



INTERO  
A Berkshire Hathaway Affiliate

# EAST BAY CALIFORNIA

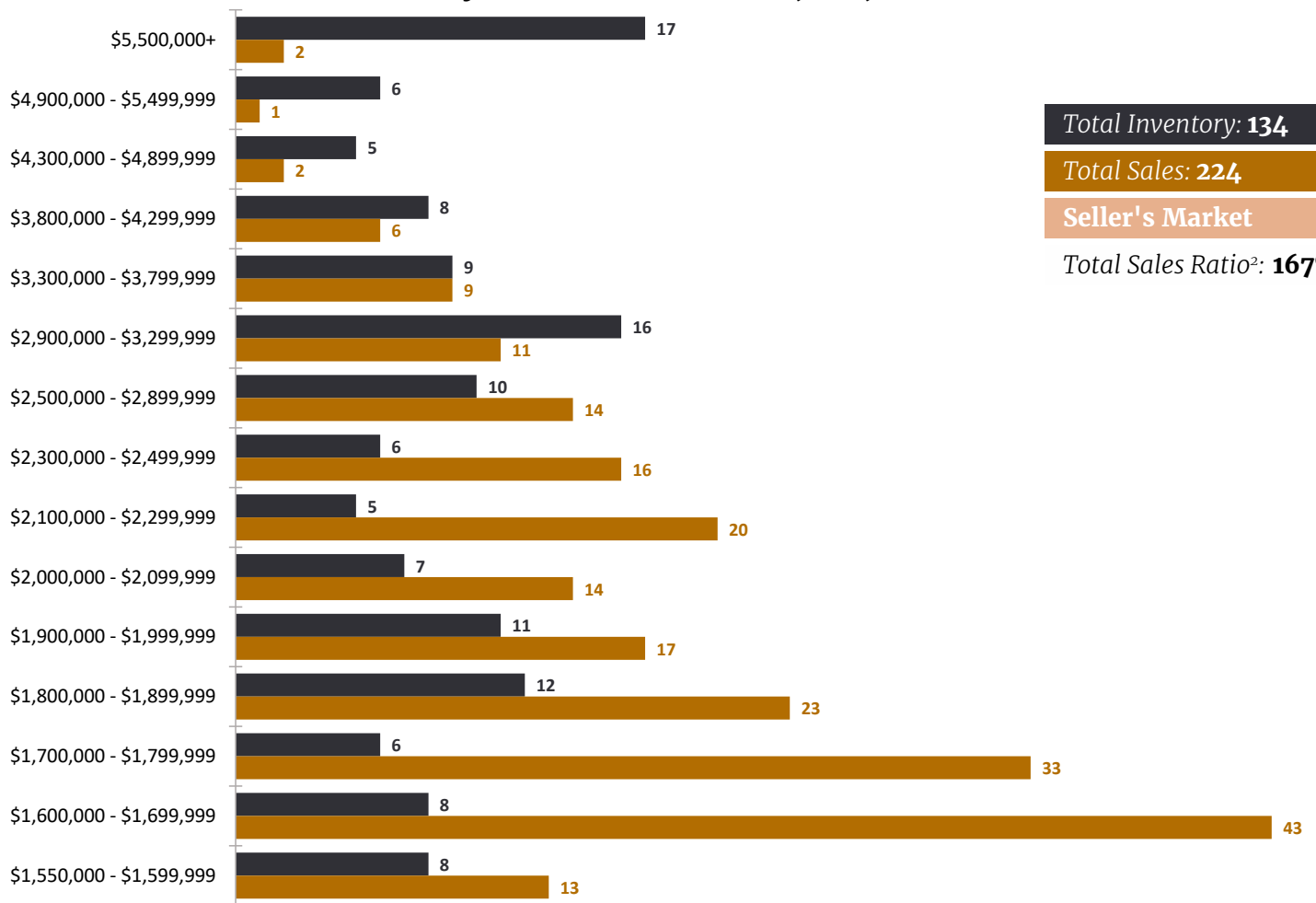
–February 2021–

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

### LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,550,000**



Total Inventory: **134**

Total Sales: **224**

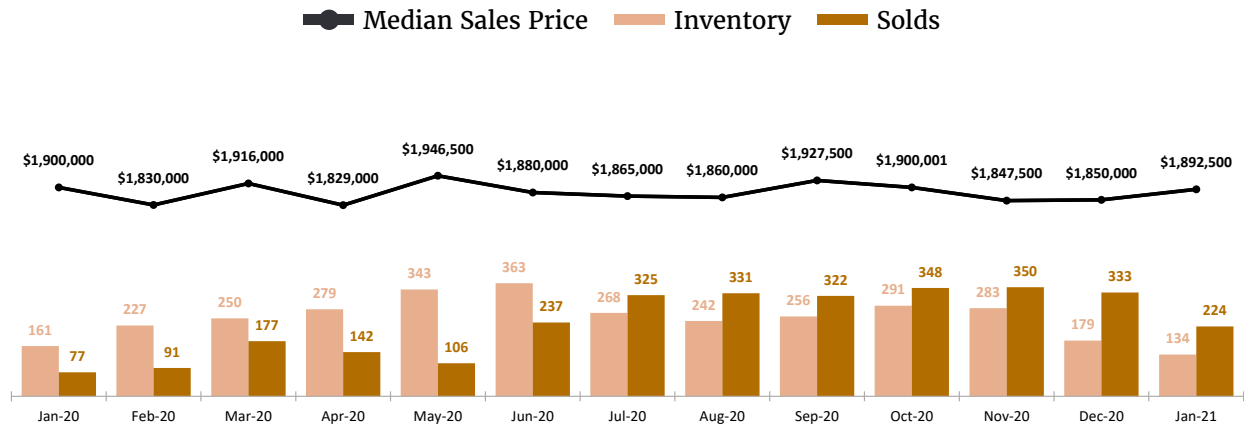
Seller's Market

Total Sales Ratio<sup>2</sup>: **167%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,777,000	4	3	75	31	242%
3,000 - 3,999	\$1,799,000	4	4	81	32	253%
4,000 - 4,999	\$2,300,000	5	5	37	27	137%
5,000 - 5,999	\$2,652,500	5	6	20	17	118%
6,000 - 6,999	\$3,520,000	5	6	7	7	100%
7,000+	\$5,500,000	6	7	3	20	15%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

December	January
179	134

VARIANCE: **-25%**

#### SOLDS

December	January
333	224

VARIANCE: **-33%**

#### SALES PRICE

December	January
\$1.85m	\$1.89m

VARIANCE: **2%**

#### SALE PRICE PER SQFT.

December	January
\$644	\$603

VARIANCE: **-6%**

#### SALE TO LIST PRICE RATIO

December	January
102.69%	101.29%

VARIANCE: **-1%**

#### DAYS ON MARKET

December	January
9	9

VARIANCE: **0%**

## EAST BAY MARKET SUMMARY | JANUARY 2021

- The East Bay single-family luxury market is a **Seller's Market** with a **167% Sales Ratio**.
- Homes sold for a median of **101.29% of list price** in January 2021.
- The most active price band is **\$1,700,000-\$1,799,999**, where the sales ratio is **550%**.
- The median luxury sales price for single-family homes has increased to **\$1,892,500**.
- The median days on market for January 2021 was **9** days, remaining the same from December 2020.

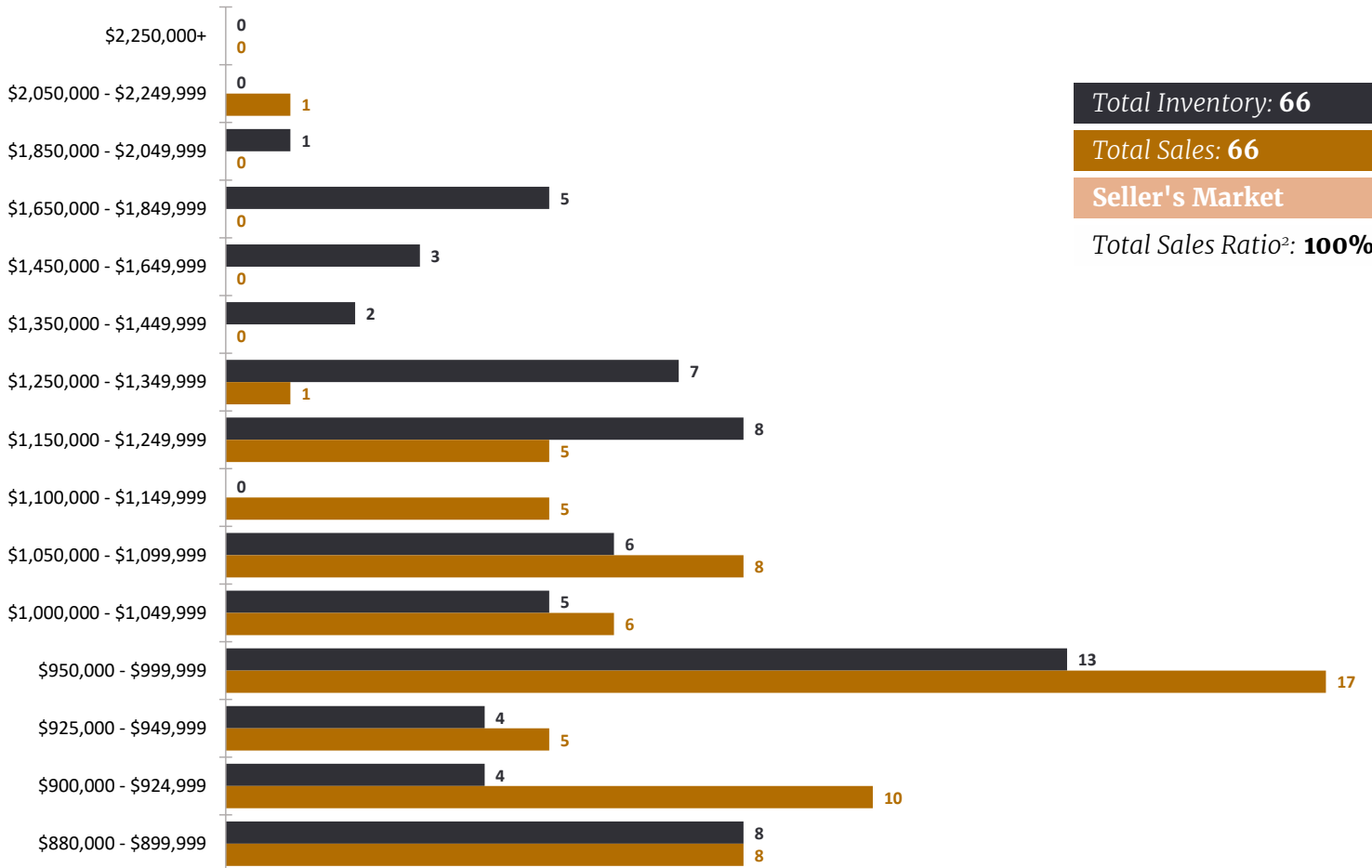
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$880,000**



Total Inventory: **66**

Total Sales: **66**

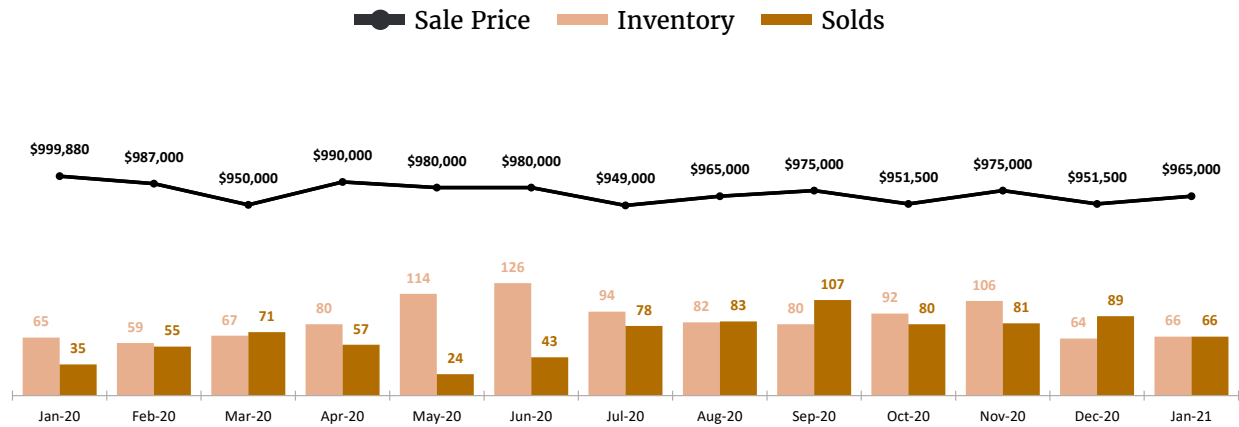
Seller's Market

Total Sales Ratio<sup>2</sup>: **100%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	1	0%
1,000 - 1,499	\$970,500	2	2	12	17	71%
1,500 - 1,999	\$965,000	3	3	39	27	144%
2,000 - 2,499	\$925,000	3	3	13	19	68%
2,500 - 2,999	\$1,050,000	4	3	1	1	100%
3,000+	\$1,080,000	4	4	1	1	100%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA

#### INVENTORY

December	January
64	66

VARIANCE: **3%**

#### SOLDS

December	January
89	66

VARIANCE: **-26%**

#### SALES PRICE

December	January
\$952k	\$965k

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

December	January
\$530	\$582

VARIANCE: **10%**

#### SALE TO LIST PRICE RATIO

December	January
101.78%	101.72%

VARIANCE: **0%**

#### DAYS ON MARKET

December	January
9	9

VARIANCE: **0%**

## EAST BAY MARKET SUMMARY | JANUARY 2021

- The East Bay attached luxury market is a **Seller's Market** with a **100% Sales Ratio**.
- Homes sold for a median of **101.72% of list price** in January 2021.
- The most active price band is **\$900,000-\$924,999**, where the sales ratio is **250%**.
- The median luxury sales price for attached homes has increased to **\$965,000**.
- The median days on market for January 2021 was **9** days, remaining the same from December 2020.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.