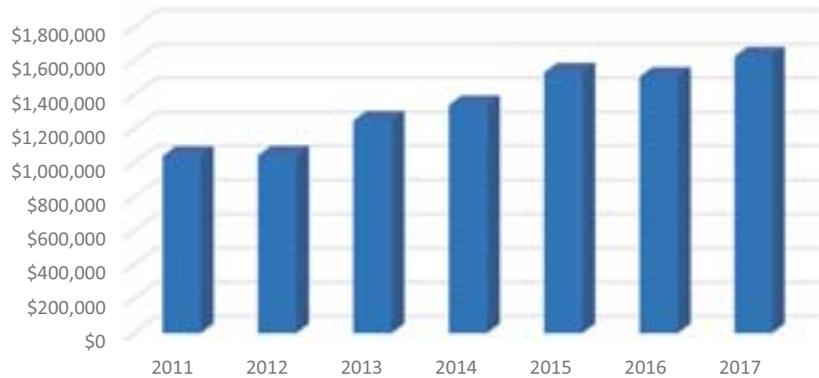


## The Real Estate Year in Review

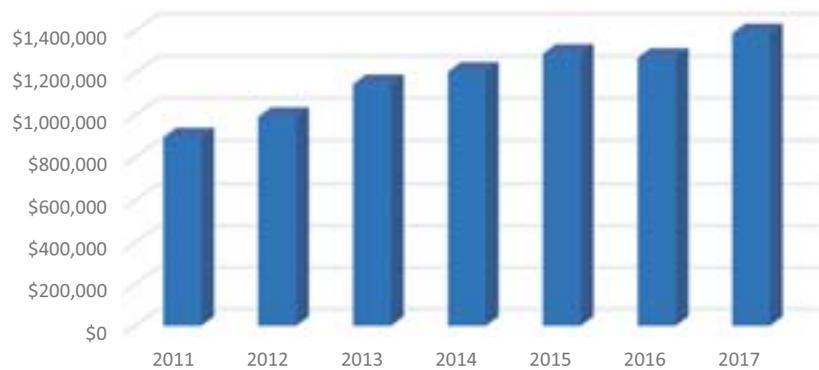
# 2017 home sales in Lamorinda

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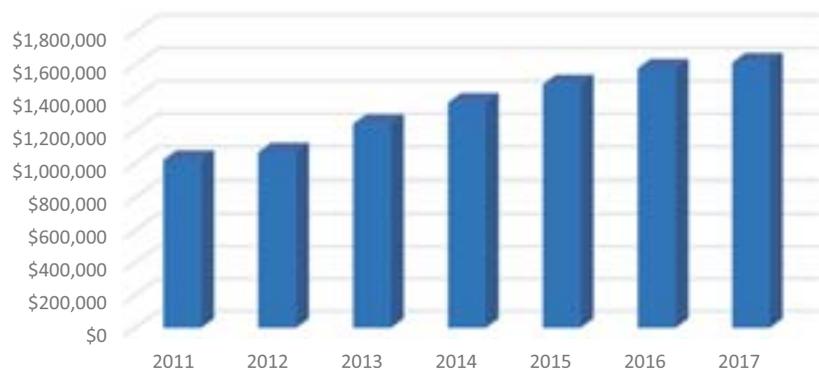
### Average sales price in Lafayette



### Average sales price in Moraga



### Average sales price in Orinda



It was another extremely strong year for sellers of residential real estate in Lamorinda; sales volume in 2017 rebounded as supply increased but that was matched by continued strong demand and average prices went up in Lafayette, Moraga and Orinda.

Homes stayed on the market for a similar limited time like in 2016 and the majority of homes sold at or above their asking price.

Per Contra Costa Association of Realtors statistics reported for closings January 1 through December 31, 2017, 312 single family homes closed in Lafayette versus 263 in 2016. There were 338 in 2015 and 302 in 2014. For the 312 reported closings, sales prices ranged from \$740,000 to \$6.5 million and the average time on market was 23 days, a slight decrease from the 28 days in 2016. The average sale price was \$1,625,636 up from \$1,506,811 in 2016. In 2015 it was \$1,531,605, \$1,339,303 in 2014, \$1,248,532 in 2013, \$1,042,921 in 2012 and \$1,040,014 in 2011. The average sales price was 102.2 percent of the final list price. There were no Lafayette short sales or foreclosures sold on the MLS.

In Moraga there were 164 single family closings which was a huge increase from 108 in 2016 and 135 in 2015. There were 150 in 2014. Prices ranged from \$725,000 to \$2.75 million. The average sale price was \$1,388,287. This was a solid rise from the \$1,272,179 in 2016. The 2015 average was \$1,290,804, \$1,205,576 in 2014 and \$1,147,207 in 2013. In 2012, it was \$991,469 and in 2011 it was \$894,768. The number of days on market in 2017 was 28 - about the same as 26 in 2016. The average home sold for 100.9 percent of its last list price. There was one REO property that closed on the MLS and no short sales.

In Orinda the number of single-family closings was at 242 - up slightly from 229 a year ago but down from 256 in 2015 and 276 in 2014. The reported sales ranged in price from \$650,000 to \$3.9 million with an average price of \$1,614,279. In 2016 it was \$1,577,727. In 2015 it was \$1,481,443 and in 2014 it was \$1,370,088. In 2013 it was \$1,240,158 and in 2012 it was \$1,068,303. The average was \$1,021,751 in 2011. The average market time was 24 days, about the same as a year ago when it was 23. The average sales price was an average of just over 102 percent the final list price for the reported sales. There were no short sales or REO (bank owned) sales in Orinda in 2016 or 2017.

There were no reported sales in the MLS in Canyon in 2017.

On an average price per square foot basis for reported sales in 2017, Lafayette homes sold for \$642.46 up solidly from 2016 when it was \$589.47. In 2015 it was \$585.87 and an increase from 2014 when it was \$546.87. In 2017, Moraga homes sold for \$565.37, a slight increase from \$558.02 per square foot in 2016, and \$532.90 in 2015. In Orinda last year it was \$609.13, also a little rise from \$594.37 in 2016 and \$560.79 in 2015 and continuing the trend that started in 2012. It was \$520.77 in 2014 and \$489.85 in 2013 and \$422.68 in 2012.

In the condominium/town home category, Lafayette had 30 closings in 2017, a big increase from the 16 closings in both 2016 and in 2015. As new developments of condominiums and townhomes are being added in Lafayette, some new construction sales will not go through the MLS.

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