



With the current COVID-19 pandemic affecting nearly every aspect of daily life, there is a lot of uncertainty going around and we at Vanguard Properties will not profess to know how the market will react in the coming months. While we wait for the data, this report looks at how the market performed during the first quarter of the year.

Comparing to Q1 of last year, the year began a bit cooler. The median sale price recorded at \$1,540,437 for the tri-city area, representing a 1.6 percent decrease from Q1 of 2019. The median days on market remained consistent at a highly competitive 11 days. Perhaps the most telling stats so far are the number of properties for sale on the last day of March which is 43.4 percent lower than the same time last year.

Across regions, Orinda saw a large jump in the median sale price and price per square foot at 7.4 and 4.6 percent respectively. Orinda also saw a decrease in the number of days properties spent on the market. Moraga recorded a higher median sale price though the price per square foot ticked down 3.5 percent. Lafayette however saw lower numbers on both metrics.

As we continue on into uncharted territory, we would like to take a moment to thank all of the first responders and front-line workers for their courage and strength as we work together to overcome this challenge.

## DETACHED RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	Q1 2020	Q1 2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,540,437	\$1,565,000	-1.6%
DAYS ON MARKET	11	11	0.0%
\$ / SQ. FT.	\$615	\$625	-1.6%
<b>TOTAL</b>			
PROPERTIES SOLD	106	105	+1.0%
# FOR SALE LAST DAY OF MONTH (MARCH)	56	99	-43.4%
% OF PROPERTIES SOLD OVER LIST PRICE	44.3%	51.4%	-7.1%
% OF LIST PRICE RECEIVED (AVERAGE)	102.7%	101.8%	+0.9%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+18.3%** DAYS ON MARKET **-12 days**

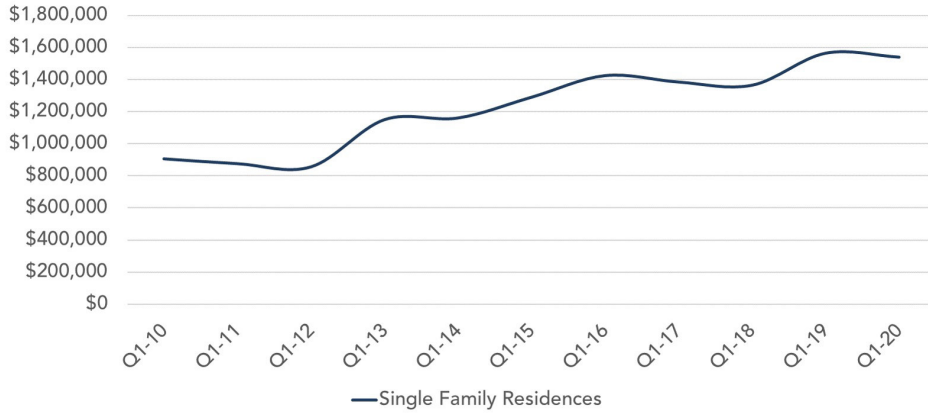
### YEAR-OVER-YEAR REGION COMPARISON

	Q1 2020	Q1 2019	%Δ	2019
<b>Lafayette</b>				
Median Sale Price	\$1,655,000	\$1,855,000	-10.8%	\$1,585,000
Median Days on market	8	8	0.0%	12
Median Price Per Square Foot	\$660	\$685	-3.6%	\$670
Homes Sold	36	40	-10.0%	289
Homes for Sale (March)	51	78	-34.6	15
<b>Moraga</b>				
Median Sale Price	1,490,000	\$1,436,733	+3.7%	\$1,450,000
Median Days on market	14	9	+55.6%	11
Median Price Per Square Foot	\$603	\$625	-3.5%	\$616
Homes Sold	26	15	+73.3%	129
Homes for Sale (March)	26	32	-18.8%	11
<b>Orinda</b>				
Median Sale Price	\$1,597,500	\$1,487,500	+7.4%	\$1,500,000
Median Days on market	11	18	-38.9%	15
Median Price Per Square Foot	\$632	\$604	+4.6%	\$621
Homes Sold	44	50	-12.0%	259
Homes for Sale (March)	60	73	-17.8%	17



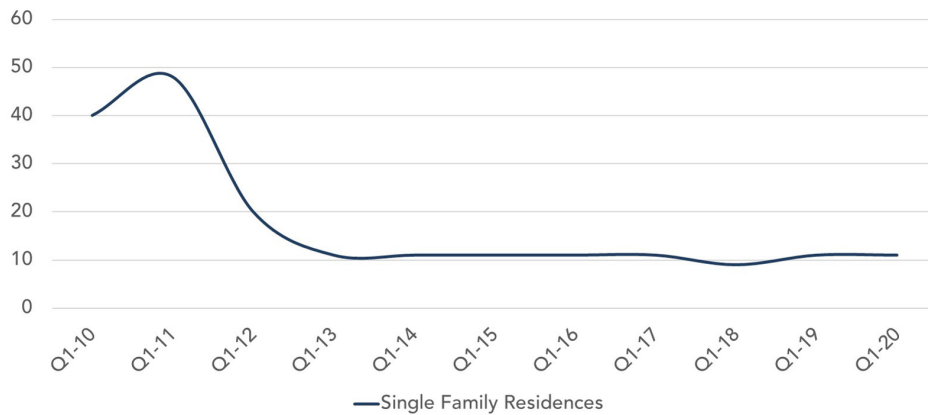
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



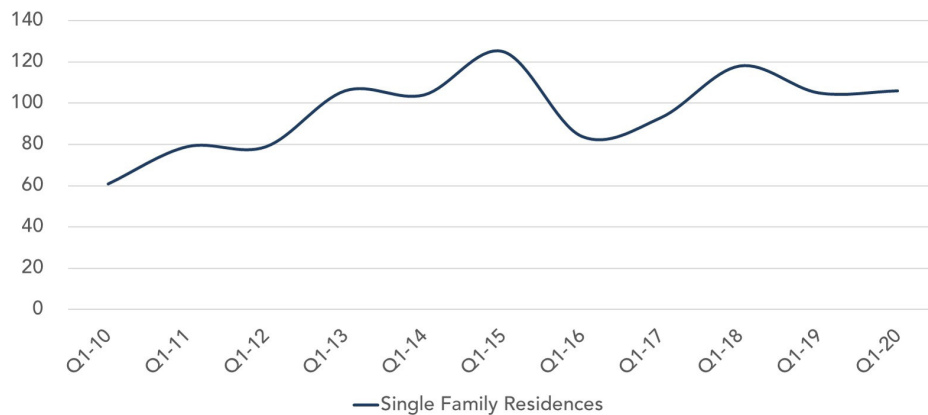
Single Family Residences  
**\$1,540,437**  
 -1.6% year-over-year

MEDIAN MARKET TIME



Single Family Residences  
**11 days**  
 0 day year-over-year

NUMBER OF SALES



Single Family Residences  
**106**  
 +1.0% year-over-year