



With the busy season fast approaching, Lamorinda remains a hot market. While several key metrics are cooler on a yearly basis, the median sale price ticked up 1.8% to just over \$1.5M. The median days on market picked up an additional day but remains extremely competitive at 12 days while the median price per square foot ticked down 0.6% to \$635. There were 677 homes sold across the tri-city area with half selling over asking. Purchasers on average paid roughly list price.

Looking at month-over-month data, the median sale price peak for the year occurred in April with a high of \$1,660,000. The lowest point of the year was August when the median sale price dropped to \$1,400,000.

Looking across cities, Lafayette experienced the largest year-over-year increase at 6.6%; recording at \$1,585,000 for 2019. Moraga saw the only increase in median price per square foot at 2.7% up to \$616. Orinda's key metrics are cooler this year.

FreddieMac reported that purchasers remain bullish on the housing market. This coupled with the lower interest rates we have been seeing over the past two months and the booming labor market should prove for a busy spring season.

DETACHED RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	2019	2018	%Δ
MEDIAN			
SALE PRICE	\$1,508,000	\$1,482,000	+1.8%
DAYS ON MARKET	12	11	+9.1%
\$ / SQ. FT.	\$635	\$639	-0.6%
TOTAL			
PROPERTIES SOLD	677	711	-4.8%
PROPERTIES FOR SALE	43	48	-10.4%
% OF PROPERTIES SOLD OVER LIST PRICE	51.1%	55.1%	-4.0%
% OF LIST PRICE RECEIVED (AVERAGE)	100.1%	103.1%	-3.0%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +0.2% DAYS ON MARKET +12 days

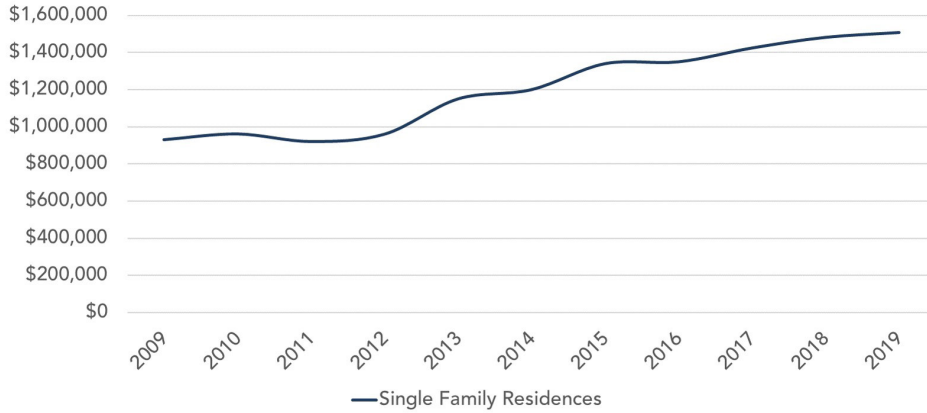
YEAR-OVER-YEAR REGION COMPARISON

	2019	2018	%Δ	2017
Lafayette				
Median Sale Price	\$1,585,000	\$1,487,500	+6.6%	\$1,445,000
Median Days on market	12	11	+9.1%	11
Median Price Per Square Foot	\$670	\$672	-0.3%	\$617
Homes Sold	289	301	-4.0%	315
Homes for Sale	15	16	-6.3%	-
Moraga				
Median Sale Price	\$1,450,000	\$1,415,000	+2.5%	\$1,350,000
Median Days on market	11	10	+10.0%	12
Median Price Per Square Foot	\$616	\$600	+2.7%	\$567
Homes Sold	129	132	-2.3%	165
Homes for Sale	11	7	+57.1%	-
Orinda				
Median Sale Price	\$1,500,000	\$1,539,000	-2.5%	\$1,510,500
Median Days on market	15	13	+15.4%	12
Median Price Per Square Foot	\$621	\$638	-2.7%	\$611
Homes Sold	259	277	-6.5%	244
Homes for Sale	17	25	-32.0%	-



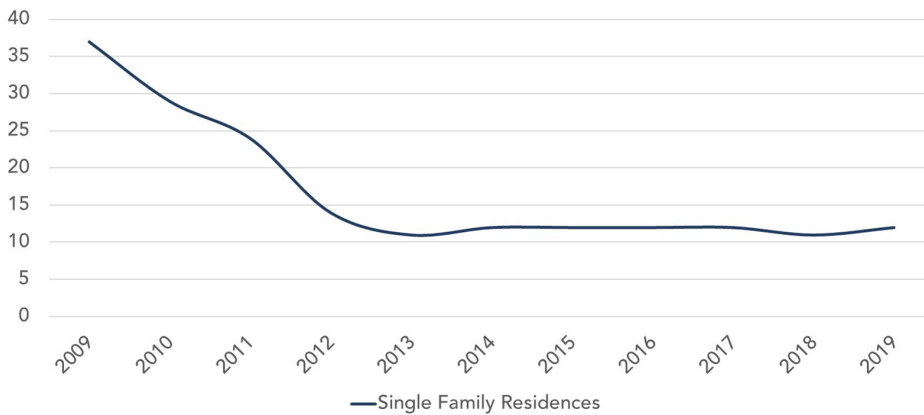
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



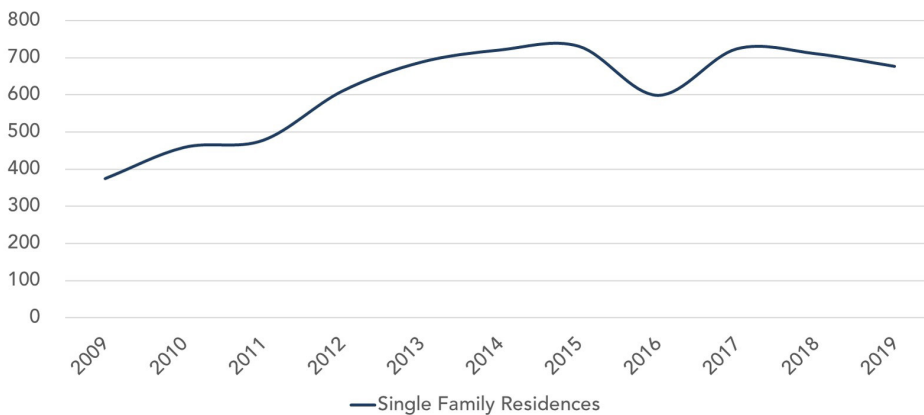
Single Family Residences
\$1,508,000
 +1.8% year-over-year

MEDIAN MARKET TIME



Single Family Residences
12 days
 +1 day year-over-year

NUMBER OF SALES



Single Family Residences
677
 -4.8% year-over-year