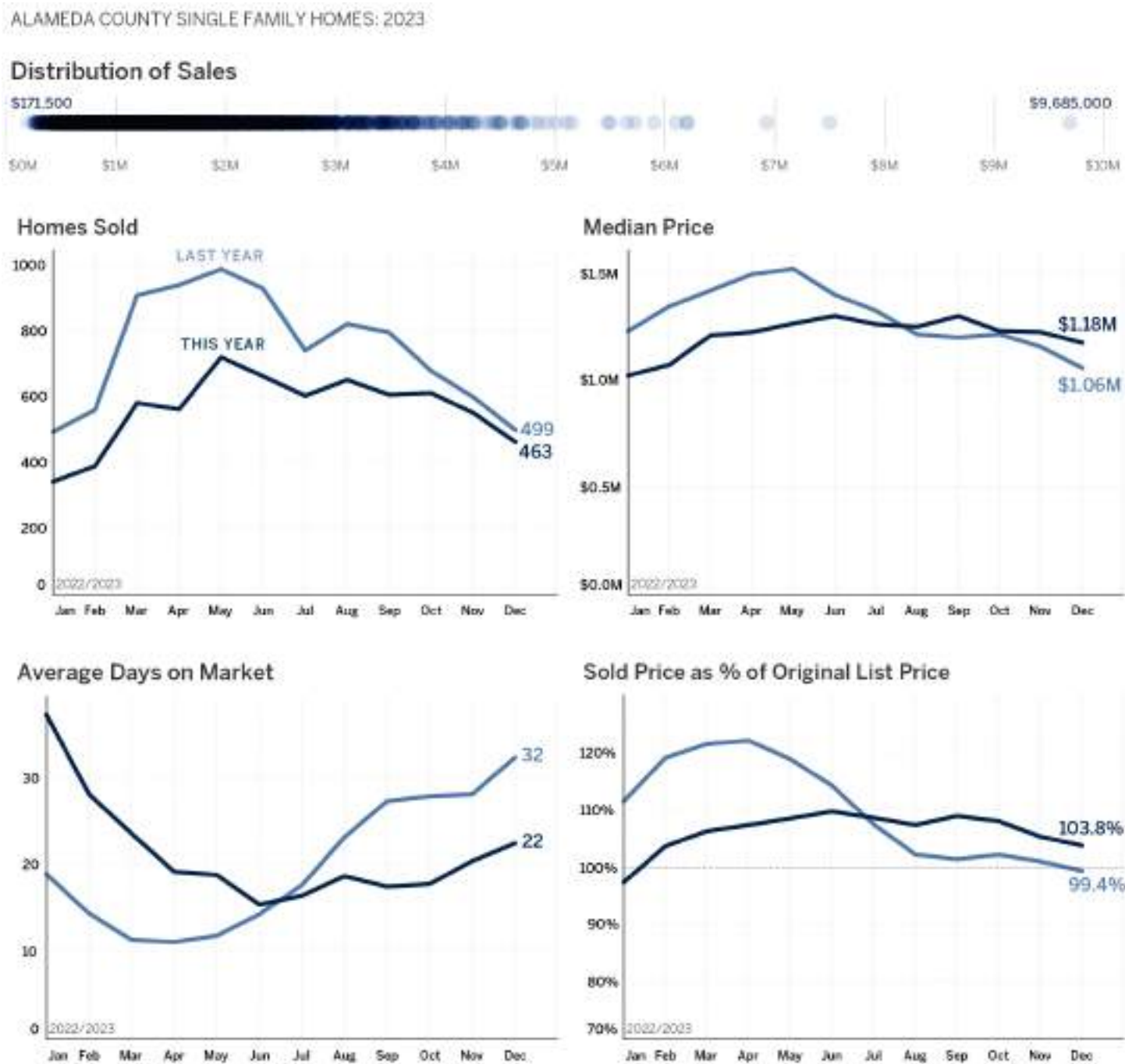
City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Alameda	\$1,362,493	-10.6%	\$1,300,000	-13.0%	\$2,860,000	\$814	-6.5%	272	-23.8%	19	10.2%
Albany	\$1,447,836	0.4%	\$1,301,000	-7.1%	\$3,400,000	\$1,056	0.2%	67	-17.3%	13	-14.6%
Berkeley	\$1,632,251	-12.7%	\$1,520,000	-10.6%	\$4,800,000	\$921	-10.1%	433	-26.4%	21	12.6%
Castro Valley	\$1,243,847	-3.6%	\$1,215,000	-2.8%	\$3,400,000	\$676	-8.5%	306	-30.3%	22	18.8%
Dublin	\$1,736,293	1.1%	\$1,600,000	-1.5%	\$3,250,000	\$754	-3.4%	276	-30.5%	17	0.4%
Emeryville	\$838,000	-8.3%	\$812,500	-5.8%	\$1,325,000	\$641	-17.0%	8	33.3%	32	174.3%
Fremont	\$1,724,541	-4.1%	\$1,575,000	-4.5%	\$5,725,000	\$980	-2.3%	758	-27.0%	15	-1.2%
Hayward	\$1,013,901	-4.0%	\$900,000	-5.5%	\$2,775,000	\$634	-5.2%	677	-16.8%	20	1.1%
Livermore	\$1,296,830	-4.0%	\$1,179,971	-3.3%	\$4,480,000	\$691	-4.6%	614	-33.0%	16	-10.8%
Newark	\$1,293,771	-9.2%	\$1,277,500	-5.4%	\$2,350,001	\$811	-6.0%	236	-19.2%	16	-3.9%
Oakland	\$1,107,828	-8.4%	\$985,000	-7.3%	\$5,000,000	\$663	-8.3%	1826	-23.9%	28	26.4%
Piedmont	\$2,962,314	-4.5%	\$2,605,000	-5.2%	\$9,685,000	\$993	-6.8%	102	-10.5%	19	16.0%
Pleasanton	\$1,950,272	-5.5%	\$1,728,000	-3.2%	\$5,150,000	\$841	-4.1%	389	-26.2%	15	-15.6%
San Leandro	\$899,035	-8.1%	\$849,000	-6.7%	\$1,780,000	\$628	-7.2%	399	-20.4%	18	-1.8%
San Lorenzo	\$832,801	-4.6%	\$838,000	-2.8%	\$1,100,000	\$647	-4.6%	157	-23.0%	16	1.3%
Sunol	\$1,544,250	-4.4%	\$1,187,500	-8.7%	\$3,650,000	\$749	14.3%	8	-11.1%	21	-44.4%
Union City	\$1,349,573	-6.5%	\$1,350,000	-3.8%	\$2,420,000	\$790	-2.3%	214	-18.9%	15	-25.9%
Alameda Co.	\$1,336,463	-6.6%	\$1,225,000	-6.8%	\$9,685,000	\$751	-6.1%	6742	-24.7%	20	7.8%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Alameda Co.	\$755,758	-4.8%	\$718,944	-3.5%	\$2,300,000	\$621	-3.9%	2268	-31.5%	26	17.6%

ALAMEDA COUNTY MARKET TRENDS

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

2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Alamo	\$2,745,379	-8.8%	\$2,600,000	-3.7%	\$7,400,000	\$816	-3.7%	160	0.0%	21	-2.6%
Antioch	\$626,838	-7.1%	\$630,000	-3.8%	\$1,150,000	\$337	-6.4%	821	-27.9%	29	23.3%
Bay Point	\$591,312	-4.2%	\$567,500	-5.0%	\$1,035,000	\$413	-2.3%	106	-14.5%	21	33.6%
Bethel Island	\$885,991	12.8%	\$886,500	19.8%	\$1,500,000	\$502	-5.2%	18	-37.9%	61	123.5%
Brentwood	\$851,629	-6.6%	\$800,000	-7.5%	\$2,800,000	\$370	-5.1%	600	-30.0%	33	46.5%
Byron	\$1,181,250	30.3%	\$957,500	21.6%	\$2,500,000	\$365	-45.1%	4	-20.0%	84	528.7%
Clayton	\$1,193,165	-2.8%	\$1,150,000	-5.5%	\$1,740,000	\$525	-6.3%	109	-18.7%	25	49.8%
Concord	\$851,561	-6.0%	\$813,340	-4.3%	\$2,350,000	\$534	-5.7%	701	-28.5%	20	17.5%
Crockett	\$692,108	-12.8%	\$680,000	-6.2%	\$975,000	\$438	-9.2%	31	24.0%	32	-13.0%
Danville	\$2,199,489	-7.6%	\$2,025,000	-10.0%	\$9,250,000	\$780	-6.6%	464	-17.7%	20	16.0%
Diablo	\$3,566,112	1.4%	\$3,038,500	-11.9%	\$7,350,000	\$830	2.9%	14	0.0%	52	29.3%
Discovery Bay	\$929,169	-0.6%	\$819,500	-1.3%	\$3,200,000	\$359	-4.5%	194	-28.9%	38	11.5%
El Cerrito	\$1,197,558	-11.6%	\$1,160,000	-9.4%	\$3,025,000	\$791	-6.1%	166	-18.6%	21	23.4%
El Sobrante	\$781,880	-3.6%	\$750,000	-5.7%	\$1,365,000	\$496	-5.3%	79	-21.0%	33	55.3%
Hercules	\$926,330	-4.1%	\$900,000	-4.3%	\$1,608,000	\$427	-8.3%	85	-35.6%	29	65.1%
Kensington	\$1,566,747	-6.9%	\$1,505,000	-8.8%	\$3,150,000	\$865	1.0%	56	-15.2%	17	13.7%
Knightsen	\$1,114,400	122.9%	\$1,100,000	120.0%	\$1,460,000	\$479	-10.4%	5	400.0%	47	-
Lafayette	\$2,244,735	-8.4%	\$1,900,000	-7.3%	\$13,690,000	\$829	-12.3%	217	-32.0%	25	49.1%
Martinez	\$873,369	-5.4%	\$829,900	-2.9%	\$3,050,000	\$524	-1.8%	295	-22.6%	21	5.4%
Moraga	\$2,035,083	-8.2%	\$1,900,000	-10.6%	\$4,000,000	\$842	-2.8%	95	-17.4%	18	47.8%
Oakley	\$689,297	-4.8%	\$675,000	-3.6%	\$1,700,000	\$346	-7.5%	359	-27.0%	29	14.9%
Orinda	\$2,092,053	-8.9%	\$1,975,000	-6.6%	\$4,295,000	\$808	-6.7%	183	-19.0%	24	15.7%
Pacheco	\$710,385	-8.3%	\$735,000	-6.4%	\$850,000	\$524	-6.2%	13	-31.6%	20	27.0%
Pinole	\$770,015	-4.9%	\$765,000	-5.0%	\$1,365,000	\$493	-6.7%	103	-25.4%	28	33.5%
Pittsburg	\$616,826	-7.2%	\$610,000	-6.0%	\$1,190,540	\$367	-5.4%	381	-24.4%	25	-8.2%
Pleasant Hill	\$1,148,419	-2.7%	\$1,100,000	-4.3%	\$2,375,000	\$653	-7.7%	219	-25.8%	19	12.6%
Port Costa	\$450,000	-76.6%	\$450,000	-76.6%	\$450,000	\$474	32.0%	1	0.0%	56	30.2%
Richmond	\$722,948	-8.2%	\$675,000	-9.4%	\$2,505,000	\$519	-6.9%	493	-20.9%	26	20.0%
Rodeo	\$662,382	-4.4%	\$672,000	-3.3%	\$1,165,000	\$460	-5.1%	55	0.0%	25	17.2%
San Pablo	\$606,712	-5.9%	\$600,000	-7.7%	\$910,000	\$507	-4.0%	113	-32.3%	28	13.6%
San Ramon	\$1,859,151	-7.7%	\$1,770,000	-7.8%	\$3,900,000	\$772	-4.7%	362	-37.6%	15	-7.2%
Walnut Creek	\$1,627,683	-4.6%	\$1,499,000	-6.3%	\$4,400,000	\$745	-7.3%	351	-32.5%	18	27.7%
Contra Costa Co.	\$1,142,517	-5.9%	\$850,000	-5.6%	\$13,690,000	\$545	-5.7%	6853	-25.8%	25	20.6%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Contra Costa Co.	\$667,678	-2.3%	\$580,000	-1.4%	\$2,710,000	\$532	-2.5%	1951	-23.8%	26	36.1%

CONTRA COSTA COUNTY MARKET TRENDS

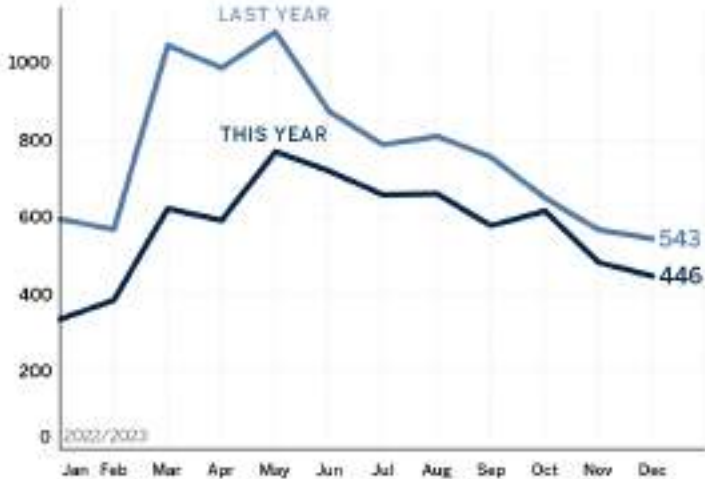
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

CONTRA COSTA COUNTY SINGLE FAMILY HOMES: 2023

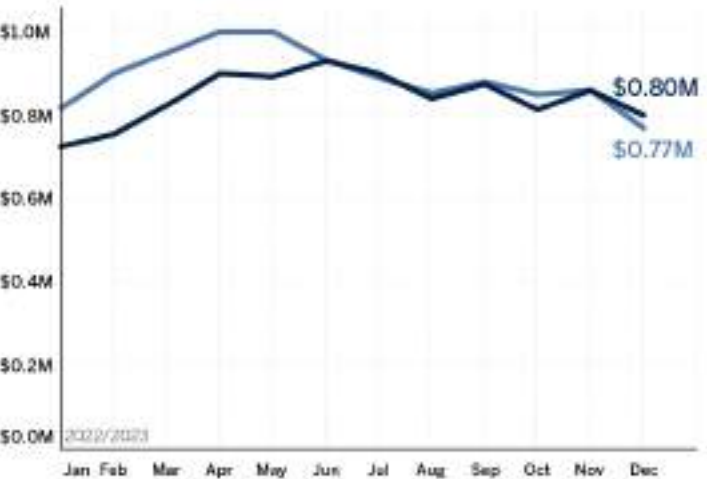
Distribution of Sales



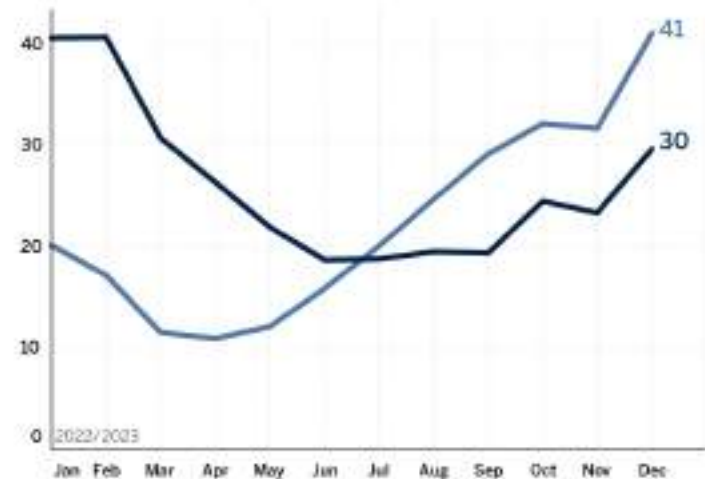
Homes Sold



Median Price



Average Days on Market



Sold Price as % of Original List Price



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.



2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Belvedere	\$6,343,353	9.9%	\$5,013,500	16.1%	\$23,350,000	\$1,952	1.4%	38	72.7%	44	-10.2%
Bolinas	\$2,275,556	12.2%	\$2,350,000	17.5%	\$3,325,000	\$1,514	-5.4%	9	80.0%	38	84.1%
Corte Madera	\$1,924,500	-9.9%	\$1,750,000	-12.5%	\$6,000,000	\$984	-12.8%	70	-24.7%	26	25.4%
Dillon Beach	\$1,511,850	7.4%	\$1,545,000	9.2%	\$2,578,500	\$1,028	8.9%	10	100.0%	45	100.9%
Fairfax	\$1,369,066	-6.5%	\$1,267,000	-9.5%	\$3,725,000	\$844	-0.5%	61	-35.1%	21	-14.3%
Fallon	-	-	-	-	-	-	-	0	-100.0%	-	-
Forest Knolls	\$997,000	-4.3%	\$965,000	9.7%	\$2,500,000	\$548	-2.2%	10	-16.7%	54	27.5%
Greenbrae	\$2,242,015	-7.3%	\$2,100,000	-8.7%	\$3,626,000	\$998	0.2%	33	-10.8%	27	25.1%
Inverness	\$1,838,815	14.3%	\$1,625,000	8.3%	\$4,400,000	\$1,008	-4.0%	10	-41.2%	28	63.1%
Kentfield	\$3,474,582	-12.1%	\$3,250,000	-2.6%	\$9,495,000	\$1,191	-1.6%	55	1.9%	28	-3.6%
Lagunitas	\$1,002,400	-35.7%	\$845,000	-33.2%	\$1,928,000	\$715	-20.5%	5	-54.5%	51	-5.3%
Larkspur	\$2,741,995	-4.9%	\$2,510,000	-7.0%	\$5,251,703	\$1,224	-2.7%	57	5.6%	26	6.5%
Marshall	-	-	-	-	-	-	-	0	-100.0%	-	-
Mill Valley	\$2,551,799	-4.1%	\$2,200,000	-0.9%	\$12,100,000	\$1,075	-7.9%	240	-25.9%	27	22.9%
Muir Beach	\$2,500,000	-32.5%	\$2,500,000	-46.8%	\$3,250,000	\$527	-73.0%	2	-33.3%	51	1162.5%
Nicasio	\$2,810,000	-18.7%	\$2,810,000	-18.2%	\$2,810,000	\$698	-30.6%	1	-75.0%	8	-77.8%
Novato	\$1,334,457	-7.9%	\$1,209,000	-7.0%	\$3,800,000	\$626	-7.7%	361	-21.4%	34	38.9%
Olema	-	-	-	-	-	-	-	0	-	-	-
Pt. Reyes Station	\$1,225,000	-55.3%	\$1,250,000	-49.9%	\$1,575,000	\$1,042	-25.7%	3	-57.1%	22	-47.6%
Ross	\$4,283,647	-34.7%	\$3,100,000	-40.4%	\$14,000,000	\$1,417	-11.8%	19	0.0%	36	51.1%
San Anselmo	\$1,979,948	-7.5%	\$1,652,000	-9.6%	\$6,950,000	\$989	1.5%	106	-30.3%	28	26.2%
San Geronimo	\$1,825,000	17.3%	\$2,200,000	48.6%	\$2,220,000	\$715	-9.6%	3	-40.0%	17	-70.8%
San Rafael	\$1,700,328	-1.8%	\$1,500,000	-5.1%	\$5,025,000	\$787	-8.6%	338	-22.7%	34	36.8%
Sausalito	\$2,652,809	-11.3%	\$2,245,000	-12.8%	\$6,500,000	\$1,182	-6.0%	47	-42.7%	45	107.3%
Stinson Beach	\$5,622,091	26.6%	\$5,500,000	47.5%	\$17,500,000	\$2,617	3.0%	11	-8.3%	42	59.0%
Tiburon	\$3,730,437	-11.6%	\$3,582,975	-3.2%	\$9,880,000	\$1,288	-3.6%	77	-31.9%	32	27.8%
Tomales	\$1,200,000	-35.4%	\$1,200,000	-10.3%	\$1,550,000	\$656	-10.5%	2	-50.0%	26	-80.1%
Woodacre	\$1,130,077	-7.3%	\$1,125,000	-7.8%	\$1,650,000	\$620	-3.1%	13	-51.9%	38	54.6%
Marin Co.	\$2,161,664	-3.5%	\$1,680,000	-6.7%	\$23,350,000	\$941	-4.4%	1581	-23.0%	32	29.3%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Marin Co.	\$881,828	-3.1%	\$785,000	-4.8%	\$3,500,000	\$647	-6.1%	547	-8.4%	48	31.5%

†No sales recorded for 2023.

MARIN COUNTY MARKET TRENDS

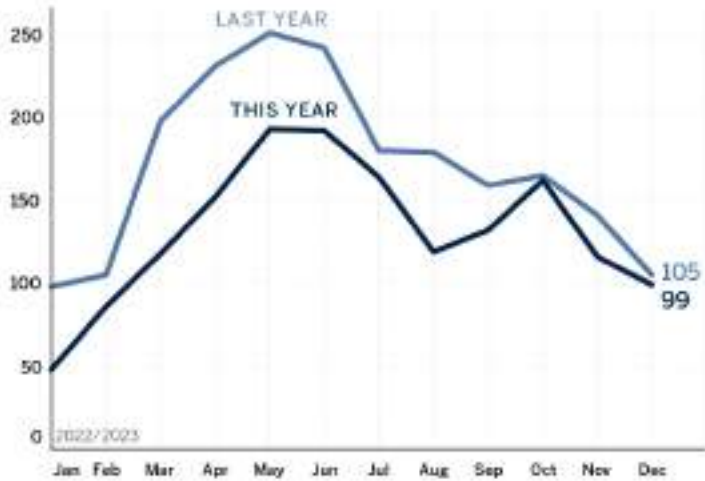
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

MARIN COUNTY SINGLE FAMILY HOMES: 2023

Distribution of Sales



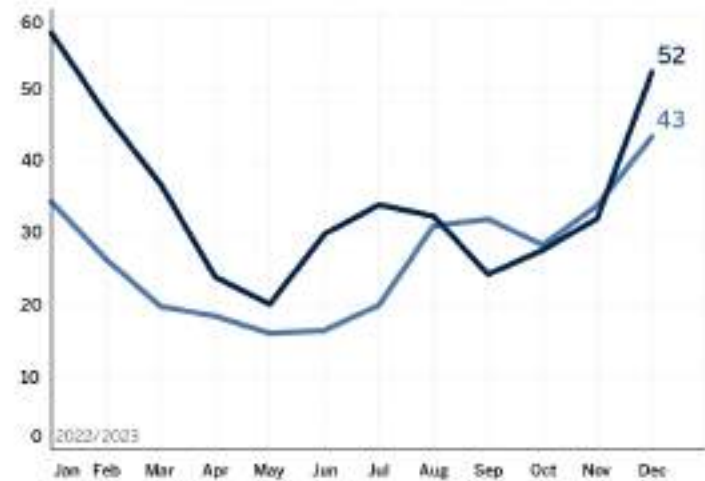
Homes Sold



Median Price



Average Days on Market



Sold Price as % of Original List Price



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

2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
American Canyon	\$717,214	-2.3%	\$724,000	1.3%	\$1,500,000	\$360	-12.4%	85	-22.7%	45	2.9%
Angwin	\$1,119,136	-41.8%	\$801,500	-18.7%	\$2,999,000	\$453	-27.7%	11	-45.0%	139	54.0%
Calistoga	\$1,833,595	-17.4%	\$1,062,500	-6.1%	\$11,125,000	\$754	-35.1%	40	-18.4%	94	8.7%
Deer Park	\$11,500,000	-	\$11,500,000	-	\$11,500,000	\$1,301	-	1	-	304	-
Napa	\$1,217,725	-7.6%	\$909,000	-4.6%	\$13,750,000	\$628	-7.3%	562	-23.5%	50	20.4%
Oakville	-	-	-	-	-	-	-	0	-100.0%	-	-
Pope Valley	\$402,478	-33.4%	\$285,000	-24.8%	\$1,050,000	\$279	-14.6%	9	0.0%	80	-45.1%
Rutherford	\$2,900,000	-68.6%	\$2,900,000	-68.6%	\$2,900,000	\$1,157	-43.0%	1	-50.0%	119	122.4%
St. Helena	\$2,526,513	-9.4%	\$1,912,500	9.3%	\$17,950,000	\$951	-15.0%	60	-41.7%	103	17.9%
Yountville	\$2,791,500	26.3%	\$2,212,500	11.7%	\$8,400,000	\$1,268	13.6%	10	-58.3%	65	168.8%
Napa Co.	\$1,320,291	-11.0%	\$890,000	-8.7%	\$17,950,000	\$633	-12.5%	779	-26.0%	58	16.5%

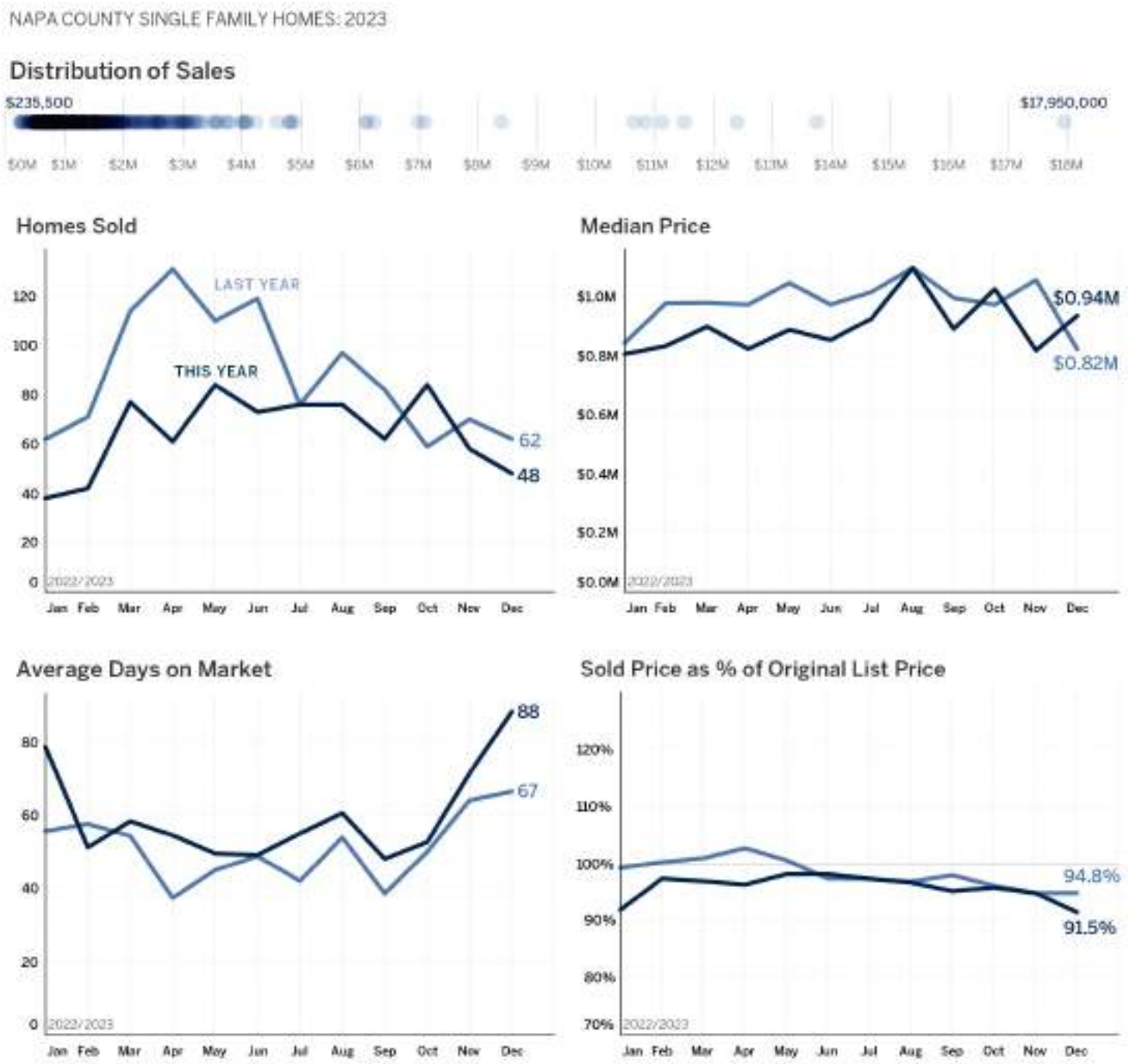
CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Napa Co.	\$740,046	0.3%	\$691,000	8.4%	\$2,100,000	\$581	-0.3%	99	-28.3%	50	22.5%

†No sales recorded for 2023.

NAPA COUNTY MARKET TRENDS

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.



2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Atherton	\$9,566,410	1.1%	\$7,700,000	-0.4%	\$40,000,000	\$1,803	-7.9%	82	10.8%	62	125.8%
Belmont	\$2,195,548	-11.3%	\$2,180,000	-9.9%	\$3,899,000	\$1,186	-11.6%	133	-13.1%	20	33.5%
Brisbane	\$1,285,657	-19.4%	\$1,250,000	-15.3%	\$2,388,800	\$889	-4.7%	21	-38.2%	32	25.3%
Burlingame	\$2,830,848	-8.1%	\$2,700,000	-6.8%	\$6,000,000	\$1,357	-5.5%	156	-10.3%	29	59.3%
Colma	\$1,092,500	-2.9%	\$1,052,500	0.4%	\$1,600,000	\$784	-13.3%	6	20.0%	18	-53.7%
Daly City	\$1,166,920	-7.6%	\$1,160,000	-7.2%	\$2,000,000	\$801	-8.0%	299	-20.1%	20	-1.5%
East Palo Alto	\$1,018,526	-8.8%	\$960,000	-10.4%	\$1,940,000	\$794	-2.9%	81	-8.0%	29	15.0%
El Granada	\$1,579,054	-22.9%	\$1,475,000	-18.7%	\$2,937,500	\$839	-9.2%	37	0.0%	42	49.3%
Foster City	\$2,354,765	-2.2%	\$2,355,000	1.2%	\$3,750,000	\$1,082	-7.5%	96	3.2%	20	41.0%
Half Moon Bay	\$1,936,907	-1.2%	\$1,712,000	-2.2%	\$3,775,000	\$801	-13.7%	80	-21.6%	33	55.5%
Hillsborough	\$6,128,963	-3.2%	\$5,250,000	-4.5%	\$17,000,000	\$1,392	-5.9%	97	-16.4%	35	-2.5%
La Honda	\$1,042,023	-15.6%	\$1,040,000	7.8%	\$1,800,000	\$659	-26.5%	11	-15.4%	32	-0.5%
Loma Mar	-	-	-	-	-	-	-	0	-100.0%	-	-
Menlo Park	\$3,558,530	2.6%	\$3,300,000	5.8%	\$11,900,000	\$1,505	-7.8%	269	-9.4%	24	39.0%
Millbrae	\$2,046,663	-8.0%	\$1,970,000	-8.4%	\$4,000,000	\$1,084	-8.5%	98	-14.8%	23	18.0%
Montara	\$1,467,077	-17.8%	\$1,525,000	0.3%	\$2,320,000	\$793	-16.7%	20	-25.9%	36	41.5%
Moss Beach	\$1,617,654	-14.0%	\$1,525,000	0.0%	\$3,400,000	\$772	-16.9%	13	-43.5%	61	66.8%
Pacifica	\$1,373,175	-6.9%	\$1,284,000	-8.3%	\$3,100,000	\$873	-11.8%	194	-25.1%	25	35.3%
Pescadero	\$746,667	-53.3%	\$760,000	-16.5%	\$800,000	\$653	-28.2%	3	-72.7%	83	147.1%
Portola Valley	\$4,391,044	-17.8%	\$3,756,320	-10.6%	\$11,200,000	\$1,415	-7.2%	50	-15.3%	40	54.4%
Redwood City	\$2,155,061	-5.9%	\$2,050,000	-6.8%	\$5,550,000	\$1,151	-7.3%	406	-25.0%	22	18.3%
Redwood Shores	\$2,510,355	-5.4%	\$2,440,000	-4.5%	\$3,650,000	\$1,109	-14.2%	19	-32.1%	16	12.3%
San Bruno	\$1,373,985	-5.3%	\$1,375,000	-3.6%	\$2,445,000	\$943	-3.9%	169	-26.5%	20	-3.7%
San Carlos	\$2,417,097	-11.6%	\$2,300,000	-8.3%	\$6,495,000	\$1,255	-9.4%	236	0.9%	21	33.7%
San Gregorio	\$1,290,000	-85.5%	\$1,290,000	-85.5%	\$1,290,000	\$639	-91.4%	1	-50.0%	75	-82.4%
San Mateo	\$2,022,862	-8.0%	\$1,815,000	-9.2%	\$6,950,000	\$1,158	-7.8%	436	-19.4%	20	24.1%
So. San Francisco	\$1,246,919	-9.6%	\$1,234,000	-9.3%	\$1,988,888	\$877	-6.8%	195	-26.7%	19	11.8%
Woodside	\$6,481,425	9.1%	\$4,000,000	-17.9%	\$44,500,000	\$1,632	5.6%	61	-14.1%	59	47.6%
San Mateo Co.	\$2,438,782	-1.9%	\$1,810,000	-5.7%	\$44,500,000	\$1,128	-6.6%	3269	-17.6%	25	26.1%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
San Mateo Co.	\$1,036,138	-0.9%	\$930,000	-2.1%	\$5,000,000	\$818	-3.9%	997	-29.0%	36	38.5%

SAN MATEO COUNTY MARKET TRENDS

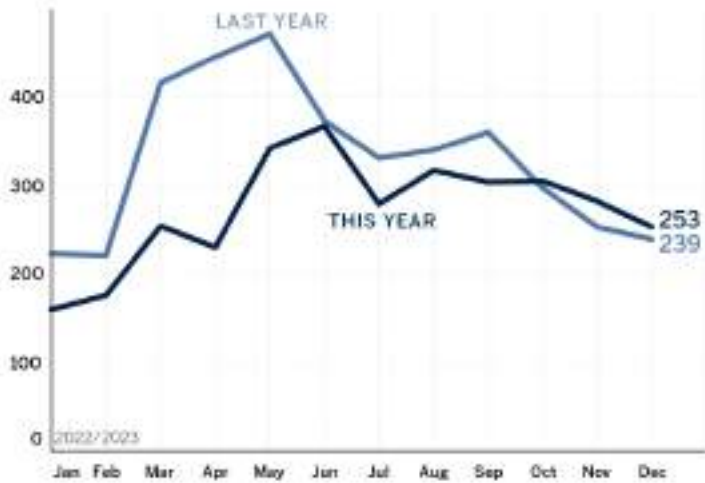
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SAN MATEO COUNTY SINGLE FAMILY HOMES: 2023

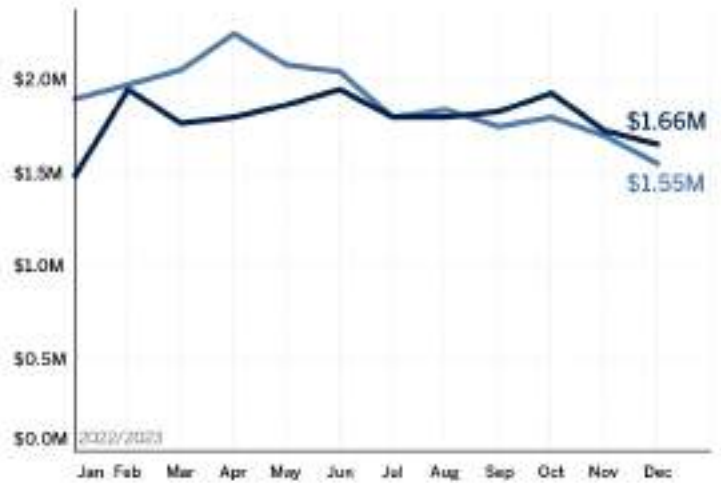
Distribution of Sales



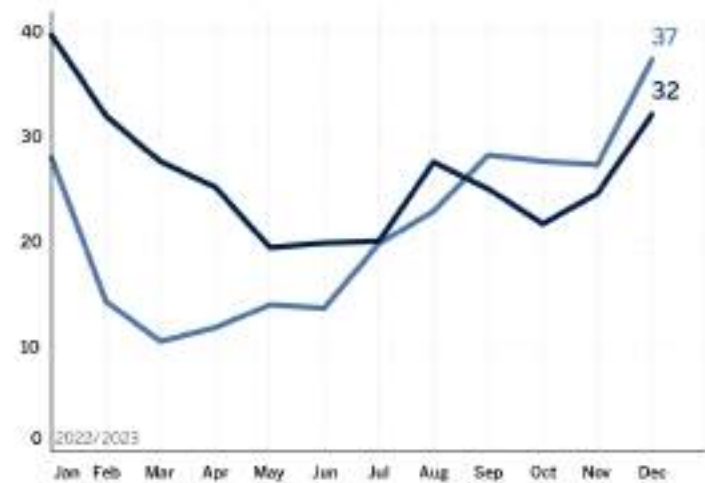
Homes Sold



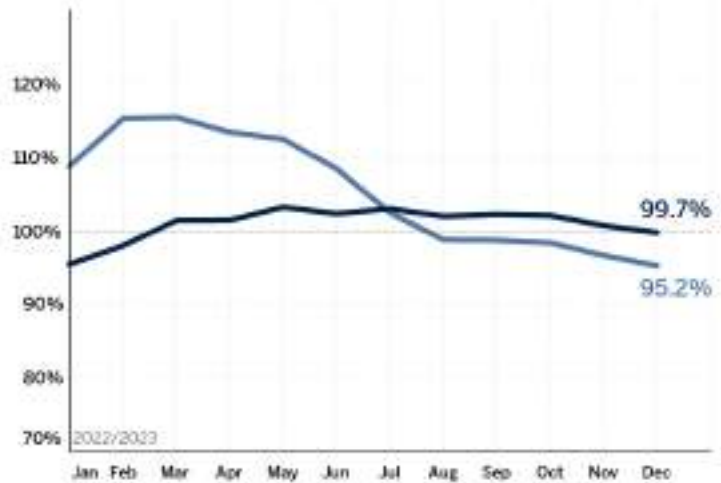
Median Price



Average Days on Market



Sold Price as % of Original List Price



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

2023 ANNUAL SALES BY CITY • SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Campbell	\$1,978,474	-2.0%	\$1,876,500	-0.6%	\$4,500,000	\$1,124	-2.0%	192	-21.3%	16	-11.2%
Cupertino	\$3,076,632	1.7%	\$3,000,000	1.7%	\$5,550,000	\$1,569	1.7%	207	-4.2%	16	2.5%
Gilroy	\$1,217,795	-2.4%	\$1,070,000	-5.9%	\$9,200,000	\$556	-1.8%	366	-18.3%	35	69.5%
Los Altos	\$4,371,545	-1.2%	\$4,100,000	-2.4%	\$13,000,000	\$1,721	-4.6%	211	-21.3%	19	13.5%
Los Altos Hills	\$6,065,010	-1.7%	\$5,230,000	-4.9%	\$16,250,019	\$1,592	-3.3%	52	-28.8%	34	3.4%
Los Gatos	\$2,612,938	-4.2%	\$2,455,000	-4.3%	\$8,575,000	\$1,146	-2.9%	374	-8.1%	31	17.1%
Milpitas	\$1,558,219	-6.3%	\$1,472,101	-2.8%	\$3,400,000	\$935	-4.2%	197	-14.7%	19	19.1%
Monte Sereno	\$3,839,113	-15.5%	\$3,350,000	-20.2%	\$11,800,000	\$1,347	-6.3%	32	-31.9%	32	27.1%
Morgan Hill	\$1,532,706	-4.6%	\$1,400,000	-4.1%	\$4,200,000	\$663	-3.8%	296	-35.5%	26	14.8%
Mountain View	\$2,673,004	-2.4%	\$2,550,000	-1.9%	\$5,800,000	\$1,583	-1.4%	219	-11.0%	15	-19.1%
Palo Alto	\$3,850,918	-4.3%	\$3,300,000	-8.6%	\$18,000,000	\$1,864	-4.2%	315	-11.8%	26	43.5%
San Jose	\$1,647,946	-1.7%	\$1,525,000	-1.6%	\$6,064,500	\$938	-3.4%	3559	-23.1%	19	12.3%
San Martin	\$1,839,452	-6.2%	\$1,809,000	13.1%	\$3,340,000	\$787	8.8%	24	-40.0%	41	15.2%
Santa Clara	\$1,769,030	-4.5%	\$1,707,000	-5.2%	\$3,600,000	\$1,173	-4.5%	378	-26.5%	15	6.2%
Saratoga	\$4,064,450	4.5%	\$3,800,000	0.0%	\$12,468,000	\$1,438	-2.2%	198	-10.0%	26	0.4%
Stanford	\$2,934,300	-2.0%	\$2,714,000	-5.6%	\$5,350,000	\$933	-15.8%	10	25.0%	94	259.2%
Sunnyvale	\$2,235,643	-5.8%	\$2,260,000	-5.8%	\$4,130,000	\$1,373	-4.7%	475	-12.4%	14	4.7%
Santa Clara Co.	\$2,091,691	-1.0%	\$1,740,000	-0.6%	\$18,000,000	\$1,091	-1.9%	7052	-20.5%	21	14.5%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Clara Co.	\$1,026,737	-1.4%	\$950,000	-1.0%	\$3,925,000	\$777	-1.8%	2974	-29.6%	22	19.3%

SANTA CLARA COUNTY MARKET TRENDS

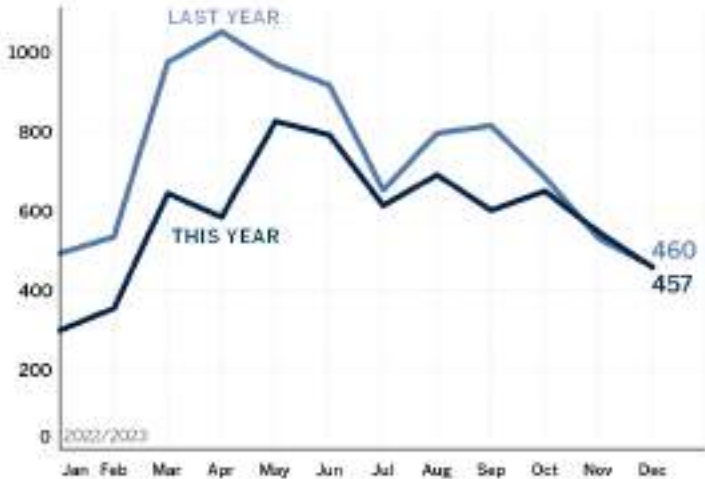
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SANTA CLARA COUNTY SINGLE FAMILY HOMES: 2023

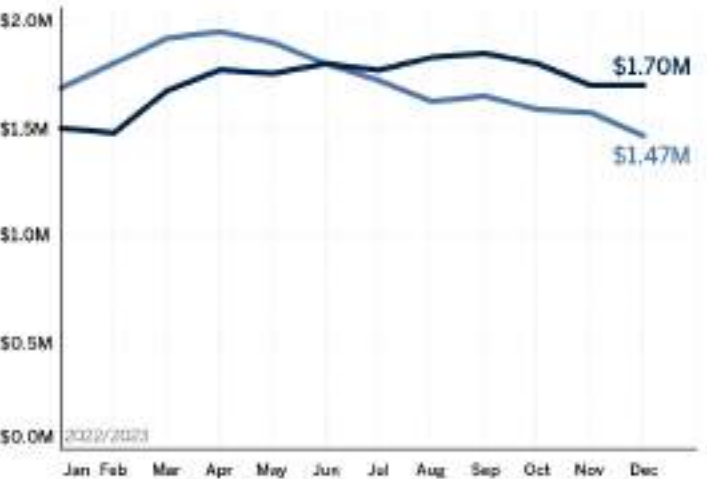
Distribution of Sales



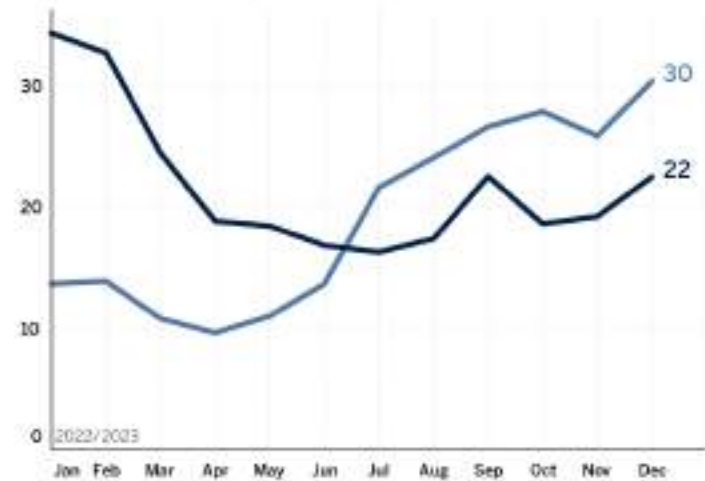
Homes Sold



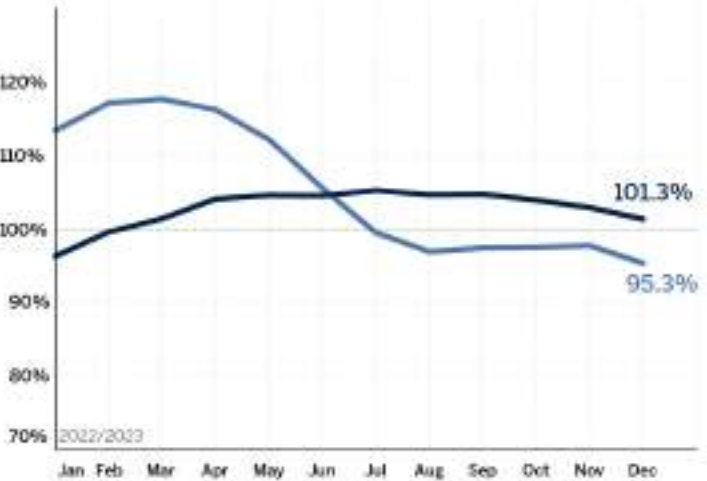
Median Price



Average Days on Market



Sold Price as % of Original List Price



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

2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Aptos	\$1,649,658	-14.0%	\$1,520,888	-3.7%	\$9,800,000	\$929	-4.6%	197	-16.2%	33	35.0%
Ben Lomond	\$991,641	-11.1%	\$935,000	0.2%	\$2,200,000	\$636	-8.3%	57	-10.9%	32	68.6%
Boulder Creek	\$803,390	-6.8%	\$750,000	-8.5%	\$2,125,000	\$585	-2.1%	117	-7.1%	37	61.7%
Brookdale	\$726,273	-11.1%	\$762,500	3.2%	\$978,825	\$505	-9.8%	14	0.0%	36	3.3%
Capitola	\$2,059,054	10.4%	\$1,640,750	-0.6%	\$5,600,000	\$1,427	-3.7%	28	-37.8%	35	45.9%
Corralitos	\$1,189,833	-8.0%	\$1,200,000	14.3%	\$1,382,500	\$704	-2.8%	9	12.5%	35	-43.5%
Davenport	\$1,180,000	-41.0%	\$1,050,000	-47.5%	\$1,700,000	\$711	-38.2%	7	600.0%	14	-77.3%
Felton	\$870,498	-1.2%	\$814,500	-8.0%	\$2,000,000	\$633	-11.2%	60	-29.4%	36	44.7%
Freedom	\$752,100	0.1%	\$732,500	4.6%	\$935,000	\$662	8.8%	10	-9.1%	21	82.3%
La Selva Beach	\$2,575,000	24.6%	\$1,819,000	-3.0%	\$8,065,000	\$1,303	44.7%	19	72.7%	82	150.1%
Los Gatos	\$2,612,938	-4.2%	\$2,455,000	-4.3%	\$8,575,000	\$1,146	-2.9%	374	-8.1%	31	17.1%
Mount Hermon	\$854,167	11.0%	\$857,500	6.7%	\$1,230,000	\$645	3.3%	6	-25.0%	38	147.9%
Santa Cruz	\$1,739,057	-1.1%	\$1,500,000	-0.7%	\$13,500,000	\$1,010	-5.1%	325	-27.0%	32	43.4%
Scotts Valley	\$1,472,023	-6.1%	\$1,365,000	-10.5%	\$3,750,000	\$678	-8.2%	81	-20.6%	35	42.2%
Seacliff	-	-	-	-	-	-	-	0	-100.0%	-	-
Soquel	\$1,513,309	-9.6%	\$1,495,000	-6.6%	\$3,370,000	\$739	-6.0%	47	-6.0%	30	9.2%
Watsonville	\$918,098	-2.1%	\$775,000	-7.7%	\$4,350,000	\$607	-0.8%	157	-17.4%	35	51.6%
Santa Cruz Co.	\$1,397,202	-5.3%	\$1,230,000	-5.8%	\$13,500,000	\$814	-5.9%	1187	-19.4%	35	47.2%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Cruz Co.	\$838,207	-7.5%	\$788,500	-6.1%	\$2,600,000	\$710	-4.5%	276	-20.9%	32	72.5%

*No sales recorded for 2021.

SANTA CRUZ COUNTY MARKET TRENDS

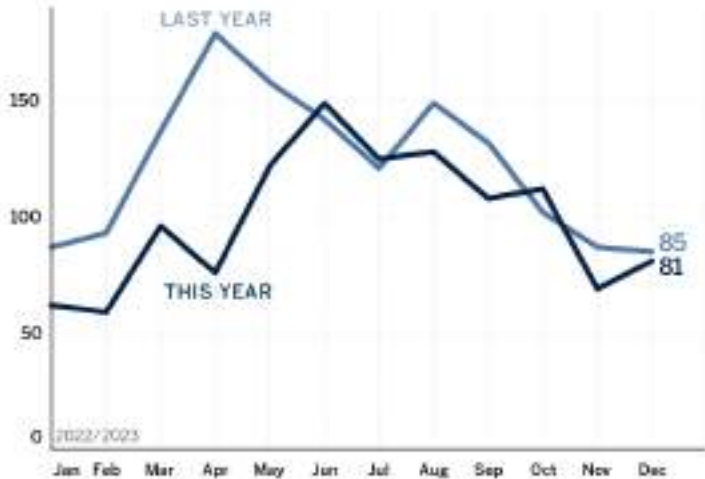
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SANTA CRUZ COUNTY SINGLE FAMILY HOMES: 2023

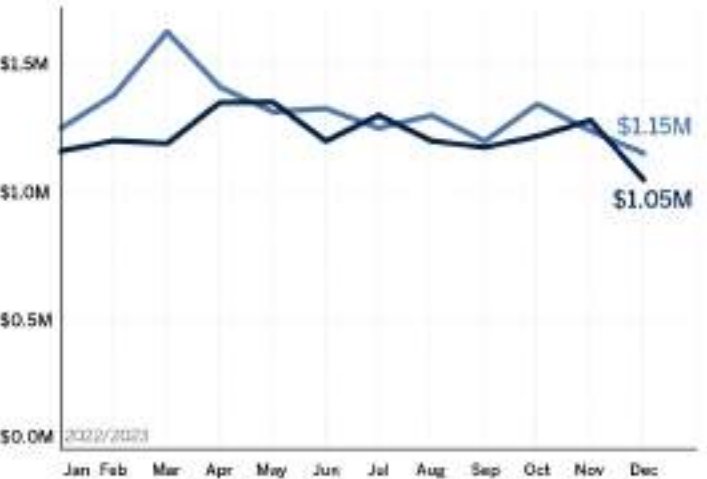
Distribution of Sales



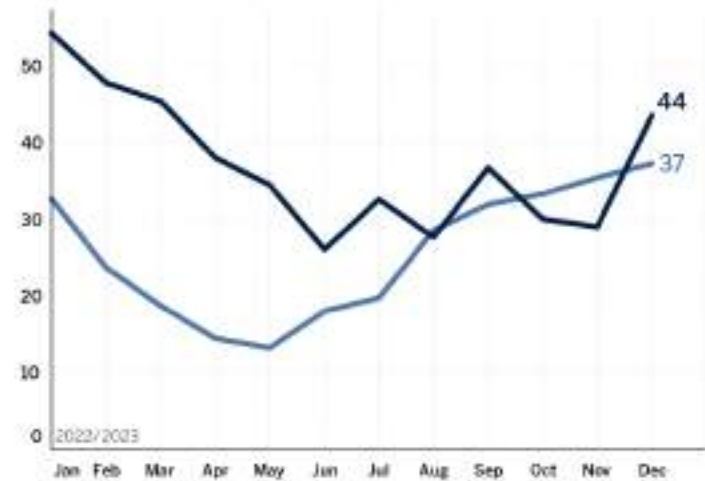
Homes Sold



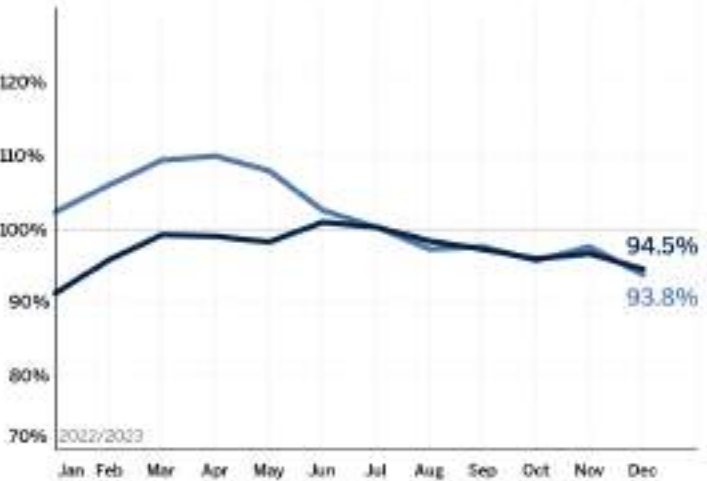
Median Price



Average Days on Market



Sold Price as % of Original List Price



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.



2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Benicia	\$916,822	-1.7%	\$850,000	-1.7%	\$2,687,500	\$470	-2.1%	143	-30.9%	32	9.8%
Birds Landing	\$385,000	28.3%	\$385,000	28.3%	\$620,000	\$194	-32.9%	2	100.0%	193	78.2%
Dixon	\$620,830	-4.6%	\$601,900	-3.7%	\$1,580,000	\$320	-2.7%	212	-24.3%	49	50.0%
Elmira	-	-	-	-	-	-	-	0	-100.0%	-	-
Fairfield	\$664,147	-2.1%	\$630,000	-0.8%	\$4,600,000	\$345	-4.0%	802	-18.6%	38	13.5%
Rio Vista	\$466,877	-5.8%	\$458,900	-7.8%	\$1,300,000	\$280	-9.2%	303	10.2%	59	57.1%
Suisun City	\$545,349	-1.5%	\$538,000	-2.8%	\$975,000	\$335	-6.4%	185	-26.3%	41	15.2%
Vacaville	\$645,570	-2.8%	\$615,000	-2.4%	\$2,650,000	\$355	-3.6%	808	-28.4%	40	27.8%
Vallejo	\$570,483	-1.9%	\$550,000	-2.2%	\$1,080,000	\$375	-3.8%	735	-28.2%	38	15.5%
Winters	\$1,173,854	-9.0%	\$946,562	-13.2%	\$2,150,000	\$479	-6.3%	6	-45.5%	101	145.4%
Solano Co.	\$621,546	-3.4%	\$585,000	-2.5%	\$4,600,000	\$352	-4.9%	3196	-23.2%	42	25.7%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Solano Co.	\$407,697	-1.0%	\$375,000	-1.3%	\$1,129,000	\$372	1.5%	271	-22.8%	39	17.0%

*No sales recorded for 2021.

SOLANO COUNTY MARKET TRENDS

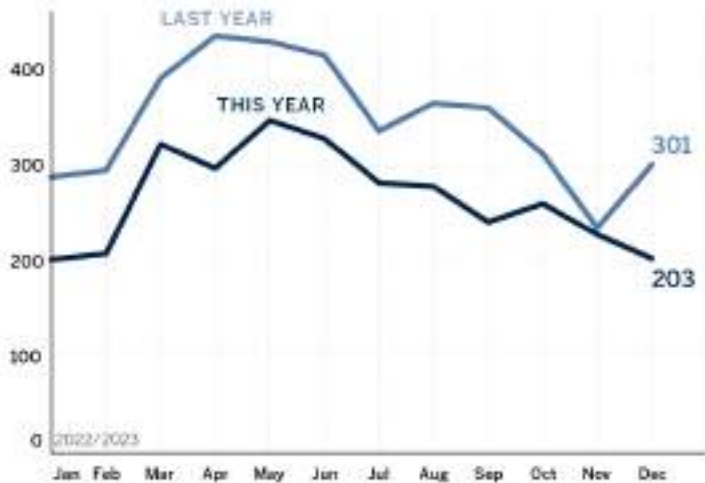
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SOLANO COUNTY SINGLE FAMILY HOMES: 2023

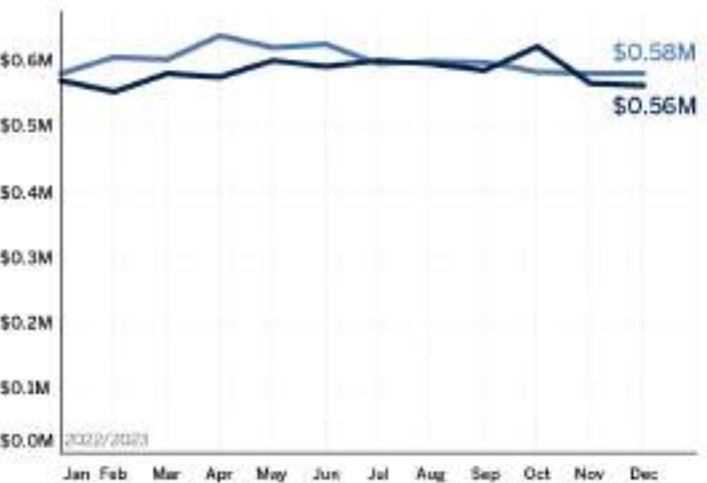
Distribution of Sales



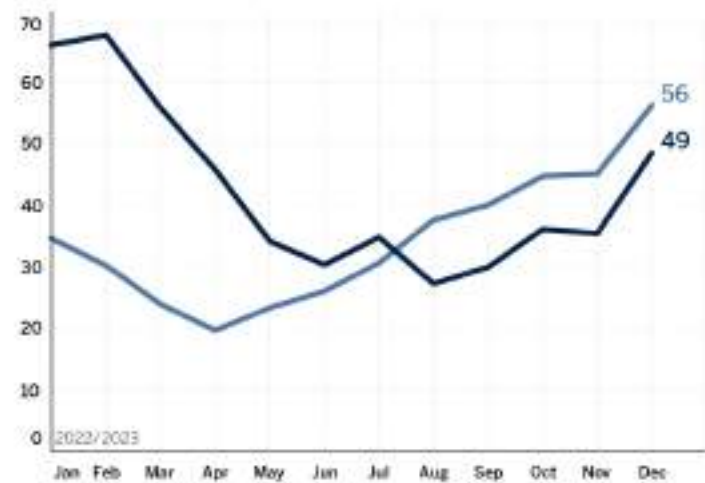
Homes Sold



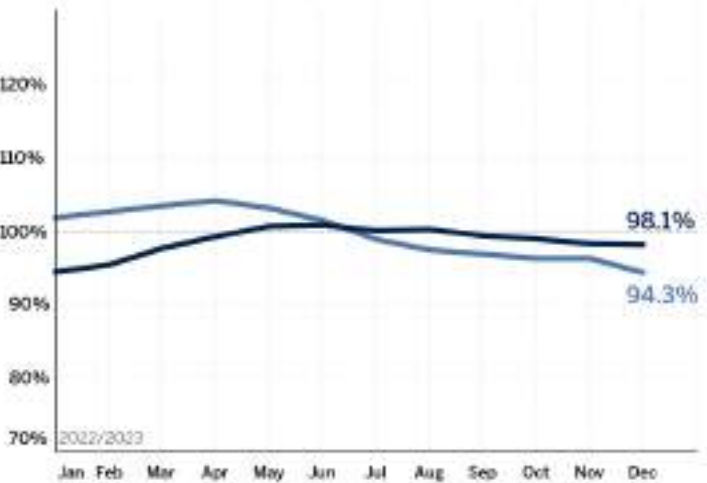
Median Price



Average Days on Market



Sold Price as % of Original List Price



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

2023 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2023	±%	2023	±%	2023	2023	±%	2023	±%	2023	±%
Agua Caliente	\$880,000	-	\$880,000	-	\$880,000	\$561	-	1	-	39	-
Annapolis	-	-	-	-	-	-	-	0	-100.0%	-	-
Bodega	\$1,093,750	-4.5%	\$1,093,750	4.2%	\$1,400,000	\$650	18.4%	2	-60.0%	148	246.2%
Bodega Bay	\$1,650,670	-1.3%	\$1,411,353	-11.5%	\$6,250,000	\$913	-3.5%	32	-28.9%	89	140.1%
Camp Meeker	\$494,889	22.8%	\$520,000	31.6%	\$645,000	\$511	1.8%	9	50.0%	80	158.4%
Cazadero	\$613,674	-5.7%	\$610,000	-1.6%	\$1,050,000	\$497	0.5%	19	11.8%	66	51.0%
Cloverdale	\$769,129	-6.6%	\$670,000	3.1%	\$2,900,000	\$428	-5.1%	85	-27.4%	64	28.7%
Cotati	\$810,053	-8.9%	\$725,000	-6.8%	\$1,440,000	\$519	2.8%	43	13.2%	35	-6.2%
Duncan Mills	\$825,000	-	\$825,000	-	\$825,000	\$1,086	-	1	-	16	-
Forestville	\$882,086	5.9%	\$741,000	6.0%	\$2,595,000	\$559	-0.9%	39	-40.0%	49	22.6%
Freestone	\$1,308,333	-	\$1,275,000	-	\$1,500,000	\$582	-	3	-	149	-
Fulton	\$1,181,375	43.8%	\$1,300,750	77.0%	\$1,675,000	\$697	22.6%	4	33.3%	50	-16.6%
Geyserville	\$3,036,988	34.5%	\$2,550,000	45.3%	\$8,250,000	\$1,004	50.4%	8	-33.3%	80	-12.0%
Glen Ellen	\$2,147,958	38.4%	\$1,600,000	45.5%	\$7,200,000	\$877	15.9%	24	-27.3%	46	-40.9%
Graton	\$962,111	8.1%	\$799,000	-14.3%	\$1,600,000	\$534	-32.5%	7	-12.5%	56	26.8%
Guerneville	\$556,443	-18.4%	\$533,800	-17.9%	\$1,400,000	\$503	-10.5%	92	-22.7%	45	9.6%
Healdsburg	\$1,963,777	17.9%	\$1,312,500	9.4%	\$8,500,000	\$917	21.2%	150	-22.3%	59	-10.1%
Jenner	\$992,714	-9.8%	\$890,000	-7.3%	\$1,900,000	\$499	-42.1%	7	-12.5%	51	-28.4%
Kenwood	\$2,689,313	37.0%	\$1,845,000	38.5%	\$11,750,000	\$765	-9.2%	16	-15.8%	97	41.2%
Monte Rio	\$560,796	-5.0%	\$528,500	-11.9%	\$1,450,000	\$483	-17.3%	22	-40.5%	45	4.9%
Occidental	\$1,077,198	-17.6%	\$960,000	-13.0%	\$1,975,000	\$615	-13.0%	15	-25.0%	59	-5.9%
Penngrove	\$1,262,857	-15.0%	\$1,230,000	-6.1%	\$1,878,000	\$606	-1.3%	21	-36.4%	75	44.7%
Petaluma	\$1,081,235	-0.7%	\$950,000	0.0%	\$3,675,000	\$594	-4.1%	392	-25.9%	45	54.7%
Rio Nido	\$392,250	17.0%	\$395,000	20.6%	\$499,000	\$541	58.2%	4	-33.3%	39	-41.1%
Rohnert Park	\$761,013	-0.1%	\$759,500	-1.4%	\$1,207,906	\$428	-1.7%	214	-17.4%	38	26.1%
Santa Rosa	\$928,810	2.4%	\$775,000	1.7%	\$6,900,000	\$493	0.7%	1272	-22.0%	48	21.4%
Sebastopol	\$1,325,267	-0.2%	\$1,180,000	0.4%	\$3,775,000	\$709	2.3%	169	-23.2%	45	16.7%
Sonoma	\$1,539,084	-3.0%	\$1,037,500	-9.4%	\$12,250,000	\$745	-2.1%	260	-19.5%	48	21.3%
The Sea Ranch	\$1,475,387	-10.9%	\$1,250,000	-16.4%	\$3,895,000	\$719	-10.4%	58	-21.6%	45	46.9%
Windsor	\$881,555	-1.7%	\$820,000	1.9%	\$2,750,000	\$469	-2.9%	207	-11.2%	41	13.7%
Sonoma Co.	\$1,074,095	1.2%	\$840,000	1.2%	\$12,250,000	\$567	-0.4%	3176	-21.7%	48	21.7%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Sonoma Co.	\$513,960	1.3%	\$470,250	-1.0%	\$2,275,000	\$427	1.4%	404	-27.1%	36	7.2%

*No sales recorded for 2021.

SONOMA COUNTY MARKET TRENDS

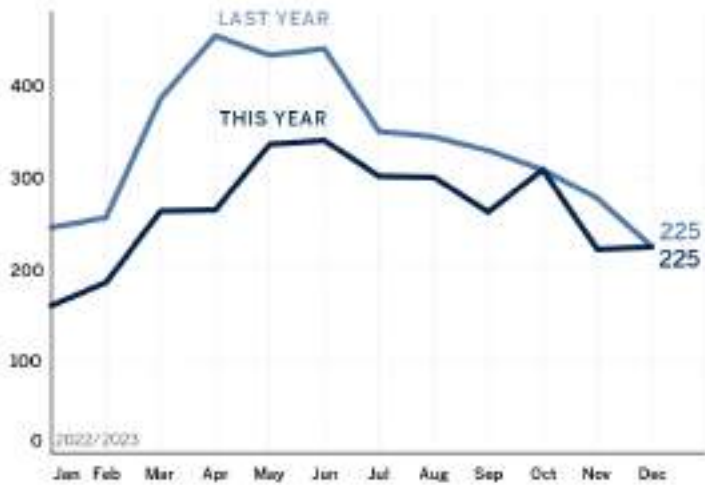
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SONOMA COUNTY SINGLE FAMILY HOMES: 2023

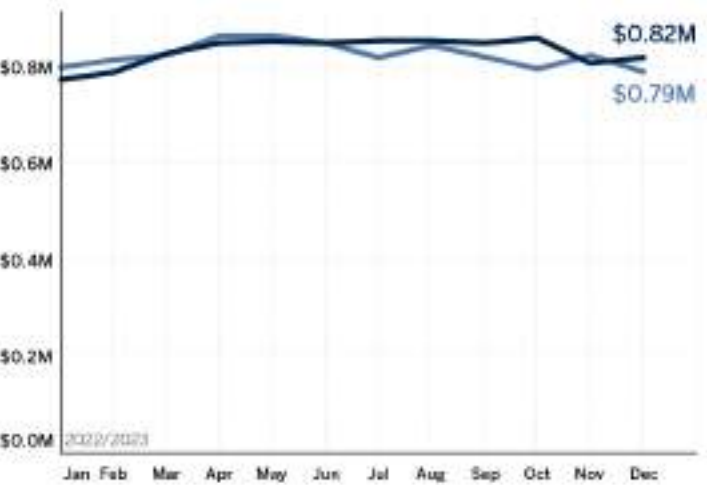
Distribution of Sales



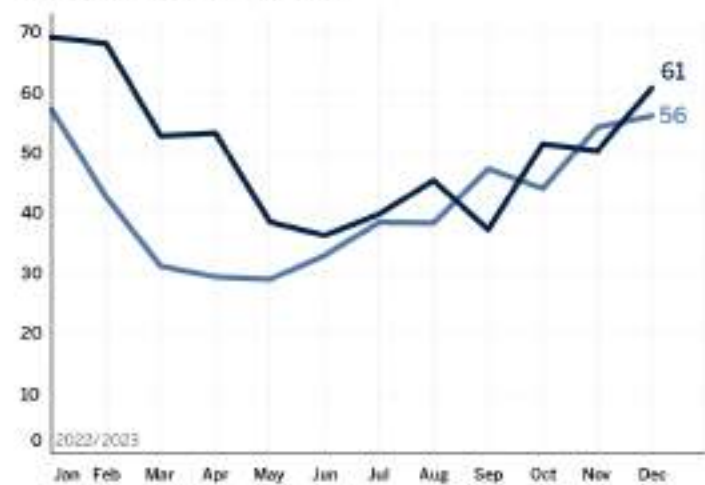
Homes Sold



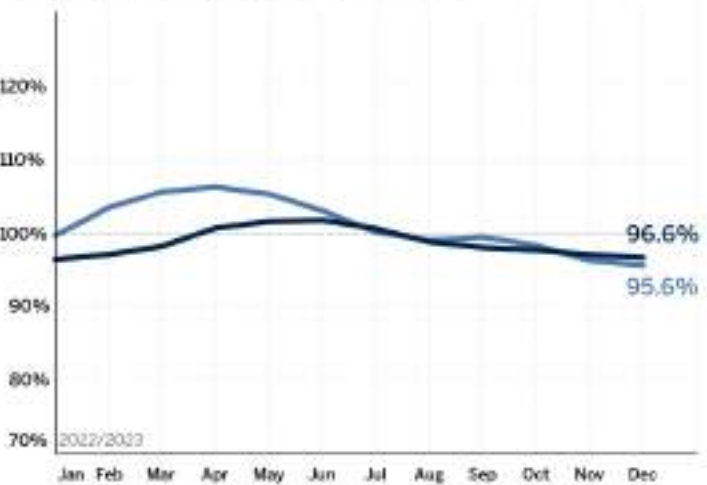
Median Price



Average Days on Market



Sold Price as % of Original List Price



SELECTION OF SIGNIFICANT SALES 2023



ATHERTON

\$22,180,000



ATHERTON

\$14,500,000



ATHERTON

\$13,850,000



BELVEDERE

\$13,495,000



BELVEDERE

\$9,977,000



BURLINGAME

\$6,000,000

SELECTION OF SIGNIFICANT SALES 2023



CARMEL

\$6,500,000



FREMONT

\$5,725,000



GEYSERVILLE

\$5,950,000



GILROY

\$7,075,000



HEALDSBURG

\$8,500,000



HILLSBOROUGH

\$9,510,000

SELECTION OF SIGNIFICANT SALES 2023



KENTFIELD

\$7,100,000



KENTFIELD

\$5,501,000



LAFAYETTE

\$5,375,000



LOS ALTOS HILLS

\$12,250,000



LOS ALTOS HILLS

\$9,399,000



MENLO PARK

\$5,400,000

SELECTION OF SIGNIFICANT SALES 2023



MILL VALLEY

\$6,150,000



NAPA

\$16,500,000



NAPA

\$10,850,000



NAPA

\$8,400,000



PALO ALTO

\$7,580,000



PIEDMONT

\$5,500,000

SELECTION OF SIGNIFICANT SALES 2023



PORTOLA VALLEY

\$7,450,000



PORTOLA VALLEY

\$7,400,000



PORTOLA VALLEY

\$7,000,000



REDWOOD CITY

\$5,050,000



SAN CARLOS

\$6,495,000



SAN FRANCISCO

\$5,875,000

SELECTION OF SIGNIFICANT SALES 2023



SAN RAFAEL

\$5,025,000



SAUSALITO

\$5,050,000



STINSON BEACH

\$6,200,000



WOODSIDE

\$33,500,000



WOODSIDE

\$23,625,000



YOUNTVILLE

\$23,500,000

VISIT US AT
GOLDENGATESIR.COM

EAST BAY OFFICES

Berkeley Office 510.542.2600	Oakland-Piedmont-Montclair 510.339.4000	Danville Office 925.838.9700
North Berkeley Office 510.883.7000	Lafayette Office 925.283.7866	Elmwood Office 510.883.7000

NORTH BAY OFFICES

Belvedere - Tiburon Office 415.435.0700	Ross Valley Office 415.461.7200	Sausalito Office 415.331.9000
Drakes Landing Office 415.464.9300	San Rafael Office 415.456.1200	Southern Marin Office 415.381.7300
Stinson Beach Office 415.868.9200		

SILICON VALLEY OFFICES

Burlingame 650.865.3000	Los Altos Office 650.941.4300	Los Gatos 408.358.2800
Menlo Park Office 650.847.1141	Woodside Office 650.851.6600	San Carlos 650.597.1800

WINE COUNTRY OFFICES

Napa Downtown 707.690.9500	Napa 707.255.0845
--------------------------------------	-----------------------------

