

Golden Gate | Sotheby's
INTERNATIONAL REALTY

Market Report



Annual 2024
DATA

SAN FRANCISCO BAY AREA



Cover home:
1288 Rose Lane, Lafayette | \$25,000,000

OUR BRAND

WE ARE GOLDEN GATE SIR 4

POWER OF THE BRAND 6

SF BAY AREA HOUSING MARKET 8

SF BAY AREA HISTORIC SALES 12

SF BAY AREA SALES SUMMARY 14

SF BAY AREA LUXURY MARKET 16

SALES BY COUNTY

SAN FRANCISCO 18

ALAMEDA COUNTY 22

CONTRA COSTA COUNTY 24

MARIN COUNTY 26

NAPA COUNTY 28

SAN MATEO COUNTY 30

SANTA CLARA COUNTY 32

SANTA CRUZ COUNTY 34

SOLANO COUNTY 36

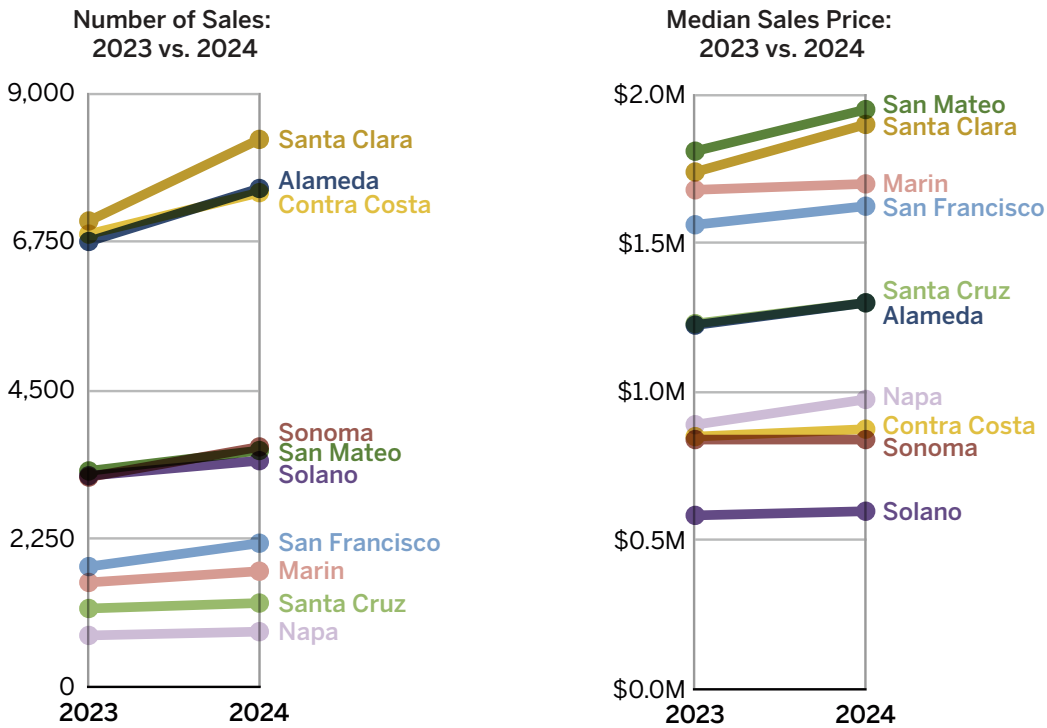
SONOMA COUNTY 38

SIGNIFICANT SALES 40

Annual Market Report

MLS DATA FOR 2024

Welcome to our Annual Market Report. As we close the books on another unprecedented year, we provide an in-depth look at the San Francisco Bay Area residential real estate market and how it responded to everything that took place in 2024. In the pages ahead, you will find that sales prices rose across the board, in spite of ongoing pandemic-related concerns and a limited supply of inventory. We begin with an introduction to our brokerage and the power of our brand, highlighting significant milestones at Golden Gate Sotheby's International Realty in this past year, including over \$4.4 billion in total sales volume in 2024. Diving into the data, our comprehensive market report features economic and real estate commentary presented by our partners at the Rosen Consulting Group (RCG). The report focuses primarily on detached single family homes, with added coverage of the luxury home market, and the significant condominium market in San Francisco. You will also find a selection of our brokerage's significant sales in 2024 across the SF Bay Area. All data is sourced from the local Multiple Listing Service (MLS) organizations and is thoroughly cleaned by our data experts.



Who we are

Whether maximizing the value of your home or finding the home of your dreams, our agents provide incomparable service at all price points. Our 2024 results—over \$4.4 Billion in Annual Sales Volume—are exceptional, and are the result of exceptional people. We are the top Sotheby's International Realty Affiliate in California, serving all ten counties of the San Francisco Bay Area with 425 connected agents. We're locally rooted, globally connected, and leading our industry.

#1

SOTHEBY'S INTERNATIONAL REALTY AFFILIATE
IN CALIFORNIA BY 2024 SALES VOLUME

425

AGENTS

\$4.4B

SALES VOLUME
IN 2024

21

OFFICES

WINE COUNTRY REGION

NAPA

MARIN COUNTY REGION

SAN RAFAEL

ROSS VALLEY GREENBRAE

STINSON BEACH

MILL VALLEY
BELVEDERE
- TIBURON

SAUSALITO

EAST BAY REGION

NORTH
BERKELEY

LAFAYETTE

BERKELEY

OAKLAND-
MONTCLAIR-
PIEDMONT

DANVILLE

SAN FRANCISCO

BURLINGAME

SAN CARLOS

WOODSIDE

MENLO PARK

LOS ALTOS

SILICON VALLEY REGION

LOS GATOS

Power of the brand

TRUSTED TO SELL YOUR MOST VALUED ASSET

Sotheby's

Sotheby's Auction House has over 200 years of history selling our clients' treasures. Our association with the brand ensures stellar representation, brings cachet to your property and allows us access to affluent buyers around the world.

Sotheby's International Realty

With our distinguished global referral network we can find qualified buyers or quality agents for your next purchase from around the globe. Our listings achieve maximum sale price.

1,110

OFFICES

26,400

SALES ASSOCIATES

83

COUNTRIES

52M

ANNUAL PAGE
VISITS SIR.COM

1.2M

ENGAGED SOCIAL
MEDIA FOLLOWERS

#1

MOST PROFILED REAL ESTATE
COMPANY IN THE NEWS

49%

SIR.COM VISITS
FROM OUTSIDE U.S.

41%

ORGANIC SEARCH TRAFFIC
TO SIR.COM

Sotheby's EST. 1824

Sotheby's EST. 1824



Sotheby's

Lot Number: 25

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



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San Francisco Bay Area HOUSING MARKET

A POSITIVE YEAR

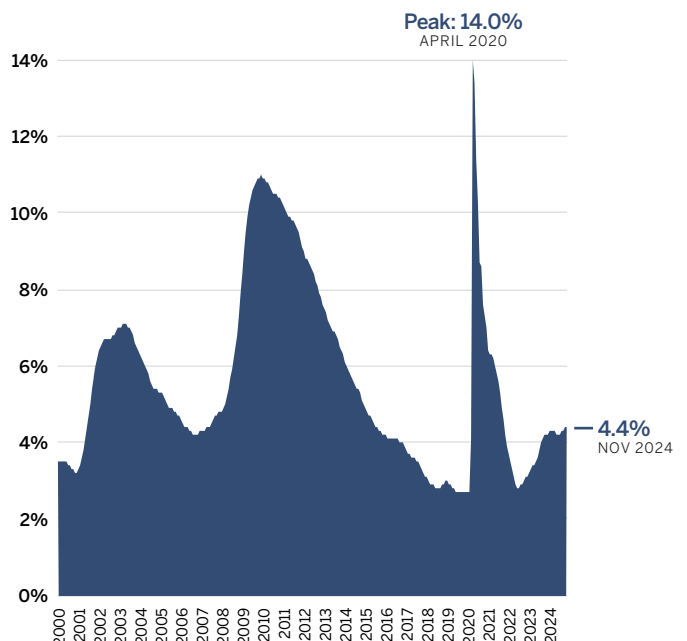
The housing market moderated in 2024 after a strong first half of the year, but overall remained positive. The inventory of homes for sale increased in 2024, with the greater number of options helping to bring more buyers off of the sidelines. A renewed push for a return to the office supported demand for homes in the inner SF Bay Area, while greater stability in the technology industry and record stock market gains boosted sales in the higher price segments.

MACROECONOMIC FACTORS

The SF Bay Area economy added nearly 24,000 jobs in 2024. While payrolls increased in nearly all SF Bay Area counties last year, most of the new jobs were located in the inner SF Bay Area. Employment in the professional and business services sector, which includes many tech jobs, stabilized as large-scale layoffs eased. The unemployment rate increased slightly to 4.4% in 2024, which was still much lower than the long-

term average. The relatively tight labor market and continued job gains supported annual wage growth of more than 3% in 2024. Finally, in

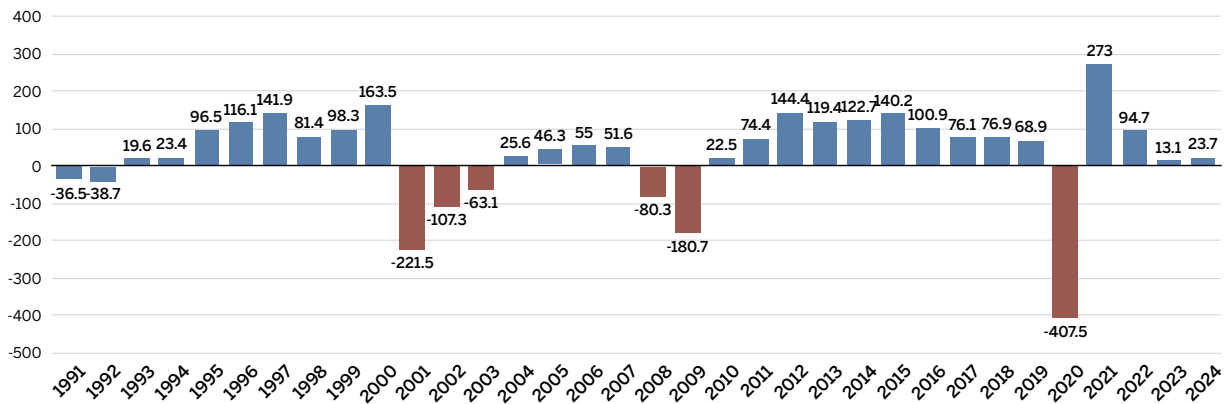
SF Bay Area Unemployment Rate



Source: US Bureau of Labor Statistics.
Data through November 2024, seasonally adjusted.

SF Bay Area Job Creation

(in thousands)



Sources: BLS, RCG; as of November 2024

another positive sign for the market, population growth in California accelerated in 2024 to 0.6% from 0.1% in 2023. The combination of improving local job prospects and fewer remote work options helped to stem migration out of the SF Bay Area and surrounding counties.

MORE LISTINGS BRING MORE OPPORTUNITIES FOR BUYERS

Despite higher mortgage rates constraining seller relocations, the number of active listings improved in 2024. After reaching a peak in the spring, the number of for-sale homes reached roughly 3,500 in December, an increase of 21% since 2023. Highlighting improved seller confidence in the market in 2024, active listings averaged 5,400 per month, the highest average since 2019. The increase in homes available for sale was widespread across the region. However,

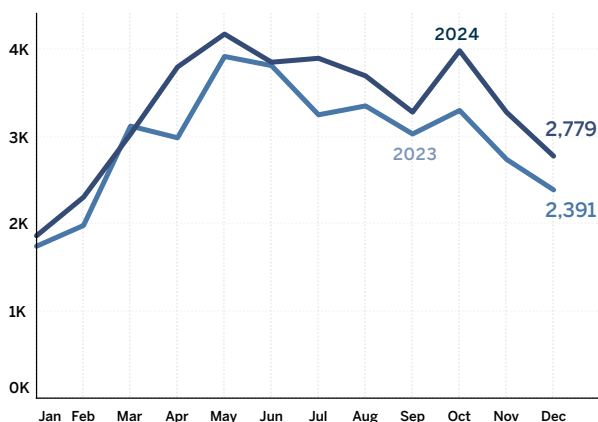
San Francisco and San Mateo counties were notable exceptions, as average active listings decreased year-over-year, primarily because of strong buyer activity. The largest increases in listings were in Alameda and Solano counties, particularly in neighborhoods with access to primary job centers such as Benecia, the Tri-Valley and Vallejo.

BROAD INCREASE IN SALES

As inventory increased in 2024, so too did the number of closed sales, highlighting the deep demand pool. Despite the seasonal dip in the fourth quarter, an active spring buying season that persisted through the summer and into the fall boosted the SF Bay Area sales figure to nearly 40,000 homes in 2024, a 19% increase compared with 2023. Home sales increased in all SF Bay Area counties year-over-year. San Francisco led the region with an increase of nearly 20%. The relative affordability of homes in Sonoma County supported a 15% increase in sales amidst rising regional prices and higher mortgages rates. Meanwhile, sales increased by a smaller amount in counties where vacation homes make up a larger share of total sales, including Santa Cruz and Napa counties.

Homes Sold

Bay Area Single Family Homes



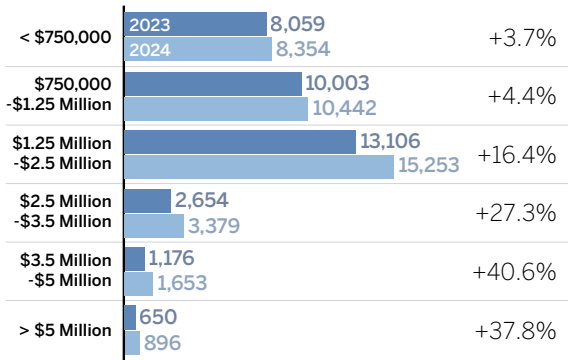
Source: MLS

STRONG LUXURY HOME SALES

One of the defining features of the SF Bay Area housing market in 2024 was strong demand for homes in higher price segments, especially in

Strong Demand for Higher Price Segments

Bay Area Single Family Homes Sold · 2023 vs. 2024

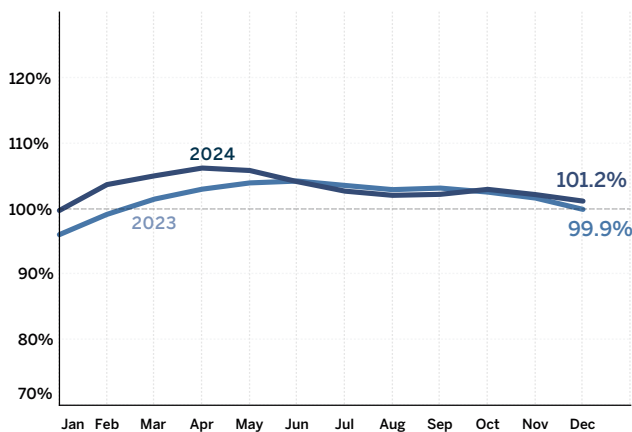


Source: MLS, RCG

premier neighborhoods in the Peninsula and South Bay. The number of homes sold for \$3.5 million or more increased by 40% compared with 2023, while sales of homes in the \$1.25 to \$2.5 million price range increased by 18%. Elevated mortgage rates affected buyer affordability in the lower price segments, which resulted in a smaller increase in the number of homes sold in much of the region. Bucking this trend, sales in the less than \$1.25 million price range in Sonoma County improved by nearly 15% in 2024.

Sold Price as % of Original List Price

Bay Area Single Family Homes



Source: MLS

CONTINUED COMPETITION PUSHES PRICES HIGHER

Despite greater inventory, competition among buyers resulted in many homes selling at a premium. The share of homes sold for more

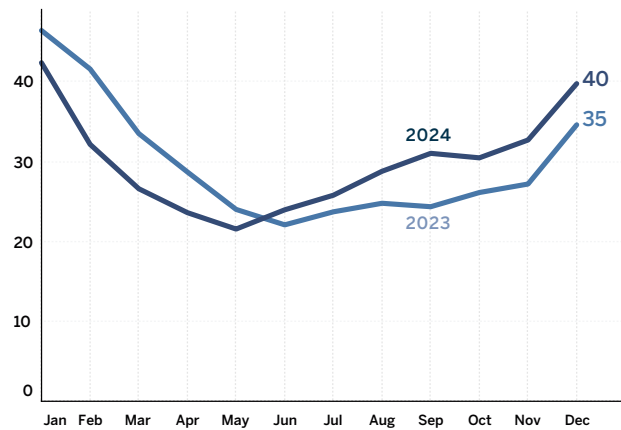
than the asking price increased to 55% in 2024. Competition was particularly intense near prime job centers such as Alameda, San Francisco and Santa Clara counties, as more than two-thirds of homes sold for more than asking in these counties. While SF Bay Area sellers that accepted offers over asking received 10% more than the list price on average, sellers in San Francisco received nearly 18% more.

HOMES CONTINUE TO SELL QUICKLY

In addition to a large number of sales over asking, the relatively short amount of time homes spent on the market also reflected strong competition. The average days on market gradually increased during the year to slightly more than a month as of the fourth quarter. More broadly, homes were on the market for an average of 29 days in all of 2024, roughly on-par with 2023, and slightly less than what would be considered equilibrium.

Average Days on Market

Bay Area Single Family Homes



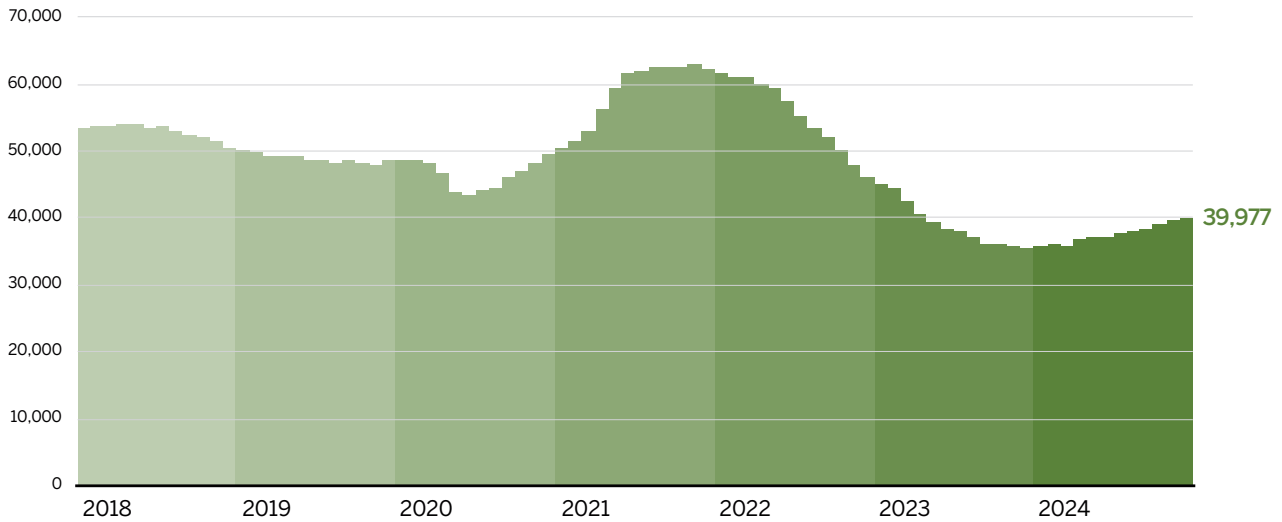
Source: MLS

MEDIAN SALE PRICE REACHES RECORD HIGH

Strong demand and elevated sales activity in the luxury segment resulted in an increase in the median sales price. While seasonal trends resulted in a slight decrease in prices during the second half of the year, the SF Bay Area median sales price was \$1.32 million as of 2024. This was a 5.2% increase compared with 2023, and an annual record high for the region.

Home Sales Rise Steadily from the low point at the beginning of 2024

12-month Moving Average · Bay Area Single Family Homes Sold



Source: MLS, RCG

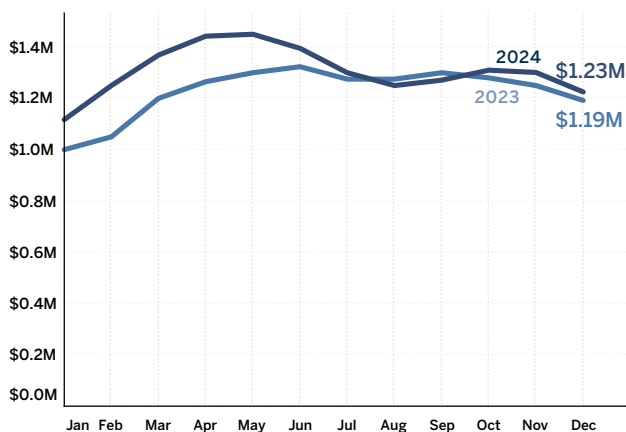
The increase in sales in premier inner SF Bay Area neighborhoods helped boost the median price. In fact, at the county level, only Santa Clara County set an annual price record as of year-end 2024. However, the median sales price still increased in all SF Bay Area counties in 2024. Price growth was strongest in San Mateo and Santa Clara counties, and the median price climbed to more than \$1.9 million in each county. Price growth was slower in markets where lower priced homes make up a larger share of sales, and thus where buyer demand is more sensitive to mortgage rates, such as Contra Costa, Solano and Sonoma counties.

LOOKING AHEAD

After decreasing during the first half 2024, mortgage rates rose through late 2024 and into early 2025, and may remain elevated this year. Additionally, given the strength of the national economy, the Federal Reserve is expected to make fewer rate cuts in 2025 to the short term interest rate. The higher borrowing costs and worsening affordability may dampen some sales activity, particularly within the lower price tiers. However, strong wage growth, stock market performance and resumption of hiring in the technology sector may offset some of this effect. Furthermore, as highlighted in 2024, the demand pool for housing in the SF Bay Area is deep and remarkably resilient. Along with more stable demographic trends, these factors provide significant tailwinds for the SF Bay Area single family market in 2025..

Median Price

Bay Area Single Family Homes



Source: MLS

\$1,600,000

SAN FRANCISCO BAY AREA MEDIAN SALES PRICES: 1991-2024

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

Source: California Association of Realtors

\$1,400,000

\$1,200,000

\$1,000,000

\$800,000

\$600,000

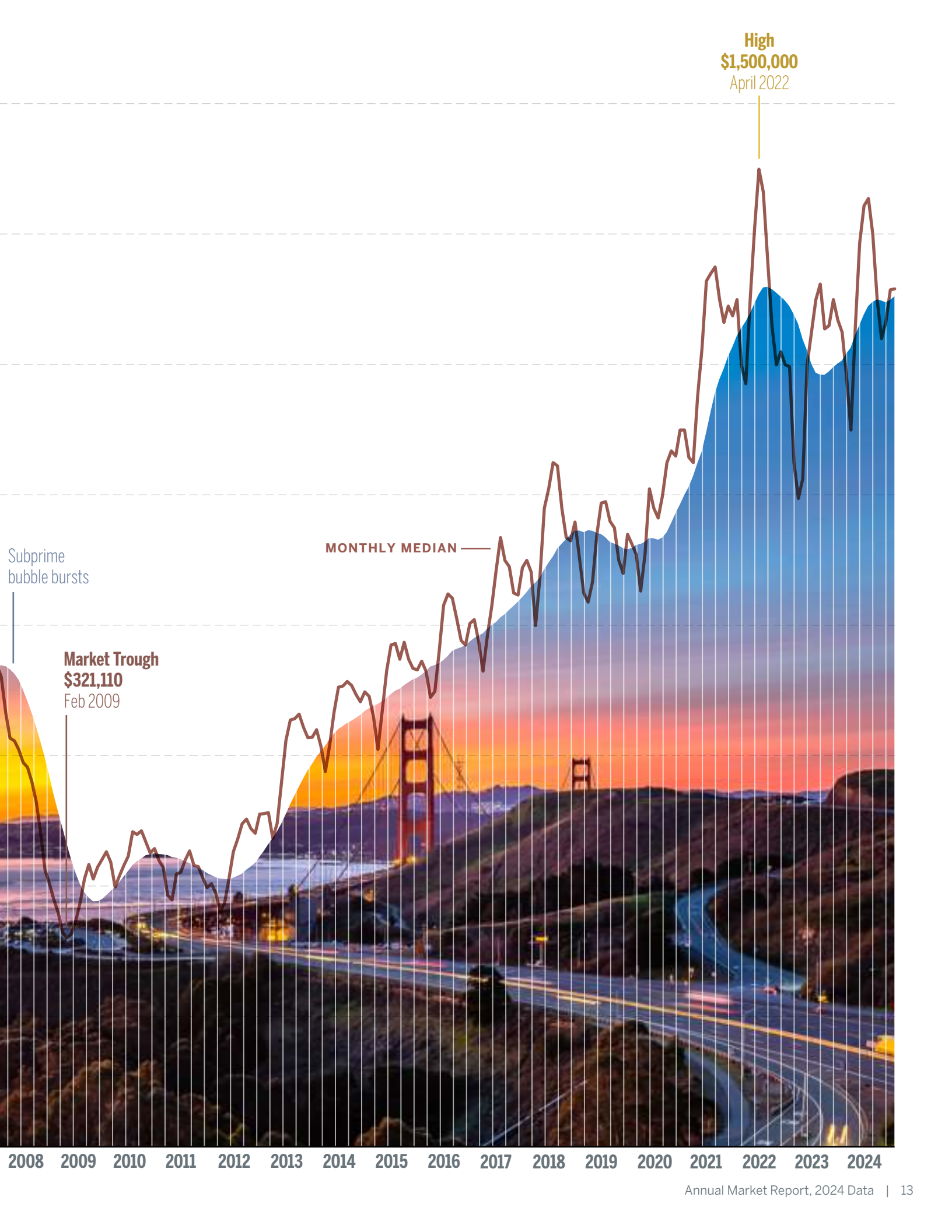
\$400,000

Market Peak
\$789,250
May 2007

Dotcom bubble peaks

12-MONTH ROLLING AVERAGE

1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007



High
\$1,500,000
April 2022

MONTHLY MEDIAN

Subprime
bubble bursts

Market Trough
\$321,110
Feb 2009

2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024

San Francisco Bay Area

SALES SUMMARY



SF BAY AREA RESIDENTIAL SALES SUMMARY · 2024

District	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
San Francisco											
Single Family	\$2,141,083	3.0%	\$1,625,000	4.0%	\$29,150,000	\$953	1.8%	2175	19.4%	27	-6.1%
Condo, Loft, etc.	\$1,322,727	4.6%	\$1,120,000	1.8%	\$16,000,000	\$930	3.3%	2369	15.0%	54	-1.4%
Alameda											
Single Family	\$1,405,486	5.2%	\$1,300,000	6.1%	\$9,800,000	\$783	4.3%	7544	11.9%	22	6.9%
Condo	\$797,915	5.6%	\$750,000	4.3%	\$1,900,000	\$620	-0.2%	2363	4.2%	30	12.8%
Contra Costa											
Single Family	\$1,191,233	4.3%	\$875,000	2.9%	\$10,800,000	\$565	3.7%	7481	9.2%	25	1.0%
Condo	\$692,935	3.8%	\$610,000	5.2%	\$2,705,000	\$529	-0.5%	2147	10.0%	34	28.9%
Marin											
Single Family	\$2,151,668	-0.5%	\$1,700,000	1.2%	\$13,950,000	\$942	0.1%	1751	10.8%	37	16.6%
Condo	\$866,287	-1.8%	\$755,000	-3.8%	\$4,700,000	\$638	-1.4%	516	-5.7%	52	8.6%
Napa											
Single Family	\$1,491,906	13.0%	\$975,000	9.6%	\$12,500,000	\$692	9.3%	836	7.3%	67	15.0%
Condo	\$783,418	5.9%	\$713,500	3.3%	\$3,200,000	\$638	9.8%	120	21.2%	72	42.3%
San Mateo											
Single Family	\$2,541,338	4.2%	\$1,950,000	7.7%	\$31,800,000	\$1,199	6.3%	3578	9.5%	23	-7.8%
Condo	\$1,052,443	1.6%	\$915,000	-1.6%	\$3,515,000	\$810	-1.0%	1167	17.1%	38	7.3%
Santa Clara											
Single Family	\$2,294,447	9.7%	\$1,900,000	9.2%	\$17,950,000	\$1,192	9.3%	8287	17.5%	18	-13.2%
Condo	\$1,087,097	5.9%	\$1,017,830	7.1%	\$4,800,000	\$809	4.1%	3570	20.0%	24	8.2%
Santa Cruz											
Single Family	\$1,443,060	3.3%	\$1,300,000	5.7%	\$8,750,000	\$844	3.7%	1269	6.9%	35	-1.4%
Condo	\$817,611	-2.5%	\$790,000	0.2%	\$1,715,000	\$710	0.1%	329	19.2%	34	6.3%
Solano											
Single Family	\$635,425	2.2%	\$599,000	2.4%	\$2,700,000	\$363	3.3%	3424	7.1%	46	10.0%
Condo	\$403,507	-1.0%	\$380,000	1.3%	\$1,050,000	\$361	-2.9%	313	15.5%	50	26.9%
Sonoma											
Single Family	\$1,066,931	-0.7%	\$840,000	0.0%	\$24,000,000	\$563	-0.8%	3632	14.4%	53	9.6%
Condo	\$542,107	5.5%	\$460,000	-2.2%	\$4,515,237	\$458	7.3%	478	18.3%	51	42.7%
SF Bay Area SFH	\$1,630,319	6.0%	\$1,315,000	5.2%	\$31,800,000	\$825	5.9%	39977	12.1%	29	1.9%
SF Bay Area Condo	\$958,082	5.0%	\$830,000	3.8%	\$16,000,000	\$719	2.5%	13372	12.9%	36	10.7%
SF Bay Area All Residential	\$1,461,832	5.8%	\$1,165,000	5.9%	\$31,800,000	\$798	5.1%	53349	12.3%	31	4.4%

About Golden Gate Sotheby's International Realty

Golden Gate Sotheby's International Realty has over 425 agents in 21 offices throughout the San Francisco Bay Area serving the counties of Alameda, Contra Costa, Marin, Napa, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, and San Francisco.

About Rosen Consulting Group

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



Luxury Market

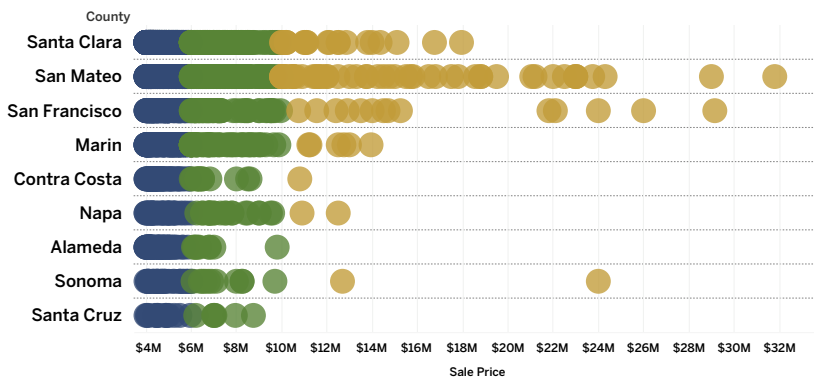
SALES SUMMARY



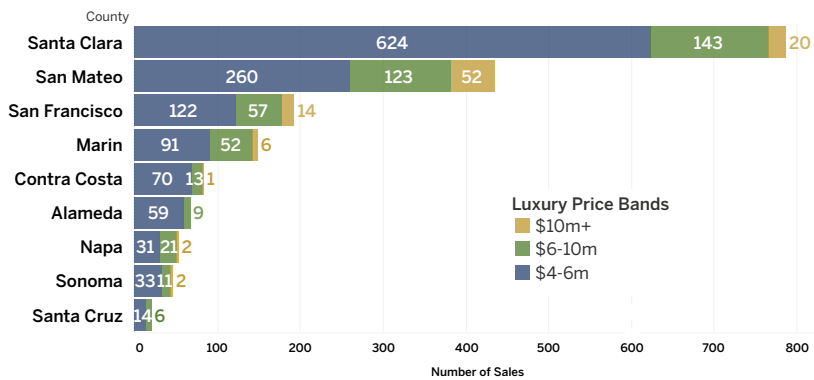
SAN FRANCISCO BAY AREA LUXURY MARKET

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

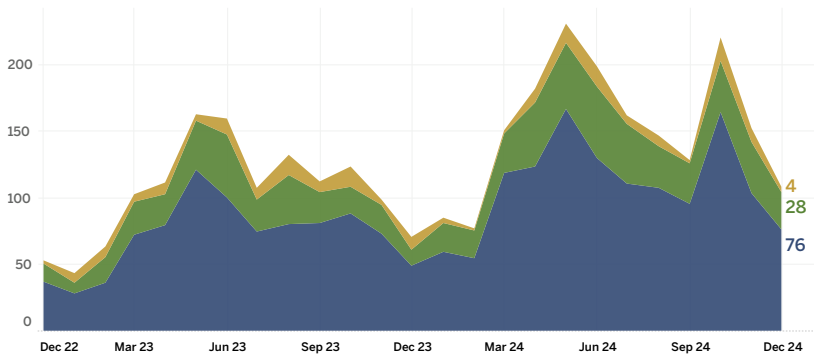
2024 Luxury Sales by County and Sale Price



2024 Luxury Sales by Price Band



Sales Trends by Price Band



2024 LUXURY SALES

The number of homes sold at \$4,000,000 or above came roaring back in 2024 with a 43% increase over the prior year, after falling 26% in 2023.

The highest-priced sale recorded in the MLS in 2024 was for a 13,525 square foot home on 3.17 acres in Atherton, originally built in 1932 and extensively remodeled.

Of the top ten highest sales for the year, six were in Atherton, three were in San Francisco, and one was in Sonoma.

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

OUR BROKERAGE'S SIGNIFICANT SALES



[View Reports Here](#)

San Francisco

SINGLE FAMILY



2024 ANNUAL SALES BY DISTRICT · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
District 1	\$2,759,098	2.5%	\$2,150,000	6.7%	\$26,000,000	\$1,029	3.0%	201	25.6%	26	-15.1%
District 2	\$1,639,409	2.2%	\$1,557,500	3.8%	\$5,550,000	\$992	5.0%	406	18.0%	19	-21.0%
District 3	\$1,358,197	0.8%	\$1,300,500	4.0%	\$2,975,000	\$869	1.1%	152	15.2%	25	-7.6%
District 4	\$2,053,928	3.3%	\$1,857,500	6.1%	\$5,705,000	\$941	1.4%	302	19.8%	24	-6.3%
District 5	\$2,781,995	3.5%	\$2,475,000	3.1%	\$7,200,000	\$1,055	-3.3%	303	30.0%	26	-10.0%
District 6	\$2,678,247	-1.4%	\$2,550,000	-1.9%	\$4,995,000	\$1,060	9.8%	32	-3.0%	29	-38.4%
District 7	\$6,153,165	-5.2%	\$4,995,000	-1.1%	\$29,150,000	\$1,335	0.1%	122	35.6%	46	-5.7%
District 8	\$3,438,028	-16.6%	\$2,350,000	-38.6%	\$22,100,000	\$1,051	-8.1%	26	85.7%	43	-28.5%
District 9	\$1,762,750	-3.6%	\$1,575,000	-4.5%	\$5,655,000	\$938	4.7%	215	13.8%	30	5.3%
District 10	\$1,111,133	-1.2%	\$1,100,000	0.0%	\$2,230,000	\$726	-3.9%	416	11.2%	32	11.4%
San Francisco Co.	\$2,141,083	3.0%	\$1,625,000	4.0%	\$29,150,000	\$953	1.8%	2175	19.4%	27	-6.1%

DISTRICT 1

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

DISTRICT 2

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

DISTRICT 3

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

DISTRICT 4

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

DISTRICT 5

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

DISTRICT 6

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

DISTRICT 7

Marina, Pacific Heights, Presidio Heights, Cow Hollow

DISTRICT 8

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

DISTRICT 9

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

DISTRICT 10

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

SAN FRANCISCO

SINGLE FAMILY HOME MARKET TRENDS

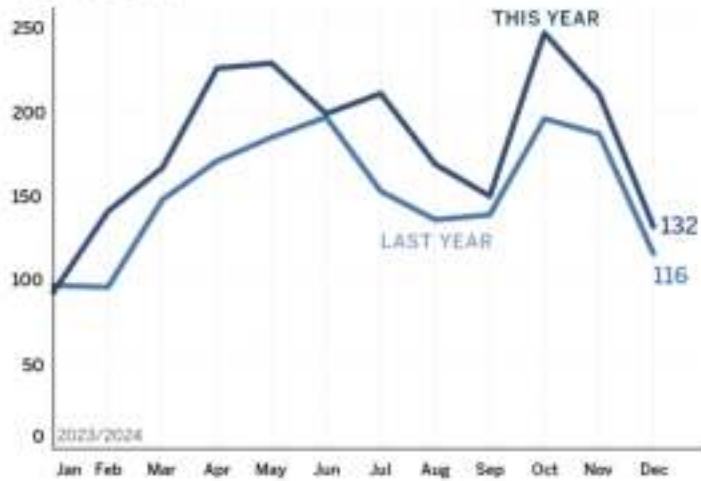
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SAN FRANCISCO COUNTY SINGLE FAMILY HOMES: 2024

Distribution of Sales



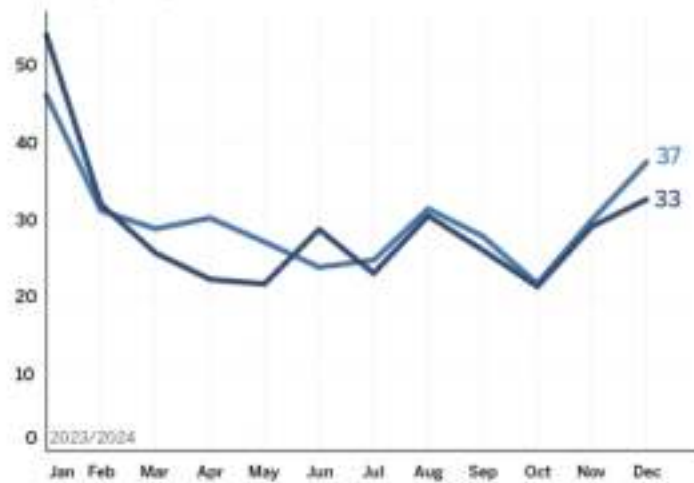
Homes Sold



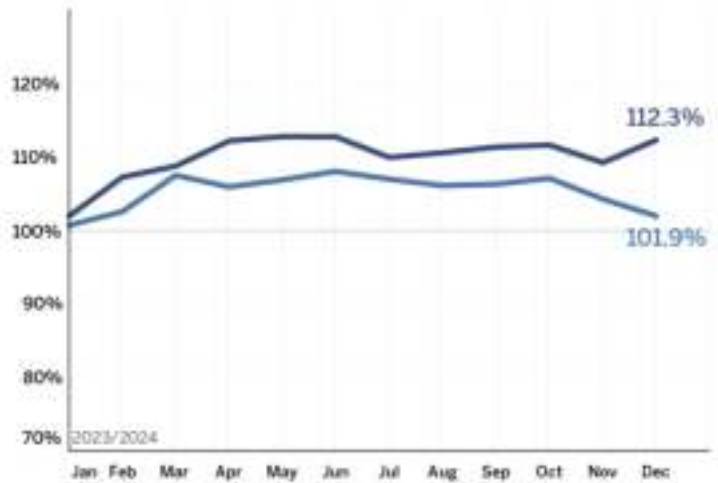
Median Price



Average Days on Market



Sold Price as % of Original List Price



Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.

San Francisco

CONDOS



2024 ANNUAL SALES BY DISTRICT · CONDO/CO-OP/TIC/LOFT

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
District 1	\$1,345,152	1.9%	\$1,300,000	4.0%	\$3,000,000	\$906	9.9%	111	-5.1%	41	13.5%
District 2	\$1,139,413	11.5%	\$1,150,000	15.0%	\$1,995,000	\$866	2.2%	45	7.1%	34	-6.3%
District 3	\$918,152	4.1%	\$788,000	2.5%	\$1,450,000	\$738	5.6%	19	-17.4%	36	-2.6%
District 4	\$750,864	-5.8%	\$717,500	9.5%	\$1,605,000	\$758	1.8%	42	-2.3%	52	-4.7%
District 5	\$1,396,972	1.3%	\$1,353,500	4.1%	\$3,500,000	\$931	1.1%	366	1.9%	39	-7.4%
District 6	\$1,176,349	-2.8%	\$1,105,000	-7.5%	\$3,150,000	\$904	1.6%	228	7.0%	42	-9.5%
District 7	\$1,936,261	-2.1%	\$1,597,000	0.3%	\$16,000,000	\$1,113	3.7%	294	32.4%	45	11.5%
District 8	\$1,285,903	14.7%	\$1,001,250	4.3%	\$8,500,000	\$890	6.4%	458	22.8%	67	4.0%
District 9	\$1,229,357	8.0%	\$998,000	2.9%	\$11,250,000	\$950	2.7%	719	16.5%	62	-9.7%
District 10	\$716,802	-6.8%	\$704,000	-10.9%	\$1,335,000	\$613	-5.0%	87	70.6%	81	4.7%
San Francisco Co.	\$1,322,727	4.6%	\$1,120,000	1.8%	\$16,000,000	\$930	3.3%	2369	15.0%	54	-1.4%

DISTRICT 1

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

DISTRICT 2

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

DISTRICT 3

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

DISTRICT 4

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

DISTRICT 5

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

DISTRICT 6

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

DISTRICT 7

Marina, Pacific Heights, Presidio Heights, Cow Hollow

DISTRICT 8

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

DISTRICT 9

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

DISTRICT 10

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

SAN FRANCISCO CONDO MARKET TRENDS

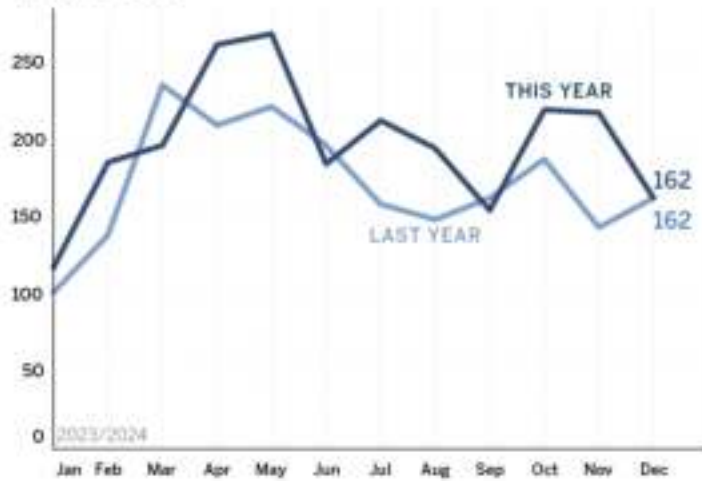
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SAN FRANCISCO COUNTY CONDOS: 2024

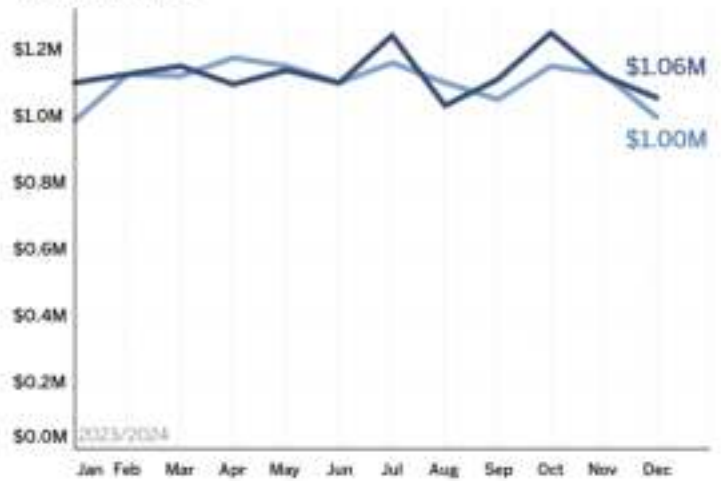
Distribution of Sales



Homes Sold



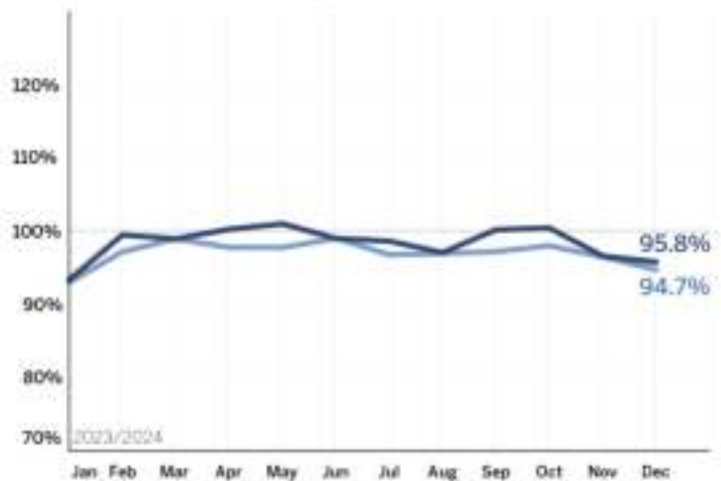
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Alameda COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Alameda	\$1,444,691	6.0%	\$1,400,000	7.7%	\$3,760,000	\$800	-1.7%	286	5.1%	21	12.0%
Albany	\$1,410,229	-2.6%	\$1,350,000	3.8%	\$2,550,000	\$998	-5.5%	80	19.4%	21	65.1%
Berkeley	\$1,662,066	1.8%	\$1,500,000	-1.3%	\$5,851,000	\$927	0.6%	511	18.0%	22	4.1%
Castro Valley	\$1,262,231	1.5%	\$1,200,000	-1.2%	\$3,395,000	\$721	6.5%	314	2.6%	19	-12.6%
Dublin	\$1,791,329	3.2%	\$1,642,000	2.6%	\$3,400,000	\$815	8.1%	298	8.0%	13	-24.1%
Emeryville	\$894,444	6.7%	\$865,000	6.5%	\$1,125,000	\$735	14.7%	9	12.5%	61	89.9%
Fremont	\$1,946,300	12.9%	\$1,771,000	12.4%	\$6,800,000	\$1,102	12.5%	925	22.0%	13	-12.8%
Hayward	\$1,065,076	5.0%	\$960,000	6.7%	\$3,500,000	\$662	4.5%	698	3.1%	21	2.7%
Livermore	\$1,416,173	9.2%	\$1,275,999	8.1%	\$7,000,000	\$751	8.7%	689	12.2%	18	10.9%
Newark	\$1,471,740	13.8%	\$1,400,000	9.6%	\$2,920,000	\$916	13.0%	261	10.6%	15	-1.5%
Oakland	\$1,058,864	-4.4%	\$916,000	-7.0%	\$6,350,000	\$622	-6.2%	1995	9.3%	33	16.7%
Piedmont	\$2,663,094	-10.1%	\$2,400,000	-7.9%	\$9,800,000	\$957	-3.6%	108	5.9%	16	-15.6%
Pleasanton	\$2,099,242	7.6%	\$1,825,000	5.6%	\$6,784,000	\$893	6.2%	492	26.5%	19	25.0%
San Leandro	\$924,603	2.8%	\$868,000	2.2%	\$1,750,000	\$651	3.7%	472	18.3%	20	9.1%
San Lorenzo	\$869,415	4.4%	\$855,000	2.0%	\$1,215,000	\$669	3.5%	151	-3.8%	17	4.1%
Sunol	\$1,877,300	21.6%	\$1,350,000	13.7%	\$5,400,000	\$641	-14.4%	10	25.0%	68	227.3%
Union City	\$1,495,935	10.8%	\$1,500,000	11.1%	\$2,801,000	\$871	10.4%	245	14.5%	13	-7.6%
Alameda Co.	\$1,405,486	5.2%	\$1,300,000	6.1%	\$9,800,000	\$783	4.3%	7544	11.9%	22	6.9%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Alameda Co.	\$797,915	5.6%	\$750,000	4.3%	\$1,900,000	\$620	-0.2%	2363	4.2%	30	12.8%

ALAMEDA COUNTY MARKET TRENDS

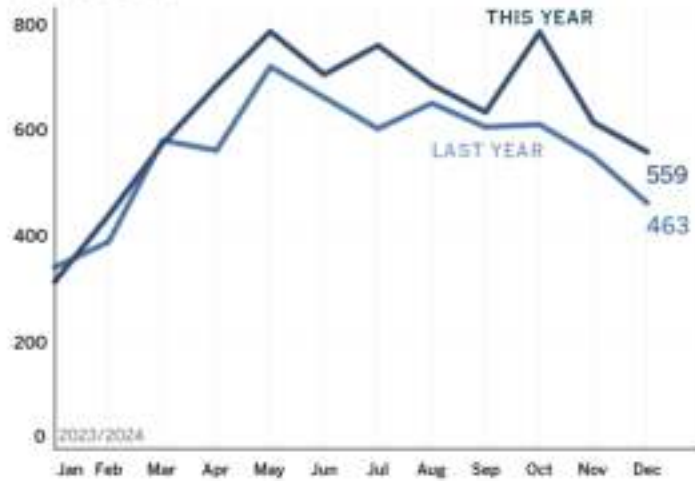
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ALAMEDA COUNTY SINGLE FAMILY HOMES: 2024

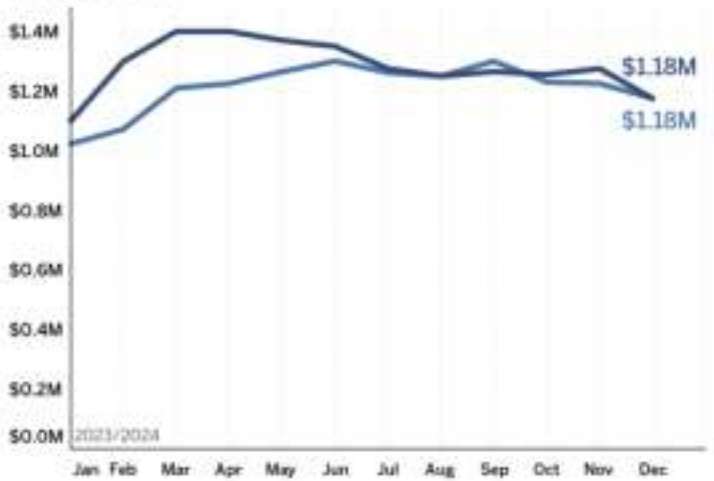
Distribution of Sales



Homes Sold



Median Price



Average Days on Market



Sold Price as % of Original List Price



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Contra Costa COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Alamo	\$2,849,347	3.8%	\$2,720,000	4.6%	\$6,260,000	\$841	3.0%	160	0.0%	27	30.3%
Antioch	\$634,278	1.2%	\$633,000	0.5%	\$1,055,000	\$349	3.6%	886	7.9%	25	-12.3%
Bay Point	\$617,611	4.4%	\$599,999	5.7%	\$1,345,000	\$417	1.0%	87	-17.9%	31	47.2%
Bethel Island	\$1,168,680	31.9%	\$1,000,000	12.8%	\$2,599,290	\$460	-8.3%	30	66.7%	90	48.0%
Brentwood	\$882,963	3.7%	\$831,500	3.9%	\$2,950,000	\$384	3.7%	682	13.7%	30	-7.9%
Byron	\$792,333	-32.9%	\$730,000	-23.8%	\$1,499,000	\$502	37.5%	9	125.0%	16	-80.5%
Canyon	\$1,135,000	-	\$1,135,000	-	\$1,150,000	\$508	-	2	-	31	-
Clayton	\$1,241,211	4.0%	\$1,199,000	4.3%	\$2,475,000	\$526	0.2%	85	-22.0%	23	-11.4%
Concord	\$884,921	3.9%	\$830,000	2.0%	\$1,980,000	\$545	1.9%	759	8.3%	21	5.1%
Crockett	\$678,792	-1.9%	\$657,500	-3.3%	\$970,000	\$455	4.0%	24	-22.6%	46	43.6%
Danville	\$2,394,587	8.9%	\$2,185,000	7.9%	\$10,800,000	\$810	4.0%	495	6.7%	19	-5.9%
Diablo	\$3,097,500	-13.1%	\$2,852,500	-6.1%	\$6,250,000	\$746	-10.1%	10	-28.6%	29	-44.8%
Discovery Bay	\$926,717	-0.3%	\$823,500	0.5%	\$2,286,800	\$372	3.8%	208	7.2%	39	3.8%
El Cerrito	\$1,253,808	4.7%	\$1,200,000	3.4%	\$3,100,000	\$787	-0.6%	181	9.0%	18	-14.5%
El Sobrante	\$779,657	-0.3%	\$740,000	-1.3%	\$1,318,000	\$492	-0.8%	109	38.0%	33	0.1%
Hercules	\$914,210	-1.3%	\$890,000	-1.1%	\$1,482,400	\$453	6.1%	99	16.5%	21	-27.9%
Kensington	\$1,588,563	1.4%	\$1,537,500	2.2%	\$2,700,000	\$833	-3.8%	48	-14.3%	19	11.3%
Knightsen	\$1,092,309	-2.0%	\$903,617	-17.9%	\$2,152,000	\$524	9.5%	4	-20.0%	9	-80.2%
Lafayette	\$2,326,385	3.6%	\$1,975,000	3.9%	\$8,495,000	\$862	4.0%	273	25.8%	21	-15.3%
Martinez	\$863,974	-1.1%	\$825,000	-0.6%	\$2,700,000	\$537	2.4%	325	10.2%	23	7.0%
Moraga	\$1,952,167	-4.1%	\$1,850,000	-2.6%	\$3,200,000	\$776	-7.9%	113	18.9%	22	17.9%
Oakley	\$718,429	4.2%	\$693,450	2.7%	\$1,481,000	\$359	3.8%	390	8.6%	31	7.1%
Orinda	\$2,186,760	4.5%	\$2,000,000	1.3%	\$6,400,000	\$817	1.2%	205	12.0%	24	2.5%
Pacheco	\$779,444	9.7%	\$775,000	5.4%	\$955,000	\$574	9.5%	18	38.5%	17	-14.1%
Pinole	\$771,271	0.2%	\$757,500	-1.0%	\$2,000,000	\$513	4.0%	94	-8.7%	19	-31.3%
Pittsburg	\$609,480	-1.2%	\$605,000	-0.8%	\$1,160,125	\$379	3.4%	351	-7.9%	29	17.0%
Pleasant Hill	\$1,209,755	5.3%	\$1,137,000	3.4%	\$2,400,000	\$701	7.4%	246	12.3%	21	10.4%
Richmond	\$728,270	0.7%	\$674,000	-0.1%	\$2,500,000	\$523	0.7%	549	11.4%	30	13.4%
Rodeo	\$693,078	4.6%	\$700,000	4.2%	\$1,090,000	\$459	-0.3%	40	-27.3%	31	23.3%
San Pablo	\$606,923	0.0%	\$610,000	1.7%	\$948,000	\$514	1.5%	156	38.1%	24	-14.9%
San Ramon	\$1,941,197	4.4%	\$1,850,000	4.5%	\$4,000,000	\$821	6.3%	421	16.3%	17	8.6%
Walnut Creek	\$1,671,410	2.7%	\$1,599,500	6.7%	\$3,586,916	\$780	4.7%	422	20.2%	22	17.7%
Contra Costa Co.	\$1,191,233	4.3%	\$875,000	2.9%	\$10,800,000	\$565	3.7%	7481	9.2%	25	1.0%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Contra Costa Co.	\$692,935	3.8%	\$610,000	5.2%	\$2,705,000	\$529	-0.5%	2147	10.0%	34	28.9%

CONTRA COSTA COUNTY MARKET TRENDS

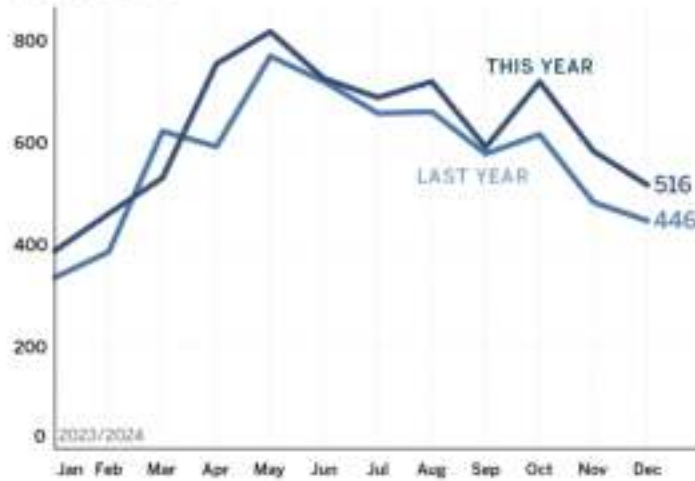
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CONTRA COSTA COUNTY SINGLE FAMILY HOMES: 2024

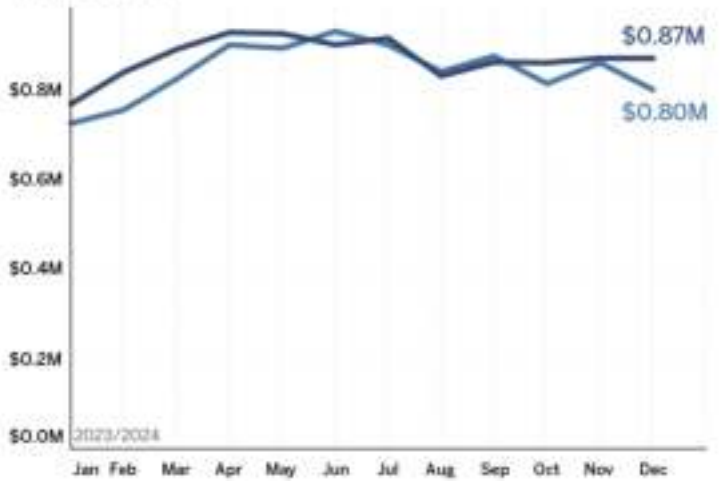
Distribution of Sales



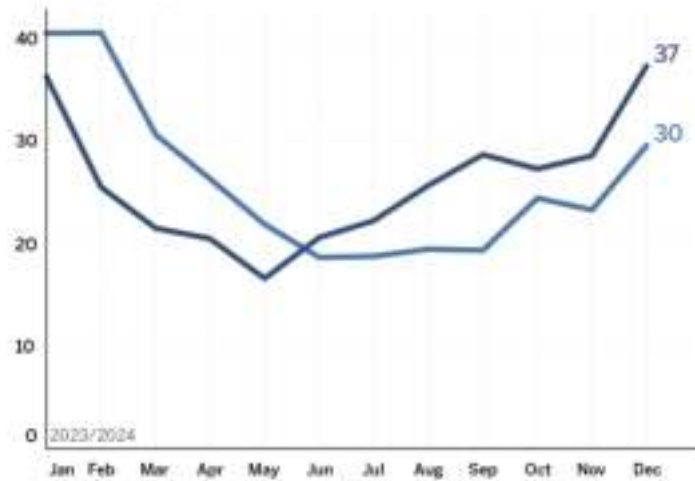
Homes Sold



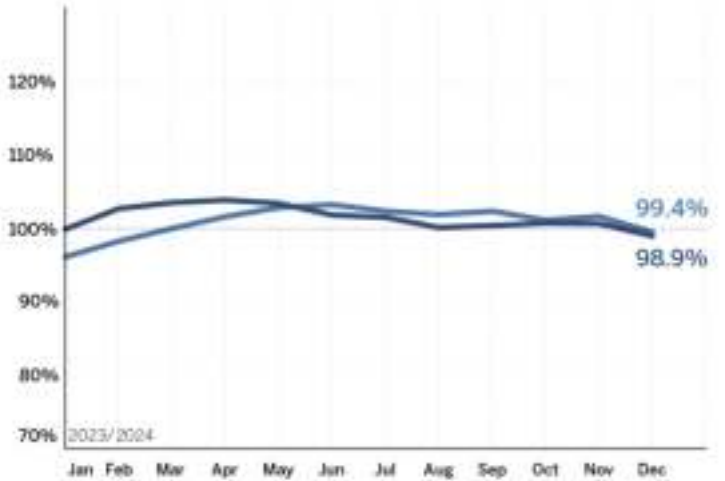
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Marin COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Belvedere	\$5,669,991	-10.6%	\$5,300,000	5.7%	\$12,750,000	\$1,871	-4.2%	29	-23.7%	65	49.3%
Bolinas	\$2,387,350	4.9%	\$1,542,500	-34.4%	\$8,425,000	\$1,176	-22.4%	8	-11.1%	71	88.4%
Corte Madera	\$1,995,320	3.7%	\$1,850,000	5.7%	\$3,925,000	\$1,046	6.3%	88	25.7%	27	4.2%
Dillon Beach	\$1,387,500	-8.2%	\$1,212,500	-21.5%	\$2,325,000	\$792	-22.9%	4	-60.0%	138	208.9%
Fairfax	\$1,264,865	-7.6%	\$1,200,000	-5.3%	\$2,290,000	\$860	1.9%	62	1.6%	27	30.0%
Fallon	-	-	-	-	-	-	-	0	-	-	-
Forest Knolls	\$831,000	-16.6%	\$770,000	-20.2%	\$2,000,000	\$689	25.7%	5	-50.0%	90	65.0%
Greenbrae	\$2,251,226	0.4%	\$2,180,000	3.8%	\$3,700,000	\$1,010	1.2%	42	27.3%	28	2.8%
Inverness	\$2,033,748	10.6%	\$1,725,000	6.2%	\$3,350,000	\$1,017	0.9%	19	90.0%	100	254.7%
Kentfield	\$3,909,669	12.5%	\$3,190,900	-1.8%	\$12,500,000	\$1,221	2.5%	70	27.3%	27	-2.4%
Lagunitas	\$1,326,833	32.4%	\$1,023,000	21.1%	\$3,000,000	\$586	-18.0%	6	20.0%	56	10.6%
Larkspur	\$2,866,439	4.5%	\$2,575,000	2.6%	\$11,200,000	\$1,213	-1.0%	68	19.3%	36	40.9%
Marshall	-	-	-	-	-	-	-	0	-	-	-
Mill Valley	\$2,578,653	1.1%	\$2,250,000	2.3%	\$8,800,000	\$1,106	2.9%	275	14.6%	33	25.0%
Muir Beach	-	-	-	-	-	-	-	0	-100.0%	-	-
Nicasio	\$1,969,500	-29.9%	\$2,250,000	-19.9%	\$2,820,000	\$668	-4.3%	6	500.0%	94	1068.8%
Novato	\$1,393,834	4.4%	\$1,297,500	7.3%	\$3,120,000	\$649	3.6%	382	5.8%	37	8.5%
Olema	-	-	-	-	-	-	-	0	-	-	-
Pt. Reyes Station	\$2,370,000	93.5%	\$1,940,000	55.2%	\$5,100,000	\$1,182	13.4%	5	66.7%	157	613.6%
Ross	\$4,895,105	14.3%	\$3,250,000	4.8%	\$13,950,000	\$1,526	7.6%	19	0.0%	40	11.1%
San Anselmo	\$1,928,330	-2.6%	\$1,637,500	-0.9%	\$6,100,000	\$945	-4.5%	130	22.6%	30	7.4%
San Geronimo	\$2,618,889	43.5%	\$2,485,000	13.0%	\$5,450,000	\$801	12.0%	9	200.0%	41	139.2%
San Rafael	\$1,626,471	-4.3%	\$1,476,900	-1.5%	\$6,200,000	\$783	-0.5%	381	12.7%	34	0.2%
Sausalito	\$2,325,399	-12.3%	\$2,162,750	-3.7%	\$5,800,000	\$1,035	-12.5%	42	-10.6%	45	0.9%
Stinson Beach	\$4,570,938	-18.7%	\$3,900,000	-29.1%	\$9,650,000	\$2,786	6.4%	12	9.1%	62	46.9%
Tiburon	\$3,851,009	3.2%	\$3,485,000	-2.7%	\$9,000,000	\$1,253	-2.7%	75	-2.6%	46	43.0%
Tomales	\$1,125,000	-6.3%	\$1,125,000	-6.3%	\$1,125,000	\$578	-11.9%	1	-50.0%	42	64.7%
Woodacre	\$1,224,923	8.4%	\$1,150,000	2.2%	\$2,620,000	\$783	26.4%	13	0.0%	56	45.0%
Marin Co.	\$2,151,668	-0.5%	\$1,700,000	1.2%	\$13,950,000	\$942	0.1%	1751	10.8%	37	16.6%

CONDOS

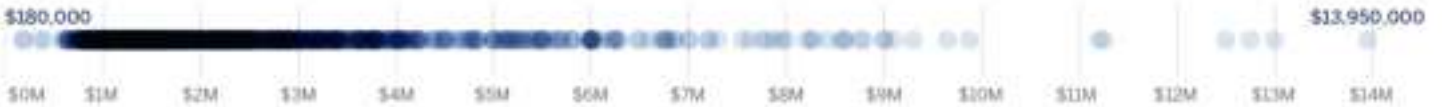
	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Marin Co.	\$866,287	-1.8%	\$755,000	-3.8%	\$4,700,000	\$638	-1.4%	516	-5.7%	52	8.6%

MARIN COUNTY MARKET TRENDS

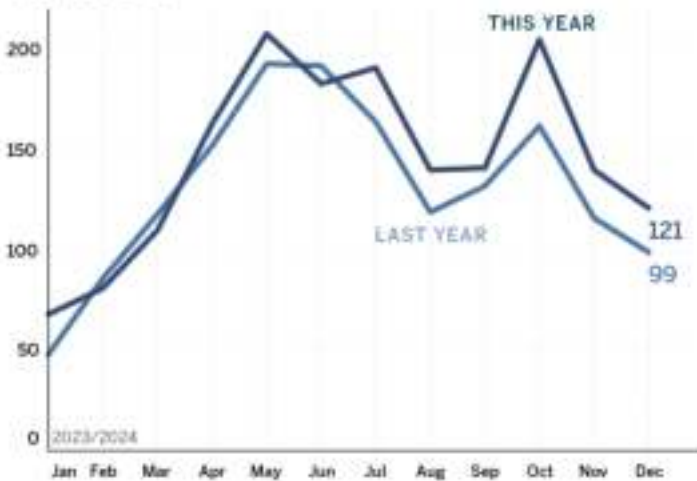
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MARIN COUNTY SINGLE FAMILY HOMES: 2024

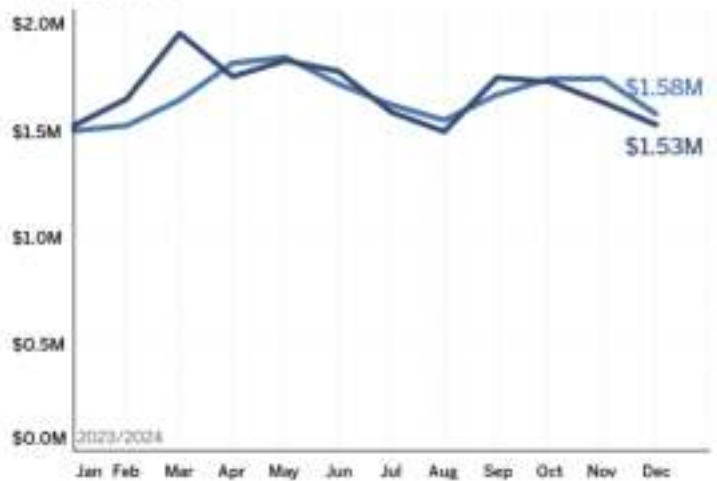
Distribution of Sales



Homes Sold



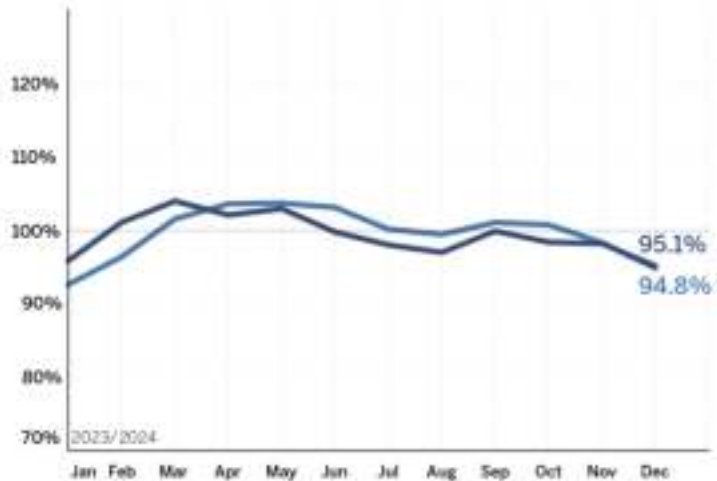
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Napa COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
American Canyon	\$690,234	-3.8%	\$689,815	-4.7%	\$980,000	\$386	7.3%	86	1.2%	39	-13.7%
Angwin	\$1,387,133	23.9%	\$885,000	10.4%	\$6,500,000	\$532	17.5%	15	36.4%	92	-34.1%
Calistoga	\$1,952,181	6.5%	\$1,132,500	6.6%	\$9,600,000	\$873	15.8%	48	20.0%	109	15.6%
Deer Park	-	-	-	-	-	-	-	0	-100.0%	-	-
Napa	\$1,377,036	13.1%	\$970,000	6.7%	\$10,900,000	\$664	5.8%	587	4.4%	61	21.1%
Oakville	\$3,000,000	-	\$3,000,000	-	\$3,000,000	\$1,698	-	1	-	25	-
Pope Valley	\$585,000	45.3%	\$345,000	21.1%	\$1,980,000	\$248	-11.0%	6	-33.3%	96	19.0%
Rutherford	\$2,600,000	-10.3%	\$2,600,000	-10.3%	\$2,600,000	\$1,439	24.4%	1	0.0%	167	40.3%
St. Helena	\$2,979,508	17.9%	\$2,150,000	12.4%	\$12,500,000	\$1,118	17.5%	78	30.0%	108	4.6%
Yountville	\$1,680,696	-39.8%	\$1,724,125	-22.1%	\$2,325,000	\$990	-21.9%	14	40.0%	81	24.0%
Napa Co.	\$1,491,906	13.0%	\$975,000	9.6%	\$12,500,000	\$692	9.3%	836	7.3%	67	15.0%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Napa Co.	\$783,418	5.9%	\$713,500	3.3%	\$3,200,000	\$638	9.8%	120	21.2%	72	42.3%

NAPA COUNTY MARKET TRENDS

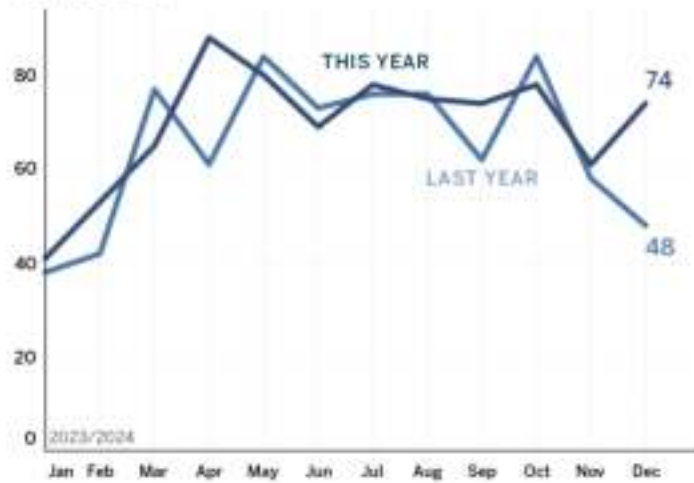
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NAPA COUNTY SINGLE FAMILY HOMES: 2024

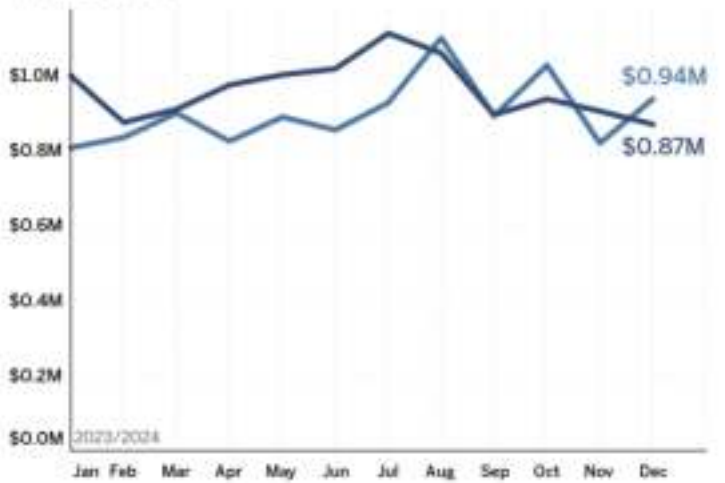
Distribution of Sales



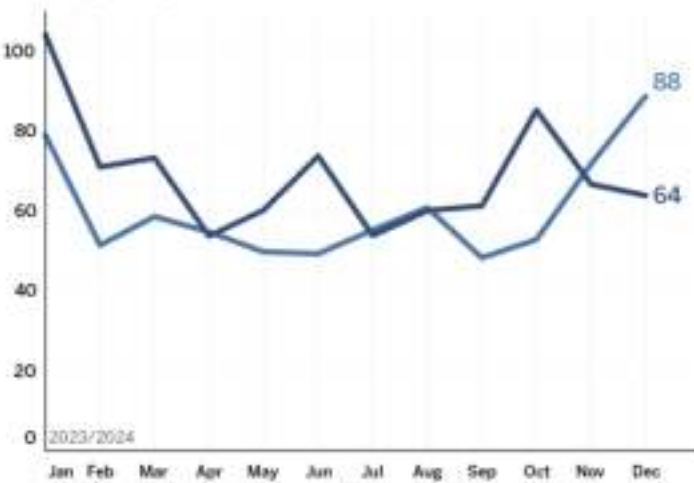
Homes Sold



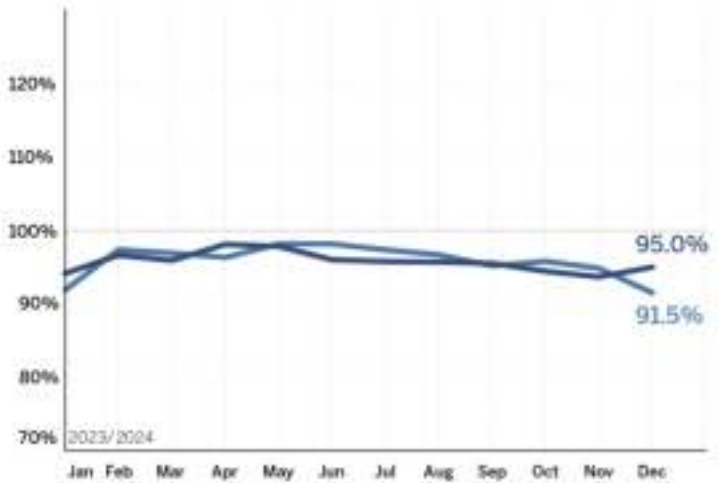
Median Price



Average Days on Market



Sold Price as % of Original List Price



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San Mateo COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Atherton	\$9,943,945	3.9%	\$7,650,000	-0.6%	\$31,800,000	\$2,043	13.3%	86	4.9%	55	-10.7%
Belmont	\$2,514,049	14.5%	\$2,423,000	11.1%	\$5,500,000	\$1,336	12.7%	176	32.3%	14	-28.4%
Brisbane	\$1,499,706	16.6%	\$1,275,000	2.0%	\$2,455,000	\$884	-0.6%	21	0.0%	54	69.0%
Burlingame	\$3,022,511	6.8%	\$2,812,500	4.2%	\$8,550,000	\$1,374	1.2%	168	7.7%	19	-33.9%
Colma	\$950,000	-13.0%	\$950,000	-9.7%	\$950,000	\$1,022	30.3%	1	-83.3%	4	-78.0%
Daly City	\$1,239,339	6.2%	\$1,250,000	7.8%	\$1,900,000	\$836	4.4%	298	-0.3%	23	14.7%
East Palo Alto	\$1,111,396	9.1%	\$1,050,000	9.4%	\$1,809,000	\$811	2.2%	89	9.9%	21	-24.9%
El Granada	\$1,615,664	2.3%	\$1,517,500	2.9%	\$3,000,000	\$858	2.3%	42	13.5%	44	4.9%
Foster City	\$2,328,400	-1.1%	\$2,200,000	-6.6%	\$3,788,000	\$1,132	4.7%	99	3.1%	16	-18.5%
Half Moon Bay	\$2,139,660	10.5%	\$1,837,500	7.3%	\$5,950,000	\$871	8.8%	82	2.5%	53	63.7%
Hillsborough	\$5,837,955	-4.7%	\$5,000,000	-4.8%	\$23,000,000	\$1,421	2.0%	102	5.2%	43	23.7%
La Honda	\$894,222	-14.2%	\$950,000	-8.7%	\$1,200,000	\$730	10.8%	9	-18.2%	61	87.3%
Loma Mar	\$870,000	-	\$870,000	-	\$870,000	\$512	-	1	-	138	-
Menlo Park	\$3,721,399	4.6%	\$3,240,000	-1.8%	\$13,750,000	\$1,606	6.8%	288	7.1%	22	-9.5%
Millbrae	\$2,161,890	5.6%	\$2,060,000	4.6%	\$3,750,000	\$1,189	9.7%	121	23.5%	16	-27.9%
Montara	\$1,482,737	1.1%	\$1,450,000	-4.9%	\$2,250,000	\$877	10.6%	19	-5.0%	23	-35.0%
Moss Beach	\$1,767,205	9.2%	\$1,600,000	4.9%	\$2,905,000	\$883	14.4%	19	46.2%	51	-16.1%
Pacifica	\$1,367,069	-0.4%	\$1,300,000	1.2%	\$3,088,000	\$952	9.1%	206	6.2%	25	-1.3%
Pescadero	\$1,259,700	68.7%	\$1,401,000	84.3%	\$1,925,000	\$744	14.0%	5	66.7%	146	75.2%
Portola Valley	\$4,917,609	12.0%	\$4,100,000	9.1%	\$18,800,000	\$1,578	11.5%	77	54.0%	33	-16.6%
Redwood City	\$2,207,532	2.4%	\$2,070,000	1.0%	\$5,900,000	\$1,249	8.5%	426	4.9%	18	-18.7%
Redwood Shores	\$2,639,500	5.1%	\$2,697,500	10.6%	\$3,250,000	\$1,236	11.4%	18	-5.3%	8	-50.4%
San Bruno	\$1,409,184	2.6%	\$1,450,000	5.5%	\$2,200,000	\$942	0.0%	195	15.4%	21	7.3%
San Carlos	\$2,560,666	5.9%	\$2,405,500	4.6%	\$6,137,500	\$1,349	7.5%	216	-8.5%	16	-23.5%
San Gregorio	\$8,500,000	558.9%	\$8,500,000	558.9%	\$14,500,000	\$1,418	122.1%	2	100.0%	188	150.0%
San Mateo	\$2,223,988	9.9%	\$2,050,000	12.9%	\$8,000,000	\$1,232	6.3%	513	17.7%	15	-28.4%
So. San Francisco	\$1,354,543	8.6%	\$1,300,000	5.3%	\$2,128,000	\$922	5.2%	227	16.4%	18	-8.5%
Woodside	\$5,079,304	-21.6%	\$4,260,000	6.5%	\$16,800,000	\$1,369	-16.1%	72	18.0%	62	5.5%
San Mateo Co.	\$2,541,338	4.2%	\$1,950,000	7.7%	\$31,800,000	\$1,199	6.3%	3578	9.5%	23	-7.8%

CONDOS

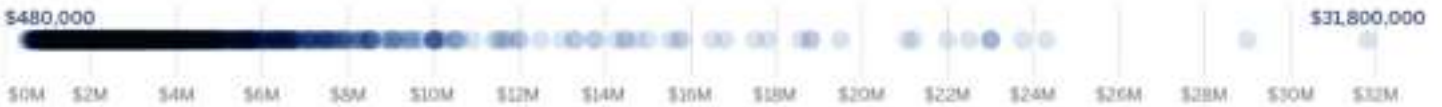
	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
San Mateo Co.	\$1,052,443	1.6%	\$915,000	-1.6%	\$3,515,000	\$810	-1.0%	1167	17.1%	38	7.3%

SAN MATEO COUNTY MARKET TRENDS

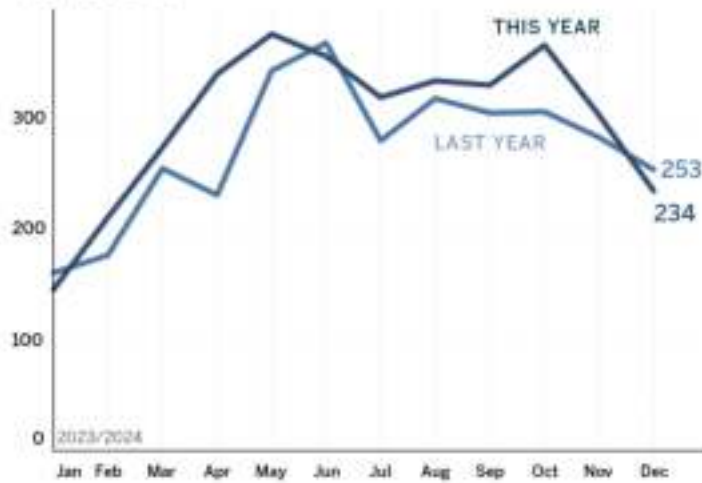
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SAN MATEO COUNTY SINGLE FAMILY HOMES: 2024

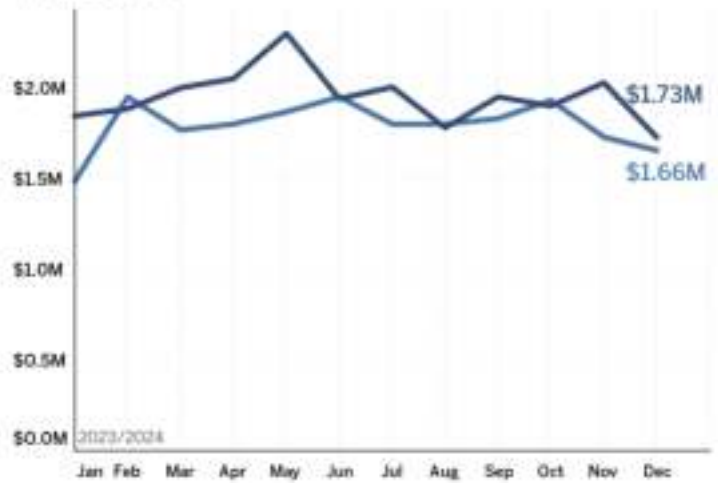
Distribution of Sales



Homes Sold



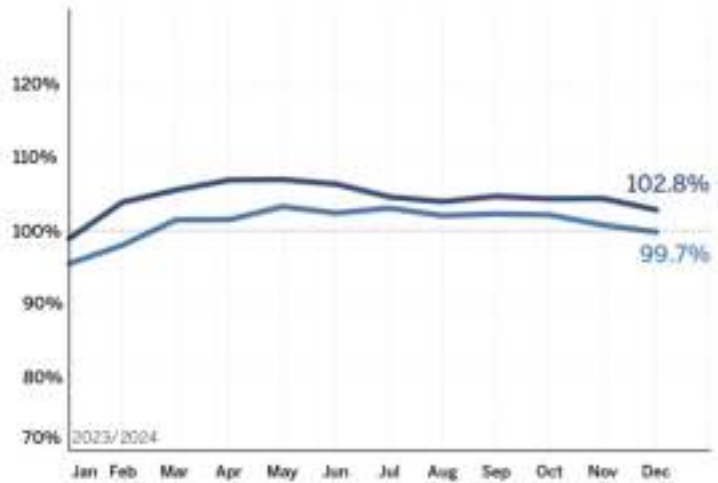
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Santa Clara COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Campbell	\$2,168,891	9.6%	\$2,041,500	8.8%	\$4,380,000	\$1,267	12.8%	232	20.8%	17	7.3%
Cupertino	\$3,291,149	7.0%	\$3,300,000	10.0%	\$5,651,000	\$1,712	9.1%	258	24.6%	15	-9.6%
Gilroy	\$1,234,296	1.4%	\$1,115,000	4.2%	\$4,200,000	\$562	1.0%	361	-1.4%	26	-24.9%
Los Altos	\$4,698,655	7.5%	\$4,397,500	7.3%	\$9,600,000	\$1,907	10.8%	268	27.0%	15	-18.4%
Los Altos Hills	\$6,191,455	2.1%	\$5,620,000	7.5%	\$14,000,000	\$1,635	2.7%	77	48.1%	39	15.3%
Los Gatos	\$2,896,129	10.8%	\$2,749,444	12.0%	\$11,100,000	\$1,205	5.1%	394	5.3%	34	10.1%
Milpitas	\$1,708,220	9.6%	\$1,611,000	9.4%	\$4,300,000	\$1,072	14.7%	235	19.3%	15	-21.9%
Monte Sereno	\$5,645,452	47.1%	\$5,025,000	50.0%	\$12,100,000	\$1,558	15.7%	38	18.8%	33	3.5%
Morgan Hill	\$1,615,599	5.4%	\$1,450,000	3.6%	\$4,800,000	\$663	0.1%	366	23.6%	25	-3.6%
Mountain View	\$2,787,170	4.3%	\$2,650,000	3.9%	\$5,718,000	\$1,672	5.6%	255	16.4%	16	10.8%
Palo Alto	\$4,257,572	10.6%	\$3,650,000	10.6%	\$17,950,000	\$1,952	4.8%	384	21.9%	19	-25.9%
San Jose	\$1,771,577	7.5%	\$1,660,000	8.9%	\$5,350,000	\$1,025	9.2%	4228	18.8%	16	-15.8%
San Martin	\$1,789,231	-2.7%	\$1,640,000	-9.3%	\$3,500,000	\$841	6.8%	37	54.2%	30	-26.2%
Santa Clara	\$2,035,456	15.1%	\$1,950,000	14.2%	\$4,300,000	\$1,347	14.8%	420	11.1%	14	-4.8%
Saratoga	\$4,323,150	6.4%	\$4,150,000	9.2%	\$9,505,000	\$1,545	7.5%	262	32.3%	22	-13.3%
Stanford	\$3,168,092	8.0%	\$3,187,500	17.4%	\$4,800,000	\$1,152	23.4%	18	80.0%	31	-67.1%
Sunnyvale	\$2,491,634	11.5%	\$2,550,000	12.8%	\$4,320,000	\$1,531	11.5%	511	7.6%	12	-16.4%
Santa Clara Co.	\$2,294,447	9.7%	\$1,900,000	9.2%	\$17,950,000	\$1,192	9.3%	8287	17.5%	18	-13.2%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Clara Co.	\$1,087,097	5.9%	\$1,017,830	7.1%	\$4,800,000	\$809	4.1%	3570	20.0%	24	8.2%

SANTA CLARA COUNTY MARKET TRENDS

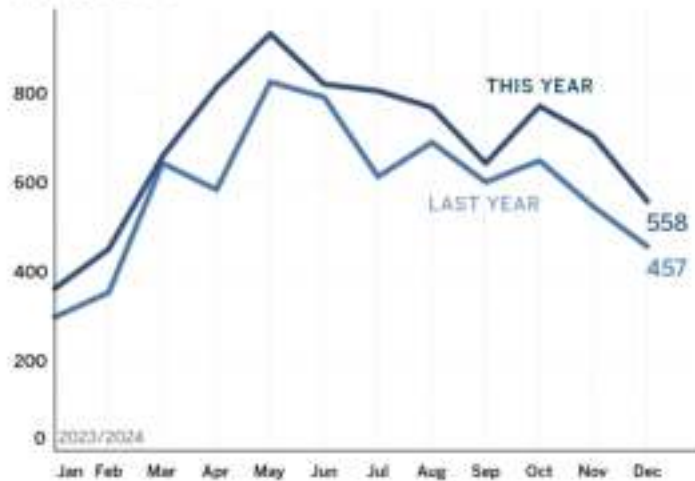
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SANTA CLARA COUNTY SINGLE FAMILY HOMES: 2024

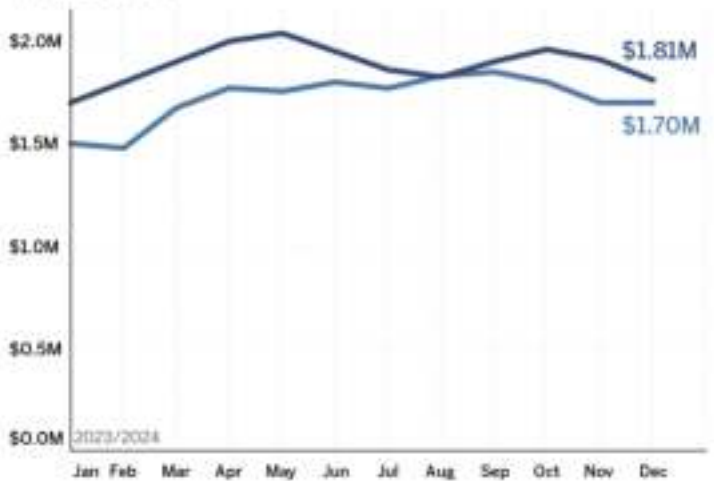
Distribution of Sales



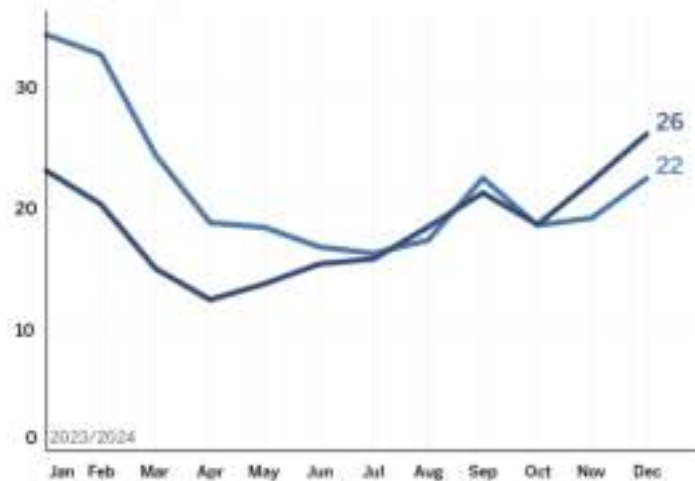
Homes Sold



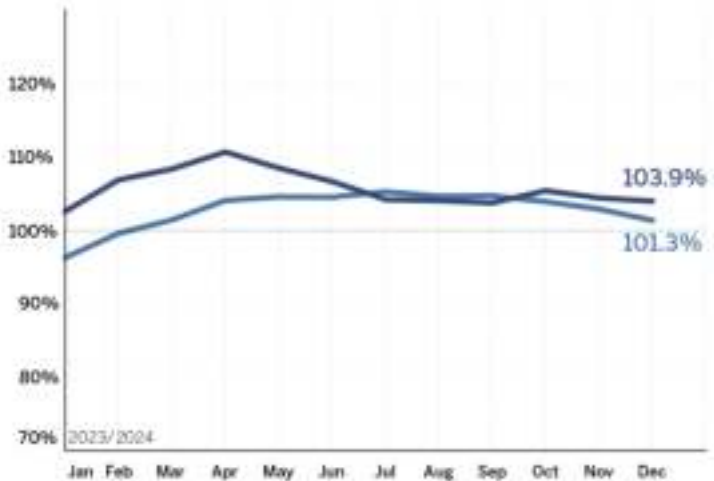
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Santa Cruz COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Aptos	\$1,800,478	9.1%	\$1,595,000	4.9%	\$7,950,000	\$978	5.3%	195	-1.0%	42	24.6%
Ben Lomond	\$975,166	-1.7%	\$913,000	-2.4%	\$2,400,000	\$618	-3.0%	77	35.1%	37	15.5%
Boulder Creek	\$750,965	-6.5%	\$750,000	0.0%	\$1,495,000	\$558	-4.7%	103	-12.0%	42	12.6%
Brookdale	\$943,333	29.9%	\$855,000	12.1%	\$1,225,000	\$636	26.0%	3	-78.6%	23	-36.9%
Capitola	\$2,126,667	3.3%	\$1,750,000	6.7%	\$7,000,000	\$1,356	-5.0%	39	39.3%	28	-20.8%
Corralitos	\$1,813,651	52.4%	\$1,720,503	43.4%	\$3,500,000	\$703	-0.1%	10	11.1%	62	74.9%
Davenport	\$1,400,000	18.6%	\$1,400,000	33.3%	\$1,400,000	\$867	22.0%	1	-85.7%	31	117.0%
Felton	\$831,165	-4.5%	\$787,500	-3.3%	\$1,765,000	\$637	0.6%	80	33.3%	37	2.9%
Freedom	\$739,200	-1.7%	\$734,000	0.2%	\$843,000	\$681	2.9%	5	-50.0%	12	-42.7%
La Selva Beach	\$1,987,325	-22.8%	\$1,888,275	3.8%	\$4,900,000	\$1,147	-12.0%	14	-26.3%	36	-56.2%
Los Gatos	\$2,896,129	10.8%	\$2,749,444	12.0%	\$11,100,000	\$1,205	5.1%	394	5.3%	34	10.1%
Mount Hermon	\$862,800	1.0%	\$790,000	-7.9%	\$1,200,000	\$515	-20.2%	5	-16.7%	34	-9.9%
Santa Cruz	\$1,691,161	-2.8%	\$1,485,000	-1.0%	\$8,750,000	\$1,042	3.1%	381	17.2%	30	-8.1%
Scotts Valley	\$1,513,356	2.8%	\$1,449,000	6.2%	\$3,180,000	\$695	2.5%	93	14.8%	28	-21.9%
Seacliff	-	-	-	-	-	-	-	0	-	-	-
Soquel	\$1,755,562	16.0%	\$1,550,300	3.7%	\$4,060,000	\$786	6.3%	49	4.3%	34	12.1%
Watsonville	\$1,025,395	11.7%	\$850,000	9.7%	\$3,900,000	\$649	6.8%	157	0.0%	31	-9.8%
Santa Cruz Co.	\$1,443,060	3.3%	\$1,300,000	5.7%	\$8,750,000	\$844	3.7%	1269	6.9%	35	-1.4%

CONDOS

Condos	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Santa Cruz Co.	\$817,611	-2.5%	\$790,000	0.2%	\$1,715,000	\$710	0.1%	329	19.2%	34	6.3%

SANTA CRUZ COUNTY MARKET TRENDS

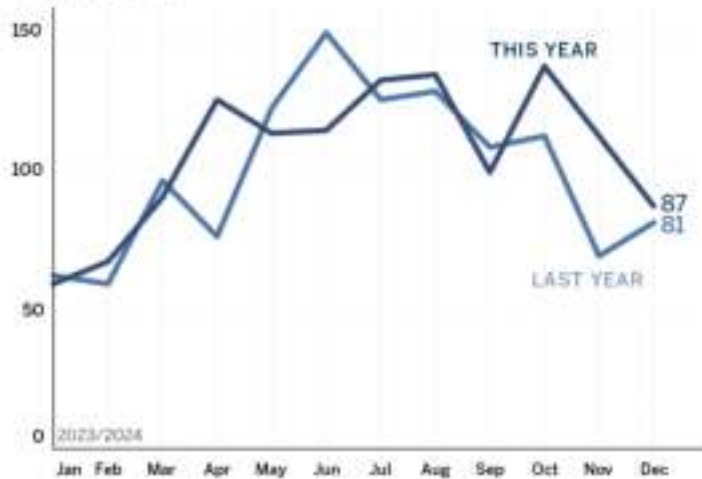
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SANTA CRUZ COUNTY SINGLE FAMILY HOMES: 2024

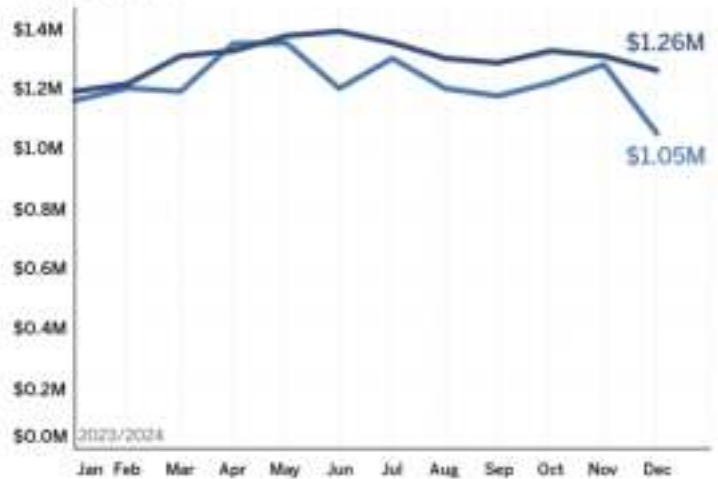
Distribution of Sales



Homes Sold



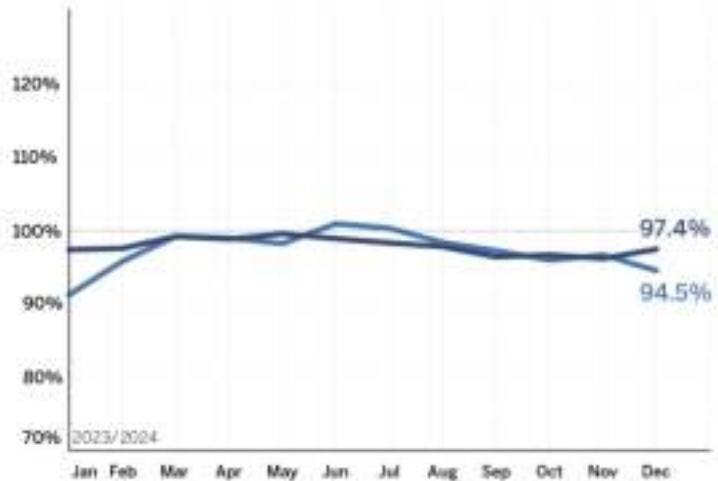
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Solano COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Benicia	\$894,266	-2.5%	\$854,950	0.6%	\$2,175,000	\$480	2.2%	181	26.6%	36	12.3%
Birds Landing	-	-	-	-	-	-	-	0	-100.0%	-	-
Dixon	\$643,624	3.7%	\$633,090	5.2%	\$1,555,000	\$323	0.9%	257	21.2%	53	8.0%
Elmira	\$427,500	-	\$427,500	-	\$460,000	\$381	-	2	-	20	-
Fairfield	\$674,317	1.5%	\$640,000	1.6%	\$2,450,000	\$356	3.1%	804	0.2%	46	20.6%
Rio Vista	\$489,174	4.8%	\$479,900	4.6%	\$1,400,000	\$299	6.9%	249	-17.8%	67	12.9%
Suisun City	\$558,897	2.5%	\$560,000	4.1%	\$960,000	\$352	4.9%	211	14.1%	42	2.9%
Vacaville	\$676,453	4.8%	\$630,000	2.4%	\$2,700,000	\$369	4.2%	870	7.7%	45	11.6%
Vallejo	\$558,118	-2.2%	\$540,000	-1.8%	\$1,220,000	\$371	-1.0%	844	14.8%	41	6.4%
Winters	\$1,019,650	-13.1%	\$1,050,000	10.9%	\$1,220,000	\$651	35.9%	6	0.0%	54	-46.8%
Solano Co.	\$635,425	2.2%	\$599,000	2.4%	\$2,700,000	\$363	3.3%	3424	7.1%	46	10.0%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
Solano Co.	\$403,507	-1.0%	\$380,000	1.3%	\$1,050,000	\$361	-2.9%	313	15.5%	50	26.9%

SOLANO COUNTY MARKET TRENDS

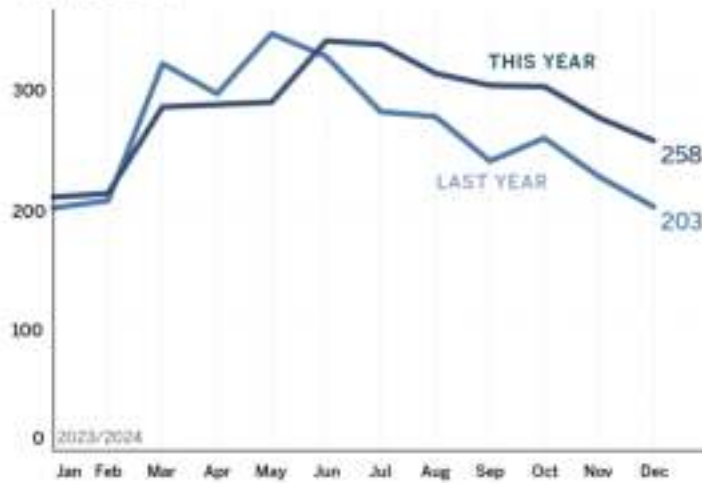
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SOLANO COUNTY SINGLE FAMILY HOMES: 2024

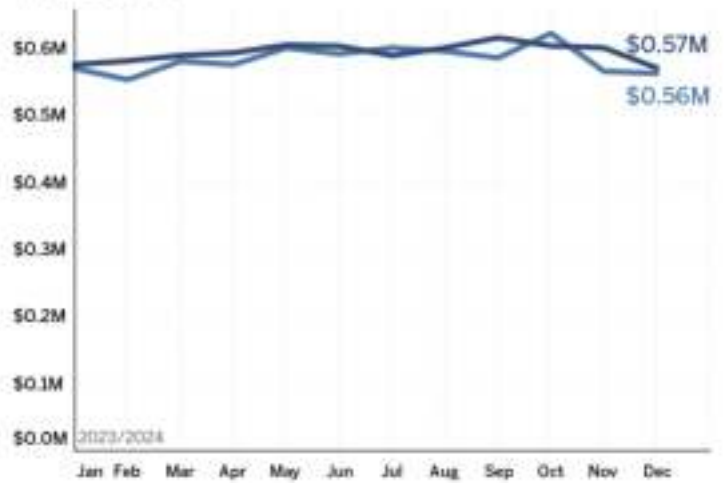
Distribution of Sales



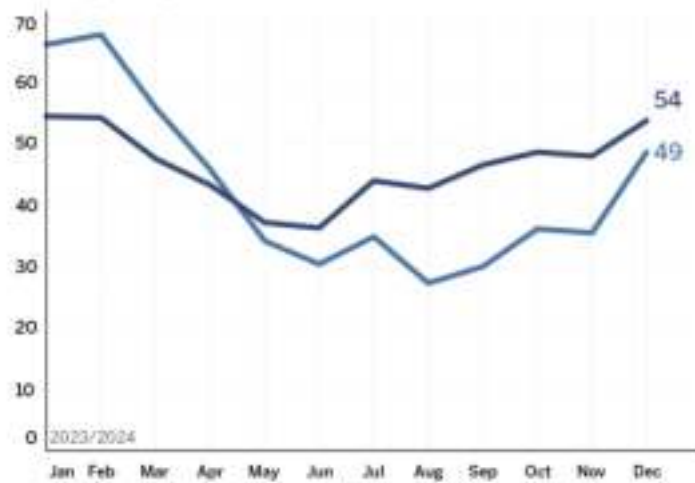
Homes Sold



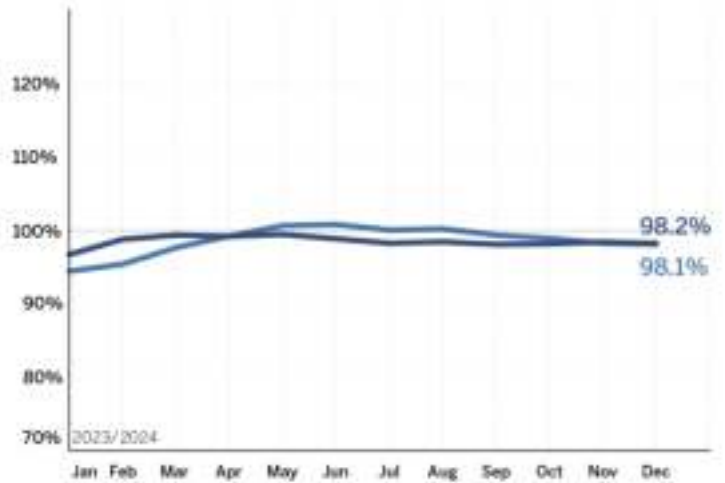
Median Price



Average Days on Market



Sold Price as % of Original List Price



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Sonoma COUNTY



2024 ANNUAL SALES BY CITY · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
Agua Caliente	-	-	-	-	-	-	-	0	-100.0%	-	-
Bodega	\$750,000	-31.4%	\$750,000	-31.4%	\$750,000	\$710	9.2%	1	-50.0%	12	-91.9%
Bodega Bay	\$1,550,993	-6.0%	\$1,350,000	-4.3%	\$3,650,000	\$883	-3.3%	43	34.4%	76	-14.0%
Camp Meeker	\$378,375	-23.5%	\$455,000	-12.5%	\$660,000	\$365	-28.5%	16	77.8%	51	-35.4%
Cazadero	\$637,250	3.8%	\$622,000	2.0%	\$1,500,000	\$517	4.1%	20	5.3%	75	13.9%
Cloverdale	\$719,377	-6.5%	\$649,500	-3.1%	\$3,200,000	\$457	6.8%	98	15.3%	61	-4.4%
Cotati	\$956,731	18.1%	\$850,000	17.2%	\$2,240,000	\$509	-1.8%	47	9.3%	46	30.9%
Duncan Mills	\$900,440	9.1%	\$900,440	9.1%	\$900,440	\$955	-12.0%	1	0.0%	74	362.5%
El Verano	\$560,000	-	\$560,000	-	\$560,000	\$864	-	1	-	103	-
Forestville	\$670,603	-24.0%	\$615,000	-17.0%	\$1,463,000	\$498	-10.9%	63	61.5%	60	21.3%
Fulton	\$1,216,667	3.0%	\$1,120,000	-13.9%	\$1,450,000	\$591	-15.2%	3	-25.0%	98	98.7%
Geyserville	\$1,267,505	-58.3%	\$938,500	-63.2%	\$3,650,000	\$565	-43.8%	10	25.0%	138	72.1%
Glen Ellen	\$1,554,938	-27.6%	\$1,250,000	-21.9%	\$4,750,000	\$713	-18.7%	40	66.7%	92	100.5%
Graton	\$929,167	-3.4%	\$915,000	14.5%	\$1,200,000	\$645	20.9%	6	-14.3%	101	78.4%
Guerneville	\$628,120	12.9%	\$590,000	10.5%	\$1,760,000	\$511	1.7%	89	-3.3%	74	61.9%
Healdsburg	\$1,830,236	-6.8%	\$1,225,000	-6.7%	\$12,688,000	\$771	-15.9%	152	1.3%	82	39.1%
Jenner	\$893,222	-10.0%	\$870,000	-2.2%	\$1,600,000	\$660	32.3%	9	28.6%	86	67.3%
Kenwood	\$2,107,994	-21.6%	\$1,575,000	-14.6%	\$6,612,500	\$830	8.5%	18	12.5%	77	-20.5%
Monte Rio	\$596,891	6.4%	\$492,500	-6.8%	\$1,700,000	\$501	3.8%	40	81.8%	52	14.0%
Occidental	\$1,498,955	39.2%	\$1,295,000	34.9%	\$2,995,000	\$688	11.9%	11	-26.7%	34	-42.3%
Penngrove	\$1,279,442	1.3%	\$1,306,250	6.2%	\$2,007,000	\$651	7.5%	26	23.8%	37	-50.2%
Petaluma	\$1,069,426	-1.1%	\$949,900	0.0%	\$3,660,000	\$600	1.1%	451	15.1%	43	-4.2%
Rio Nido	\$360,625	-8.1%	\$376,000	-4.8%	\$617,500	\$262	-51.6%	4	0.0%	55	41.6%
Rohnert Park	\$795,340	4.5%	\$775,000	2.0%	\$1,462,724	\$432	0.9%	279	30.4%	42	9.6%
Santa Rosa	\$918,066	-1.2%	\$775,000	0.0%	\$6,080,000	\$495	0.5%	1405	10.5%	49	3.0%
Sebastopol	\$1,278,499	-3.5%	\$1,120,000	-5.1%	\$3,770,000	\$676	-4.6%	195	15.4%	53	16.5%
Sonoma	\$1,671,780	8.6%	\$1,069,000	3.0%	\$24,000,000	\$776	4.2%	309	18.8%	64	35.1%
The Sea Ranch	\$1,739,282	17.9%	\$1,600,000	28.0%	\$5,500,000	\$707	-1.6%	76	31.0%	46	2.1%
Timber Cove	\$987,500	-	\$987,500	-	\$1,550,000	\$246	-	2	-	93	-
Windsor	\$904,534	2.6%	\$828,275	1.0%	\$3,259,000	\$488	4.1%	217	4.8%	44	5.4%
Sonoma Co.	\$1,066,931	-0.7%	\$840,000	0.0%	\$24,000,000	\$563	-0.8%	3632	14.4%	53	9.6%

CONDOS

	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
		±%		±%			±%		±%		±%
Sonoma Co.	\$542,107	5.5%	\$460,000	-2.2%	\$4,515,237	\$458	7.3%	478	18.3%	51	42.7%

SONOMA COUNTY MARKET TRENDS

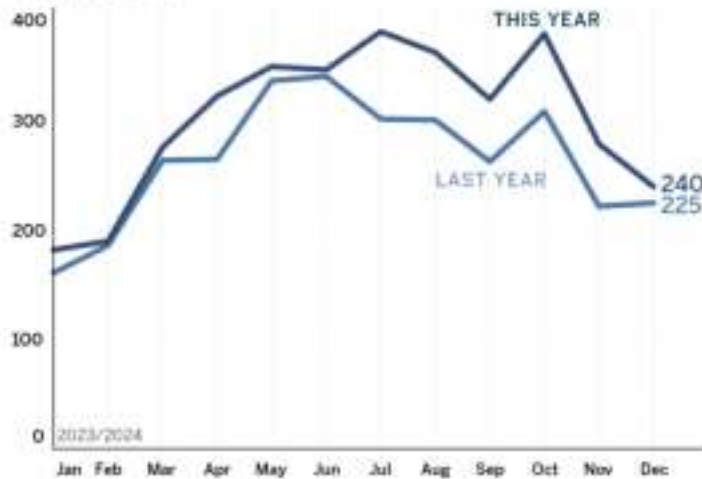
Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SONOMA COUNTY SINGLE FAMILY HOMES: 2024

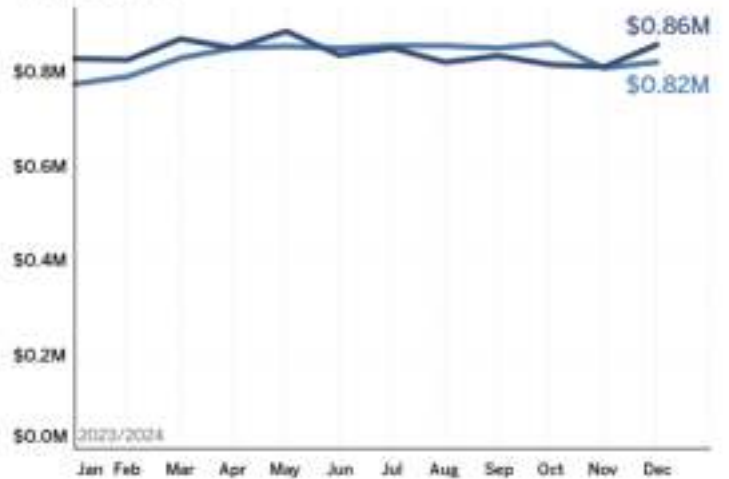
Distribution of Sales



Homes Sold



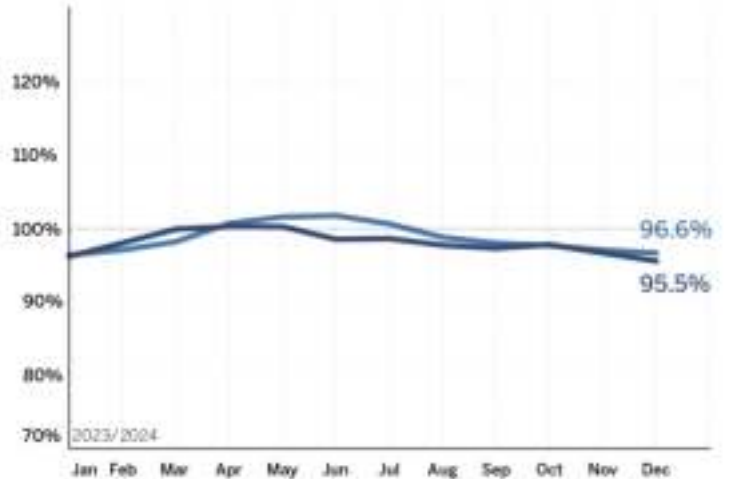
Median Price



Average Days on Market



Sold Price as % of Original List Price



SELECTION OF Significant Sales 2024



ATHERTON

\$29,000,000



ATHERTON

\$23,000,000



ATHERTON

\$21,055,000



ATHERTON

\$17,800,000



BELVEDERE

\$8,750,000



BELVEDERE

\$7,550,000

SELECTION OF Significant Sales 2024



BURLINGAME

\$8,550,000



DANVILLE

\$5,500,000



FREMONT

\$6,800,000



HILLSBOROUGH

\$14,750,000



LAFAYETTE

\$8,495,000



LOS ALTOS HILLS

\$12,500,000

SELECTION OF Significant Sales 2024



LOS ALTOS HILLS

\$7,437,500



LOS GATOS

\$6,000,000



MENLO PARK

\$12,000,000



MILL VALLEY

\$6,200,000



MONTE SERENO

\$9,600,000



NAPA

\$5,995,000

SELECTION OF Significant Sales 2024



PALO ALTO

\$17,950,000



PIEDMONT

\$9,800,000



PLEASANTON

\$6,325,000



PORTOLA VALLEY

\$8,500,000



REDWOOD CITY

\$5,900,000



ROSS

\$13,950,000

SELECTION OF Significant Sales 2024



ROSS

\$11,250,000



SAN ANSELMO

\$6,100,000



SAN FRANCISCO

\$14,000,000



SAN FRANCISCO

\$6,967,000



SAN GREGORIO

\$14,500,000



SAUSALITO

\$5,800,000

SELECTION OF Significant Sales 2024



STINSON BEACH

\$8,850,000



SUNNYVALE

\$8,500,000



SUNOL

\$5,400,000



TAHOMA

\$5,561,000



TIBURON

\$42,100,000



TIBURON

\$9,000,000

EAST BAY OFFICES

Berkeley Office
510.542.2600

Oakland-Piedmont-Montclair
510.339.4000

Danville Office
925.838.9700

North Berkeley Office
510.883.7000

Lafayette Office
925.283.7866

Elmwood Office
510.883.7000

MARIN OFFICES

Belvedere - Tiburon Office
415.435.0700

Ross Valley Office
415.461.7200

Sausalito Office
415.331.9000

Drakes Landing Office
415.464.9300

San Rafael Office
415.456.1200

Southern Marin Office
415.381.7300

Stinson Beach Office
415.868.9200

PENINSULA / SILICON VALLEY OFFICES

Burlingame
650.865.3000

Los Altos Office
650.941.4300

Los Gatos
408.358.2800

Menlo Park Office
650.847.1141

Woodside Office
650.851.6600

San Carlos
650.597.1800

WINE COUNTRY OFFICES

Napa Downtown
707.690.9500

Napa
707.255.0845

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