

Q3 2021
Bay Area

Market Update



Bay Area Market Update

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The Peninsula

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Market Snapshot

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Kentfield

Mill Valley

Ross

San Rafael

Sausalito

Tiburon

Extraordinary Results

Market Snapshot

Atherton

Belmont/San Carlos

Hillsborough

Los Altos Hills

Menlo Park

Woodside

Extraordinary Results





A MESSAGE FROM

Jeffrey Gibson

San Francisco Brokerage Manager

The third quarter of 2021 continued to show strong buyer demand for single-family homes, according to data from the San Francisco Association of Realtors. The median sale price across San Francisco reached \$1,807,500, a record for the quarter. The market took a traditional pause in August, in contrast to 2020 when improving Covid conditions resulted in a historically busy summer, yet buyers pushed sale prices well above asking prices in many areas.

For example, several districts featured in this report saw median sale prices exceed list prices by 12% or more, and in District 9 encompassing SoMa, Potrero Hill and the Mission the figure was 24%. In Districts 5 and 6 in the geographic center of the city, median sale prices increased by a remarkable 21% and 20% respectively compared to the same quarter last year. Though inventory figures were mixed, with some areas seeing a rise in unit sales while others declined, generally fewer homes were on the market than in the same period in 2020, as can be seen in our Covid Market Impact analysis.

By leveraging their deep resources and expertise, the agents affiliated with Sotheby's International Realty produced exceptional results in the quarter and even set records: among other remarkable transactions, two listings sold for more than \$1 million over their asking price. One property in the Golden Gate Heights neighborhood of San Francisco was offered at \$1.8 million and sold for \$2.9 million, while a home in the Lakeshore neighborhood of Oakland was listed for \$1.95 million and sold for \$3.1 million. Results such as these helped the San Francisco brokerage achieve a record \$3 billion in year-to-date sales through the end of the quarter, while achieving the highest average sale price and highest sales volume per agent of any local brokerage.*

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

Executive Vice President, Brokerage Manager

117 Greenwich Street | San Francisco, CA 94111

[SOTHEBYSREALTY.COM](https://www.sothebysrealty.com)

Source: *1/1/21-9/30/21, Residential listings in SF county, per SFAR MLS / BrokerMetrics, for the year specified. Data within this document are drawn from the SFAR MLS, BAREIS, and/or MLS Listings. Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. © 2021 Sotheby's International Realty. All Rights Reserved. The Sotheby's International Realty trademark is licensed and used with permission. Each Sotheby's International Realty office is independently owned and operated, except those operated by Sotheby's International Realty, Inc. The Sotheby's International Realty network fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. SIR DRE: 899496. Jeffrey Gibson DRE: 01407690. Photo credit: Rich Hay

BAY AREA

Featured Properties

We invite you to explore our exclusive offerings at [SOTHEBYSREALTY.COM](https://www.sotbysrealty.com)



PACIFIC HEIGHTS
Queen Anne Bright
Offered at \$13,500,000



SAN GREGORIO
Offered at \$25,000,000
[TheIslandFarmSG.com](https://www.TheIslandFarmSG.com)

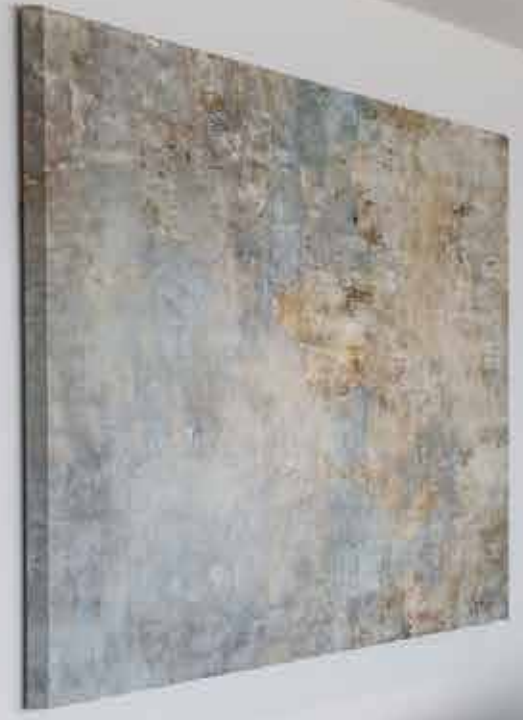
PACIFIC HEIGHTS
Offered at \$18,000,000
[2620Buchanan.com](https://www.2620Buchanan.com)

RUSSIAN HILL
Offered at \$8,600,000
[OctagonHome.com](https://www.OctagonHome.com)

MILL VALLEY
Offered at \$4,750,000
[MVForestView.com](https://www.MVForestView.com)

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTHEBYSREALTY.COM](https://www.SOTHEBYSREALTY.COM)



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

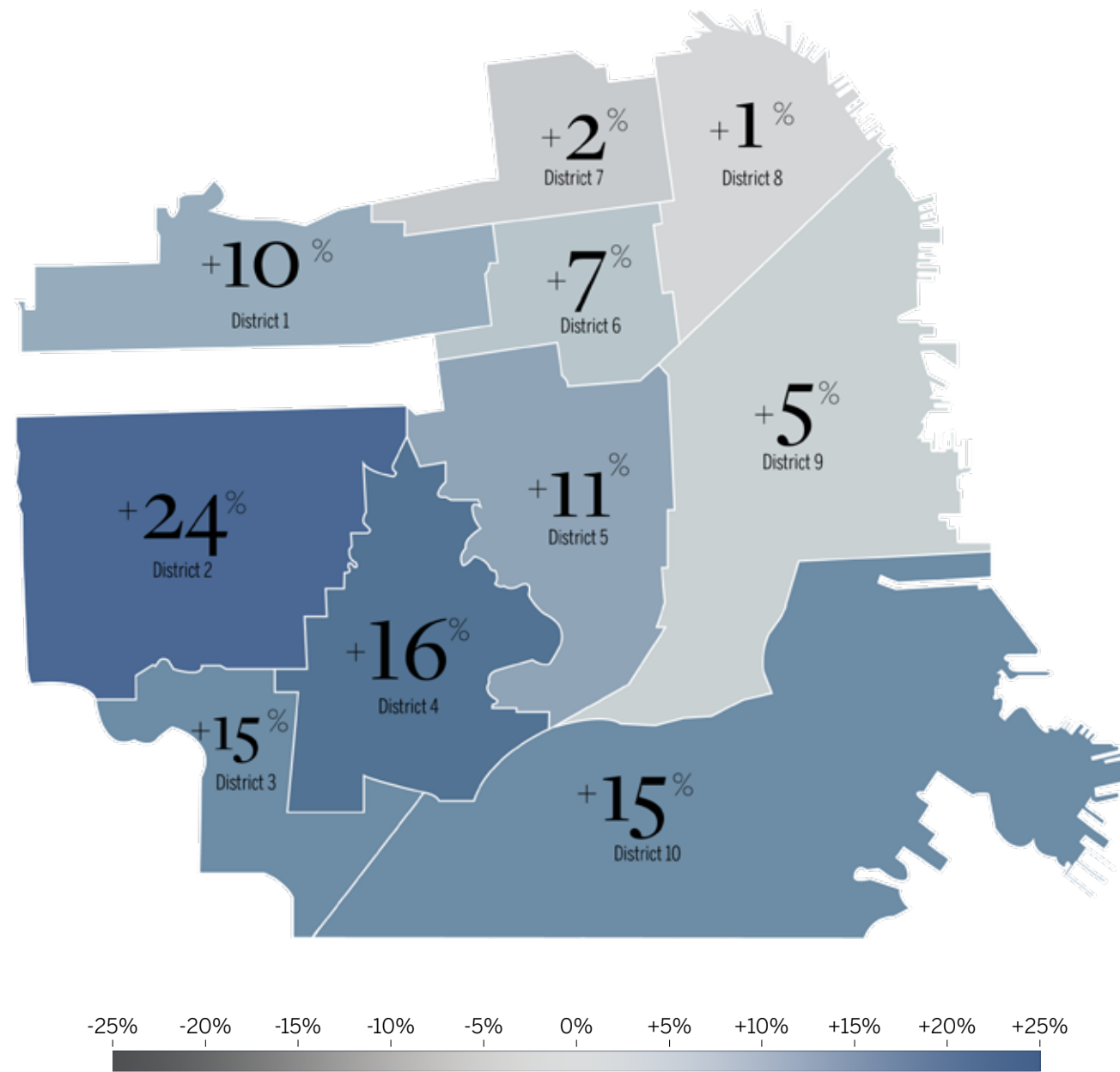
Market Snapshot | by District

2021 Highlights

San Francisco

Price Ratio by District

{Median Final Sale vs. Original List}



San Francisco

Median Sale Prices

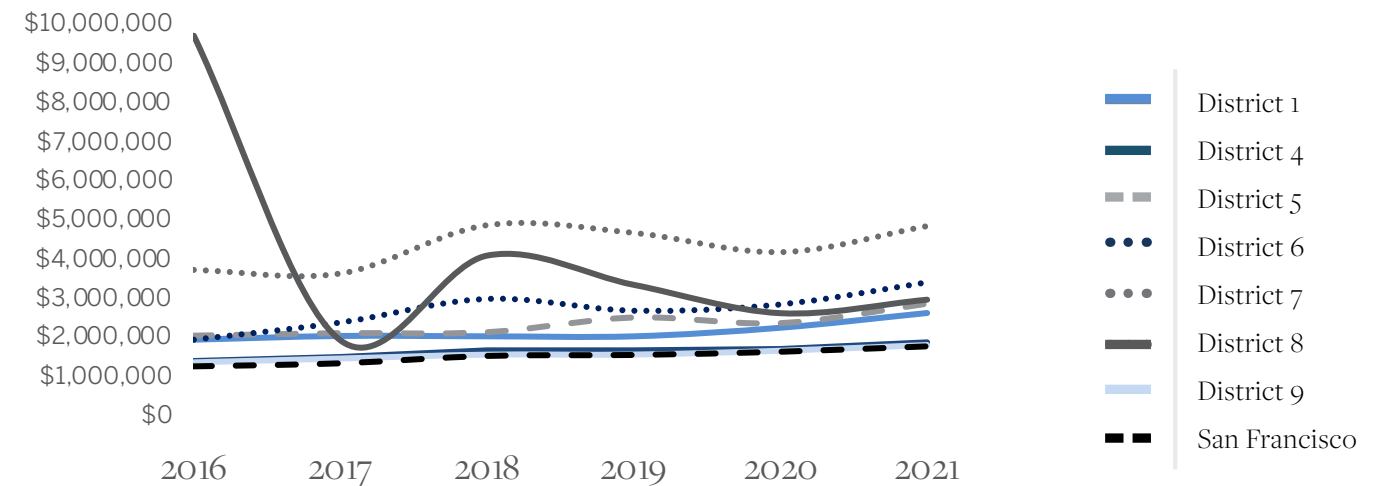
{Single Family Homes vs. Condos}



Districts

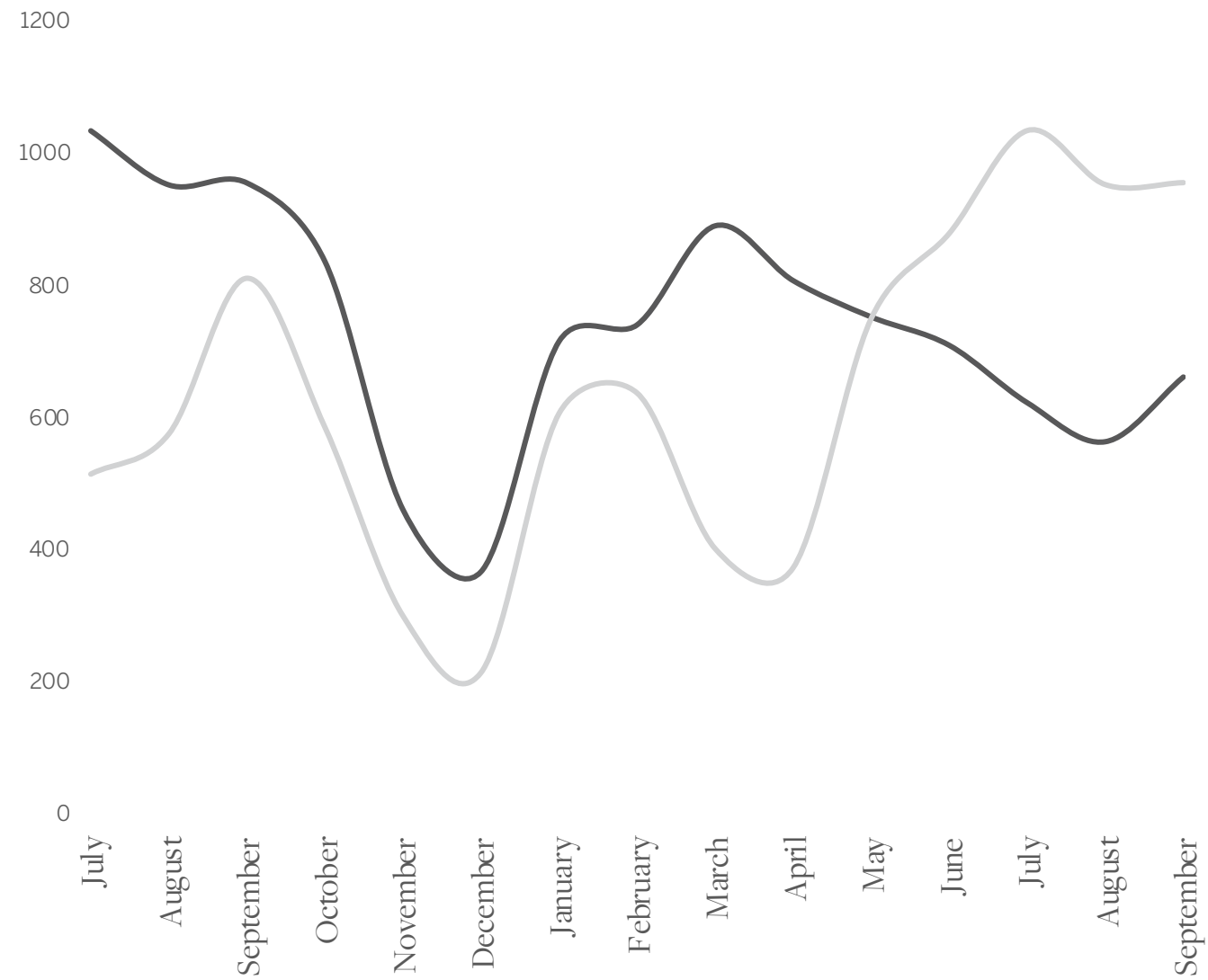
Median Sale Prices

{Districts vs. San Francisco Overall}



COVID-19 Market Impact

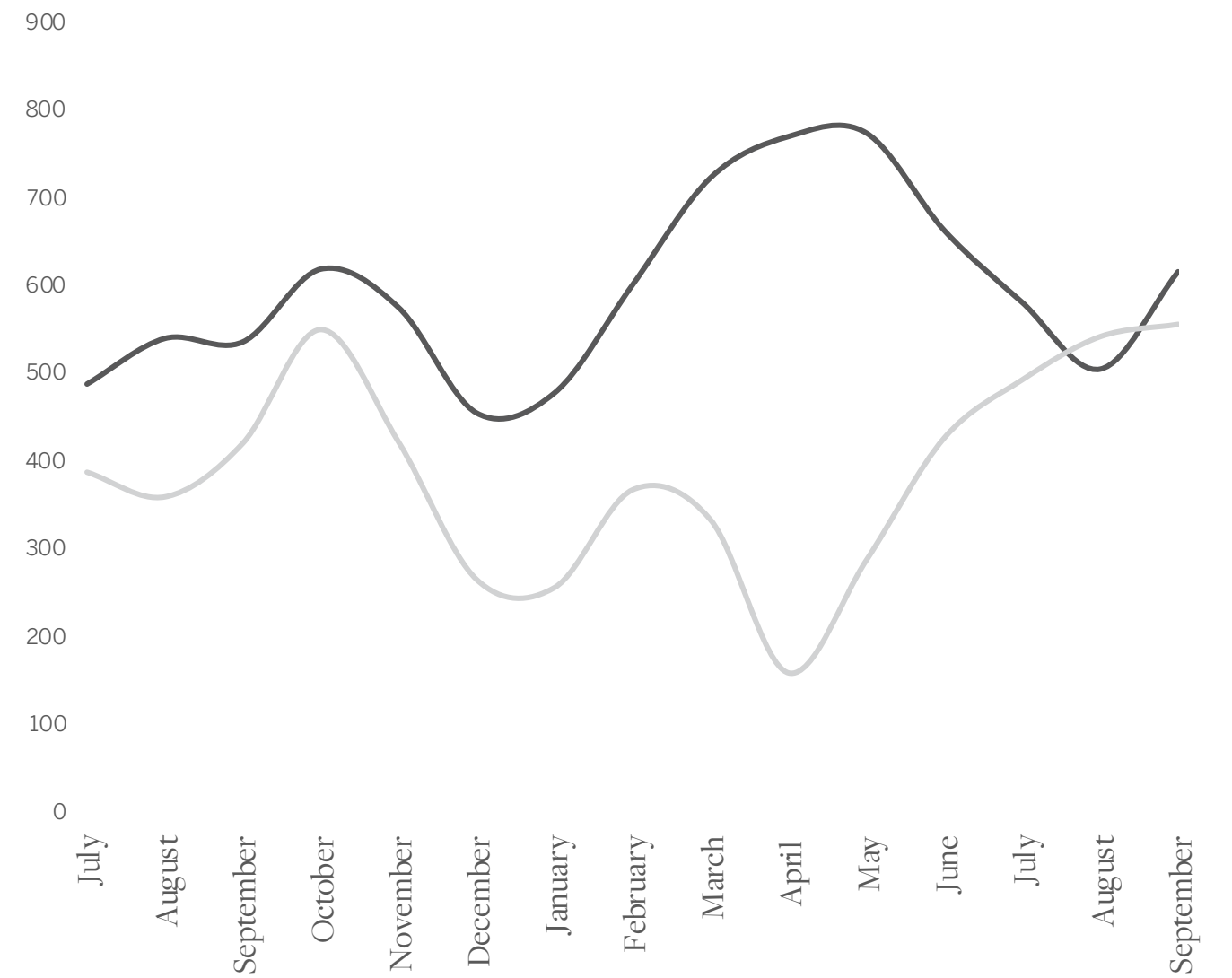
Number of New Listings



● 2019-2020
● 2020-2021

All San Francisco

Number of Pending Sales



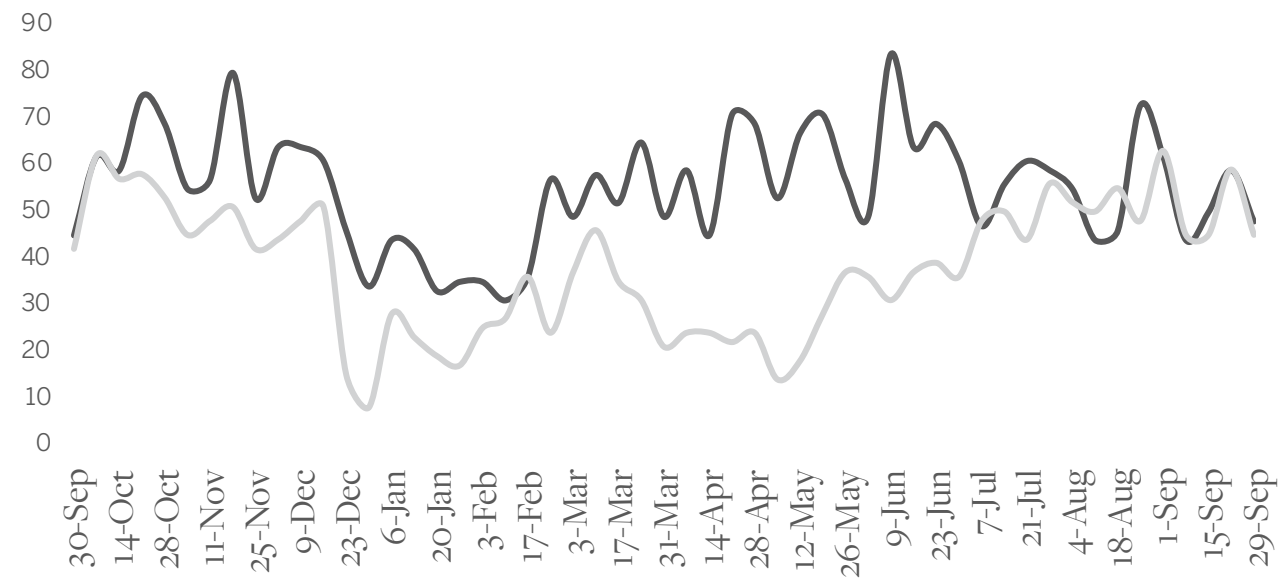
● 2019-2020
● 2020-2021

COVID-19 Market Impact

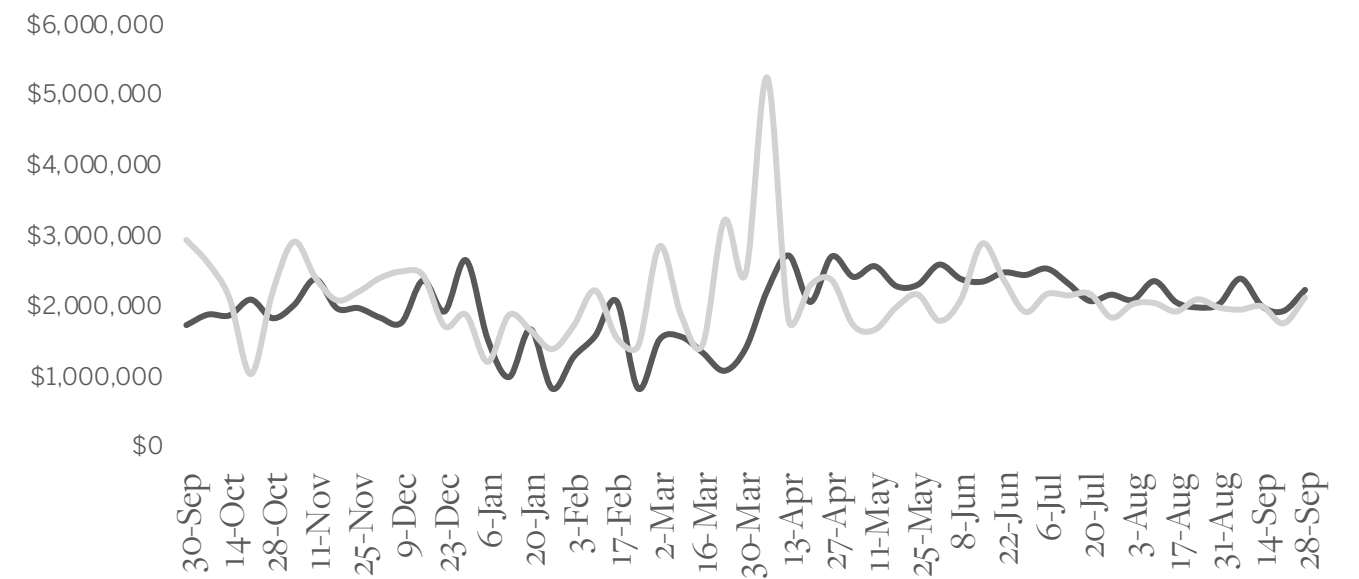
All San Francisco

Single Family Homes

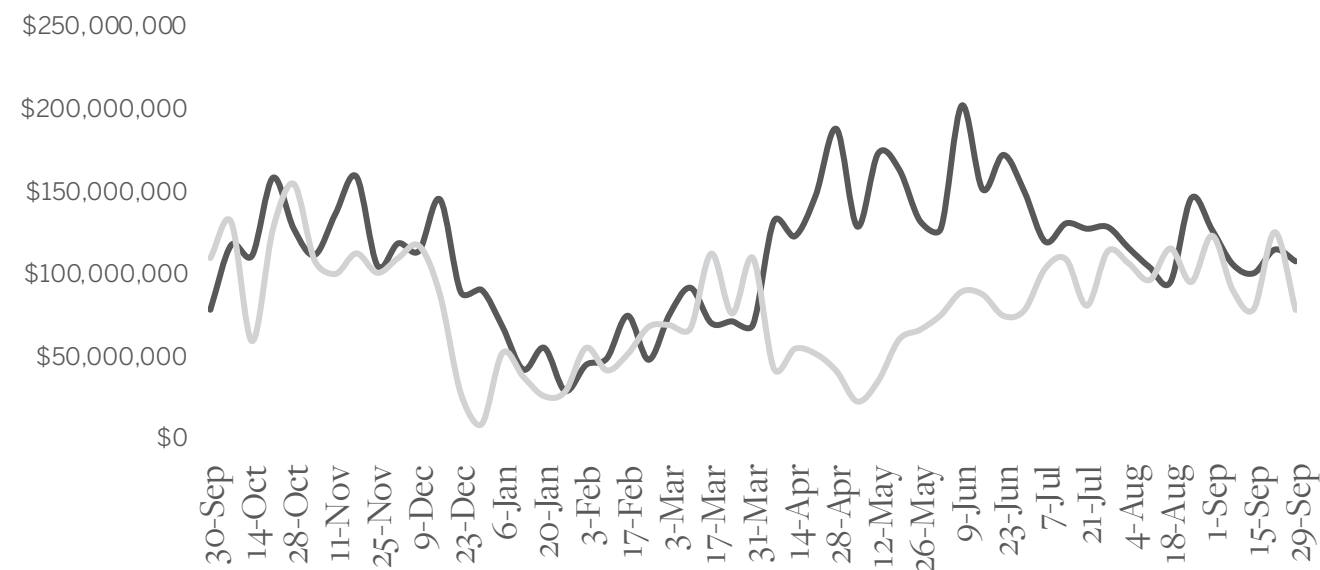
Number of Sold Properties



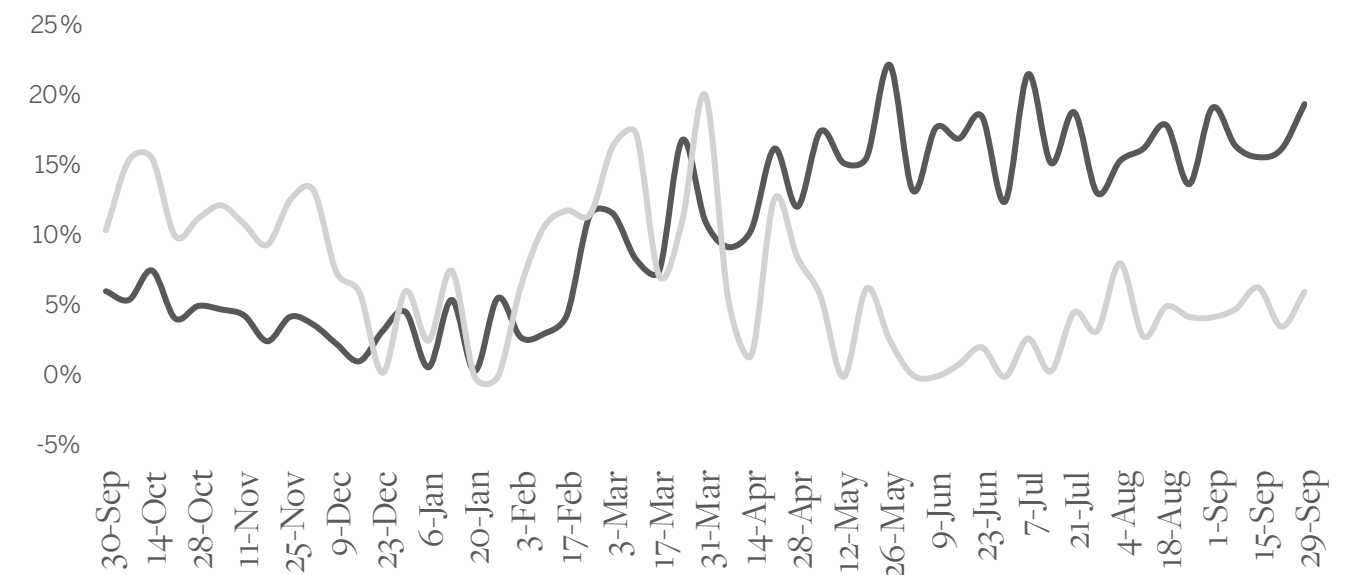
Average Sale Price



Total Sold Volume



Median Final Sale Price vs. Original List



● 2019-2020
● 2020-2021

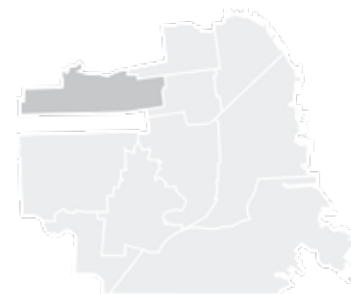
● 2019-2020
● 2020-2021

{2021}

at a glance

DISTRICT 1

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



89

Total Units Sold
{ Single Family Homes and Condominiums }

-13%

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

\$2.7m

Median Sale Price
{ Single Family Homes }

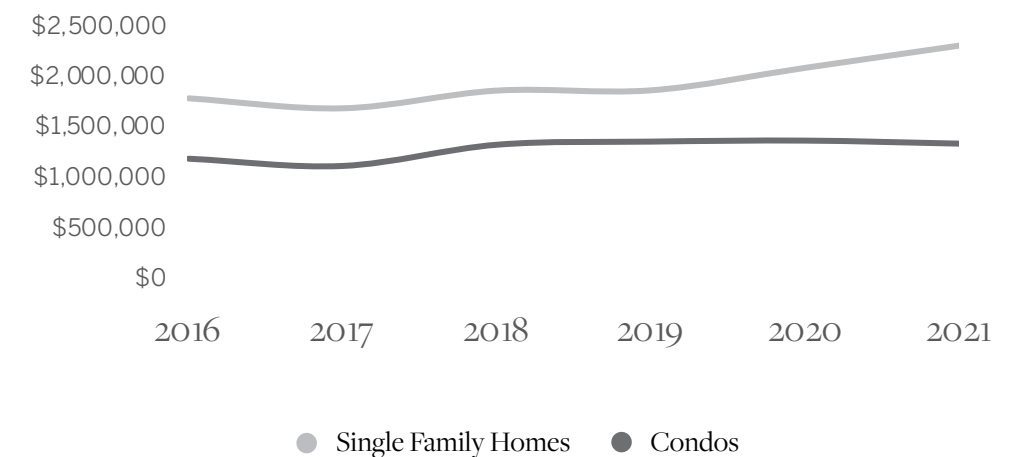
17%

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

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	17%	-29%	14%	-	-30%
2021	\$2,650,000	50	\$1,146	14%	17
2020	\$2,269,000	70	\$1,004	8%	24
2019	\$2,046,667	33	\$1,066	9%	32
2018	\$2,047,500	38	\$1,006	9%	21
2017	\$2,055,800	35	\$944	21%	21

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

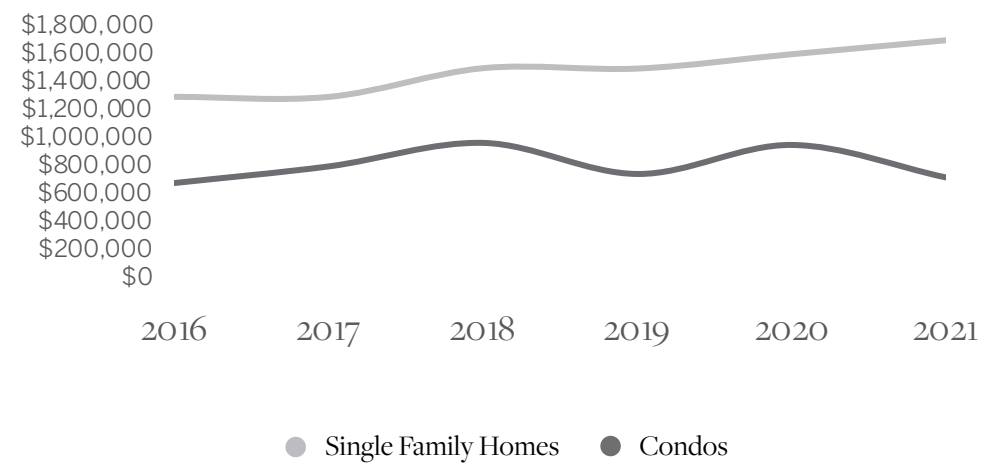
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	2%	-13%	13%	-	-58%
2021	\$1,402,500	39	\$1,087	17%	13
2020	\$1,380,000	45	\$964	2%	32
2019	\$1,350,000	36	\$976	6%	23
2018	\$1,275,000	38	\$934	-1%	26
2017	\$1,175,000	21	\$912	18%	29

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	10%	18%	6%	-	-25%
2021	\$1,900,000	99	\$1,059	12%	18
2020	\$1,732,500	84	\$997	9%	24
2019	\$1,700,000	61	\$1,010	14%	22
2018	\$1,709,000	79	\$961	14%	24
2017	\$1,527,500	78	\$929	18%	17

Median Sale Price | Single Family Homes vs. Condos



{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

110

Total Units Sold
{ Single Family Homes and Condominiums }

18%

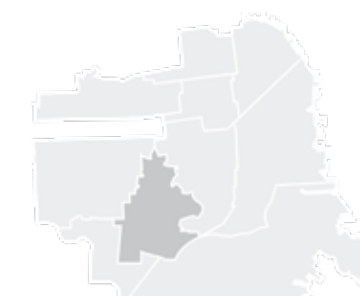
Change in Units Sold
{ 2021 vs. 2020, Single Family Homes }

\$1.9m

Median Sale Price
{ Single Family Homes }

10%

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



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	-5%	-8%	4%		59%
2021	\$722,750	11	\$959	4%	32
2020	\$762,500	12	\$918	-18%	20
2019	\$824,000	10	\$789	15%	41
2018	\$879,000	11	\$680	4%	38
2017	\$725,000	9	\$801	-9%	16

{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



237

Total Units Sold
{ Single Family Homes and Condominiums }

-19%

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

\$2.9m

Median Sale Price
{ Single Family Homes }

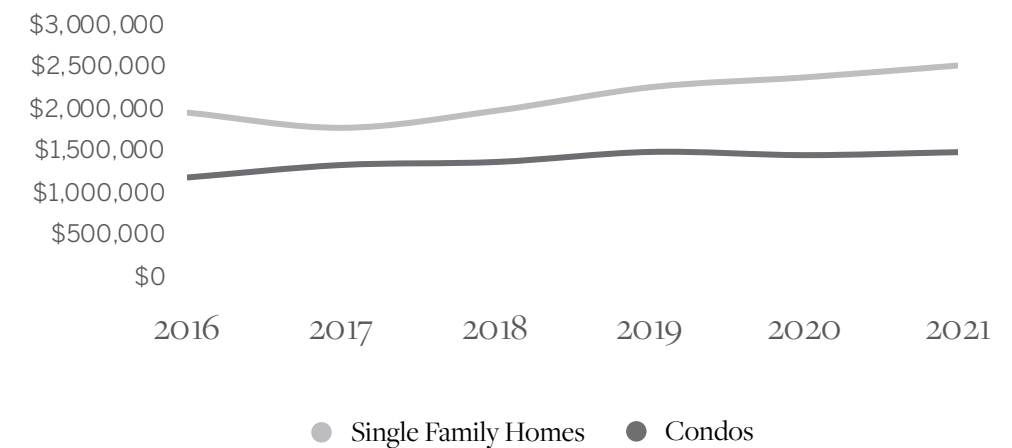
21%

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

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	21%	-2%	9%	-	-24%
2021	\$2,900,000	108	\$1,353	15%	21
2020	\$2,405,000	110	\$1,237	1%	28
2019	\$2,550,000	86	\$1,276	12%	20
2018	\$2,175,000	69	\$1,283	9%	22
2017	\$2,152,000	67	\$1,184	20%	31

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

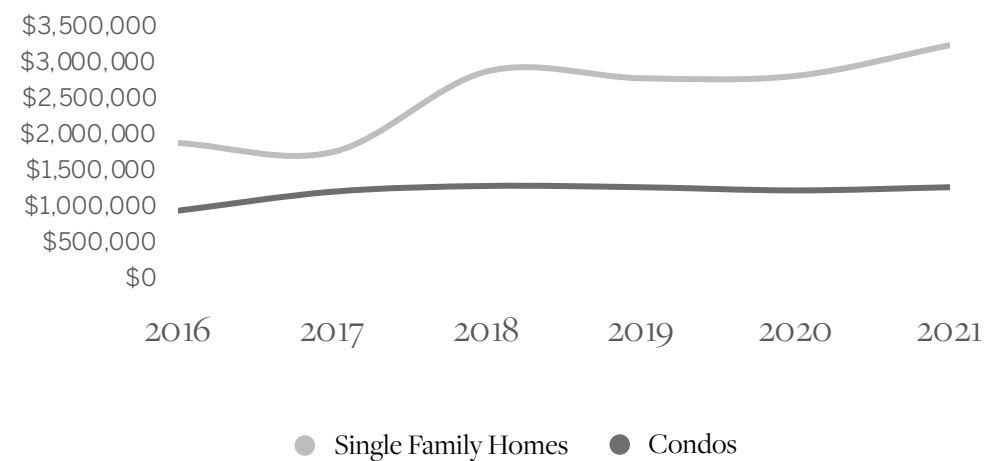
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	5%	-19%	9%	-	-41%
2021	\$1,475,000	129	\$1,181	9%	19
2020	\$1,400,000	159	\$1,079	-3%	32
2019	\$1,500,000	90	\$1,188	10%	20
2018	\$1,404,000	108	\$1,155	17%	21
2017	\$1,332,500	80	\$1,094	19%	25

District 6

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	20%	-29%	1%	-	-58%
2021	\$3,425,000	10	\$1,146	6%	14
2020	\$2,860,000	14	\$1,135	1%	34
2019	\$2,700,000	7	\$1,127	-3%	36
2018	\$3,005,000	12	\$1,090	4%	30
2017	\$2,400,000	9	\$1,164	35%	34

Median Sale Price | Single Family Homes vs. Condos



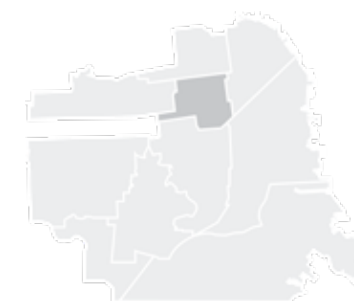
CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	6%	10%	8%	-	-4%
2021	\$1,272,050	85	\$1,153	2%	29
2020	\$1,200,000	77	\$1,070	0%	30
2019	\$1,249,500	69	\$1,158	5%	33
2018	\$1,245,000	54	\$1,152	11%	26
2017	\$1,200,000	64	\$979	9%	33

at a glance

DISTRICT 6

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



95

Total Units Sold
{ Single Family Homes and Condominiums }

10%

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

\$3.4m

Median Sale Price
{ Single Family Homes }

20%

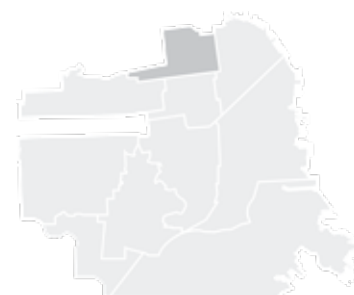
Change in Median Sale Price
{ 2021 vs. 2020, Single Family Homes }

{2021}

at a glance

DISTRICT 7

The Marina
Cow Hollow
Pacific Heights
Presidio Heights



120

Total Units Sold
{ Single Family Homes and Condominiums }

20%

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

\$4.9m

Median Sale Price
{ Single Family Homes }

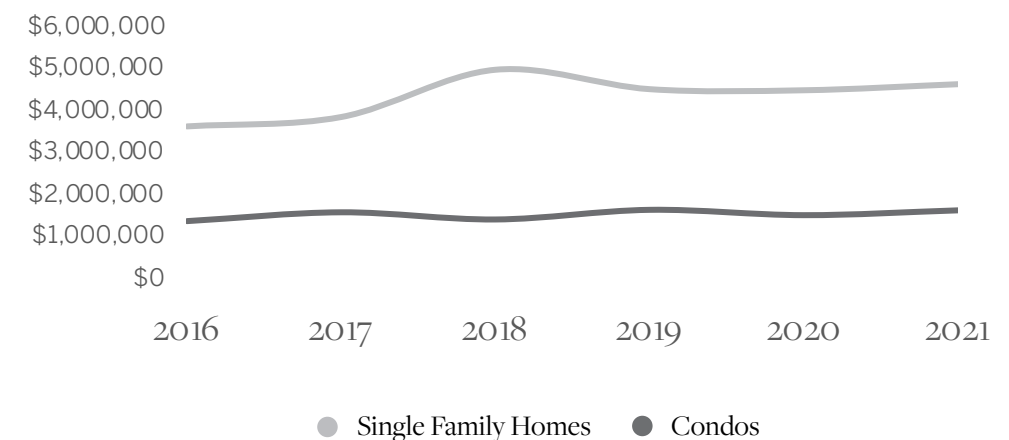
16%

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

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	16%	20%	1%	-	-37%
2021	\$4,875,000	30	\$1,457	5%	30
2020	\$4,200,000	25	\$1,441	-7%	48
2019	\$4,700,000	20	\$1,394	4%	40
2018	\$4,900,000	19	\$1,482	-2%	42
2017	\$3,650,000	23	\$1,452	-5%	44

Median Sale Price | Single Family Homes vs. Condos

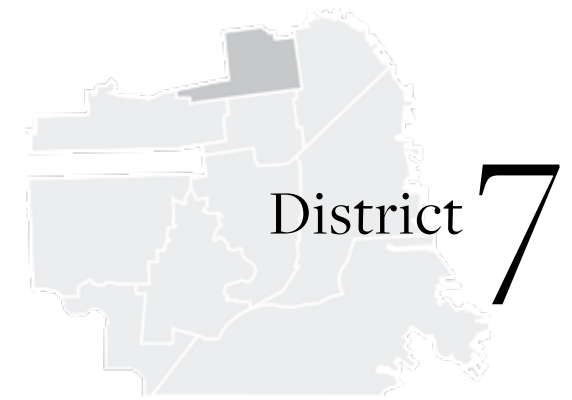


CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	2%	-7%	5%	-	-27%
2021	\$1,575,000	90	\$1,310	-4%	26
2020	\$1,540,500	97	\$1,246	3%	35
2019	\$1,545,500	79	\$1,289	-3%	24
2018	\$1,497,500	63	\$1,195	16%	26
2017	\$1,575,000	58	\$1,207	2%	26

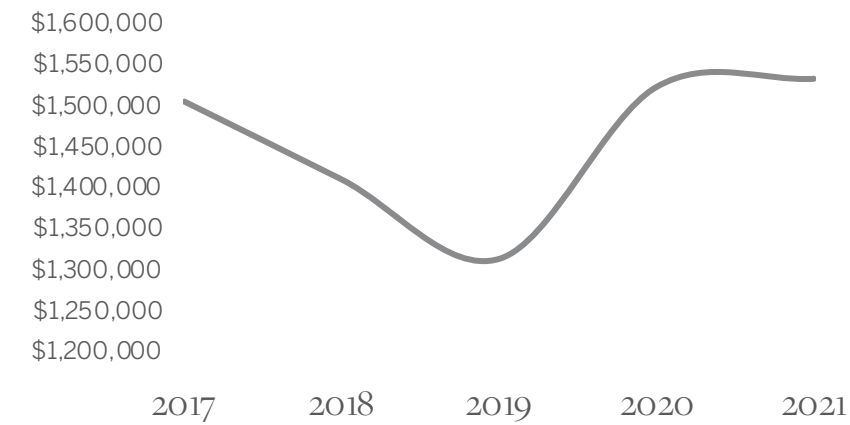
DISTRICT 7

Neighborhood Highlights



Cow Hollow

{Median Sale Price | Condominiums over Five Years}



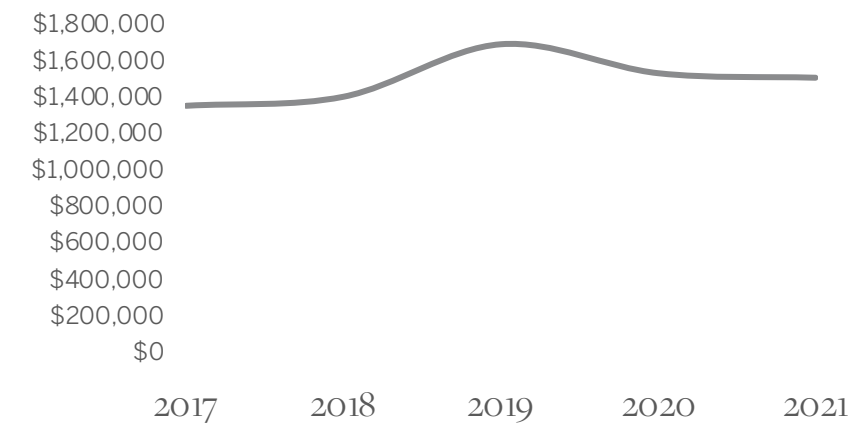
-1%
Median Sale vs. Original List

46
Average DOM

\$1,373
\$/Square Foot

Pacific Heights

{Median Sale Price | Condominiums over Five Years}



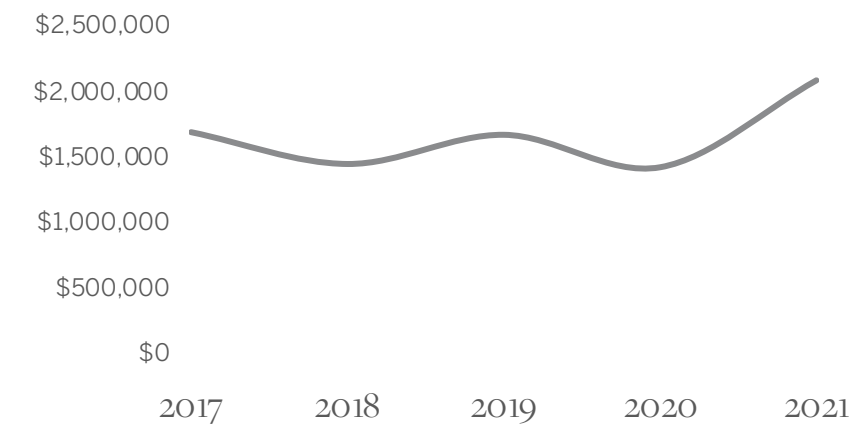
5%
Median Sale vs. Original List

22
Average DOM

\$1,283
\$/Square Foot

Marina

{Median Sale Price | Condominiums over Five Years}



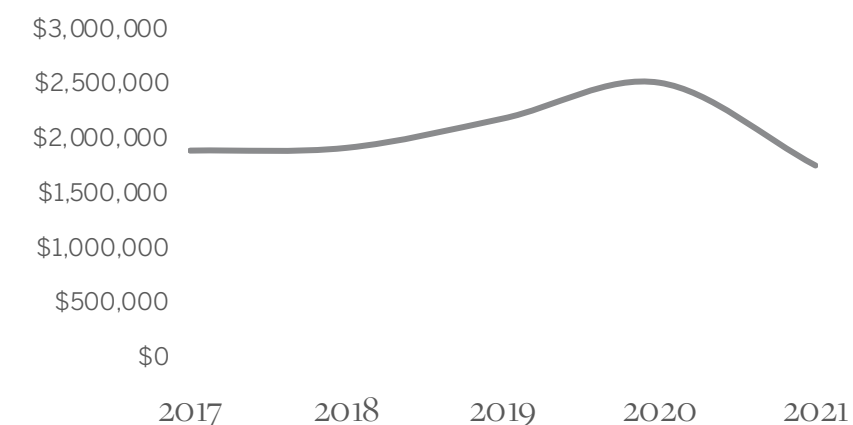
5%
Median Sale vs. Original List

20
Average DOM

\$1,325
\$/Square Foot

Presidio Heights

{Median Sale Price | Condominiums over Five Years}



-1%
Median Sale vs. Original List

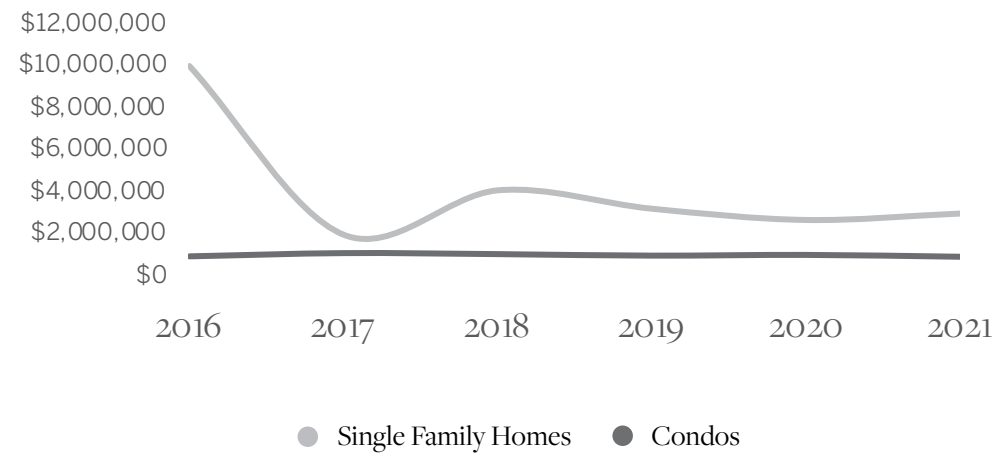
10
Average DOM

\$1,285
\$/Square Foot

District 8

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	13%	80%	14%	-	8%
2021	\$2,995,000	9	\$1,239	0%	40
2020	\$2,650,000	5	\$1,091	-1%	37
2019	\$3,375,000	4	\$1,055	5%	33
2018	\$4,123,500	4	\$1,244	1%	10
2017	\$1,955,000	5	\$1,002	-2%	40

Median Sale Price | Single Family Homes vs. Condos



{2021} at a glance

DISTRICT 8

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



150

Total Units Sold
{ Single Family Homes and Condominiums }

17%

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

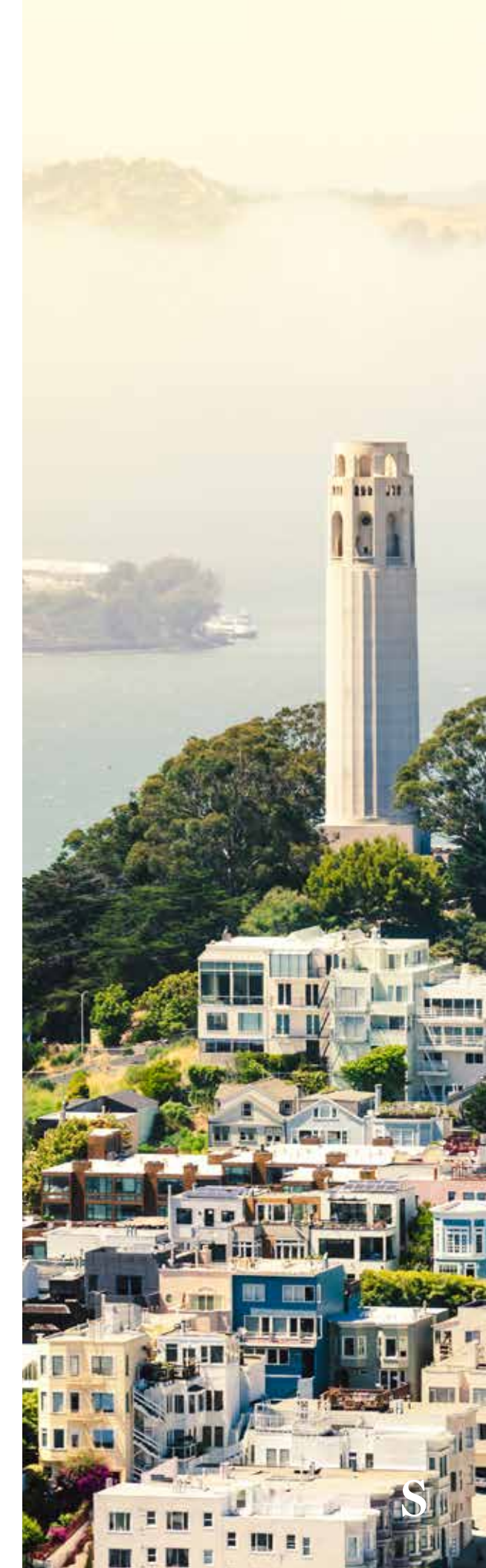
\$3m

Median Sale Price
{ Single Family Homes }

13%

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

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	-6%	17%	-3%	-	-13%
2021	\$1,012,000	141	\$1,099	7%	46
2020	\$1,075,000	121	\$1,128	8%	53
2019	\$1,025,000	103	\$1,167	3%	50
2018	\$1,085,000	135	\$1,150	9%	41
2017	\$1,100,000	105	\$1,140	0%	47

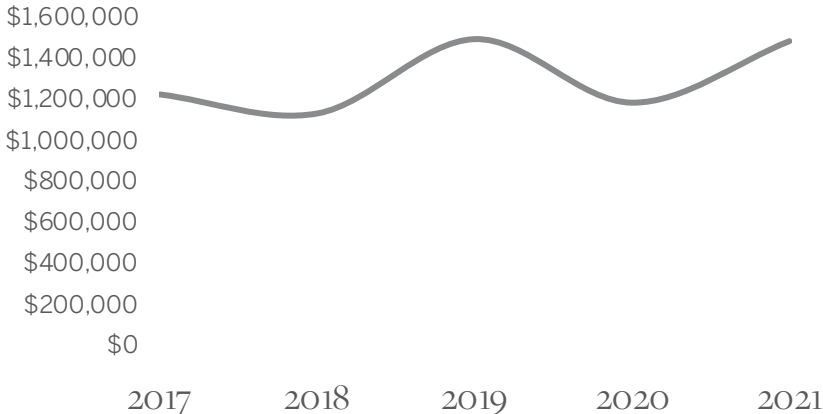


Neighborhood Highlights



Financial District

{Median Sale Price | Condominiums over Five Years}



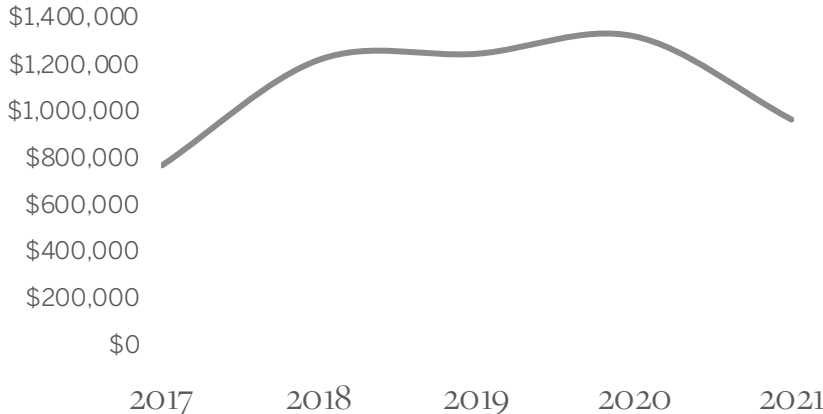
1%
Median Sale vs. Original List

36
Average DOM

\$1,267
\$/Square Foot

North Waterfront

{Median Sale Price | Condominiums over Five Years}



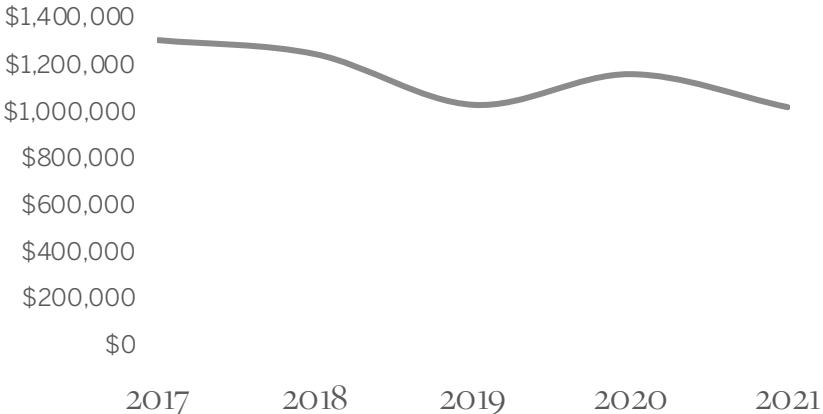
-2%
Median Sale vs. Original List

41
Average DOM

\$932
\$/Square Foot

Nob Hill

{Median Sale Price | Condominiums over Five Years}



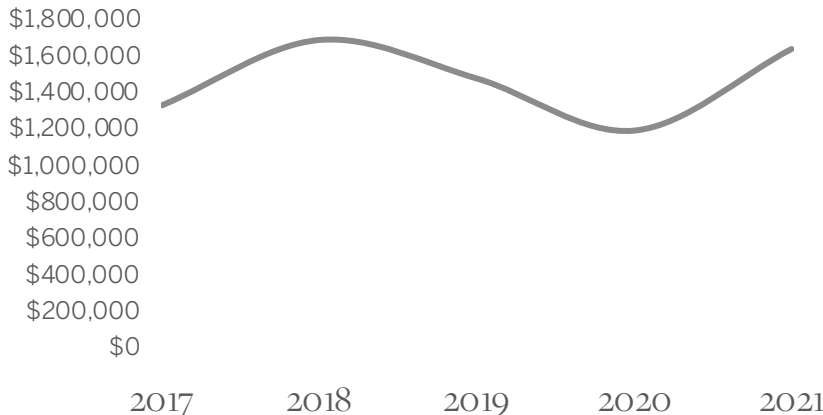
3%
Median Sale vs. Original List

55
Average DOM

\$1,183
\$/Square Foot

Russian Hill

{Median Sale Price | Condominiums over Five Years}



7%
Median Sale vs. Original List

47
Average DOM

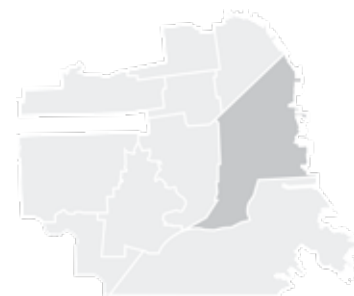
\$1,198
\$/Square Foot

{2021}

at a glance

DISTRICT 9

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



399

Total Units Sold
{ Single Family Homes and Condominiums }

34%

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

\$1.9m

Median Sale Price
{ Single Family Homes }

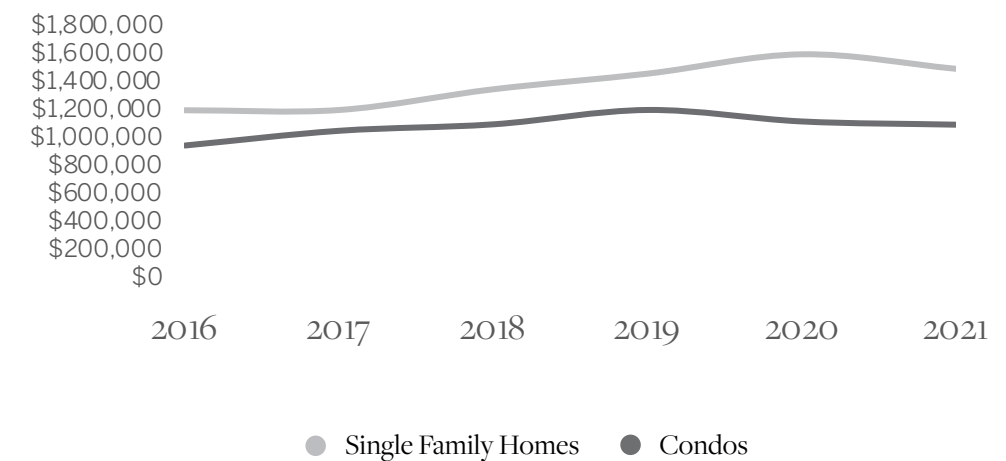
9%

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

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	9%	-9%	8%	-	38%
2021	\$1,850,000	77	\$1,191	24%	24
2020	\$1,702,000	85	\$1,105	6%	17
2019	\$1,602,500	50	\$1,105	10%	34
2018	\$1,600,000	55	\$1,076	19%	17
2017	\$1,500,000	66	\$1,061	25%	27

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

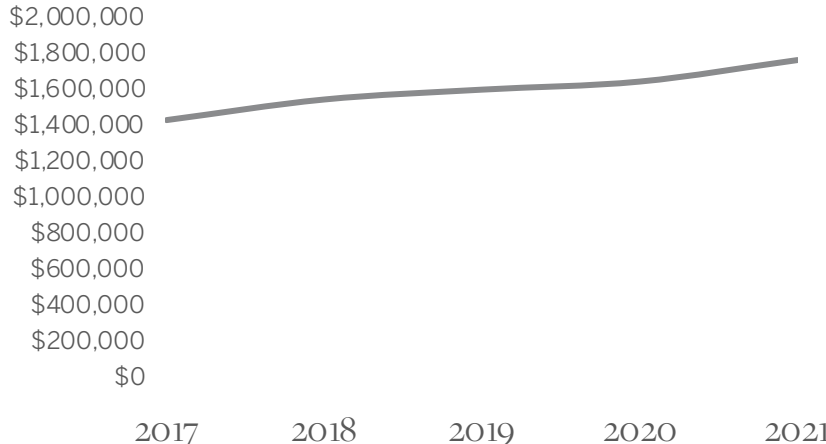
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	0%	34%	1%	-	4%
2021	\$1,100,000	322	\$1,131	1%	49
2020	\$1,100,000	241	\$1,116	-3%	47
2019	\$1,175,000	213	\$1,198	5%	32
2018	\$1,131,000	262	\$1,174	8%	37
2017	\$1,065,000	252	\$1,100	7%	41

Neighborhood Highlights



Bernal Heights

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



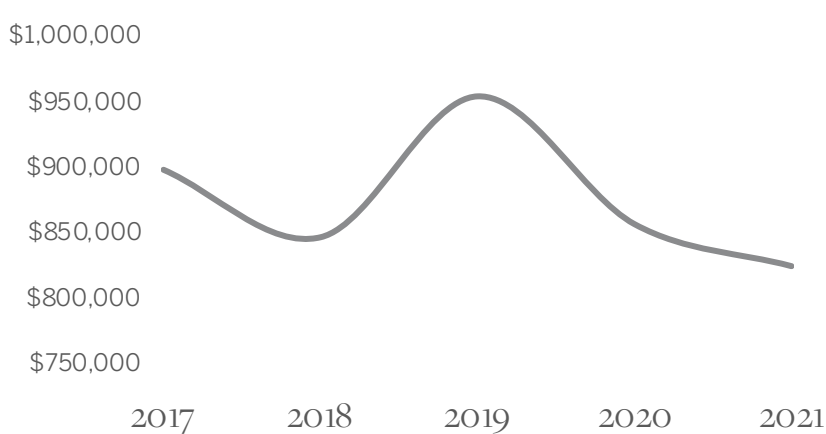
19%
Median Sale vs. Original List

26
Average DOM

\$1,128
\$/Square Foot

SoMa

{Median Sale Price | Condominiums over Five Years}



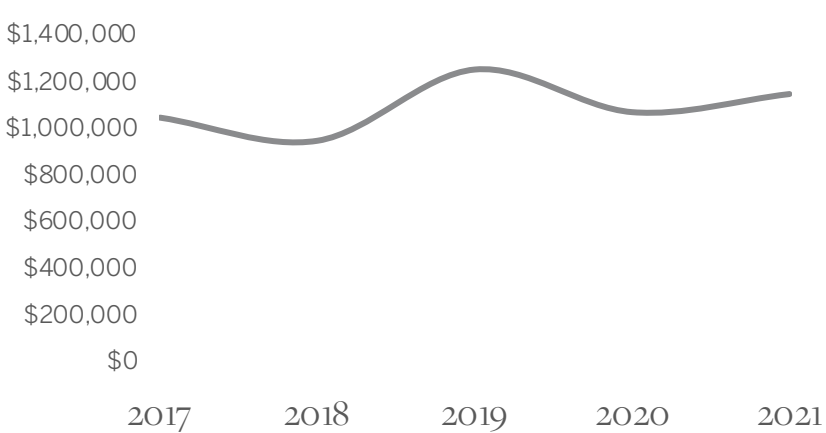
4%
Median Sale vs. Original List

70
Average DOM

\$888
\$/Square Foot

Inner Mission

{Median Sale Price | Condominiums over Five Years}



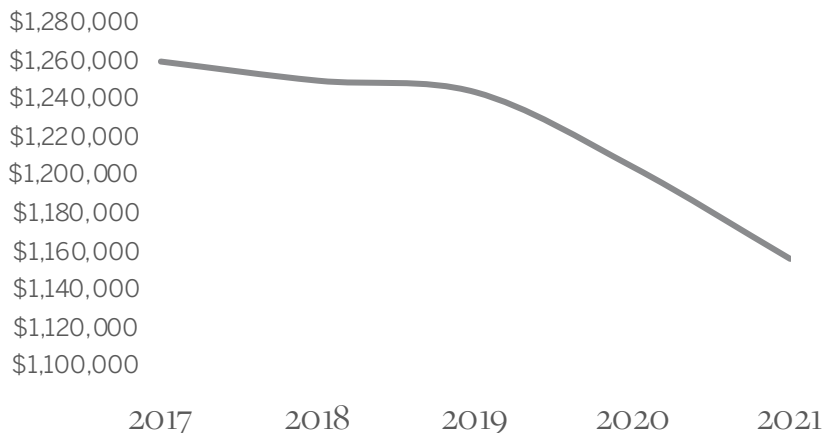
5%
Median Sale vs. Original List

41
Average DOM

\$1,082
\$/Square Foot

South Beach

{Median Sale Price | Condominiums over Five Years}



-3%
Median Sale vs. Original List

53
Average DOM

\$1,246
\$/Square Foot

SAN FRANCISCO

Extraordinary Results

*We celebrate the notable success
of our associates and clients*



MARINA
One of a Kind Marina Estate
Last Asking \$19,750,000



TELEGRAPH HILL
Tuscany Meets Telegraph Hill
Last Asking \$5,995,000

PACIFIC HEIGHTS
Best Of Both Worlds
Last Asking \$4,998,000

PACIFIC HEIGHTS
Gracious Pacific Heights Home
Last Asking \$4,500,000

PACIFIC HEIGHTS
Stylish Jewel Box Victorian
Last Asking \$4,200,000

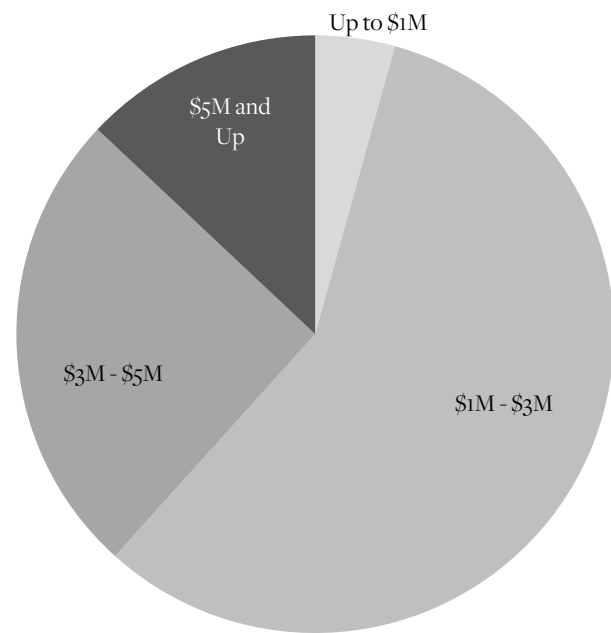
*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTREBYSREALTY.COM](https://www.sotrebysrealty.com)

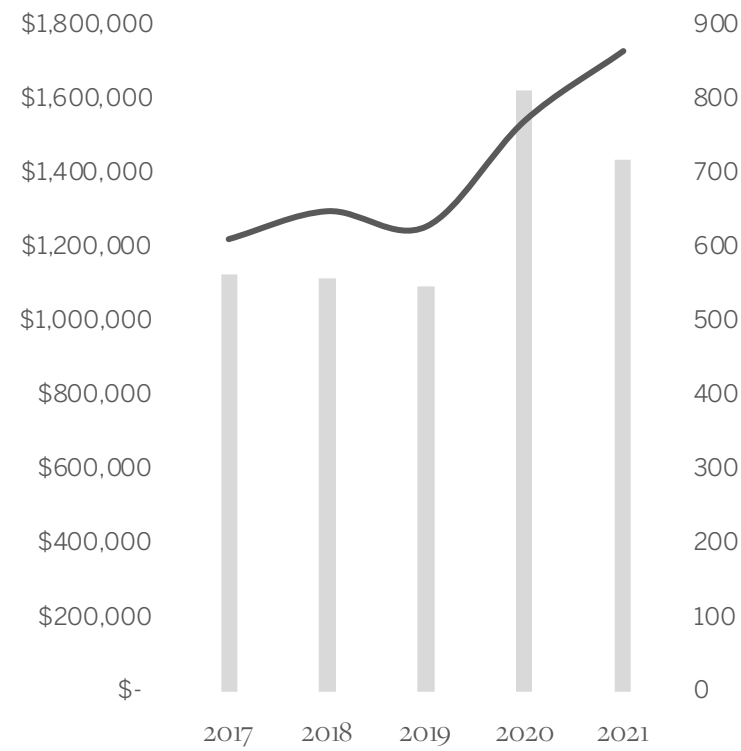
LARKSUPUR | PREMIER WATERFRONT HOME | LAST ASKING \$4,950,000

Marin County

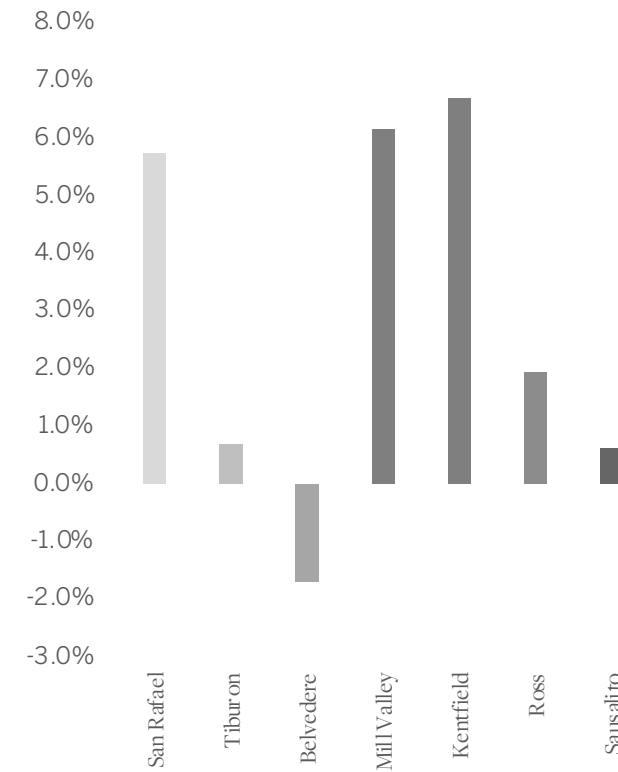
- MARKET SNAPSHOT
- BELVEDERE
- KENTFIELD
- MILL VALLEY
- ROSS
- SAN RAFAEL
- SAUSALITO
- TIBURON



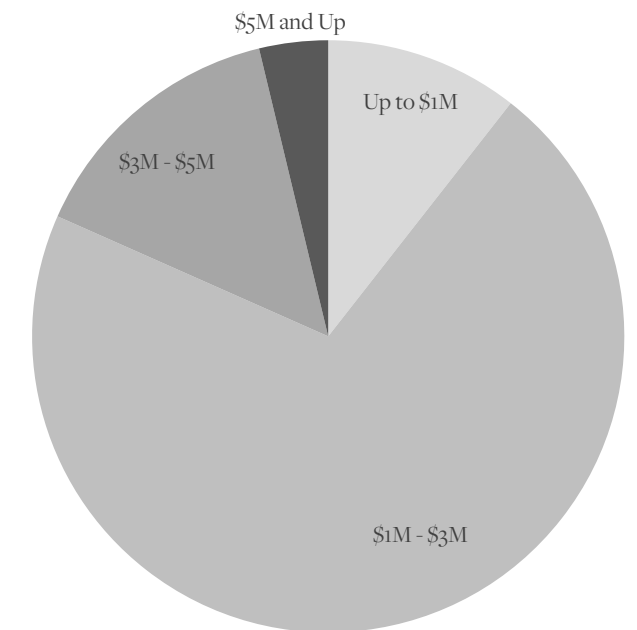
Sales Volume by Price Category



Median Sale Price vs. Total Units Sold



Final Sale vs. Original List



Total Units Sold by Price Category

- 4% Up to \$1 Million
- 57% \$1 Million to \$3 Million
- 25% \$3 Million to \$5 Million
- 13% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- 6% San Rafael
- 1% Tiburon
- -2% Belvedere
- 6% Mill Valley
- 7% Kentfield
- 2% Ross
- 1% Sausalito

- 11% Up to \$1 Million
- 71% \$1 Million to \$3 Million
- 15% \$3 Million to \$5 Million
- 4% \$5 Million and Up



{2021}

at a glance

BELVEDERE

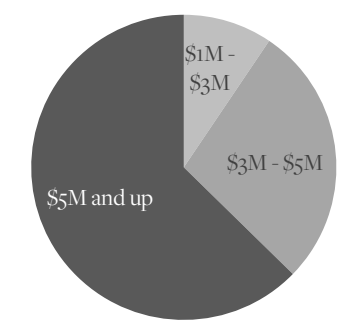
15
Units Sold

7%
Change in Units Sold
{ 2021 vs. 2020 }

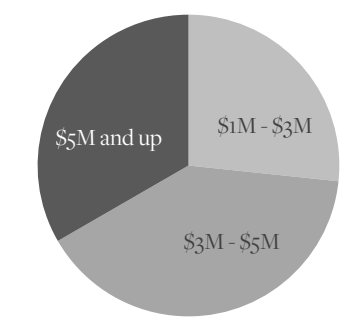
\$4.6m
Median Sale Price

8%
Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

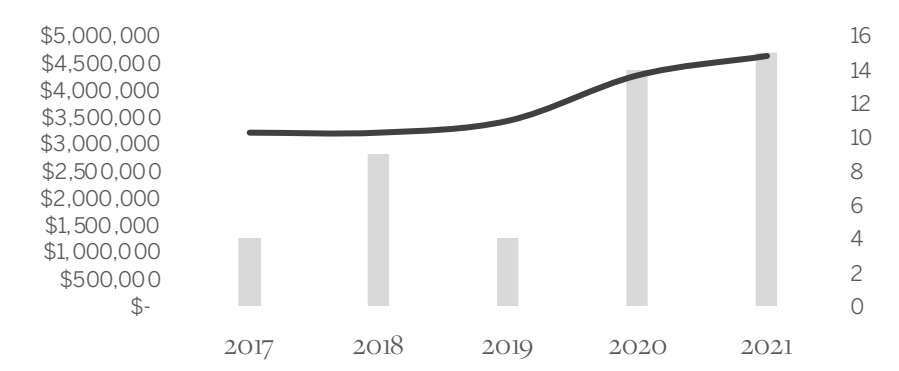


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	8%	7%	28%	-	-9%
2021	\$4,635,000	15	\$1,895	-2%	113
2020	\$4,272,500	14	\$1,486	-6%	124
2019	\$3,422,500	4	\$1,1176	-5%	123
2018	\$3,200,000	9	\$1,238	-4%	132
2017	\$3,200,000	4	\$1,173	1%	58

Median Sale Price | Total Units Sold

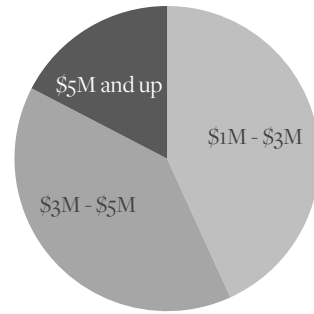


● Median Selling Price ● Total Units Sold

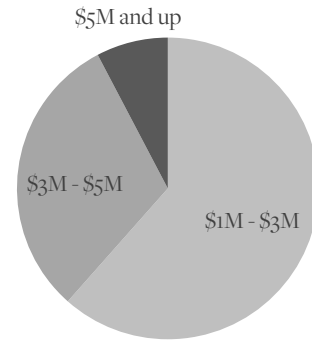
Kentfield

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}

at a glance

KENTFIELD

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	-16%	8%	13%	-	-46%
2021	\$2,721,500	26	\$1,113	7%	73
2020	\$3,250,000	24	\$983	-1%	134
2019	\$2,251,000	14	\$862	-1%	105
2018	\$1,825,000	15	\$845	-1%	84
2017	\$2,650,000	17	\$841	-2%	136

26

Units Sold

8%

Change in Units Sold {2021 vs. 2020}

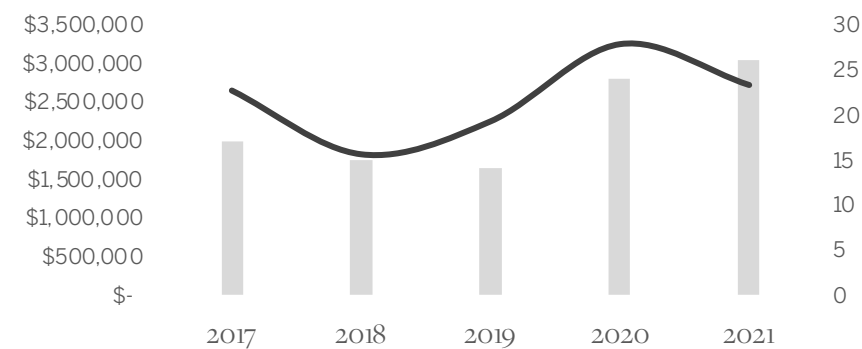
\$2.7m

Median Sale Price

-16%

Change in Median Sale Price {2021 vs. 2020}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

{2021}

at a glance

MILL VALLEY

108

Units Sold

-5%

Change in Units Sold
{ 2021 vs. 2020 }

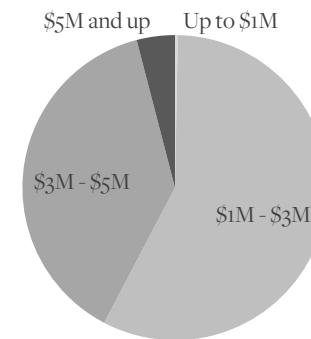
\$2.2m

Median Sale Price

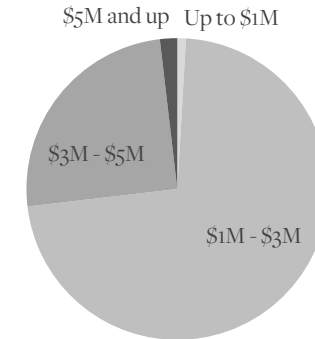
19%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

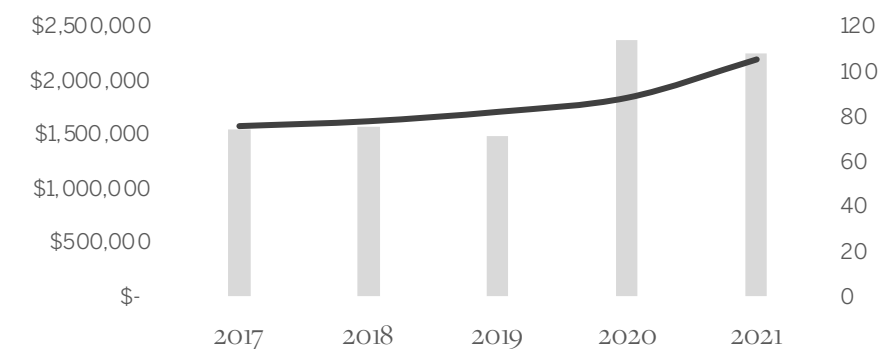


Total Units Sold by Price Category



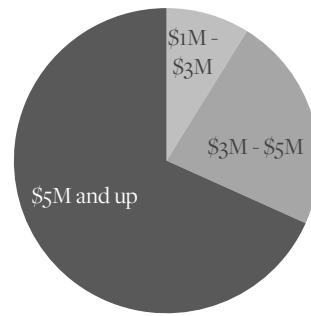
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	19%	-5%	17%	-	-19%
2021	\$2,184,400	108	\$1,081	6%	69
2020	\$1,830,000	114	\$923	3%	85
2019	\$1,699,300	71	\$862	0%	87
2018	\$1,612,500	75	\$884	-7%	75
2017	\$1,567,500	74	\$792	2%	100

Median Sale Price | Total Units Sold

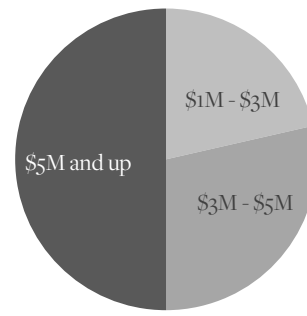


● Median Selling Price ● Total Units Sold

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}
at a glance
ROSS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	30%	75%	27%	-	17%
2021	\$4,900,000	14	\$1,458	2%	79
2020	\$3,757,500	8	\$1,150	2%	67
2019	\$3,595,000	5	\$1,056	-3%	127
2018	\$2,907,500	10	\$1,084	1%	94
2017	\$2,770,000	13	\$1,083	-19%	73

14

Unit Sold

75%

Change in Units Sold
{2021 vs. 2020}

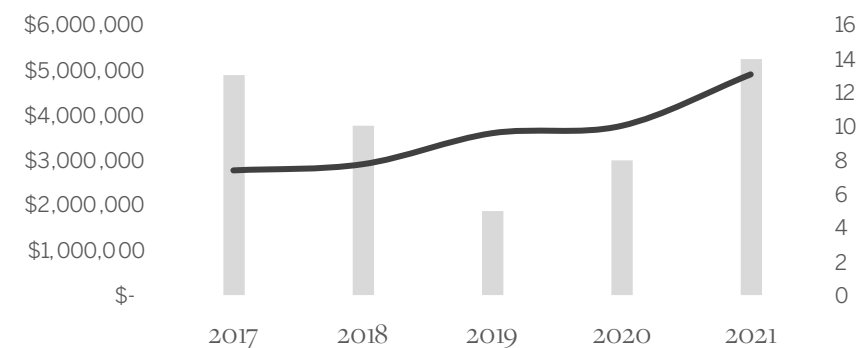
\$4.9m

Median Sale Price

30%

Change in Median Sale Price
{2021 vs. 2020}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

San Rafael

Single Family Homes Sales

{2021}

at a glance

SAN RAFAEL

157

Units Sold

-16%

Change in Units Sold
{ 2021 vs. 2020 }

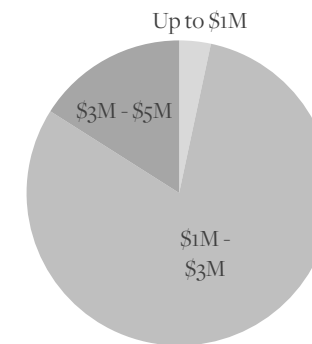
\$1.5m

Median Sale Price

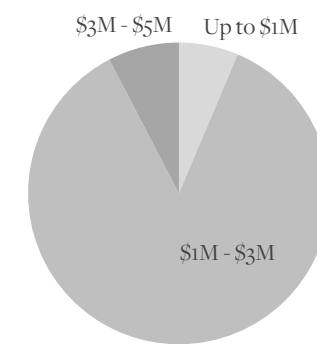
9%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

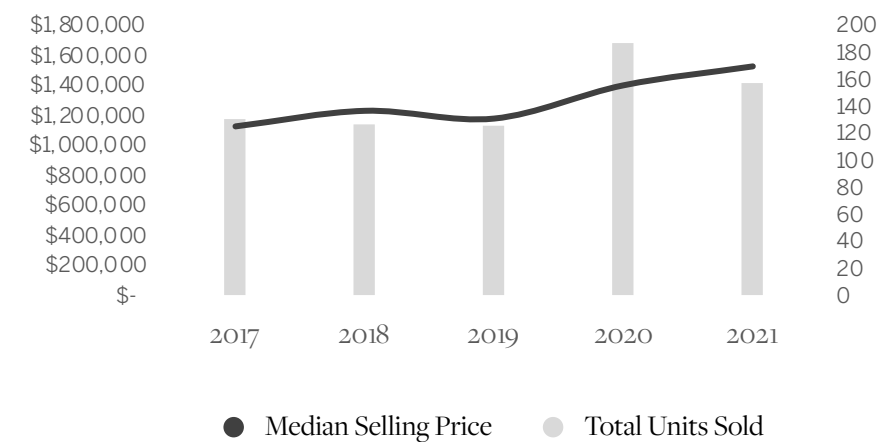


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	9%	-16%	15%	-	-12%
2021	\$1,525,000	157	\$794	6%	70
2020	\$1,398,000	187	\$693	4%	79
2019	\$1,175,000	125	\$630	1%	78
2018	\$1,227,004	126	\$625	1%	79
2017	\$1,122,500	130	\$583	1%	75

Median Sale Price | Total Units Sold



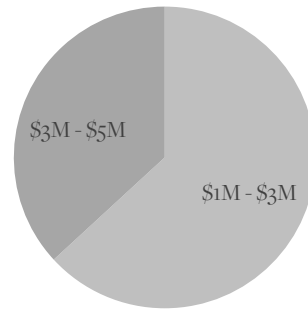
Sausalito

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	22%	-30%	21%	-	-20%
2021	\$2,750,000	19	\$1,179	1%	77
2020	\$2,250,000	27	\$973	-3%	96
2019	\$1,602,500	12	\$951	1%	96
2018	\$1,950,000	9	\$918	0%	115
2017	\$1,811,000	21	\$847	-2%	98

Median Sale Price | Total Units Sold



{2021}

at a glance

SAUSALITO

19

Units Sold

-30%

Change in Units Sold
{ 2021 vs. 2020 }

\$2.8m

Median Sale Price

22%

Change in Median Sale Price
{ 2021 vs. 2020 }

{2021}

at a glance

TIBURON

31

Units Sold

-40%

Change in Units Sold
{ 2021 vs. 2020 }

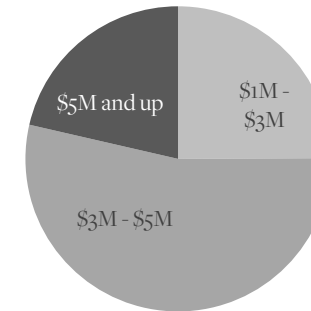
\$3.4m

Median Sale Price

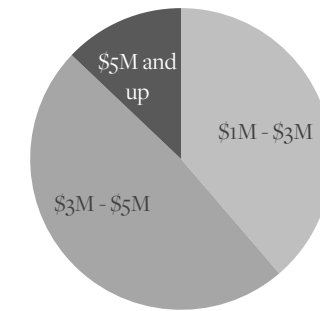
8%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume
by Price Category

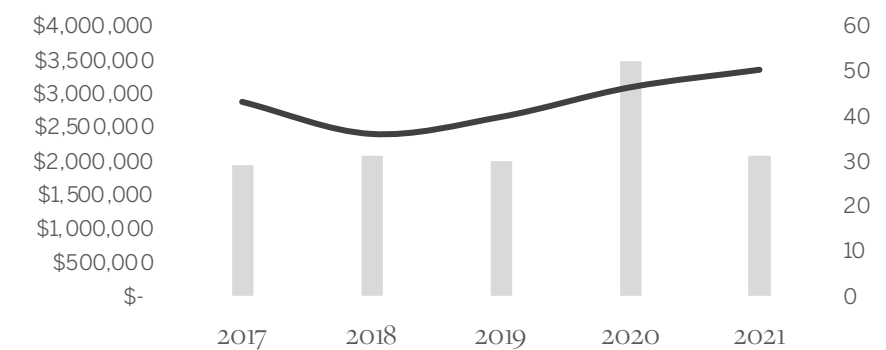


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	8%	-40%	11%	-	-22%
2021	\$3,350,000	31	\$1,184	1%	83
2020	\$3,090,000	52	\$1,068	-3%	107
2019	\$2,651,600	30	\$997	-2%	108
2018	\$2,400,000	31	\$892	-3%	117
2017	\$2,875,000	29	\$977	-2%	124

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

MARIN COUNTY

Extraordinary Results

We celebrate the notable success of our associates and clients



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



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

TIBURON
Elegant Residence with Panoramic Views
Last Asking \$5,450,000

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

CORTE MADERA
Modern Architectural Styling
Last Asking \$2,275,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

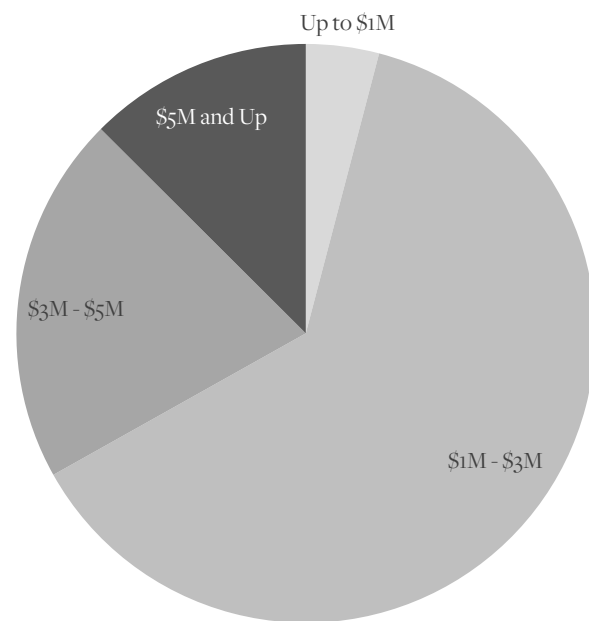
[SOTREBYSREALTY.COM](https://www.sotrebysrealty.com)



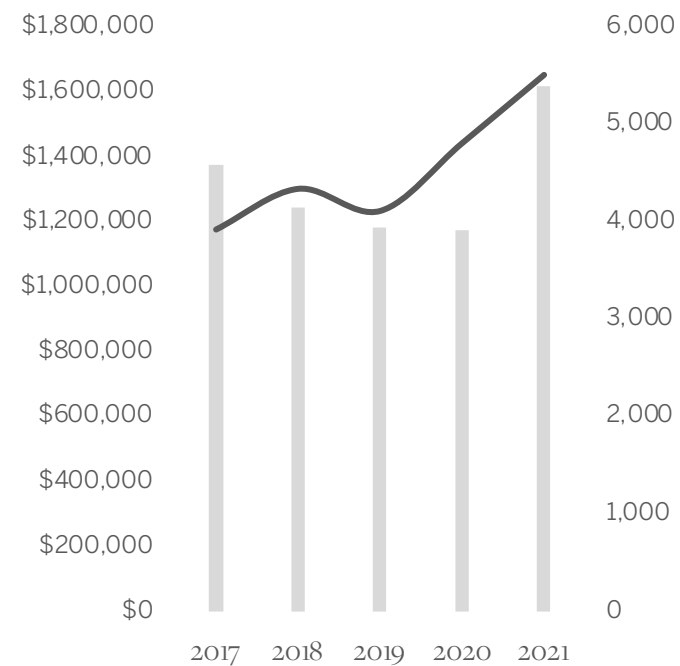
CONTEMPORARY FARMHOUSE WITH VIEWS | 150BROOKWOOD.COM

The Peninsula

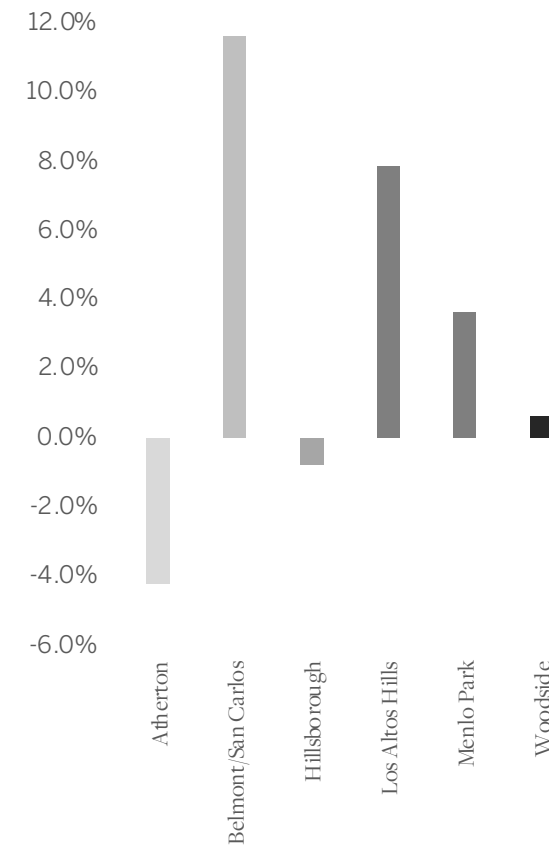
- MARKET SNAPSHOT
- ATHERTON
- BELMONT/SAN CARLOS
- HILLSBOROUGH
- LOS ALTOS HILLS
- MENLO PARK
- WOODSIDE



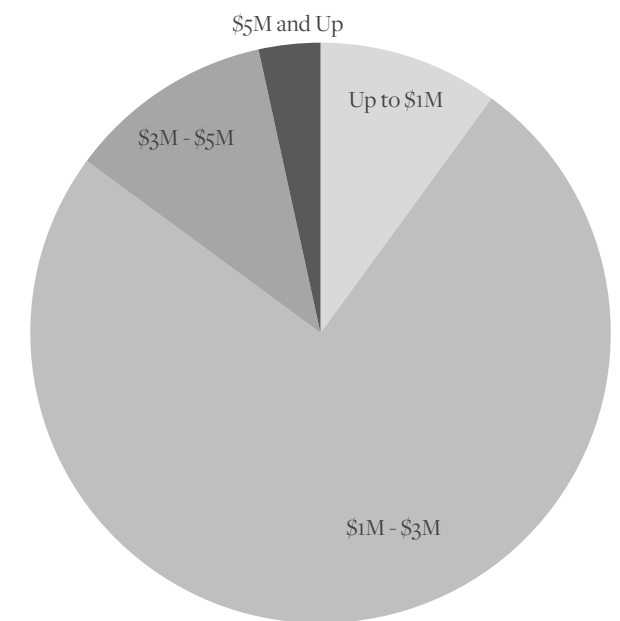
Sales Volume by Price Category



Median Sale Price vs. Total Units Sold



Final Sale vs. Original List



Total Units Sold by Price Category

- 4% Up to \$1 Million
- 63% \$1 Million to \$3 Million
- 21% \$3 Million to \$5 Million
- 13% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- -4% Atherton
- 12% Belmont/San Carlos
- -1% Hillsborough
- 8% Los Altos Hills
- 4% Menlo Park
- 1% Woodside

- 10% Up to \$1 Million
- 75% \$1 Million to \$3 Million
- 11% \$3 Million to \$5 Million
- 3% \$5 Million and Up

{2021}

at a glance

ATHERTON

20

Units Sold

-9%

Change in Units Sold
{ 2021 vs. 2020 }

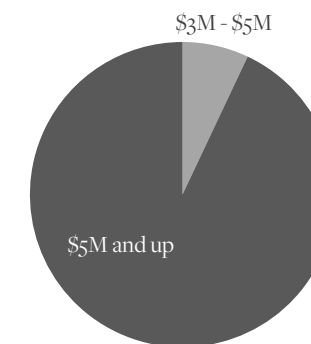
\$8.7m

Median Sale Price

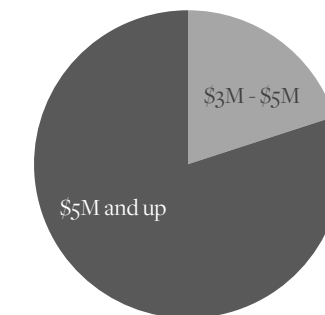
27%

Change in Median Sale Price
{ 2021 vs. 2020 }

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	27%	-9%	9%	-	64%
2021	\$8,650,000	20	\$1,694	-4%	98
2020	\$6,800,000	22	\$1,552	-4%	60
2019	\$6,000,000	15	\$1,559	-6%	74
2018	\$6,125,000	16	\$1,666	-5%	54
2017	\$4,775,000	18	\$1,366	-3%	52

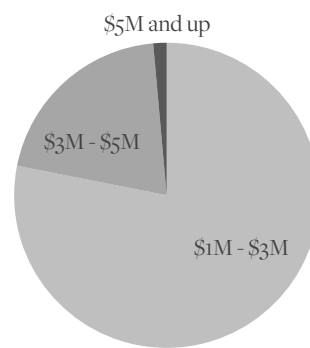
Median Sale Price | Total Units Sold



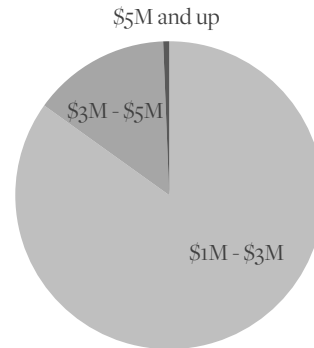
Belmont/San Carlos

Single Family Home Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}

at a glance

BELMONT/SAN CARLOS

	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%	3%	18%	-	169%
2021	\$2,350,000	159	\$1,241	12%	42
2020	\$1,975,000	154	\$1,051	4%	16
2019	\$1,850,000	118	\$997	3%	21
2018	\$1,837,500	134	\$1,034	8%	14
2017	\$1,710,000	142	\$952	10%	13

159

Units Sold

3%

Change in Units Sold
{ 2021 vs. 2020 }

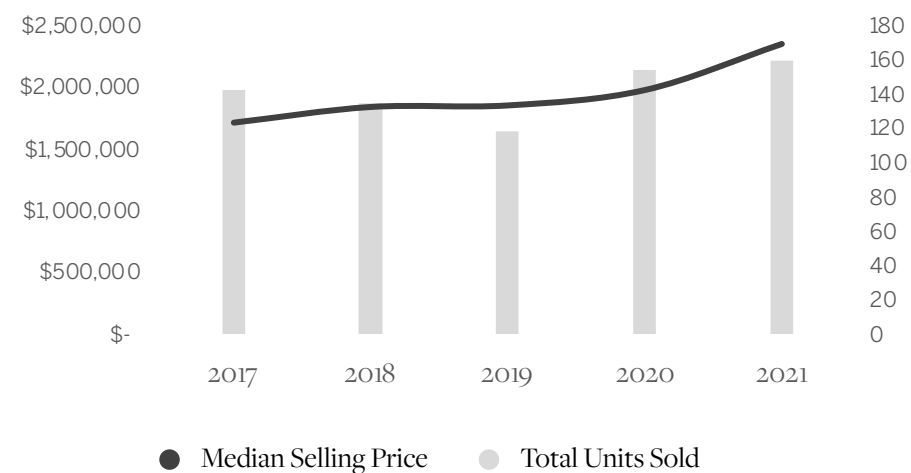
\$2.4m

Median Sale Price

19%

Change in Median Sale Price
{ 2021 vs. 2020 }

Median Sale Price | Total Units Sold





{2021}
at a glance
 HILLSBOROUGH

34
 Units Sold

-11%
 Change in Units Sold
 { 2021 vs. 2020 }

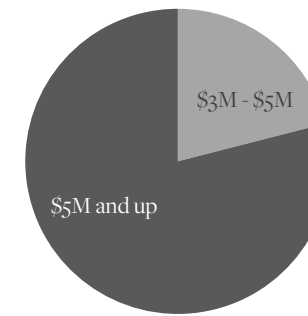
\$6.4m
 Median Sale Price

46%
 Change in Median Sale Price
 { 2021 vs. 2020 }

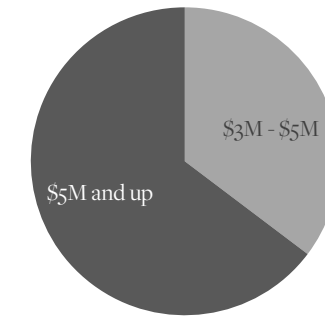
Hillsborough

Single Family Homes Sales

Sales Volume by Price Category

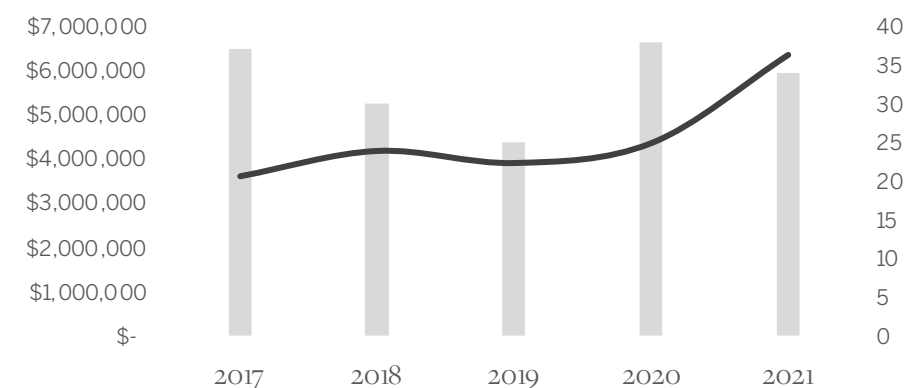


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	46%	-11%	7%	-	132%
2021	\$6,350,000	34	\$1,256	-1%	71
2020	\$4,350,000	38	\$1,178	1%	30
2019	\$3,900,000	25	\$998	-2%	27
2018	\$4,174,000	30	\$1,128	-1%	35
2017	\$3,600,000	37	\$1,015	-2%	80

Median Sale Price | Total Units Sold

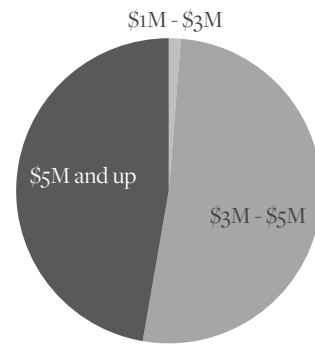


● Median Selling Price ● Total Units Sold

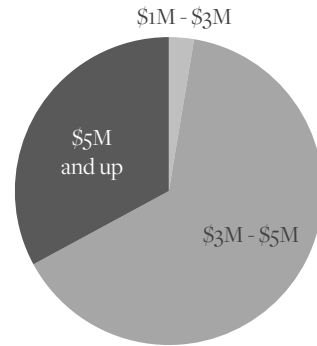
Los Altos Hills

Single Family Home Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}
at a
glance
LOS ALTOS HILLS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }	21%	27%	19%	-	108%
2021	\$4,250,000	152	\$1,527	8%	52
2020	\$3,500,000	120	\$1,285	-1%	25
2019	\$3,300,000	91	\$1,292	0%	32
2018	\$3,500,000	75	\$1,416	4%	18
2017	\$3,062,500	92	\$1,296	4%	18

152

Units Sold

27%

Change in Units Sold
{ 2021 vs. 2020 }

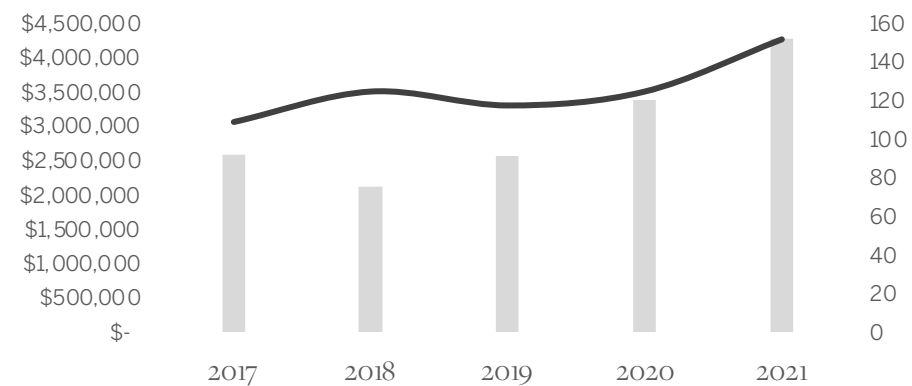
\$4.3m

Median Sale Price

21%

Change in Median Sale Price
{ 2021 vs. 2020 }

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

Menlo Park

Single Family Homes Sales

{2021}

at a glance

MENLO PARK

122

Units Sold

39%

Change in Units Sold
{ 2021 vs. 2020 }

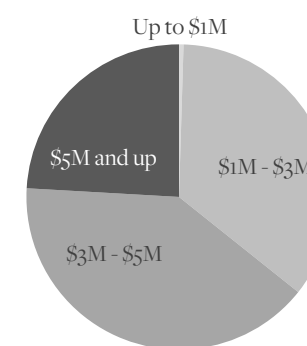
\$2.9m

Median Sale Price

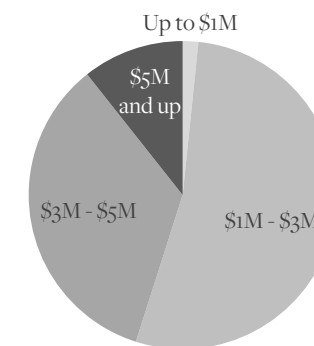
4%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

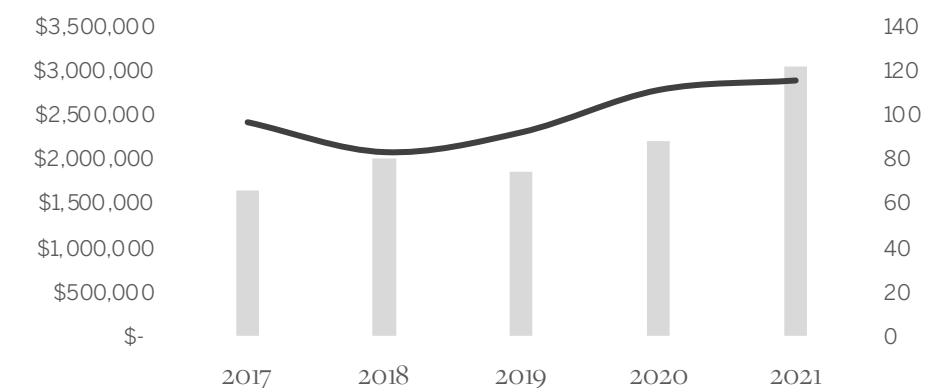


Total Units Sold by Price Category



	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%	39%	13%	-	61%
2021	\$2,887,500	122	\$1,522	4%	53	
2020	\$2,779,427	88	\$1,342	0%	33	
2019	\$2,300,000	74	\$1,338	2%	29	
2018	\$2,075,000	80	\$1,283	4%	18	
2017	\$2,414,025	66	\$1,311	5%	21	

Median Sale Price | Total Units Sold

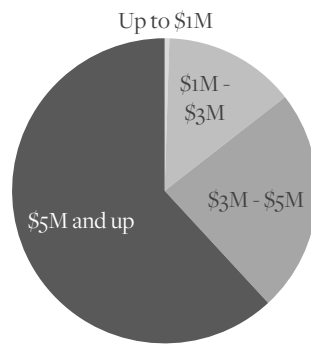


● Median Selling Price ● Total Units Sold

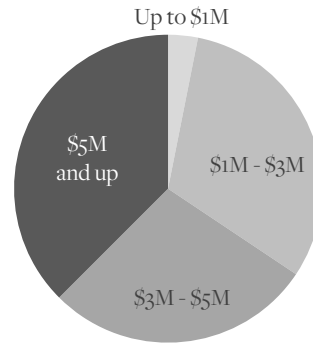
Woodside

Single Family Home Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}

at a glance

WOODSIDE

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	11%	167%	1%	-	33%
2021	\$3,674,000	32	\$1,243	1%	83
2020	\$3,300,000	12	\$1,233	-9%	62
2019	\$2,625,000	10	\$948	-3%	41
2018	\$3,650,000	20	\$1,277	-2%	57
2017	\$2,350,000	26	\$1,069	-3%	62

32

Units Sold

167%

Change in Units Sold
{2021 vs. 2020}

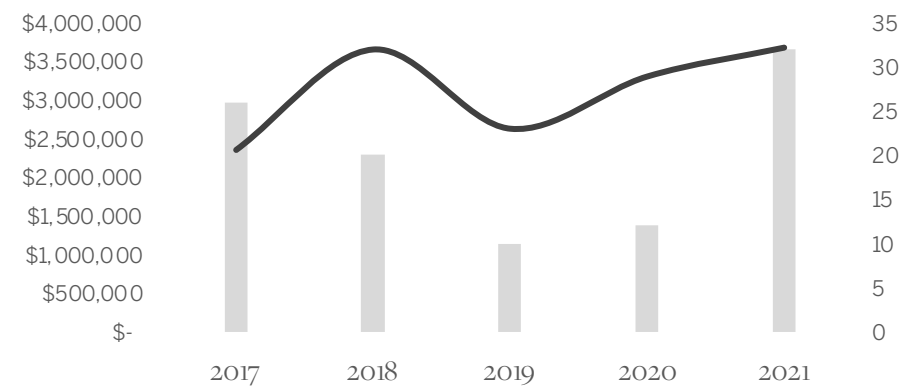
\$3.7m

Median Sale Price

11%

Change in Median Sale Price
{2021 vs. 2020}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

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Last Asking \$7,298,000



LOS ALTOS HILLS
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Last Asking \$8,488,000

MONTE SERRENO
Modern Monte Sereno View Home
Last Asking \$6,498,000

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

WOODSIDE
Custom Built Mediterranean Villa
Last Asking \$4,000,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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