

With summer over and the autumn selling season upon us, Lamorinda remains an extremely hot market. The median sale price increased 3.6% on a year-over-year basis to just under \$1.5M. The median market time gained an additional day but remains extremely competitive at 13 days while the median price per square foot ticked up 0.2% to \$595. There were 186 homes sold across the tri-city area with nearly half selling over asking. Purchasers on average paid 1.2% above list price.

Looking at month-over-month data, the median sale price peak for the quarter occurred in July with a high of \$1,586,000 and then decreased in August before jumping 8.2% in September to \$1,515,000. Using the last two year's sales data as reference points, we can expect October and November to be fairly busy before the winter seasonality slows the market before the busy spring selling season.

Looking across cities, Moraga once again saw the largest progression in year-over-year metrics. Moraga's median sale price increased a significant 7.9% to \$1,432,500 with the median price per square foot increasing 3.8% to \$627. Lafayette also saw a large increase in median sale price to the tune of 5% recording at \$1.5M for the quarter.

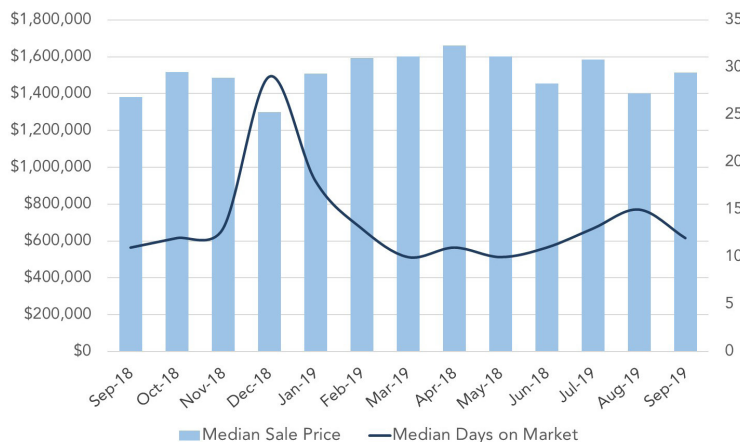
FreddieMac reported this week that the housing market remains on the upswing with improvement in construction and home sales. Benchmark mortgage rates are currently at 3.69% (per FreddieMac.com) which is 1.16% lower than the same time last year, giving potential purchasers more spending power.

DETACHED RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	Q3 2019	Q3 2018	%Δ
MEDIAN			
SALE PRICE	\$1,480,000	\$1,428,750	+3.6%
DAYS ON MARKET	13	12	+8.3%
\$ / SQ. FT.	\$595	\$594	+0.2%
TOTAL			
PROPERTIES SOLD	186	194	-4.1%
PROPERTIES FOR SALE	133	117	+13.7%
% OF PROPERTIES SOLD OVER LIST PRICE	47.3%	48.5%	-1.2%
% OF LIST PRICE RECEIVED (AVERAGE)	101.2%	102.2%	-1.0%

MONTH-OVER-MONTH COMPARISON



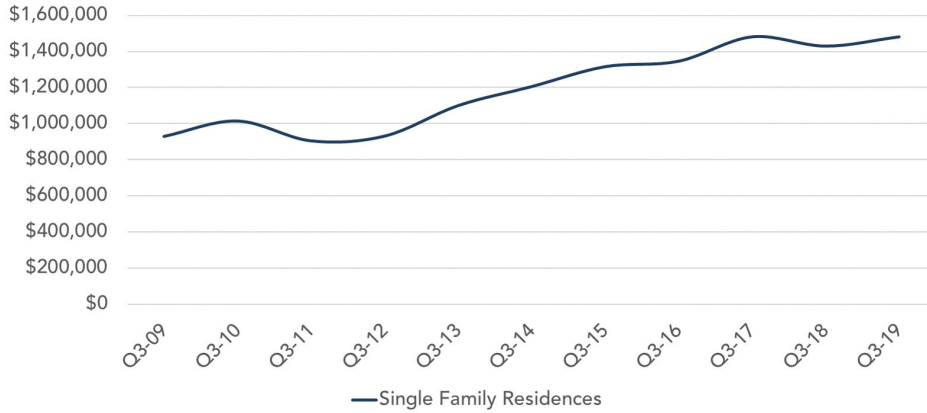
CHANGE IN PAST MONTH: SALE PRICE **+8.2%** DAYS ON MARKET **-3 days**

YEAR-OVER-YEAR REGION COMPARISON

	Q3 2019	Q3 2018	%Δ	2018
Lafayette				
Median Sale Price	\$1,500,000	\$1,429,250	+5.0	\$1,487,500
Median Days on market	12	10	+20.0%	11
Median Price Per Square Foot	\$591	\$611	-3.3%	\$672
Homes Sold	73	80	-8.8%	301
Homes for Sale	52	58	-10.3%	-
Moraga				
Median Sale Price	\$1,432,500	\$1,328,000	+7.9%	\$1,415,000
Median Days on market	14	10	+40.0%	10
Median Price Per Square Foot	\$627	\$604	+3.8%	\$600
Homes Sold	38*	32*	+18.8%	132
Homes for Sale	17	12	+41.7%	-
Orinda				
Median Sale Price	\$1,480,000	\$1,472,500	+0.5%	\$1,539,000
Median Days on market	19	16	+18.8%	13
Median Price Per Square Foot	\$568	\$597	-4.9%	\$638
Homes Sold	75	82	-8.5%	277
Homes for Sale	64	47	+36.2%	-

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



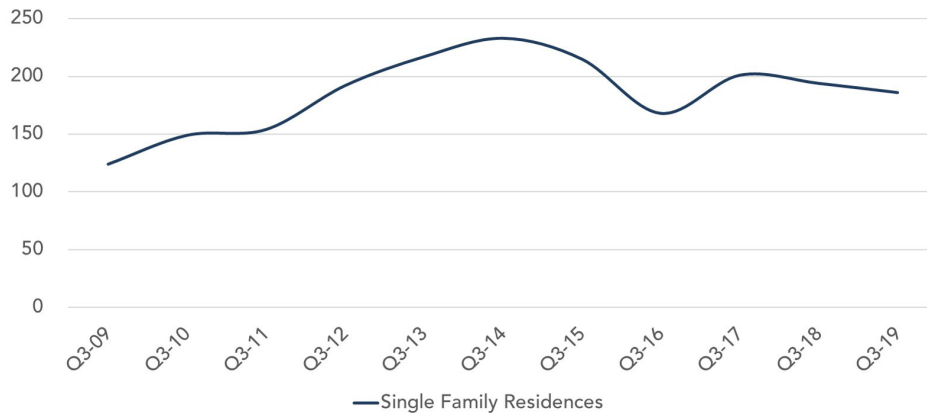
Single Family Residences
\$1,480,000
 +3.6% year-over-year

MEDIAN MARKET TIME



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

NUMBER OF SALES



Single Family Residences
186
 -4.1% year-over-year