

Photo by John Morgan, Creative Commons License



## Lamorinda Real Estate

### April 2024 Report

Lamorinda refers to Lafayette, Moraga/  
Canyon and Orinda, but this report will  
sometimes use data for the greater region.

COMPASS

## **Q2 May See the Hottest Market Since the Pandemic Boom**

Ever since the beginning of the year, and now moving into the spring selling season, striking shifts in supply and demand have occurred and continued to accelerate, resulting in a dramatic leap in the heat and competitiveness of market conditions. Based on current indicators – especially the surge of listings going into contract – and *what is being experienced on the ground* as new listings arrive on the market, deals are negotiated, and homes go into contract, it appears almost certain that significant home price increases will continue in Q2 2024.

### **Macroeconomic Conditions**

In the 8 weeks through early April, the weekly average, 30-year conforming-loan interest rate has oscillated between 6.74% and 6.94%: Up from January, but still well down from last fall. In the last month, the S&P 500 & Nasdaq stock market indices continued to hit new all-time highs, with substantial effects on household wealth. After the big jump in December-January, consumer confidence is at its highest point in almost 3 years. Monthly inflation rates have remained stable since October, ranging from 3.1% to 3.3%: Higher than the Fed's 2% goal, but reductions in its benchmark rate later this year are still commonly expected.



# Lamorinda House Values

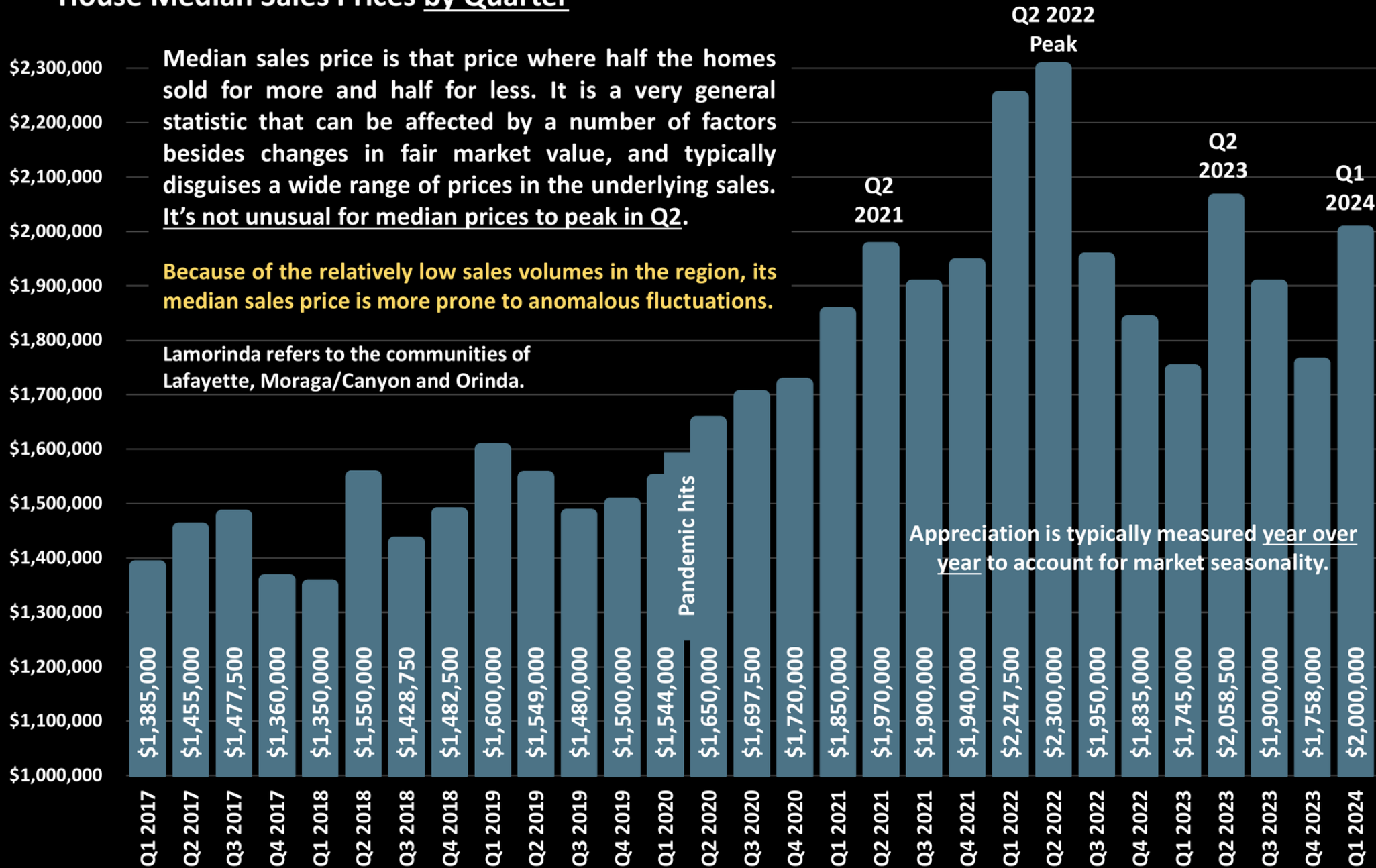
## House Median Sales Prices by Quarter

The Q1 2024 median house sales price was up about 15% from Q1 2023.

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that can be affected by a number of factors besides changes in fair market value, and typically disguises a wide range of prices in the underlying sales. It's not unusual for median prices to peak in Q2.

Because of the relatively low sales volumes in the region, its median sales price is more prone to anomalous fluctuations.

Lamorinda refers to the communities of Lafayette, Moraga/Canyon and Orinda.



Appreciation is typically measured year over year to account for market seasonality.

EastBayMLS data per Broker Metrics deemed reliable but may contain errors and is subject to revision. Many factors besides changes in fair market value can affect median sales prices. All numbers approximate, and last period reading may change with late-reported sales.



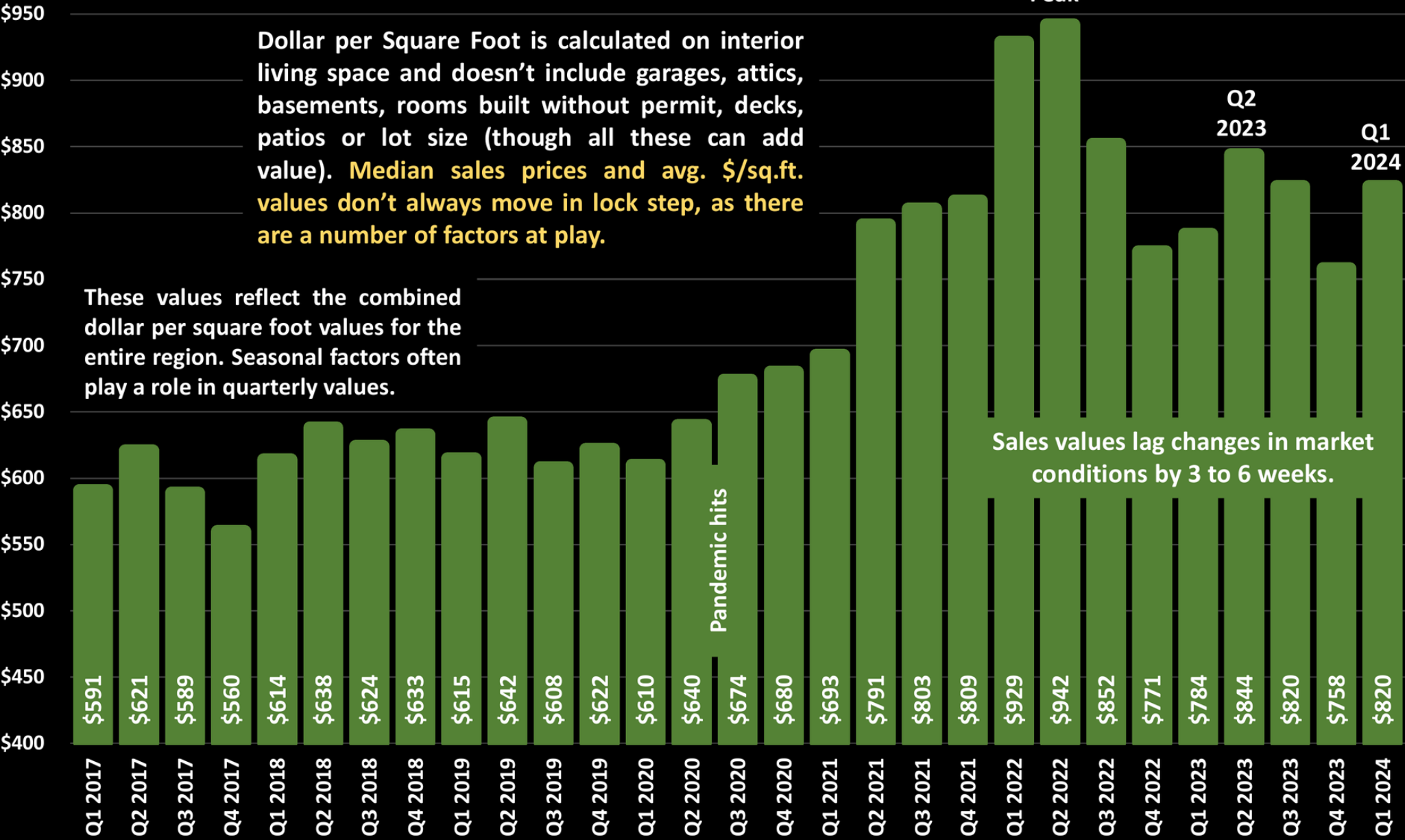
Lamorinda refers to the communities of Lafayette, Moraga/Canyon and Orinda.

# Lamorinda House Values by Quarter

## Detached-House Average Dollar per Square Foot Values

Dollar per Square Foot is calculated on interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size (though all these can add value). **Median sales prices and avg. \$/sq.ft. values don't always move in lock step, as there are a number of factors at play.**

These values reflect the combined dollar per square foot values for the entire region. Seasonal factors often play a role in quarterly values.



Q2 2022 Peak

Q2 2023

Q1 2024

Pandemic hits

Sales values lag changes in market conditions by 3 to 6 weeks.

EastBayMLS data per Broker Metrics deemed reliable but may contain errors and subject to revision. All numbers approximate. Late reported sales may change final period data.





# Bay Area Median House Values

## Early Spring 2024 Update: By Bedroom/Bath Count\*

Lamorinda refers to Lafayette, Moraga/Canyon and Orinda. Diablo Valley refers to Alamo, Blackhawk, Danville, Diablo, Pleasant Hill, San Ramon and Walnut Creek.

County/Region	4 Bedroom, 3 Bath Houses			5+ Bedroom, 4+ Bath Houses, 3000+ sq.ft.		
	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Sq.Ft./ Median Lot Size	Median Dollar per Square Foot
Alameda County	\$1,582,500	2211 sq.ft.	\$701/sq.ft.	\$2,555,000	3859 sq.ft. .25 acre lot	\$667/sq.ft.
Diablo Valley	\$1,840,000	2424 sq.ft.	\$753/sq.ft.	\$2,660,000	3939 sq.ft. .35 acre	\$683/sq.ft.
Lamorinda	\$1,960,000	2471 sq.ft.	\$784/sq.ft.	\$3,026,000	4039 sq.ft. .65 acre	\$749/sq.ft.
North Contra Costa	\$810,000	2241 sq.ft.	\$369/sq.ft.	\$1,065,000	3563 sq.ft. .2 acre	\$296/sq.ft.
Marin County	\$1,872,500	2417 sq.ft.	\$772/sq.ft.	\$4,025,000	4452 sq.ft. .6 acre lot	\$874/sq.ft.
Napa County	\$1,250,000	2350 sq.ft.	\$539/sq.ft.	\$3,730,000	5359 sq.ft. 1.6 acre lot	\$715/sq.ft.
San Francisco	\$1,905,000	2272 sq.ft.	\$878/sq.ft.	\$4,550,000	4256 sq.ft. .08 acre lot	\$1079/sq.ft.
San Mateo County	\$2,400,000	2380 sq.ft.	\$1012/sq.ft.	\$5,722,500	4314 sq.ft. .45 acre lot	\$1361/sq.ft.
Santa Clara County	\$1,910,000	2166 sq.ft.	\$934/sq.ft.	\$4,000,000	3837 sq.ft. .4 acre lot	\$963/sq.ft.
Solano County	\$689,500	2168 sq.ft.	\$315/sq.ft.	\$940,000	3507 sq.ft. .2 acre lot	\$275/sq.ft.
Sonoma County	\$950,000	2250 sq.ft.	\$439/sq.ft.	\$2,200,000	3985 sq.ft. .5 acre lot	\$478/sq.ft.

\*Sales reported to NorCal MLS Alliance during the 6 months through late March 2024. Counties contain submarkets of widely varying values. Median values fluctuate for reasons besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. "Fixer-uppers" excluded. Numbers approximate, and may change with late reported sales. Not all sales are reported to MLS.



# Bay Area Median House Values

## Early Spring 2024 Update: By Bedroom/Bath Count\*

Lamorinda refers to Lafayette, Moraga/Canyon and Orinda. Diablo Valley refers to Alamo, Blackhawk, Danville, Diablo, Pleasant Hill, San Ramon and Walnut Creek.

County/Region	2 Bedroom, 1-2 Bath Houses			3 Bedroom, 2- 2½ Bath Houses		
	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Square Footage	Median Dollar per Square Foot
Alameda County	\$825,000	1050 sq.ft.	\$788/sq.ft.	\$1,200,000	1474 sq.ft.	\$785/sq.ft.
Diablo Valley	\$900,500	1074 sq.ft.	\$855/sq.ft.	\$1,435,000	1748 sq.ft.	\$819/sq.ft.
Lamorinda	Too few sales			\$1,387,500	1696 sq.ft.	\$799/sq.ft.
North Contra Costa	\$615,000	1121 sq.ft.	\$501/sq.ft.	\$700,000	1512 sq.ft.	\$472/sq.ft.
Marin County	\$1,495,000	1190 sq.ft.	\$1103/sq.ft.	\$1,486,000	1701 sq.ft.	\$887/sq.ft.
Napa County	\$700,000	1149 sq.ft.	\$697/sq.ft.	\$850,000	1510 sq.ft.	\$607/sq.ft.
San Francisco	\$1,250,000	1200 sq.ft.	\$1073/sq.ft.	\$1,575,000	1700 sq.ft.	\$956/sq.ft.
San Mateo County	\$1,312,500	1080 sq.ft.	\$1212/sq.ft.	\$1,678,000	1547 sq.ft.	\$1098/sq.ft.
Santa Clara County	\$1,175,000	1035 sq.ft.	\$1099/sq.ft.	\$1,635,000	1471 sq.ft.	\$1130/sq.ft.
Solano County	\$440,000	1208 sq.ft.	\$356/sq.ft.	\$560,000	1524 sq.ft.	\$373/sq.ft.
Sonoma County	\$700,000	1210 sq.ft.	\$578/sq.ft.	\$800,000	1626 sq.ft.	\$514/sq.ft.

\*Sales reported to NorCal MLS Alliance during the 6 months through late March 2024. Counties contain submarkets of widely varying values. Median values fluctuate for reasons besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers approximate, and may change with late reported sales. Not all sales are reported to MLS.



# Bay Area Median Condo & Townhouse Values

## By Property Type & Bedroom/Bath Count\*

Lamorinda refers to Lafayette, Moraga/Canyon and Orinda. Diablo Valley refers to Alamo, Blackhawk, Danville, Diablo, Pleasant Hill, San Ramon and Walnut Creek.

County/Region	2 Bedroom, 2 Bath Condos			3 Bedroom, 2-3 Bath Townhouses		
	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Square Footage	Median Dollar per Square Foot
Alameda County	\$665,000	1071 sq.ft.	\$598/sq.ft.	\$950,000	1538 sq.ft.	\$637/sq.ft.
Diablo Valley	\$715,000	1186 sq.ft.	\$604/sq.ft.	\$1,090,000	1610 sq.ft.	\$629/sq.ft.
Lamorinda	Too few sales			\$1,272,500	1698 sq.ft.	\$625/sq.ft.
North Contra Costa	\$535,000	1150 sq.ft.	\$510/sq.ft.	\$700,000	1515 sq.ft.	\$475/sq.ft.
Marin County	\$750,000	1128 sq.ft.	\$623/sq.ft.	\$857,500	1582 sq.ft.	\$528/sq.ft.
Napa County	\$712,500	1009 sq.ft.	\$575/sq.ft.	Too few sales		
San Francisco	\$1,245,000	1180 sq.ft.	\$1042/sq.ft.	Too few sales		
San Mateo County	\$875,000	1140 sq.ft.	\$752/sq.ft.	\$1,492,500	1645 sq.ft.	\$919/sq.ft.
Santa Clara County	\$793,500	1122 sq.ft.	\$708/sq.ft.	\$1,280,000	1532 sq.ft.	\$788/sq.ft.
Solano County	\$357,500	999 sq.ft.	\$354/sq.ft.	Too few sales		
Sonoma County	\$442,500	1061 sq.ft.	\$425/sq.ft.	\$565,000	1330 sq.ft.	\$401/sq.ft.

\*Sales reported to NorCal MLS Alliance during the 6 months through late March 2024. Counties contain submarkets of widely varying values. Median values fluctuate for reasons besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers approximate, and may change with late reported sales. Not all sales are reported to MLS.

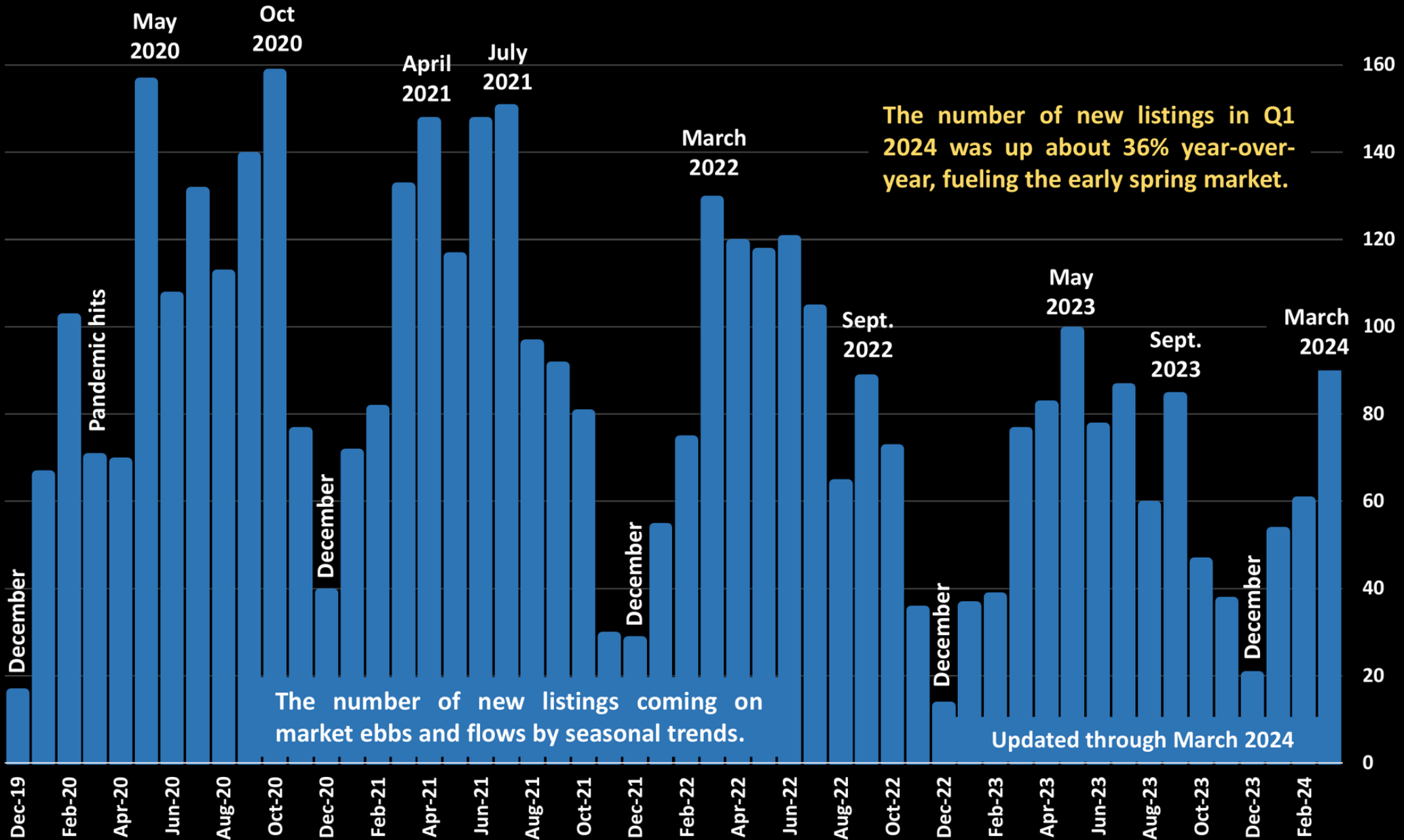




# New Listings Coming on Market by Month

## Lamorinda Market Dynamics & Seasonality

Lafayette, Moraga/Canyon, Orinda



Residential activity reported to EastBayMLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.



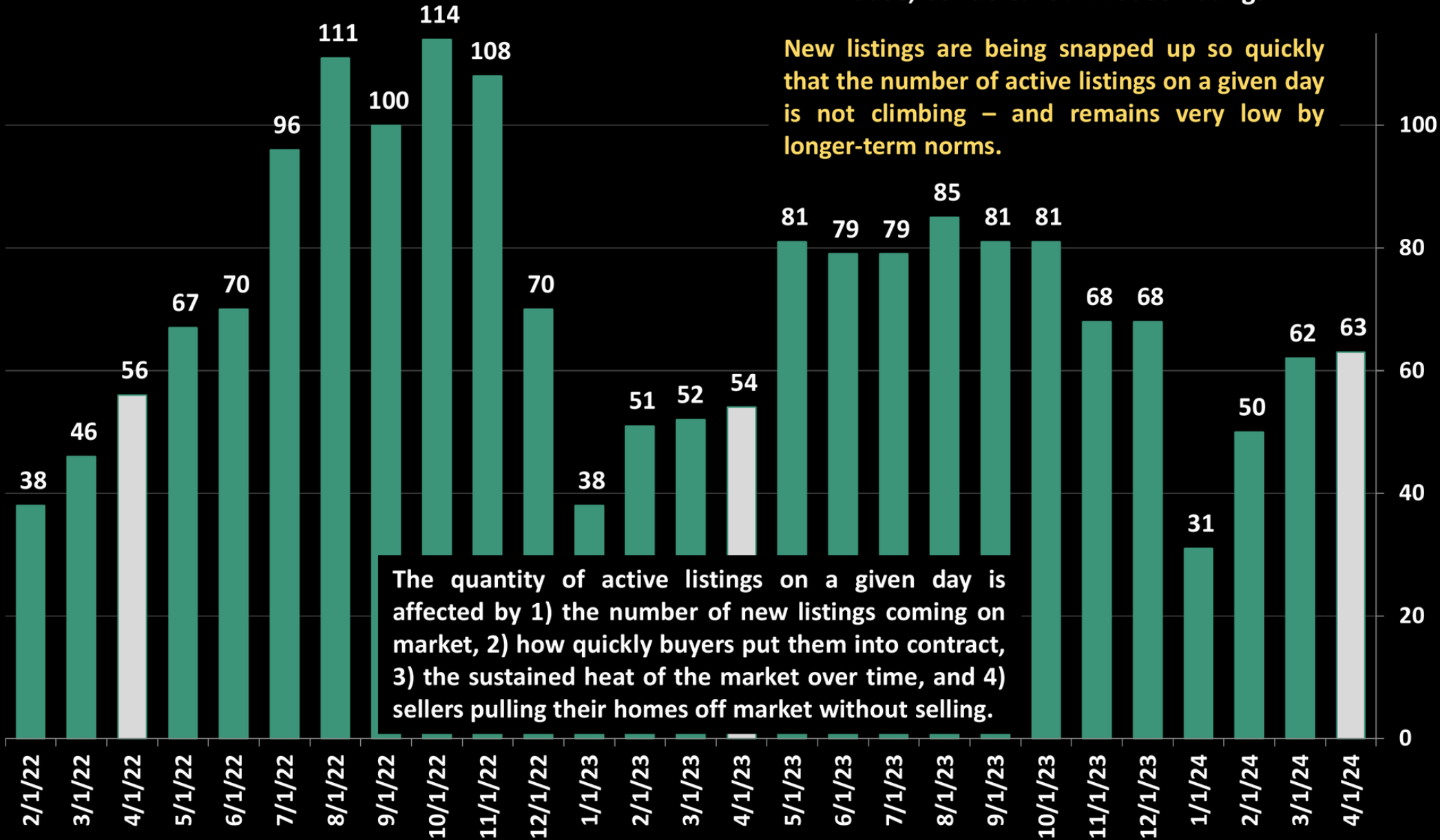
# Lamorinda Homes Market

Active & Coming-Soon Listings on 1<sup>st</sup> of Month

Lafayette, Moraga/ Canyon and Orinda

House, Condo & Townhouse Listings\*

New listings are being snapped up so quickly that the number of active listings on a given day is not climbing – and remains very low by longer-term norms.



The quantity of active listings on a given day is affected by 1) the number of new listings coming on market, 2) how quickly buyers put them into contract, 3) the sustained heat of the market over time, and 4) sellers pulling their homes off market without selling.

\* Active/Coming-Soon listings posted to NorCal MLS Alliance. Data from sources deemed reliable, but may contain errors and subject to revision. Not all listings are posted to MLS. All numbers approximate. The number of active listings constantly changes.

# Lamorinda Residential Market

## Market Dynamics by Price Segment/Property Type

Lafayette, Moraga/Canyon, Orinda

The 2<sup>nd</sup> quarter often sees the most heated market conditions of the year, which changes many statistics.

Price/ Prop. Type	# Listings for Sale*	# Listings in Contract*	Monthly Rate of Sales***	Supply of Inventory***	Avg. Days on Market**	Sales Over List Price**	Avg. Sales Price to LP %**
Under \$1,000,000	10	3	5 sales/mo.	2 months	27 days	40%	99.5%
\$1,000,000 - \$1,499,999	5	6	10 sales/mo.	.5 month	26 days	51%	101%
\$1,500,000 - \$1,999,999	19	23	15 sales/mo.	1.3 months	25 days	48%	100.5%
\$2,000,000 - \$2,999,999	17	18	18 sales/mo.	1 month	19 days	59%	103%
\$3,000,000 - \$3,999,999	5	5	5 sales/mo.	1 month	22 days	43%	100.5%
\$4,000,000+	9	2	2.5 sales/mo.	3.6 months	43 days	24%	99.5%
Houses	48	52	50 sales/mo.	1 month	24 days	53%	101.5%
Condos	14	2	5 sales/mo.	2.8 months	28 days	38%	99.5%
Townhouses	3	2	3 sales/mo.	1 month	17 days	41%	101%

\*Active/Coming-Soon Listings & Listings in Contract posted to MLS as of 3/31/24. \*\*Statistics per last 12 months of sales: Statistics often rise and fall according to seasonal trends. \*\*\*Rate of sales estimated using 1-month and 12-month data. Months Supply of Inventory measures approx. time required to sell listings for sale at estimated rate of sale. Lower readings signify higher demand as compared to supply.

Data reported to NorCal MLS Alliance and Infosparks, may contain errors and subject to revision. Not all activity is reported to MLS. Some stats based on large sample of sales. All numbers approximate. Statistics based on past activity may not apply to future trends and can be distorted by outlier data (especially in low sales volume segments). Numbers change constantly.

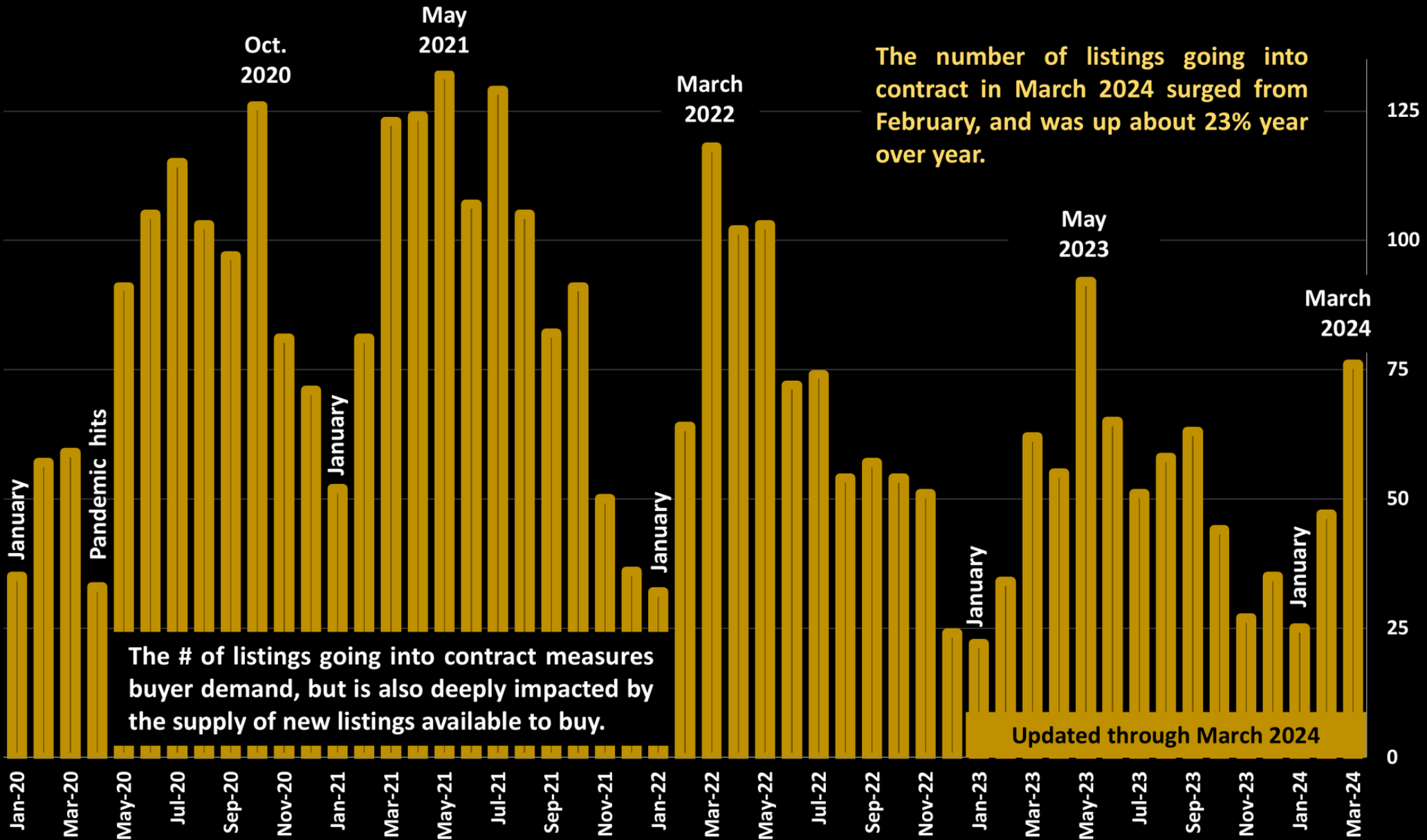




# Listings Accepting Offers (Going into Contract)

## Lamorinda Market Dynamics & Seasonality

Lafayette, Moraga/Canyon, Orinda



Residential activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported activity.



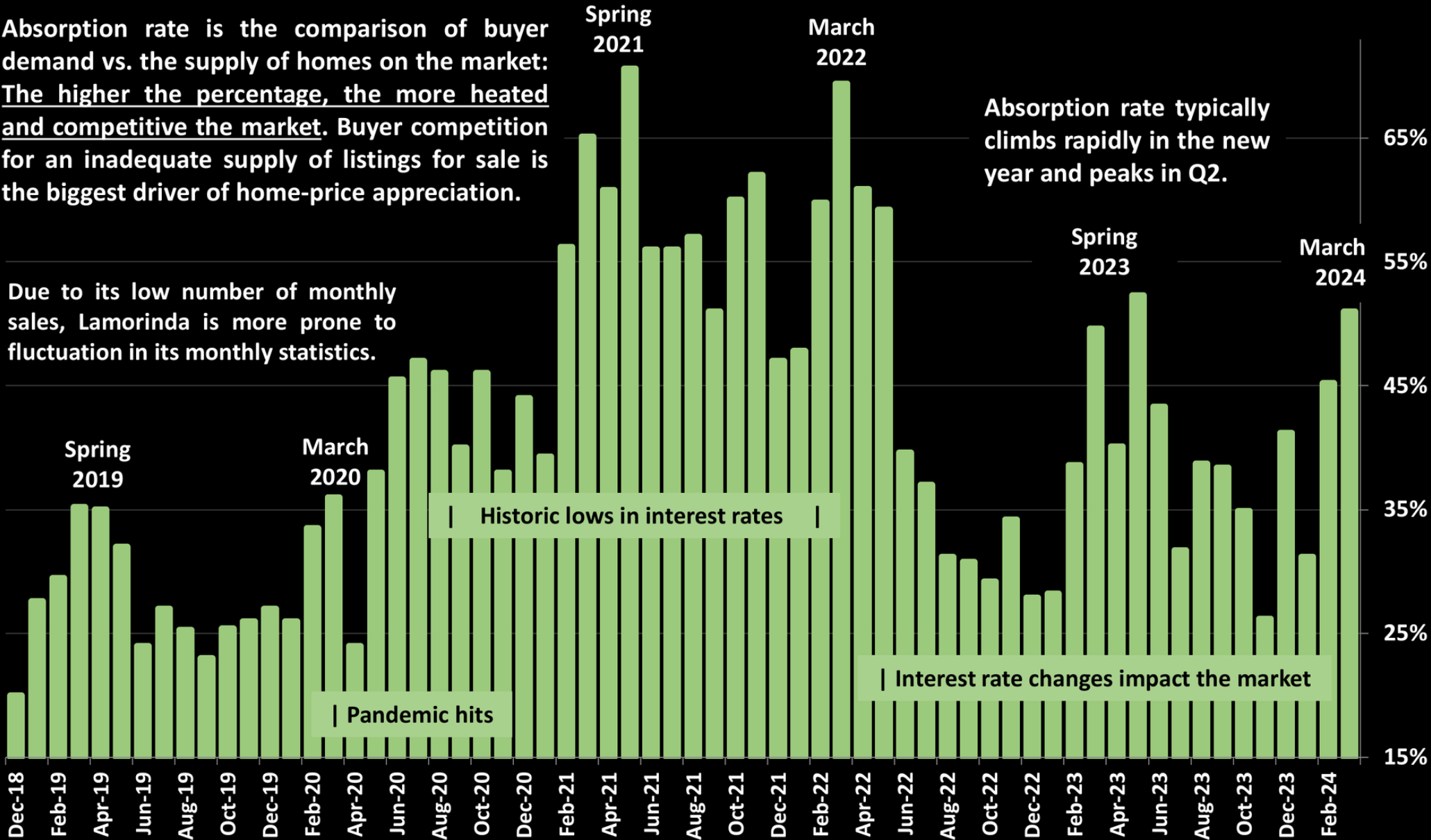
# Percentage of Listings Accepting Offers

Lafayette, Moraga/Canyon, Orinda

## Lamorinda: Absorption Rate by Month

Absorption rate is the comparison of buyer demand vs. the supply of homes on the market: The higher the percentage, the more heated and competitive the market. Buyer competition for an inadequate supply of listings for sale is the biggest driver of home-price appreciation.

Due to its low number of monthly sales, Lamorinda is more prone to fluctuation in its monthly statistics.



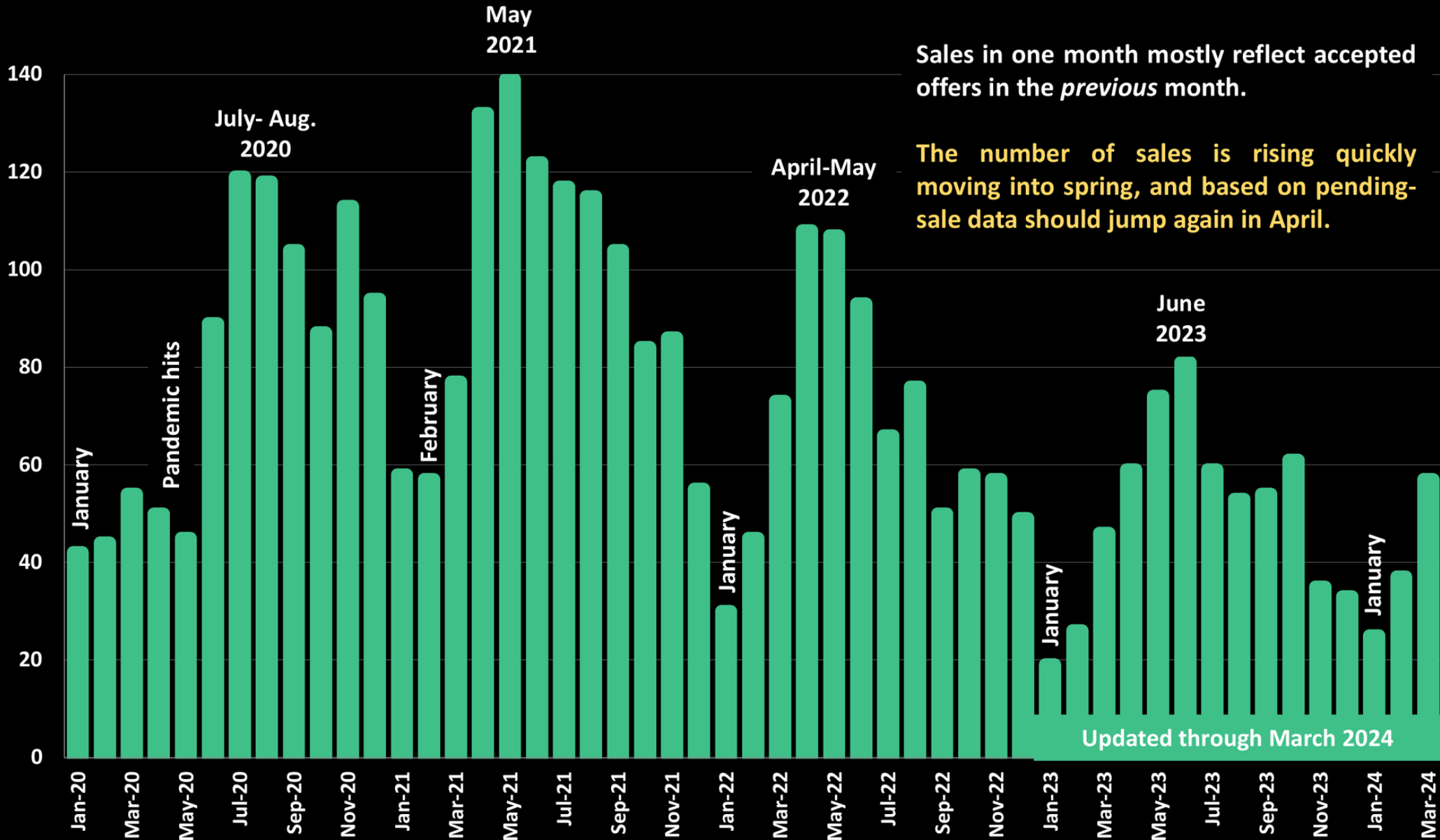
\*EastBayMLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



# Monthly Sales Volume – Longer-Term Trends

## Lamorinda Market Dynamics & Seasonality

Lafayette, Moraga/Canyon, Orinda



Activity reported to East Bay MLS, per Broker Metrics for Lafayette, Moraga/Canyon and Orinda. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last month data estimated and may change with late reported sales .

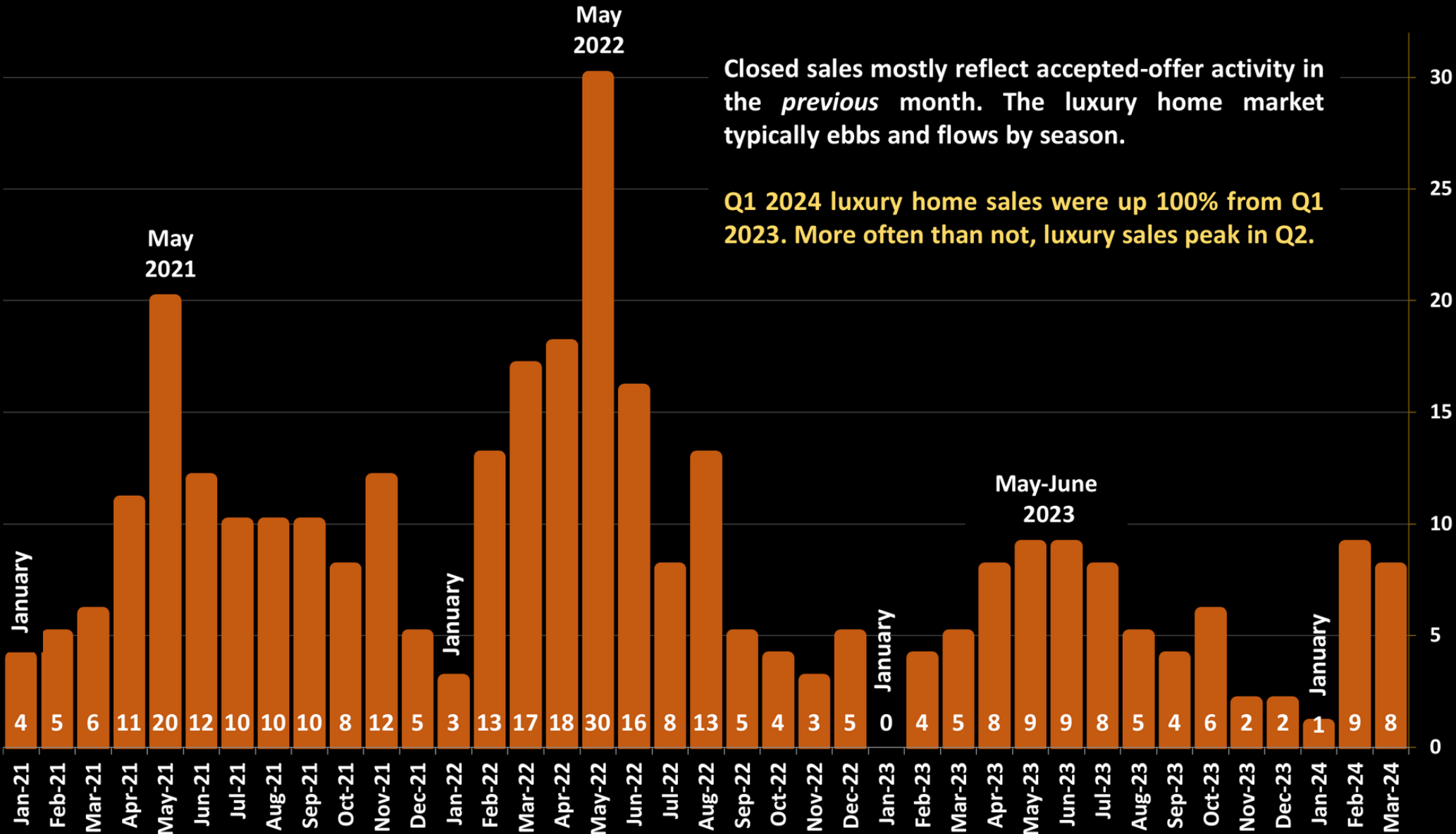




# Lamorinda: Luxury Home Sales by Month

Homes Selling for \$3 Million+ since January 2021

Lafayette, Moraga/Canyon, Orinda



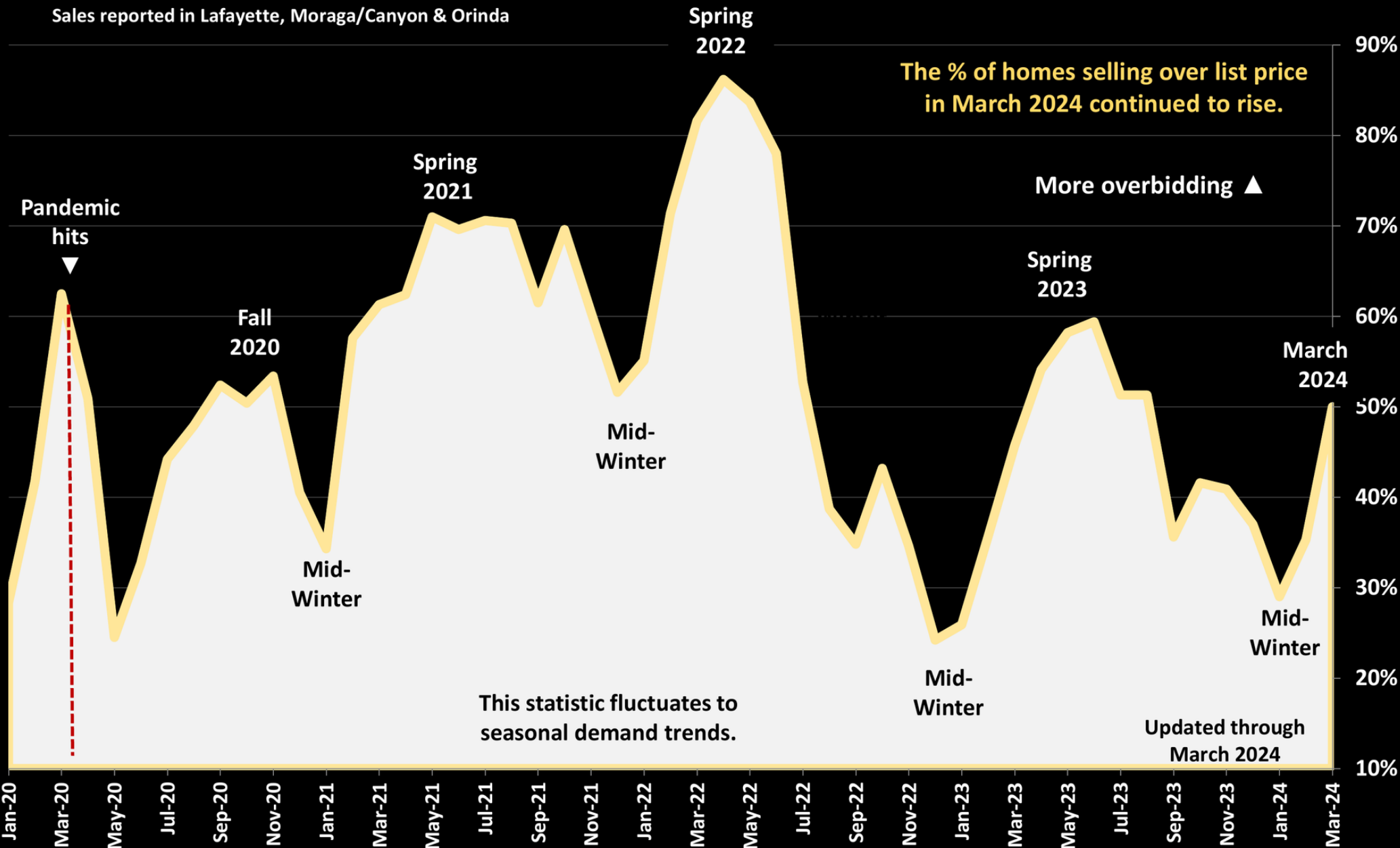
Home sales reported to EastBayMLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated from available data, and may change with late-reported sales. All numbers approximate.



# Overbidding List Prices in Lamorinda

## Percentage of Home Sales Closing over List Price, since 2020

Sales reported in Lafayette, Moraga/Canyon & Orinda



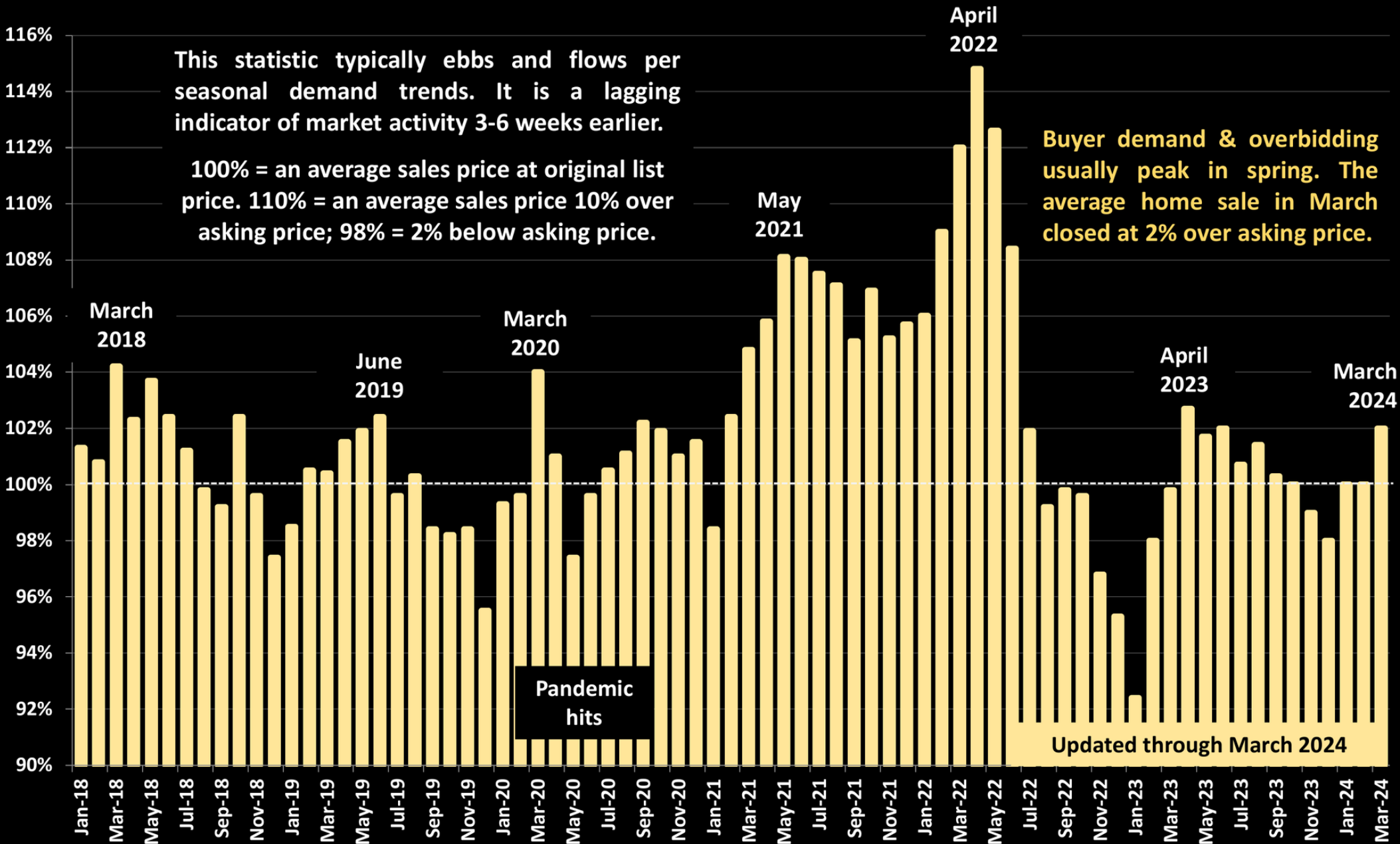
Large sample of regional sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.



# Average Sales Price to Original List Price Percentage

## Lamorinda Market Dynamics: Over/Under Bidding

Lafayette, Moraga/Canyon and Orinda



Large sample of sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or to EastBayMLS per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.





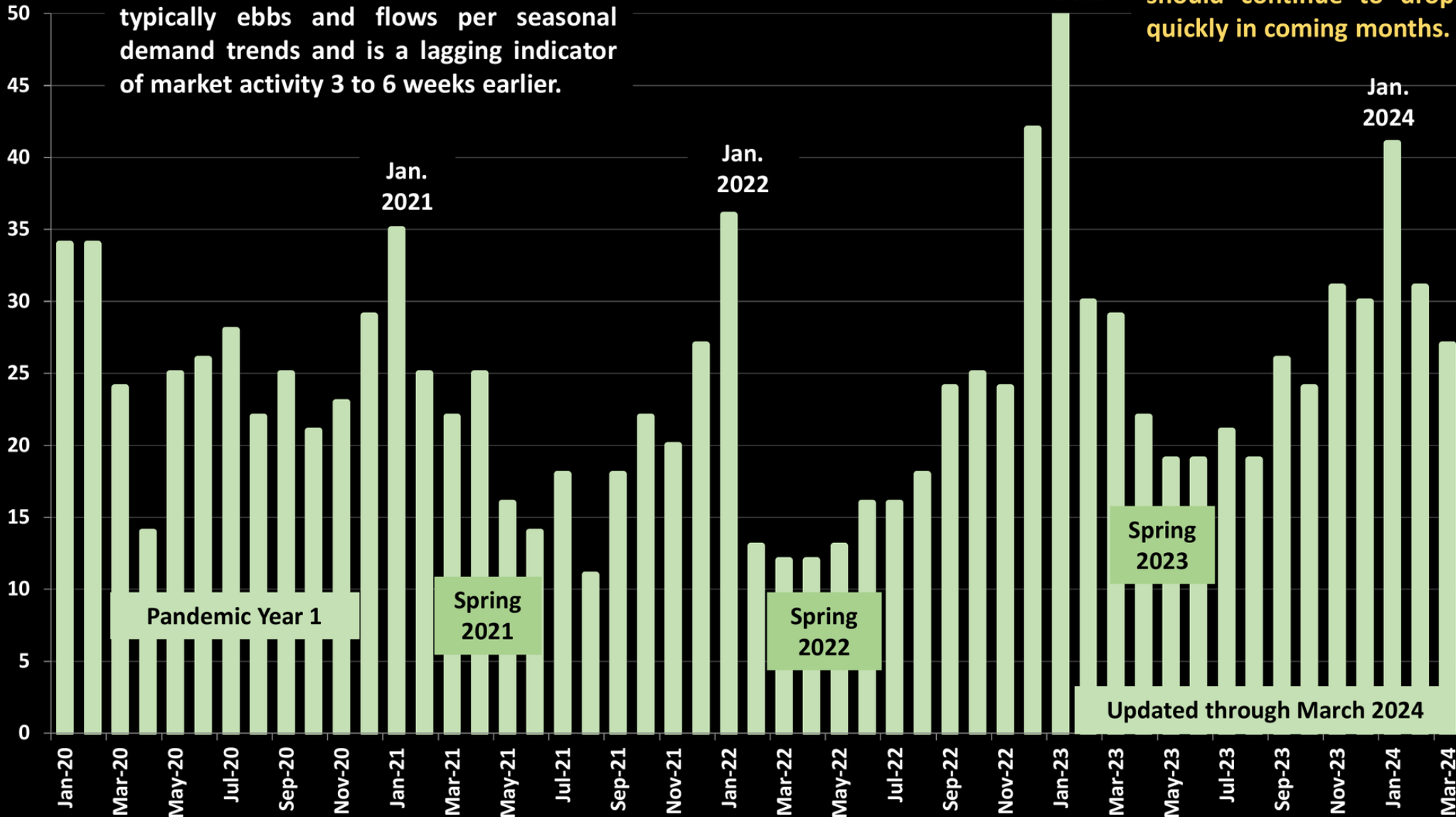
# Average Days on Market: Speed of Sale

## Lamorinda: Market Dynamics & Seasonality

Lafayette, Moraga/Canyon and Orinda

A measurement of how quickly the listings which sell go into contract. This statistic typically ebbs and flows per seasonal demand trends and is a lagging indicator of market activity 3 to 6 weeks earlier.

Average days-on-market should continue to drop quickly in coming months.

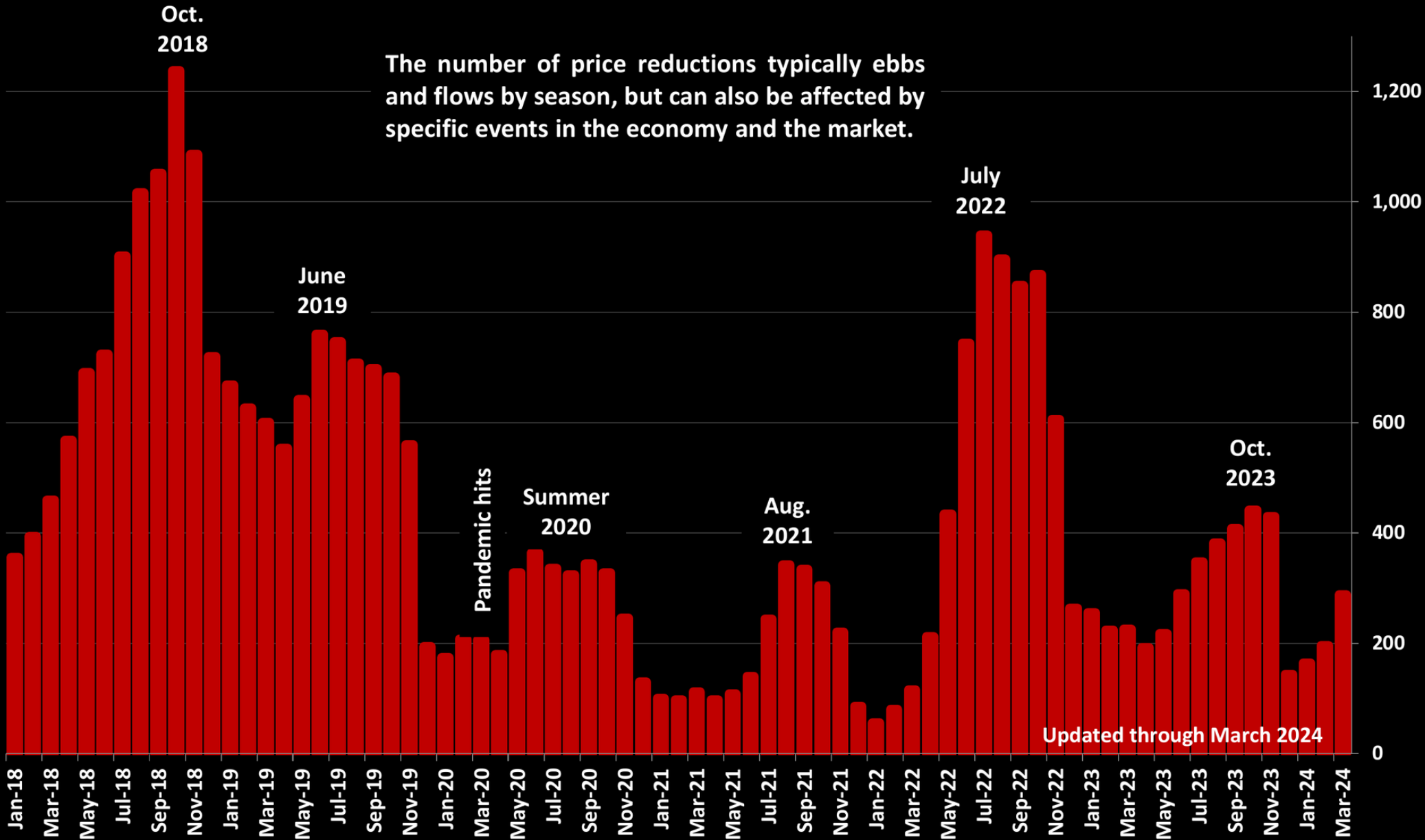


Large sample of sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or to EastBayMLS per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Price Reductions on Active Listings

## Contra Costa County Market Dynamics & Seasonality



Updated through March 2024

Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

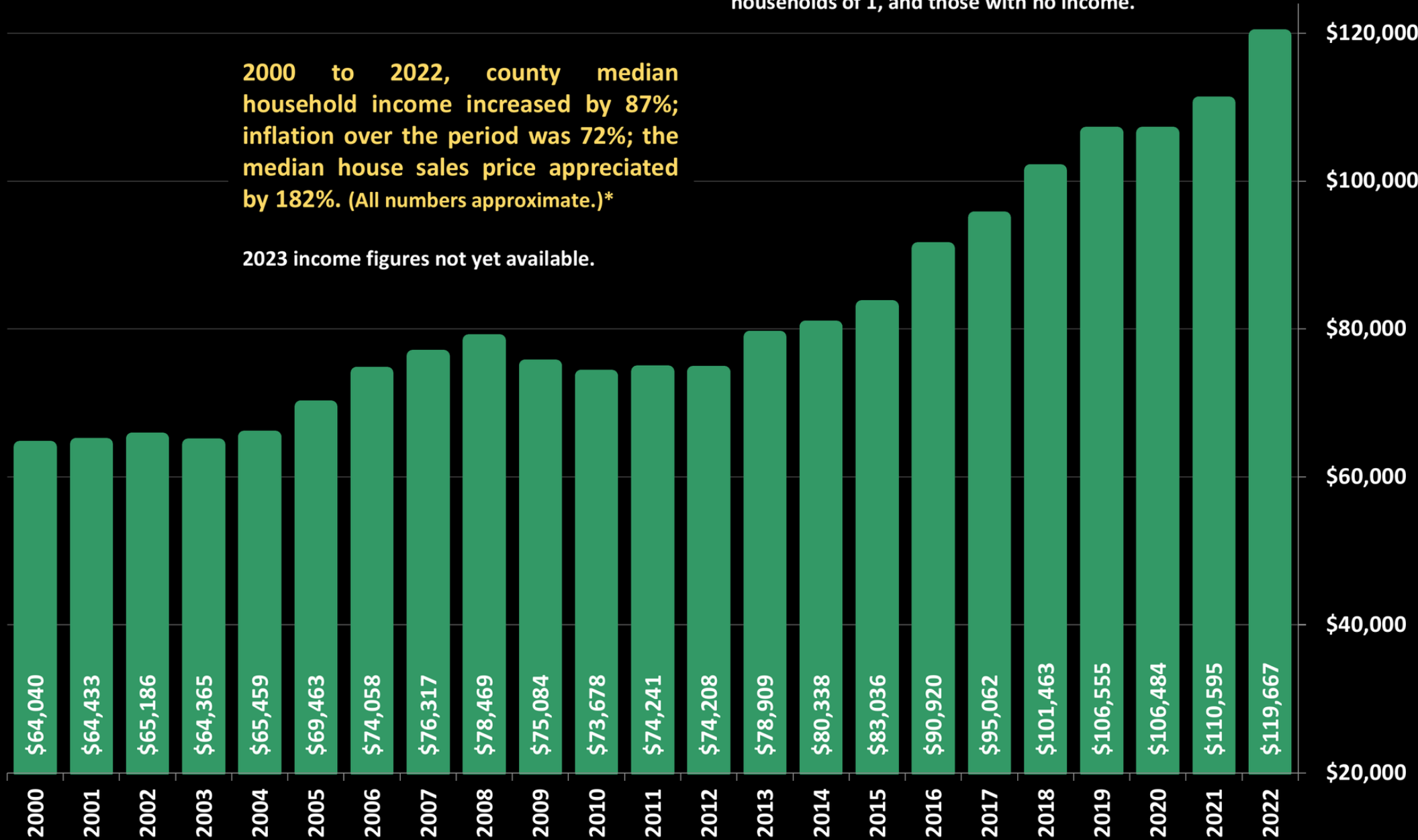


# Median Household Income Contra Costa County since 2000\*

Household income includes the income of all members of the household 15+ years of age. Median HH income is that point at which half the households earn more and half less, including households of 1, and those with no income.

2000 to 2022, county median household income increased by 87%; inflation over the period was 72%; the median house sales price appreciated by 182%. (All numbers approximate.)\*

2023 income figures not yet available.



\*Updated 12/14/23. U.S. Census estimates, per Federal Reserve Bank of St. Louis. Not seasonally adjusted. Inflation data from BLS calculator. Median house sales price data from CA Association of Realtors and MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

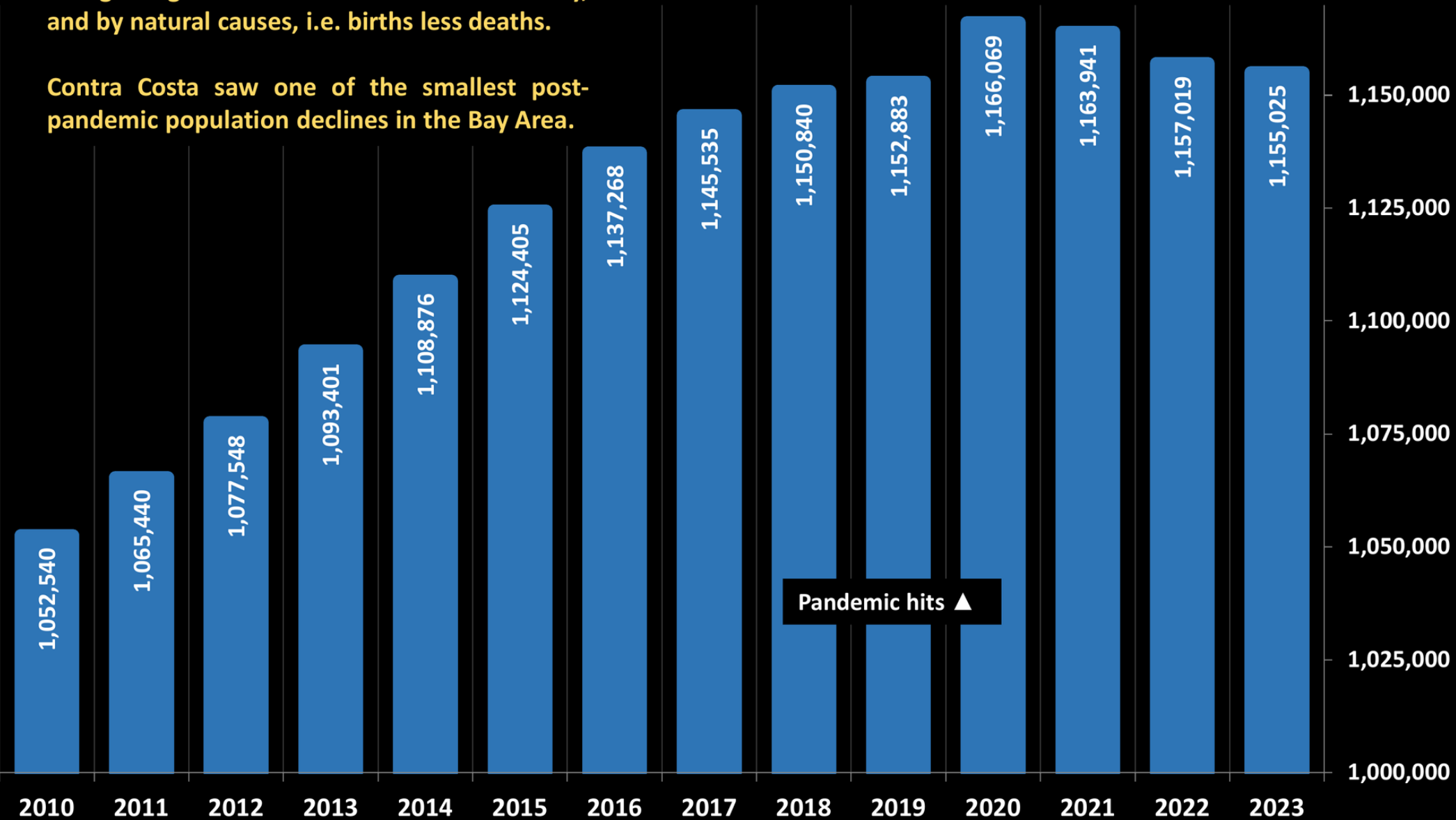
# Contra Costa County Population Trends since 2010

U.S. Census Estimates, July 1<sup>st</sup> to July 1<sup>st</sup>

Population changes are driven by domestic and foreign migration into and out of the county, and by natural causes, i.e. births less deaths.

Contra Costa saw one of the smallest post-pandemic population declines in the Bay Area.

Changes measured from July 1<sup>st</sup> of previous year to July 1<sup>st</sup> of labeled year.

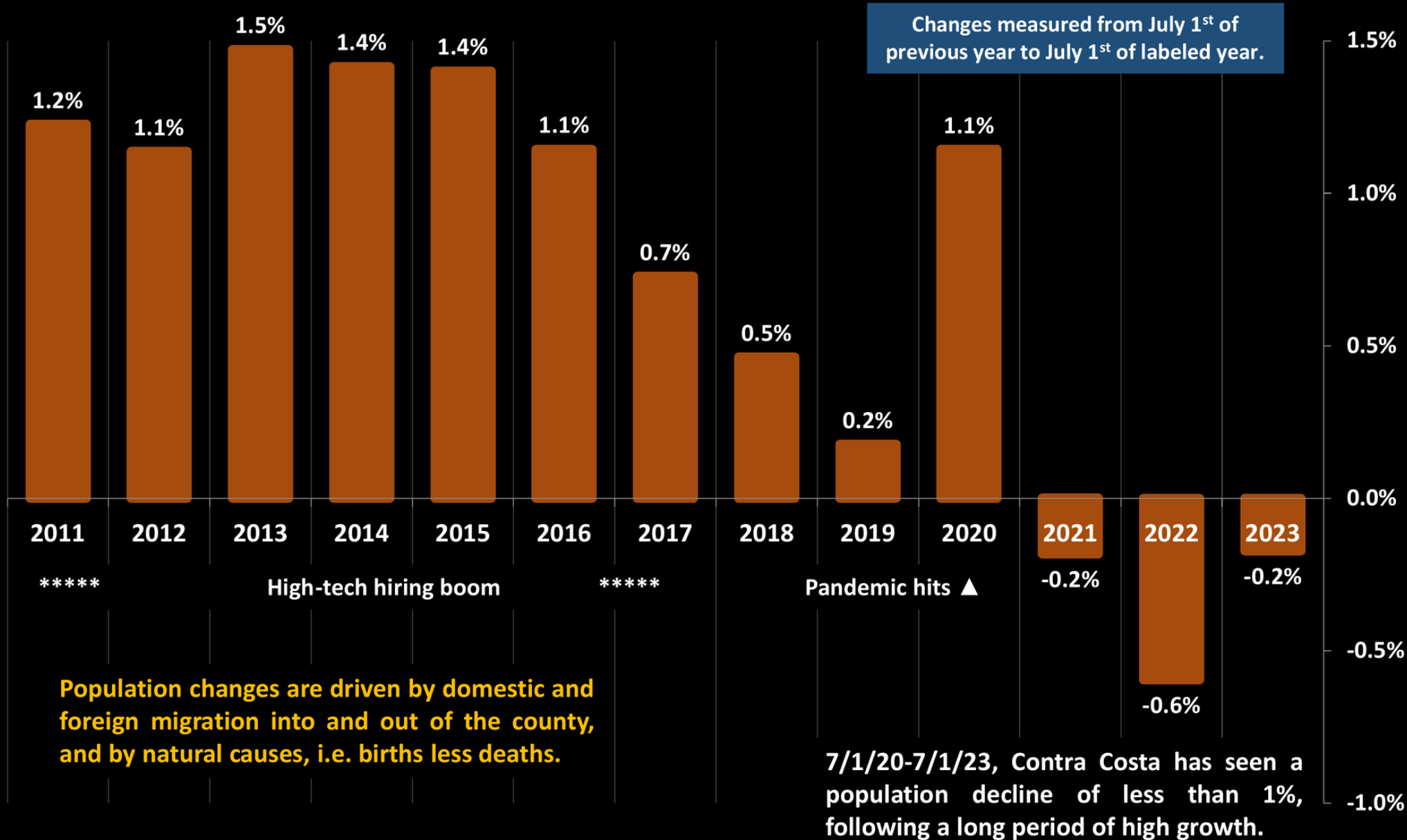


Estimates as of July 1 of each year. 2020-2023 data published March 14, 2024 by U.S. Census. The Census often revises numbers in subsequent estimates. All numbers to be considered approximate.



# Contra Costa County Year-over-Year Population Change

U.S. Census Estimates, July 1<sup>st</sup> to July 1<sup>st</sup>

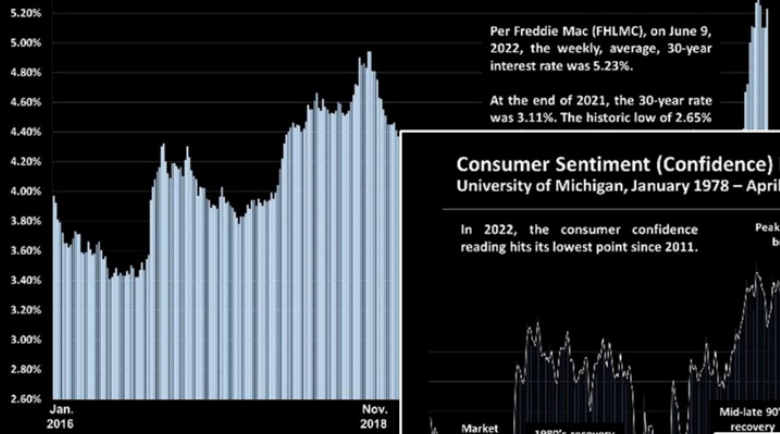


Estimates as of July 1 of each year. 2020-2023 data published March 14, 2024 by U.S. Census. The Census often revises numbers in subsequent estimates. All numbers to be considered approximate.

### Mortgage Interest Rate Trends, 2016 – Present

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings

Rates published by the FHLMC



Per Freddie Mac (FHLMC), on June 9, 2022, the weekly, average, 30-year interest rate was 5.23%.

At the end of 2021, the 30-year rate was 3.11%. The historic low of 2.65%

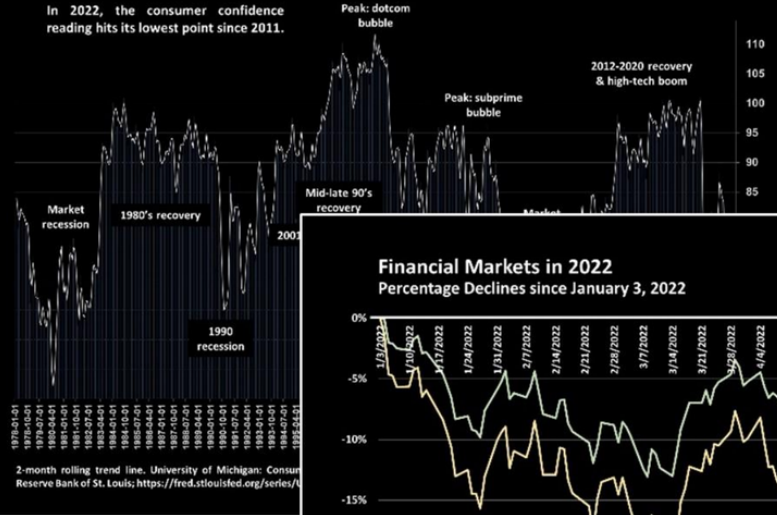
Interest rates may fluctuate suddenly and dramatically, and changes. Data from sources deemed reliable but not guaranteed. Home loans should consult with a qualified mortgage professional.

### Consumer Sentiment (Confidence) Index

University of Michigan, January 1978 – April 2022

As published by the Federal Reserve Bank of St. Louis

In 2022, the consumer confidence reading hits its lowest point since 2011.

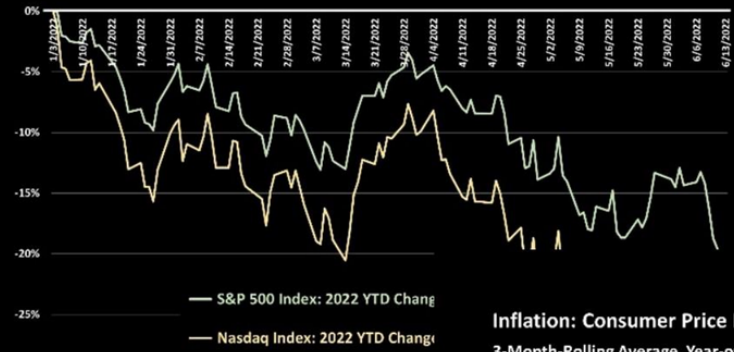


2-month rolling trend line. University of Michigan: Consumer Sentiment Index. Federal Reserve Bank of St. Louis: <https://fred.stlouisfed.org/series/UCS>

**Click Here for Review of Selected Macroeconomic Trends**

### Financial Markets in 2022

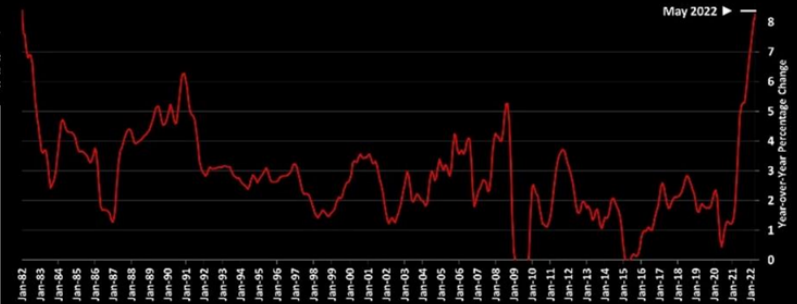
Percentage Declines since January 3, 2022



Last reading as of 6/13/22 AM. Data per MarketWatch.com, daily closing price reading. Data from source deemed reliable, but may contain errors and subject to revision. Financial markets change constantly and all numbers should be considered as approximate.

### Inflation: Consumer Price Index, 1982 – 2022\*

3-Month-Rolling Average, Year-over-Year % Change



\*3-month rolling average of Consumer Price Index for All Urban Consumers: All Items in U.S. City Average [CPIAUCSL], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/CPIAUCSL>, June 2022. Data from U.S. Bureau of Labor Statistics. All Items (CPIAUCSL) is a price index of a basket of goods and services paid by urban consumers. This particular index includes roughly 88 percent of the total population. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

### Factors in Bay Area Real Estate Markets

Many of these factors' effects can swing both positive and negative; sometimes effects are deeply counter-intuitive (e.g. a pandemic causing a fierce housing boom). Economic, political, social and ecological dynamics constantly change and interact in difficult-to-predict ways. Market-changing developments can percolate gradually, or arise quickly and unexpectedly. The impact of specific factors can vary by market segment.

Local economic conditions: High-tech booms, employment, housing affordability & development, venture capital & foreign investment, pro/anti-business sentiment, etc.

Interest rates    Stock markets    Inflation    Consumer confidence

Household wealth: personal, corporate, govt. debt levels    Massive, governmental economic interventions (including by the Fed): post 9/11/2001, post 9/2008, post 3/2020

Natural disasters such as COVID, 1989 earthquake, 2017-21 fires, drought

Domestic & foreign migration; federal immigration policy; demographic changes

Tax law e.g. real estate tax benefits & credits, 2017 SALT-deduction limitation    Rental market dynamics    State income tax disparities

International economic/political events, e.g. large oil price swings, military/economic conflict, foreign economic crises, 9/11, 2015 Chinese stock market crash

Local, state & national politics    Social and quality of life issues: Crime, homelessness, cost of living, economic inequality, partisan politics, etc.

Financial industry manipulation, fraud, engineering, recklessness, e.g. junk bonds, S&L collapse, predatory lending, abandonment of risk mgmt. & underwriting standards, CDOs & rating-agency deceit, insider trading, over-leveraged investing, irrational exuberance



[Click Here for East Bay Home Price Map](#)

COMPASS





# **Economic, Demographic & Market Factors Behind the Historic Decline in Listings for Sale**

**The plunge in the supply of homes on the market available for purchase by owner-occupier homebuyers has been the single greatest factor in market dynamics since the great recession.**

**[CLICK HERE TO ACCESS FULL REPORT](#)**

**Population growth, interest rate changes, the aging of homeowners and homebuyers, investor homebuying, tax law, inadequate new home construction, declining affordability, an increase in the speed at which listings sell, and the pandemic have combined to cause an unprecedented imbalance between supply and demand. Buyer competition for an inadequate supply of listings has become the dominant reality of the national real estate market.**



**COMPASS**



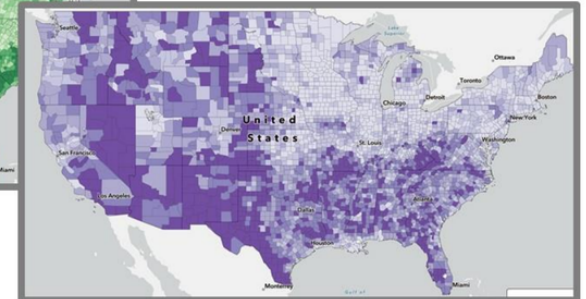
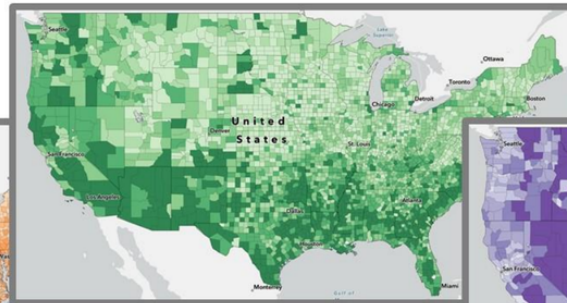
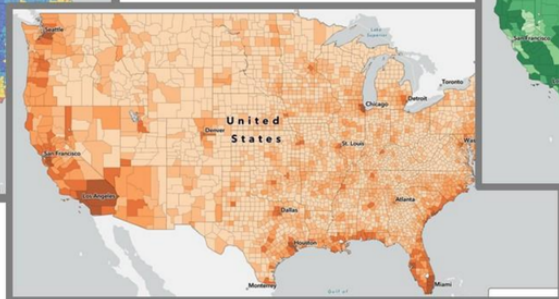
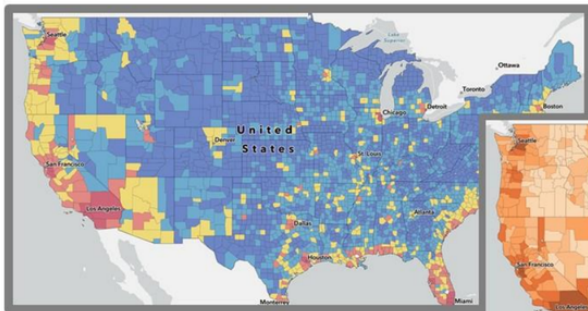


# FEMA

# National Risk Index



**CLICK HERE TO ACCESS Selected National Risk Index Maps, Rating Risks from Natural Disasters**



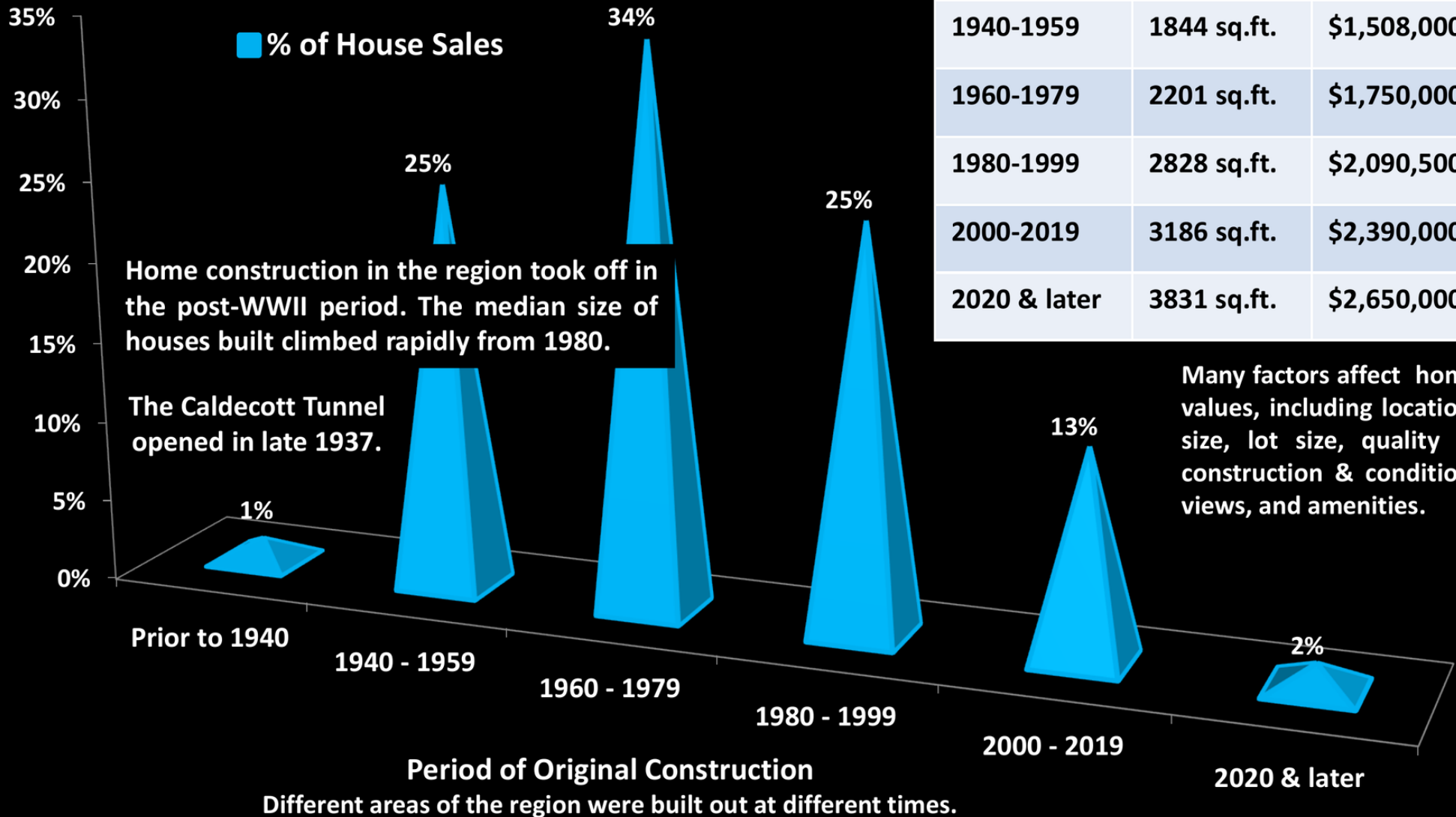
Provided by

# COMPASS

# Lamorinda & Diablo Valley

## House Sales, Size & Price by Era of Construction

Lafayette, Moraga/Canyon, Orinda, Alamo, Danville, Diablo, Blackhawk, Walnut Creek, San Ramon, Pleasant Hill,



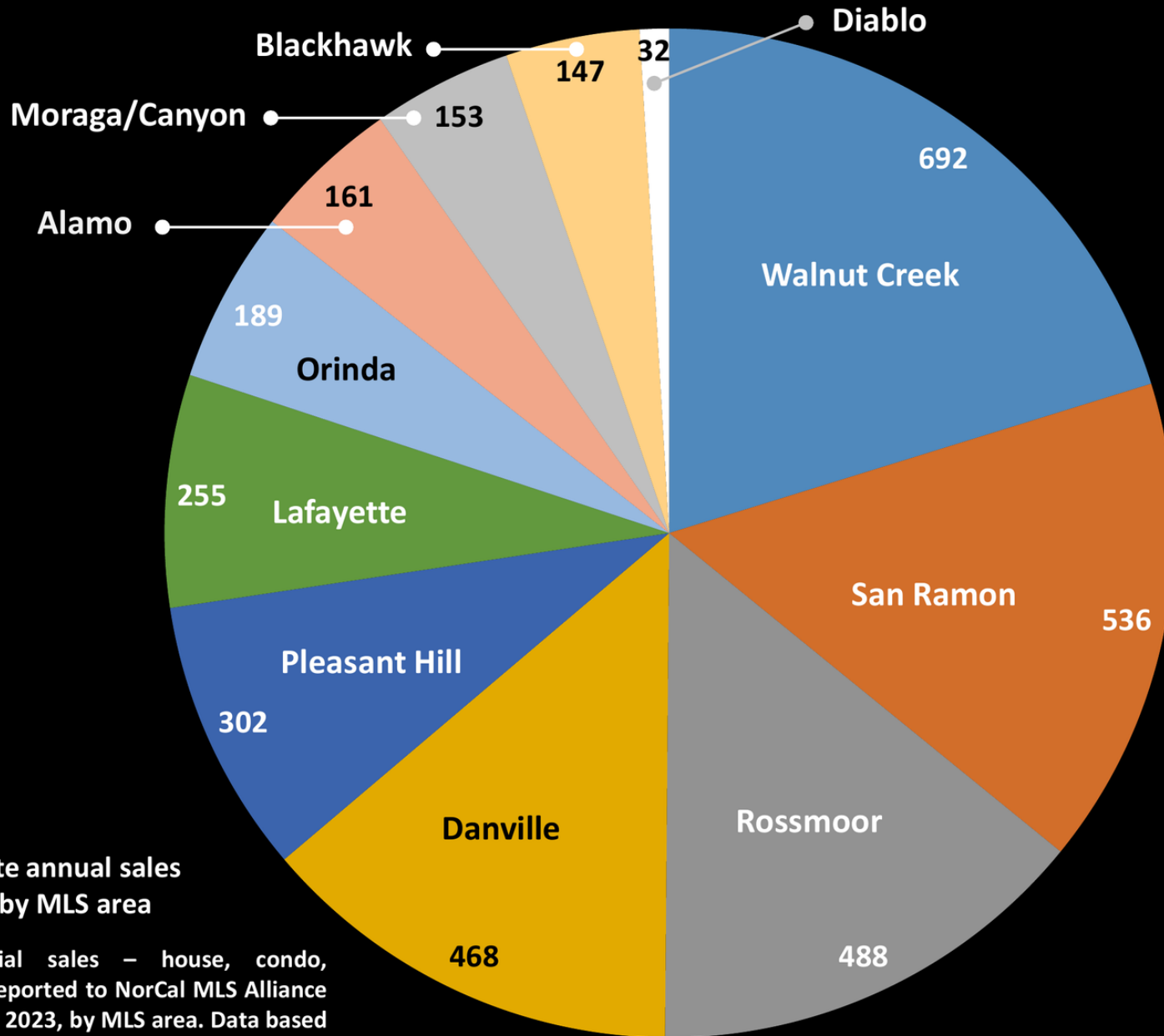
## Median House Size & Sales Price by Era of Construction

Year Built	Median Sq.Ft.	Median House Sales Price
Before 1940	2254 sq.ft.	\$1,795,000
1940-1959	1844 sq.ft.	\$1,508,000
1960-1979	2201 sq.ft.	\$1,750,000
1980-1999	2828 sq.ft.	\$2,090,500
2000-2019	3186 sq.ft.	\$2,390,000
2020 & later	3831 sq.ft.	\$2,650,000

\*House sales reported to MLS per NorCal MLS Alliance, 2022-2023. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

# Lamorinda & Diablo Valley Real Estate

## 2023 Home Sales Volume by Market\*



Approximate annual sales volumes by MLS area

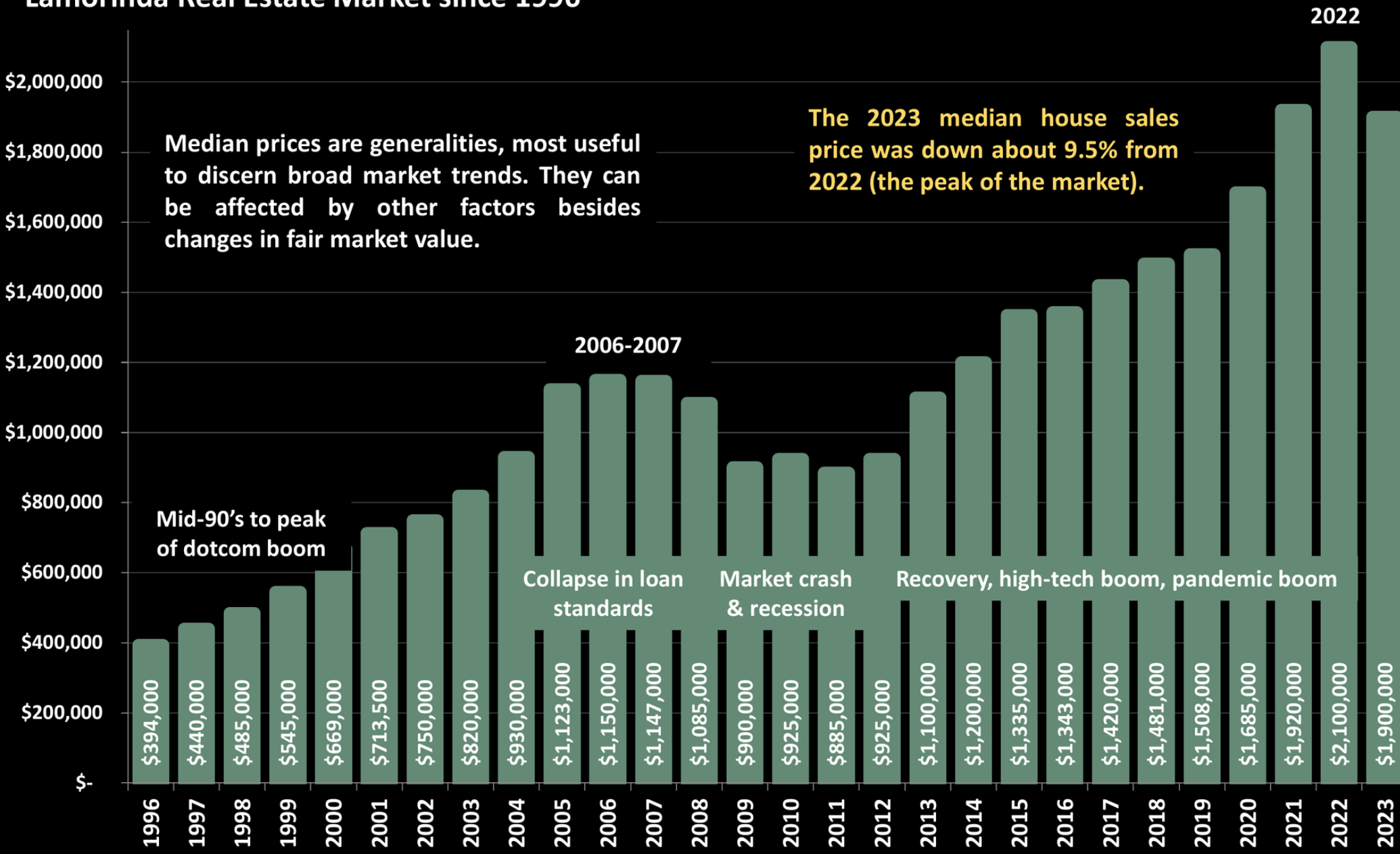
12 months residential sales – house, condo, townhouse, duplex – reported to NorCal MLS Alliance through late December 2023, by MLS area. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

# Median House Sales Price by Year

## Lamorinda Real Estate Market since 1996

Median prices are generalities, most useful to discern broad market trends. They can be affected by other factors besides changes in fair market value.

The 2023 median house sales price was down about 9.5% from 2022 (the peak of the market).



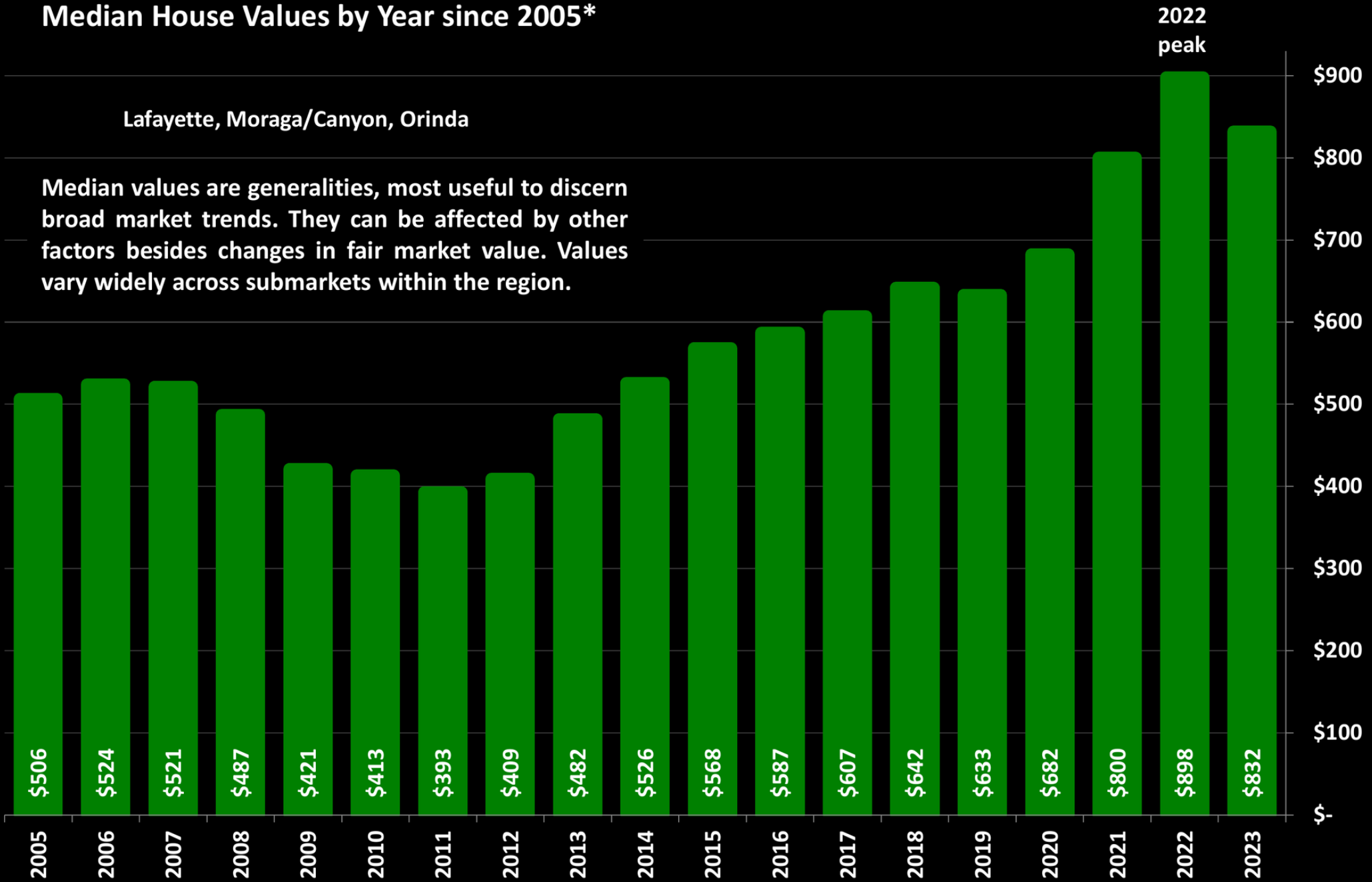
\* Pertaining to Lafayette, Moraga/Canyon & Orinda MLS areas. Data from the NorCal MLS Alliance deemed reliable but may contain errors and subject to revision. All numbers approximate. Late reported sales may change last period reading.

# Lamorinda: Median House \$/Sq.Ft. Values

Median House Values by Year since 2005\*

Lafayette, Moraga/Canyon, Orinda

Median values are generalities, most useful to discern broad market trends. They can be affected by other factors besides changes in fair market value. Values vary widely across submarkets within the region.

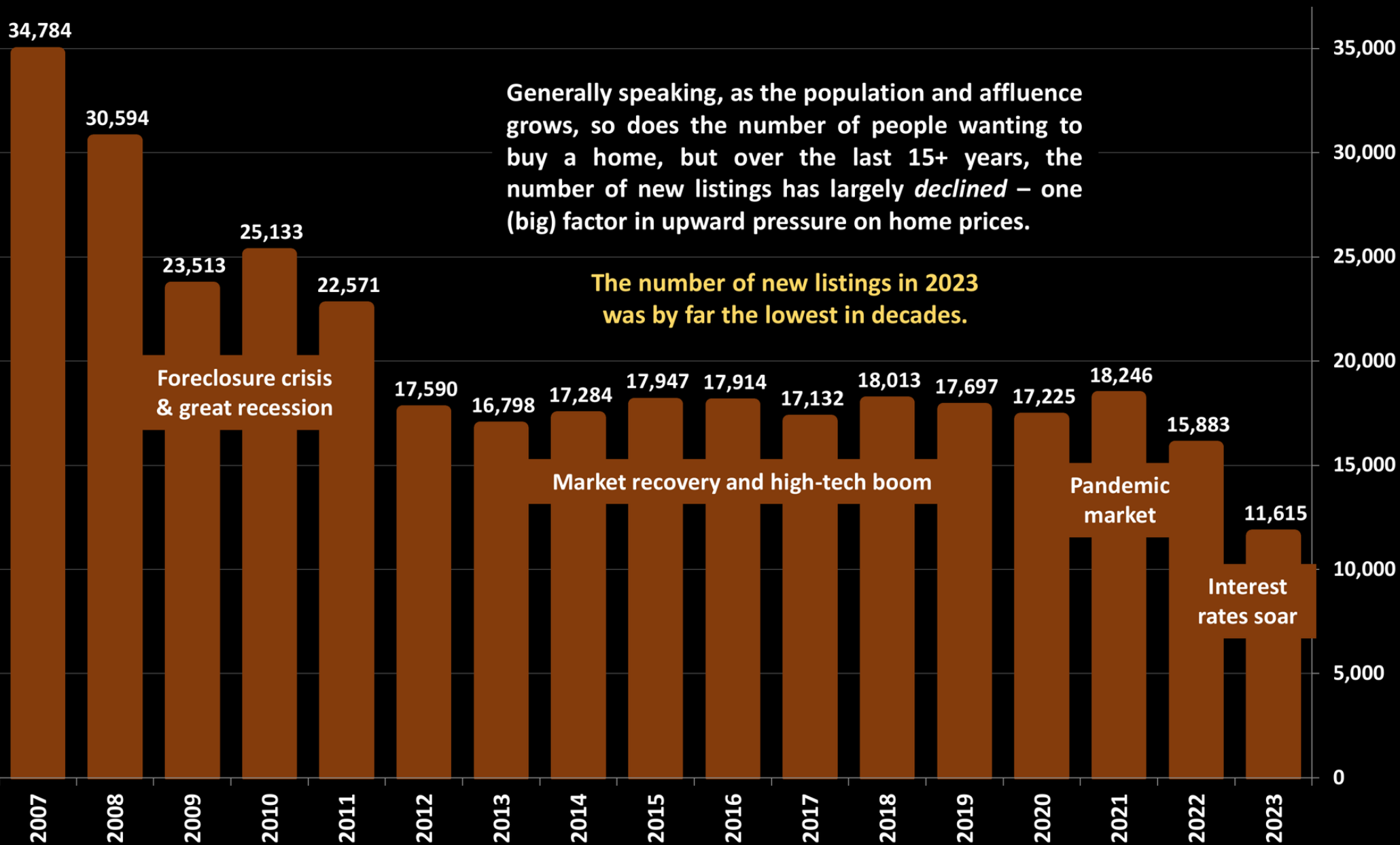


\*Per NorCal MLS Alliance Infosparks calculations, for large sample of sales reported to MLS. Median value is that value at which half the sales occurred for more and half for less. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Contra Costa County: Annual New-Listing Volume

## Number of New Listings Coming on Market by Year, since 2007\*

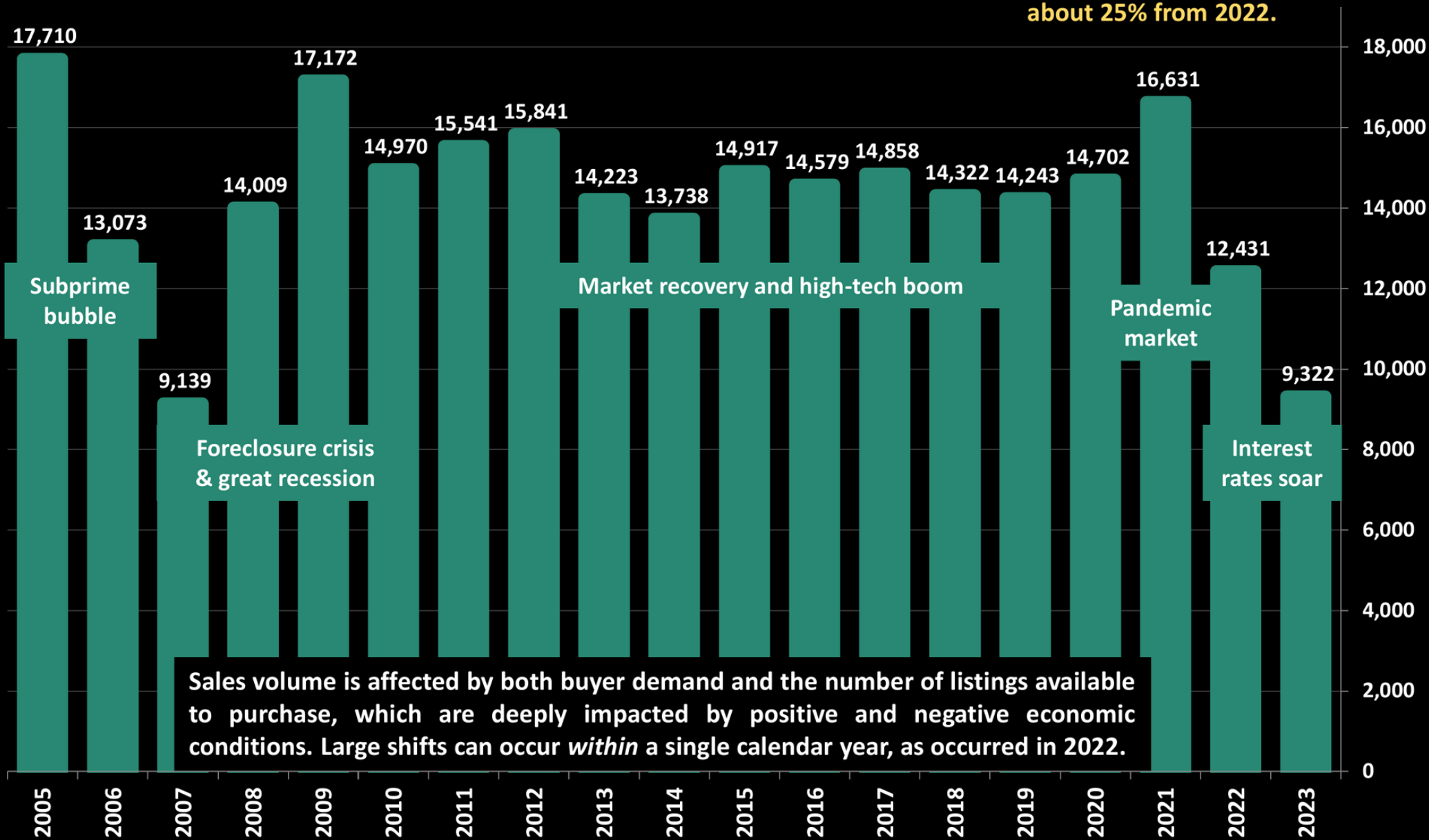


\*All attached and detached residential home listings posted to NorCal MLS Alliance per Infosparks calculations in early January 2024. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change due to late-reported activity. Not all listings are posted to MLS.

# Contra Costa County Annual Sales Volume

Number of Home Sales by Year, since 2005\*

2023 sales volume was down about 25% from 2022.



Sales volume is affected by both buyer demand and the number of listings available to purchase, which are deeply impacted by positive and negative economic conditions. Large shifts can occur *within* a single calendar year, as occurred in 2022.

\*All attached and detached residential home sales reported to NorCal MLS Alliance per Infosparks calculations. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, with last year's total estimated based on available data in early January, and may change due to late-reported sales. Not all sales are reported to MLS.



# House Sales Volume by Year

## Lamorinda Real Estate Market, 1999 to Present

2023 house sales in Lamorinda were down about 25% from 2022.

Sales volume can be affected by several factors: buyer demand, new home construction, economic conditions and volatility, and the number of owners putting their homes on the market.



\* Pertaining to Lafayette, Moraga/Canyon & Orinda MLS areas. Data from the NorCal MLS Alliance deemed reliable but may contain errors and subject to revision. All numbers approximate. Last year number estimated based on data available in early January, and may change with late-reported sales.



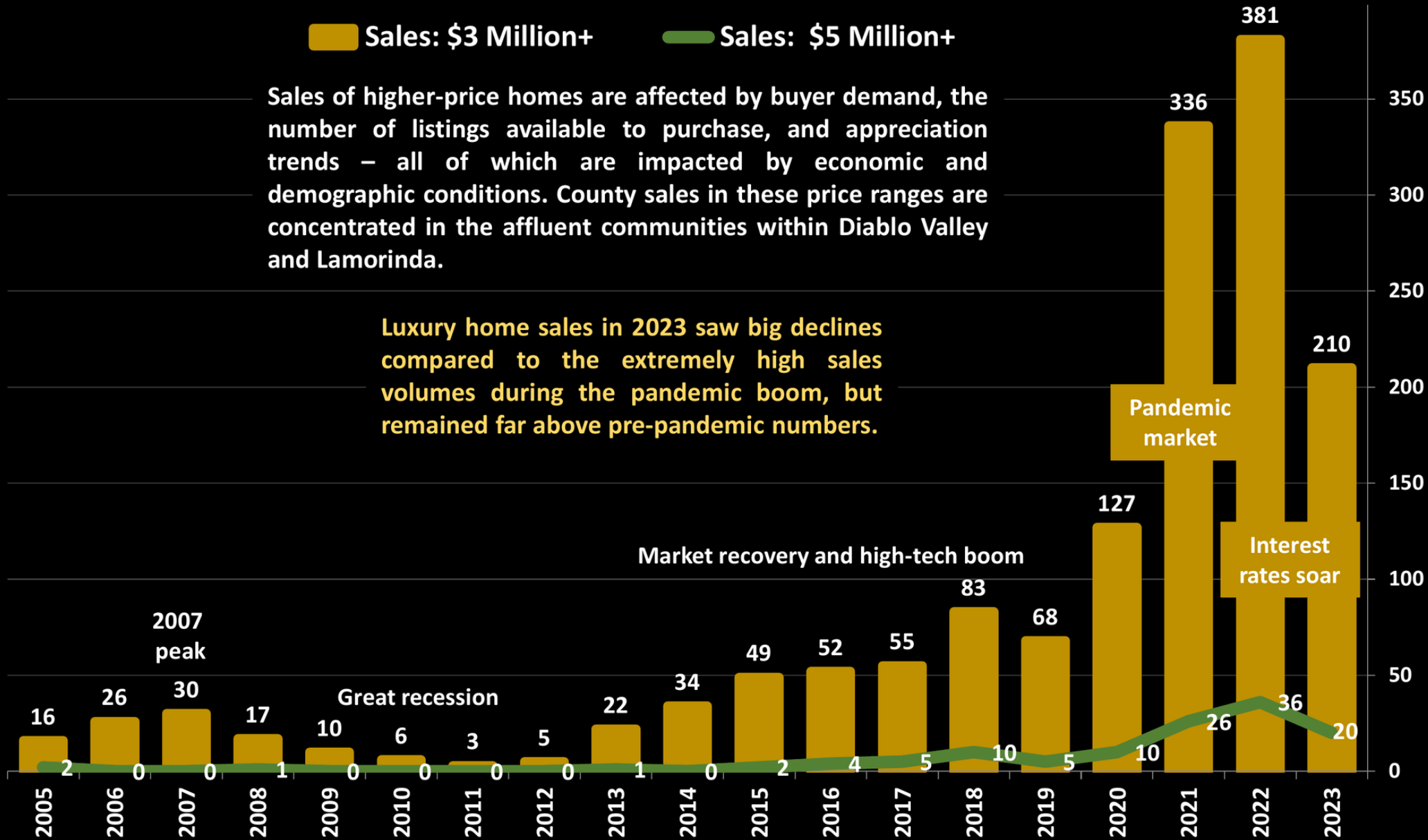
# Contra Costa County: Annual Sales - \$3,000,000+

## Number of Luxury Home Sales by Year, since 2005\*

■ Sales: \$3 Million+
 — Sales: \$5 Million+

Sales of higher-price homes are affected by buyer demand, the number of listings available to purchase, and appreciation trends – all of which are impacted by economic and demographic conditions. County sales in these price ranges are concentrated in the affluent communities within Diablo Valley and Lamorinda.

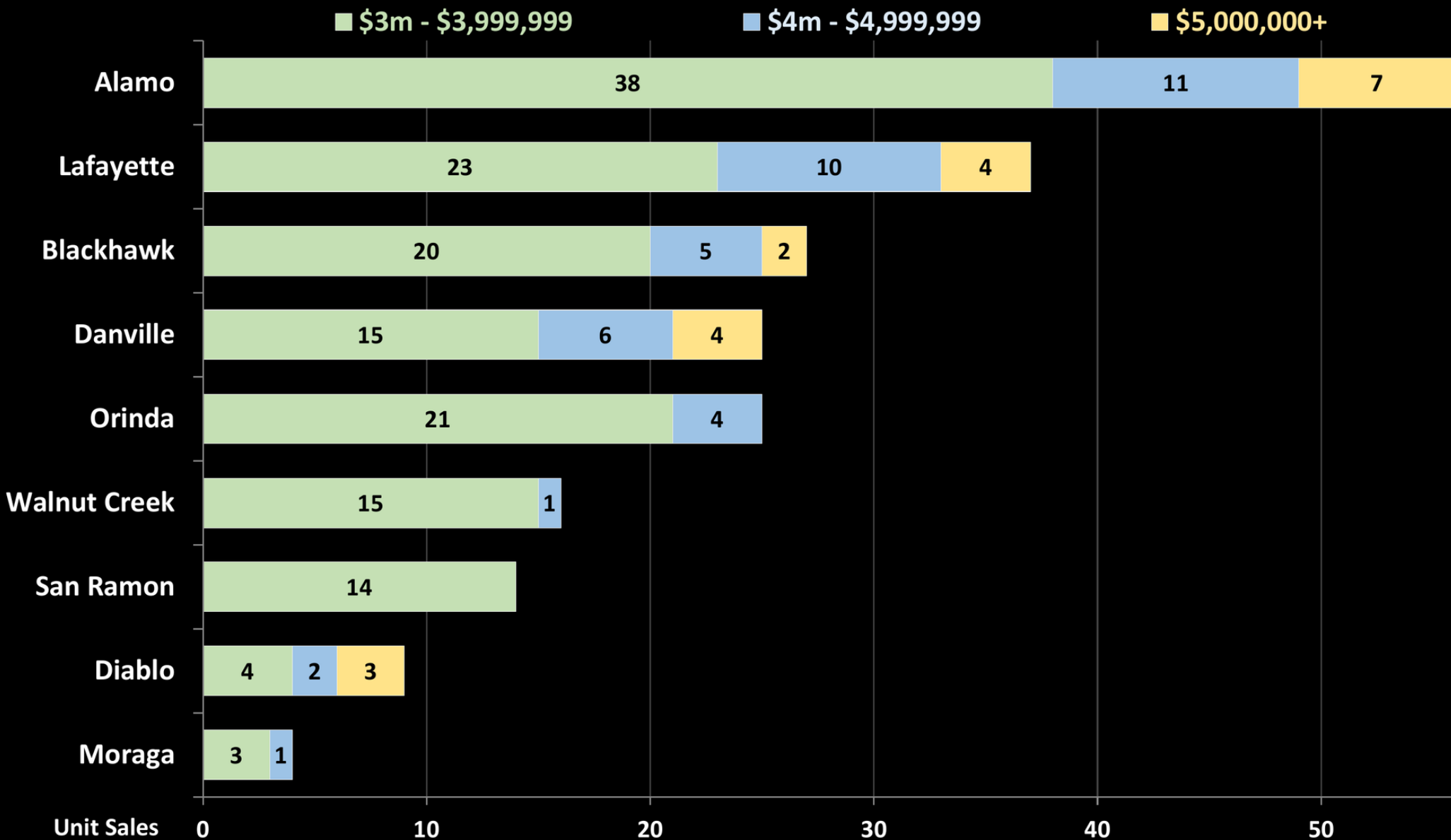
Luxury home sales in 2023 saw big declines compared to the extremely high sales volumes during the pandemic boom, but remained far above pre-pandemic numbers.



\*All attached and detached residential home sales reported to NorCal MLS Alliance per Infosparks calculations. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, with last year's total estimated based on available data in early January, and may change due to late-reported sales. Not all luxury home sales are reported to MLS.

# Lamorinda & Diablo Valley – Luxury Home Sales in 2023\*

Sales of \$3,000,000 & Above by City, 12 Months Sales



\* 12 months sales reported to NorCal MLS Alliance by 12/20/23 + listings in contract on 12/20/23 but not yet closed – not all luxury sales are reported to MLS. Danville and Blackhawk refer to MLS areas. Data from sources deemed reliable but may contain errors and subject to revision. Numbers can change on a daily basis. All numbers approximate.





# Contra Costa County Luxury Home Market

## 10 Highest Home Sales in 2023\*

City/Town	Highest Home Sale*
Lafayette	\$13,690,000
Lafayette	\$12,450,000
Blackhawk	\$9,250,000
Lafayette	\$8,250,000
Danville	\$7,500,000
Alamo	\$7,400,000
Diablo	\$7,350,000
Blackhawk	\$7,100,000
Diablo	\$6,250,000
Alamo	\$6,198,000

## Most Expensive Active or Pending Listings\*

City/Town	Highest Priced Listing*
Alamo	\$35,000,000
Blackhawk	\$24,998,000
Danville	\$12,998,800
Alamo	\$7,500,000
Blackhawk	\$6,499,800
Danville	\$6,495,000
Lafayette	\$5,888,888
Danville	\$5,750,000
Danville – pending sale	\$5,500,000
Orinda	\$5,450,000

## Highest Sales in Other Selected County Markets

City/Town	Highest Sale	City/Town	Highest Sale
Walnut Creek	\$4,400,000	Discovery Bay	\$3,200,000
Orinda	\$4,295,000	Kensington	\$3,150,000
Moraga	\$4,000,000	Martinez	\$3,050,000
San Ramon	\$3,900,000	El Cerrito	\$3,025,000

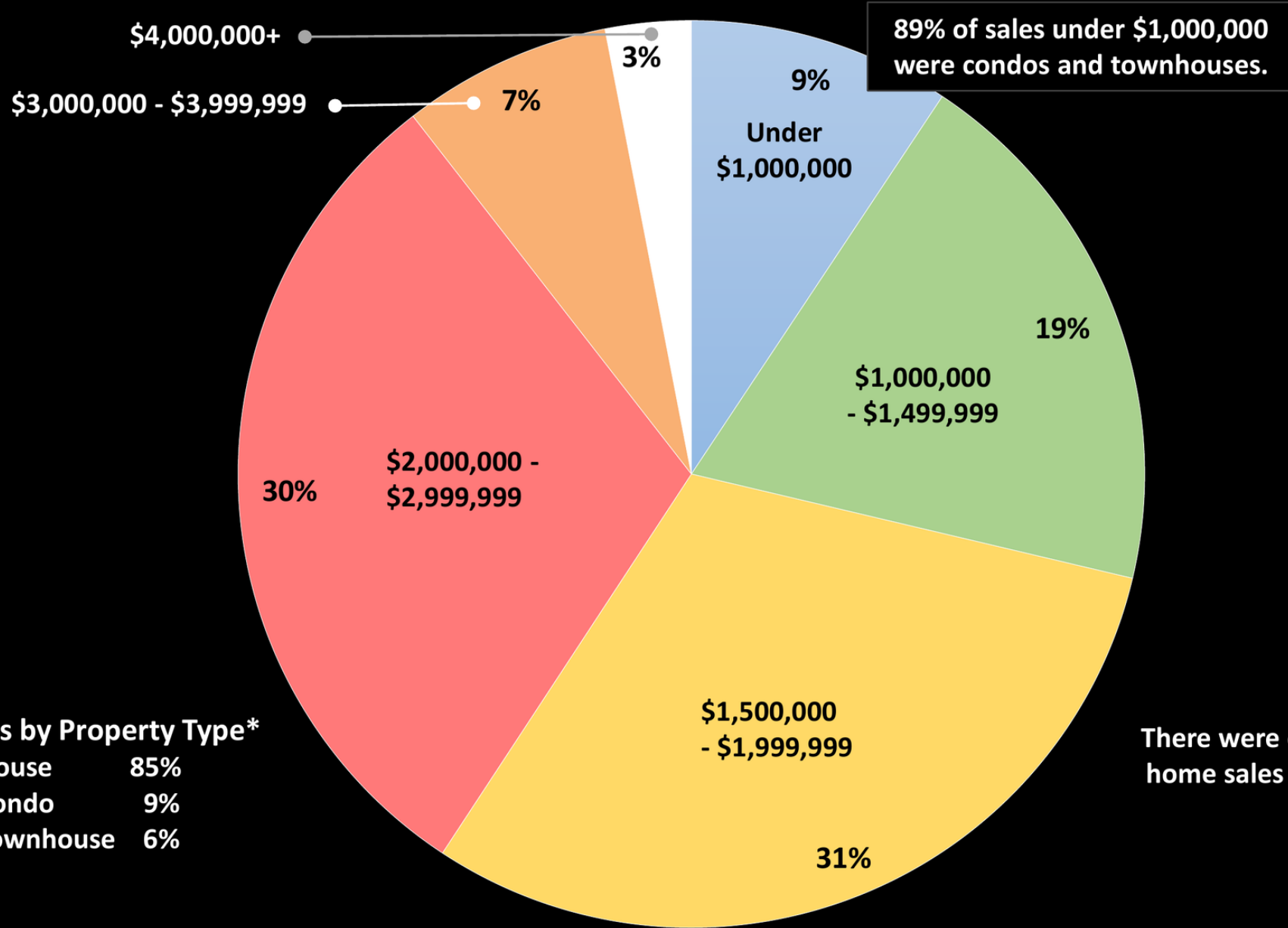
\*2023 sales reported to, and active/coming soon/pending listings posted to, NorCal MLS Alliance as of 12/22/23. Data from sources deemed reliable, but may contain errors and subject to revision. New listings and sales are posted constantly. Not all luxury listings and sales are reported to MLS.



# Lamorinda Residential Market

## 2023 Home Sales by Price Segment\*

Lafayette, Moraga/Canyon, Orinda



### Sales by Property Type\*

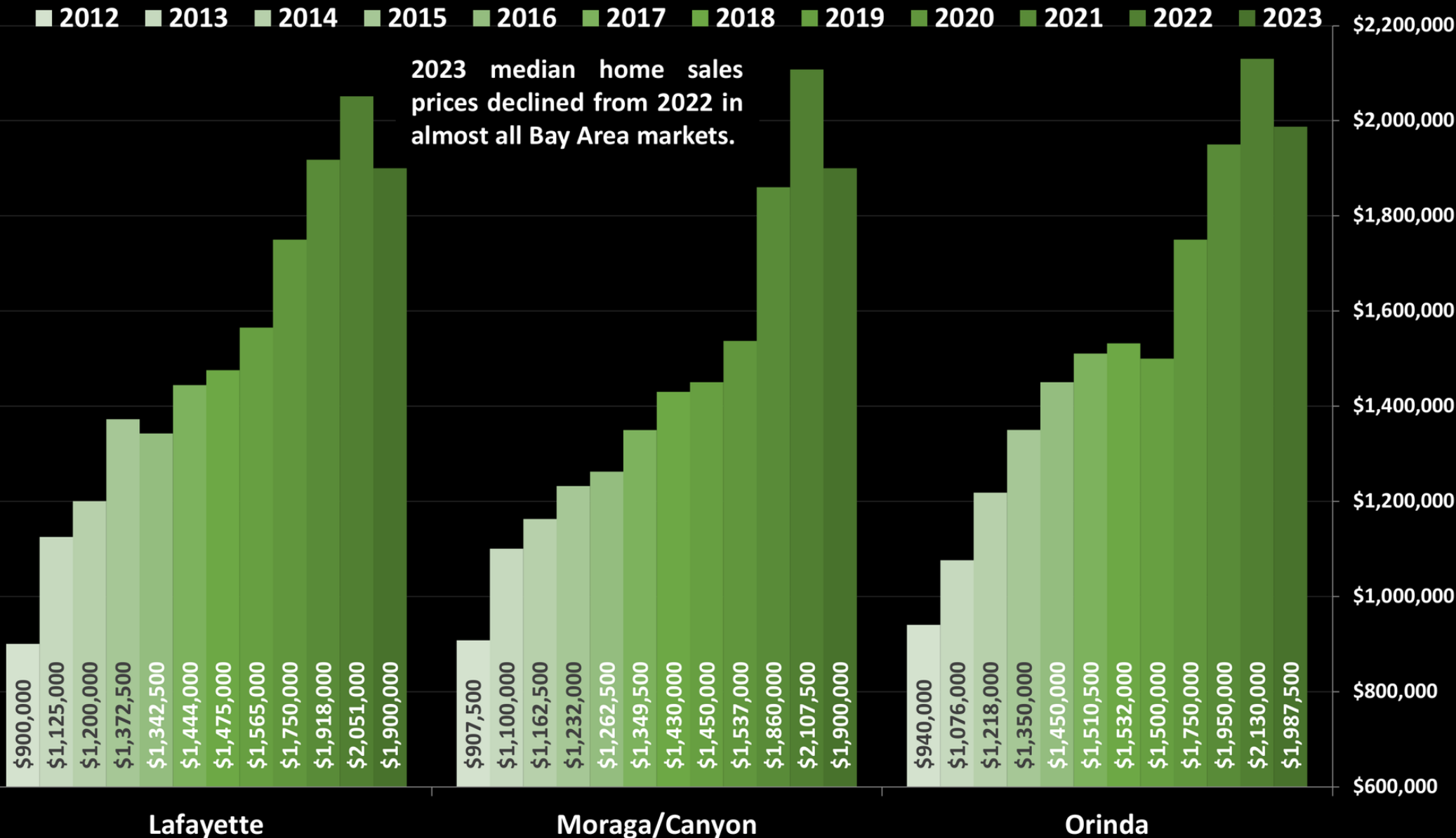
- House 85%
- Condo 9%
- Townhouse 6%

\*Sales reported to NorCal MLS Alliance by 12/22/23. Not all sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales. Percentages rounded and may not add up to 100%.

# Annual Median House Sales Prices since 2012

## Lamorinda House Sales

Sales reported to NorCal  
MLS Alliance by 12/31/23



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.

# Lamorinda & Diablo Valley Home Values

Median Dollar per Square Foot, 2023 Sales\*

House values except for Rossmoor

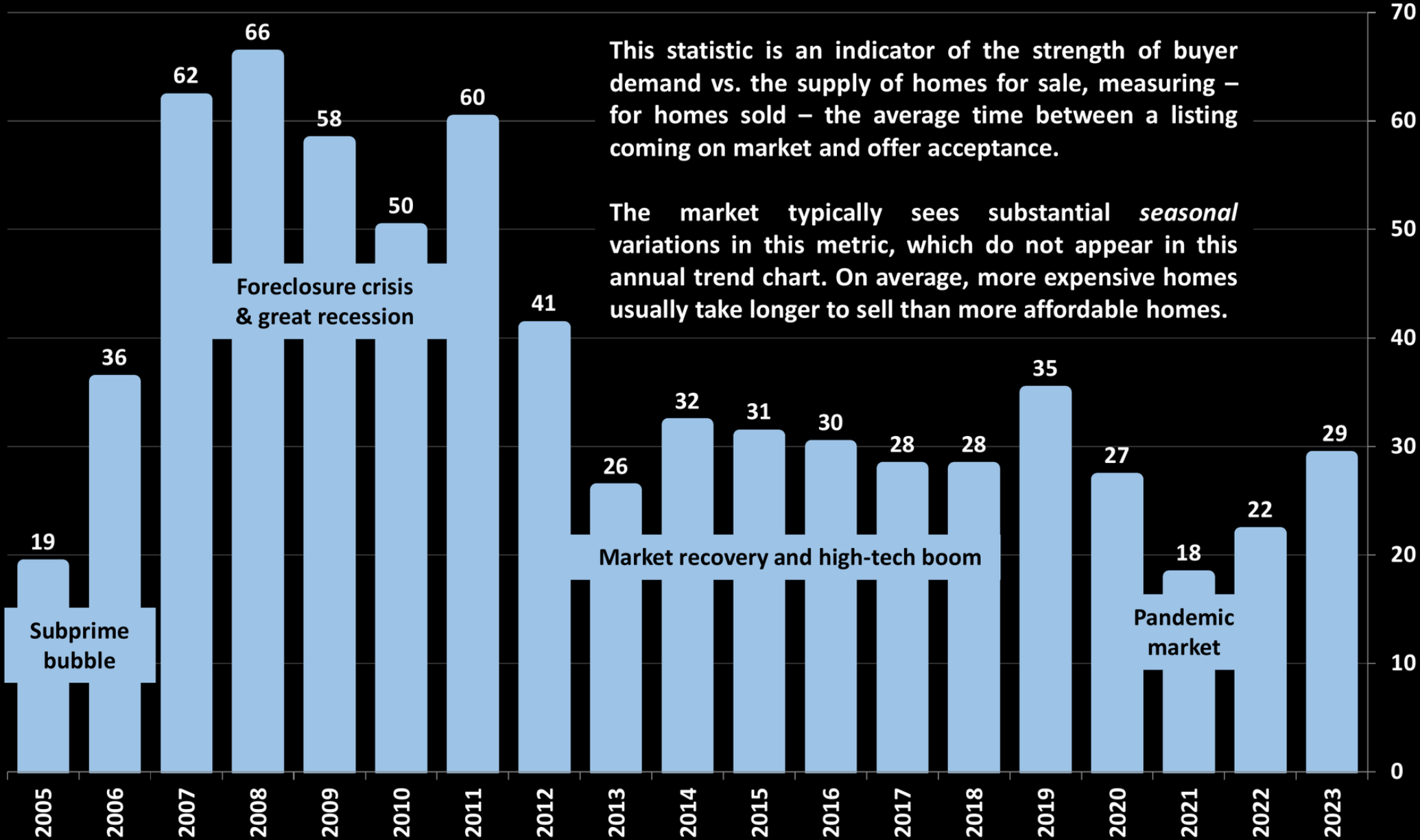


\*Sales reported to NorCal MLS Alliance through late December 2023. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Danville, Blackhawk and Rossmoor are MLS areas.



# Contra Costa County – Speed of Sale

Average Days on Market, Annual Readings by Year, since 2005\*



This statistic is an indicator of the strength of buyer demand vs. the supply of homes for sale, measuring – for homes sold – the average time between a listing coming on market and offer acceptance.

The market typically sees substantial *seasonal* variations in this metric, which do not appear in this annual trend chart. On average, more expensive homes usually take longer to sell than more affordable homes.

\*Average cumulative days on market: All attached and detached residential home sales reported to NorCal MLS Alliance per Infosparks calculations. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change due to late-reported sales. Not all sales are reported to MLS.

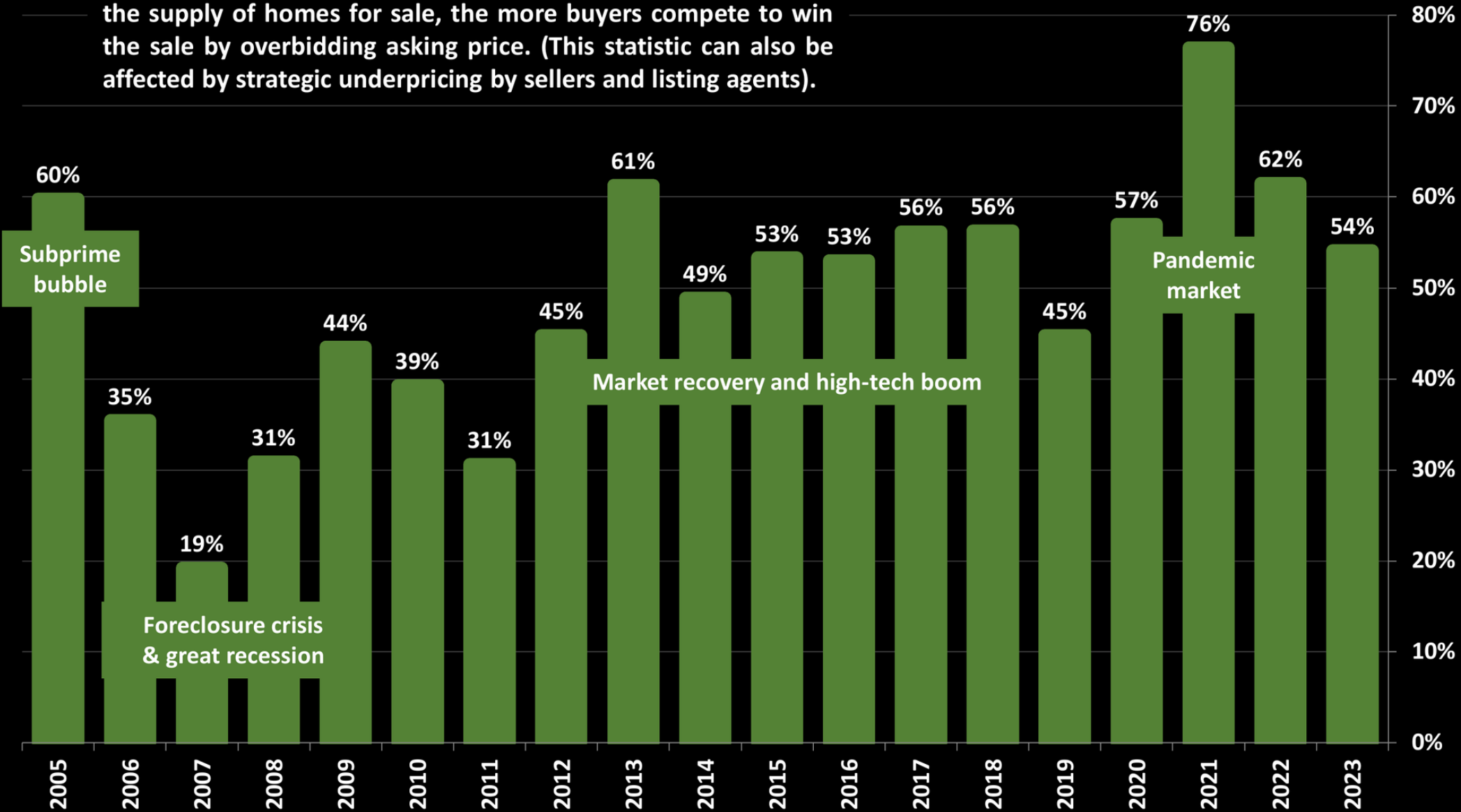


# Contra Costa County – Overbidding Asking Price

## Percentage of Sales Over List Price, Annual Readings, since 2005\*

The pandemic market ran from spring 2020 through spring 2022.

Generally speaking, the stronger the demand as compared to the supply of homes for sale, the more buyers compete to win the sale by overbidding asking price. (This statistic can also be affected by strategic underpricing by sellers and listing agents).

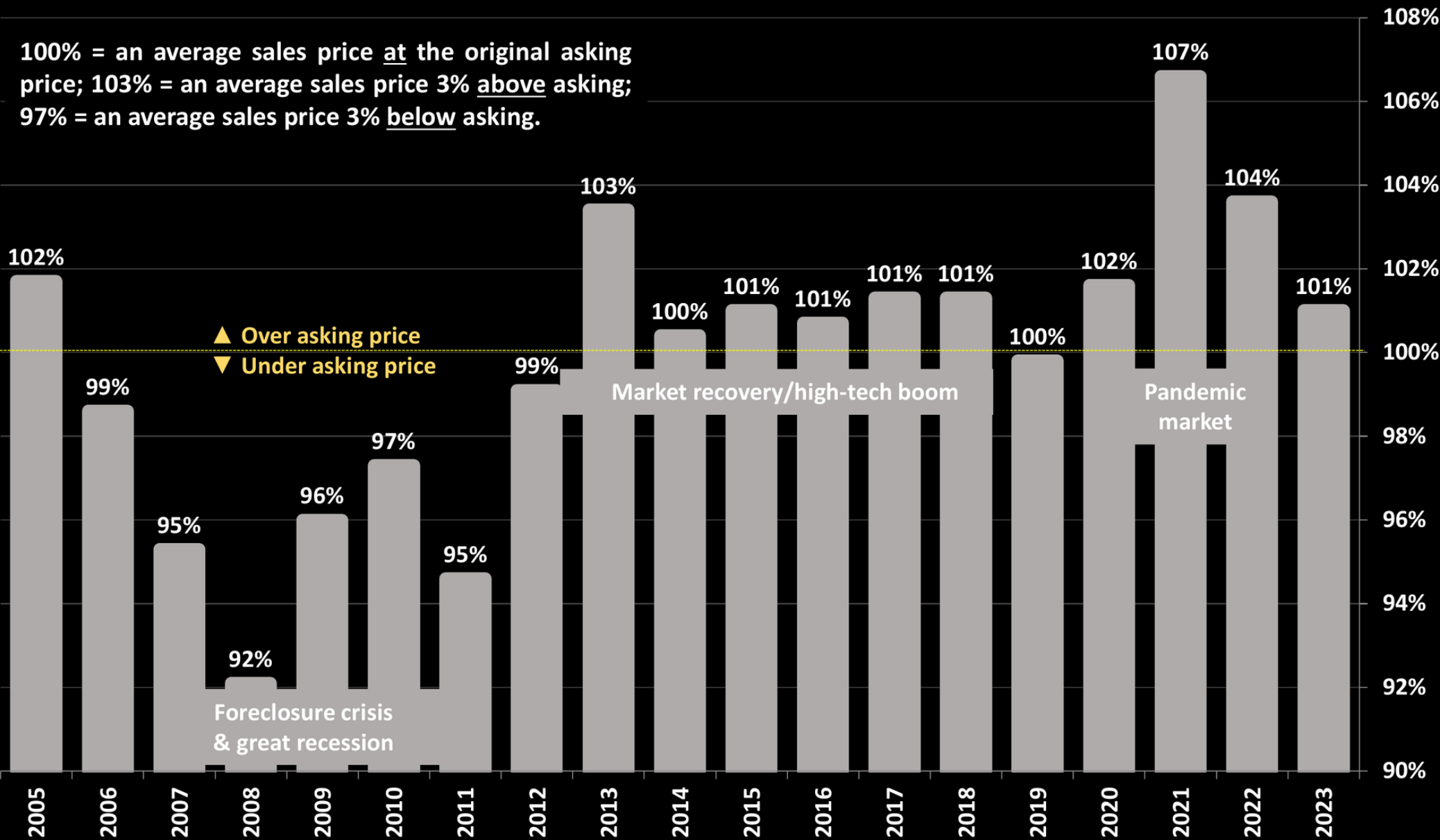


\*Sales over final list price: All attached and detached residential home sales reported to NorCal MLS Alliance per Infosparks calculations. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change due to late-reported sales. Not all sales are reported to MLS.

# Contra Costa County: Overbidding & Underbidding

## Sales Price to List Price Percentage, Annual Readings, since 2005\*

100% = an average sales price at the original asking price; 103% = an average sales price 3% above asking; 97% = an average sales price 3% below asking.

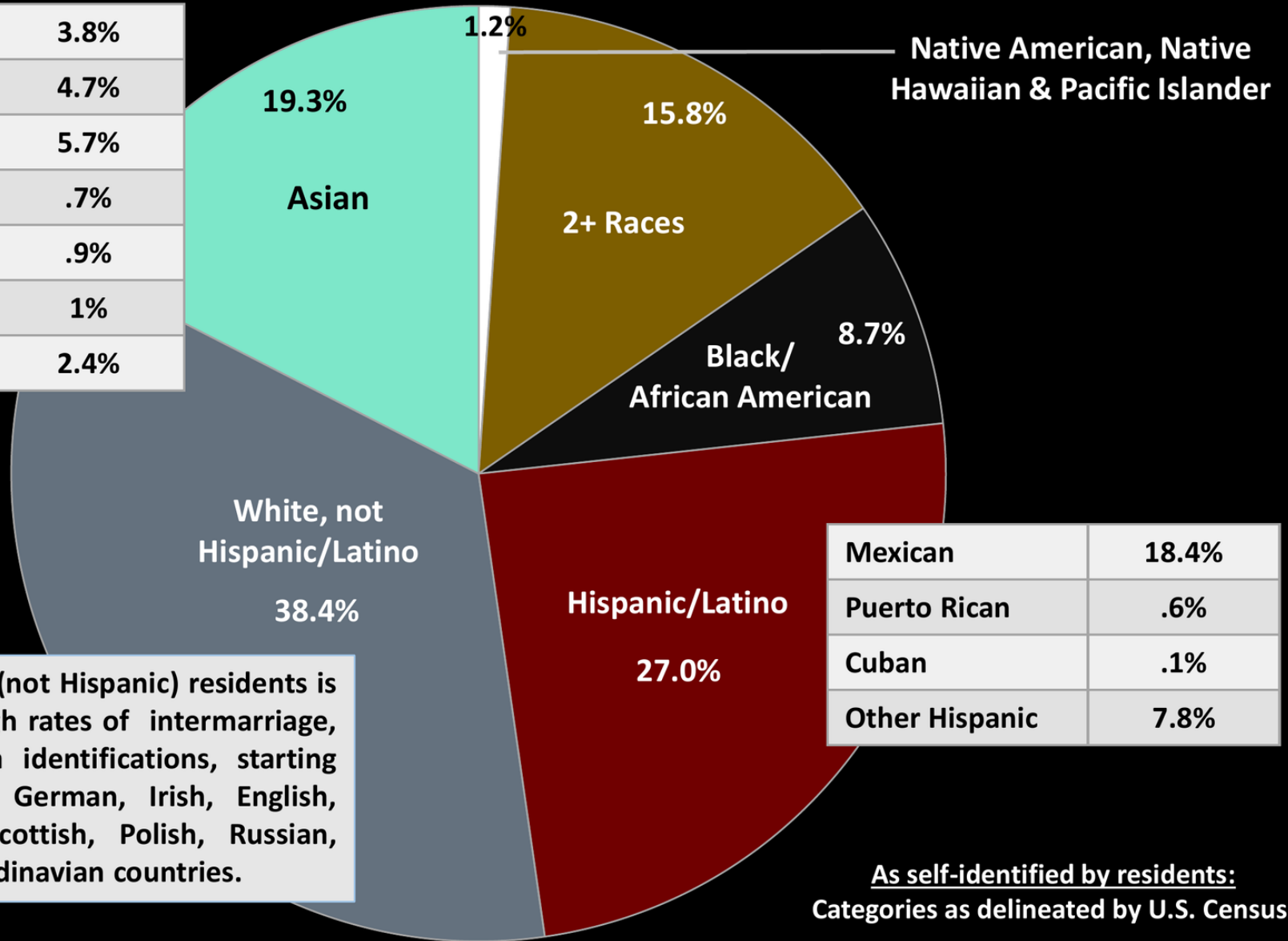


\*The ratio of sales price to the original list price: All attached and detached residential home sales reported to NorCal MLS Alliance per Infosparks calculations. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change due to late-reported sales. Not all sales are reported to MLS.

# Contra Costa County Population Breakdown Estimates by Race/Ancstry

The Bay Area has one of the most diverse populations in the world.

Asian Indian	3.8%
Chinese	4.7%
Filipino	5.7%
Japanese	.7%
Korean	.9%
Vietnamese	1%
Other Asian	2.4%



Mexican	18.4%
Puerto Rican	.6%
Cuban	.1%
Other Hispanic	7.8%

Ancestry of White (not Hispanic) residents is complicated by high rates of intermarriage, but top Bay Area identifications, starting with largest are: German, Irish, English, Italian, French, Scottish, Polish, Russian, Portuguese & Scandinavian countries.

As self-identified by residents:  
Categories as delineated by U.S. Census.

U.S. Census 2022 ACS 1-Year Estimates. Data from sources deemed reliable, but may contain errors and subject to revision. Estimates published with significant margins of error and should be considered very approximate. Due to the way Census data is presented & sorted, percentages do not add up to 100%.

# Contra Costa County Census Snapshots

Percentages rounded:  
Totals may not equal 100%.

Housing Occupancy*	
Owner-occupied	69%
Tenant-occupied	31%
Housing Units By Building Type*	
Single family	77%
2-9 unit buildings	9%
10+ unit buildings	13%
Other (mobile homes, etc.)	1%
Household Size*	
1 person	22%
2 persons	32%
3 persons	17%
4+ persons	30%
Housing by Era of Construction*	
1939 or earlier	4%
1940-1959	19%
1960-1979	29%
1980-1999	28%
2000-2019	19%
2020-2022	1%

Household Income	
Less than \$25,000	10%
\$25,000 - \$49,999	11%
\$50,000 - \$74,999	10%
\$75,000 - \$99,999	11%
\$100,000 - \$149,999	18%
\$150,000 - \$199,999	13%
\$200,000+	27%
Employment**	
Education, health, social assist.	23%
Professional, scientific, mgmt.	18%
Retail trade	11%
Manufacturing	6%
Arts, entertainment, hospitality	8%
Construction	8%
Finance, insurance, real estate	7%
Transport, warehousing, utilities	6%
Public administration	5%
Wholesale trade	2%
Information	3%
Agriculture, forestry, mining	< 1%

Educational Attainment***	
No high school diploma	11%
High school graduate	18%
Some college, no degree	18%
Associate degree	9%
Bachelor's degree	27%
Graduate/professional degree	18%
<b>CA-Born Population: 56%</b>	
<b>Foreign-Born Population: 27%</b>	
Source by Region	
Latin America	37%
Asia/Oceania	50%
Europe	8%
Africa	4%
North America	1%
Language Spoken at Home	
English only	62%
Spanish	19%
Other Indo-European	7%
Asian/Pacific Islander	11%

U.S. Census 2022, ACS 1-year estimates, published September 2023. \*Occupied Housing Units, \*\*Employment, 16+ years of age. \*\*\*25+ years of age. All numbers approximate, subject to revision.





Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

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