

APRIL MARKET REPORT

SAN FRANCISCO BAY AREA

2022



Golden
Gate

Sotheby's
INTERNATIONAL REALTY



The SF Bay Area Housing Market

Welcome to our April Market Report for the San Francisco Bay Area, presented in partnership with the Rosen Consulting Group (RCG). For our statistical report of the regional housing market, we take a close look at the ten counties associated with the SF Bay Area. This report focuses primarily on detached single family homes, with added coverage of the significant condominium market in San Francisco. All data is sourced from local Multiple Listing Service (MLS) organizations.

MARKET LIFTED BY LOW UNEMPLOYMENT, HIGH DEMAND

The housing market accelerated further in April with strong buyer demand overcoming the rise in mortgage rates and reduced affordability. Household income gains as well as opportunities to capitalize on stock options despite drops in the equity markets also added to the pent-up demand for housing in the SF Bay Area. The regional economy strengthened further, with the unemployment rate decreasing to 3.5%,

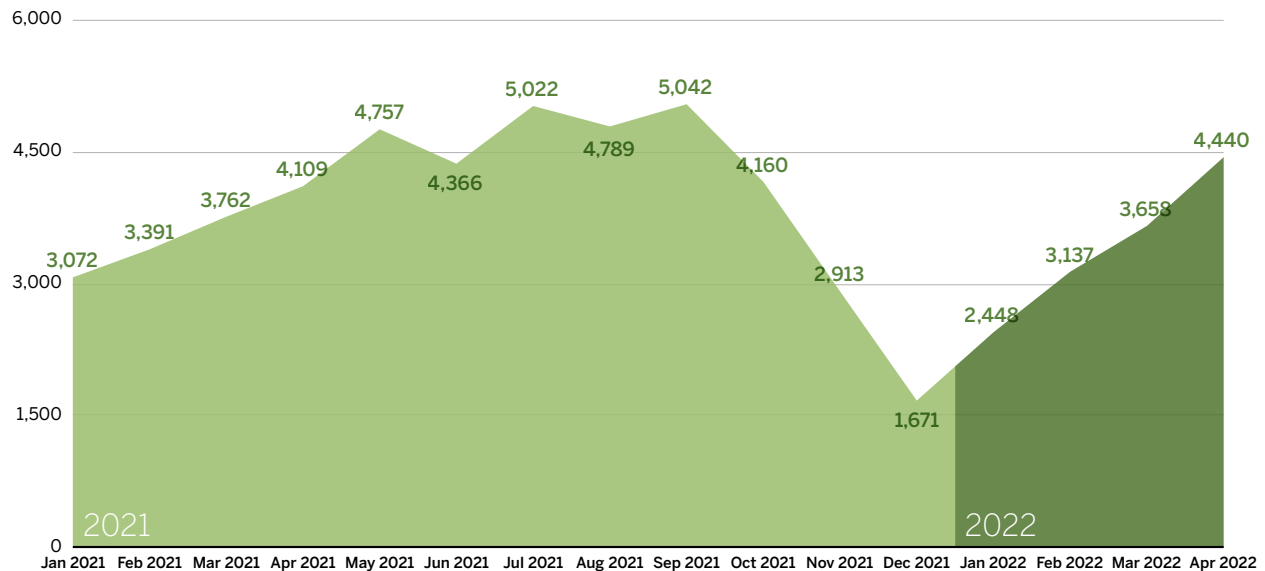
underscoring the tight labor market contributing to wage growth across most industries. The potential for mortgage rates to rise further drove some potential buyers to accelerate their home search, boosting competition in many neighborhoods.

SALES INCREASE FROM MARCH; HIGH RATES IMPACT ENTRY LEVEL

Sales volume rebounded in April, reaching 5,100 homes sold, an increase of nearly 6% from March. While low inventory and rising mortgage rates

Available Inventory on the Rebound

ACTIVE SAN FRANCISCO BAY AREA LISTINGS · JANUARY 2021 - APRIL 2022



Includes sales of Single Family Homes in 10 Bay Area counties.
Data Source: MLS, RCG

hampered some buyer activity, sales volume increased for the third-consecutive month. The largest increases in monthly sales occurred in smaller counties, including Marin, Santa Cruz and Sonoma counties. Among larger counties, Alameda, San Mateo and Santa Clara counties produced the greatest increase in sales over the prior month.

Throughout the region, rising prices and higher mortgage rates continued to constrain some buyer activity in the most affordable price segment. Sales of homes priced less than \$750,000 decreased by nearly 2%, though a portion of this was also due to fewer homes qualifying for this pricing tier given recent listing trends. Within the higher price ranges, where mortgage rates do not impact decisions to buy as much as entry level homes, sales velocity accelerated in April. Sales increased by more than 17% among homes closed between \$2.5 million and \$3.5 million and by more than 19% in the \$3.5 million to \$5.0 million segment.

CONTINUED PRICE GAINS DESPITE INCREASE IN INVENTORY

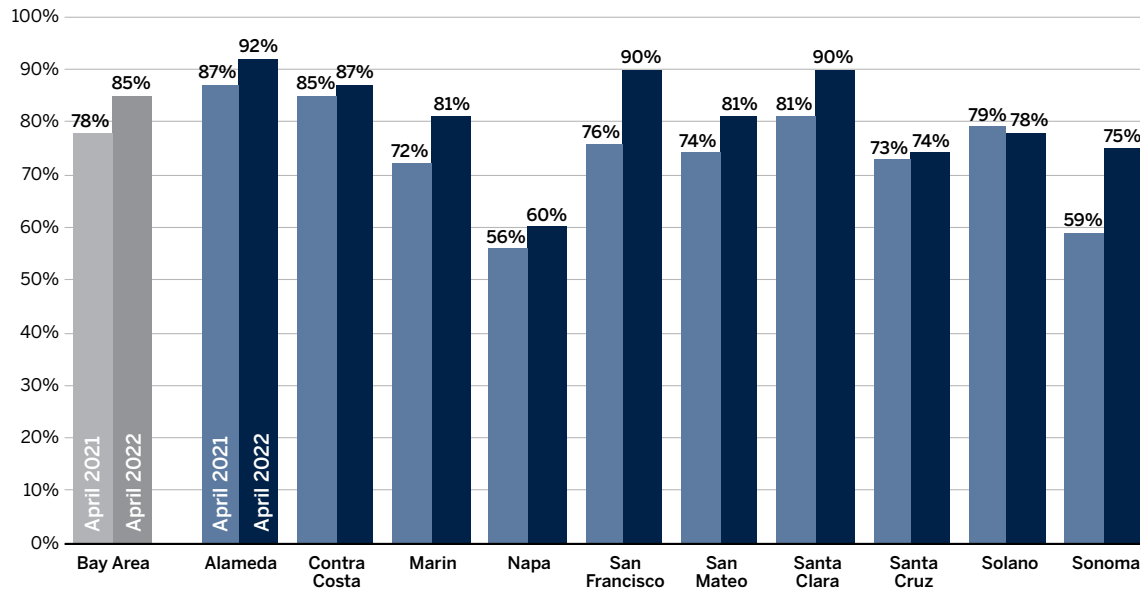
The seemingly endless buyer demand combined with desire for more homeowners to take advantage of built-up equity helped to increase the number of homes for sale throughout the region. In April, available listings increased to roughly 4,400 homes, an increase of more than 20% from the previous month. Despite this large increase, homes were listed at higher prices and remained available for shorter lengths of time. The median price per square foot of active listings increased to roughly \$763 per square foot, an increase of 7% from one year ago.

FIERCE COMPETITION DRIVES PACE OF MARKET

Buyer competition accelerated in the first few months of the year, with the number of homes sold above the asking price breaking another record. In April, 85% of homes sold in the SF Bay Area closed at a premium to the list price. Many

More Homes Sold Above List Price

PERCENTAGE OF HOMES THAT SOLD ABOVE LIST PRICE · APRIL 2021 VS. APRIL 2022



Includes Single Family Homes in 10 Bay Area counties.
Data Source: MLS, RCG

sellers received multiple offers for their homes and the average days on market for closed listings fell to less than 15 days, the quickest sales pace on record. While competition increased throughout the region, Alameda County continued to lead the way with 92% of sales above the asking price. With Alameda County buyers continuing to aggressively pursue opportunities, it is not surprising that the median list price increased 33% since the end of 2021. During the last few months, buyer competition accelerated substantially in the North Bay. Not only did a larger share of homes sell above the list price, but the average days on market decreased by 31% from the last year.

LOOKING AHEAD

Overall, the SF Bay Area housing market will remain one of the most competitive in the nation. Though the loss of purchasing power from higher

mortgage rates may constrain some buyers, the deep pool of pent-up demand should absorb much of the inventory coming to market in the next few months even as more existing homeowners take advantage of the greater equity in their homes. Sales volume should rise through the spring buying season, leading to continued price gains, solidifying the SF Bay Area as the most expensive housing market. The elevated competition for homes will mean that multiple bidding situations will remain common; however, the potential for buyer fatigue to accelerate is a modest risk to cool the pace of sales. While headwinds, including high inflation and rising mortgage rates, may impact some buyers, the SF Bay Area housing sector should produce additional record results this year.

SALES BY COUNTY · SINGLE FAMILY HOMES

County	Median Price			Avg. Price per Sq. Foot			Number of Sales		
	Apr 2021	Apr 2022	Change	Apr 2021	Apr 2022	Change	Apr 2021	Apr 2022	Change
Alameda	\$1,300,000	\$1,495,000	15.0%	\$742	\$891	20.1%	1130	939	-16.9%
Contra Costa	\$965,188	\$1,000,000	3.6%	\$548	\$642	17.2%	1208	984	-18.5%
Marin	\$1,675,000	\$2,200,000	31.3%	\$907	\$1,108	22.1%	299	231	-22.7%
Napa	\$907,500	\$975,000	7.4%	\$634	\$678	6.9%	142	131	-7.7%
San Francisco	\$1,800,000	\$2,050,000	13.9%	\$976	\$1,078	10.5%	284	252	-11.3%
San Mateo	\$1,888,000	\$2,250,000	19.2%	\$1,115	\$1,321	18.5%	525	445	-15.2%
Santa Clara	\$1,610,000	\$1,950,000	21.1%	\$994	\$1,200	20.7%	1316	1050	-20.2%
Santa Cruz	\$1,255,000	\$1,410,000	12.4%	\$776	\$940	21.1%	209	179	-14.4%
Solano	\$550,000	\$637,995	16.0%	\$338	\$388	14.6%	442	436	-1.4%
Sonoma	\$775,000	\$865,000	11.6%	\$519	\$589	13.6%	591	455	-23.0%
SF Bay Area	\$1,300,000	\$1,480,000	13.8%	\$757	\$889	17.5%	6146	5102	-17.0%

SALES PRICES CONTINUE TO ADVANCE

The SF Bay Area median price reached another record, increasing to \$1.485 million in April, up 6% from the prior month. The median price topped the \$2 million mark in Marin, San Francisco and San Mateo counties, and likely will reach that point in Santa Clara County shortly. Activity accelerated in the higher price ranges, particularly in Marin and Santa Clara counties, where the share of homes sold in the \$3.5 million to \$5 million range increased by 50% from just a few months ago.

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.



SAN FRANCISCO BAY AREA COUNTIES



The Golden Gate Sotheby's International Realty statistical report of the regional housing market takes a close look at the ten counties associated with the SF Bay Area (we include Santa Cruz County, as it houses many SF Bay Area workers and is part of the area served by our agents). This report focuses primarily on detached single family homes, with added coverage of the significant condominium market in San Francisco. Data is sourced from local Multiple Listing Service (MLS) organizations. Written analysis is from the Rosen Consulting Group.



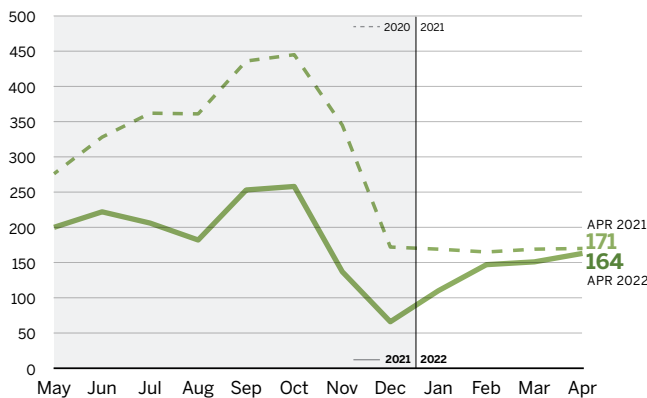
SAN FRANCISCO SINGLE FAMILY

MARKET TRENDS

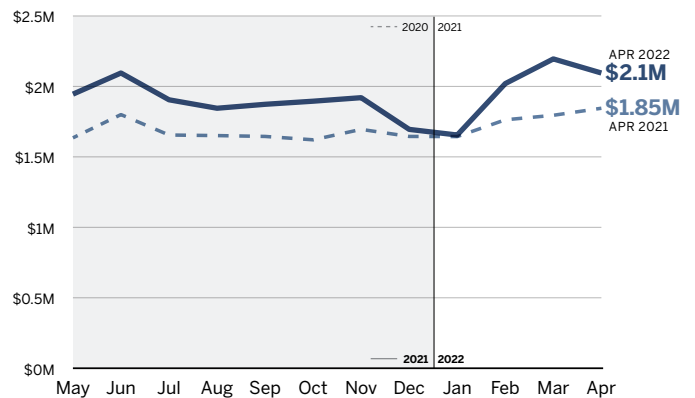
Graphs show trends in market activity comparing this year (solid lines) with last year (dashed lines) for the same period. Data is for single family homes only. Note: Totals in graphs on this page may differ from the following page due to differences in data processing from different sources.

----- Last Year
——— This Year

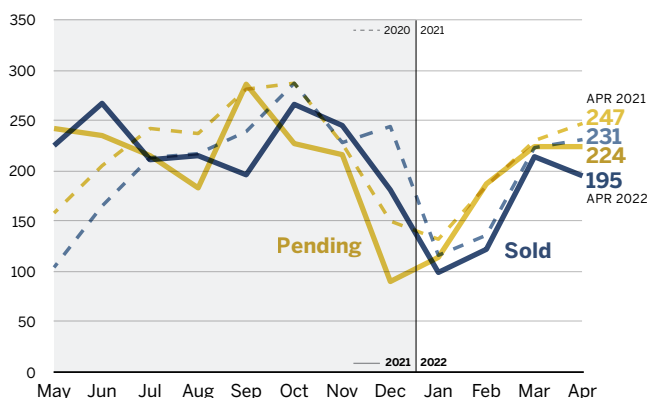
Homes for Sale
Last Year vs. This Year



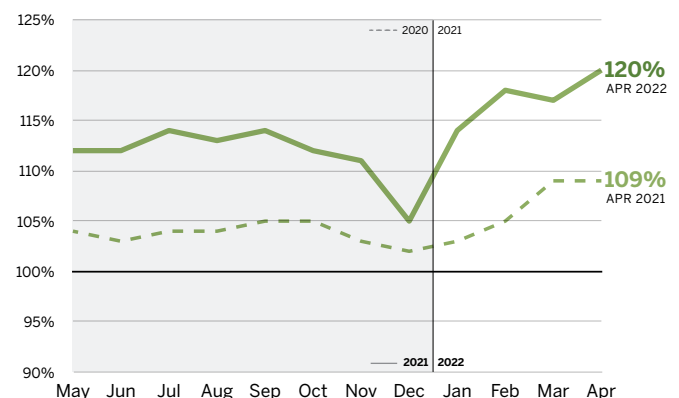
Median Sale Price
Last Year vs. This Year



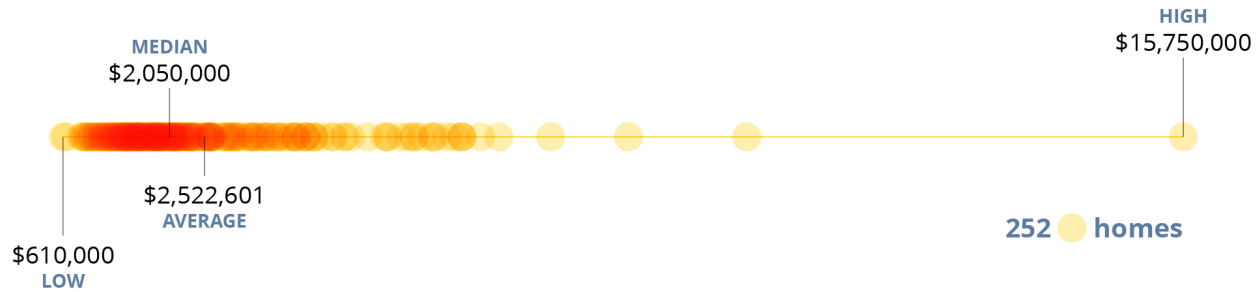
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY DISTRICT · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
District 1	\$3,366,862	\$3,168,000	\$7,200,000	\$1,136	29	12
District 2	\$1,936,879	\$1,900,000	\$3,220,000	\$1,090	43	11
District 3	\$1,813,889	\$1,770,000	\$2,630,000	\$965	18	11
District 4	\$2,357,502	\$2,168,862	\$4,500,000	\$1,070	26	13
District 5	\$3,365,052	\$2,850,000	\$8,250,000	\$1,096	39	18
District 6	\$3,812,500	\$3,575,000	\$6,000,000	\$1,253	4	11
District 7	\$5,431,455	\$4,100,000	\$15,750,000	\$1,488	11	22
District 8	\$4,063,167	\$3,125,000	\$9,850,000	\$1,339	6	26
District 9	\$2,217,837	\$1,920,000	\$5,350,000	\$1,146	32	20
District 10	\$1,346,427	\$1,350,000	\$2,000,000	\$861	44	14
San Francisco	\$2,522,601	\$2,050,000	\$15,750,000	\$1,078	252	15

DISTRICT 1

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

DISTRICT 2

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

DISTRICT 3

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

DISTRICT 4

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

DISTRICT 5

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

DISTRICT 6

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

DISTRICT 7

Marina, Pacific Heights, Presidio Heights, Cow Hollow

DISTRICT 8

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

DISTRICT 9

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

DISTRICT 10

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



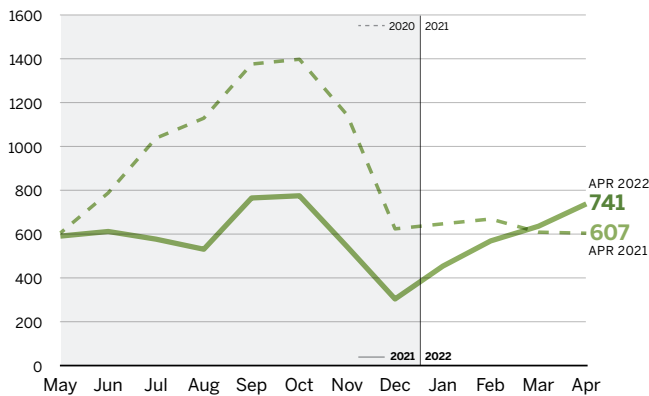
SAN FRANCISCO CONDOS

MARKET TRENDS

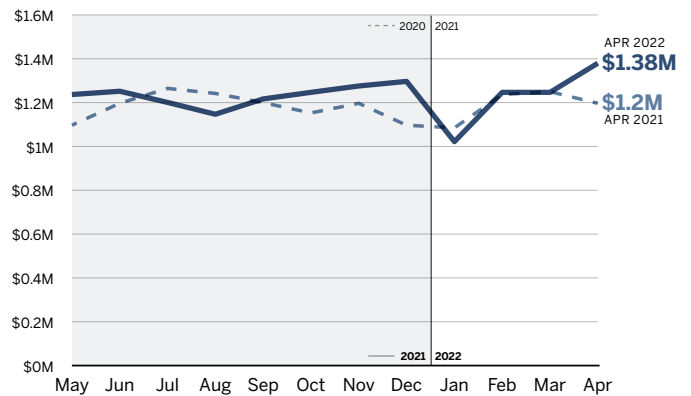
Graphs show trends in market activity comparing this year (solid lines) with last year (dashed lines) for the same period. Data is for condo/townhomes only. Note: Totals in graphs on this page may differ from the following page due to differences in data processing from different sources.

----- Last Year
——— This Year

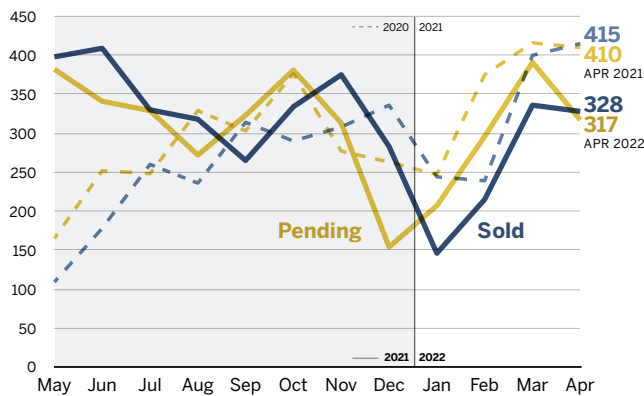
Homes for Sale
Last Year vs. This Year



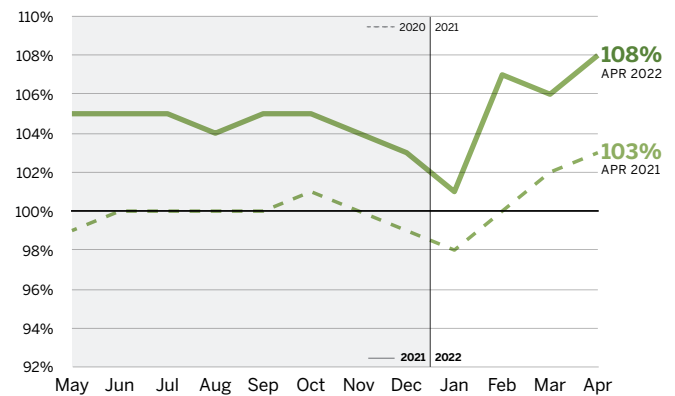
Median Sale Price
Last Year vs. This Year



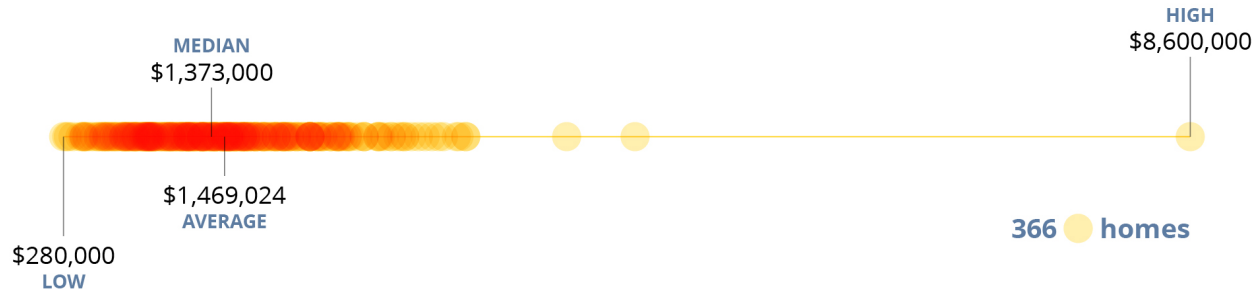
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY DISTRICT · CONDOS · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
District 1	\$1,506,778	\$1,497,500	\$2,620,000	\$1,094	18	20
District 2	\$1,348,750	\$1,350,000	\$1,545,000	\$1,153	4	16
District 3	\$1,253,667	\$1,371,000	\$1,500,000	\$836	3	9
District 4	\$969,590	\$800,000	\$1,760,000	\$907	13	33
District 5	\$1,645,201	\$1,587,000	\$3,995,000	\$1,181	64	17
District 6	\$1,395,935	\$1,385,000	\$2,800,000	\$1,128	47	33
District 7	\$1,859,788	\$1,875,000	\$3,250,000	\$1,420	40	16
District 8	\$1,417,679	\$1,275,000	\$4,500,000	\$1,151	53	35
District 9	\$1,408,685	\$1,223,750	\$8,600,000	\$1,126	114	35
District 10	\$775,973	\$727,500	\$1,200,000	\$697	10	46
San Francisco	\$1,469,024	\$1,373,000	\$8,600,000	\$1,140	366	29

DISTRICT 1

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

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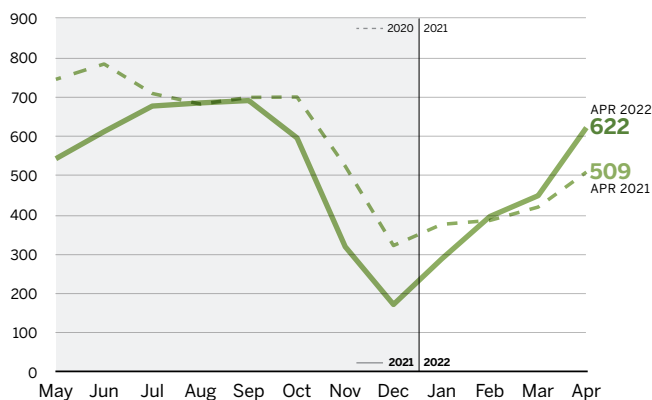


MARKET TRENDS

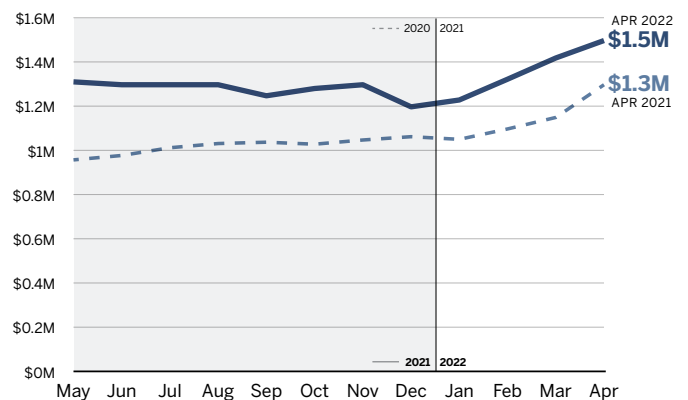
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--- Last Year
— This Year

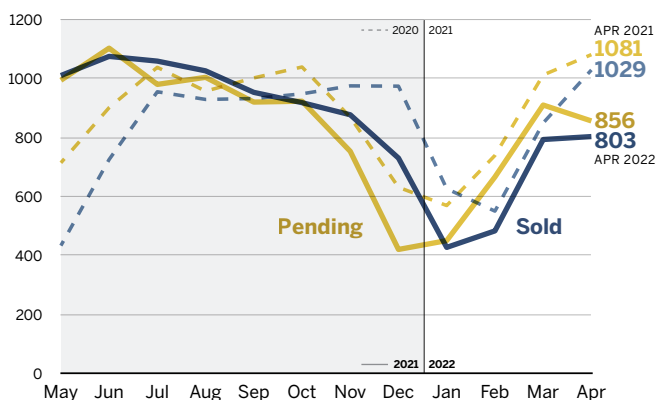
Homes for Sale
Last Year vs. This Year



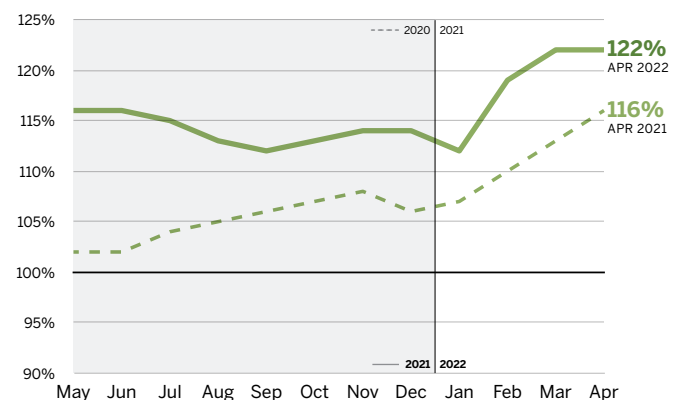
Median Sale Price
Last Year vs. This Year



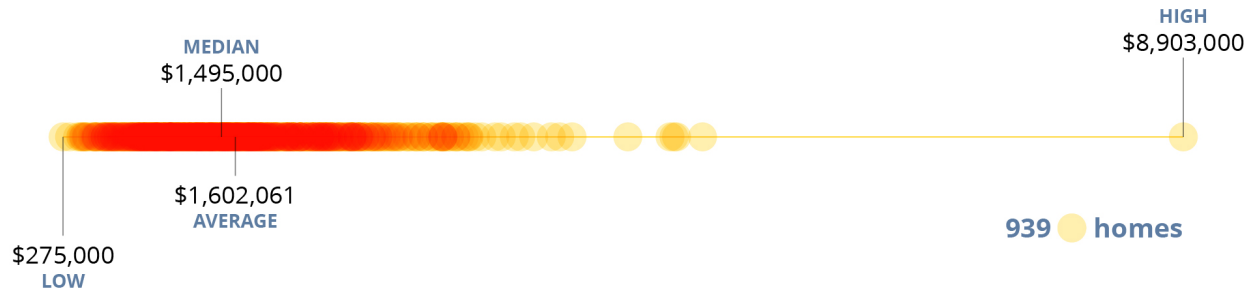
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Alameda	\$1,527,300	\$1,410,000	\$3,050,000	\$1,013	37	11
Albany	\$1,396,000	\$1,350,000	\$2,360,000	\$1,123	10	13
Berkeley	\$2,123,264	\$1,924,500	\$5,000,000	\$1,080	72	13
Castro Valley	\$1,482,622	\$1,415,000	\$2,500,000	\$852	38	8
Dublin	\$1,917,196	\$1,776,000	\$3,250,000	\$862	40	9
Emeryville	-	-	-	-	0	-
Fremont	\$2,054,102	\$1,800,000	\$8,903,000	\$1,116	125	8
Hayward	\$1,179,293	\$1,075,000	\$2,750,000	\$726	76	9
Livermore	\$1,504,561	\$1,350,000	\$3,050,000	\$787	111	8
Newark	\$1,573,614	\$1,485,000	\$2,725,000	\$958	40	9
Oakland	\$1,315,014	\$1,150,000	\$3,500,000	\$790	235	17
Piedmont	\$2,985,556	\$2,570,000	\$5,200,000	\$1,098	9	14
Pleasanton	\$2,385,314	\$2,025,000	\$4,950,000	\$1,014	49	6
San Leandro	\$1,104,992	\$1,040,000	\$1,680,000	\$766	56	10
San Lorenzo	\$976,765	\$975,000	\$1,335,000	\$740	17	8
Sunol	-	-	-	-	0	-
Union City	\$1,681,646	\$1,510,000	\$3,185,000	\$928	24	10
Alameda County	\$1,602,061	\$1,495,000	\$8,903,000	\$891	939	11



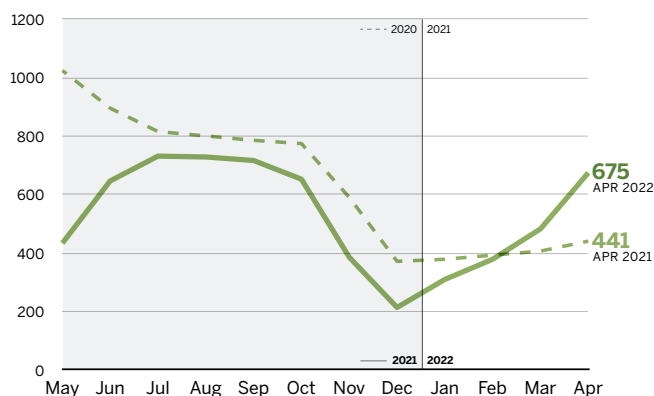
CONTRA COSTA COUNTY

MARKET TRENDS

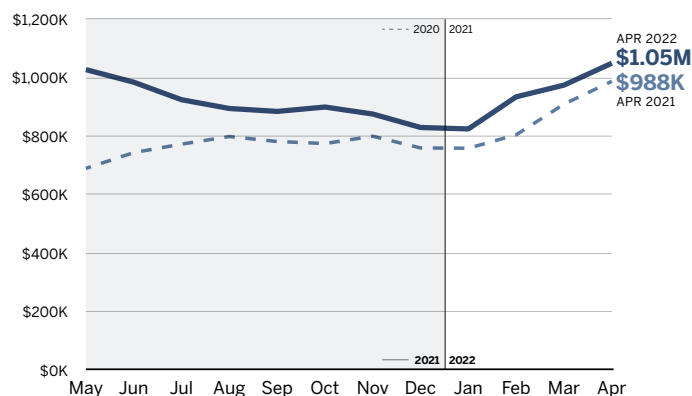
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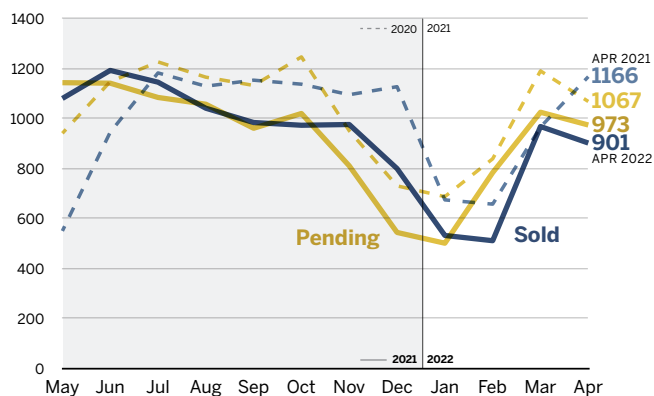
Homes for Sale
Last Year vs. This Year



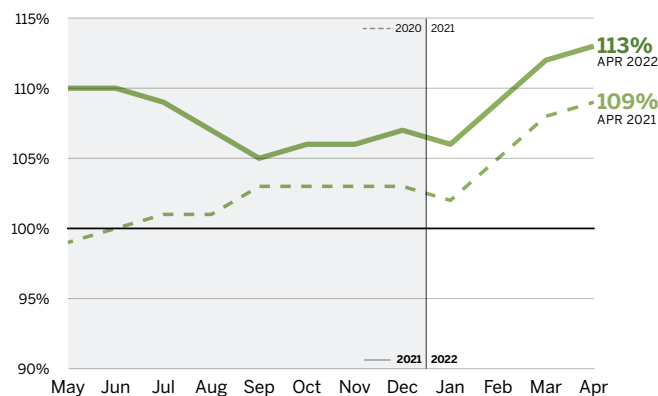
Median Sale Price
Last Year vs. This Year



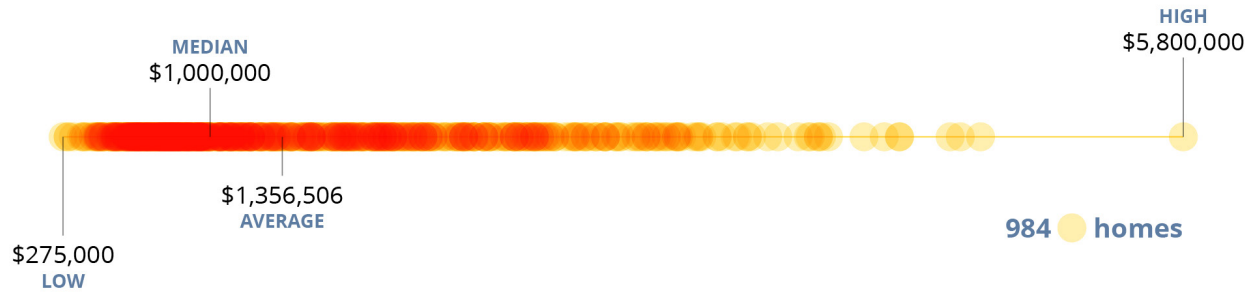
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Alamo	\$3,058,871	\$3,250,000	\$4,400,000	\$872	17	8
Antioch	\$708,399	\$695,000	\$1,275,000	\$376	106	11
Bay Point	\$608,765	\$590,000	\$910,000	\$448	17	10
Bethel Island	\$840,000	\$840,000	\$840,000	\$547	1	9
Blackhawk	-	-	-	-	0	-
Brentwood	\$917,920	\$882,500	\$1,565,000	\$408	94	10
Canyon	-	-	-	-	0	-
Clayton	\$1,461,667	\$1,499,500	\$1,875,000	\$661	12	9
Concord	\$978,342	\$901,000	\$1,850,000	\$608	118	9
Crockett	\$908,444	\$951,000	\$1,155,000	\$482	3	12
Danville	\$2,646,504	\$2,577,500	\$4,700,000	\$915	64	7
Diablo	\$3,150,000	\$3,150,000	\$3,150,000	\$946	1	10
Discovery Bay	\$985,250	\$857,500	\$2,075,000	\$408	24	31
El Cerrito	\$1,620,040	\$1,500,000	\$3,300,000	\$950	25	12
El Sobrante	\$826,710	\$810,000	\$1,000,100	\$507	10	13
Hercules	\$1,078,750	\$1,084,000	\$1,350,000	\$463	8	11
Kensington	\$1,500,083	\$1,476,250	\$1,937,900	\$978	5	13
Knighten	-	-	-	-	0	-
Lafayette	\$2,568,037	\$2,325,000	\$5,800,000	\$1,084	36	9
Martinez	\$1,138,220	\$1,012,500	\$2,022,000	\$593	41	8
Moraga	\$2,484,113	\$2,388,178	\$3,400,000	\$934	12	6
Oakley	\$783,567	\$760,000	\$1,150,000	\$378	45	17
Orinda	\$2,289,150	\$2,300,000	\$4,650,000	\$915	32	9
Pacheco	\$825,000	\$825,000	\$840,000	\$678	2	6
Pinole	\$859,000	\$888,000	\$960,000	\$570	17	15
Pittsburg	\$666,641	\$639,000	\$1,156,880	\$403	48	11
Pleasant Hill	\$1,370,933	\$1,260,000	\$1,961,000	\$798	33	8
Richmond	\$857,705	\$850,000	\$1,800,000	\$599	62	18
Rodeo	\$748,750	\$747,500	\$820,000	\$410	4	23
San Pablo	\$684,141	\$670,000	\$877,250	\$611	16	12
San Ramon	\$2,216,450	\$2,113,000	\$4,015,000	\$904	84	6
Walnut Creek	\$1,898,395	\$1,850,000	\$3,650,000	\$866	47	10
Contra Costa County	\$1,356,506	\$1,000,000	\$5,800,000	\$642	984	11

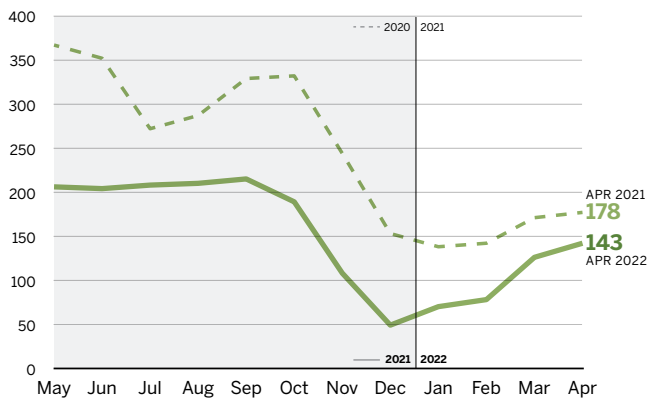


MARKET TRENDS

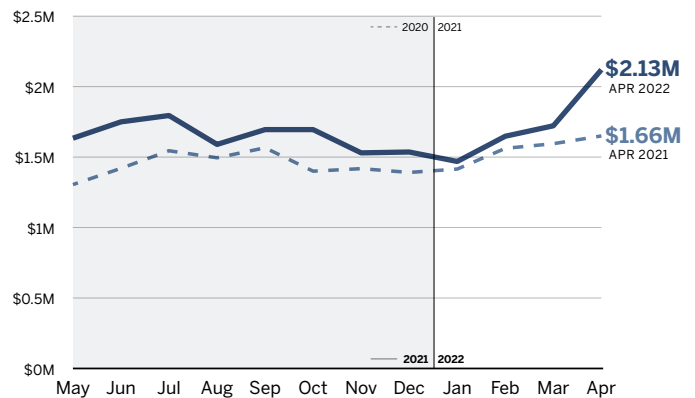
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----- Last Year
——— This Year

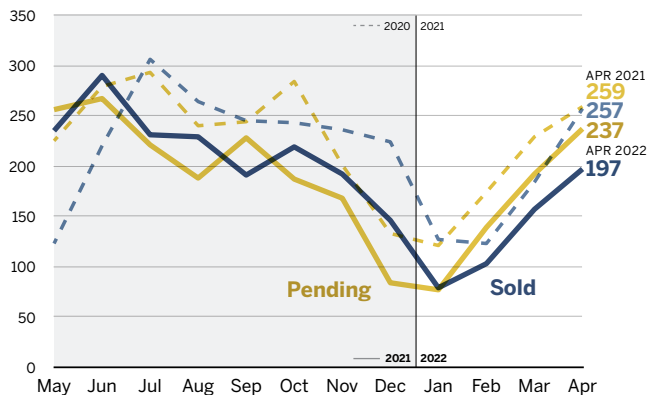
Homes for Sale
Last Year vs. This Year



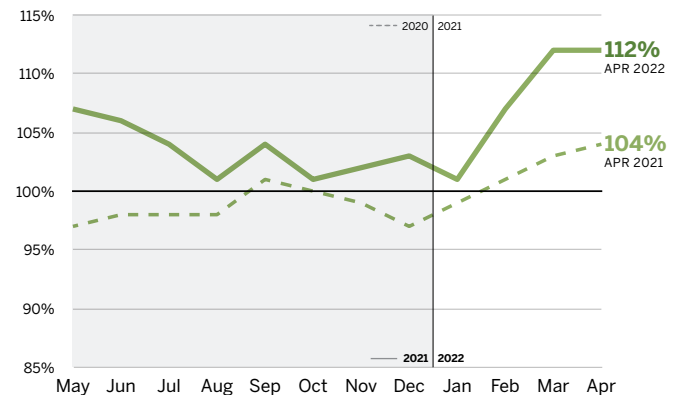
Median Sale Price
Last Year vs. This Year



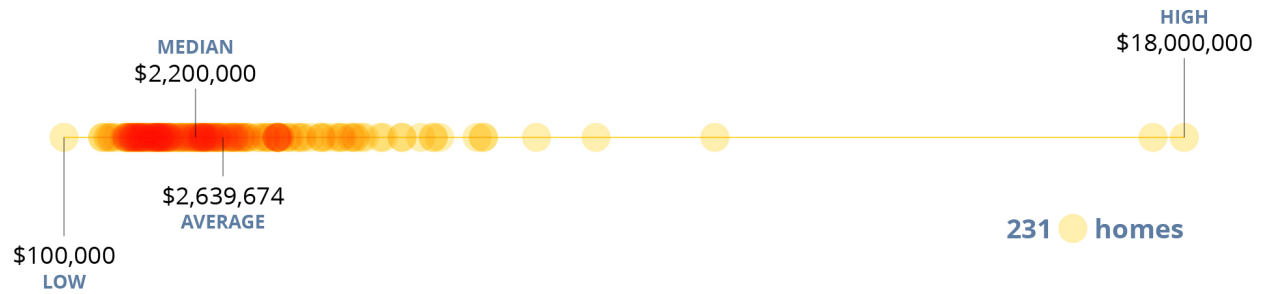
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Belvedere	\$3,025,000	\$3,025,000	\$3,700,000	\$2,109	2	18
Bolinas	-	-	-	-	0	-
Corte Madera	\$2,203,220	\$2,300,000	\$2,800,000	\$1,238	8	6
Dillon Beach	-	-	-	-	0	-
Fairfax	\$2,068,667	\$2,000,000	\$2,825,000	\$929	6	14
Fallon	\$100,000	\$100,000	\$100,000	\$47	1	16
Forest Knolls	-	-	-	-	0	-
Greenbrae	\$2,563,000	\$2,450,000	\$2,900,000	\$1,086	5	8
Inverness	\$2,005,000	\$1,975,000	\$3,000,000	\$1,035	4	12
Kentfield	\$2,637,500	\$2,727,500	\$4,300,000	\$1,624	4	8
Lagunitas	\$850,000	\$850,000	\$850,000	\$700	1	31
Larkspur	\$2,771,556	\$2,350,000	\$4,675,000	\$1,139	9	28
Marshall	-	-	-	-	0	-
Mill Valley	\$3,055,463	\$2,600,000	\$10,500,000	\$1,323	37	14
Muir Beach	\$1,600,000	\$1,600,000	\$1,600,000	\$1,754	1	0
Nicasio	\$4,431,750	\$4,431,750	\$4,431,750	\$773	1	45
Novato	\$1,511,600	\$1,371,000	\$2,650,000	\$778	45	15
Olema	-	-	-	-	0	-
Pt. Reyes Station	\$4,850,000	\$4,850,000	\$4,850,000	\$1,527	1	15
Ross	\$7,941,000	\$5,200,000	\$18,000,000	\$1,925	5	7
San Anselmo	\$2,858,335	\$2,675,000	\$5,500,000	\$1,090	26	9
San Geronimo	\$1,480,000	\$1,480,000	\$1,480,000	\$765	1	176
San Rafael	\$1,856,551	\$1,677,500	\$5,800,000	\$897	44	21
Sausalito	\$2,899,625	\$3,092,500	\$3,550,000	\$1,298	8	20
Stinson Beach	\$4,750,000	\$4,750,000	\$4,750,000	\$1,968	1	12
Tiburon	\$5,743,750	\$5,025,000	\$17,500,000	\$1,650	16	40
Tomales	\$3,650,000	\$3,650,000	\$3,650,000	\$973	1	172
Woodacre	\$938,750	\$845,000	\$1,350,000	\$789	4	14
Marin County	\$2,639,674	\$2,200,000	\$18,000,000	\$1,108	231	18

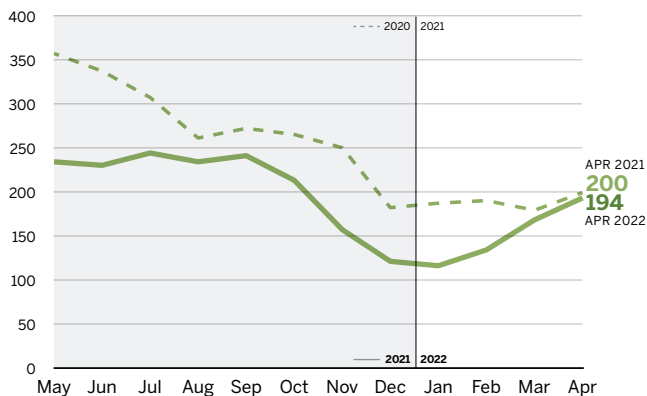


MARKET TRENDS

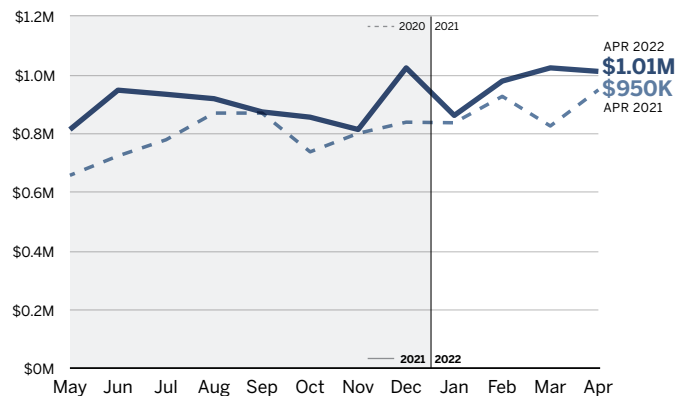
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----- Last Year
——— This Year

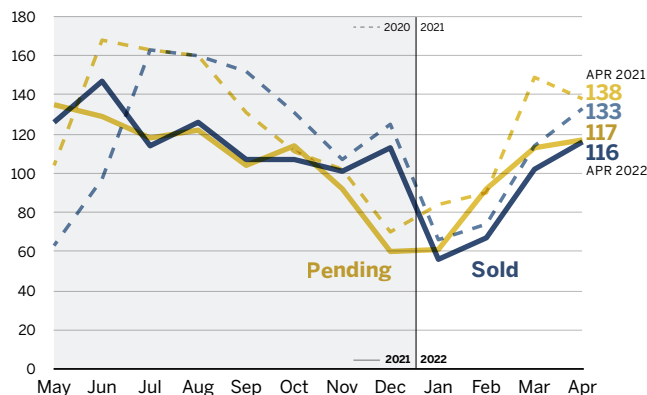
Homes for Sale
Last Year vs. This Year



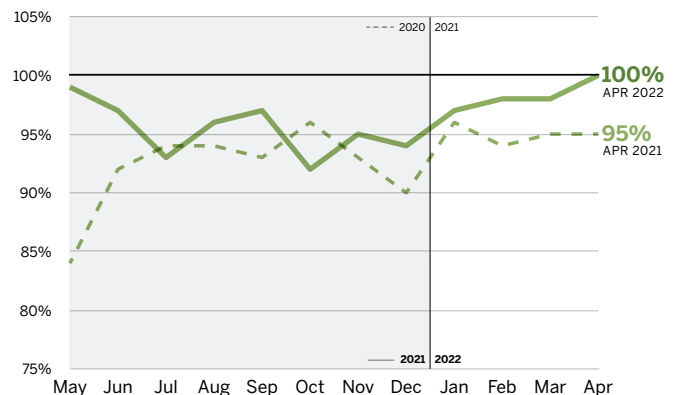
Median Sale Price
Last Year vs. This Year



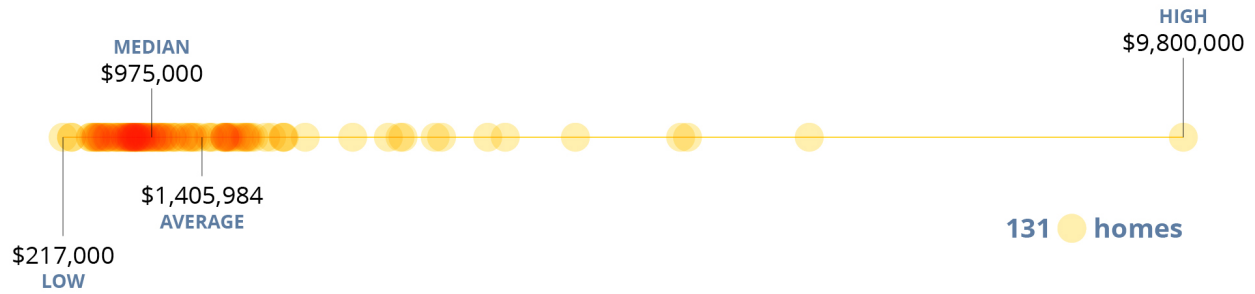
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
American Canyon	\$734,144	\$715,000	\$1,100,000	\$439	16	17
Angwin	\$755,000	\$755,000	\$755,000	\$517	1	50
Calistoga	\$1,891,667	\$1,462,500	\$3,850,000	\$771	6	61
Deer Park	-	-	-	-	0	-
Napa	\$1,444,285	\$1,050,000	\$9,800,000	\$681	93	30
Oakville	-	-	-	-	0	-
Pope Valley	\$577,320	\$290,602	\$1,475,000	\$396	5	164
Rutherford	-	-	-	-	0	-
St. Helena	\$2,391,944	\$1,800,000	\$5,500,000	\$1,101	9	69
Yountville	\$1,600,000	\$1,600,000	\$1,600,000	\$1,329	1	25
Napa County	\$1,405,984	\$975,000	\$9,800,000	\$678	131	37

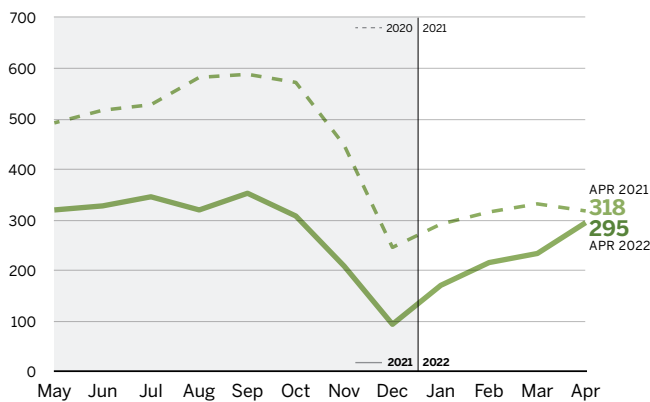


MARKET TRENDS

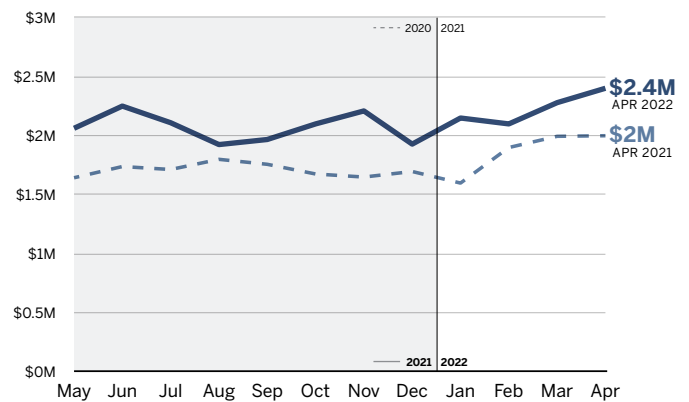
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----- Last Year
——— This Year

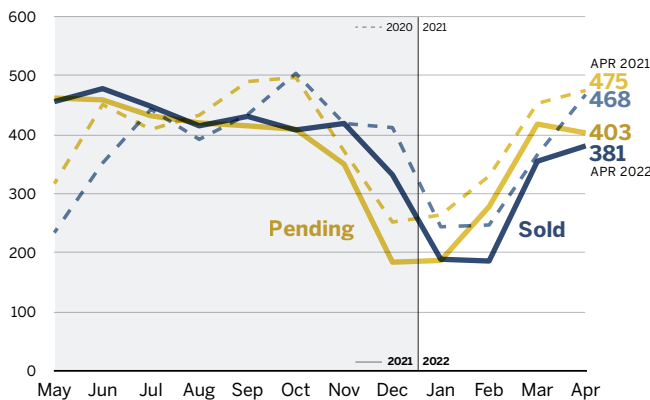
Homes for Sale
Last Year vs. This Year



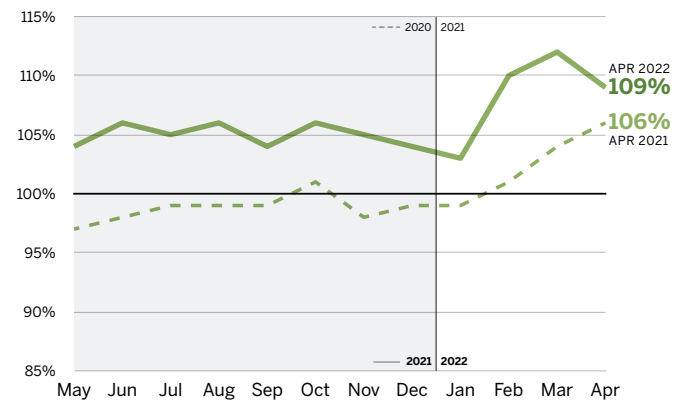
Median Sale Price
Last Year vs. This Year



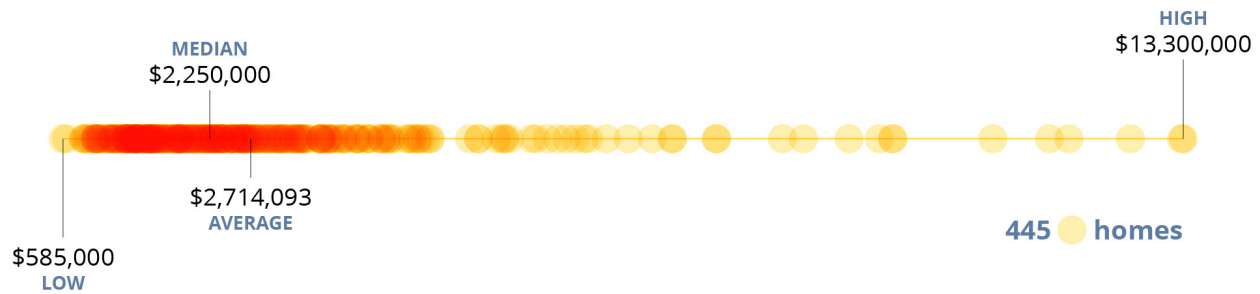
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Atherton	\$9,688,625	\$9,640,000	\$13,300,000	\$2,245	8	12
Belmont	\$2,662,444	\$2,600,000	\$3,900,000	\$1,572	18	8
Brisbane	\$1,581,667	\$1,225,000	\$2,370,000	\$943	3	12
Burlingame	\$3,275,588	\$3,110,000	\$5,652,000	\$1,587	17	10
Colma	-	-	-	-	0	-
Daly City	\$1,376,956	\$1,400,777	\$1,970,000	\$925	35	16
East Palo Alto	\$1,101,500	\$986,500	\$1,775,000	\$949	14	18
El Granada	\$2,049,000	\$2,050,000	\$2,500,000	\$877	6	10
Foster City	\$2,658,333	\$2,660,000	\$3,250,000	\$1,303	9	9
Half Moon Bay	\$1,833,571	\$1,700,000	\$2,750,000	\$839	7	11
Hillsborough	\$6,493,338	\$6,400,000	\$11,137,500	\$1,467	13	21
La Honda	\$1,103,333	\$965,000	\$1,400,000	\$1,135	3	11
Loma Mar	-	-	-	-	0	-
Menlo Park	\$3,412,445	\$3,031,000	\$9,505,000	\$1,721	38	9
Millbrae	\$2,559,778	\$2,520,000	\$3,525,000	\$1,326	9	10
Montara	\$2,700,000	\$2,700,000	\$3,750,000	\$1,141	2	9
Moss Beach	\$1,408,000	\$1,408,000	\$1,408,000	\$999	1	2
Pacifica	\$1,620,261	\$1,425,000	\$2,800,000	\$1,078	23	12
Pescadero	\$605,000	\$605,000	\$625,000	\$669	2	9
Portola Valley	\$5,935,111	\$4,050,000	\$10,000,000	\$1,625	9	10
Redwood City	\$2,415,627	\$2,300,000	\$4,250,000	\$1,351	71	12
Redwood Shores	\$3,153,333	\$3,200,000	\$3,500,000	\$1,328	3	7
San Bruno	\$1,508,556	\$1,482,500	\$2,250,000	\$1,032	28	15
San Carlos	\$3,425,570	\$3,328,000	\$5,595,000	\$1,492	27	8
San Gregorio	-	-	-	-	0	-
San Mateo	\$2,657,208	\$2,383,500	\$8,000,000	\$1,384	64	9
South San Francisco	\$1,489,460	\$1,502,000	\$2,100,000	\$1,088	28	11
Woodside	\$6,091,429	\$5,565,000	\$12,000,000	\$1,593	7	36
San Mateo County	\$2,714,093	\$2,250,000	\$13,300,000	\$1,321	445	12

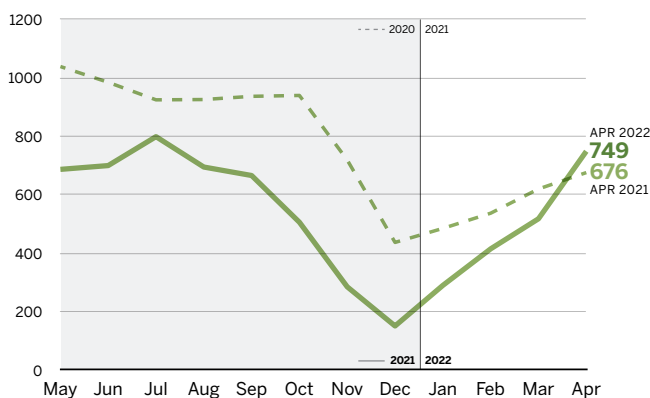
SANTA CLARA COUNTY

MARKET TRENDS

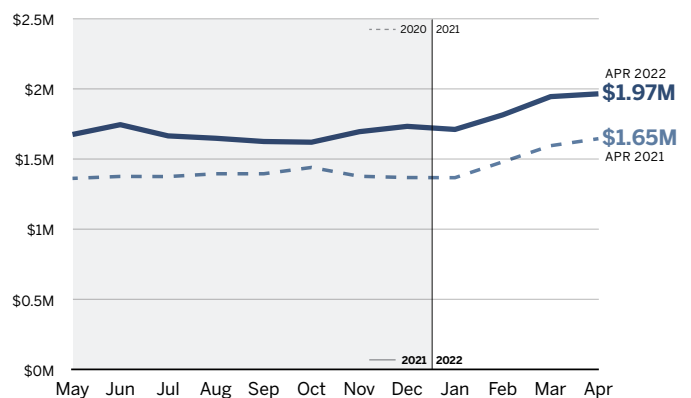
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----- Last Year
——— This Year

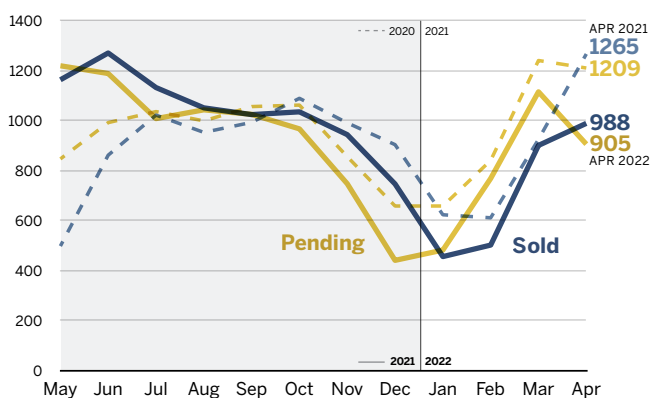
Homes for Sale
Last Year vs. This Year



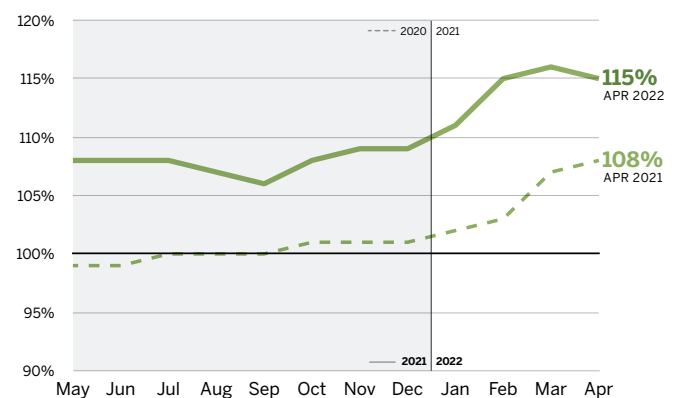
Median Sale Price
Last Year vs. This Year



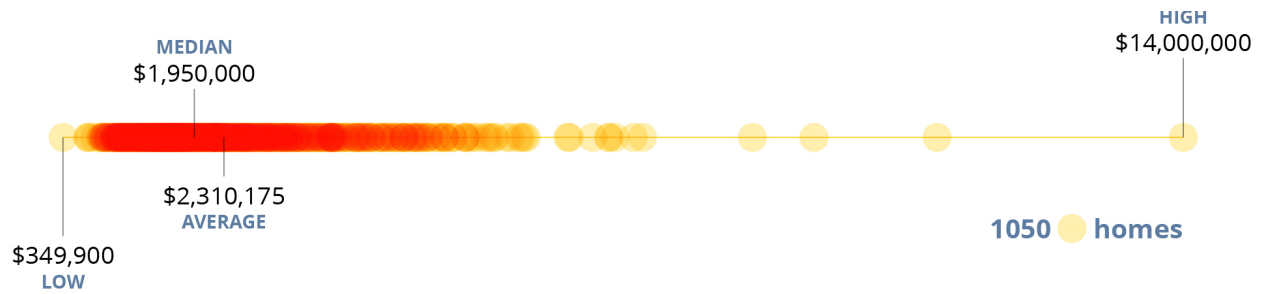
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Alviso	\$900,000	\$900,000	\$900,000	\$845	1	9
Campbell	\$2,241,034	\$2,200,000	\$4,047,000	\$1,333	29	9
Cupertino	\$3,141,842	\$3,050,000	\$4,923,000	\$1,707	19	8
Gilroy	\$1,326,652	\$1,260,000	\$3,325,000	\$608	58	13
Los Altos	\$4,695,000	\$4,450,000	\$7,300,000	\$1,975	24	7
Los Altos Hills	\$6,892,021	\$5,930,000	\$14,000,000	\$1,932	11	43
Los Gatos	\$3,167,197	\$3,025,000	\$5,250,000	\$1,397	35	7
Milpitas	\$1,865,626	\$1,637,500	\$3,200,000	\$1,056	30	9
Monte Sereno	\$4,316,600	\$4,212,500	\$5,249,600	\$1,814	6	8
Morgan Hill	\$1,744,302	\$1,600,000	\$3,700,000	\$713	67	9
Mountain View	\$2,987,244	\$2,810,000	\$4,800,000	\$1,771	27	10
Palo Alto	\$4,242,983	\$3,980,000	\$8,750,000	\$2,027	37	13
San Jose	\$1,915,583	\$1,750,000	\$6,500,000	\$1,064	542	9
San Martin	\$3,200,000	\$3,200,000	\$3,200,000	\$873	1	11
Santa Clara	\$2,042,788	\$1,910,000	\$3,650,000	\$1,321	59	9
Saratoga	\$4,127,455	\$4,025,000	\$9,500,000	\$1,625	33	10
Stanford	\$3,625,000	\$3,625,000	\$3,625,000	\$1,210	1	8
Sunnyvale	\$2,651,779	\$2,665,625	\$4,980,000	\$1,590	70	9
Santa Clara County	\$2,310,175	\$1,950,000	\$14,000,000	\$1,200	1050	10



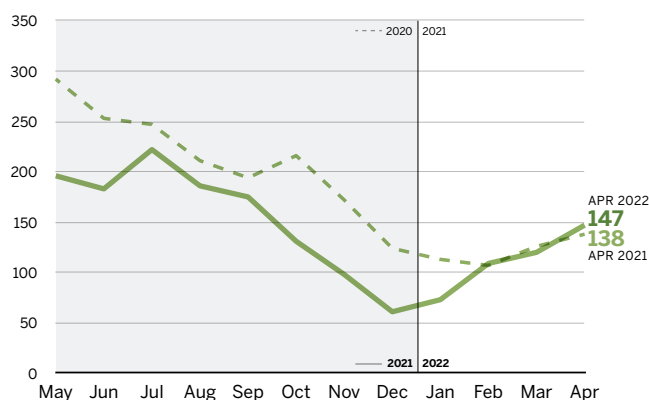
SANTA CRUZ COUNTY

MARKET TRENDS

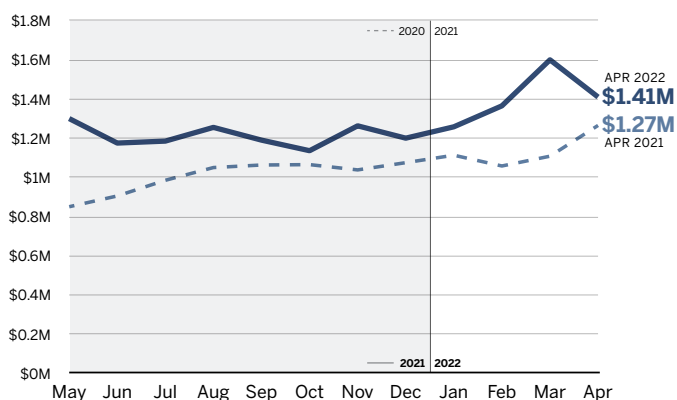
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— This Year

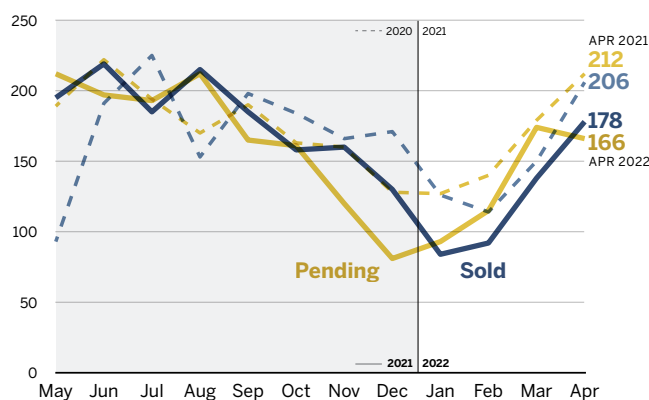
Homes for Sale
Last Year vs. This Year



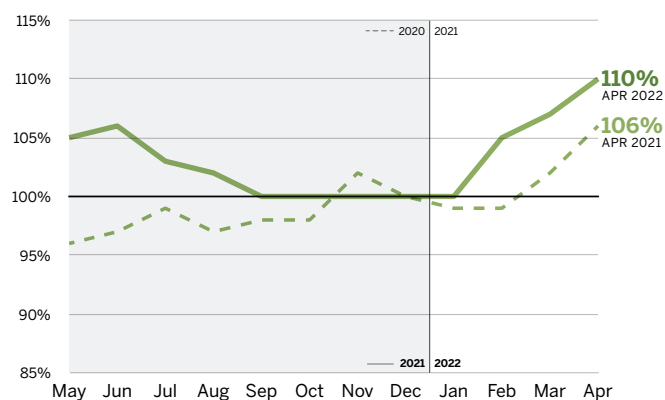
Median Sale Price
Last Year vs. This Year



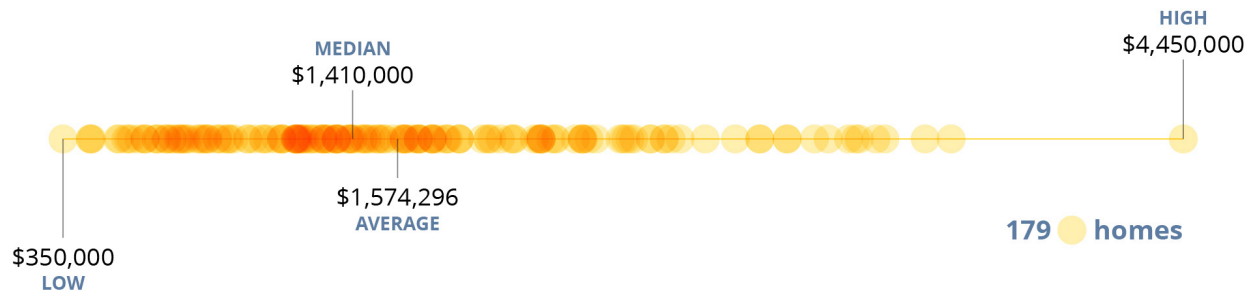
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Aptos	\$1,983,372	\$1,605,000	\$3,600,000	\$1,010	32	15
Ben Lomond	\$972,700	\$880,000	\$1,260,000	\$701	5	16
Boulder Creek	\$830,661	\$754,500	\$1,205,000	\$635	14	17
Brookdale	\$714,667	\$699,000	\$795,000	\$839	3	6
Capitola	\$1,510,000	\$1,630,000	\$1,800,000	\$1,477	3	10
Corralitos	\$1,150,000	\$1,150,000	\$1,150,000	\$908	1	9
Davenport	-	-	-	-	0	-
Felton	\$1,050,889	\$1,200,000	\$1,721,000	\$858	9	11
Freedom	\$931,000	\$931,000	\$931,000	\$645	1	5
La Selva Beach	-	-	-	-	0	-
Los Gatos	\$1,834,583	\$1,937,500	\$3,000,000	\$781	12	24
Mount Hermon	-	-	-	-	0	-
Santa Cruz	\$1,811,885	\$1,600,000	\$4,450,000	\$1,167	61	16
Scotts Valley	\$1,905,754	\$1,905,000	\$2,500,000	\$783	13	9
Soquel	\$1,800,000	\$1,650,000	\$2,550,000	\$835	3	6
Watsonville	\$950,477	\$825,000	\$2,150,000	\$641	22	12
Santa Cruz County	\$1,574,296	\$1,410,000	\$4,450,000	\$940	179	14



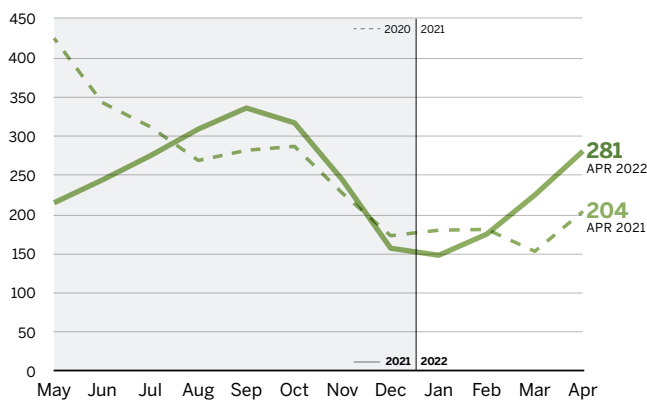
SOLANO COUNTY

MARKET TRENDS

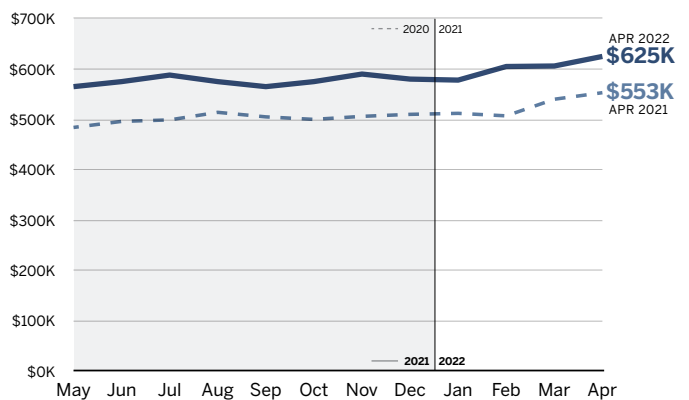
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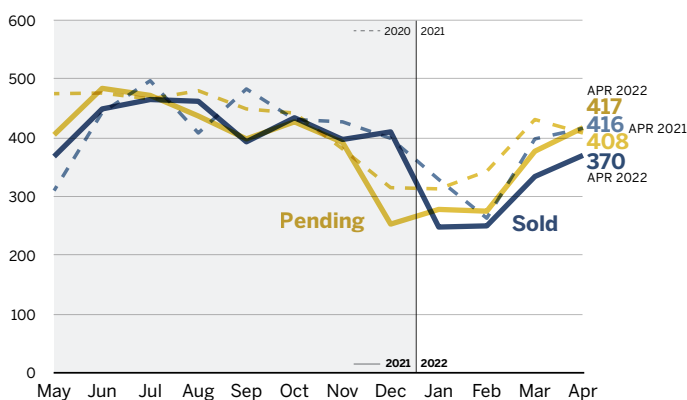
Homes for Sale
Last Year vs. This Year



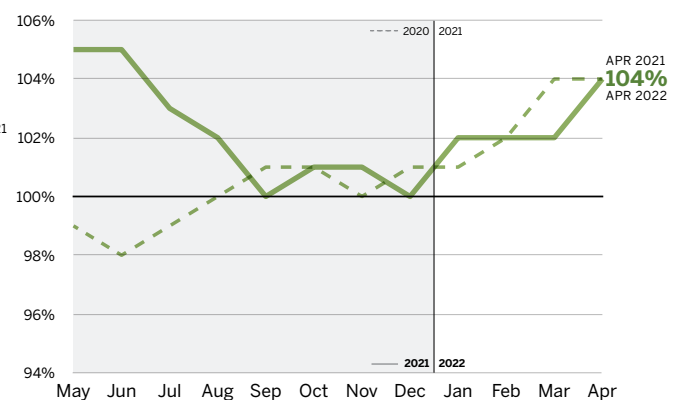
Median Sale Price
Last Year vs. This Year



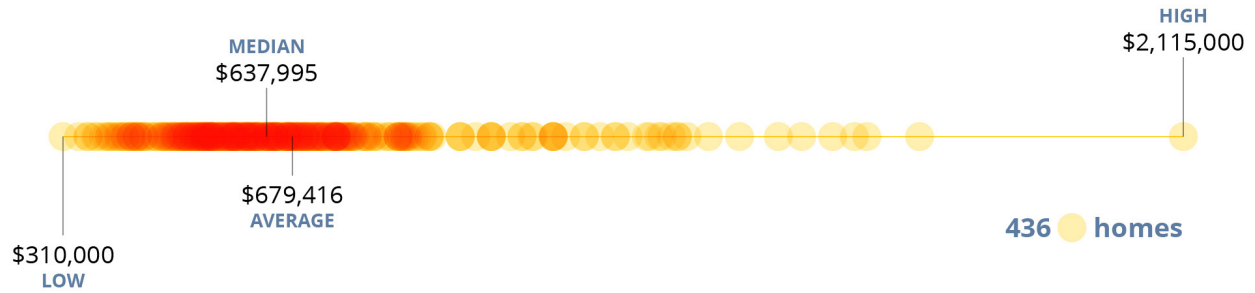
Homes Gone Pending and Homes Sold
Last Year vs. This Year



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

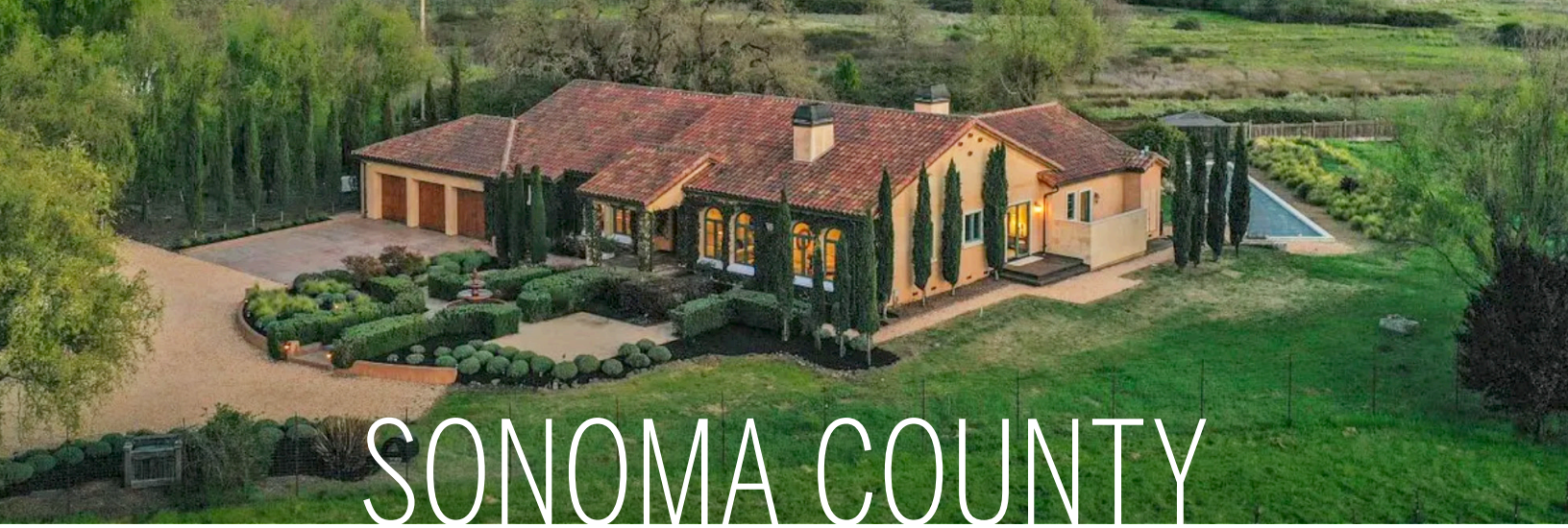


Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Benicia	\$1,039,750	\$893,500	\$1,605,000	\$498	18	16
Dixon	\$643,762	\$617,500	\$950,000	\$338	20	17
Elmira	-	-	-	-	0	-
Fairfield	\$750,780	\$682,500	\$2,115,000	\$367	102	24
Rio Vista	\$495,034	\$502,000	\$610,000	\$318	35	30
Suisun City	\$592,789	\$585,000	\$725,000	\$388	19	15
Vacaville	\$691,322	\$657,500	\$1,550,000	\$391	132	17
Vallejo	\$616,334	\$600,000	\$1,200,000	\$415	109	19
Winters	\$1,031,000	\$1,031,000	\$1,031,000	\$544	1	5
Solano County	\$679,416	\$637,995	\$2,115,000	\$388	436	20



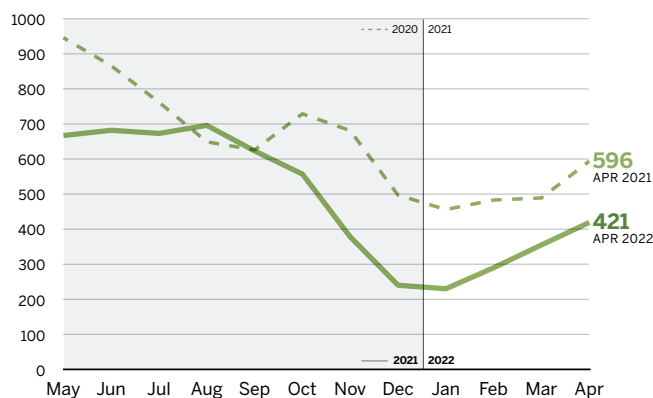
SONOMA COUNTY

MARKET TRENDS

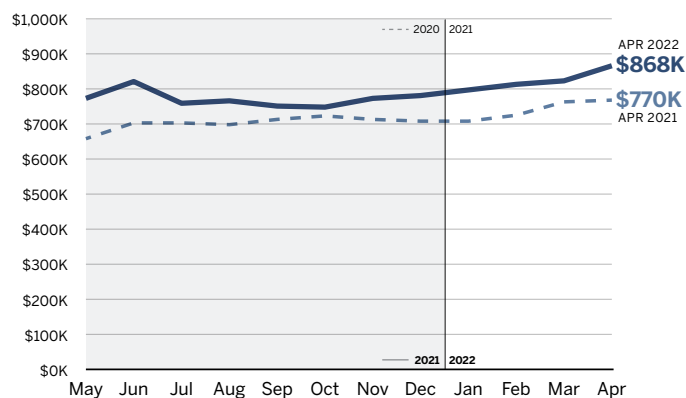
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----- Last Year
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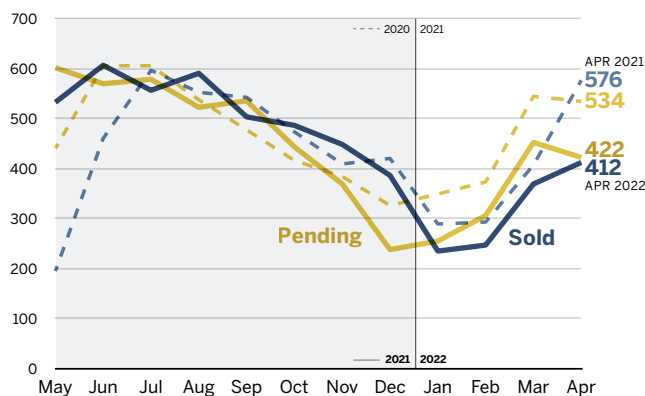
Homes for Sale
 Last Year vs. This Year



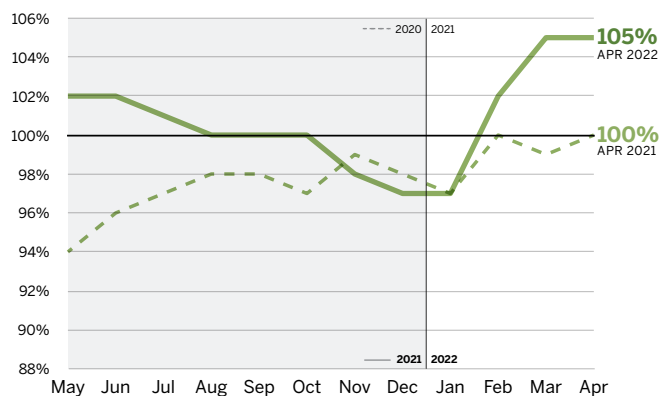
Median Sale Price
 Last Year vs. This Year



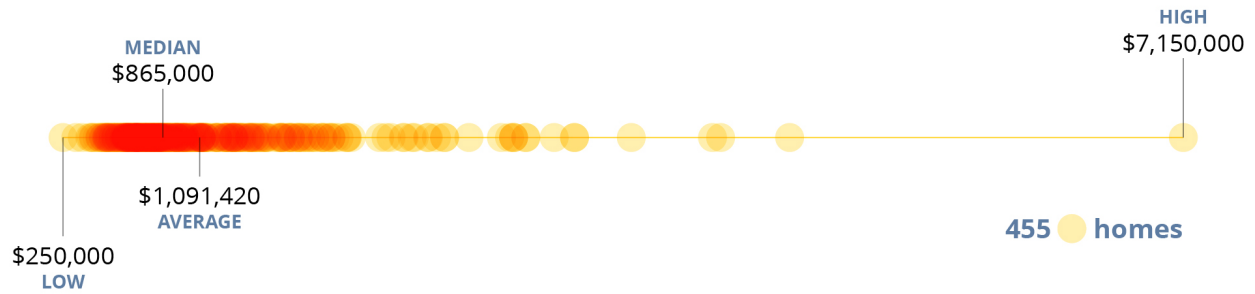
Homes Gone Pending and Homes Sold
 Last Year vs. This Year



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



Source: Trendgraphix, MLS



SALES BY CITY · SINGLE FAMILY HOMES · APR 2022

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Annapolis	-	-	-	-	0	-
Bodega	-	-	-	-	0	-
Bodega Bay	\$720,000	\$720,000	\$720,000	\$286	1	112
Boyes Hot Springs	\$550,000	\$550,000	\$550,000	\$759	1	0
Camp Meeker	-	-	-	-	0	-
Cazadero	\$1,025,000	\$1,025,000	\$1,025,000	\$602	1	8
Cloverdale	\$964,034	\$642,950	\$3,025,000	\$593	17	32
Cotati	\$821,000	\$834,500	\$975,000	\$492	4	86
Duncans Mills	-	-	-	-	0	-
Forestville	\$874,000	\$703,000	\$1,655,000	\$589	5	21
Fulton	-	-	-	-	0	-
Geyserville	\$1,750,000	\$1,750,000	\$1,750,000	\$678	1	55
Glen Ellen	\$1,104,000	\$805,000	\$1,925,000	\$604	5	47
Graton	\$1,050,000	\$1,050,000	\$1,050,000	\$1,080	1	13
Guerneville	\$706,667	\$660,000	\$1,450,000	\$687	15	25
Healdsburg	\$1,450,072	\$1,243,218	\$4,250,000	\$714	17	48
Jenner	\$1,085,000	\$1,085,000	\$1,085,000	\$1,304	1	72
Kenwood	\$1,748,750	\$1,560,000	\$2,950,000	\$854	4	105
Monte Rio	\$900,000	\$780,000	\$1,300,000	\$728	3	23
Occidental	\$997,500	\$1,032,500	\$1,125,000	\$659	4	48
Penngrove	\$1,288,600	\$1,260,000	\$2,000,000	\$635	5	42
Petaluma	\$1,271,044	\$1,042,500	\$3,400,000	\$631	66	20
Rio Nido	-	-	-	-	0	-
Rohnert Park	\$756,265	\$761,500	\$950,000	\$456	20	22
Santa Rosa	\$896,914	\$775,000	\$2,600,000	\$501	191	32
Sebastopol	\$1,701,250	\$1,592,500	\$4,725,000	\$719	20	27
Sonoma	\$1,710,528	\$1,315,000	\$7,150,000	\$876	36	18
The Sea Ranch	\$1,712,857	\$1,635,000	\$2,500,000	\$708	7	23
Timber Cove	-	-	-	-	0	-
Valley Ford	-	-	-	-	0	-
Villa Grande	-	-	-	-	0	-
Windsor	\$918,510	\$828,000	\$2,351,000	\$471	30	22
Sonoma County	\$1,091,420	\$865,000	\$7,150,000	\$589	455	29

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