



JANUARY 2020

# MARKET REPORT

## SAN FRANCISCO BAY AREA

Golden  
Gate

Sotheby's  
INTERNATIONAL REALTY

## 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 Bay Area (we include Santa Cruz County, as it houses many 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.



# The Bay Area Housing Market

## SALES BY COUNTY · SINGLE FAMILY HOMES

County	Median Price			Avg. Price per Sq. Foot			Number of Sales		
	Jan 2019	Jan 2020	Change	Jan 2019	Jan 2020	Change	Jan 2019	Jan 2020	Change
<b>Alameda</b>	\$830,000	\$881,500	6.2%	\$549	\$559	1.8%	467	424	-9.2%
<b>Contra Costa</b>	\$596,000	\$614,000	3.0%	\$376	\$386	2.6%	456	502	10.1%
<b>Marin</b>	\$1,150,000	\$1,277,000	11.0%	\$727	\$678	-6.7%	87	88	1.1%
<b>Napa</b>	\$675,000	\$700,000	3.7%	\$470	\$480	2.1%	54	63	16.7%
<b>San Francisco</b>	\$1,378,000	\$1,460,000	6.0%	\$886	\$965	9.0%	95	89	-6.3%
<b>San Mateo</b>	\$1,418,500	\$1,412,500	-0.4%	\$921	\$935	1.5%	190	182	-4.2%
<b>Santa Clara</b>	\$1,160,000	\$1,200,000	3.4%	\$779	\$759	-2.6%	444	423	-4.7%
<b>Santa Cruz</b>	\$825,000	\$869,000	5.3%	\$580	\$548	-5.4%	75	101	34.7%
<b>Solano</b>	\$429,000	\$448,450	4.5%	\$265	\$279	5.2%	225	256	13.8%
<b>Sonoma</b>	\$650,000	\$665,000	2.3%	\$426	\$440	3.2%	234	221	-5.6%
<b>Bay Area</b>	<b>\$840,000</b>	<b>\$860,000</b>	<b>2.4%</b>	<b>\$568</b>	<b>\$562</b>	<b>-1.1%</b>	<b>2,327</b>	<b>2,349</b>	<b>0.9%</b>

### YEAR-OVER-YEAR PRICE CHANGES

The Bay Area median home price increased to \$860,000 from \$840,000 one year ago, an increase of 2.4%. While seasonal factors produced a decrease from the previous month, the median price in nearly all counties increased from January 2019. The largest median price gain was in Marin County, where the median price increased by 11.0% from one year ago. The median price increased by more than 5% in Alameda, San Francisco and Santa Cruz counties, and by 4.5% in Solano County. In Contra Costa, Napa and Santa Clara counties, the median price increased by 3.0%, 3.7% and 3.4%,

respectively. The median price in San Mateo County fell by several thousand dollars.

### STRONG REGIONAL ECONOMY

The regional economy grew through 2019 and most signs point towards continued expansion this year. Bay Area payrolls increased by 2.2% through December, the latest employment data available. More than 90,000 jobs were added in the last year, the largest amount since 2016. The bulk of hiring remained driven by tech-related industries. The professional and business services sector expanded by 3.3% and the information services sector grew by 5.1%, the largest sector increases last year. The financial activities sector



expanded by 3.2%, the strongest pace in several years as firms responded to the strength of local conditions. The educational and health services sector and manufacturing sector expanded by 2.7%. The construction sector added a moderate amount of jobs in the past year, albeit at a slower pace as several large commercial projects neared completion. The leisure and hospitality sector expanded by nearly 9,000 regional jobs, driven by increased tourism, business travel and convention visits. While some conventions have elected to move out of the region, overall attendance and travel remained strong, boosting demand for hotel rooms and restaurants, and subsequently driving hiring in the sector. Local and state governments hired more than 10,000 employees in the past year as well. The trade sector remained sluggish, with little hiring in the past few years.

The shortage of labor, particularly entry level workers in inner bay cities, and rising labor and regulatory costs continued to constrain hiring. This trend was particularly evident in the other services sector, which contains many personal services and mom-and-pop establishments, where employment decreased by 1.5%. Despite some sectors losing jobs, the unemployment rate remained at 2.6%, the lowest unemployment rate in more than 20 years.

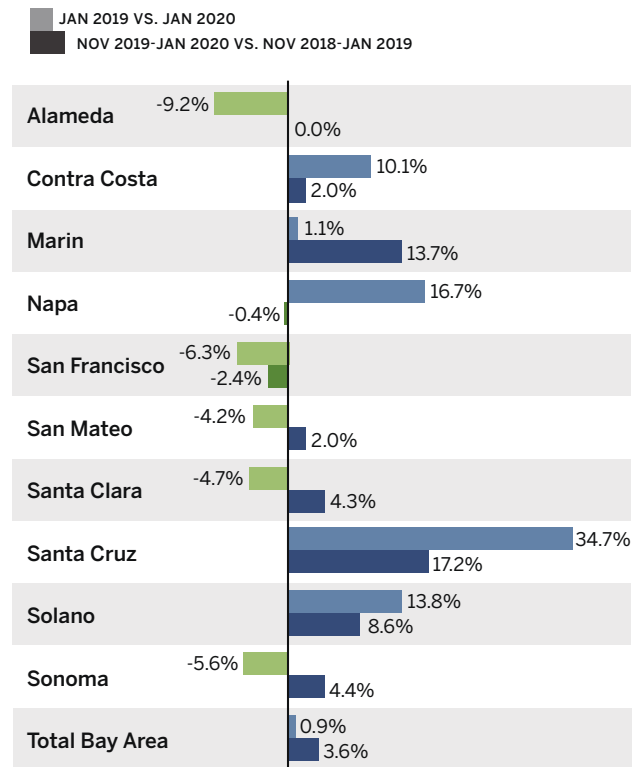
### PRICE STABILITY

Seasonal factors typically constrain home purchasing activity in January, and the beginning of 2020 was no different. In January, 2,349 homes sold in the region, a 0.9% increase from January 2019. While monthly sales decreased in five out of the ten Bay Area counties, it is helpful to examine several months to determine whether this may be a trend. Utilizing data from the last three

months—November, December and January—and compared to the same period one year ago, sales volume decreased in only one county and was flat in two counties. Throughout the region, sales increased by 3.6%, as gains in Marin, Santa Clara, Santa Cruz and Solano counties more than offset any sluggishness.

### Trailing Sales Activity Depicts True Trend of Rising Sales

January year-over-year vs. November-January



Sources: MLS, RCG

### BUYERS AND INVENTORY

Overall, the trend in regional sales velocity has not changed much in the last year. A large pool of potential buyers exists, and may have expanded in recent weeks with the drop in the mortgage rate to a three-year low. Interested buyers at all price points are somewhat constrained by

the rapid price appreciation of the past few years. In particular, buyers in the lower half of the pricing spectrum may have reached an affordability ceiling, which is curtailing some amount of sales activity. However, the largest constraint on sales volume is the number of available homes for sale. The number of active listings remains lower than expected throughout many neighborhoods in the Bay Area. This lower inventory continued to funnel buyers towards some listings and neighborhoods. While the aggregate time on market remained somewhat sluggish, competitively priced listings tended to garner multiple bids and many of these listings closed at or above the asking price.

### FOREIGN BUYER OUTLOOK

There has been some speculation that travel restrictions related to the novel coronavirus may impact the Bay Area real estate market. We expect any disruption in purchase activity from foreign buyers would be temporary and confined to the short term. The share of foreign buyers

had already decreased substantially from several years ago but still comprises a significant share in some neighborhoods. Longer term headwinds, such as the ongoing trade war with China and tariffs, stricter review of foreign investments in the technology sector, and disruptions in visa processing will likely continue to have a greater effect on purchasing activity by foreign buyers.

### ANTICIPATED ACCELERATION

While the typical seasonal slowdown may persist over the next month or two, the lower mortgage rate may shift more potential homebuyers off of the sidelines. The return of the buyer pool may also convince additional homeowners to sell, helping to bring the regional housing market closer to historical levels of activity. The regional economy should continue to expand this year and the pace of sales should accelerate into the spring buying season.

### About Golden Gate Sotheby's International Realty

Golden Gate Sotheby's International Realty has over 550 agents in 25 offices throughout the San Francisco Bay Area serving the counties of Alameda, Contra Costa, Marin, Napa, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, and San Francisco.

### About Rosen Consulting Group

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

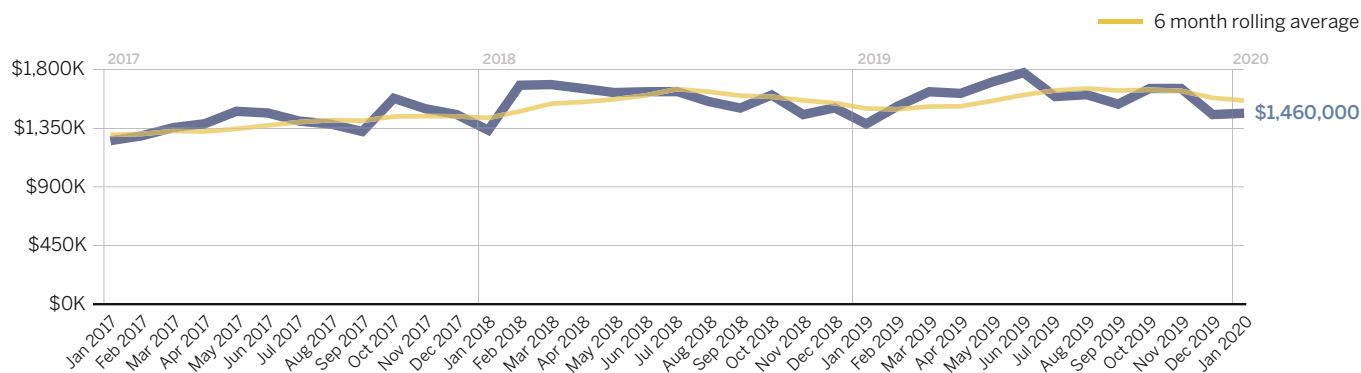


# SAN FRANCISCO SINGLE FAMILY

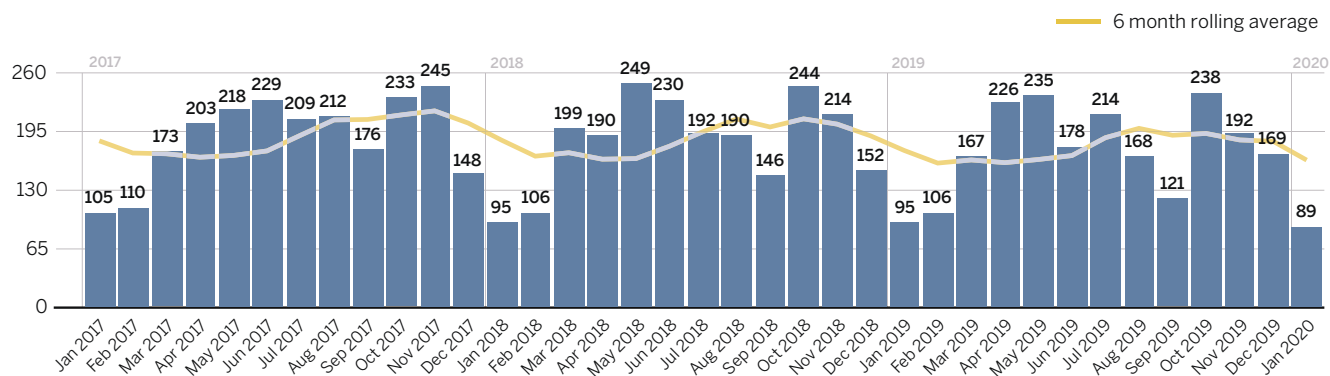
## MARKET TRENDS

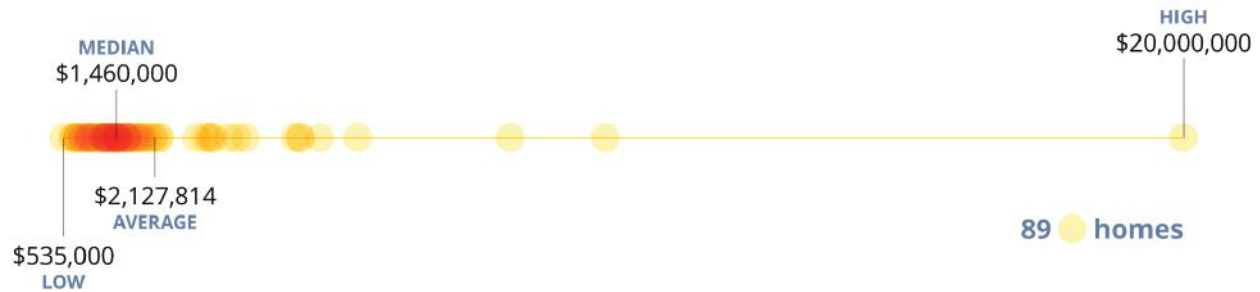
Graphs show trends in median sale price and number of homes sold over the past three years, including a 6-month rolling average trend line. Data is for single family homes only.

### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY DISTRICT · SINGLE FAMILY HOMES · JANUARY 2020

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
District 1	\$1,768,571	\$1,670,000	\$2,850,000	\$935	7	32
District 2	\$1,502,150	\$1,445,000	\$2,195,000	\$903	20	47
District 3	\$1,211,429	\$1,250,000	\$1,640,000	\$896	7	44
District 4	\$1,765,867	\$1,550,000	\$3,150,000	\$903	9	33
District 5	\$2,920,500	\$2,603,500	\$4,990,000	\$1,156	14	32
District 6	\$3,550,000	\$3,550,000	\$3,550,000	\$1,246	1	14
District 7	\$5,187,500	\$4,675,000	\$8,300,000	\$1,259	4	41
District 8	\$14,975,000	\$14,975,000	\$20,000,000	\$2,054	2	72
District 9	\$1,453,000	\$1,460,000	\$1,785,000	\$994	5	35
District 10	\$1,008,881	\$976,500	\$1,610,000	\$768	20	35
San Francisco	\$2,127,814	\$1,460,000	\$20,000,000	\$965	89	38

**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

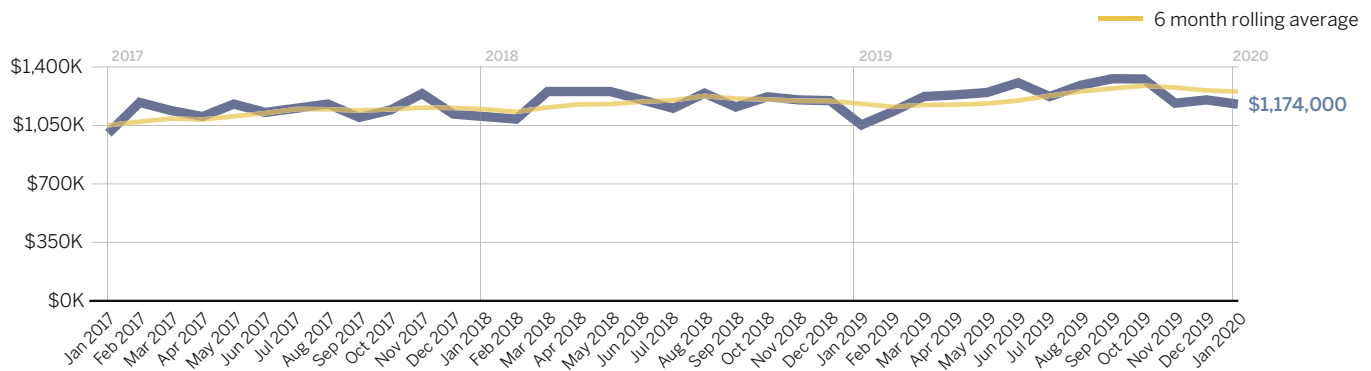


# SAN FRANCISCO CONDOS

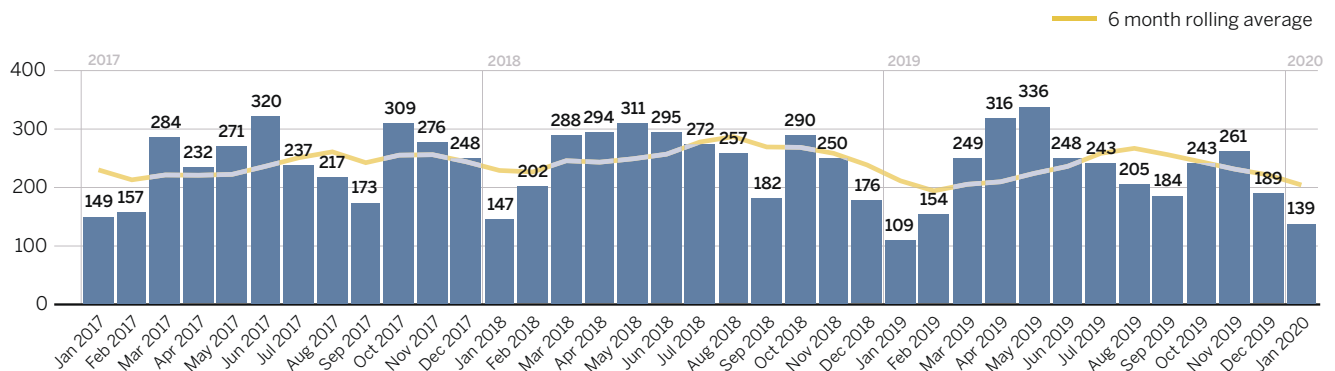
## MARKET TRENDS

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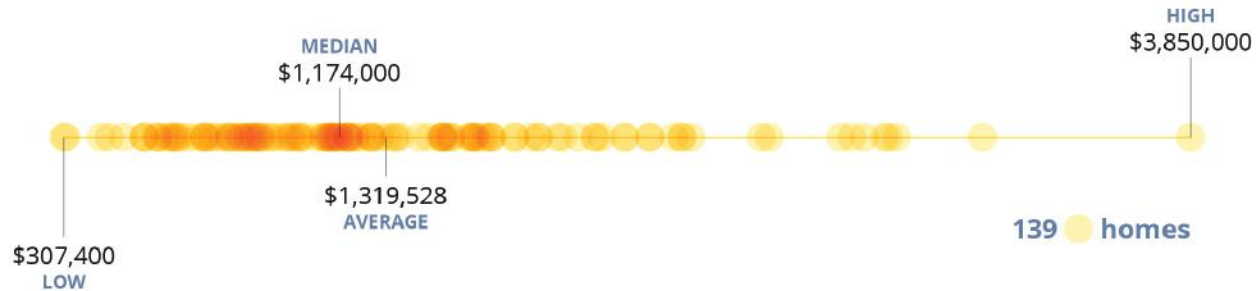
### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD







## SALES BY DISTRICT · CONDOS · JANUARY 2020

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
District 1	\$1,505,417	\$1,495,000	\$2,825,000	\$991	12	61
District 2	\$765,000	\$765,000	\$885,000	\$1,063	2	99
District 3	\$889,667	\$830,000	\$1,240,000	\$705	3	87
District 4	\$715,000	\$732,500	\$900,000	\$681	4	92
District 5	\$1,378,389	\$1,425,000	\$2,250,000	\$972	19	80
District 6	\$1,168,628	\$1,187,500	\$1,800,000	\$977	10	50
District 7	\$1,591,611	\$1,485,000	\$2,925,000	\$1,139	18	43
District 8	\$1,447,445	\$1,140,000	\$3,850,000	\$1,183	27	81
District 9	\$1,197,379	\$1,145,500	\$2,785,000	\$1,070	44	65
District 10	-	-	-	-	0	-
San Francisco	\$1,319,528	\$1,174,000	\$3,850,000	\$1,044	139	68

### 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

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### DISTRICT 6

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

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Marina, Pacific Heights, Presidio Heights, Cow Hollow

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### DISTRICT 10

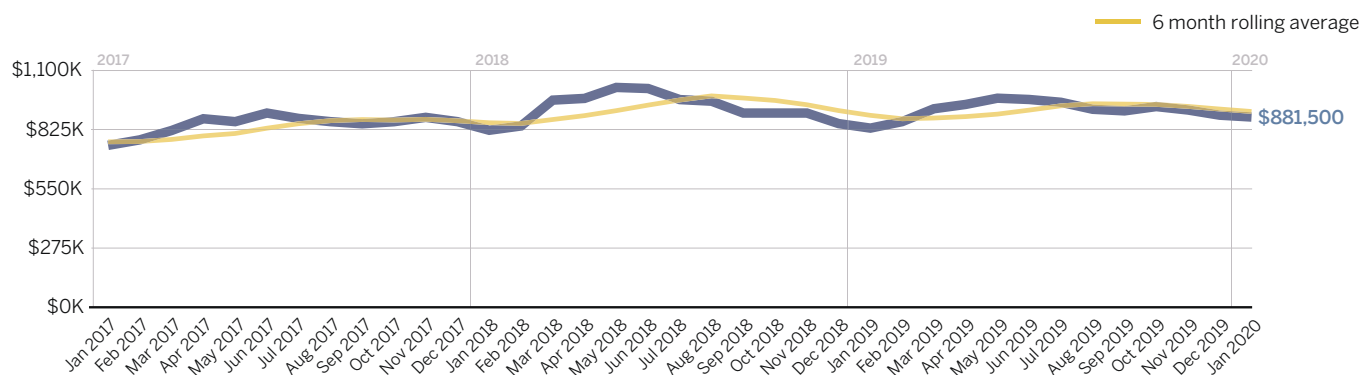
Bayview, Crocker Amazon, Excelsior, Outer Mission, Visitacion Valley, Portola, Silver Terrace, Mission Terrace, Hunter's Point, Bayview Heights, Candlestick, Little Hollywood

# ALAMEDA COUNTY

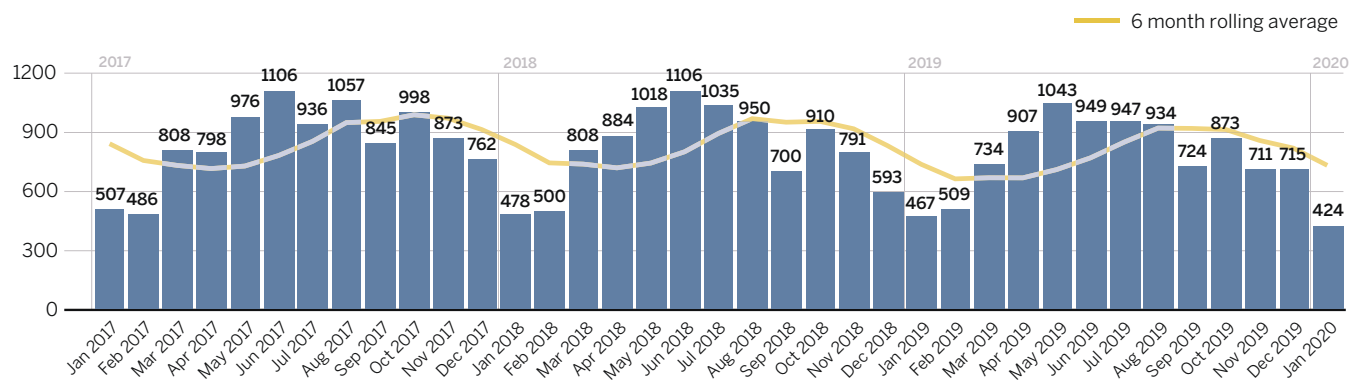
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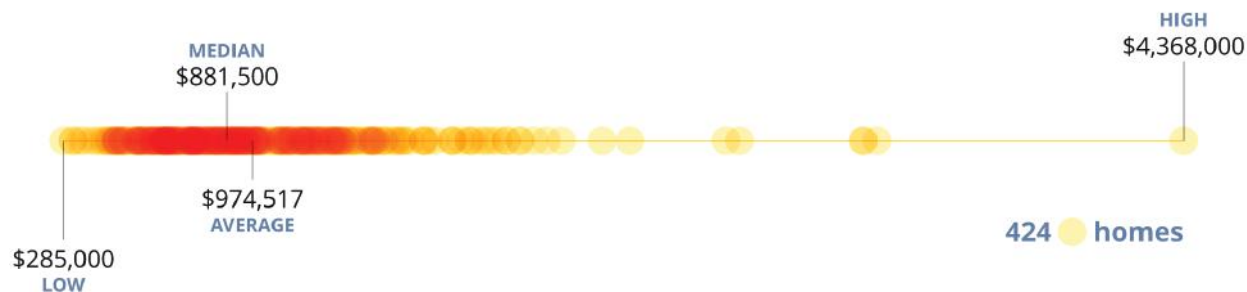
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### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Alameda	\$1,196,875	\$1,237,500	\$1,410,000	\$540	8	32
Albany	\$1,497,500	\$1,497,500	\$1,595,000	\$853	2	60
Berkeley	\$1,294,962	\$1,257,500	\$3,200,000	\$736	26	40
Castro Valley	\$929,423	\$900,000	\$1,430,000	\$537	26	30
Dublin	\$1,053,714	\$986,000	\$1,480,000	\$481	14	40
Emeryville	-	-	-	-	0	-
Fremont	\$1,267,214	\$1,132,500	\$4,368,000	\$696	52	38
Hayward	\$753,291	\$740,000	\$1,170,000	\$500	49	37
Livermore	\$915,835	\$836,500	\$2,100,000	\$490	51	46
Newark	\$918,745	\$919,000	\$1,163,500	\$615	11	57
Oakland	\$834,376	\$755,000	\$2,350,000	\$521	112	46
Piedmont	\$3,250,000	\$3,250,000	\$3,250,000	\$778	1	0
Pleasanton	\$1,464,228	\$1,215,000	\$3,200,000	\$585	24	41
San Leandro	\$734,616	\$685,000	\$1,405,000	\$513	25	14
San Lorenzo	\$682,231	\$670,000	\$752,000	\$588	13	11
Sunol	-	-	-	-	0	-
Union City	\$934,300	\$889,500	\$1,420,000	\$499	10	49
Alameda County	\$974,517	\$881,500	\$4,368,000	\$559	424	39

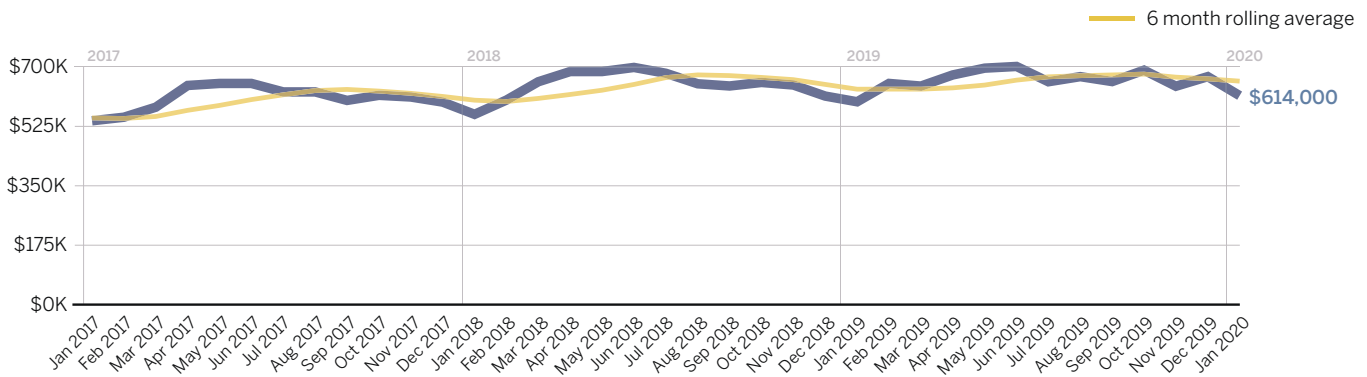


# CONTRA COSTA COUNTY

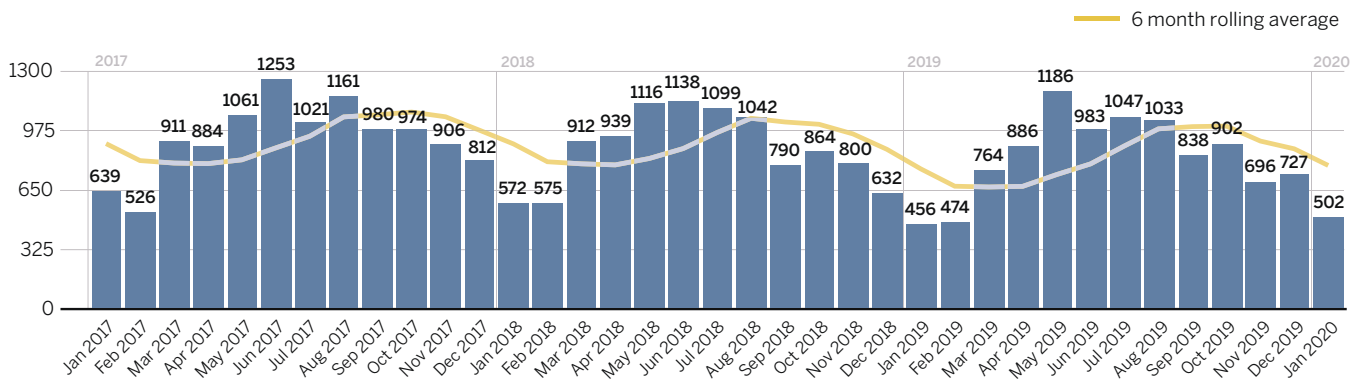
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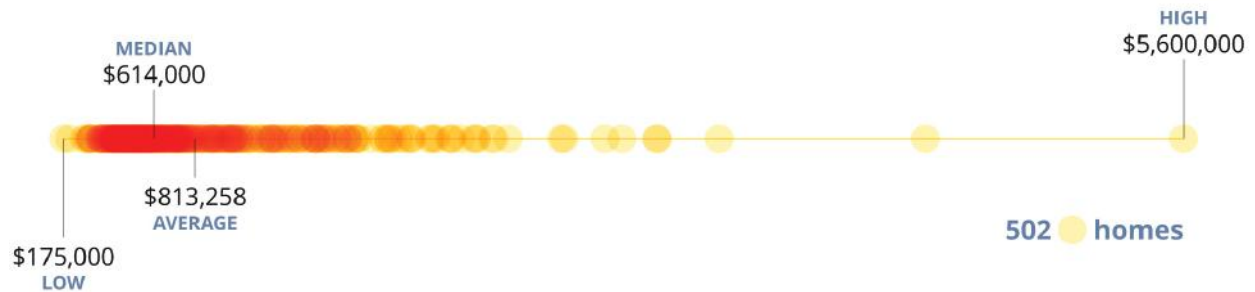
### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD







## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Alamo	\$2,431,714	\$2,050,000	\$4,350,000	\$669	7	98
Antioch	\$472,044	\$462,000	\$785,000	\$268	67	38
Bay Point	\$505,606	\$465,000	\$730,000	\$290	8	34
Bethel Island	\$425,000	\$425,000	\$425,000	\$332	1	105
Brentwood	\$669,237	\$630,000	\$1,225,000	\$278	43	69
Byron	\$1,380,760	\$1,380,760	\$2,586,520	\$280	2	39
Clayton	\$960,571	\$875,000	\$1,435,000	\$379	7	33
Concord	\$640,549	\$610,000	\$1,500,000	\$407	54	41
Crockett	\$587,800	\$630,000	\$660,000	\$392	5	40
Danville	\$1,534,056	\$1,400,000	\$3,050,000	\$530	27	66
Diablo	-	-	-	-	0	-
Discovery Bay	\$692,667	\$600,000	\$1,250,000	\$277	21	108
El Cerrito	\$919,511	\$885,000	\$1,315,000	\$584	9	31
El Sobrante	\$614,411	\$632,500	\$749,000	\$369	8	40
Hercules	\$707,200	\$674,400	\$850,000	\$334	4	30
Kensington	-	-	-	-	0	-
Knightsen	-	-	-	-	0	-
Lafayette	\$1,935,025	\$1,800,000	\$3,050,000	\$657	9	48
Martinez	\$832,527	\$725,000	\$1,850,000	\$409	15	31
Moraga	\$1,609,778	\$1,544,000	\$2,260,000	\$589	9	40
Oakley	\$558,333	\$522,500	\$999,000	\$249	34	40
Orinda	\$1,731,750	\$1,393,500	\$5,600,000	\$616	12	64
Pacheco	\$576,444	\$576,444	\$602,888	\$491	2	10
Pinole	\$552,000	\$599,000	\$621,000	\$433	5	23
Pittsburg	\$475,566	\$460,000	\$655,000	\$294	35	39
Pleasant Hill	\$777,375	\$810,000	\$1,050,000	\$461	8	56
Port Costa	-	-	-	-	0	-
Richmond	\$597,054	\$562,444	\$1,605,000	\$397	38	29
Rodeo	\$509,333	\$510,000	\$600,000	\$394	6	29
San Pablo	\$509,087	\$517,500	\$650,000	\$370	15	32
San Ramon	\$1,225,012	\$1,087,500	\$2,600,000	\$490	26	32
Walnut Creek	\$1,247,892	\$1,190,000	\$1,980,000	\$545	25	41
Contra Costa County	\$813,258	\$614,000	\$5,600,000	\$386	502	46

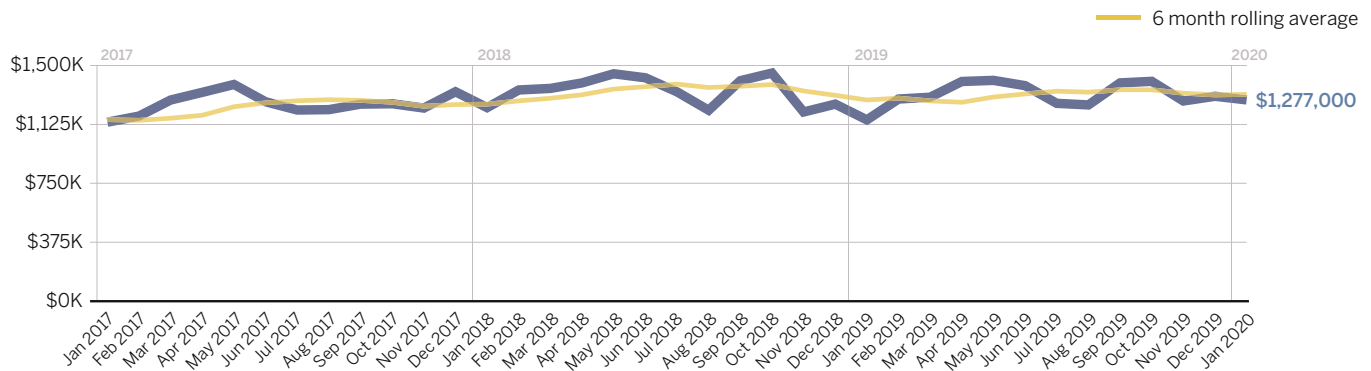


# MARIN COUNTY

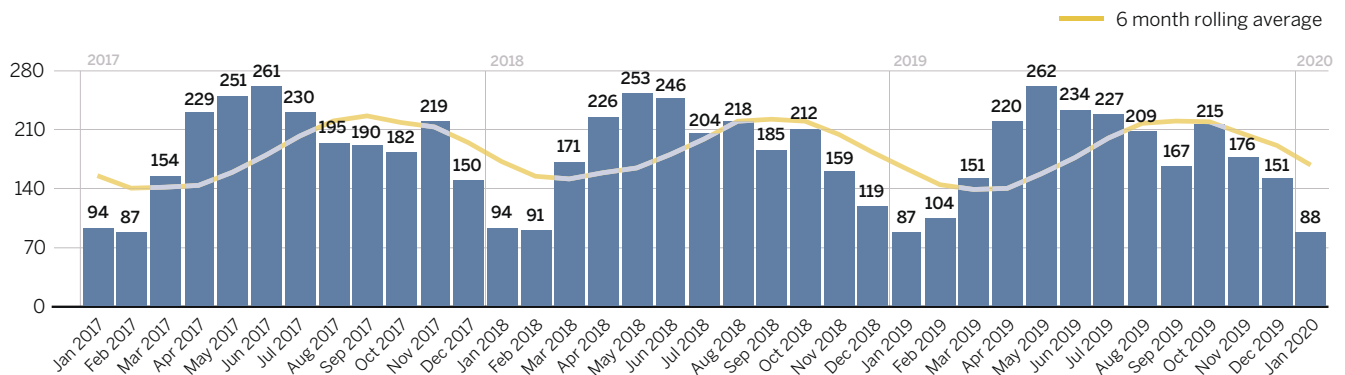
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### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

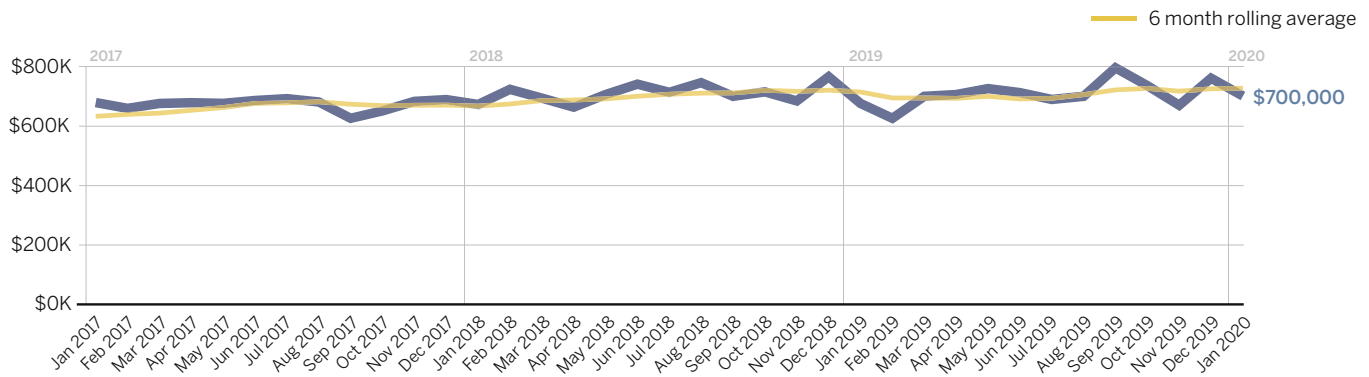
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Belvedere	\$4,500,000	\$4,500,000	\$4,500,000	\$1,585	1	50
Bolinas	\$2,525,000	\$2,525,000	\$3,600,000	\$1,373	2	184
Corte Madera	\$1,285,000	\$1,285,000	\$1,520,000	\$842	2	5
Dillon Beach	-	-	-	-	0	-
Fairfax	\$1,101,500	\$1,101,500	\$1,300,000	\$595	2	38
Forest Knolls	-	-	-	-	0	-
Greenbrae	\$1,955,000	\$1,955,000	\$1,955,000	\$878	1	1
Inverness	\$1,600,000	\$1,600,000	\$1,600,000	\$675	1	35
Kentfield	\$2,275,000	\$2,315,000	\$3,250,000	\$876	3	53
Lagunitas	-	-	-	-	0	-
Larkspur	\$1,875,000	\$1,875,000	\$1,875,000	\$558	1	94
Marshall	-	-	-	-	0	-
Mill Valley	\$2,089,722	\$1,645,000	\$4,250,000	\$830	9	67
Muir Beach	-	-	-	-	0	-
Nicasio	-	-	-	-	0	-
Novato	\$1,018,327	\$930,000	\$1,625,000	\$486	26	70
Olema	-	-	-	-	0	-
Pt. Reyes Station	\$1,294,000	\$1,294,000	\$1,294,000	\$664	1	139
Ross	\$3,125,000	\$3,125,000	\$3,125,000	\$1,127	1	201
San Anselmo	\$1,522,500	\$1,310,000	\$2,545,000	\$635	4	76
San Geronimo	-	-	-	-	0	-
San Rafael	\$1,181,771	\$1,087,000	\$2,987,500	\$585	24	86
Sausalito	\$3,210,000	\$3,000,000	\$3,940,000	\$911	3	130
Stinson Beach	\$1,310,000	\$1,310,000	\$1,310,000	\$963	1	162
Tiburon	\$4,718,667	\$3,431,000	\$10,300,000	\$996	6	108
Tomales	-	-	-	-	0	-
Woodacre	-	-	-	-	0	-
Marin County	\$1,704,381	\$1,277,000	\$10,300,000	\$678	88	81

# NAPA COUNTY

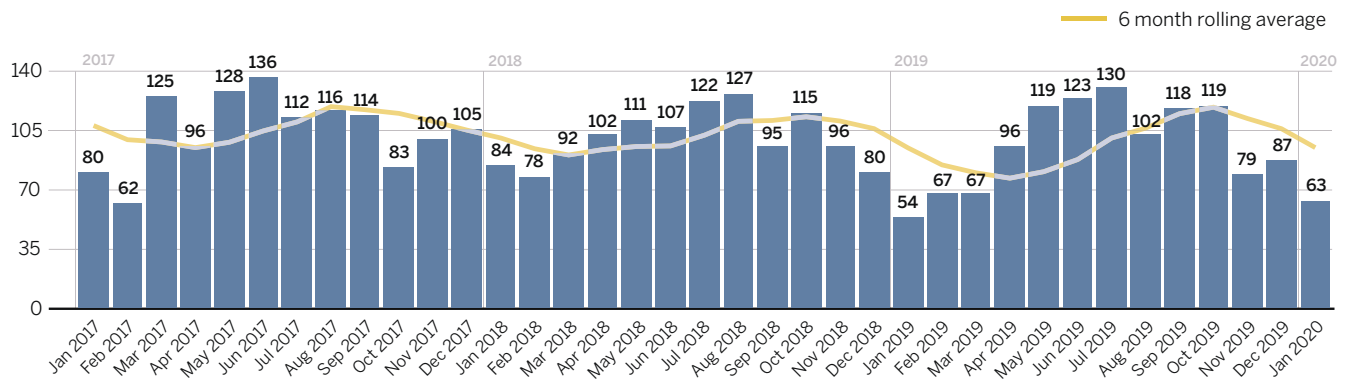
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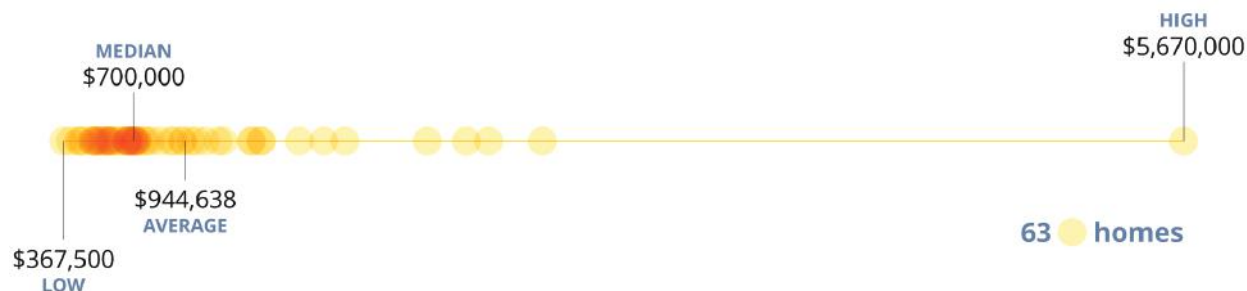
### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD







## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

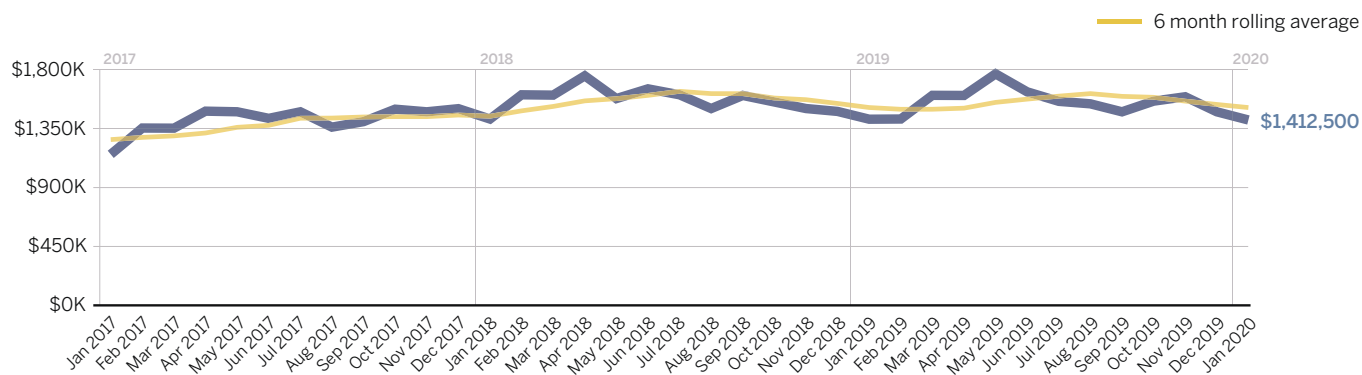
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
American Canyon	\$631,200	\$669,500	\$890,000	\$298	10	73
Angwin	-	-	-	-	0	-
Calistoga	\$697,500	\$697,500	\$715,000	\$584	2	152
Napa	\$893,609	\$680,000	\$5,670,000	\$459	43	91
Oakville	-	-	-	-	0	-
Pope Valley	\$1,260,000	\$1,260,000	\$1,260,000	\$531	1	0
Rutherford	-	-	-	-	0	-
St. Helena	\$1,866,000	\$2,090,000	\$2,635,000	\$893	5	60
Yountville	\$1,395,000	\$1,395,000	\$1,485,000	\$677	2	62
Napa County	\$944,638	\$700,000	\$5,670,000	\$480	63	85

# SAN MATEO COUNTY

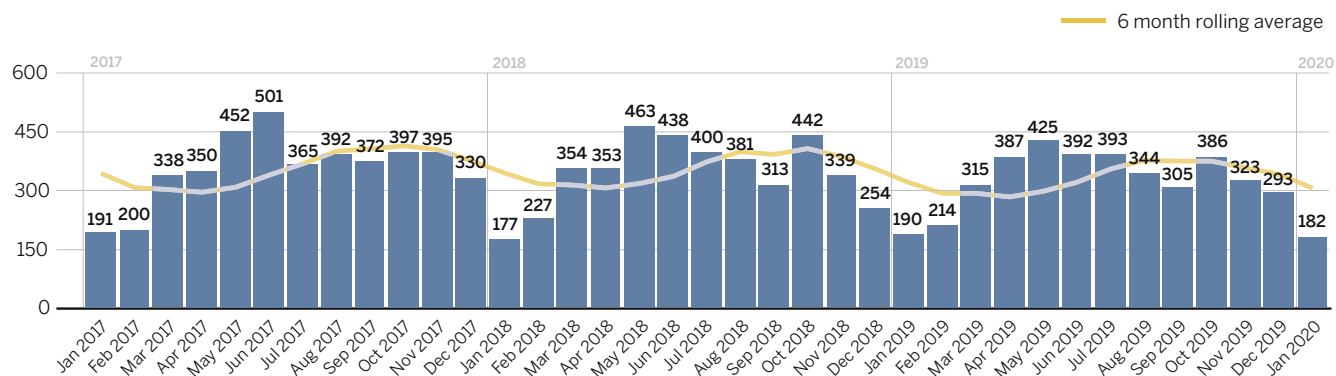
## MARKET TRENDS

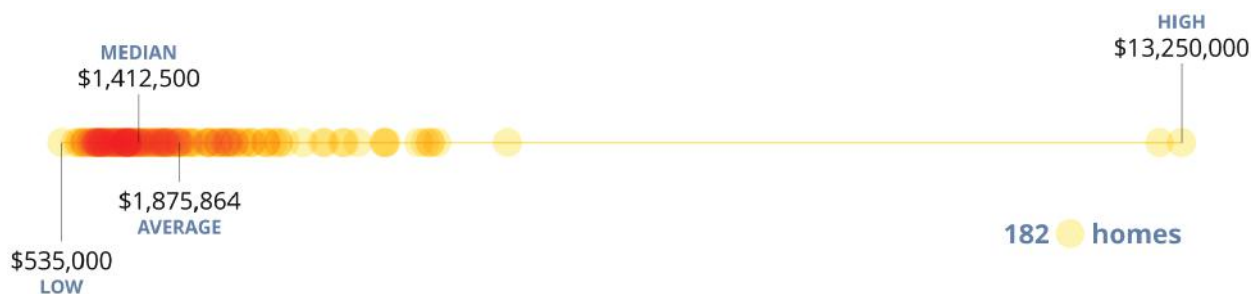
Graphs show trends in median sale price and number of homes sold over the past three years, including a 6-month rolling average trend line. Data is for single family homes only.

### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

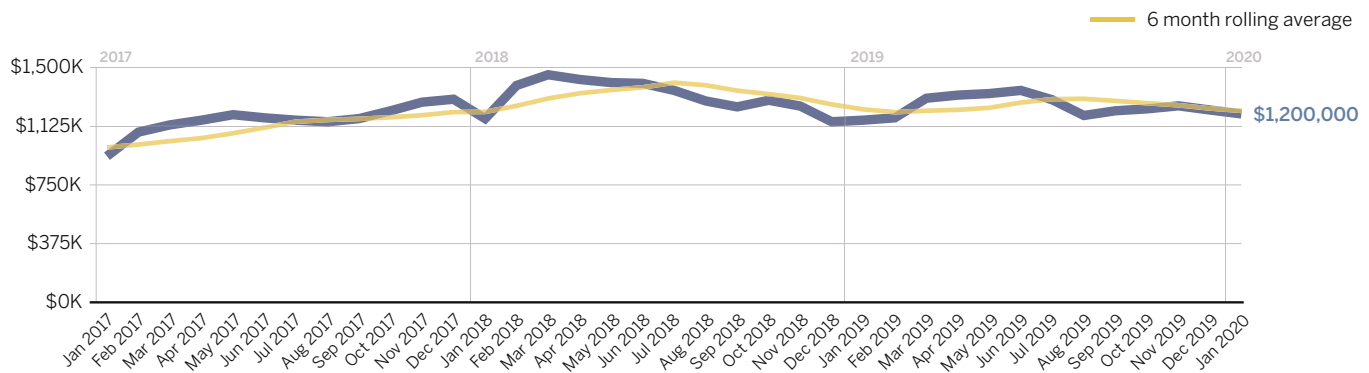
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Atherton	\$8,876,500	\$8,832,500	\$13,250,000	\$1,653	4	46
Belmont	\$1,724,667	\$1,812,500	\$2,238,000	\$1,122	6	40
Brisbane	\$1,393,000	\$1,555,000	\$1,686,000	\$699	3	25
Burlingame	\$1,823,333	\$1,800,000	\$1,975,000	\$1,246	3	2
Colma	-	-	-	-	0	-
Daly City	\$1,087,518	\$1,100,000	\$1,338,888	\$758	19	27
East Palo Alto	\$967,125	\$992,500	\$1,175,000	\$740	8	69
El Granada	\$1,338,333	\$1,300,000	\$1,415,000	\$576	3	23
Foster City	\$1,757,500	\$1,757,500	\$1,757,500	\$1,028	1	15
Half Moon Bay	\$1,302,417	\$1,370,000	\$1,625,000	\$614	6	45
Hillsborough	\$3,700,727	\$3,725,000	\$4,800,000	\$1,061	11	33
La Honda	\$535,000	\$535,000	\$535,000	\$453	1	20
Loma Mar	\$929,000	\$929,000	\$929,000	\$577	1	21
Menlo Park	\$2,730,000	\$2,675,000	\$4,200,000	\$1,143	12	53
Millbrae	\$1,965,800	\$2,180,000	\$2,500,000	\$940	5	28
Montara	\$1,025,000	\$1,025,000	\$1,100,000	\$781	2	58
Moss Beach	\$1,050,000	\$1,050,000	\$1,050,000	\$528	1	207
Pacifica	\$1,146,600	\$1,018,000	\$2,030,000	\$749	10	19
Pescadero	-	-	-	-	0	-
Portola Valley	\$3,900,000	\$3,900,000	\$3,900,000	\$1,232	1	87
Redwood City	\$1,608,187	\$1,570,000	\$3,000,000	\$1,093	16	40
Redwood Shores	\$2,375,000	\$2,375,000	\$2,420,000	\$1,063	2	62
San Bruno	\$1,202,100	\$1,175,000	\$1,610,000	\$759	15	35
San Carlos	\$1,935,750	\$1,719,000	\$2,937,500	\$1,126	16	12
San Gregorio	-	-	-	-	0	-
San Mateo	\$1,768,256	\$1,700,000	\$3,000,000	\$1,001	23	29
South San Francisco	\$1,194,810	\$1,253,500	\$1,400,000	\$717	10	42
Woodside	\$2,862,667	\$2,188,000	\$5,600,000	\$1,057	3	266
San Mateo County	\$1,875,864	\$1,412,500	\$13,250,000	\$935	182	39

# SANTA CLARA COUNTY

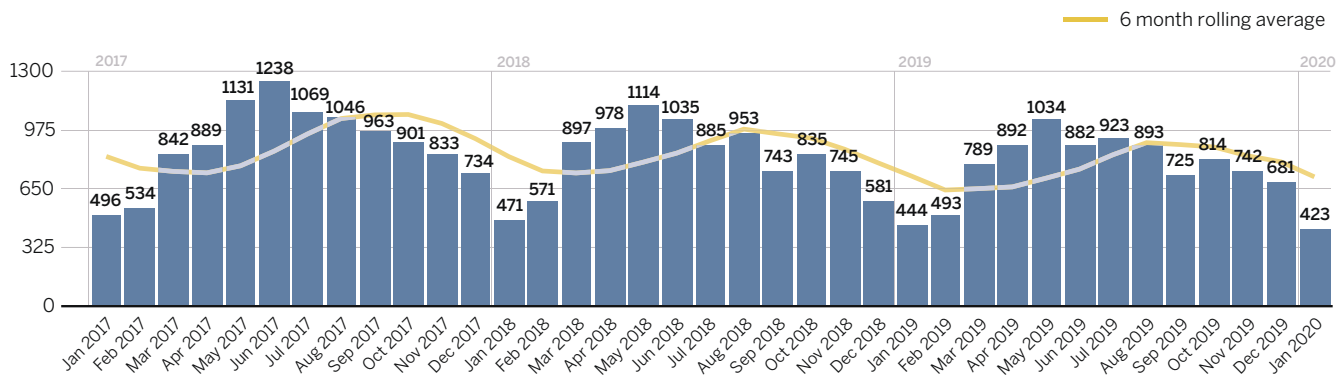
## MARKET TRENDS

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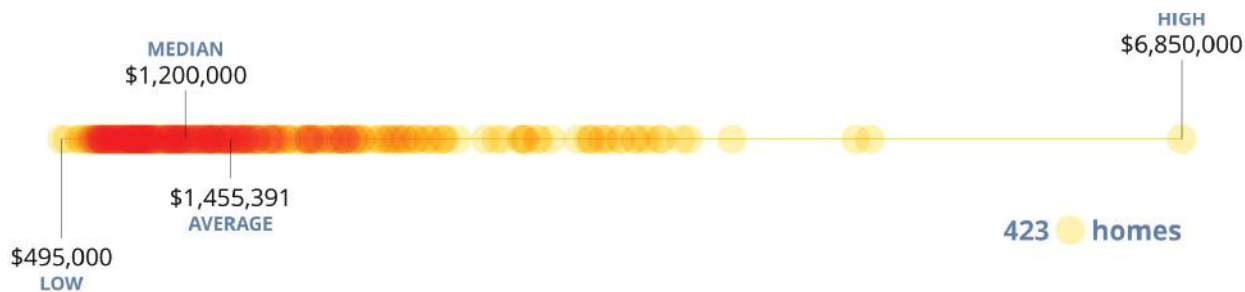
### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD







## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

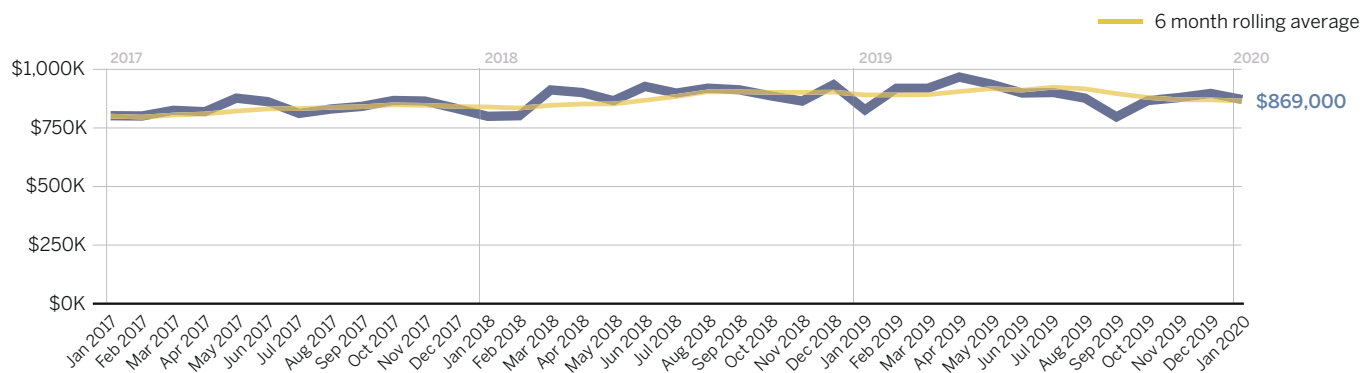
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Campbell	\$1,587,500	\$1,375,000	\$3,195,000	\$829	12	70
Cupertino	\$2,248,444	\$2,250,000	\$2,570,000	\$1,103	9	42
Gilroy	\$871,052	\$775,000	\$1,550,000	\$388	28	70
Los Altos	\$3,467,857	\$3,600,000	\$5,080,000	\$1,156	7	22
Los Altos Hills	\$3,460,667	\$3,275,000	\$4,007,000	\$1,104	3	73
Los Gatos	\$2,060,789	\$1,865,000	\$4,050,000	\$899	19	49
Milpitas	\$1,242,000	\$1,000,000	\$3,200,000	\$735	11	27
Monte Sereno	\$2,200,000	\$2,200,000	\$2,200,000	\$1,136	1	5
Morgan Hill	\$920,939	\$933,388	\$1,315,000	\$437	20	52
Mountain View	\$2,218,011	\$2,150,000	\$3,480,000	\$1,328	9	45
Palo Alto	\$3,522,538	\$3,500,000	\$6,850,000	\$1,580	13	56
San Jose	\$1,200,370	\$1,106,500	\$3,670,000	\$681	242	33
San Martin	\$899,000	\$770,000	\$1,250,000	\$690	3	47
Santa Clara	\$1,390,038	\$1,398,400	\$2,300,000	\$859	18	43
Saratoga	\$2,669,814	\$2,337,500	\$5,000,000	\$994	13	53
Stanford	\$2,050,000	\$2,050,000	\$2,050,000	\$922	1	111
Sunnyvale	\$1,653,000	\$1,530,000	\$2,362,000	\$1,094	14	22
Santa Clara County	\$1,455,391	\$1,200,000	\$6,850,000	\$759	423	40

# SANTA CRUZ COUNTY

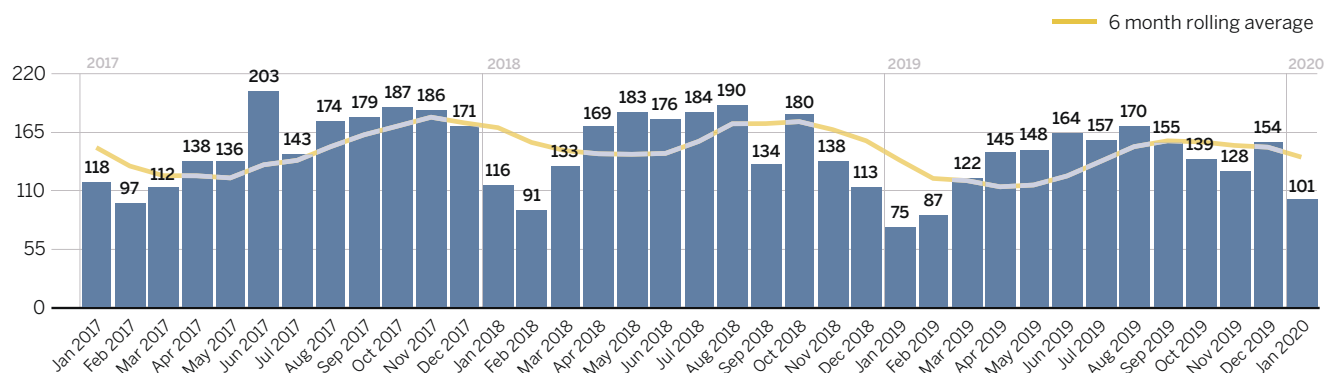
## MARKET TRENDS

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### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

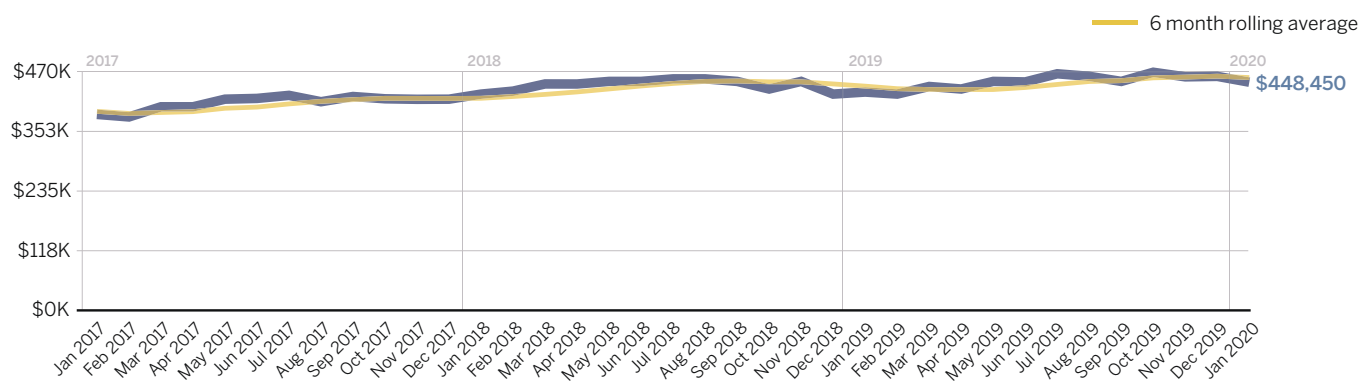
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Aptos	\$1,114,040	\$1,185,000	\$1,600,000	\$540	20	90
Ben Lomond	\$699,000	\$699,000	\$699,000	\$373	1	123
Boulder Creek	\$646,239	\$563,000	\$1,098,888	\$441	10	68
Brookdale	\$628,000	\$600,000	\$745,000	\$398	3	56
Capitola	\$835,333	\$815,000	\$949,000	\$734	3	57
Corralitos	-	-	-	-	0	-
Davenport	-	-	-	-	0	-
Felton	\$849,306	\$972,500	\$1,012,500	\$468	4	72
Freedom	-	-	-	-	0	-
La Selva Beach	\$970,800	\$925,000	\$1,326,000	\$686	5	110
Los Gatos	\$1,479,000	\$1,260,000	\$3,185,000	\$541	9	93
Mount Hermon	\$638,000	\$638,000	\$638,000	\$621	1	42
Santa Cruz	\$959,033	\$850,000	\$1,532,000	\$639	26	52
Scotts Valley	\$984,500	\$984,500	\$1,100,000	\$411	2	344
Soquel	\$1,349,000	\$1,080,000	\$3,200,000	\$611	5	32
Watsonville	\$612,292	\$542,500	\$1,220,000	\$427	12	112
Santa Cruz County	\$960,681	\$869,000	\$3,200,000	\$548	101	81

# SOLANO COUNTY

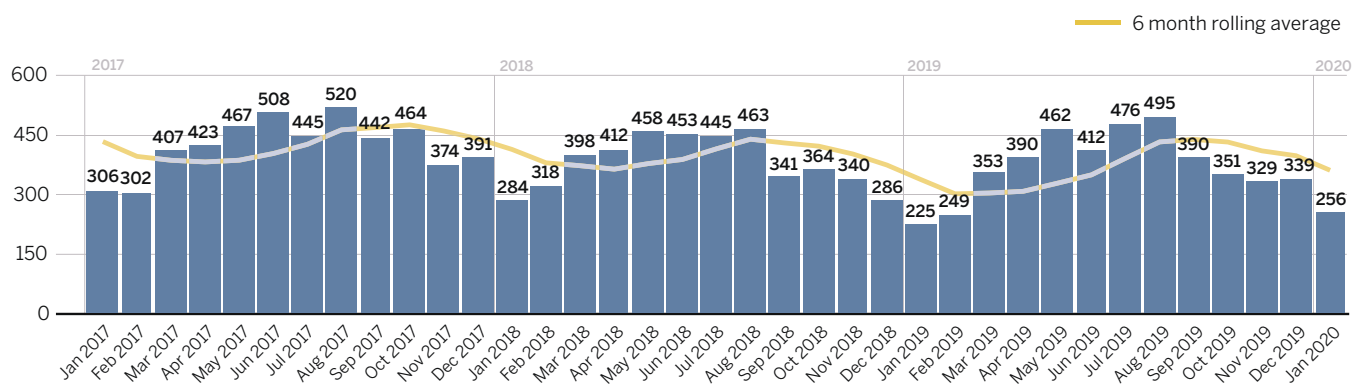
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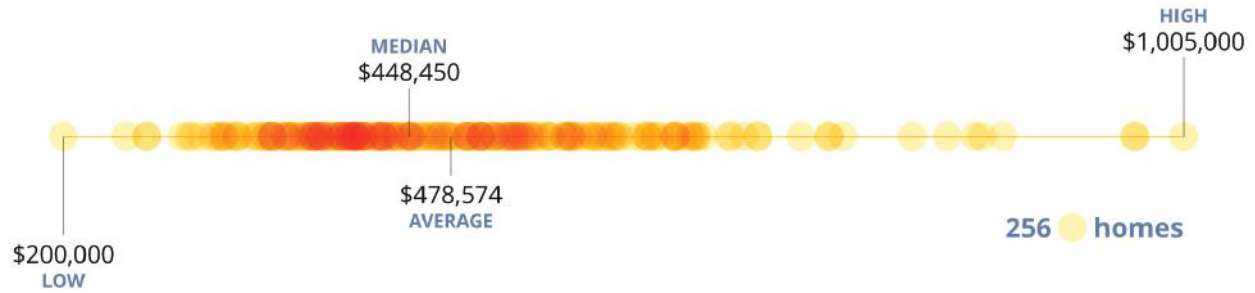
### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD







## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

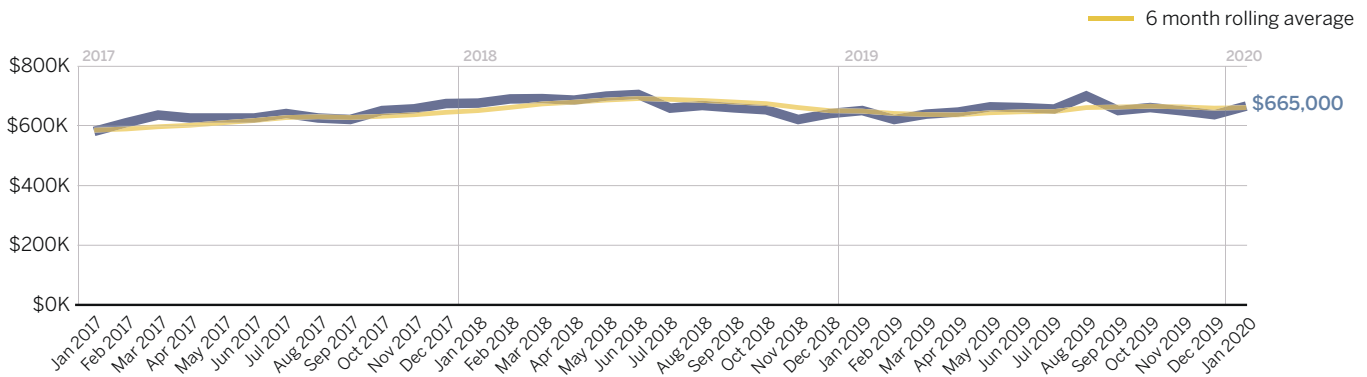
City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Benicia	\$690,733	\$680,000	\$1,005,000	\$334	15	53
Dixon	\$498,075	\$471,000	\$835,000	\$274	12	32
Elmira	\$505,000	\$505,000	\$505,000	\$228	1	541
Fairfield	\$483,814	\$479,000	\$750,000	\$271	69	58
Rio Vista	\$402,347	\$394,700	\$541,534	\$242	14	81
Suisun City	\$399,988	\$402,500	\$510,000	\$263	24	44
Vacaville	\$500,884	\$485,000	\$970,000	\$267	53	60
Vallejo	\$448,668	\$425,000	\$678,000	\$299	68	54
Winters	-	-	-	-	0	-
Solano County	\$478,574	\$448,450	\$1,005,000	\$279	256	58

# SONOMA COUNTY

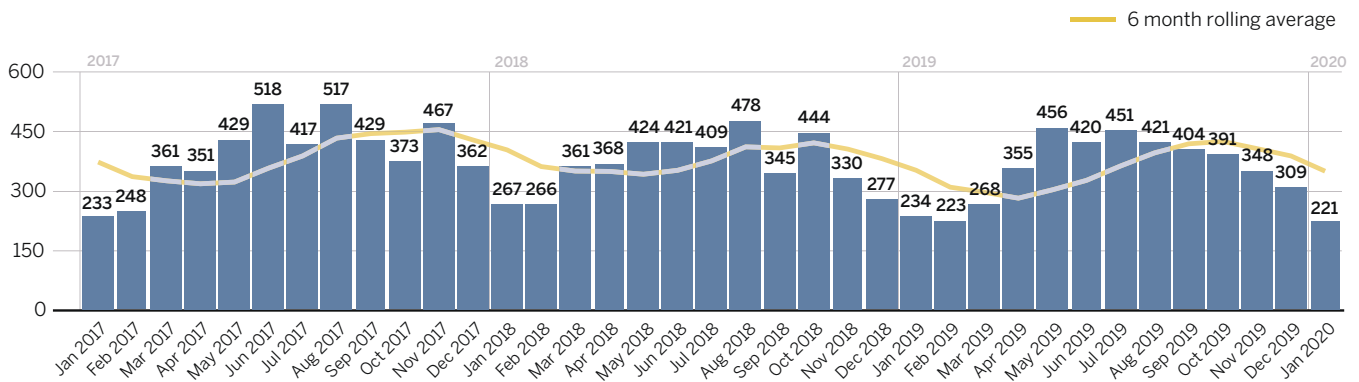
## MARKET TRENDS

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### 3 YEAR TREND: MEDIAN SALE PRICE



### 3 YEAR TREND: # OF HOMES SOLD





## SALES BY CITY · SINGLE FAMILY HOMES · JANUARY 2020

City	Average	Median	High Sale	Price/SF	# of Sales	DOM
Annapolis	-	-	-	-	0	-
Bodega	-	-	-	-	0	-
Bodega Bay	\$1,125,000	\$1,125,000	\$1,125,000	\$523	1	24
Boyes Hot Springs	-	-	-	-	0	-
Camp Meeker	-	-	-	-	0	-
Cazadero	\$397,000	\$397,000	\$397,000	\$397	1	435
Cloverdale	\$595,000	\$595,000	\$595,000	\$360	1	0
Cotati	\$641,400	\$550,000	\$1,150,000	\$458	5	75
Duncan Mills	-	-	-	-	0	-
Forestville	\$607,700	\$607,700	\$705,000	\$300	2	374
Freestone	-	-	-	-	0	-
Fulton	-	-	-	-	0	-
Geyserville	-	-	-	-	0	-
Glen Ellen	\$932,667	\$650,000	\$1,723,000	\$517	3	97
Graton	-	-	-	-	0	-
Guerneville	\$346,400	\$337,000	\$500,000	\$361	5	86
Healdsburg	\$871,058	\$684,140	\$2,555,000	\$588	11	127
Jenner	-	-	-	-	0	-
Kenwood	\$570,000	\$570,000	\$570,000	\$460	1	252
Monte Rio	\$482,667	\$513,000	\$540,000	\$346	3	121
Occidental	-	-	-	-	0	-
Penngrove	\$1,209,825	\$1,237,150	\$1,315,000	\$701	4	166
Petaluma	\$1,113,123	\$762,500	\$5,250,000	\$561	26	88
Rohnert Park	\$687,583	\$632,500	\$1,490,000	\$354	12	56
Santa Rosa	\$694,496	\$619,300	\$1,725,000	\$385	103	98
Sebastopol	\$1,010,455	\$895,000	\$1,720,000	\$470	11	111
Sonoma	\$1,294,346	\$1,152,700	\$2,995,000	\$596	12	100
The Sea Ranch	\$954,705	\$1,070,000	\$1,226,000	\$578	5	96
Timber Cove	-	-	-	-	0	-
Villa Grande	-	-	-	-	0	-
Windsor	\$646,667	\$629,000	\$900,000	\$364	15	70
Sonoma County	\$802,508	\$665,000	\$5,250,000	\$440	221	99

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