Q1 2021

Bay Area

Market Update

Sotheby's INTERNATIONAL REALTY

Bay Area Market Update

San Francisco


PORT OF
SAN FRANCISCO

A MESSAGE FROM

Jeffrey Gibson

San Francisco Brokerage Manager

As vaccines became widely available in early 2021 and people began to see the light at the end of the COVID-19 tunnel, the Bay Area real estate market experienced the strongest Q1 in recent memory. According to the San Francisco MLS, total sales volume in Q1 jumped 52% compared to the same period in 2020. The number of sold listings rose 57%, to 1,469 in 2021 compared to 937 in 2020.

This trend extended to nearly every district featured in this report, with the number of single-family units sold surging 50-70% or more in several areas. For example in District 4, in the southwest corner of the city, the number of single-family homes sold jumped an incredible 81% compared to the previous year. In District 9, encompassing SoMa, Potrero Hill and the Dogpatch, the figure was 86%; condominium unit sales there increased 52%.

With buyers eagerly returning to the market – including some who simply sat out the pandemic and others returning to the city from remote locations – agents reported that appropriately-priced listings were often seeing multiple offers. Though inventory levels were returning to historical norms by spring, with 1,494 active listings available in San Francisco in March 2021 compared to 1,446 in March 2020, buyers had quickly whittled down a pool of available properties that hit an all-time peak of 3,054 in October 2020.

As this dynamic market continues to evolve, new and returning clients look to our brokerages to connect with the finest real estate experts in the business. Our globally recognized brand offers agents exposure to elite clients as well as an unparalleled network of 24,000 high-performing agents in 1,000 offices around the world. Our agents also enjoy the support of a tight-knit community of exceptional colleagues, including those in our recently updated Marina and Eureka Valley offices.

We hope you find this market report to be a valuable resource, and we remain available to offer advice and consultation on any of your real estate questions. From Wine Country to Silicon Valley and across the globe, we look forward to being of service to you.

SAN FRANCISCO BROKERAGE

Jeffrey Gibson

Senior Vice President & Brokerage Manager

117 Greenwich Street | San Francisco, CA 94111

SOTHEBYSREALTY.COM

BAY AREA

Featured Properties

We invite you to explore our exclusive offerings at
SOTHEBYSREALTY.COM

PACIFIC HEIGHTS
Captivating Views and Timeless Luxury
Offered at $22,400,000
2590Green.com

RUSSIAN HILL
Offered at $8,950,000
945green7.com

DOLORES HEIGHTS
Offered at $6,395,000
3750-21st.com

NOE VALLEY
Offered at $6,195,000
modernluxuryon28th.com

RUSSIAN HILL
Offered at $5,495,000
2310Hyde.com

*In order from left to right, top to bottom

San Francisco

FEATURED NEIGHBORHOODS

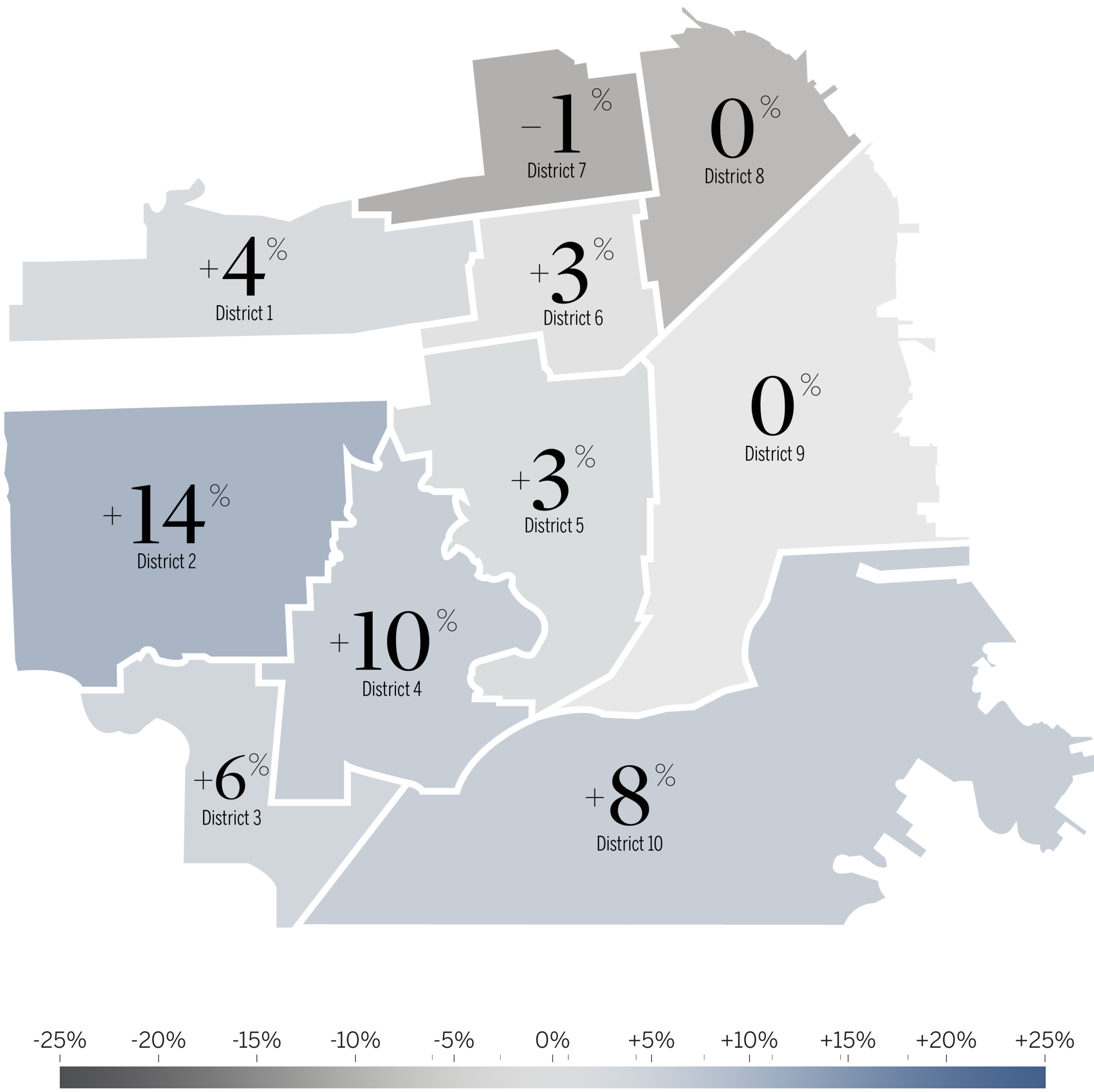
DISTRICT 1	**JORDAN PARK, LAKE, LAUREL HEIGHTS, RICHMOND, SEA CLIFF**
DISTRICT 4	**BALBOA TERRACE, DIAMOND HEIGHTS, WEST PORTAL**
DISTRICT 5	**CLARENDON HEIGHTS, DOLORES HEIGHTS, NOE VALLEY**
DISTRICT 6	**ALAMO SQUARE, HAYES VALLEY, LOWER PAC HGTS, NOPA**
DISTRICT 7	**MARINA, COW HOLLOW, PACIFIC HEIGHTS, PRESIDIO HEIGHTS**
DISTRICT 8	**FINANCIAL DIST, RUSSIAN HILL, NOB HILL, TELEGRAPH HILL**
DISTRICT 9	**BERNAL HEIGHTS, SOUTH BEACH, SOMA, YERBA BUENA**

San Francisco

Market Snapshot | by District

Price Ratio by District

{Median Final Sale vs. Original List}



S

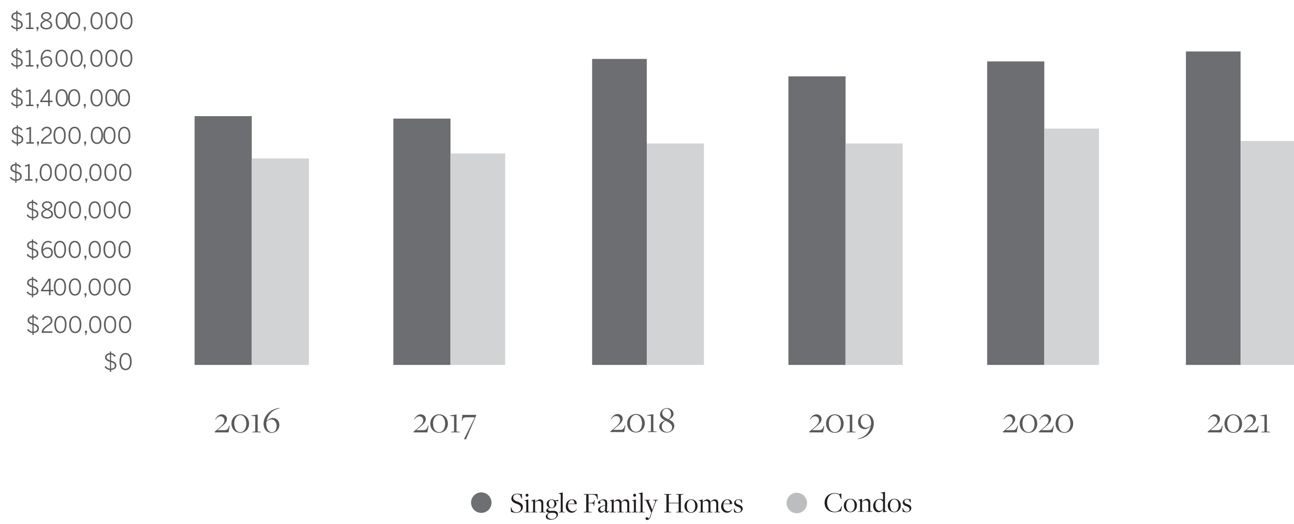
Q1 2021 Highlights

San Francisco

San Francisco

Median Sale Prices

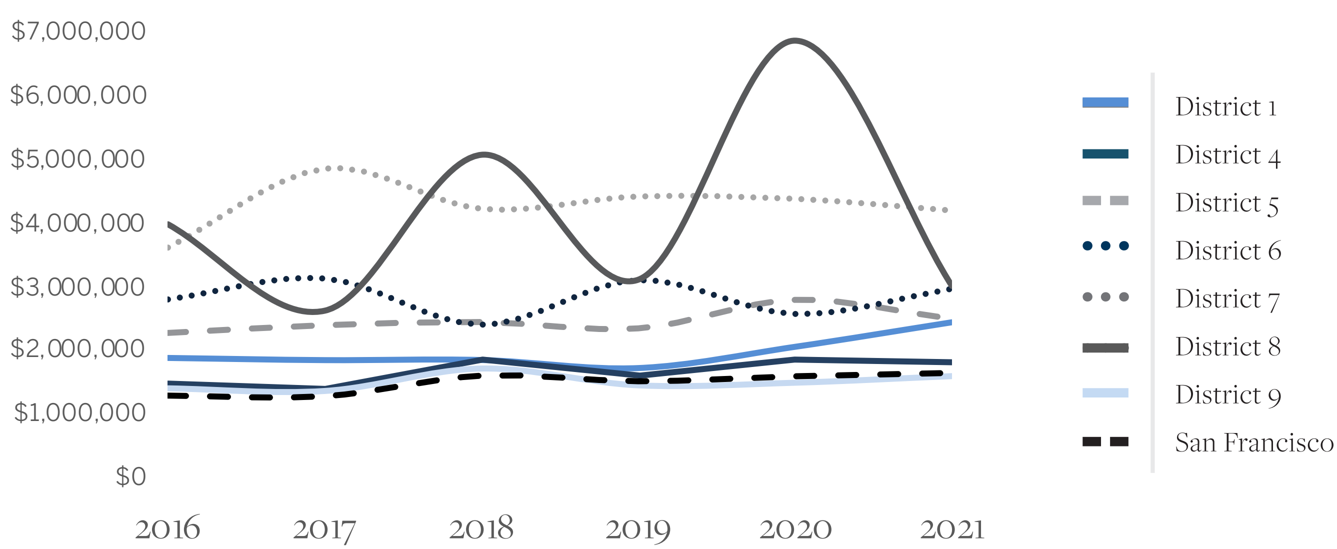
{Single Family Homes vs. Condos}



Districts

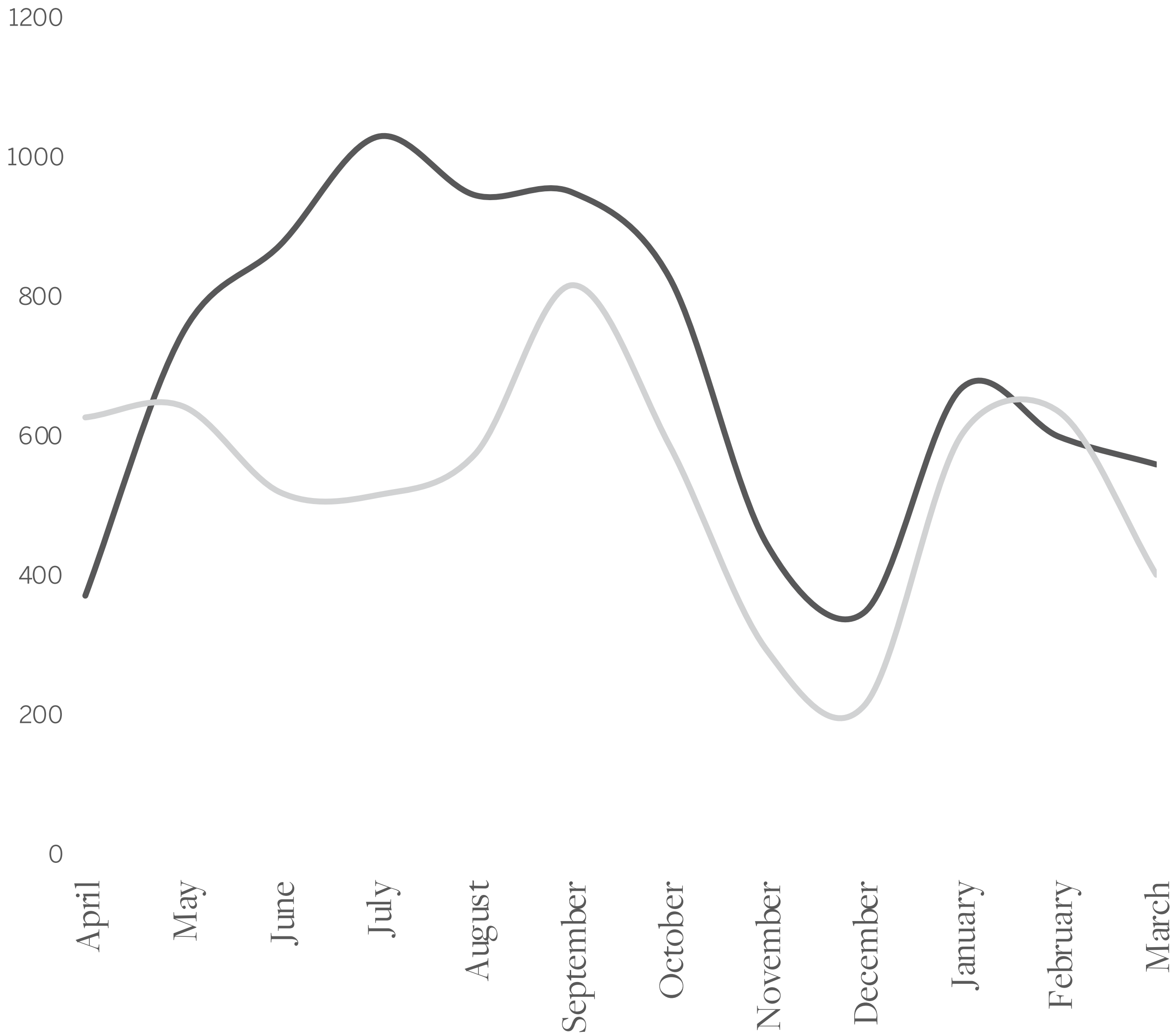
Median Sale Prices

{Districts vs. San Francisco Overall}



COVID-19 Market Impact

Number of New Listings



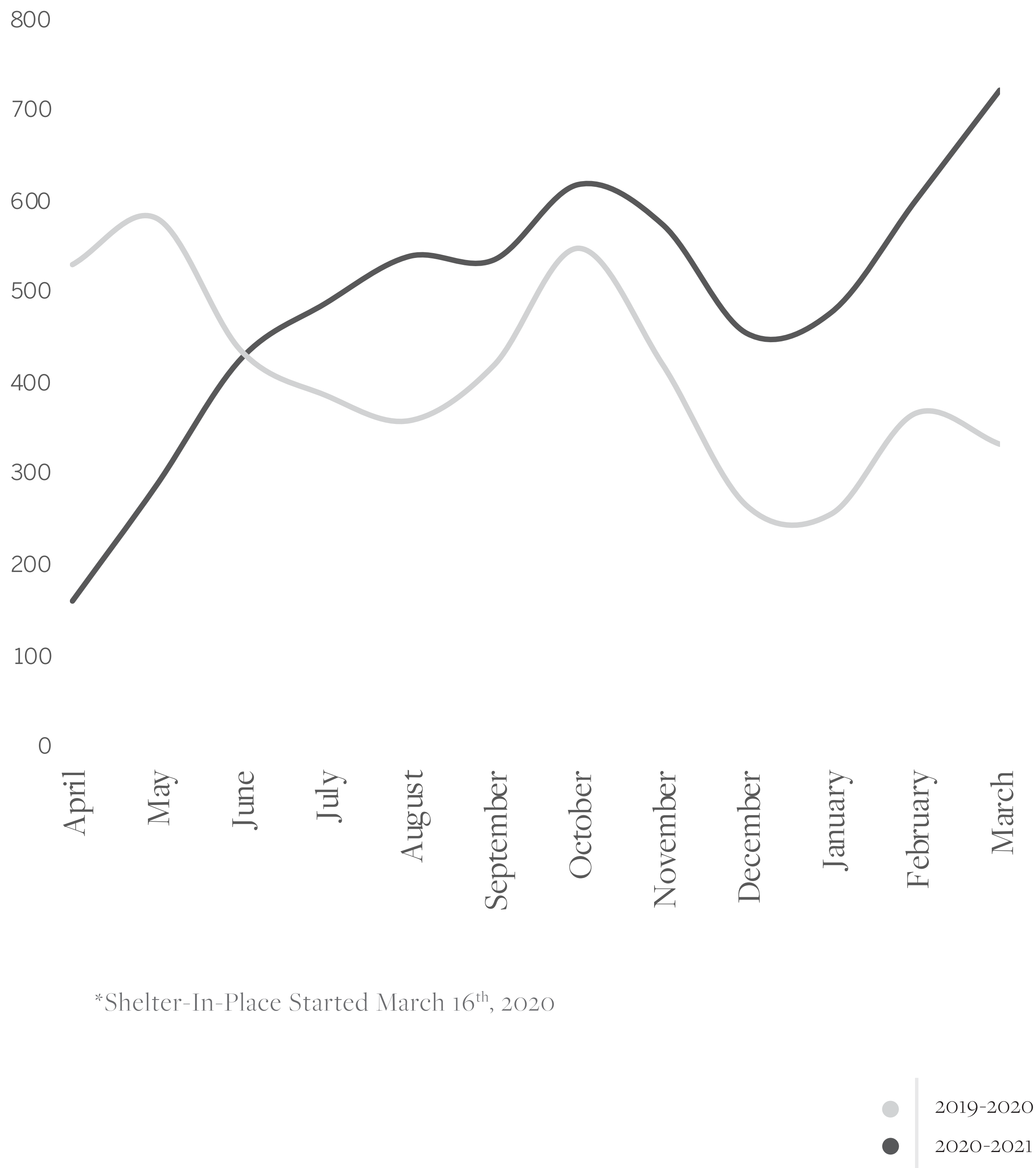
*Shelter-In-Place Started March 16th, 2020

S

All San Francisco

2021 vs. 2020

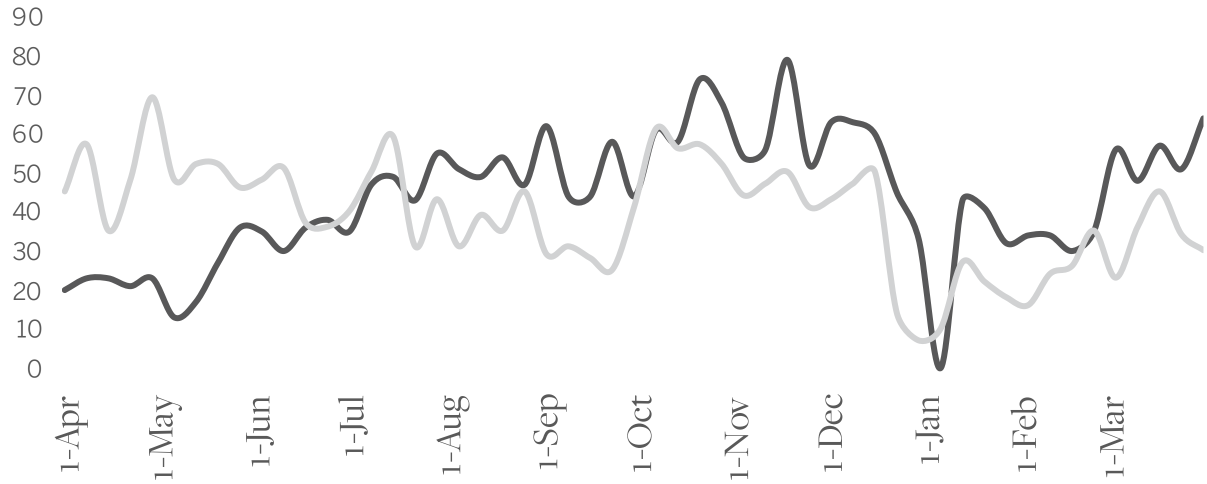
Number of Pending Sales



*Shelter-In-Place Started March 16th, 2020

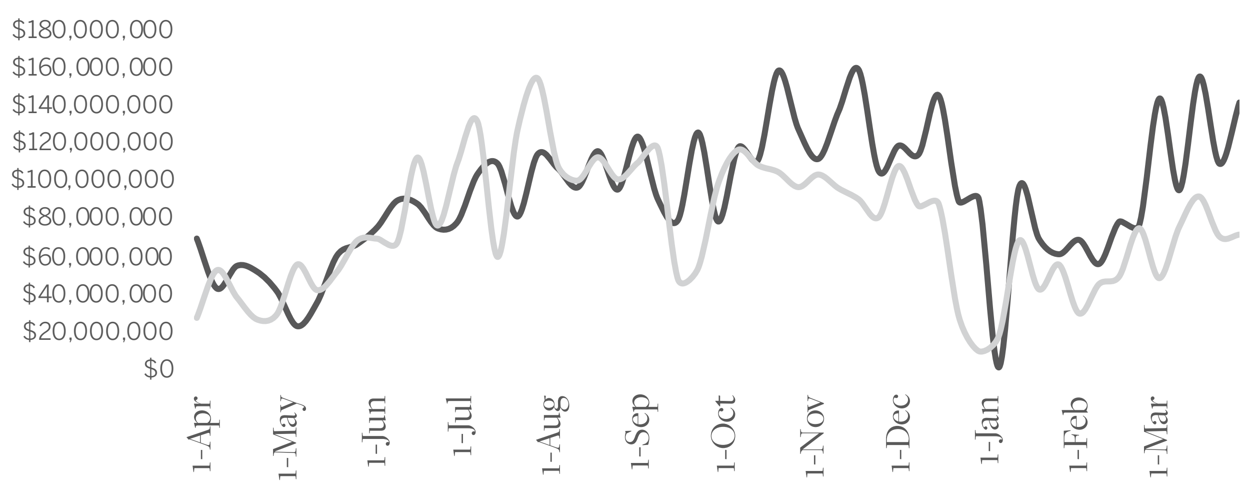
COVID-19 Market Impact

Number of Sold Properties



*Shelter-In-Place Started March 16th, 2020

Total Sold Volume



*Shelter-In-Place Started March 16th, 2020

2019-2020

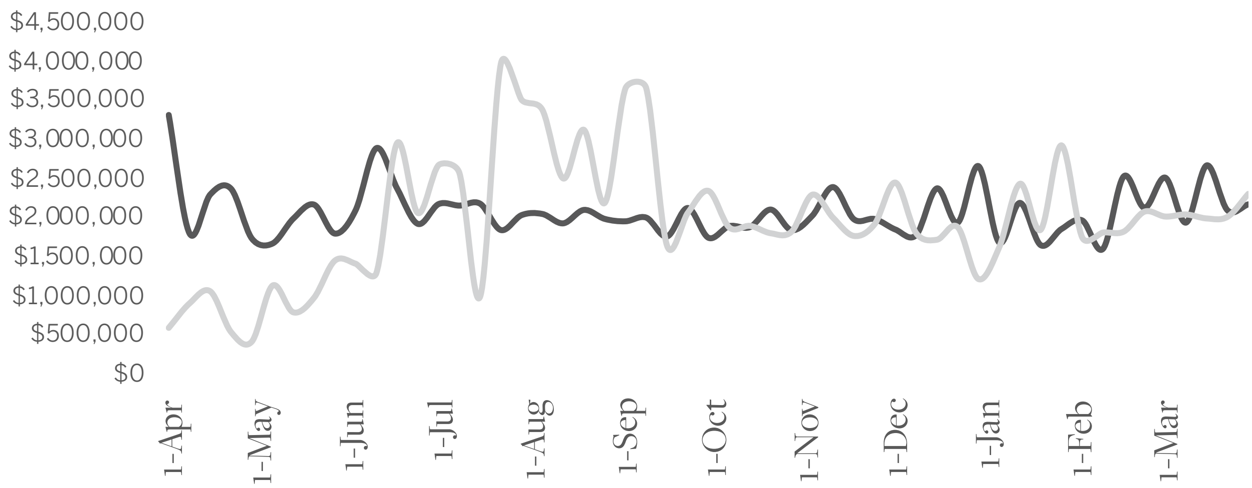
2020-2021

S

All San Francisco

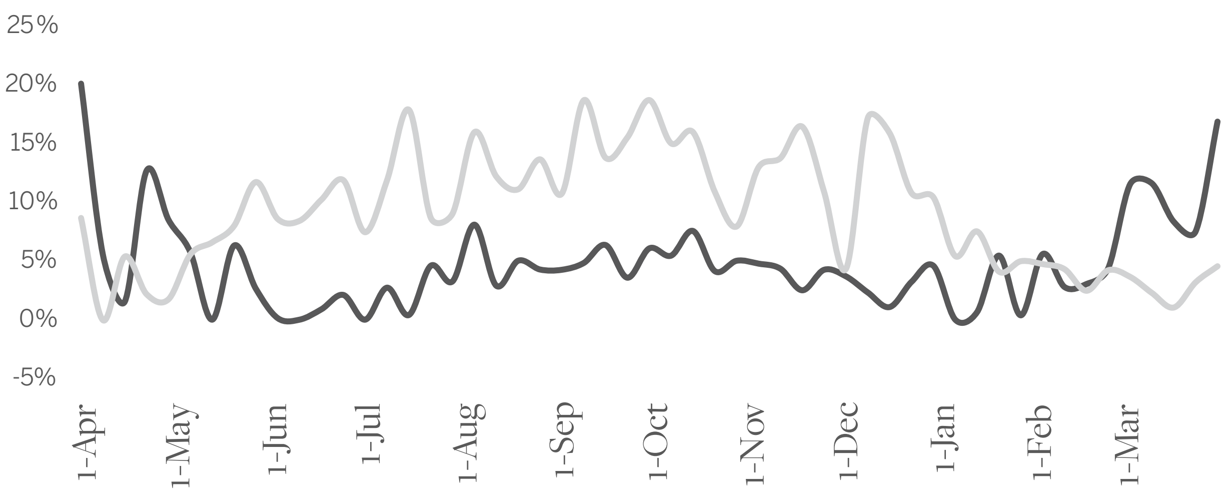
2021 vs. 2020

Average Sale Price



*Shelter-In-Place Started March 16th, 2020

Median Final Sale Price vs. Original List



*Shelter-In-Place Started March 16th, 2020

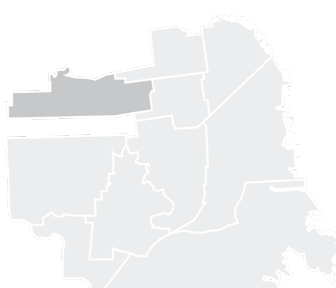
2019-2020
2020-2021

{Q1 2021}

at a glance

DISTRICT 1

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



79

Total Units Sold
{ Single Family Homes and Condominiums }

59%

Change in Units Sold
{ 2021 vs. 2020, Condominiums }

$2.5m

Median Sale Price
{ Single Family Homes }

19%

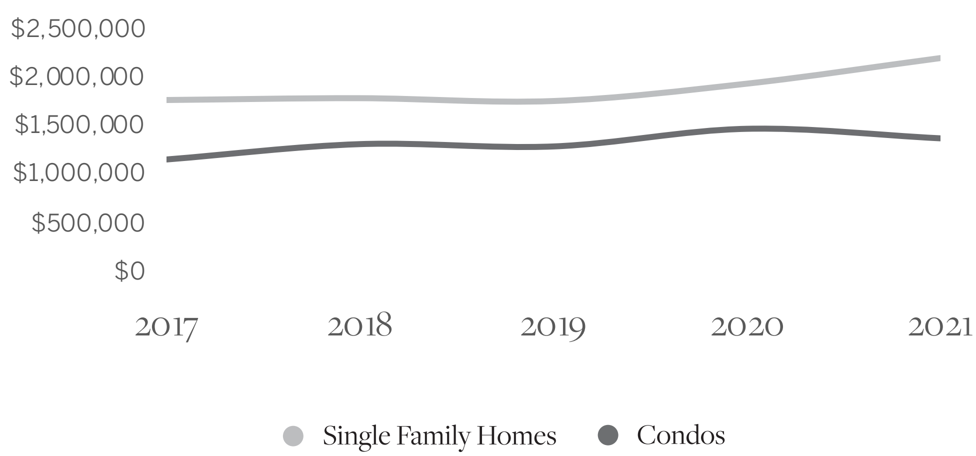
Change in Median Sale Price
{ 2021 vs. 2020, Single Family Homes }

District 1

SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	19%	-21%	0%	-	30%
2021	$2,460,000	33	$1,020	12%	29
2020	$2,075,000	42	$1,018	7%	22
2019	$1,741,250	36	$1,073	-2%	32
2018	$1,867,500	26	$1,010	4%	26
2017	$1,865,750	30	$890	5%	46

Median Sale Price | Single Family Homes vs. Condos



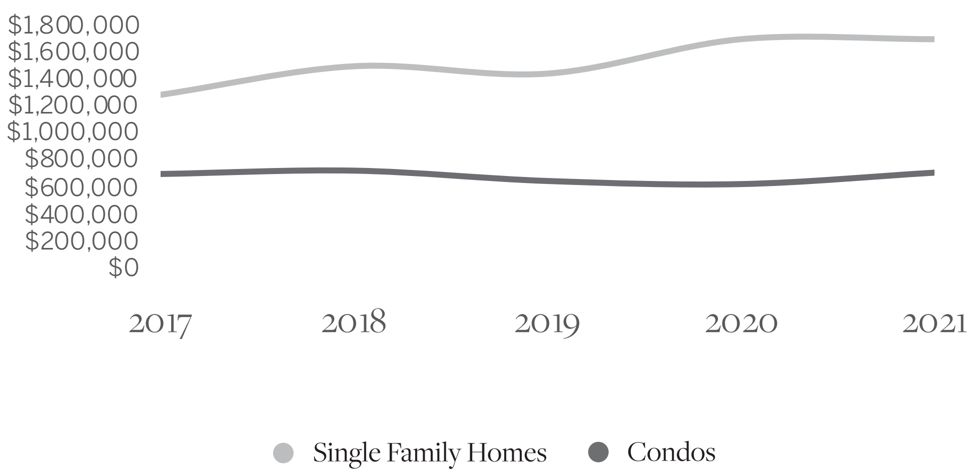
CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	1%	59%	-6%	-	-39%
2021	$1,387,500	46	$938	10%	31
2020	$1,380,000	29	$1,002	-5%	51
2019	$1,350,000	27	$1,034	14%	26
2018	$1,275,000	27	$920	11%	23
2017	$1,175,000	21	$874	7%	26

District 4

SINGLE FAMILY HOMES	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-4%	81%	2%	-	4%
2021	$1,815,000	87	$1,024	7%	22
2020	$1,882,500	48	$1,008	11%	21
2019	$1,600,000	51	$895	10%	30
2018	$1,863,000	50	$989	24%	19
2017	$1,425,000	51	$909	10%	27

Median Sale Price | Single Family Homes vs. Condos



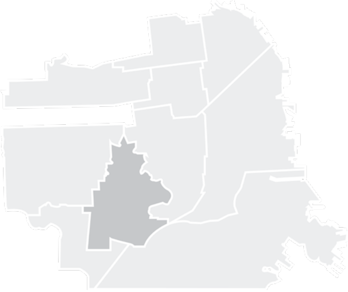
CONDOMINIUMS	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs.2020} Change	-7%	36%	14%	-	47%
2021	$710,000	15	$874	1%	113
2020	$762,500	11	$766	21%	76
2019	$824,000	9	$859	27%	70
2018	$879,000	9	$754	30%	63
2017	$725,000	7	$827	21%	24

{Q1 2021}

at a glance

DISTRICT 4

Balboa Terrace
Diamond Heights
Forest Hill
Forest Hill Extension
Forest Knolls
Ingleside Terrace
Midtown Terrace
Miraloma Park
Monterey Heights
Mt Davidson Manor
Sherwood Forest
St. Francis Wood
Sunnyside
West Portal
Westwood Highlands
Westwood Park



102

Total Units Sold
{ Single Family Homes and Condominiums }

36%

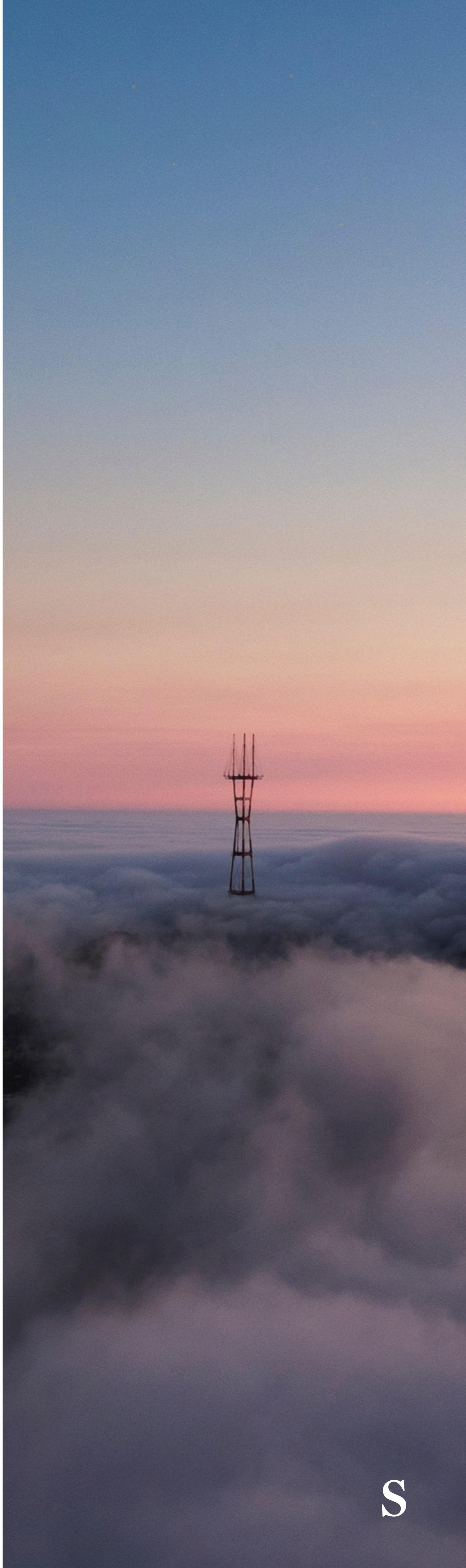
Change in Units Sold
{ 2021 vs. 2020, Condominiums }

$1.8m

Median Sale Price
{ Single Family Homes }

-7%

Change in Median Sale Price
{ 2021 vs. 2020, Condominiums }

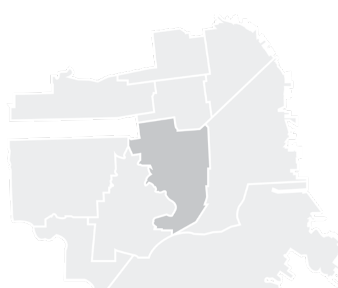


{Q1 2021}

at a glance

DISTRICT 5

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



214

Total Units Sold
{ Single Family Homes and Condominiums }

71%

Change in Units Sold
{ 2021 vs. 2020, Single Family Homes }

$2.5m

Median Sale Price
{ Single Family Homes }

–1%

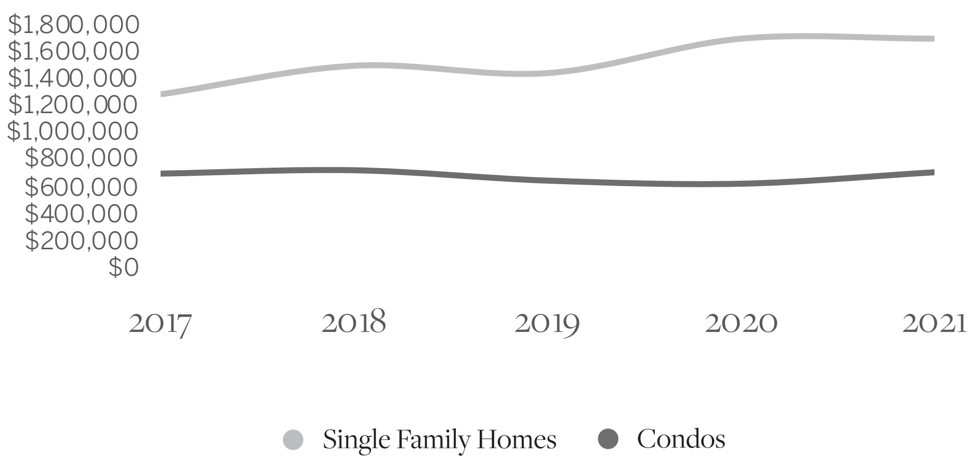
Change in Median Sale Price
{ 2021 vs. 2020, Condominiums }

District 5

SINGLE FAMILY HOMES

{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	-11%	71%	-4%	-	10%
2021	$2,500,000	87	$1,233	4%	27
2020	$2,800,000	51	$1,288	8%	25
2019	$2,350,000	55	$1,183	7%	29
2018	$2,450,000	62	$1,233	20%	26
2017	$2,400,000	61	$1,108	9%	22

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

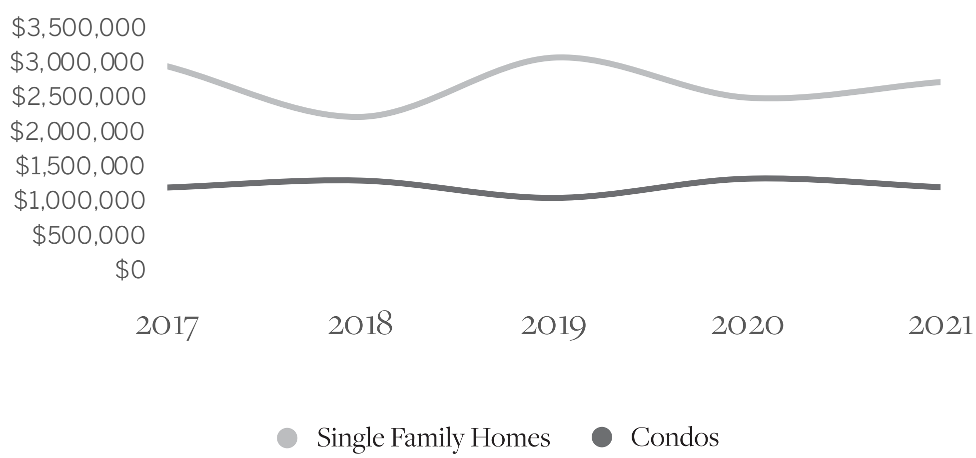
{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	-1%	63%	-6%	-	20%
2021	$1,390,000	127	$1,042	3%	40
2020	$1,400,000	78	$1,109	9%	34
2019	$1,500,000	64	$1,152	20%	22
2018	$1,404,000	86	$1,130	9%	23
2017	$1,332,500	82	$1,002	11%	27

District 6

SINGLE FAMILY HOMES

{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	15%	56%	-7%	-	24%
2021	$3,000,000	14	$1,038	10%	28
2020	$2,600,000	9	$1,115	4%	23
2019	$3,137,500	10	$1,157	2%	26
2018	$2,430,000	12	$1,018	9%	46
2017	$3,162,500	8	$1,074	7%	34

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

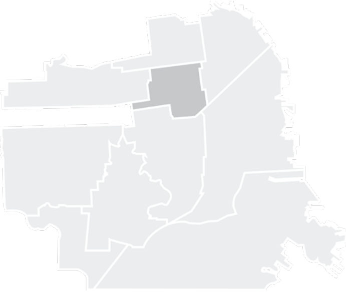
{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	0%	128%	-10%	-	76%
2021	$1,205,000	107	$1,047	2%	45
2020	$1,200,000	47	$1,166	0%	26
2019	$1,249,500	45	$984	15%	47
2018	$1,245,000	75	$1,118	4%	40
2017	$1,200,000	70	$1,046	6%	37

{Q1 2021}

at a glance

DISTRICT 6

Alamo Square
Hayes Valley
Western Addition
Lower Pacific Heights
Anza Vista
North Panhandle (NoPa)



121

Total Units Sold
{ Single Family Homes and Condominiums }

128%

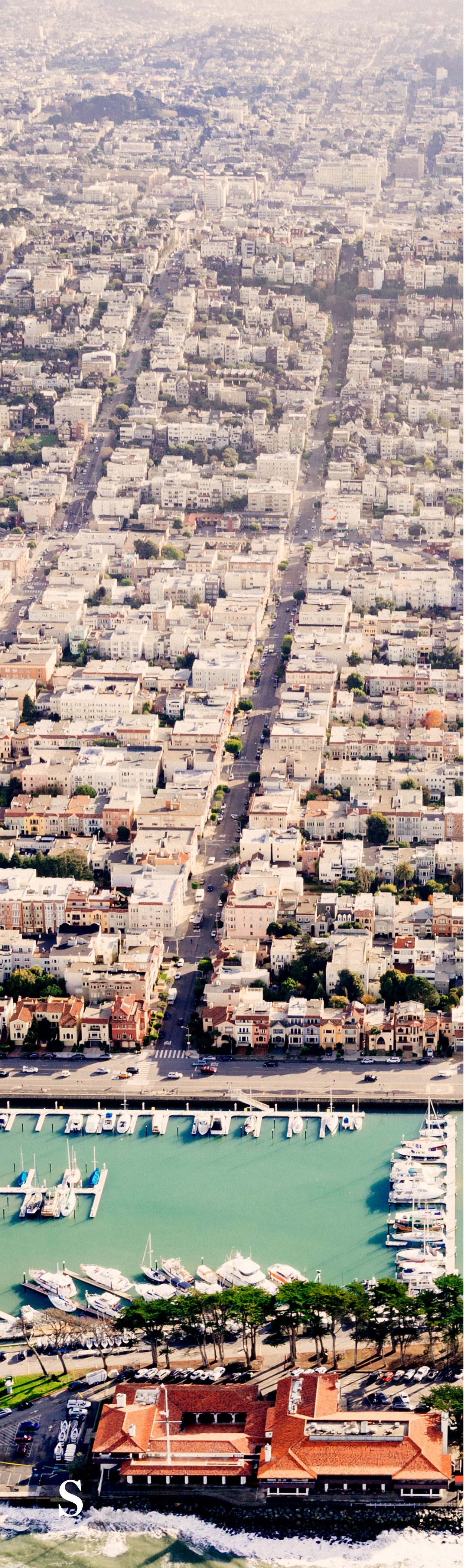
Change in Units Sold
{ 2021 vs. 2020, Condominiums }

$3m

Median Sale Price
{ Single Family Homes }

15%

Change in Median Sale Price
{ 2021 vs. 2020, Single Family Homes }



{Q1 2021}

at a glance

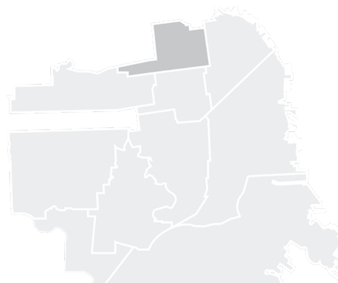
DISTRICT 7

The Marina

Cow Hollow

Pacific Heights

Presidio Heights



105

Total Units Sold
{ Single Family Homes and Condominiums }

44%

Change in Units Sold
{ 2021 vs. 2020, Single Family Homes}

$4.2m

Median Sale Price
{ Single Family Homes }

-4%

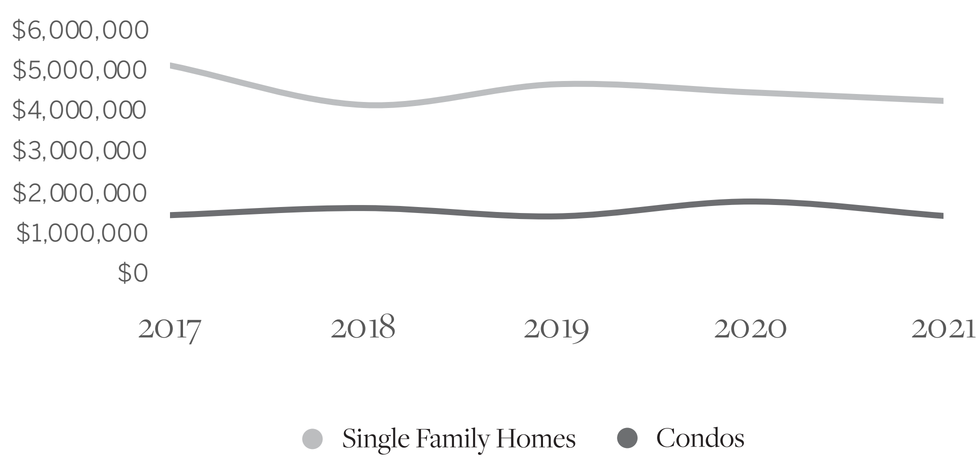
Change in Median Sale Price
{ 2021 vs. 2020, Single Family Homes }

District 7

SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-4%	44%	-2%	-	-2%
2021	$4,222,500	26	$1,419	-2%	29
2020	$4,412,500	18	$1,451	-2%	30
2019	$4,450,000	19	$1,261	-5%	47
2018	$4,250,000	22	$1,337	1%	33
2017	$4,897,500	12	$1,357	-5%	48

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

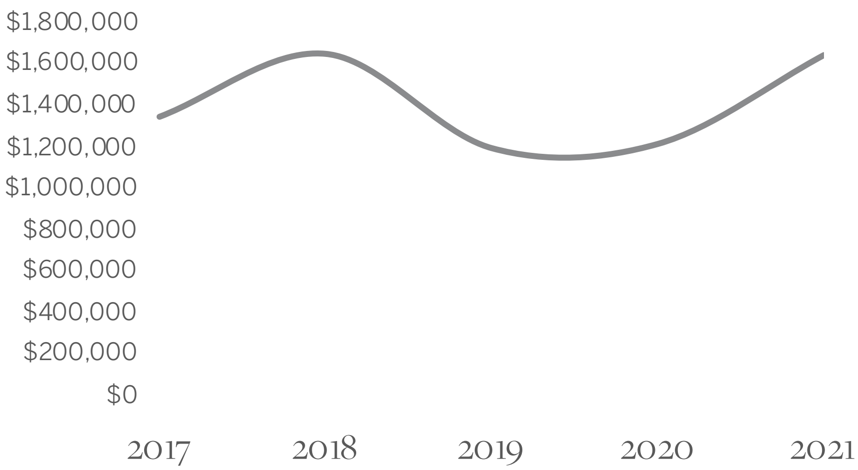
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-4%	36%	1%	-	55%
2021	$1,485,000	79	$1,201	-1%	49
2020	$1,540,500	58	$1,192	-14%	32
2019	$1,545,500	70	$1,184	11%	37
2018	$1,497,500	65	$1,254	-4%	26
2017	$1,575,000	69	$1,125	9%	39

DISTRICT 7

Neighborhood Highlights

Cow Hollow

{Median Sale Price | Condominiums over Five Years}



-2%

Median Sale vs. Original List

68

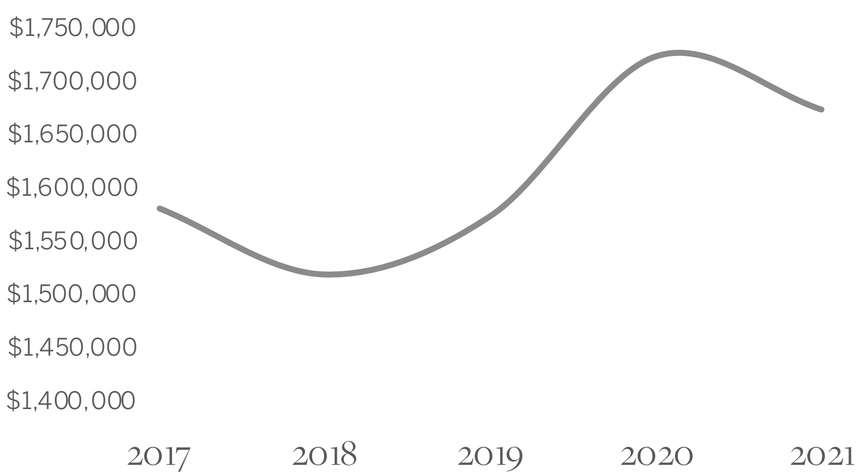
Average DOM

$1,354

$/Square Foot

Marina

{Median Sale Price | Condominiums over Five Years}



8%

Median Sale vs. Original List

41

Average DOM

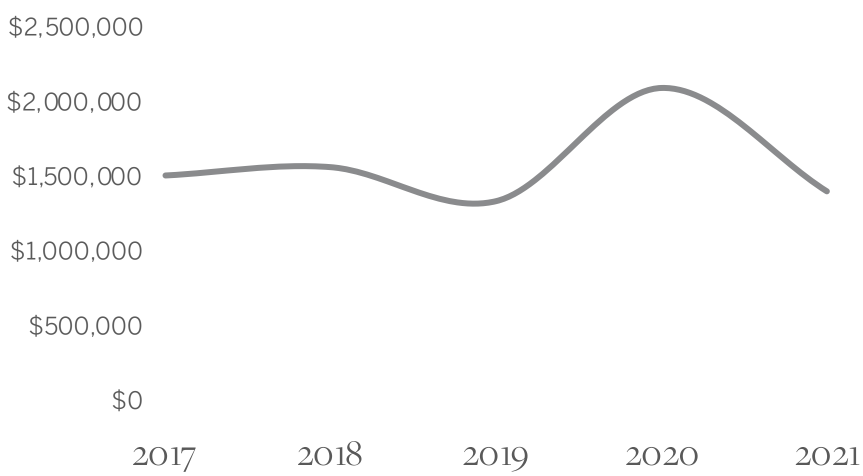
$1,139

$/Square Foot

District 7

Pacific Heights

{Median Sale Price | Condominiums over Five Years}



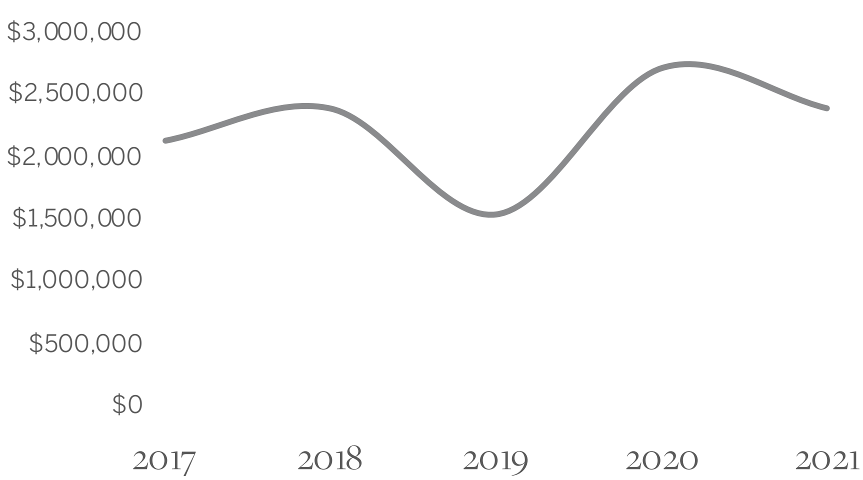
0%
Median Sale vs. Original List

49
Average DOM

$1,178
$/Square Foot

Presidio Heights

{Median Sale Price | Condominiums over Five Years}



0%
Median Sale vs. Original List

17
Average DOM

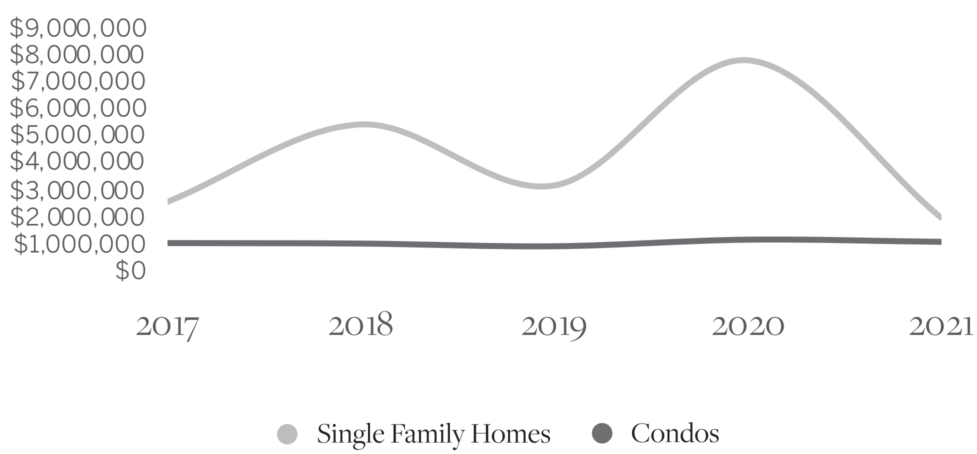
$1,347
$/Square Foot

District 8

SINGLE FAMILY HOMES

{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	-56%	125%	-31%	-	17%
2021	$3,025,000	9	$1,269	52%	61
2020	$6,900,000	4	$1,833	-12%	52
2019	$3,125,000	4	$1,461	-2%	74
2018	$5,097,500	6	$1,190	-7%	26
2017	$2,635,000	5	$1,141	2%	63

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

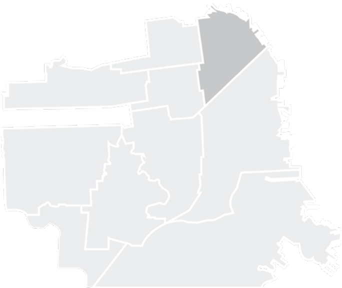
{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	5%	31%	-6%	-	91%
2021	$1,129,000	123	$1,146	0%	73
2020	$1,075,000	94	$1,215	-10%	38
2019	$1,025,000	89	$1,186	8%	63
2018	$1,085,000	98	$1,168	4%	51
2017	$1,100,000	96	$1,166	4%	47

{Q1 2021}

at a glance

DISTRICT 8

Civic Center
Downtown
Financial District
North Beach
Russian Hill
Nob Hill
Telegraph Hill
Tenderloin
North Waterfront



132

Total Units Sold
{ Single Family Homes and Condominiums }

31%

Change in Units Sold
{ 2021 vs. 2020, Condominiums }

$3m

Median Sale Price
{ Single Family Homes }

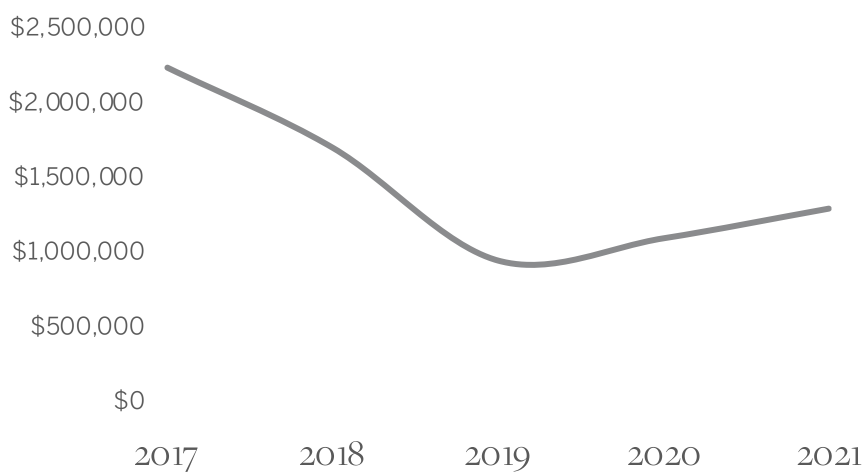
5%

Change in Median Sale Price
{ 2021 vs. 2020, Condominiums }

Neighborhood Highlights

Financial District

{Median Sale Price | Condominiums over Five Years}



0%

Median Sale vs. Original List

112

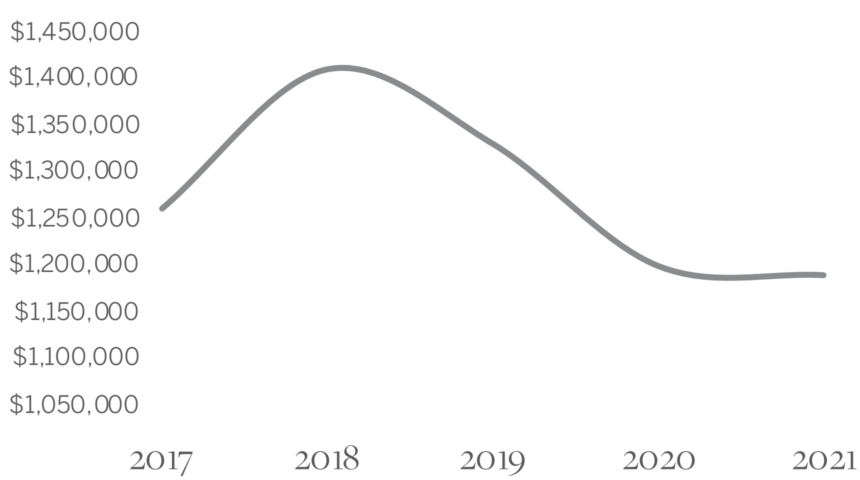
Average DOM

$1,138

$/Square Foot

Nob Hill

{Median Sale Price | Condominiums over Five Years}



4%

Median Sale vs. Original List

51

Average DOM

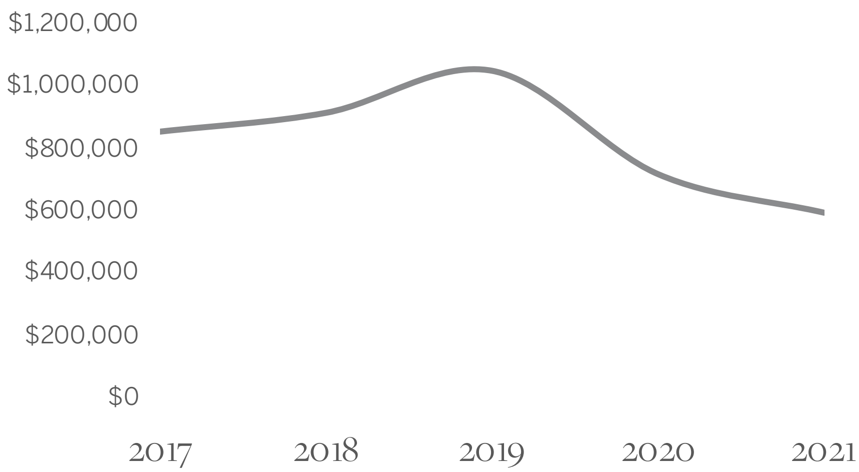
$1,221

$/Square Foot

District 8

North Waterfront

{Median Sale Price | Condominiums over Five Years}



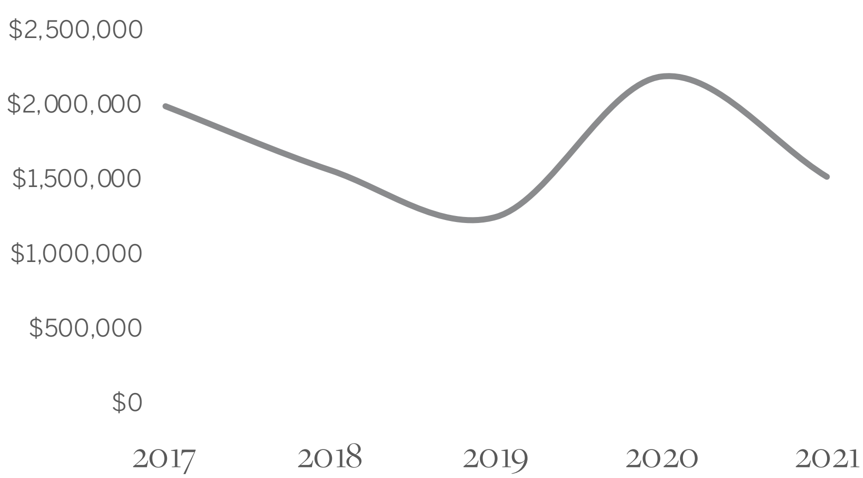
-8%
Median Sale vs. Original List

79
Average DOM

$1,017
$/Square Foot

Russian Hill

{Median Sale Price | Condominiums over Five Years}



5%
Median Sale vs. Original List

71
Average DOM

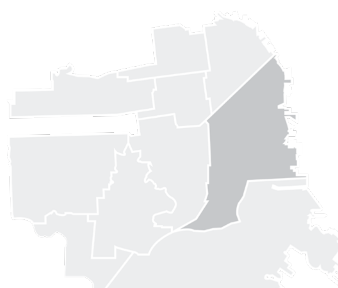
$1,294
$/Square Foot

{Q1 2021}

at a glance

DISTRICT 9

Bernal Heights
Dogpatch
Inner Mission
Mission Bay
Potrero Hill
South Beach
SoMa
Yerba Buena



366

Total Units Sold
{ Single Family Homes and Condominiums }

86%

Change in Units Sold
{ 2021 vs. 2020, Single Family Homes }

$1.6m

Median Sale Price
{ Single Family Homes }

7%

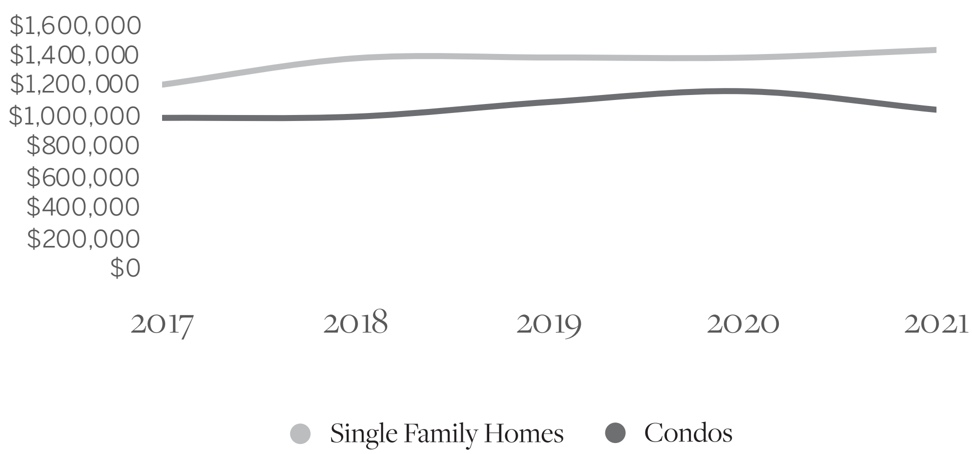
Change in Median Sale Price
{ 2021 vs. 2020, Single Family Homes }

District 9

SINGLE FAMILY HOMES

{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	7%	86%	-5%	-	57%
2021	$1,600,000	69	$1,037	10%	38
2020	$1,500,000	37	$1,088	7%	24
2019	$1,460,000	37	$999	4%	26
2018	$1,715,001	46	$1,075	23%	20
2017	$1,375,000	46	$987	12%	28

Median Sale Price | Single Family Homes vs. Condos



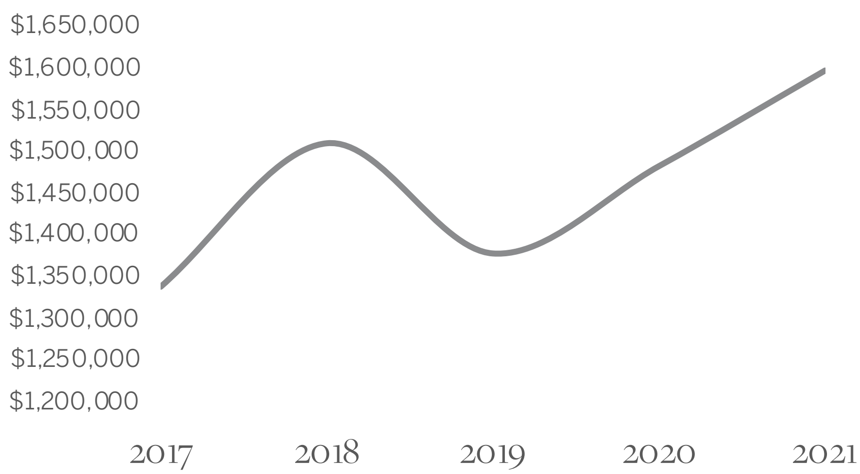
CONDOMINIUMS

{2021 vs. 2020}	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
Change	-5%	52%	-5%	-	70%
2021	$1,050,000	297	$1,095	5%	62
2020	$1,100,000	196	$1,154	-6%	36
2019	$1,175,000	193	$1,107	7%	37
2018	$1,131,000	229	$1,143	14%	37
2017	$1,065,000	208	$1,014	11%	46

Neighborhood Highlights

Bernal Heights

{Median Sale Price | Single Family Homes over Five Years}



10%

Median Sale vs. Original List

35

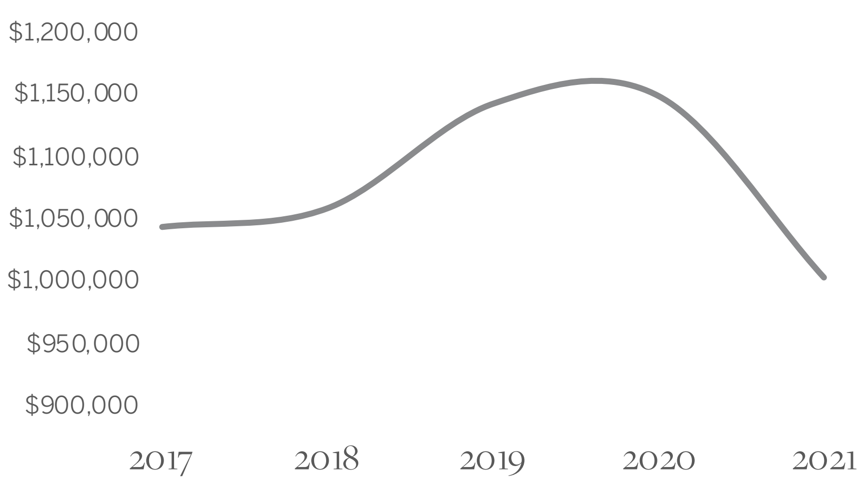
Average DOM

$1,068

$/Square Foot

Inner Mission

{Median Sale Price | Condominiums over Five Years}



1%

Median Sale vs. Original List

62

Average DOM

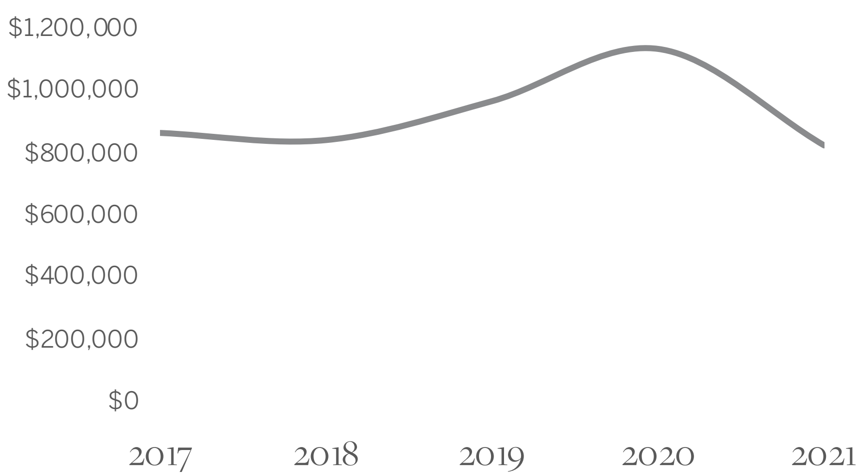
$1,001

$/Square Foot

District 9

SoMa

{Median Sale Price | Condominiums over Five Years}



0%

Median Sale vs. Original List

61

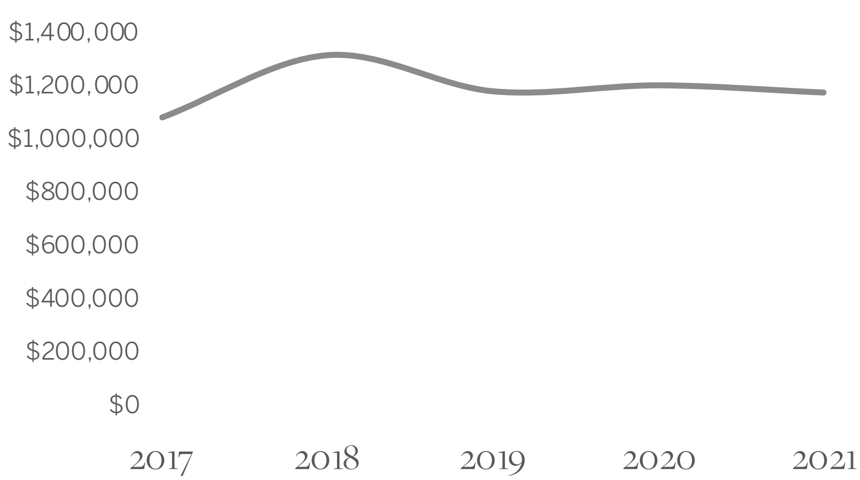
Average DOM

$874

$/Square Foot

South Beach

{Median Sale Price | Condominiums over Five Years}



0%

Median Sale vs. Original List

70

Average DOM

$1,247

$/Square Foot

SAN FRANCISCO

Extraordinary Results

We celebrate the notable success of our associates and clients

CLARENDON HEIGHTS
Architectural Masterpiece
Last Asking $19,950,000




RUSSIAN HILL
Elegant & Timeless at 1090 Chestnut
Last Asking $10,000,000

TELEGRAPH HILL
Telegraph Hill Mediterranean View Home
Last Asking $9,995,000

COW HOLLOW
Contemporary View Home in Cow Hollow
Last Asking $7,800,000

JORDAN PARK
Elegant Jordan Park Home
Last Asking $6,400,000

*In order from left to right, top to bottom

SOTHEBYSREALTY.COM

Marin County

MARKET SNAPSHOT

BELVEDERE

KENTFIELD

MILL VALLEY

ROSS

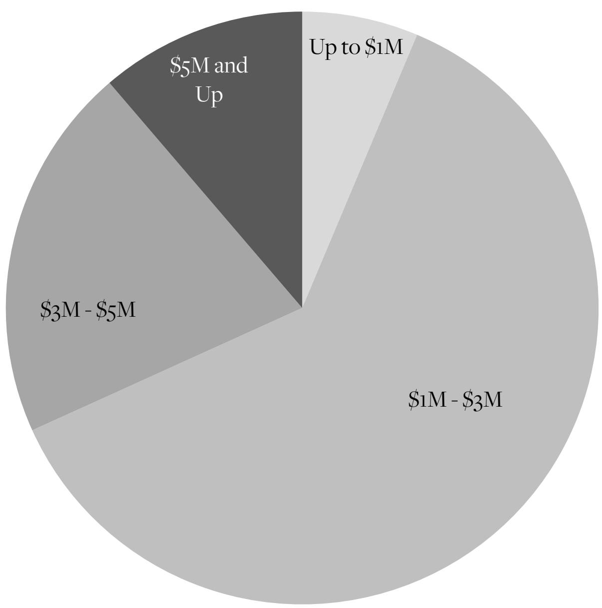
SAN RAFAEL

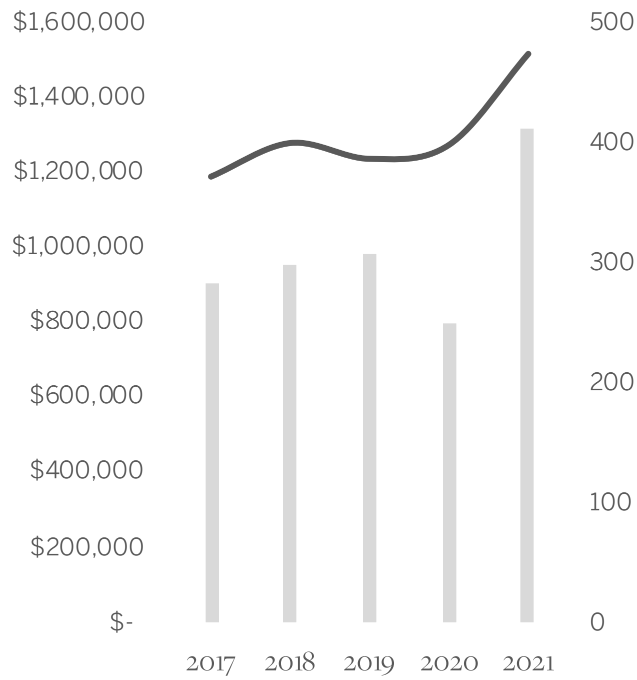
SAUSALITO

TIBURON

Marin County

Market Snapshot





Sales Volume by Price Category

Median Sale Price vs. Total Units Sold

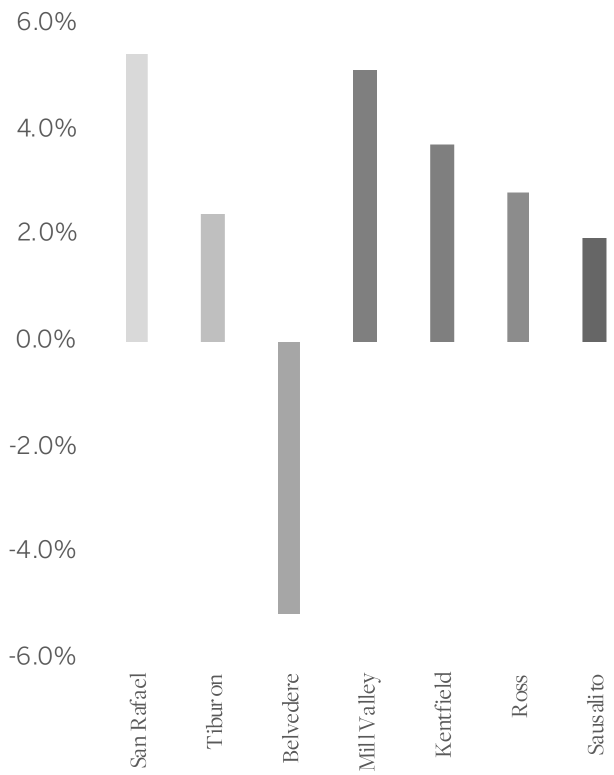
6%	Up to $1 Million
62%	$1 Million to $3 Million
21%	$3 Million to $5 Million
11%	$5 Million and Up

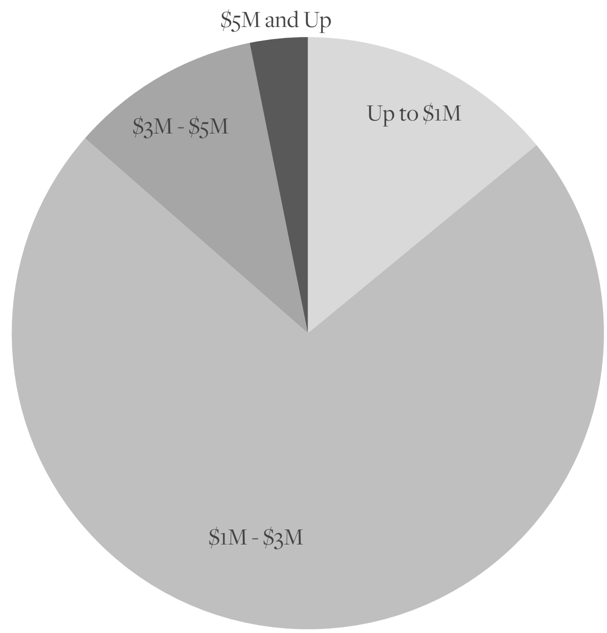
Median Sale Price

Total Units Sold

2021 Highlights

Marin County





Final Sale vs. Original List

Total Units Sold by Price Category

5%	San Rafael
2%	Tiburon
-5%	Belvedere
5%	Mill Valley
4%	Kentfield
3%	Ross
2%	Sausalito

14%	Up to $1 Million
72%	$1 Million to $3 Million
10%	$3 Million to $5 Million
3%	$5 Million and Up

{Q1 2021}

at a glance

BELVEDERE

3

Units Sold

0%

Change in Units Sold
{ 2021 vs. 2020 }

$4.3m

Median Sale Price

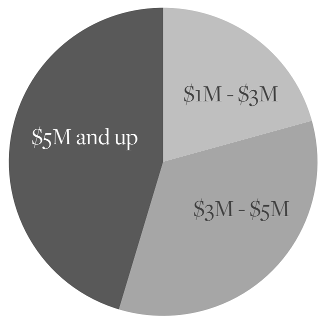
-20%

Change in Median Sale Price
{ 2021 vs. 2020 }

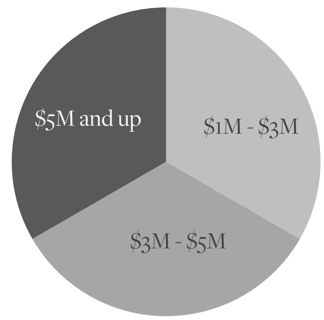
Belvedere

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



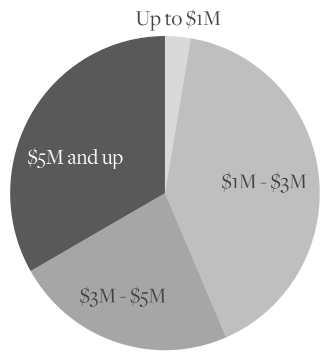
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-20%	0%	18%	-	13%
2021	$4,300,000	3	$1,547	-5%	228
2020	$5,350,000	3	$1,311	-9%	202
2019	$3,839,000	6	$1,163	-6%	207
2018	$2,842,500	4	$1,264	-1%	104
2017	$3,272,500	5	$1,456	-52%	227

Median Sale Price | Total Units Sold

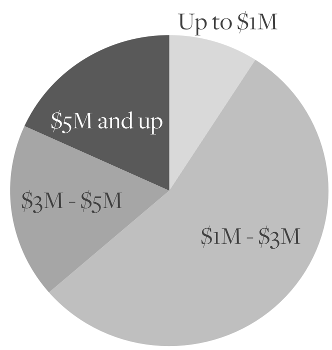
Kentfield

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	13%	57%	8%	-	-7%
2021	$2,615,000	11	$1,007	4%	77
2020	$2,315,000	7	$936	2%	83
2019	$2,119,000	9	$807	-3%	164
2018	$2,695,000	6	$904	1%	64
2017	$2,476,250	6	$842	2%	61

Median Sale Price | Total Units Sold

{Q1 2021}

at a glance

KENTFIELD

11

Units Sold

57%

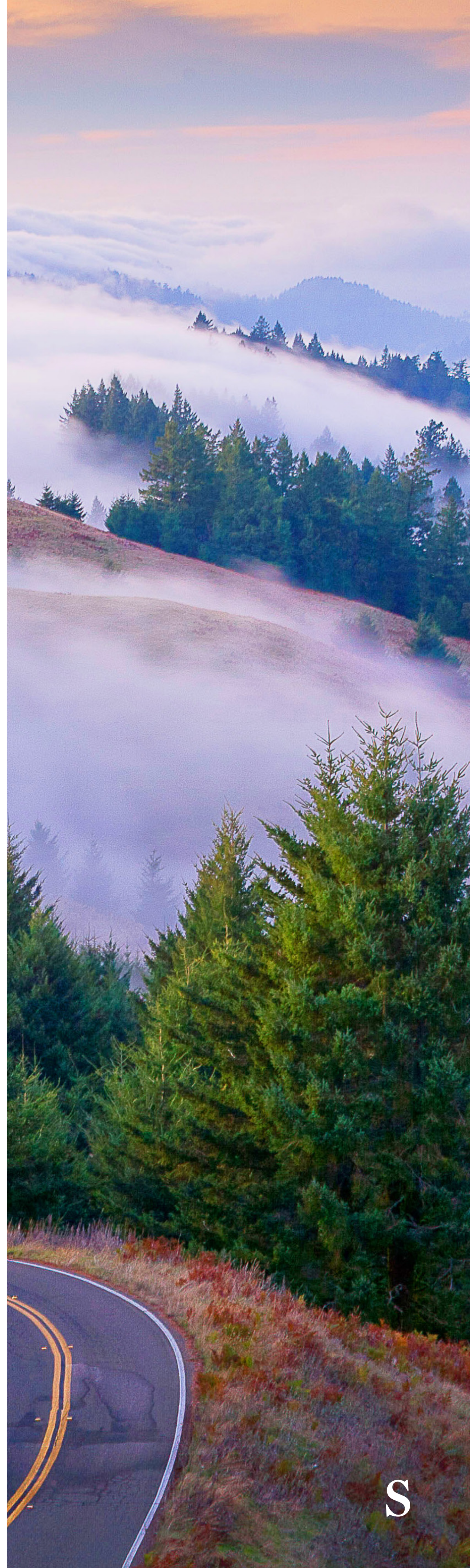
Change in Units Sold
{ 2021 vs. 2020 }

$2.6m

Median Sale Price

13%

Change in Median Sale Price
{ 2021 vs. 2020 }



{Q1 2021}

at a glance

MILL VALLEY

69

Units Sold

109%

Change in Units Sold
{ 2021 vs. 2020 }

$1.9m

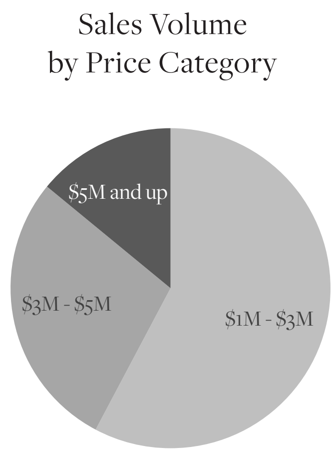
Median Sale Price

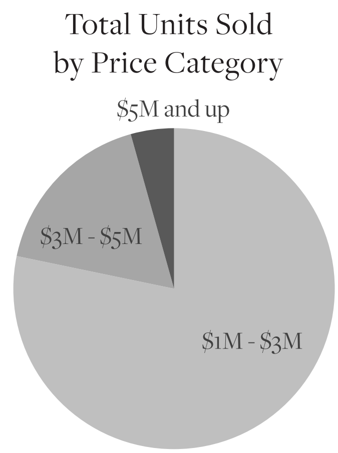
9%

Change in Median Sale Price
{ 2021 vs. 2020 }

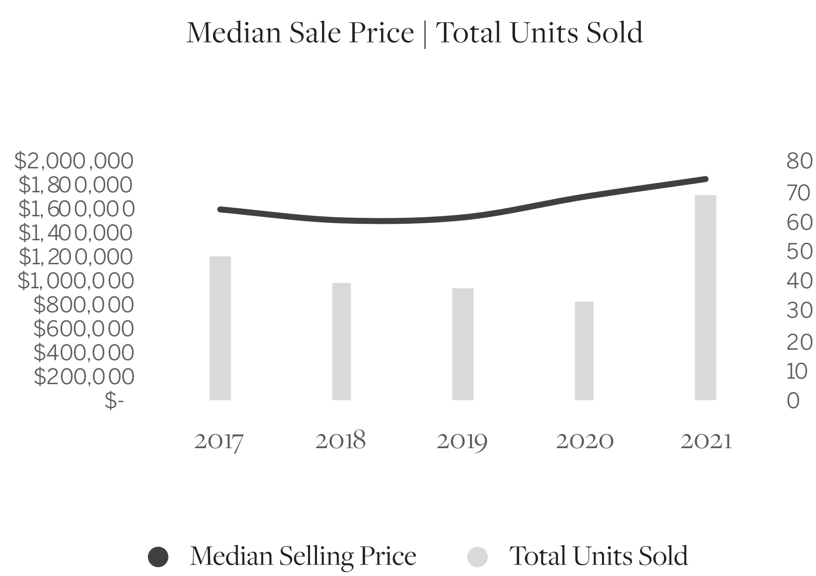
Mill Valley

Single Family Homes Sales





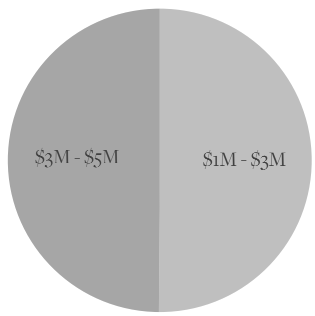
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	9%	109%	16%	-	-28%
2021	$1,850,000	69	$976	5%	90
2020	$1,700,000	33	$840	0%	126
2019	$1,525,000	38	$774	1%	123
2018	$1,500,000	39	$891	0%	80
2017	$1,592,000	48	$781	1%	120



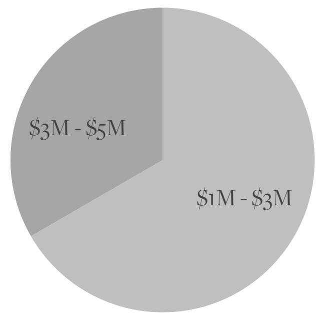
Ross

Single Family Homes Sales

Sales Volume
by Price Category

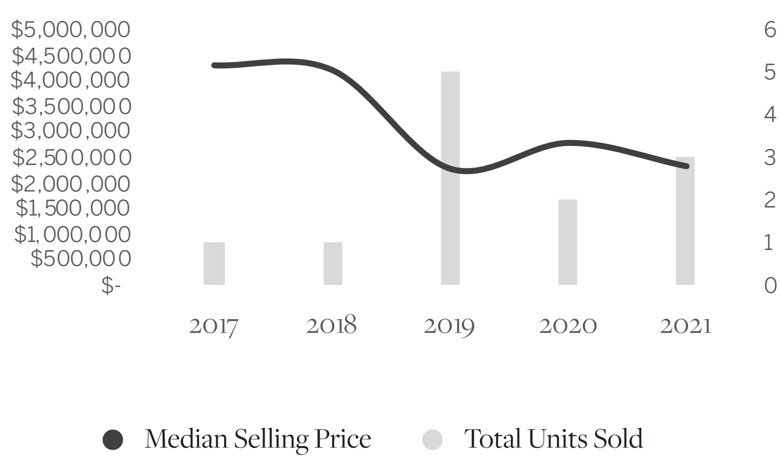


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-17%	50%	1%	-	-54%
2021	$2,300,000	3	$923	3%	79
2020	$2,762,500	2	$913	0%	172
2019	$2,250,000	5	$935	6%	115
2018	$4,205,000	1	$1,275	5%	26
2017	$4,300,000	1	$851	-4%	198

Median Sale Price | Total Units Sold



{Q1 2021}

at a glance

ROSS

3

Unit Sold

50%

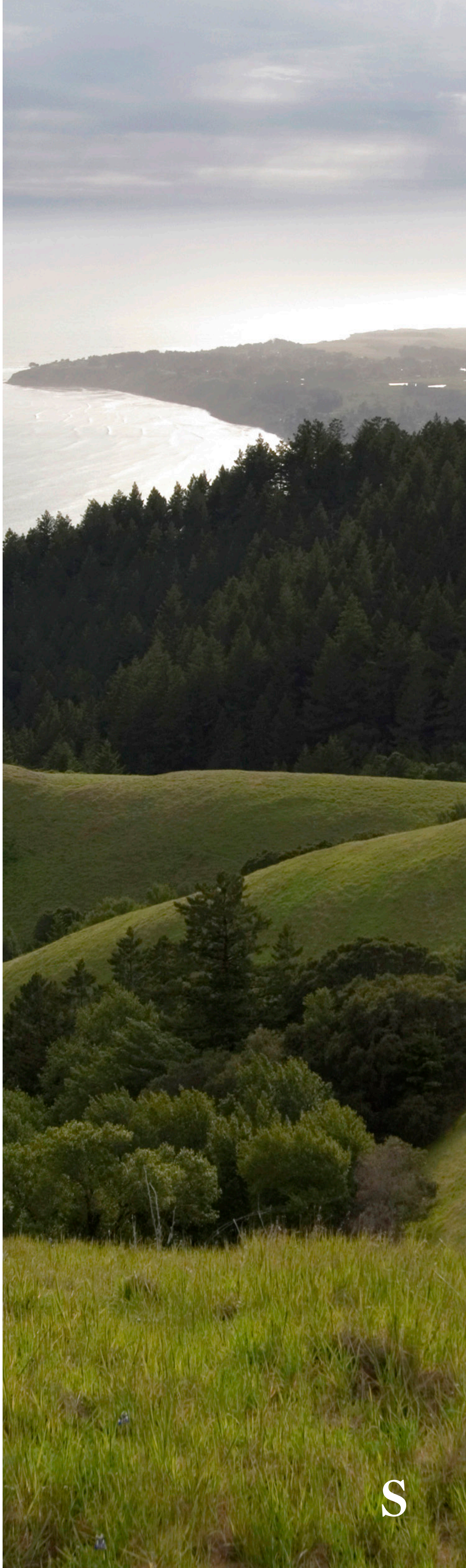
Change in Units Sold
{ 2021 vs. 2020 }

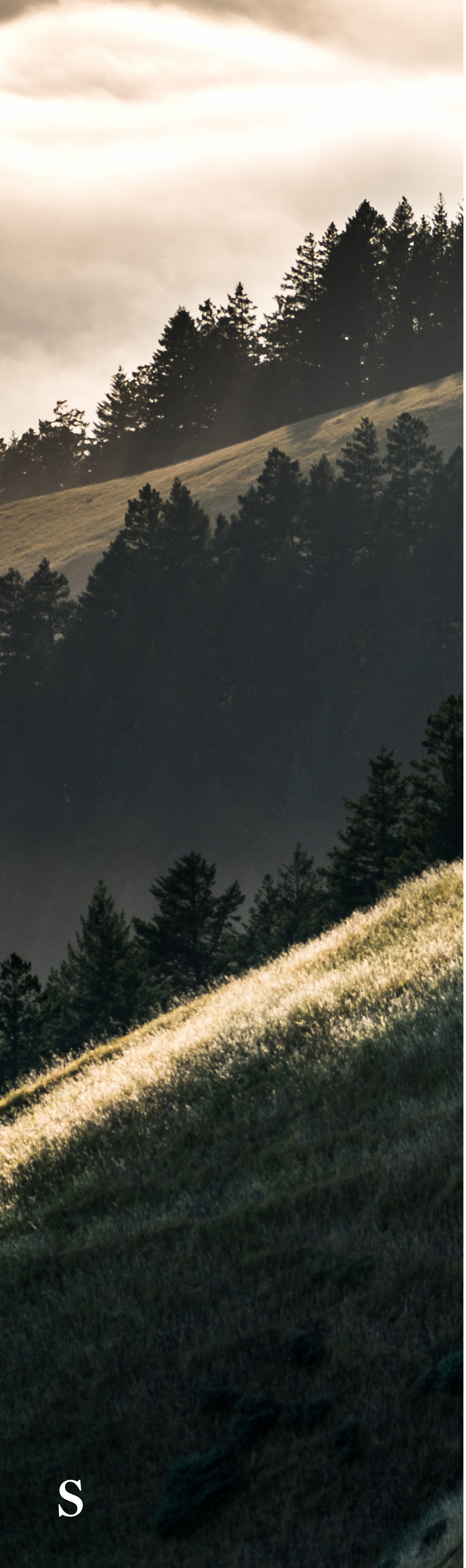
$2.3m

Median Sale Price

-17%

Change in Median Sale Price
{ 2021 vs. 2020 }





{Q1 2021}

at a glance

SAN RAFAEL

84

Units Sold

33%

Change in Units Sold
{ 2021 vs. 2020 }

$1.4m

Median Sale Price

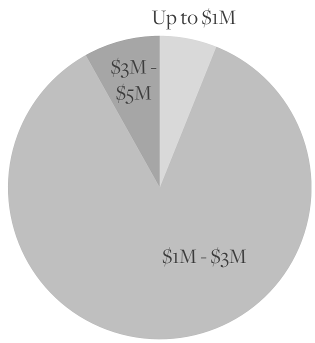
13%

Change in Median Sale Price
{ 2021 vs. 2020 }

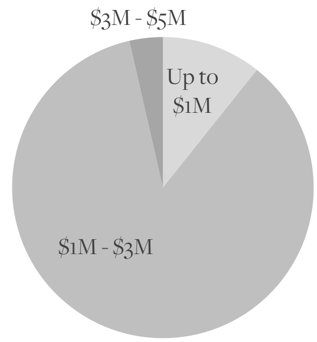
San Rafael

Single Family Homes Sales

Sales Volume by Price Category

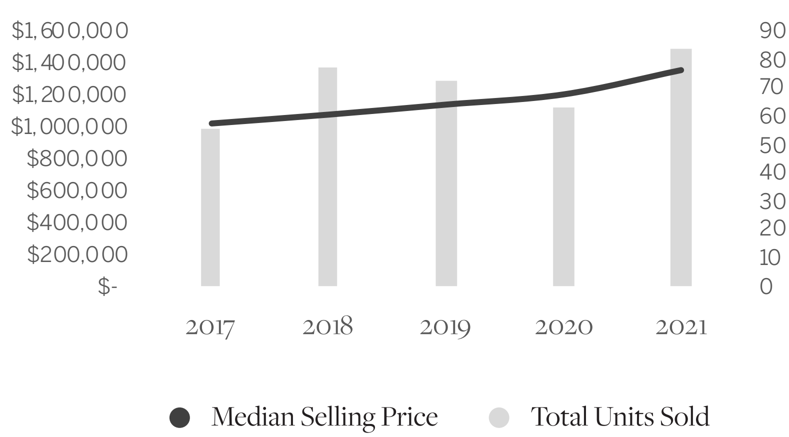


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	13%	33%	19%	-	-22%
2021	$1,350,000	84	$716	5%	69
2020	$1,200,000	63	$601	-1%	88
2019	$1,137,000	72	$604	0%	87
2018	$1,075,000	77	$625	2%	87
2017	$1,020,000	55	$566	3%	91

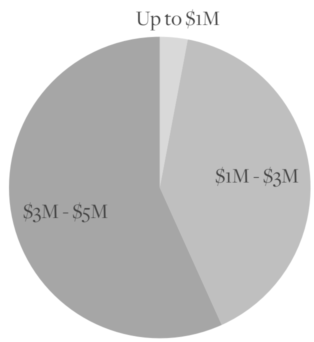
Median Sale Price | Total Units Sold



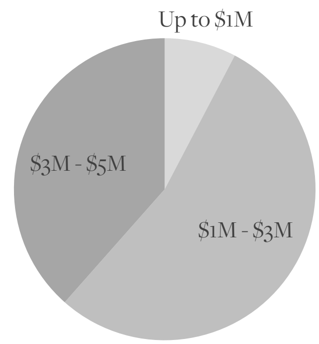
Sausalito

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	21%	86%	57%	-	36%
2021	$2,200,000	13	$1,112	2%	126
2020	$1,825,000	7	$708	-5%	93
2019	$2,162,000	8	$910	-3%	117
2018	$1,570,000	7	$765	-1%	184
2017	$1,725,000	10	$844	-3%	191

Median Sale Price | Total Units Sold

{Q1 2021}

at a glance

SAUSALITO

13

Units Sold

86%

Change in Units Sold
{ 2021 vs. 2020 }

$2.2m

Median Sale Price

21%

Change in Median Sale Price
{ 2021 vs. 2020 }

{Q1 2021}

at a glance

TIBURON

26

Units Sold

30%

Change in Units Sold
{ 2021 vs. 2020 }

$3.2m

Median Sale Price

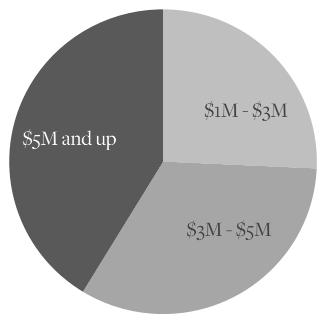
0%

Change in Median Sale Price
{ 2021 vs. 2020 }

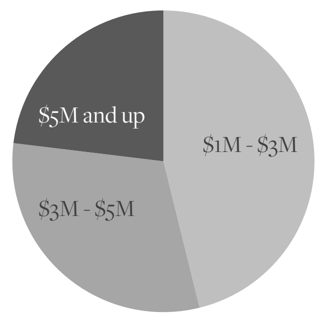
Tiburon

Single Family Homes Sales

Sales Volume by Price Category

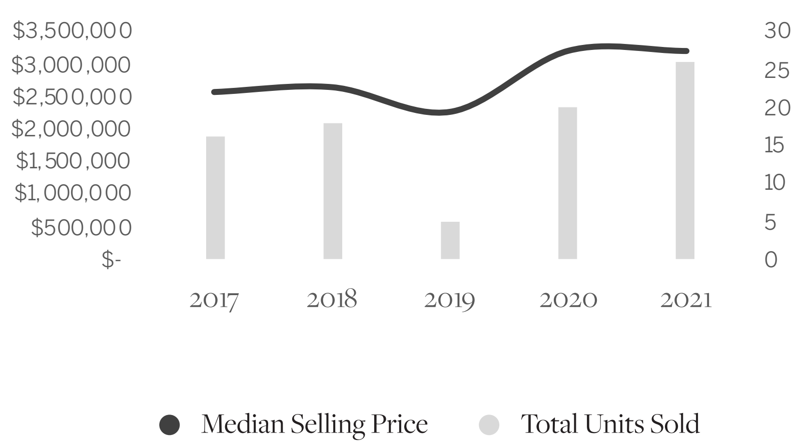


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	0%	30%	11%	-	-20%
2021	$3,175,000	26	$1,105	2%	91
2020	$3,178,500	20	$994	-5%	113
2019	$2,260,000	5	$1,048	0%	119
2018	$2,630,000	18	$992	-1%	130
2017	$2,557,500	16	$1,040	-4%	123

Median Sale Price | Total Units Sold



MARIN COUNTY

Extraordinary Results

We celebrate the notable success of our associates and clients

MILL VALLEY
Private Estate in Mill Valley
Last Asking $12,995,000




BELVEDERE
19 Belvedere Ave
Last Asking $4,395,000

KENTFIELD
Resort Living at Home
Last Asking $3,795,000

TIBURON
Heartbreak Half Acre
Last Asking $3,399,000

MILL VALLEY
Renovated Middle Ridge View Home
Last Asking $3,125,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

The Peninsula

MARKET SNAPSHOT

ATHERTON

BELMONT/SAN CARLOS

HILLSBOROUGH

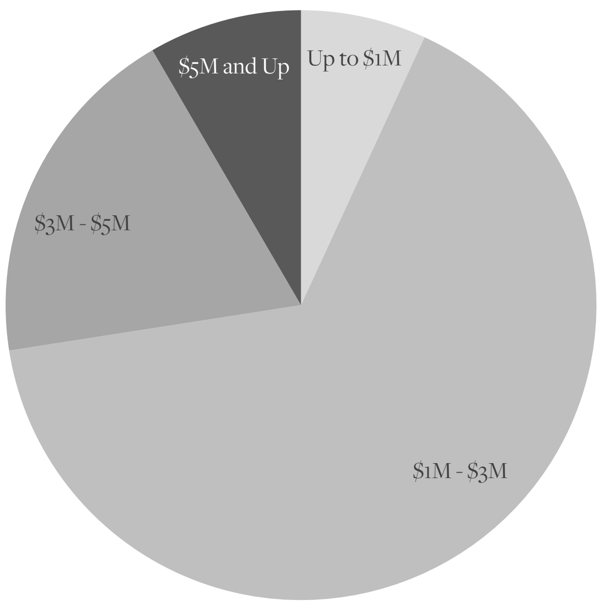
LOS ALTOS HILLS

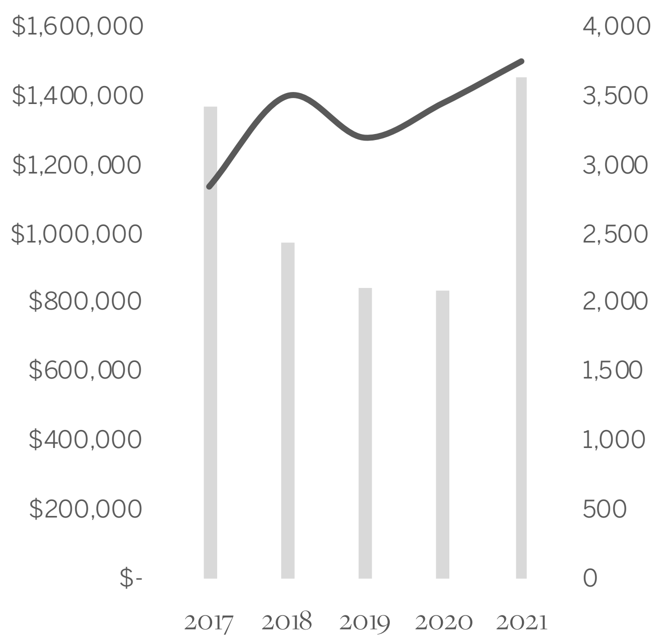
MENLO PARK

WOODSIDE

The Peninsula

Market Snapshot





Sales Volume by Price Category

Median Sale Price vs. Total Units Sold

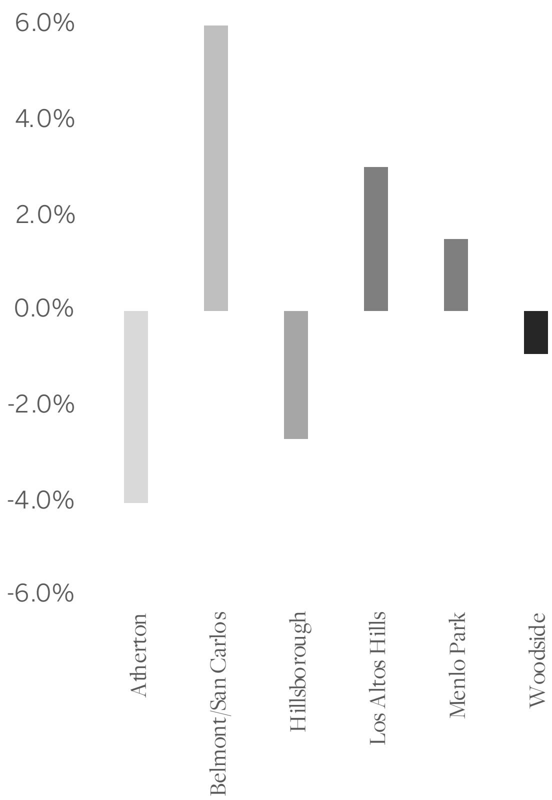
7%	Up to $1 Million
66%	$1 Million to $3 Million
19%	$3 Million to $5 Million
8%	$5 Million and Up

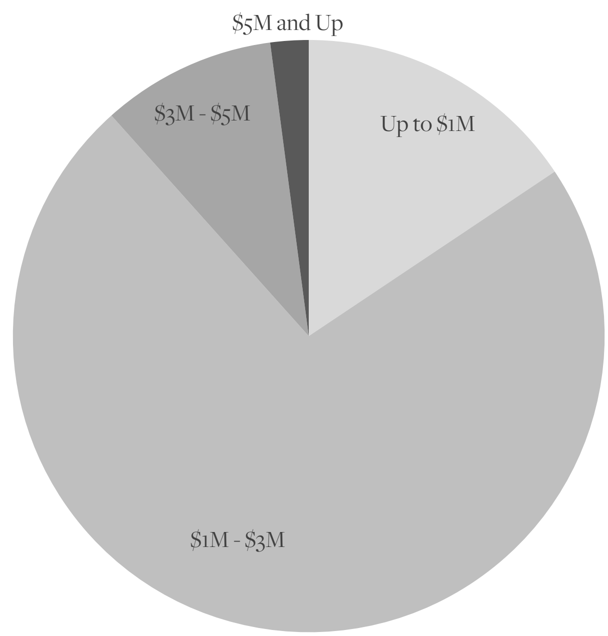
- Median Sale Price
- Total Units Sold

S

2021 Highlights

The Peninsula





Final Sale vs. Original List

Total Units Sold by Price Category

-4%	Atherton
6%	Belmont/San Carlos
-3%	Hillsborough
3%	Los Altos Hills
1%	Menlo Park
-1%	Woodside

16%	Up to $1 Million
73%	$1 Million to $3 Million
10%	$3 Million to $5 Million
2%	$5 Million and Up

{Q1 2021}

at a glance

ATHERTON

19

Units Sold

27%

Change in Units Sold
{ 2021 vs. 2020 }

$6.7m

Median Sale Price

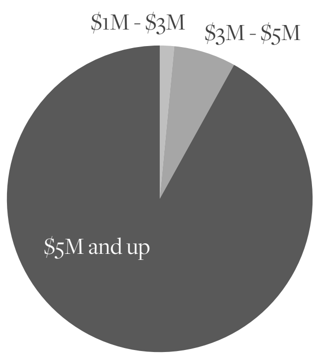
-4%

Change in Median Sale Price
{ 2021 vs. 2020 }

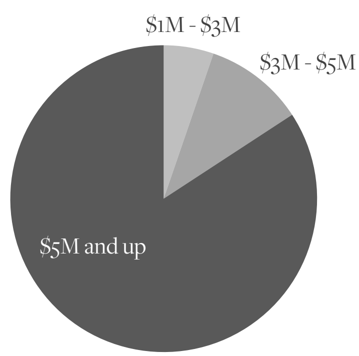
Atherton

Single Family Homes Sales

Sales Volume by Price Category

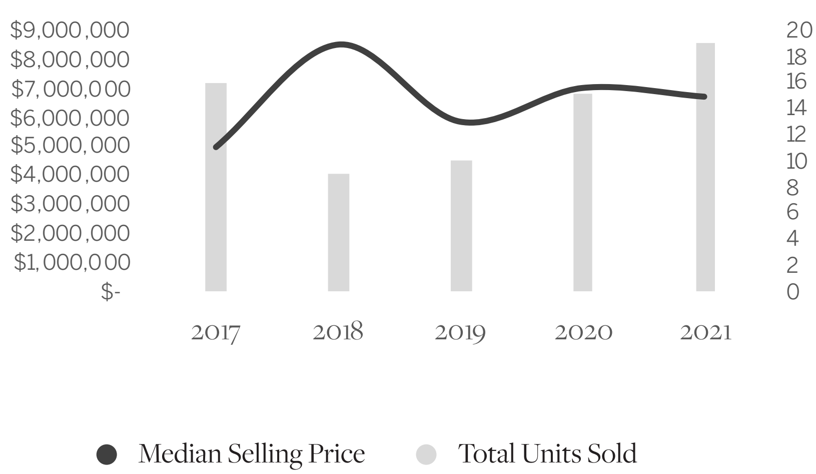


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-4%	27%	6%	-	26%
2021	$6,700,000	19	$1,600	-4%	86
2020	$7,000,000	15	$1,515	-7%	68
2019	$5,837,000	10	$1,676	-2%	36
2018	$8,500,000	9	$1,427	2%	25
2017	$4,957,500	16	$1,341	-4%	37

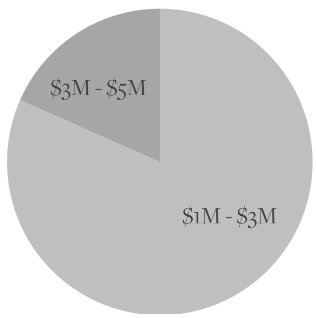
Median Sale Price | Total Units Sold



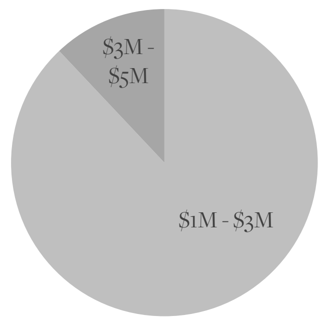
Belmont/San Carlos

Single Family Home Sales

Sales Volume
by Price Category



Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	2%	71%	3%	-	300%
2021	$2,045,500	108	$1,113	6%	49
2020	$2,000,000	63	$1,083	4%	12
2019	$1,850,000	71	$1,011	5%	19
2018	$1,900,000	74	$1,082	13%	9
2017	$1,711,500	100	$929	8%	16

Median Sale Price | Total Units Sold

{Q1 2021}

at a glance

BELMONT/SAN CARLOS

108

Units Sold

71%

Change in Units Sold
{ 2021 vs. 2020 }

$2m

Median Sale Price

2%

Change in Median Sale Price
{ 2021 vs. 2020 }

{Q1 2021}

at a glance

HILLSBOROUGH

35

Units Sold

75%

Change in Units Sold

{ 2021 vs. 2020 }

$5.7m

Median Sale Price

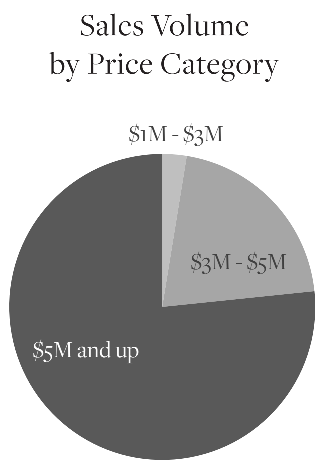
39%

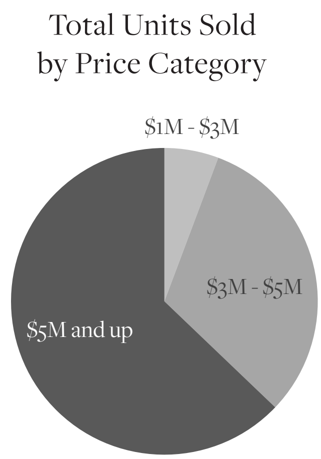
Change in Median Sale Price

{ 2021 vs. 2020 }

Hillsborough

Single Family Homes Sales

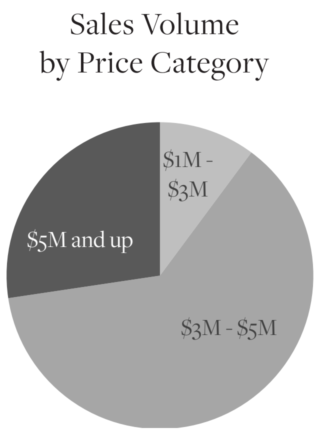


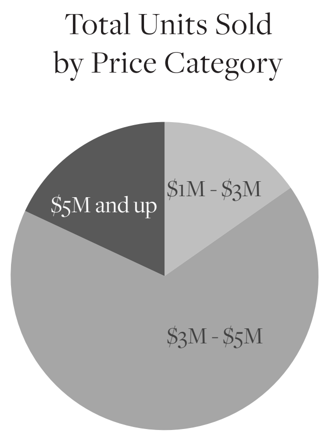


	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	39%	75%	5%	-	305%
2021	$5,650,000	35	$1,269	-3%	93
2020	$4,055,000	20	$1,211	-1%	23
2019	$3,995,000	10	$1,164	-7%	42
2018	$5,229,625	17	$1,393	-1%	19
2017	$3,750,000	22	$1,049	0%	67

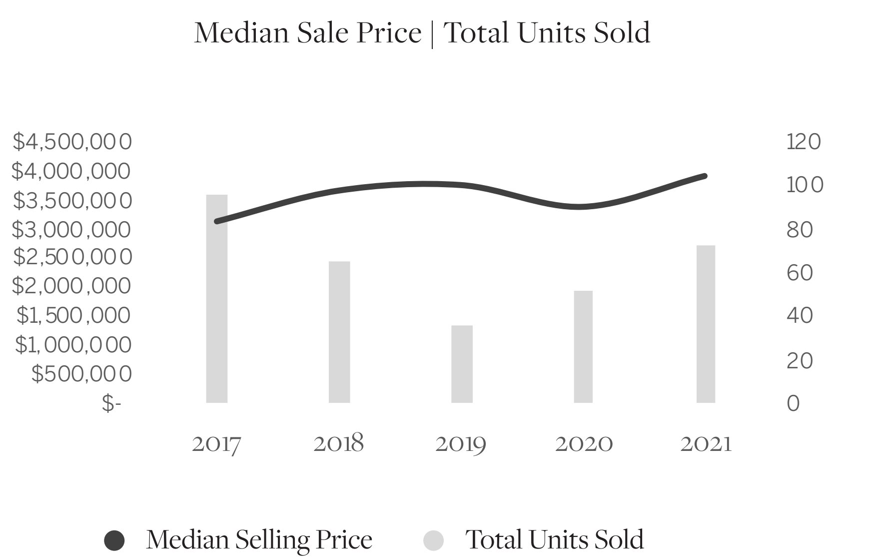
Los Altos Hills

Single Family Home Sales





	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020}	16%	41%	18%	-	103%
2021	$3,880,600	72	$1,452	3%	67
2020	$3,350,000	51	$1,236	-1%	33
2019	$3,725,000	35	$1,358	1%	17
2018	$3,630,000	65	$1,368	11%	12
2017	$3,100,000	96	$1,190	3%	17



{Q1 2021}

at a glance

LOS ALTOS HILLS

72

Units Sold

41%

Change in Units Sold

{ 2021 vs. 2020 }

$3.9m

Median Sale Price

16%

Change in Median Sale Price

{ 2021 vs. 2020 }

{Q1 2021}

at a glance

MENLO PARK

90

Units Sold

137%

Change in Units Sold
{ 2021 vs. 2020 }

$2.6m

Median Sale Price

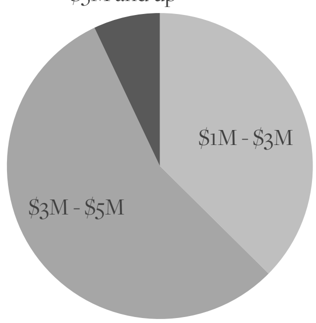
-3%

Change in Median Sale Price
{ 2021 vs. 2020 }

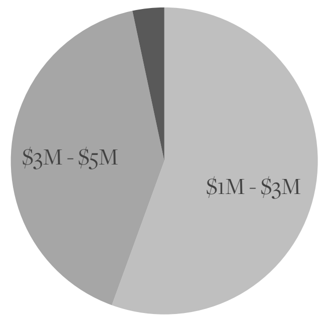
Menlo Park

Single Family Homes Sales

Sales Volume
by Price Category

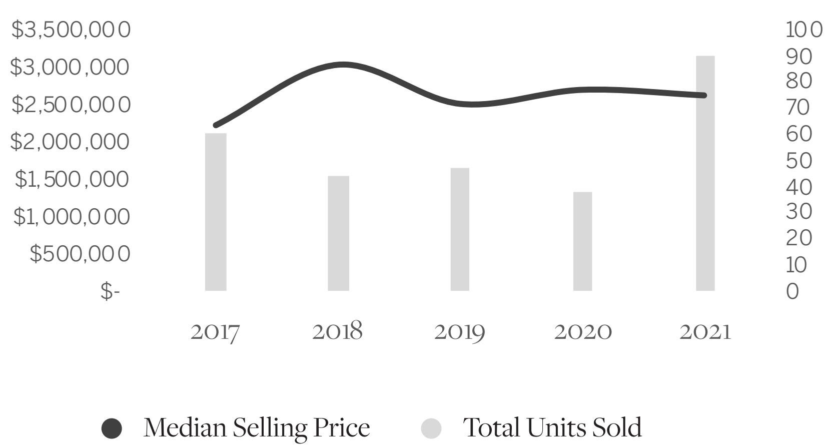


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-3%	137%	-2%	-	160%
2021	$2,612,500	90	$1,324	1%	57
2020	$2,686,500	38	$1,355	1%	22
2019	$2,500,000	47	$1,247	2%	31
2018	$3,020,000	44	$1,415	10%	18
2017	$2,215,000	60	$1,188	3%	26

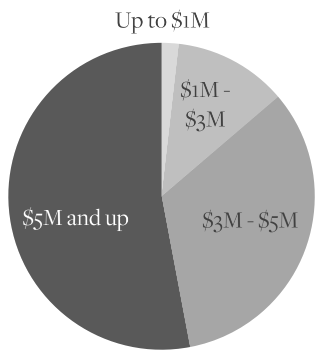
Median Sale Price | Total Units Sold



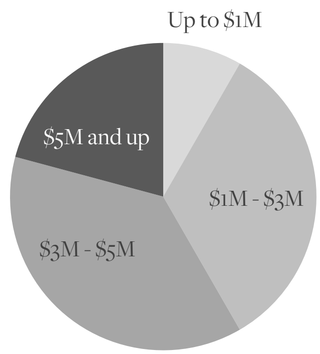
Woodside

Single Family Home Sales

Sales Volume
by Price Category

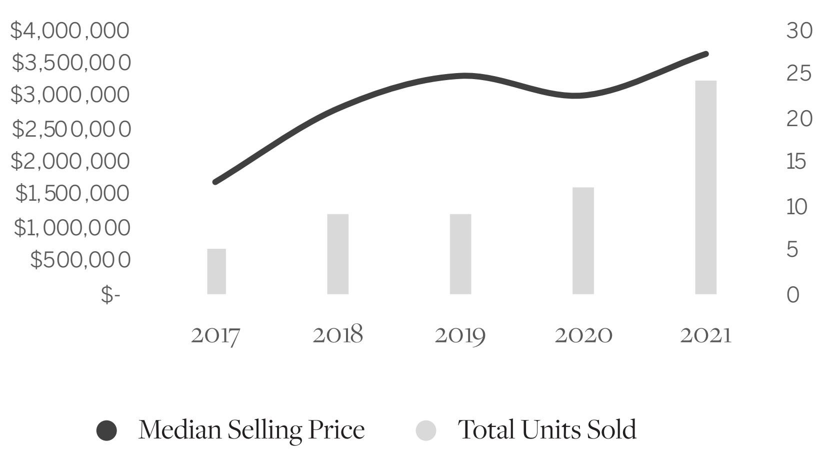


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	21%	100%	7%	-	-13%
2021	$3,636,500	24	$1,479	-1%	78
2020	$3,000,000	12	$1,379	-6%	90
2019	$3,300,000	9	$1,313	-6%	33
2018	$2,800,000	9	$1,079	1%	49
2017	$1,674,000	5	$691	-3%	74

Median Sale Price | Total Units Sold



{Q1 2021}

at a glance

WOODSIDE

24

Units Sold

100%

Change in Units Sold
{ 2021 vs. 2020 }

$3.6m

Median Sale Price

21%

Change in Median Sale Price
{ 2021 vs. 2020 }

THE PENINSULA

Extraordinary Results

We celebrate the notable success of our associates and clients

PALO ALTO
Palo Alto Extraordinary
Last Asking $8,950,000




PORTOLA VALLEY
Exceptional Portola Valley Estate
Last Asking $6,895,000

HILLSBOROUGH
Enchanting Residence in Magical Setting
Last Asking $5,395,000

PORTOLA VALLEY
Private Home with Picturesque Grounds
Last Asking $3,800,000

HILLSBOROUGH
Mid-Century Modern Home on Level Lot
Last Asking $3,500,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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