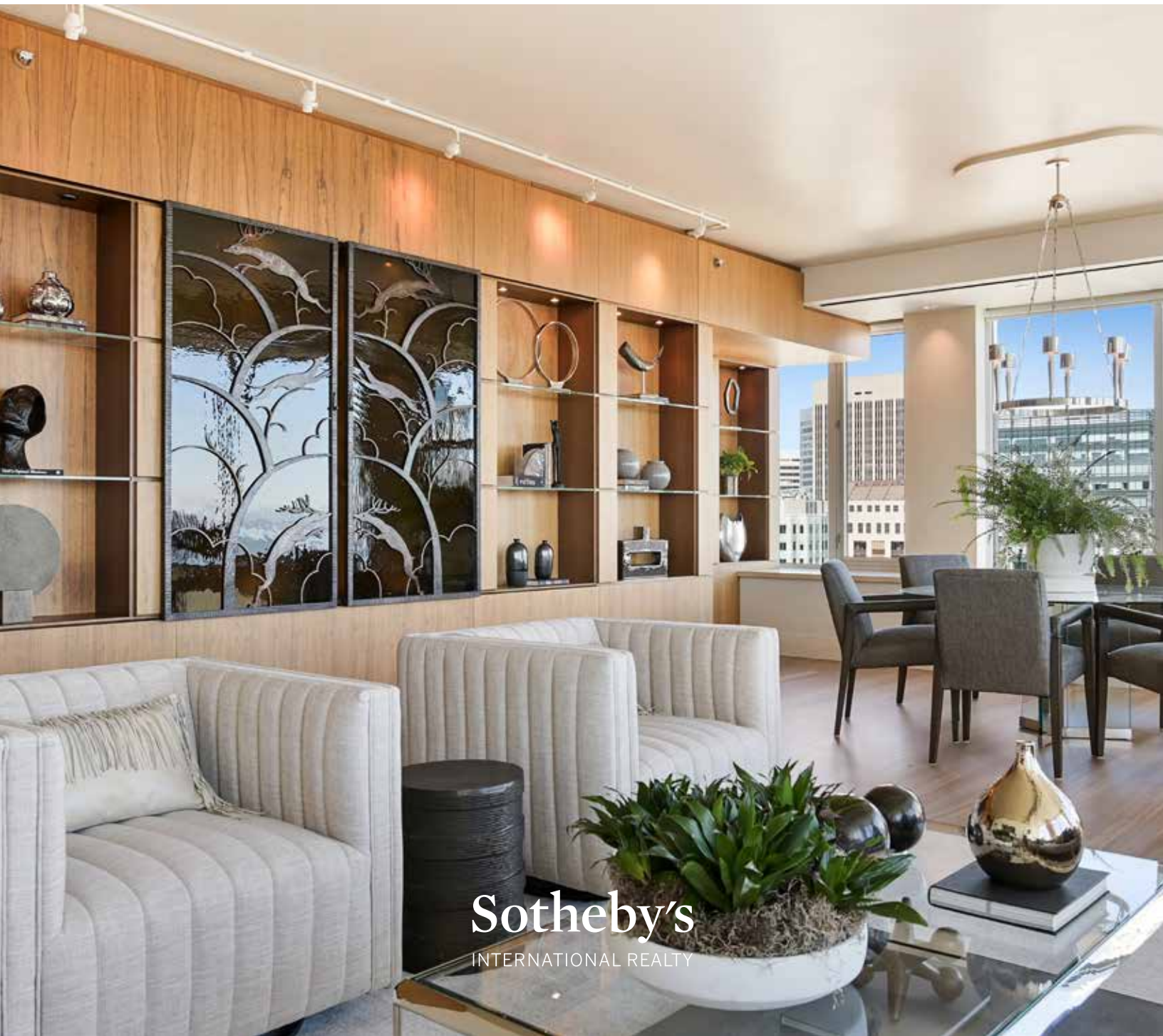


2021 Year in Review
Bay Area

Market Update



Sotheby's
INTERNATIONAL REALTY

Bay Area Market Update

San Francisco

Marin County

The Peninsula

A Message from Jeffrey Gibson

Featured Properties

Market Snapshot

Covid-19 Market Impact

District 1

District 4

District 5

District 6

District 7

District 8

District 9

Extraordinary Results

Market Snapshot

Belvedere

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

San Francisco's real estate market in 2021 was characterized by strong demand throughout the year as the pandemic blurred the normal seasonal patterns for buyers and sellers in the Bay Area. In contrast to the brief pause induced by the pandemic in the spring of 2020, buyers continued to look for larger homes in most neighborhoods and inventory struggled to keep pace, with the total months' supply of inventory falling to a record low in December 2021 according to the San Francisco Multiple Listing Service.

Overall, the market recorded far more sales in 2021 than in 2020, totaling more than 7,000 for an increase of about 40% year over year. In the luxury market, typically defined as sales over \$3M, the change was even more striking as sales volume shot up 78% compared to the previous year. The number of ultra-luxury sales over \$10M doubled, to 24 from just 12 in 2020, with a \$32M home selling to a buyer represented by Sotheby's International Realty.

Even though single-family homes were the subject of bidding wars in many neighborhoods, with more than one listing selling for more than a million dollars over the asking price, the challenging conditions condominiums faced in 2020 meant that they also enjoyed a resurgence in 2021. As seen in the following pages, several districts saw condo sales rise dramatically, as evidenced in District 8 encompassing downtown and the northeast corner of the city where unit sales increased 48%, and nearby District 9 which includes SoMa, Mission Bay and other neighborhoods where they rose a remarkable 63%.

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](https://www.sotbysrealty.com)

Source: San Francisco Multiple Listing Service (SFMLS)/InfoSparks. Year in Review refers to 1/1-12/31 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. © 2022 Sotheby's International Realty. All Rights Reserved. Sotheby's International Realty® is a registered trademark and used with permission. Each Sotheby's International Realty office is independently owned and operated, except those operated by Sotheby's International Realty, Inc. This material is based upon information which we consider reliable but because it has been supplied by third parties, we cannot represent that it is accurate or complete and it should not be relied upon as such. All offerings are subject to errors, omissions, changes including price or withdrawal without notice. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Equal Housing Opportunity. SIR DRE: 899496. Jeffrey Gibson DRE: 01407690. Photo credit: Rich Hay

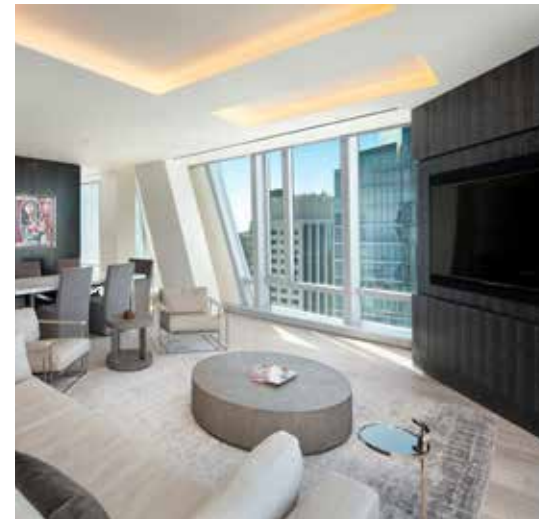
BAY AREA

Featured Properties

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



SOMA
Live/Work Industrial-Chic Masterpiece
Offered at \$6,500,000
[421tehama.com](https://www.421tehama.com)



GEYSERVILLE
Offered at \$7,800,000
[FarrowRanch.com](https://www.FarrowRanch.com)

PRESIDIO HEIGHTS
Offered at \$7,350,000
[sir.com/id/4YG92G](https://www.sir.com/id/4YG92G)

YERBA BUENA
Offered at \$4,900,000
[sir.com/id/Y59JMQ](https://www.sir.com/id/Y59JMQ)

RUSSIAN HILL
Offered at \$3,750,000
[14whitest.com](https://www.14whitest.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

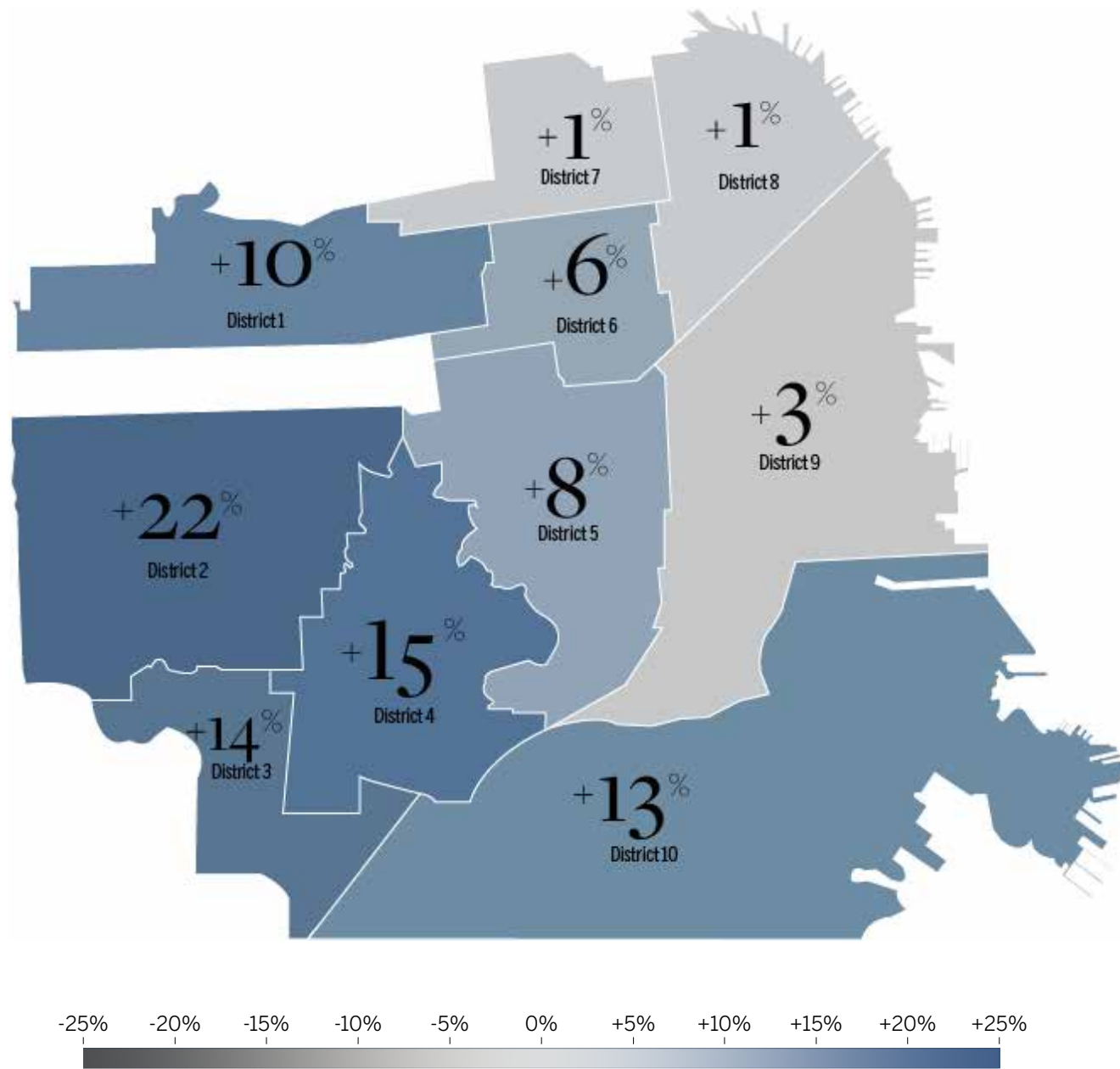
Market Snapshot | by District

2021 Highlights

San Francisco

Price Ratio by District

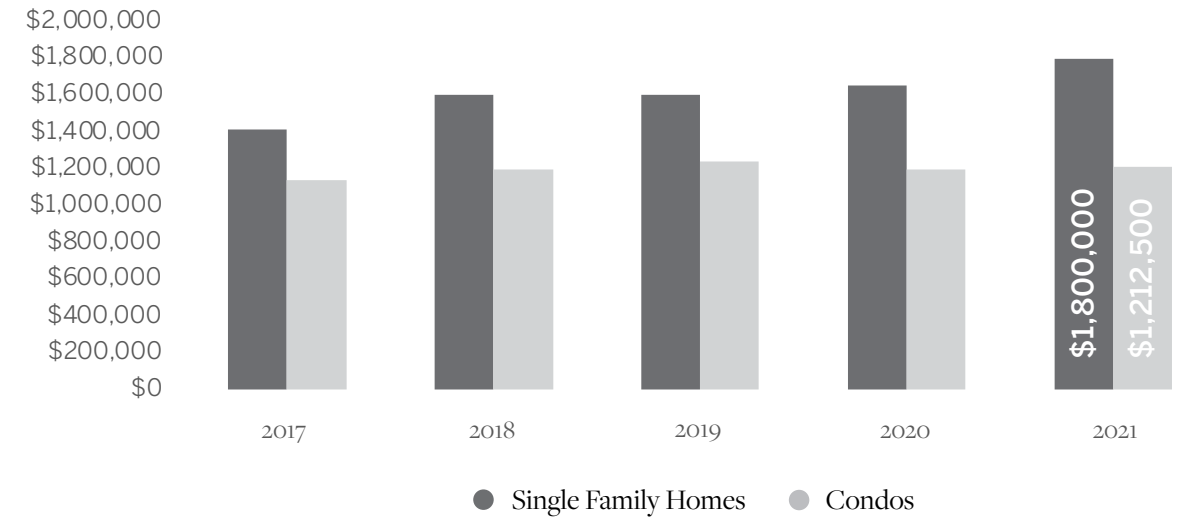
{Median Final Sale vs. Original List}



San Francisco

Median Sale Prices

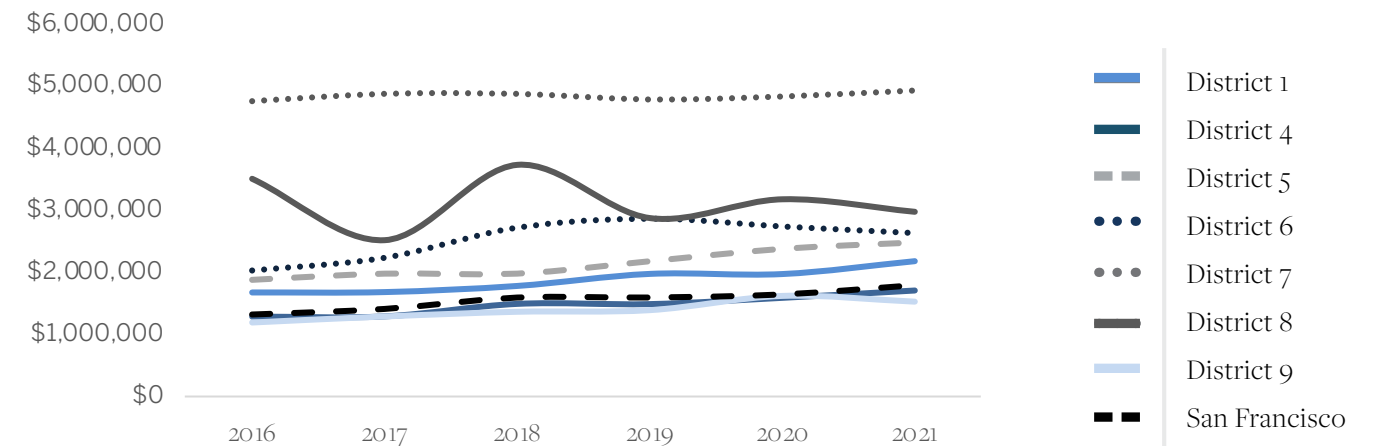
{Single Family Homes vs. Condos}



Districts

Median Sale Prices

{Districts vs. San Francisco Overall}

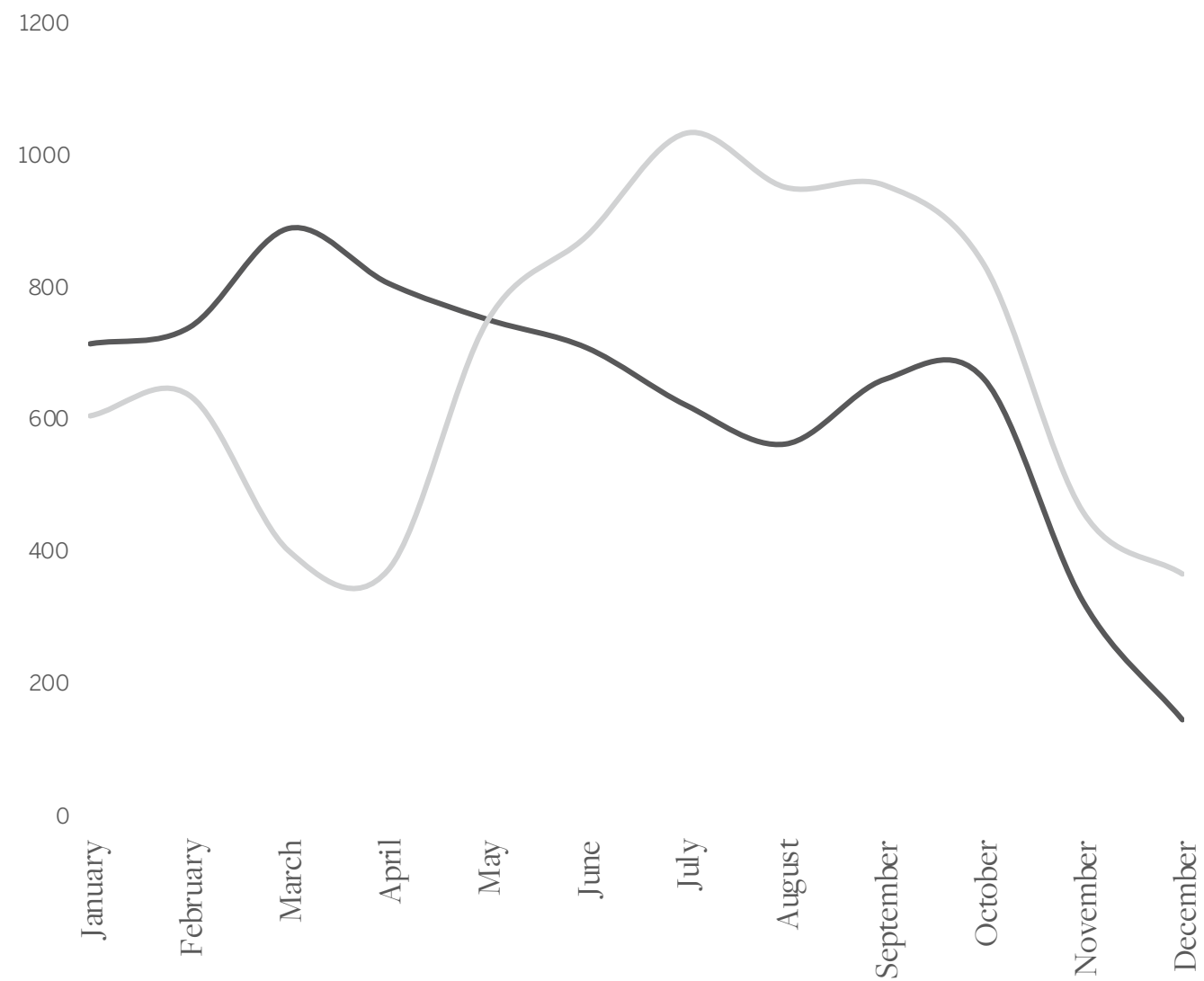


COVID-19 Market Impact

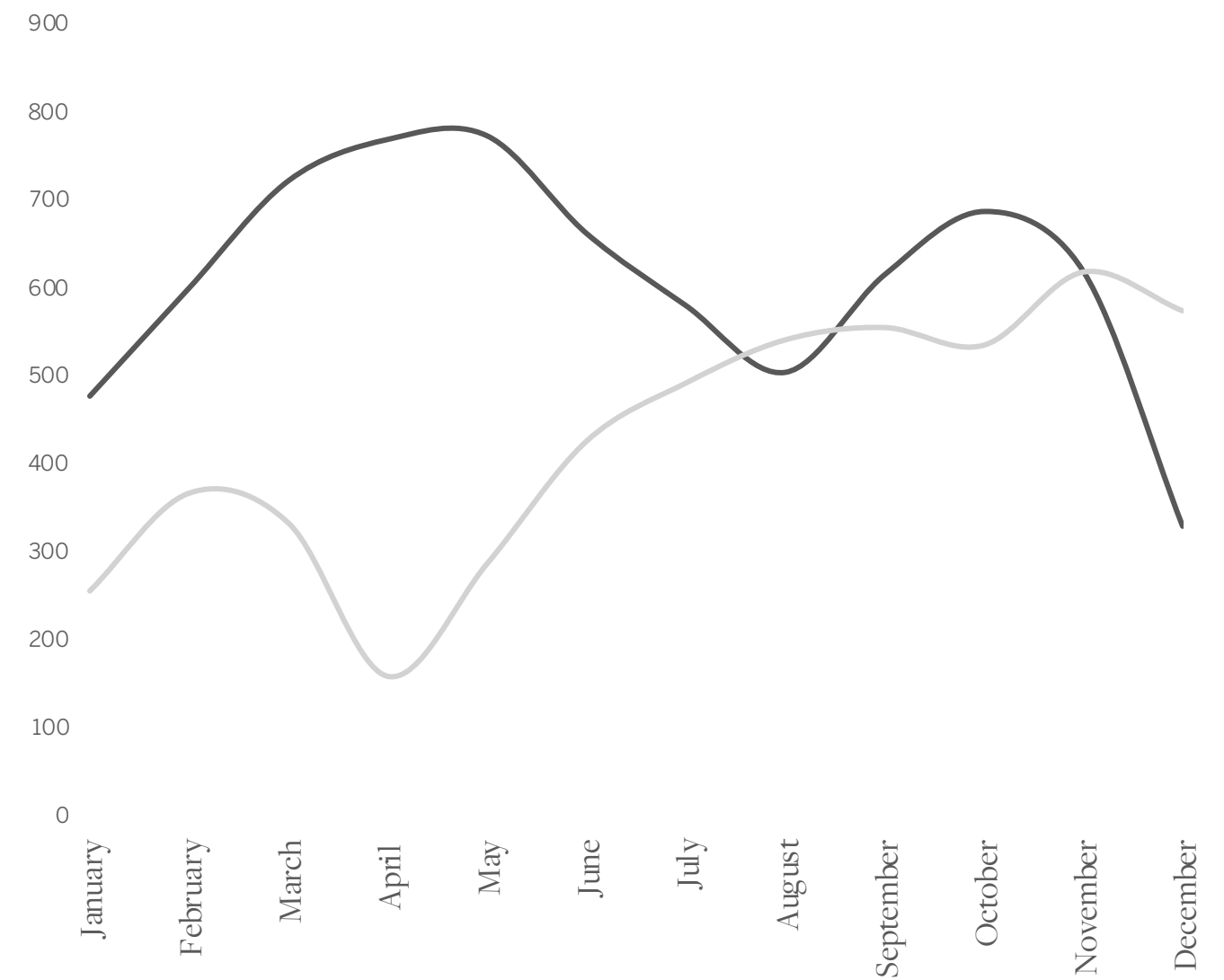
All San Francisco

2021 vs. 2020

Number of New Listings



Number of Pending Sales



● 2020
● 2021

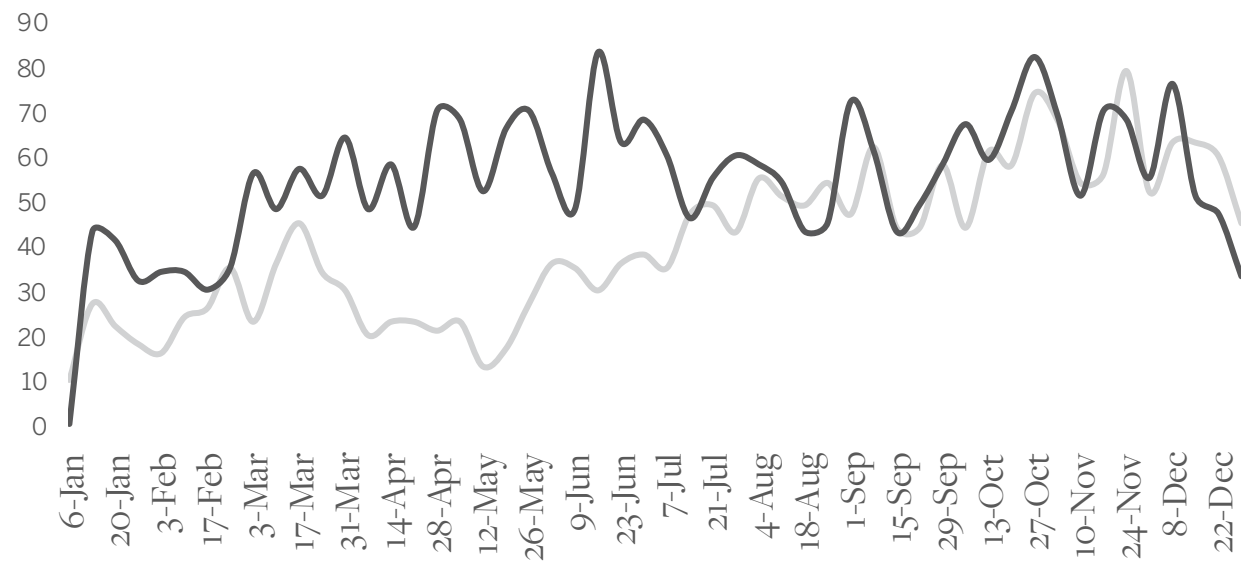
● 2020
● 2021

COVID-19 Market Impact

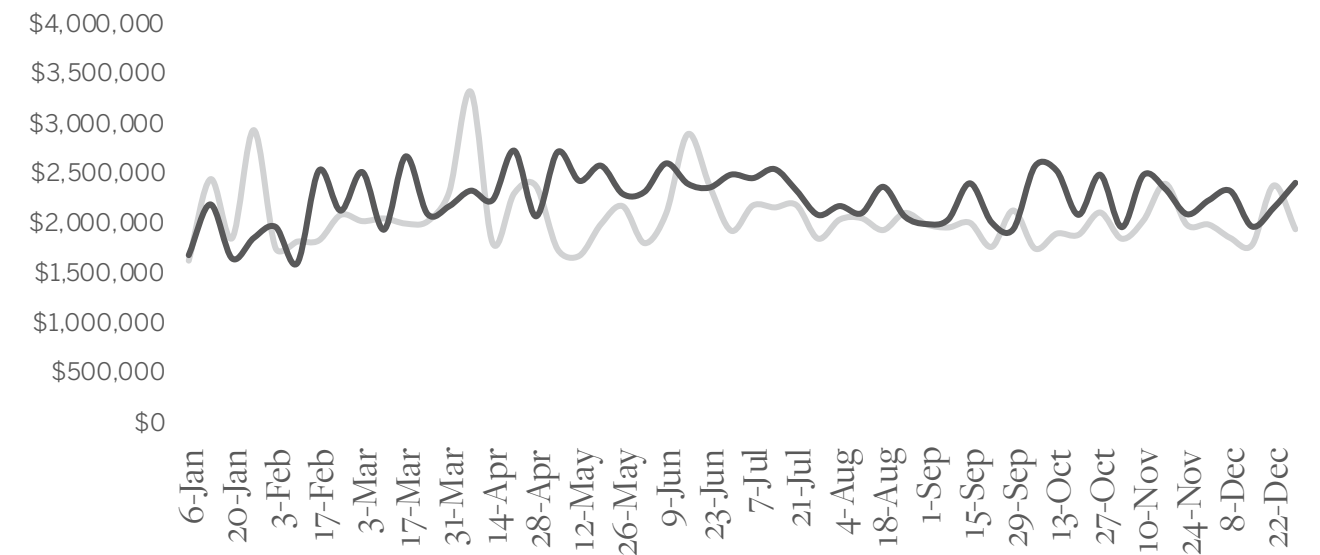
All San Francisco

2021 vs. 2020

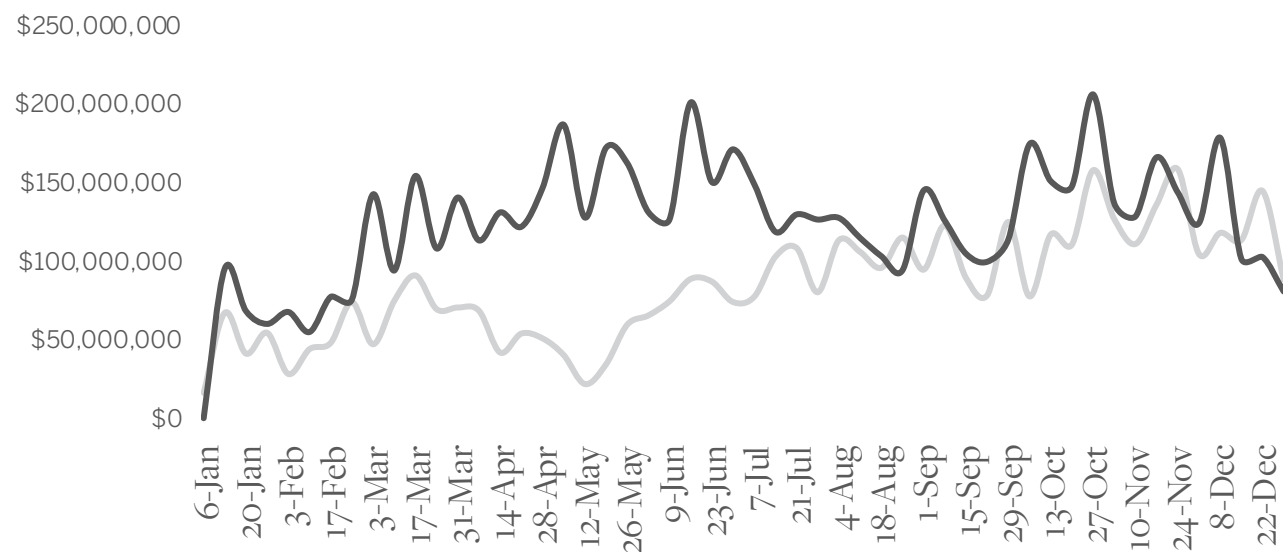
Number of Sold Properties



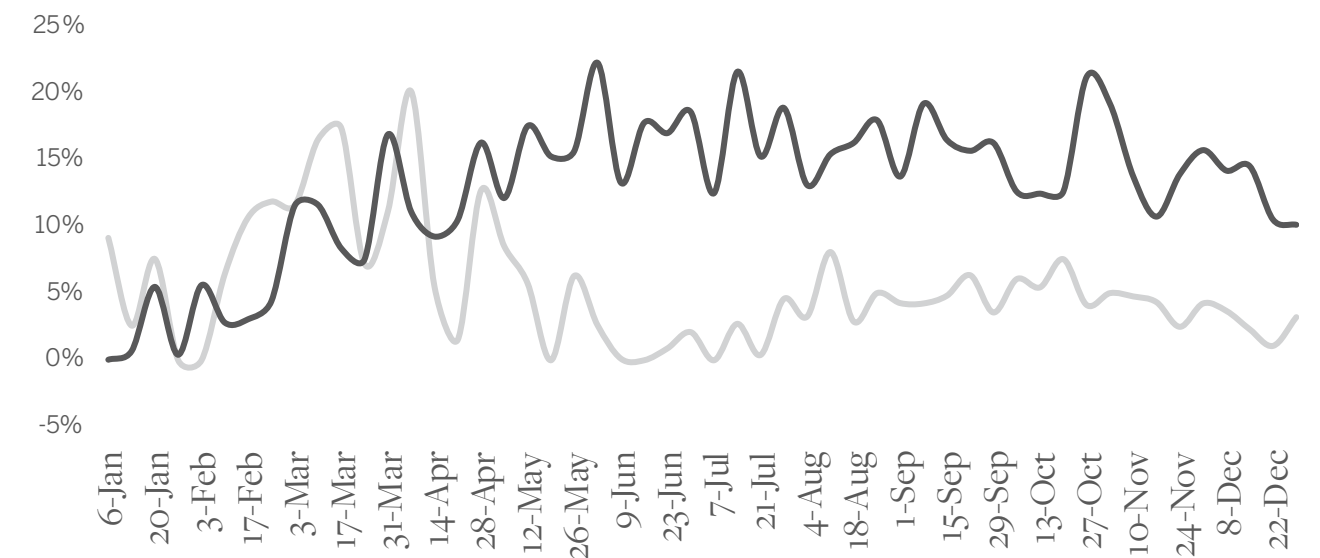
Average Sale Price



Total Sold Volume



Median Final Sale Price vs. Original List



● 2020
● 2021

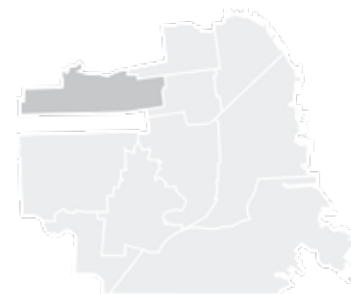
● 2020
● 2021

{2021}

at a glance

DISTRICT 1

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



395

Total Units Sold
{ Single Family Homes and Condominiums }

8%

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

\$2.5m

Median Sale Price
{ Single Family Homes }

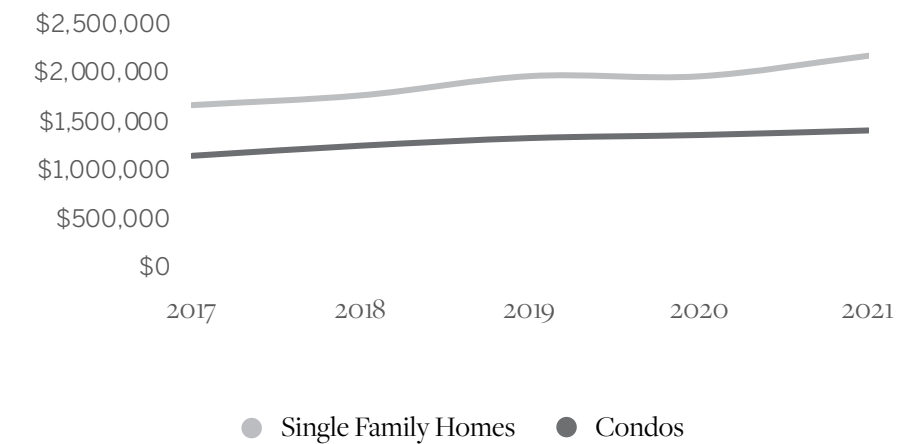
3%

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

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%	-2%	7%	-	-24%
2021	\$2,525,000	213	1,079	15%	19
2020	\$2,100,000	218	1,010	6%	25
2019	\$2,106,250	174	1,029	6%	27
2018	\$2,000,000	189	994	11%	23
2017	\$1,900,625	164	928	12%	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	3%	8%	4%	-	-41%
2021	\$1,425,000	182	1,028	10%	22
2020	\$1,380,000	168	985	6%	37
2019	\$1,350,000	147	1,009	4%	28
2018	\$1,275,000	164	974	11%	25
2017	\$1,175,000	115	901	12%	28

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	13%	40%	6%	-	-25%
2021	\$1,971,590	431	1,049	14%	17
2020	\$1,750,000	307	993	10%	23
2019	\$1,700,000	295	961	14%	23
2018	\$1,735,000	324	974	16%	22
2017	\$1,575,000	302	944	21%	20

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

486

Total Units Sold
{ Single Family Homes and Condominiums }

40%

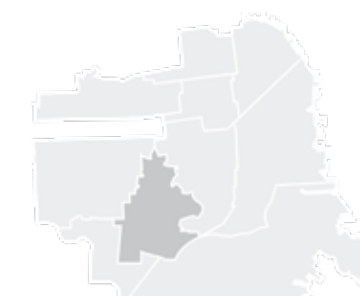
Change in Units Sold
{ 2021 vs. 2020, Single Family Homes }

\$2m

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	-2%	6%	8%	-	19%
2021	\$750,000	55	910	3%	55
2020	\$762,500	52	846	5%	46
2019	\$824,000	66	852	7%	45
2018	\$879,000	53	790	7%	35
2017	\$725,000	43	794	12%	35

{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



998

Total Units Sold
{ Single Family Homes and Condominiums }

26%

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

\$2.8m

Median Sale Price
{ Single Family Homes }

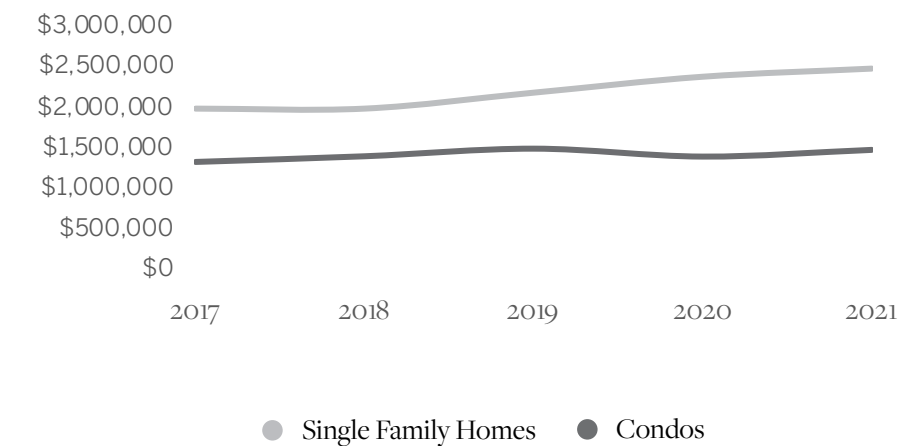
11%

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	11%	26%	1%	-	-12%
2021	\$2,752,000	442	1,242	10%	23
2020	\$2,475,000	351	1,230	3%	27
2019	\$2,500,000	326	1,245	14%	23
2018	\$2,302,500	320	1,237	15%	23
2017	\$2,305,500	314	1,167	16%	27

Median Sale Price | Single Family Homes vs. Condos



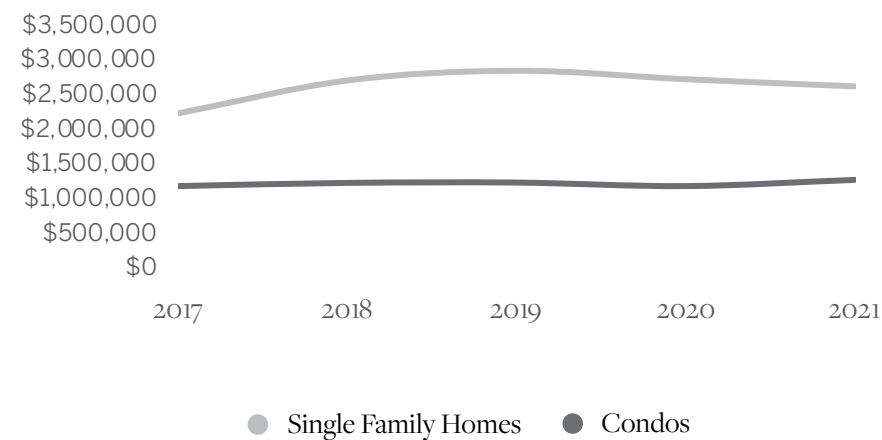
CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	6%	19%	0%	-	-28%
2021	\$1,484,500	556	1,092	10%	26
2020	\$1,400,000	467	1,087	2%	35
2019	\$1,500,000	418	1,194	15%	20
2018	\$1,404,000	444	1,146	15%	22
2017	\$1,332,500	427	1,069	12%	26

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	-3%	-2%	1%	-	-32%
2021	\$2,712,500	50	1,124	3%	24
2020	\$2,800,000	51	1,117	2%	35
2019	\$2,900,000	39	1,143	1%	31
2018	\$2,755,000	40	1,084	1%	31
2017	\$2,535,000	35	1,096	13%	32

Median Sale Price | Single Family Homes vs. Condos



{2021} at a glance

DISTRICT 6

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



454

Total Units Sold
{ Single Family Homes and Condominiums }

37%

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

\$2.7m

Median Sale Price
{ Single Family Homes }

7%

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

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%	37%	2%	-	0%
2021	\$1,287,500	404	1,092	7%	33
2020	\$1,200,000	294	1,072	1%	34
2019	\$1,249,500	258	1,088	14%	32
2018	\$1,245,000	281	1,074	14%	34
2017	\$1,200,000	303	1,012	10%	33

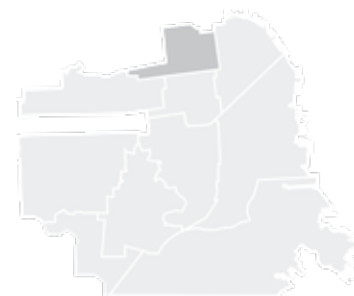


{2021}

at a glance

DISTRICT 7

The Marina
Cow Hollow
Pacific Heights
Presidio Heights



543

Total Units Sold
{ Single Family Homes and Condominiums }

62%

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

\$5m

Median Sale Price
{ Single Family Homes }

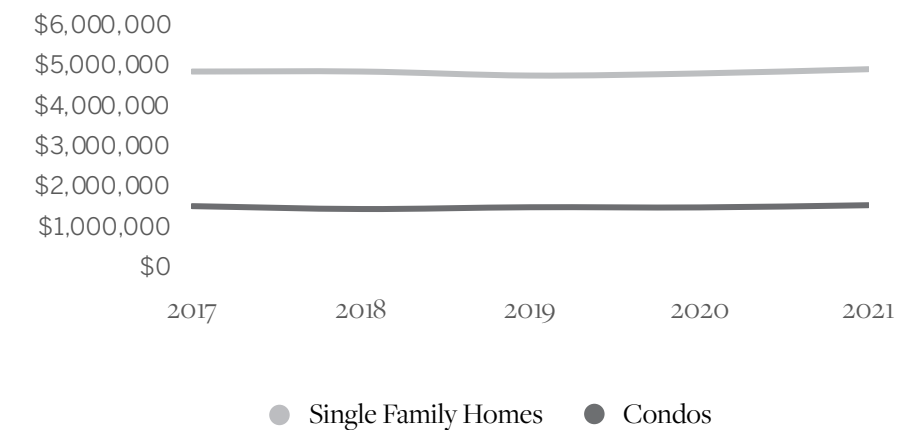
7%

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	7%	62%	6%	-	-28%
2021	\$4,995,000	151	1,528	1%	30
2020	\$4,650,000	93	1,444	-4%	42
2019	\$4,950,000	101	1,467	3%	40
2018	\$4,730,000	99	1,499	-3%	28
2017	\$4,800,000	97	1,427	-2%	40

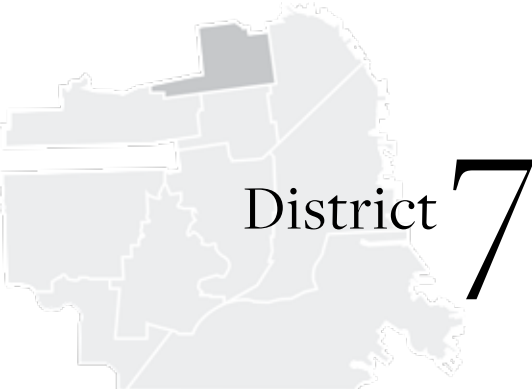
Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

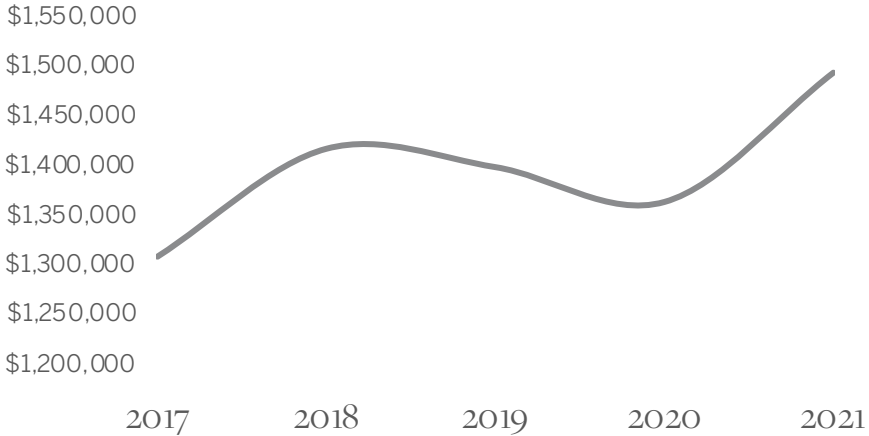
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	4%	21%	5%	-	-11%
2021	\$1,600,000	392	1,244	0%	34
2020	\$1,540,500	324	1,187	-3%	38
2019	\$1,545,500	312	1,256	4%	33
2018	\$1,497,500	290	1,239	11%	24
2017	\$1,575,000	312	1,199	5%	28

Neighborhood Highlights



Cow Hollow

{Median Sale Price | Condominiums over Five Years}



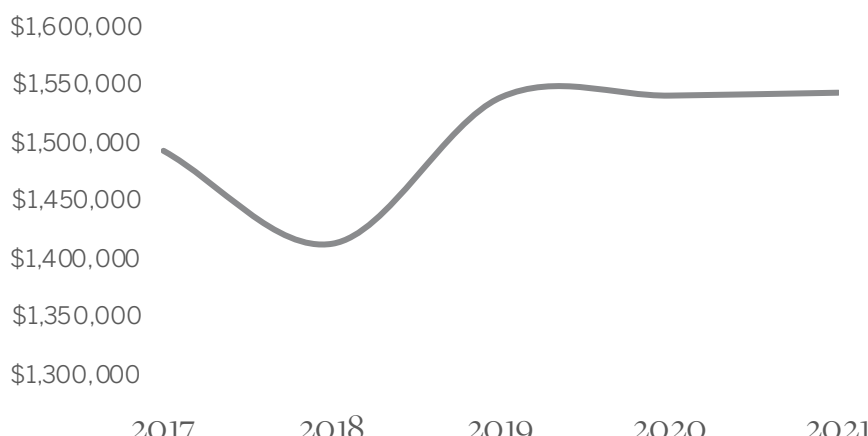
0%
Median Sale vs. Original List

42
Average DOM

\$1,325
\$/Square Foot

Pacific Heights

{Median Sale Price | Condominiums over Five Years}



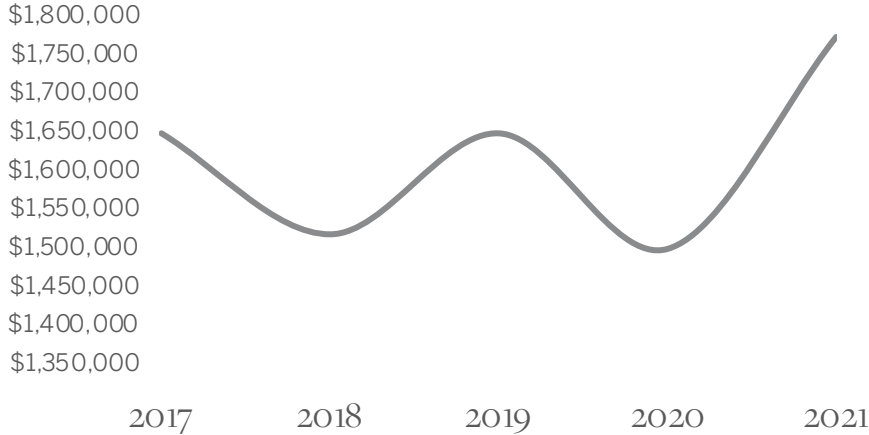
3%
Median Sale vs. Original List

35
Average DOM

\$1,241
\$/Square Foot

Marina

{Median Sale Price | Condominiums over Five Years}



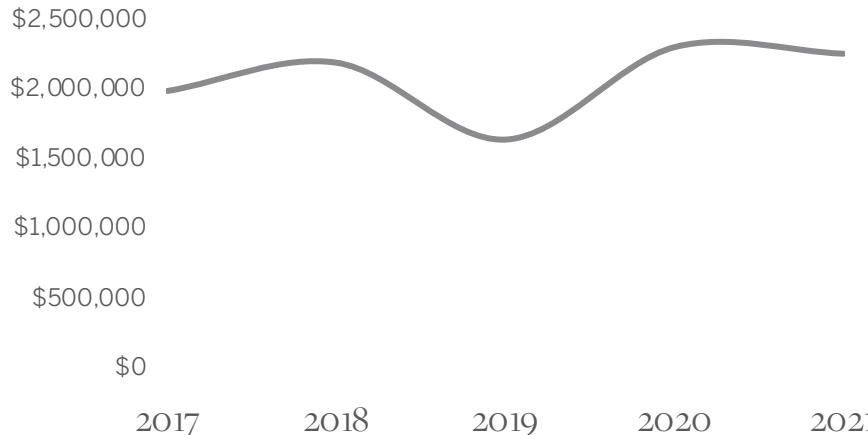
1%
Median Sale vs. Original List

28
Average DOM

\$1,277
\$/Square Foot

Presidio Heights

{Median Sale Price | Condominiums over Five Years}



8%
Median Sale vs. Original List

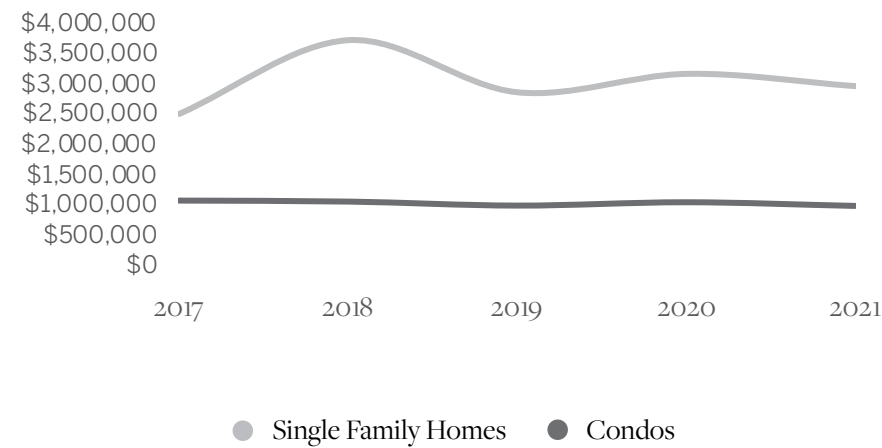
18
Average DOM

\$1,269
\$/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	2%	93%	-16%	-	0%
2021	\$3,050,000	29	1,266	2%	57
2020	\$3,000,000	15	1,500	-6%	57
2019	\$3,100,000	25	1,434	7%	48
2018	\$3,564,875	23	1,316	-5%	37
2017	\$2,497,500	24	1,110	-2%	48

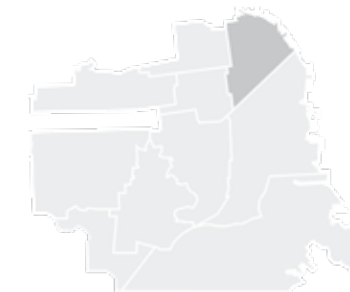
Median Sale Price | Single Family Homes vs. Condos



{2021} at a glance

DISTRICT 8

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



630

Total Units Sold
{ Single Family Homes and Condominiums }

93%

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

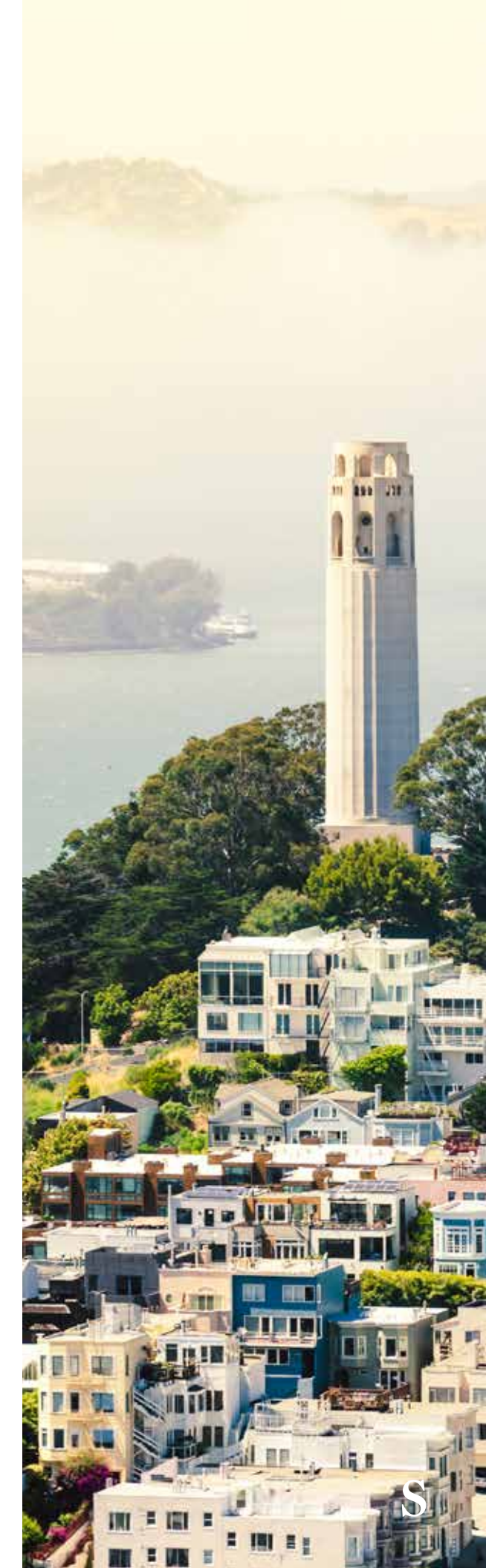
\$3.1m

Median Sale Price
{ Single Family Homes }

-5%

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

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%	48%	-3%	-	-3%
2021	\$1,020,000	601	1,100	2%	49
2020	\$1,075,000	405	1,137	2%	51
2019	\$1,025,000	456	1,166	3%	48
2018	\$1,085,000	482	1,151	5%	40
2017	\$1,100,000	489	1,140	5%	44

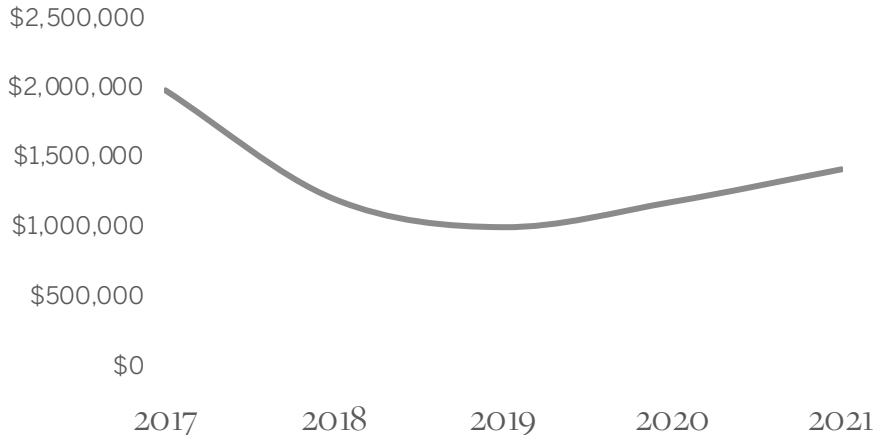


Neighborhood Highlights



Financial District

{Median Sale Price | Condominiums over Five Years}



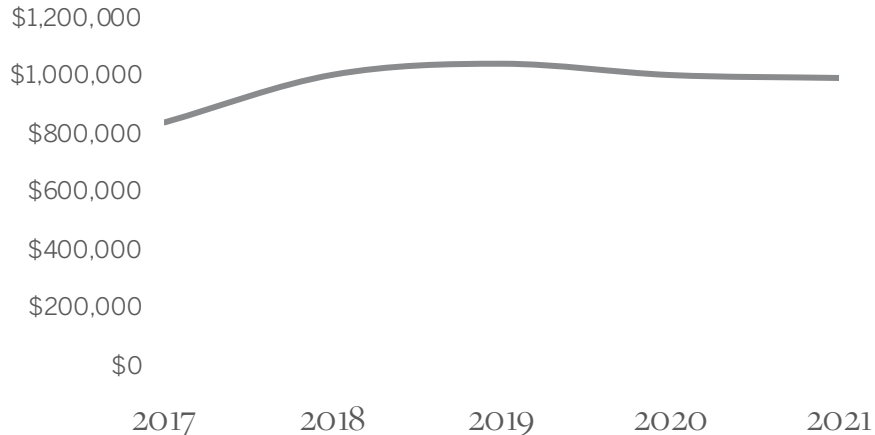
-2%
Median Sale vs. Original List

70
Average DOM

\$1,215
\$/Square Foot

North Waterfront

{Median Sale Price | Condominiums over Five Years}



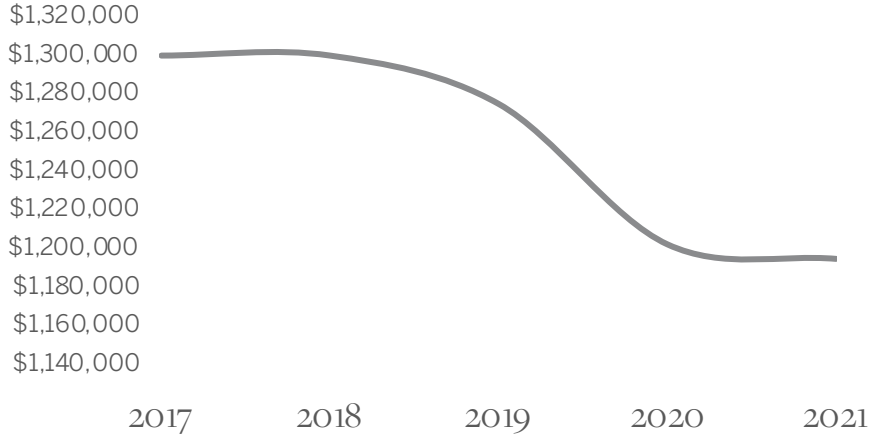
0%
Median Sale vs. Original List

60
Average DOM

\$957
\$/Square Foot

Nob Hill

{Median Sale Price | Condominiums over Five Years}



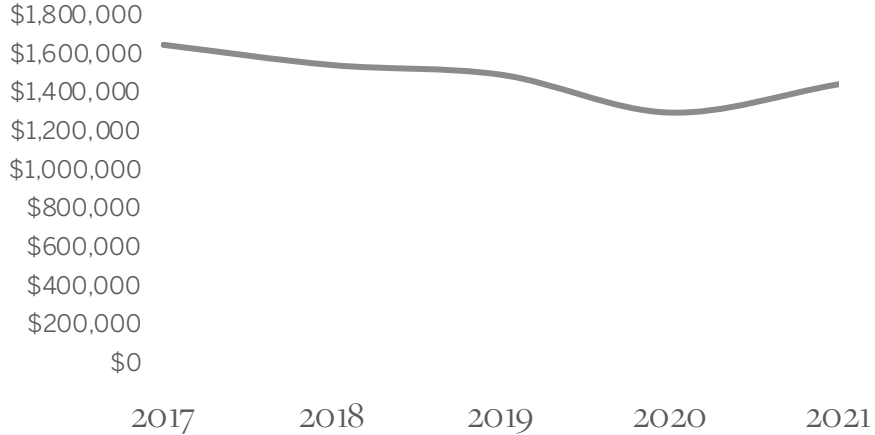
4%
Median Sale vs. Original List

41
Average DOM

\$1,216
\$/Square Foot

Russian Hill

{Median Sale Price | Condominiums over Five Years}



2%
Median Sale vs. Original List

46
Average DOM

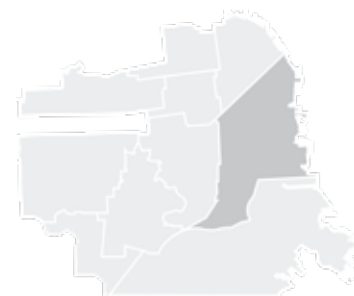
\$1,255
\$/Square Foot

{2021}

at a glance

DISTRICT 9

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



1,681

Total Units Sold
{ Single Family Homes and Condominiums }

63%

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

\$1.7m

Median Sale Price
{ Single Family Homes }

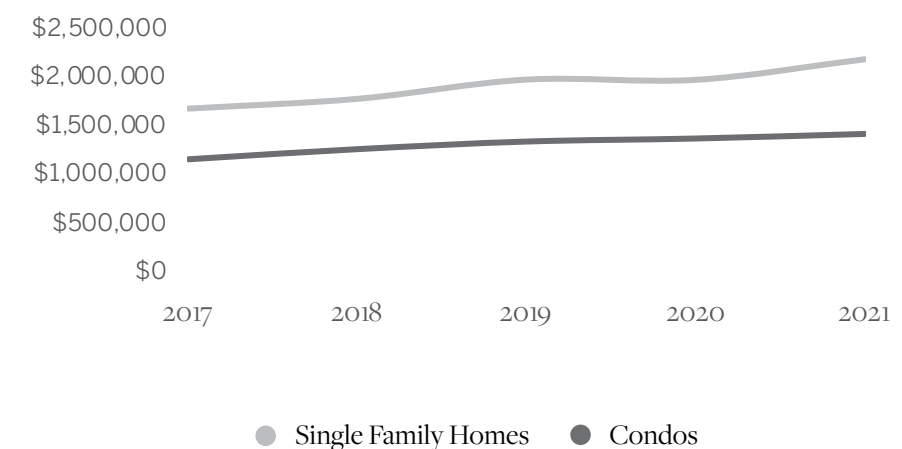
1%

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

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	0%	29%	-2%	-	3%
2021	\$1,725,000	331	1,058	12%	28
2020	\$1,720,000	256	1,076	5%	27
2019	\$1,642,500	226	1,123	17%	25
2018	\$1,617,500	240	1,062	18%	20
2017	\$1,523,000	263	1,036	18%	24

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

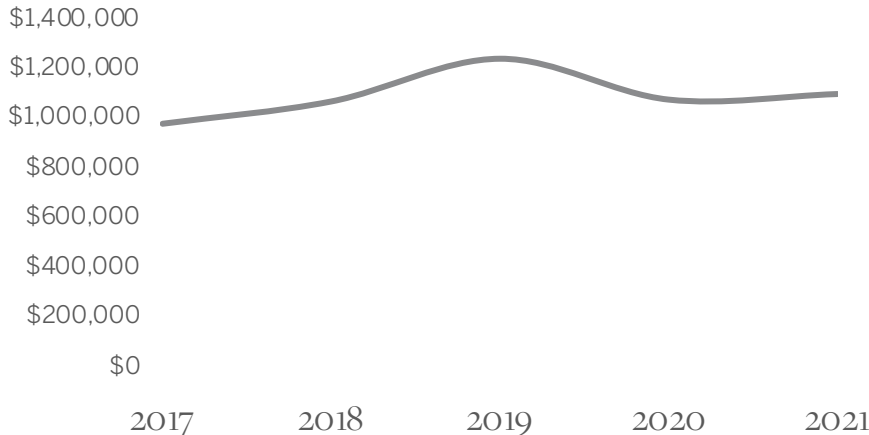
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	1%	63%	0%	-	11%
2021	\$1,115,000	1,350	1,091	2%	51
2020	\$1,100,000	830	1,087	0%	46
2019	\$1,175,000	962	1,165	5%	35
2018	\$1,131,000	1,085	1,152	5%	35
2017	\$1,065,000	1,033	1,055	7%	42

Neighborhood Highlights



Bernal Heights

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



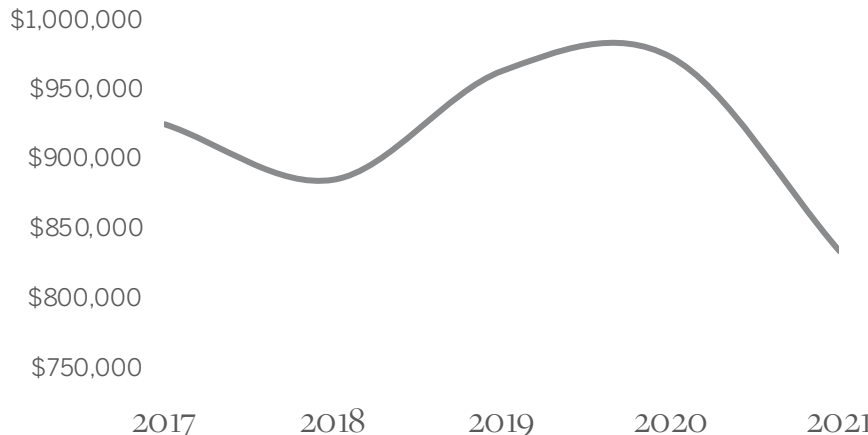
16%
Median Sale vs. Original List

19
Average DOM

\$1,109
\$/Square Foot

SoMa

{Median Sale Price | Condominiums over Five Years}



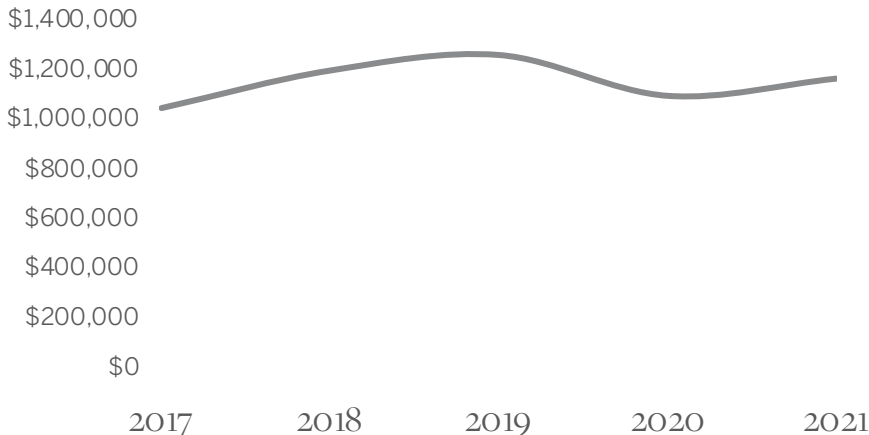
1%
Median Sale vs. Original List

60
Average DOM

\$888
\$/Square Foot

Inner Mission

{Median Sale Price | Condominiums over Five Years}



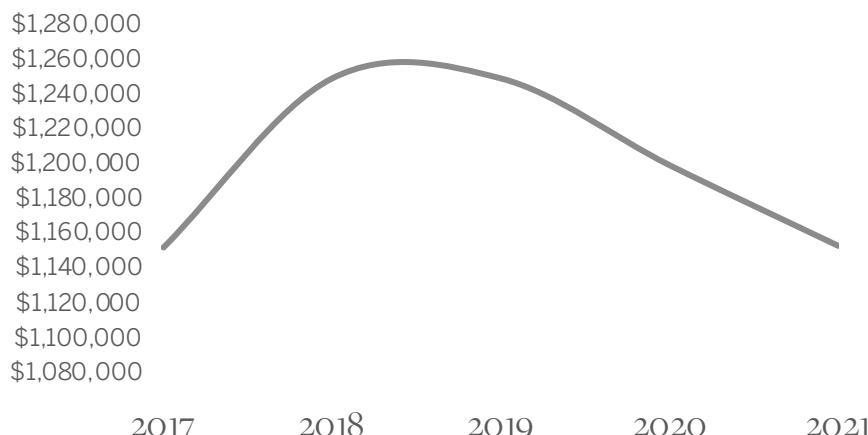
6%
Median Sale vs. Original List

46
Average DOM

\$1,055
\$/Square Foot

South Beach

{Median Sale Price | Condominiums over Five Years}



-2%
Median Sale vs. Original List

57
Average DOM

\$1,230
\$/Square Foot

SAN FRANCISCO

Extraordinary Results

We celebrate the notable success of our associates and clients



PRESIDIO HEIGHTS
Majestic Grandeur with Playful Modernity
Last Asking \$5,850,000



MARINA
2328-2330 North Point St
Last Asking \$9,800,000

PACIFIC HEIGHTS
Remarkable Pacific Heights Victorian
Last Asking \$7,600,000

MARINA
Sophisticated Marina District Home
Last Asking \$6,800,000

FOREST HILLS
Stunning Forest Hill View Home
Last Asking \$5,695,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

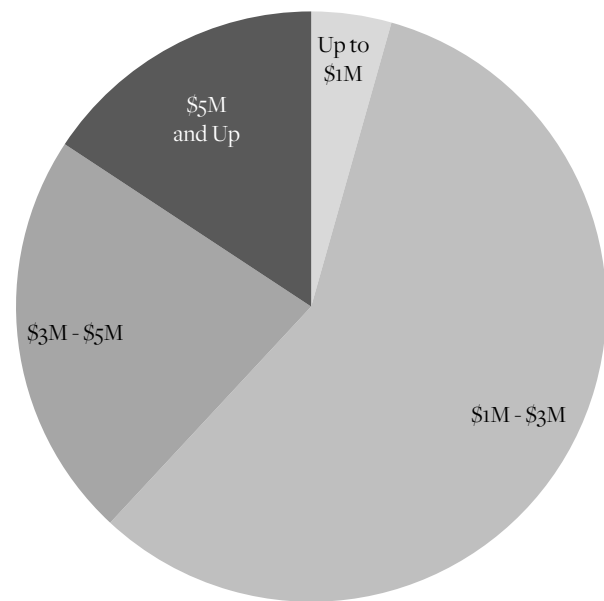
[SOTREBYSREALTY.COM](https://www.sotrebysrealty.com)



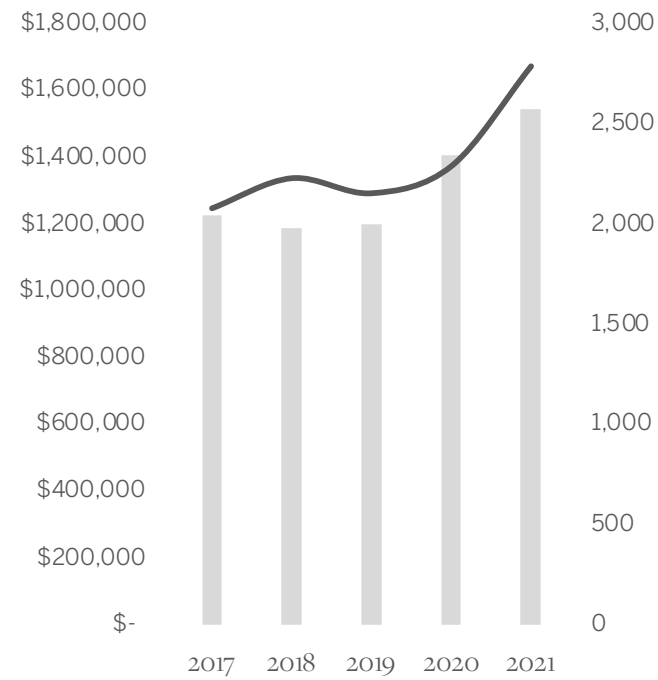
63 BULKLEY AVE | 63BULKLEY.COM

Marin County

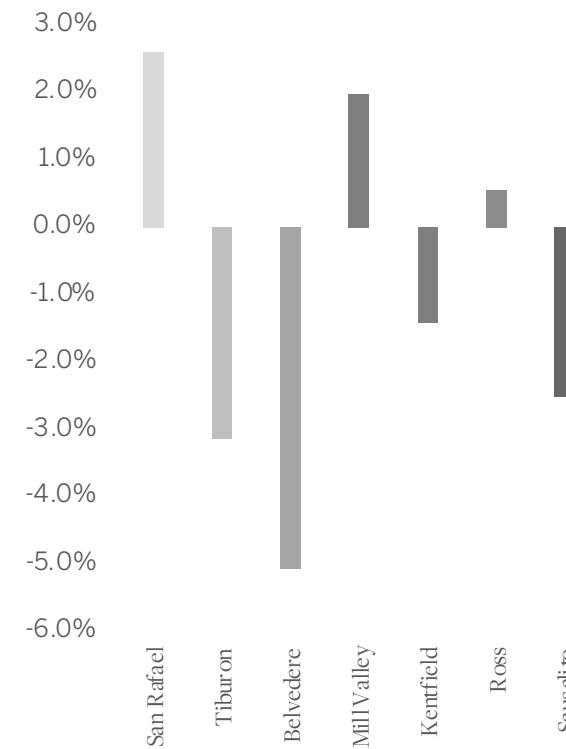
- MARKET SNAPSHOT
- BELVEDERE
- KENTFIELD
- MILL VALLEY
- ROSS
- SAN RAFAEL
- SAUSALITO
- TIBURON



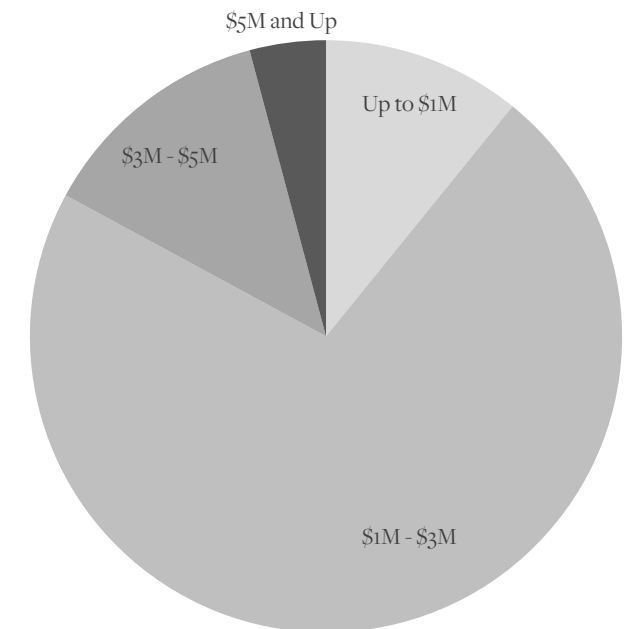
Sales Volume by Price Category



Median Sale Price vs. Total Units Sold



Final Sale vs. Original List



Total Units Sold by Price Category

- 4% Up to \$1 Million
- 58% \$1 Million to \$3 Million
- 22% \$3 Million to \$5 Million
- 16% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- 3% San Rafael
- -3% Tiburon
- -5% Belvedere
- 2% Mill Valley
- -1% Kentfield
- 1% Ross
- -3% Sausalito

- 11% Up to \$1 Million
- 72% \$1 Million to \$3 Million
- 13% \$3 Million to \$5 Million
- 4% \$5 Million and Up

Belvedere

Single Family Homes Sales

{2021}
at a
glance
BELVEDERE

43

Units Sold

26%

Change in Units Sold
{ 2021 vs. 2020 }

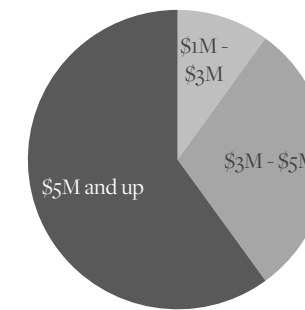
\$4.3m

Median Sale Price

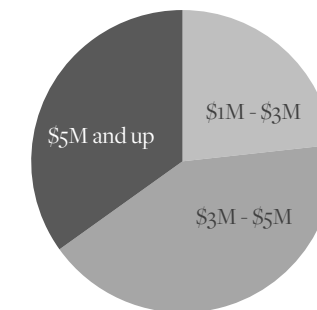
-5%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume
by Price Category

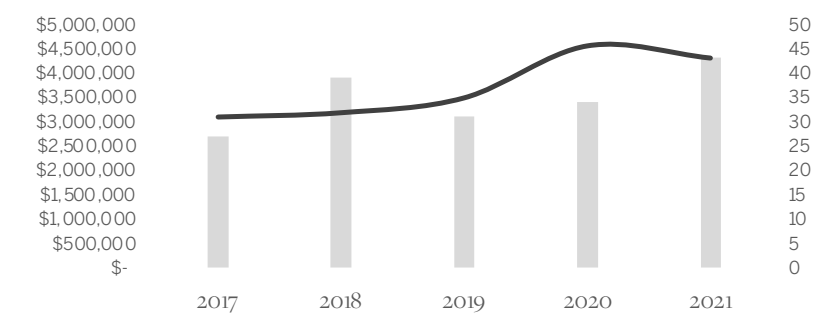


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	-5%	26%	27%	-	11%
2021	\$4,300,000	43	\$1,794	0%	126
2020	\$4,547,500	34	\$1,418	-5%	113
2019	\$3,490,000	31	\$1,174	-3%	132
2018	\$3,187,500	39	\$1,178	-11%	110
2017	\$3,100,000	27	\$1,201	-27%	123

Median Sale Price | Total Units Sold

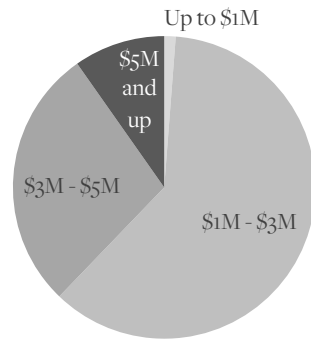


● Median Selling Price ● Total Units Sold

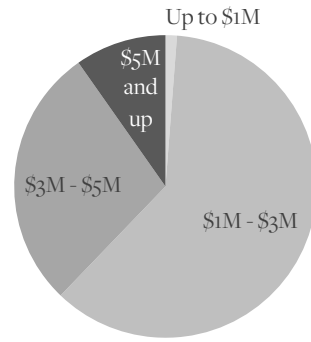
Kentfield

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	-1%	37%	15%	-	-21%
2021	\$2,687,500	82	\$1,111	4%	78
2020	\$2,719,750	60	\$962	-1%	99
2019	\$2,237,500	63	\$874	-2%	107
2018	\$2,475,000	55	\$900	0%	70
2017	\$2,625,000	59	\$884	1%	105

82

Units Sold

37%

Change in Units Sold {2021 vs. 2020}

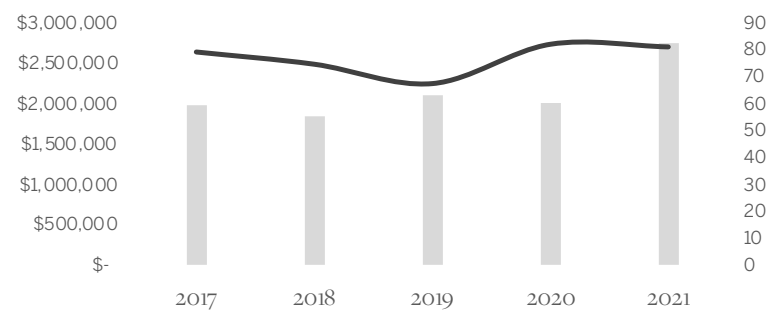
\$2.7m

Median Sale Price

-1%

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

392

Units Sold

18%

Change in Units Sold
{ 2021 vs. 2020 }

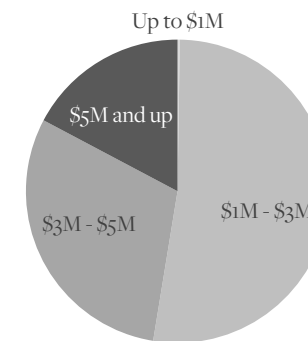
\$2.1m

Median Sale Price

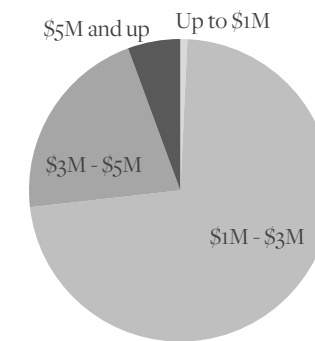
19%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

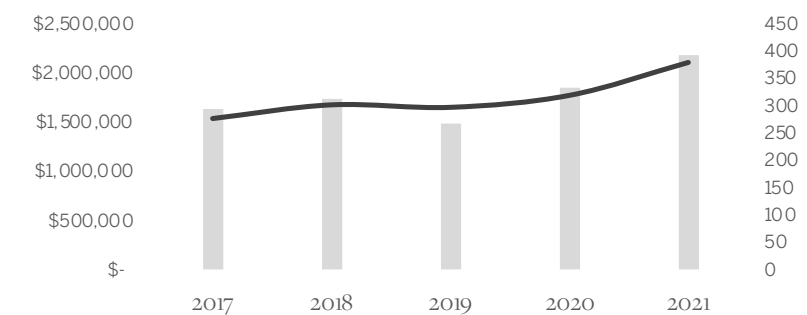


Total Units Sold by Price Category



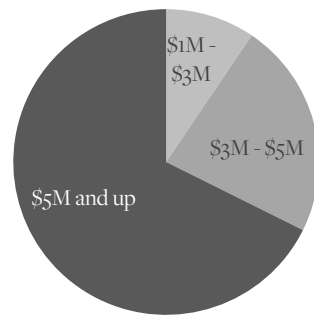
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	19%	18%	21%	-	-16%
2021	\$2,100,000	392	\$1,093	7%	75
2020	\$1,770,000	333	\$903	2%	89
2019	\$1,650,000	266	\$848	1%	90
2018	\$1,675,000	312	\$871	0%	84
2017	\$1,537,800	293	\$799	2%	91

Median Sale Price | Total Units Sold

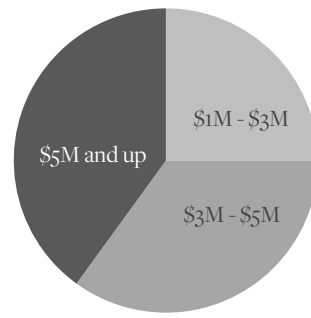


● Median Selling Price ● Total Units Sold

Sales Volume by Price Category



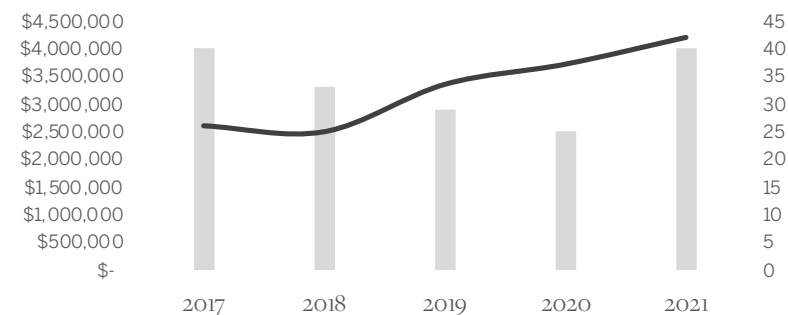
Total Units Sold by Price Category



{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	13%	60%	28%	-	-26%
2021	\$4,200,000	40	\$1,509	3%	75
2020	\$3,715,000	25	\$1,178	1%	102
2019	\$3,350,000	29	\$1,065	-2%	121
2018	\$2,492,500	33	\$1,055	-9%	116
2017	\$2,600,000	40	\$1,001	-7%	83

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

40

Unit Sold

60%

Change in Units Sold
{ 2021 vs. 2020 }

\$4.2m

Median Sale Price

13%

Change in Median Sale Price
{ 2021 vs. 2020 }

San Rafael

Single Family Homes Sales

{2021}
at a
glance
SAN RAFAEL

540

Units Sold

-1%

Change in Units Sold
{ 2021 vs. 2020 }

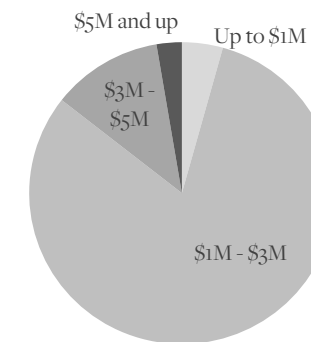
\$1.5m

Median Sale Price

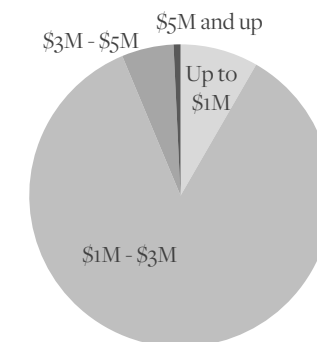
20%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume
by Price Category

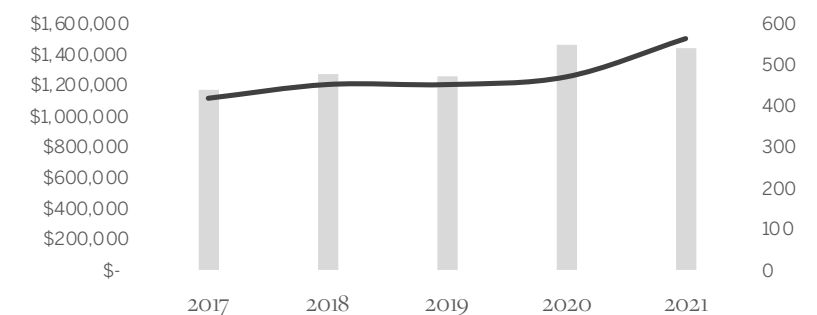


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	20%	-1%	19%	-	-14%
2021	\$1,500,000	540	\$777	6%	66
2020	\$1,250,000	548	\$654	3%	77
2019	\$1,199,500	470	\$622	1%	87
2018	\$1,200,000	477	\$623	1%	78
2017	\$1,110,000	439	\$595	2%	73

Median Sale Price | Total Units Sold

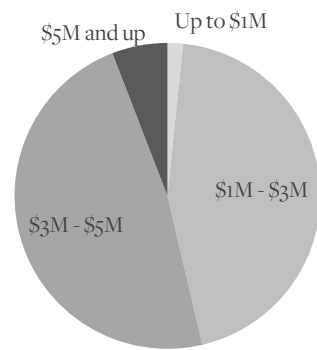


● Median Selling Price ● Total Units Sold

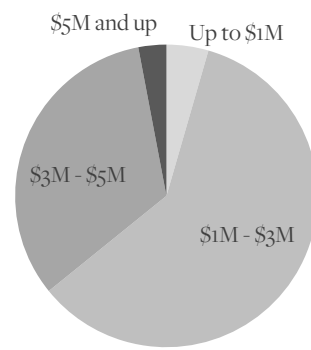
Sausalito

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2021}

at a glance

SAUSALITO

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2021 vs. 2020} Change	28%	-9%	21%	-	-9%
2021	\$2,201,000	67	\$1,120	2%	93
2020	\$1,722,500	74	\$922	-3%	102
2019	\$1,800,000	43	\$918	-2%	104
2018	\$1,950,000	44	\$936	-2%	126
2017	\$1,811,000	73	\$884	1%	102

67

Units Sold

-9%

Change in Units Sold
{2021 vs. 2020}

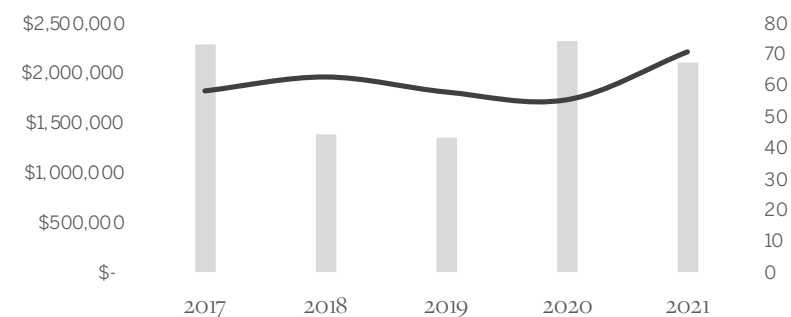
\$2.2m

Median Sale Price

28%

Change in Median Sale Price
{2021 vs. 2020}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

{2021}

at a glance

TIBURON

142

Units Sold

-2%

Change in Units Sold
{ 2021 vs. 2020 }

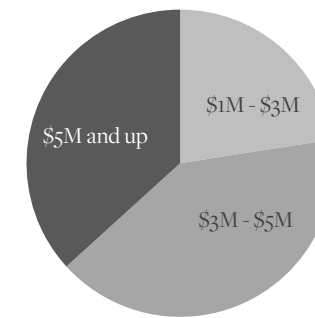
\$3.3m

Median Sale Price

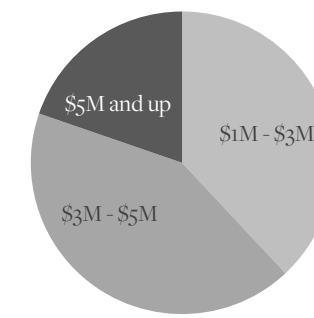
13%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume
by Price Category

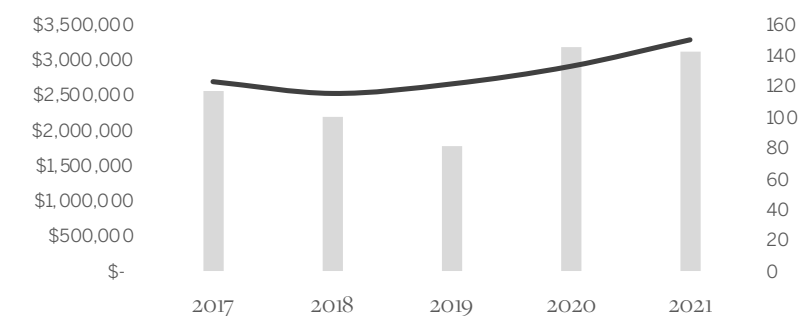


Total Units Sold
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }					
Change	13%	-2%	19%	-	-33%
2021	\$3,276,000	142	\$1,204	1%	83
2020	\$2,900,000	145	\$1,015	-3%	123
2019	\$2,650,000	81	\$989	-3%	135
2018	\$2,515,000	100	\$963	-2%	117
2017	\$2,682,000	117	\$1,002	-1%	99

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



LARKSPUR
Premier Waterfront Home
Last Asking \$4,950,000



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

KENTFIELD
Icon of Midcentury Style
Last Asking \$4,750,000

MILL VALLEY
Mill Valley: Luxury Lodge Style Home
Last Asking \$4,450,000

SAN RAFAEL
Resort Style Sanctuary
Last Asking \$2,995,000

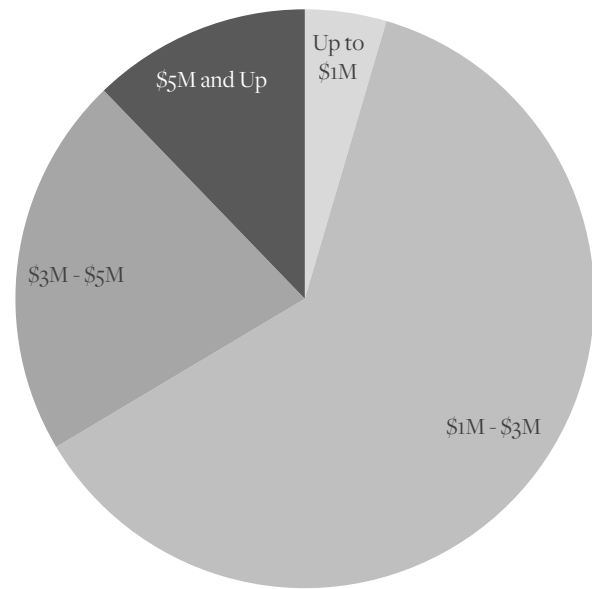
*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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The Peninsula

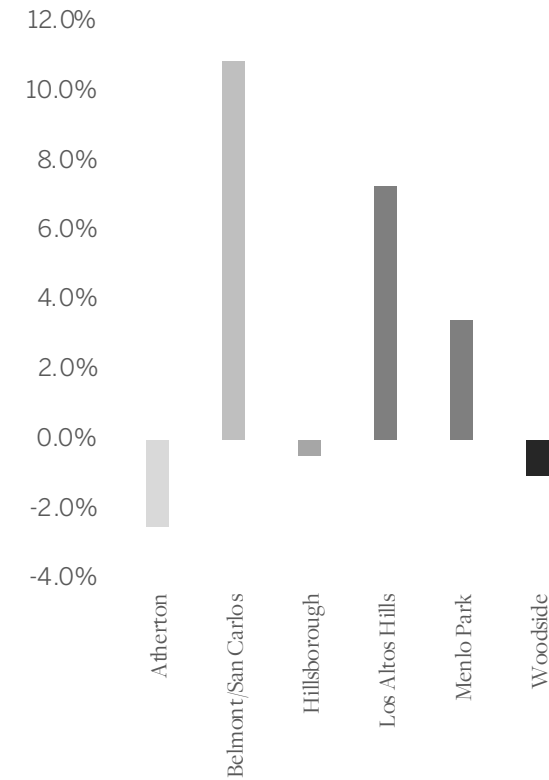
- MARKET SNAPSHOT
- ATHERTON
- BELMONT/SAN CARLOS
- HILLSBOROUGH
- LOS ALTOS HILLS
- MENLO PARK
- WOODSIDE



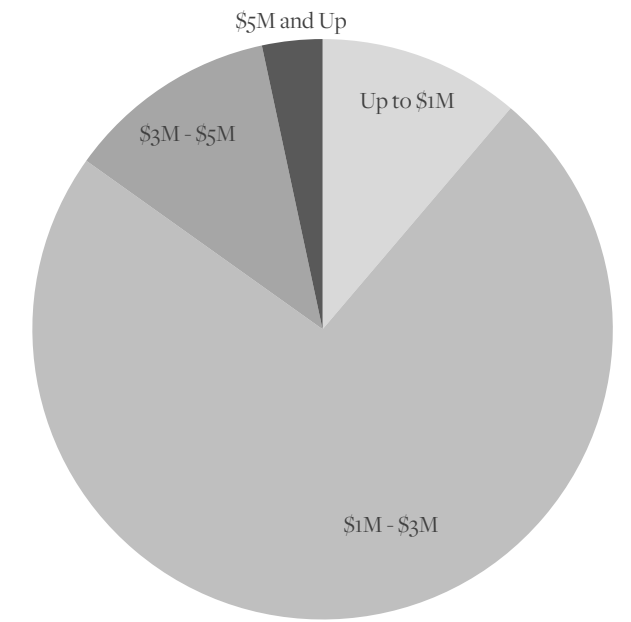
Sales Volume by Price Category



Median Sale Price vs. Total Units Sold



Final Sale vs. Original List



Total Units Sold by Price Category

- 5% Up to \$1 Million
- 62% \$1 Million to \$3 Million
- 21% \$3 Million to \$5 Million
- 12% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- -3% Atherton
- 11% Belmont/San Carlos
- 0% Hillsborough
- 7% Los Altos Hills
- 3% Menlo Park
- -1% Woodside

- 11% Up to \$1 Million
- 74% \$1 Million to \$3 Million
- 12% \$3 Million to \$5 Million
- 3% \$5 Million and Up

{2021}

at a glance

ATHERTON

101

Units Sold

40%

Change in Units Sold
{ 2021 vs. 2020 }

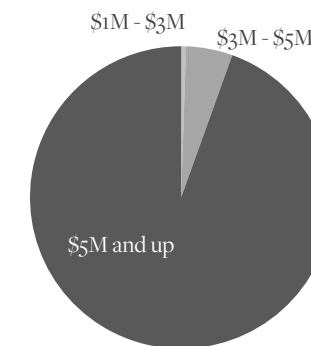
\$7.9m

Median Sale Price

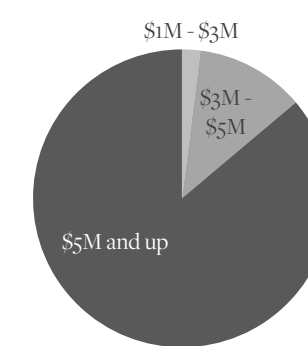
19%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

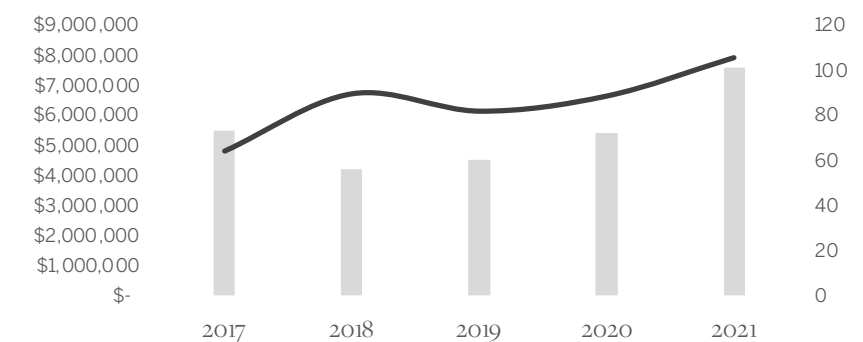


Total Units Sold by Price Category



	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%	40%	10%	-	42%
2021	\$7,900,000	101	\$1,778	-3%	71
2020	\$6,625,000	72	\$1,612	-4%	50
2019	\$6,124,500	60	\$1,685	-5%	62
2018	\$6,700,000	56	\$1,550	-3%	46
2017	\$4,800,000	73	\$1,428	-2%	38

Median Sale Price | Total Units Sold

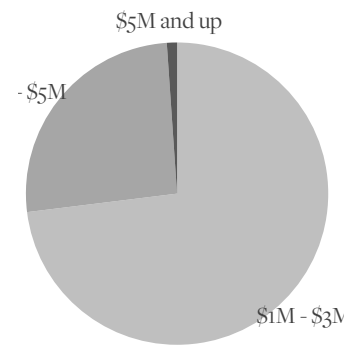


● Median Selling Price ● Total Units Sold

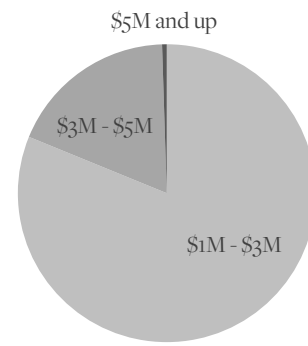
Belmont/San Carlos

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	23%	45%	15%	-	151%
2021	\$2,350,000	595	\$1,206	11%	44
2020	\$1,910,000	410	\$1,049	3%	18
2019	\$1,825,000	413	\$1,006	3%	19
2018	\$1,850,000	411	\$1,032	8%	16
2017	\$1,735,000	480	\$945	9%	14

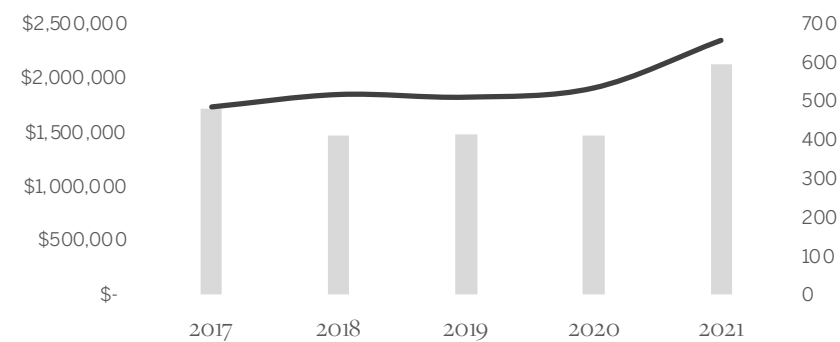
595
Units Sold

45%
Change in Units Sold
{2021 vs. 2020}

\$2.4m
Median Sale Price

23%
Change in Median Sale Price
{2021 vs. 2020}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold



{2021}
at a glance
 HILLSBOROUGH

157
 Units Sold

54%
 Change in Units Sold
 { 2021 vs. 2020 }

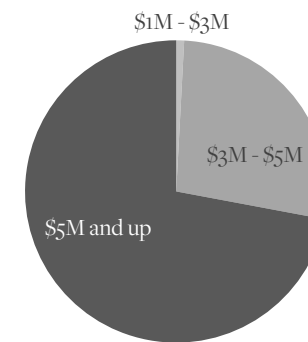
\$5.3m
 Median Sale Price

18%
 Change in Median Sale Price
 { 2021 vs. 2020 }

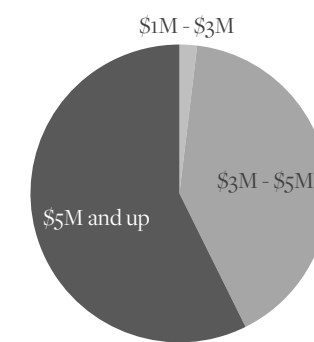
Hillsborough

Single Family Homes Sales

Sales Volume by Price Category

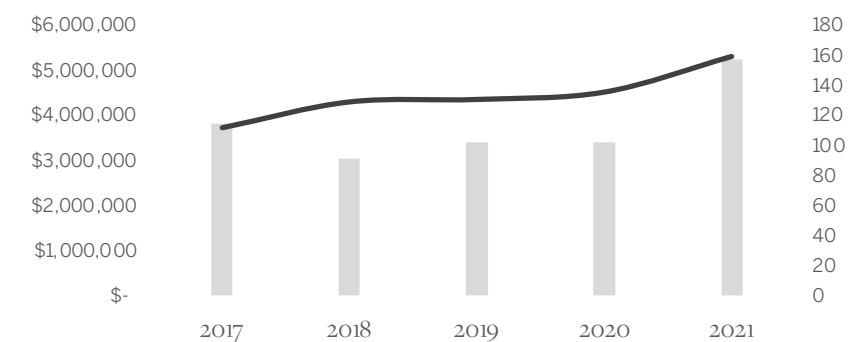


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 } Change	18%	54%	8%	-	107%
2021	\$5,300,000	157	\$1,289	0%	78
2020	\$4,500,000	102	\$1,194	-1%	38
2019	\$4,335,000	102	\$1,105	-2%	37
2018	\$4,280,000	91	\$1,180	-1%	29
2017	\$3,700,000	114	\$1,047	0%	47

Median Sale Price | Total Units Sold

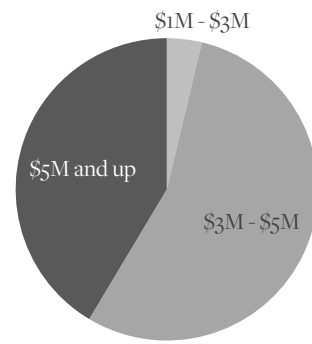


● Median Selling Price ● Total Units Sold

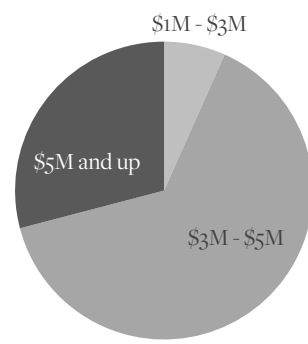
Los Altos Hills

Single Family Home Sales

Sales Volume by Price Category

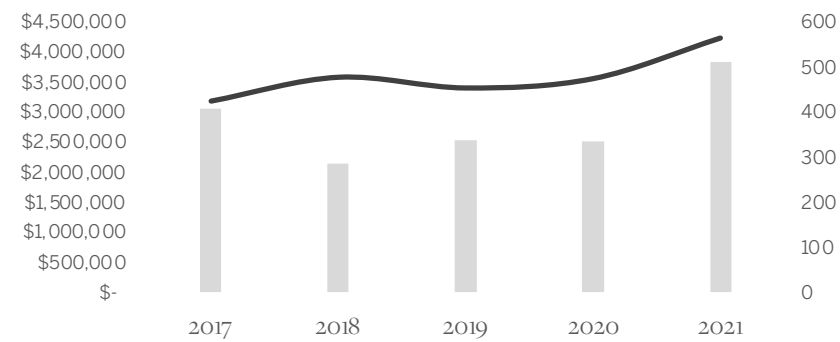


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2021 vs. 2020 }	19%	52%	17%	-	101%
2021	\$4,225,000	509	\$1,500	7%	53
2020	\$3,550,000	334	\$1,281	0%	26
2019	\$3,395,000	335	\$1,283	0%	26
2018	\$3,573,213	284	\$1,362	5%	19
2017	\$3,176,500	406	\$1,230	5%	18

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

{2021}
at a
glance
LOS ALTOS HILLS

509

Units Sold

52%

Change in Units Sold
{ 2021 vs. 2020 }

\$4.2m

Median Sale Price

19%

Change in Median Sale Price
{ 2021 vs. 2020 }

Menlo Park

Single Family Homes Sales

{2021}

at a glance

MENLO PARK

470

Units Sold

96%

Change in Units Sold
{ 2021 vs. 2020 }

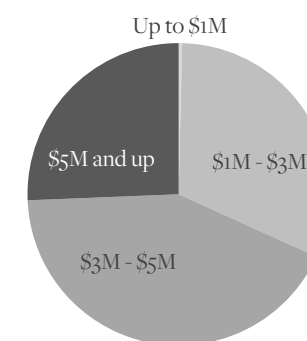
\$3m

Median Sale Price

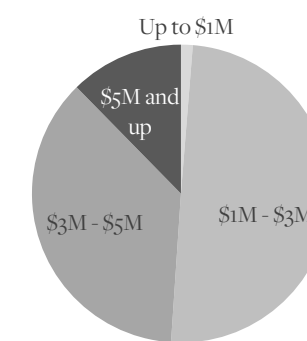
15%

Change in Median Sale Price
{ 2021 vs. 2020 }

Sales Volume by Price Category

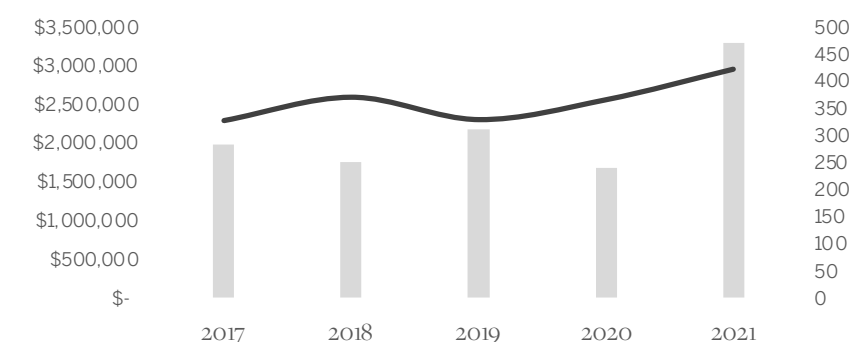


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market	
{ 2021 vs. 2020 }	Change	15%	96%	12%	-	69%
2021	\$2,950,000	470	\$1,478	3%	50	
2020	\$2,556,000	240	\$1,324	0%	30	
2019	\$2,300,000	310	\$1,313	2%	27	
2018	\$2,588,700	249	\$1,347	6%	20	
2017	\$2,287,500	282	\$1,249	5%	20	

Median Sale Price | Total Units Sold

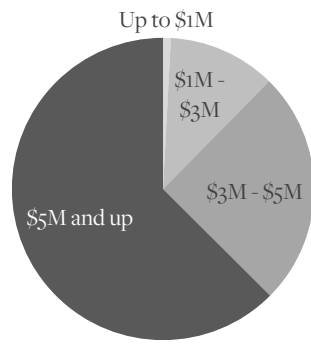


● Median Selling Price ● Total Units Sold

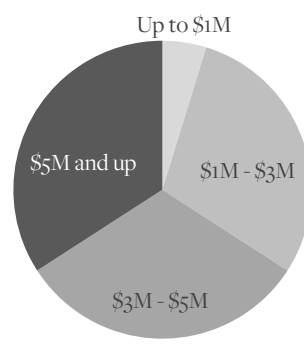
Woodside

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	31%	110%	11%	-	7%
2021	\$3,750,000	126	\$1,461	-1%	80
2020	\$2,862,500	60	\$1,322	-7%	75
2019	\$2,550,000	55	\$1,163	-3%	49
2018	\$3,010,000	52	\$1,159	-3%	68
2017	\$2,350,000	64	\$1,036	-2%	51

126

Units Sold

110%

Change in Units Sold
{2021 vs. 2020}

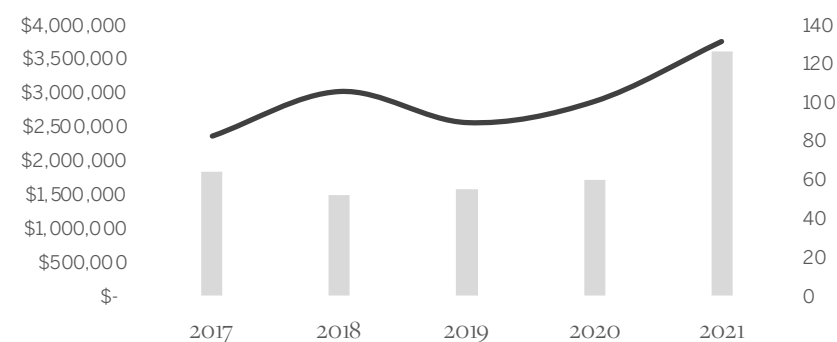
\$3.8m

Median Sale Price

31%

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 \$8,950,000

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

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

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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