Pleasanton Real Estate Market Update
How many new homes have been built?
New Residential Development

- Essex Property Trust: 498 apartments
- St. Anton Partners: 248 apartments
- Summerhill: 94 condos
- Auf Der Mar: 345 apartments
- Township Square:
  - 210 apartments
  - 35 single-family detached
  - 62 town homes
New Residential Development

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  - ✔ 210 apartments  
  - ✔ 35 single-family detached  
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Condos and Townhomes For Sale – 2017 to 2018

Source: Bay East Association of REALTORS®
Condos and Townhomes For Sale – 2017 to 2018

Source: Bay East Association of REALTORS®
Condo and Townhome Median Sales Prices

Source: Bay East Association of REALTORS®
Condo and Townhome Median Sales Prices

Source: Bay East Association of REALTORS®
Condos and Townhomes Sold – 2017 to 2018

Source: Bay East Association of REALTORS®
Condos and Townhomes Sold – 2017 to 2018

Source: Bay East Association of REALTORS®
Detached Homes for Sale – 2013 to 2018

Source: Bay East Association of REALTORS®
Dublin
Livermore
Pleasanton

Source: Bay East Association of REALTORS®
Detached Homes for Sale – 2008 to 2018

Source: Bay East Association of REALTORS®
Sales Prices
Pleasanton Median Sales Prices – 2018

<table>
<thead>
<tr>
<th>Month</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-18</td>
<td>$1,200,000</td>
</tr>
<tr>
<td>Feb-18</td>
<td>$1,221,000</td>
</tr>
<tr>
<td>Mar-18</td>
<td>$1,325,000</td>
</tr>
<tr>
<td>Apr-18</td>
<td>$1,300,000</td>
</tr>
<tr>
<td>May-18</td>
<td>$1,320,000</td>
</tr>
<tr>
<td>Jun-18</td>
<td>$1,285,000</td>
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<tr>
<td>Jul-18</td>
<td>$1,300,000</td>
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<tr>
<td>Aug-18</td>
<td>$1,250,000</td>
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<tr>
<td>Sep-18</td>
<td>$1,124,000</td>
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<tr>
<td>Oct-18</td>
<td>$1,249,000</td>
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<tr>
<td>Nov-18</td>
<td>$1,165,000</td>
</tr>
<tr>
<td>Dec-18</td>
<td>$1,130,000</td>
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Source: Bay East Association of REALTORS®
Pleasanton Median Sales Prices – 2018

Source: Bay East Association of REALTORS®
Pleasanton Median Sales Prices – 2001 to 2018

Source: Bay East Association of REALTORS®
Tri-Valley Median Sales Prices - 2018

Source: Bay East Association of REALTORS®
Tri-Valley Median Sales Prices – 2001 to 2018

Source: Bay East Association of REALTORS®
Sales Price Percentage Change – Pleasanton

Source: Bay East Association of REALTORS®
## Sales Price Percentage Change – Tri Valley

<table>
<thead>
<tr>
<th>Year</th>
<th>Pleasanton</th>
<th>Dublin</th>
<th>Livermore</th>
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<tbody>
<tr>
<td>2013</td>
<td>15%</td>
<td>24%</td>
<td>25%</td>
</tr>
<tr>
<td>2014</td>
<td>8%</td>
<td>12%</td>
<td>14%</td>
</tr>
<tr>
<td>2015</td>
<td>4%</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>2016</td>
<td>9%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>2017</td>
<td>9%</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td>2018</td>
<td>10%</td>
<td>6%</td>
<td>3%</td>
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</tbody>
</table>

Source: Bay East Association of REALTORS®
Pleasanton Home Sales – 2013 to 2018

Source: Bay East Association of REALTORS®
Pleasanton Home Sales – 2001 to 2018

Source: Bay East Association of REALTORS®
Tri-Valley Home Sales – 2001 to 2018

Source: Bay East Association of REALTORS®
Pleasanton Sales vs. Prices – 2001 to 2018

Source: Bay East Association of REALTORS®
Sellers Moving Less Frequently

Years Owned Home Before Selling

Source: California Association of REALTORS®
Sellers Moving Less Frequently

Source: California Association of REALTORS®
Bay Area Economic Profile

- Regional economy - $748b GDP
- $80,000 Per capital GDP
- 4.3% growth 2016 to 2018
- 26% employment growth since recession
- 750,000 tech workers as of July 2017
- July 2016-July 2017
  - Net outflow: 45,670 to other parts of U.S.
  - Net inflow: 58,156 from outside of the U.S.

Source: California Association of REALTORS®
Unemployment Rate: California Counties

- Fresno: 6.9%
- Kern: 6.6%
- Los Angeles: 4.6%
- Riverside: 4.1%
- San Bernardino: 3.7%
- Ventura: 3.7%
- Sacramento: 3.5%
- Santa Barbara: 3.4%
- San Diego: 3.2%
- Contra Costa: 2.9%
- Alameda: 2.8%
- Orange: 2.8%
- Napa: 2.7%
- Santa Clara: 2.4%
- San Francisco: 2.2%
- San Mateo: 2.0%

Source: California Association of REALTORS®
Jobs / Housing Mismatch: 2010 to 2017

California Job Creation vs. Building Permits 2010-2017

Source: California Association of REALTORS®
Housing Needs: 1980 to 2018

Source: California Association of REALTORS®
For more information

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