

LAMORINDA MARKET UPDATE | Q3 2023

SNAPSHOT

The real estate landscape across Lamorinda remains notably stratified, with large differences between cities. Though only 22 homes sold in Moraga during Q3, the median sales price saw a dramatic yearly increase up to \$2,102,500. During the same time, Lafayette recorded a drop of 7.6 percent.

As a whole, the median sales price saw a yearly decrease of 2.6 percent, while the median price per square foot experienced a 3.5 percent decline. However, even with rising interest rates, we anticipate that the year-over-year price declines will likely subside in the upcoming months.

SINGLE FAMILY HOMES



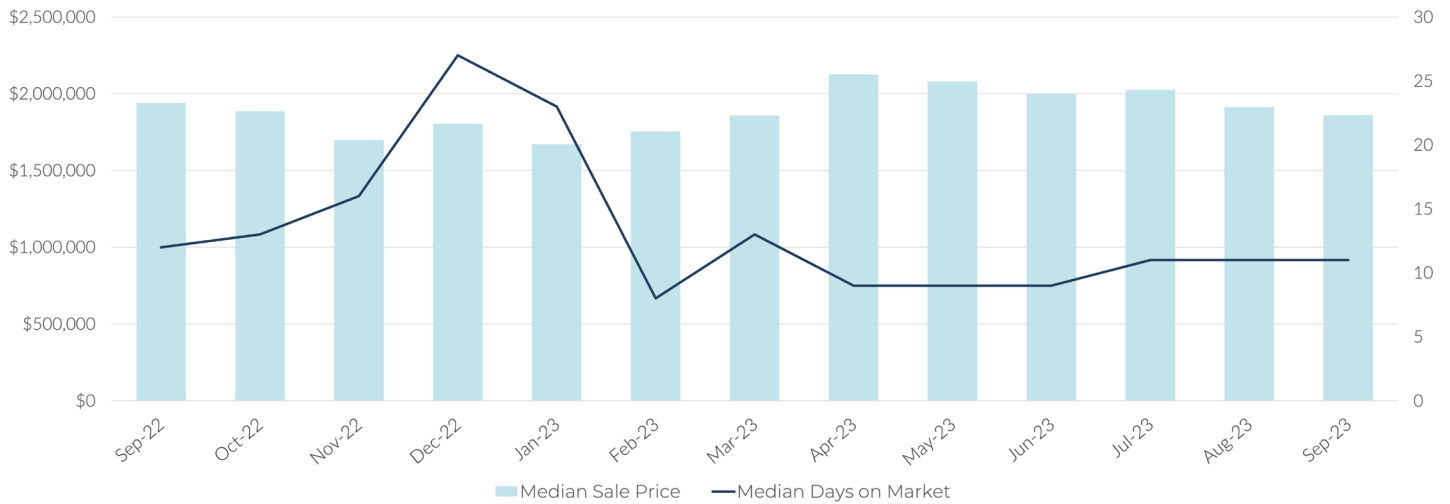
Q3-2023

MEDIAN SALES PRICE	\$1,900,000 ↓
DAYS ON MARKET	11
\$/SQ. FT.	\$817 ↓
# FOR SALE LAST DAY OF QUARTER	66 ↓
WENT INTO CONTRACT	144 ↓
PROPERTIES SOLD	137 ↓

LAMORINDA MARKET UPDATE | Q3 2023

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-2.7%**

DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON

“The real estate landscape across Lamorinda remains notably stratified, with large differences between cities.”

	MEDIAN		
	Q3-2023	Q3-2022	%Δ
SALES PRICE	\$1,900,000	\$1,950,000	-2.6%
DAYS ON MARKET	11	11	0.0%
\$ / SQ. FT.	\$817	\$847	-3.5%

TOTAL

	Q3-2023	Q3-2022	%Δ
WENT INTO CONTRACT	144	158	-8.9%
PROPERTIES SOLD	137	167	-18.0%
# FOR SALE LAST DAY OF SEPTEMBER	66	96	-31.3%
% OF PROPERTIES SOLD OVER LIST PRICE	50.4%	46.7%	+7.9%
% OF LIST PRICE RECEIVED (AVERAGE)	102.8%	101.8%	+1.0%

YEAR-OVER-YEAR REGION COMPARISON

LAFAYETTE	Q3-2023	Q3-2022	%Δ	2021
Median Sales Price	\$1,782,500	\$1,930,000	-7.6%	\$1,915,011
Median Days on Market	11	11	0.0%	7
Median Price Per Square Foot	\$820	\$881	-6.9%	\$810
Homes Sold	66	85	-22.4%	419
Homes for Sale Last Day of September	27	46	-41.3%	23

MORAGA

Median Sales Price	\$2,102,500	\$1,650,000	+27.4%	\$1,861,000
Median Days on Market	11	9	+22.2%	7
Median Price Per Square Foot	\$790	\$810	-2.5%	\$774
Homes Sold	22*	25*	-12.0%	183
Homes for Sale Last Day of September	12	11	+9.1%	7

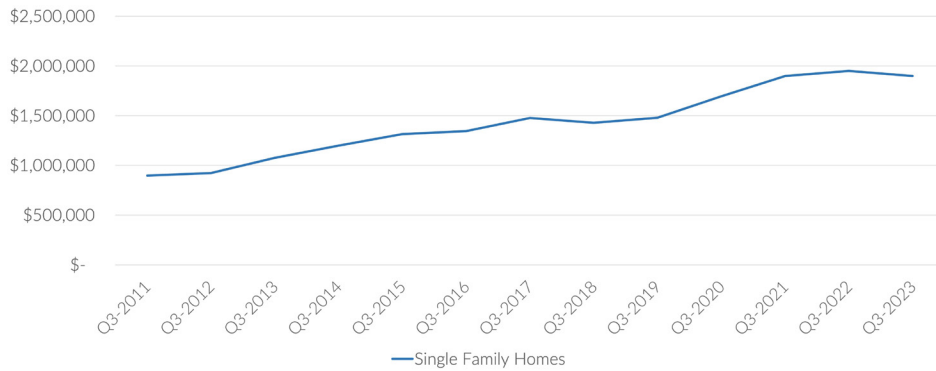
ORINDA

Median Sales Price	\$2,275,000	\$2,050,000	+11.0%	\$1,950,000
Median Days on Market	9	14	-35.7%	8
Median Price Per Square Foot	\$831	\$834	-0.4%	\$793
Homes Sold	49*	57	-14.0%	374
Homes for Sale Last Day of September	27	39	-30.8%	13

LAMORINDA MARKET UPDATE | Q3 2023

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$1,900,000

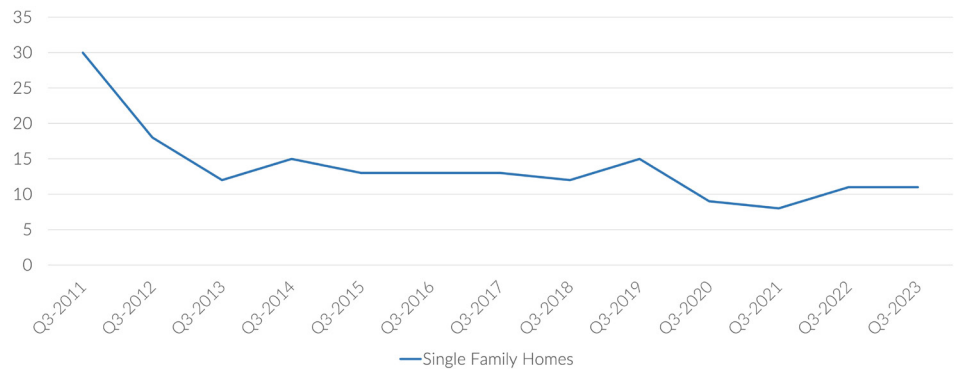
-2.6% year-over-year

MEDIAN MARKET TIME

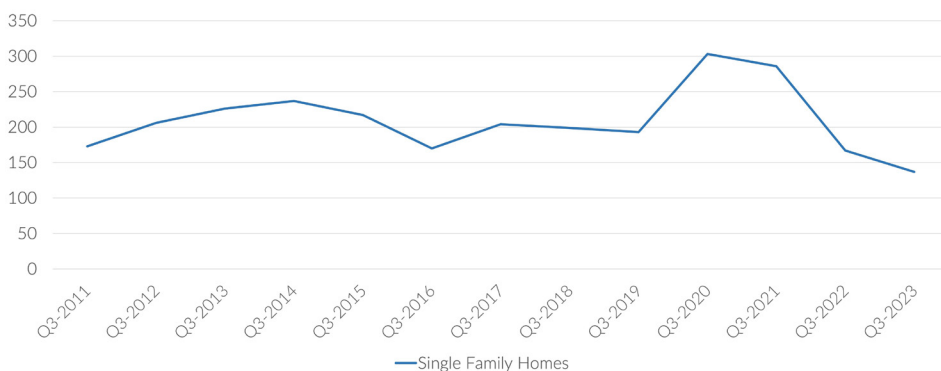
SINGLE FAMILY RESIDENCES

11 days

No change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

137 sales

-18.0% year-over-year