



CCAR
CONTRA COSTA
ASSOCIATION OF REALTORS®
MOVES YOU FORWARD.

ANNUAL REPORT

2020

CCAR OFFICES

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2020 BOARD OF DIRECTORS



Pictured (left to right) Sitting: Debi Mackey, Rachael Hand, Greg Souza, Tangie Leverett, Sheiren Diaz, Judy Myers, Tyra Wright;
Standing: Mary Beall-Neighbor, Henry Giovannetti, Marc Guzman, Glenna Nickerson, Peter MacLennan, Bruce Adams, Joe Norton, David Schubbs

TANGIE LEVERETT
President

MARC GUZMAN
Director-at-Large

GREG SOUZA
President-Elect

DEBI MACKEY
Director-at-Large

RACHAEL HAND
Past-President

PETER MACLENNAN
Director-at-Large

JUDY MYERS
Treasurer

JOE NORTON
Director-at-Large

SHEIREN DIAZ
CEO/Secretary

DAVID SCHUBB
Director-at-Large

MARY BEALL-NEIGHBOR
Director-at-Large

TYRA WRIGHT
Director-at-Large

HENRY GIOVANNETTI
Director-at-Large

GLENNA NICKERSON
Affiliate Liaison

2020 C.A.R. DIRECTORS

Darnella Aulani • (Region 5 Chair)
Rob Baldwin • (Asst. Region 5 Chair)
Chuck Lamb • (C.A.R. Past-President)
Clark Anderson
Jack Burns
Marilyn Cunningham
Robin Dickson
Michael Gordon
Marc Guzman
Rachael Hand
Tangie Leverett
Debi Mackey
Leslie Manzone
Michele Manzone
Eric Meyers
Ron Mintz
Judy Myers
Greg Souza
Larry Spiteri
Tyra Wright
Barry Zwahlen
Sereta Churchill • (Director for Life)
Carylon Dopp • (Director for Life)
Ed Herold • (Director for Life)
Jeff Sposito • (Director for Life)
Murray Kehrlein • (Mentee)
David Schubbs • (Mentee)

2020 PRESIDENT'S MESSAGE

Thriving in Times of Uncertainty



The year 2020 brought with it the COVID-19 pandemic and concerns about the health of our families and community and the fundamental viability of the real estate industry. Mid-March marked an abrupt change to our daily lives, resulting in fear and uncertainty. But thanks to great planning and forethought we were able to quickly step up and address the immediate business challenges brought on by the pandemic.

Because senior executives and staff adopted the CCAR Disaster Preparedness Plan, the organization was already in position and ready to execute on plan when the pandemic hit, empowering all of us to transition to a remote “shelter-in-place” working model that continues to fulfill our ongoing business needs. In fact, the transition has been so seamless, it is hard to tell anything has changed and that staff is no longer physically present in our Walnut Creek and Richmond offices!

Mid-March marked an abrupt change to our daily lives, resulting in fear and uncertainty. But thanks to great planning and forethought we were able to quickly step up and address the immediate business challenges brought on by the pandemic.

Special thanks go out to CCAR staff for their dedication and commitment to member service. Their successful pre-planning efforts coupled with their strong relationships with Contra Costa and Alameda County legislators/Health Department officials gave us the inside track to official pandemic information and response. Collaborating with our neighbors at Bay East Association, staff and leadership played an influential role in securing the “essential service” designation for our local real estate business and continues to work with county officials educating them about the residential real estate industry and the non-stop needs of the homebuying public.

I also extend a very special thanks to the 2020 Board of Directors, CCAR Committee chairs, vice chairs and volunteers for their leadership and ongoing commitment to service throughout these unusual times. One especially positive outcome of the pandemic is that I have been able to connect “virtually” with many of you in ways I would not have otherwise. I offer my thanks and congratulations for your extraordinary service throughout the year and I look forward to sharing a prosperous and productive Centennial year together in 2021.

Sincerely,

A handwritten signature in blue ink that reads "Tangie R. Leverett". The signature is fluid and cursive.

Tangie R. Leverett
2020 CCAR President



Contra Costa Association of REALTORS® is part of the largest professional trade association in the United States, the National Association of REALTORS® (NAR) and the statewide organization, the California Association of REALTORS® (C.A.R.). CCAR and the CCAR Multiple Listing Service (MLS) provide members with innovative products and resources to help them excel in their businesses.

CCAR AT A GLANCE

OUR MEMBERS

CCAR REALTOR® and Affiliate members are as diverse as the communities in which they live and work. They are trusted experts in local real estate, representing homebuyers and sellers in one of the most desirable places to live in the United States.

CCAR REALTORS® and Affiliates are industry leaders and serve the local community through volunteerism, civic leadership and a robust philanthropic outreach program.

OUR MISSION

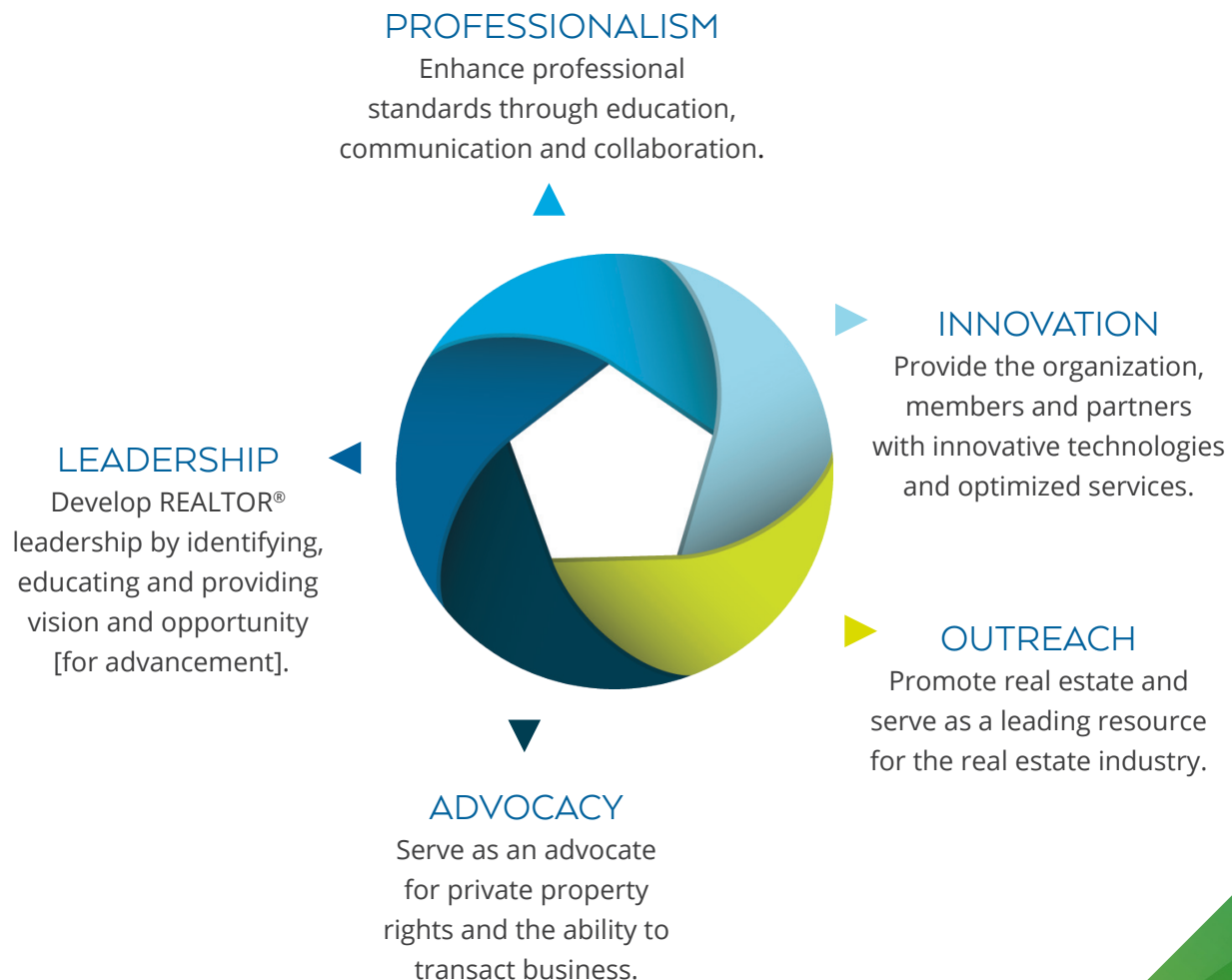
CCAR is the leading resource and advocate for real estate professionals and the communities we serve.

OUR LEGACY

Established in 1921, CCAR is a leading Bay Area REALTOR® trade association and maintains a rich legacy of professionalism, innovation and community leadership.

DRIVING INDUSTRY EXCELLENCE

CCAR and the CCAR Multiple Listing Service are dedicated to providing members with advanced benefits and resources to help them excel in the real estate industry and contribute to the local community through volunteer service and philanthropic outreach. All programs and activities are developed in accordance with the Association's Strategic Plan which is updated every three years to best meet members' changing needs. The Strategic Plan is centered around five primary goals with corresponding objectives and detailed tactics that are executed by Association staff, leadership and volunteers. Those goals include:



OUR NETWORK

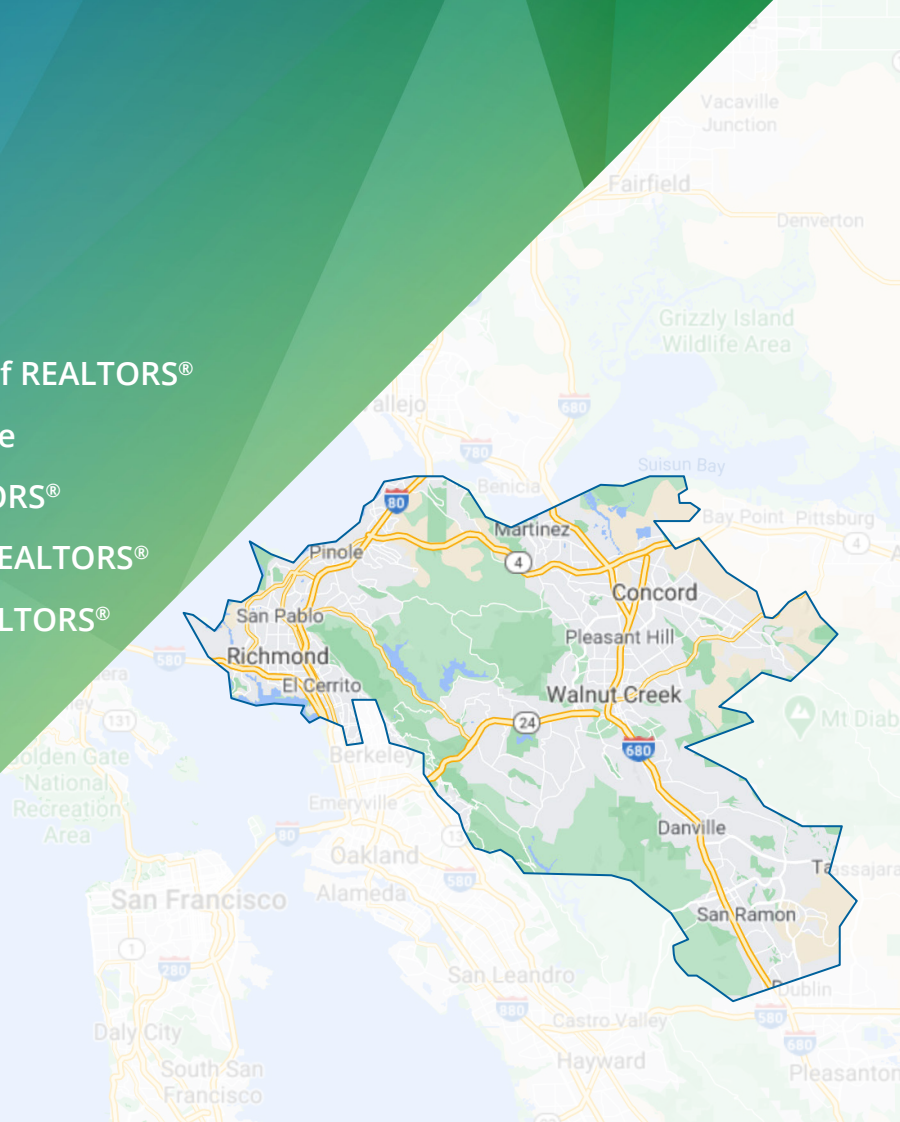
CCAR • Contra Costa Association of REALTORS®

CCAR MLS • Multiple Listing Service

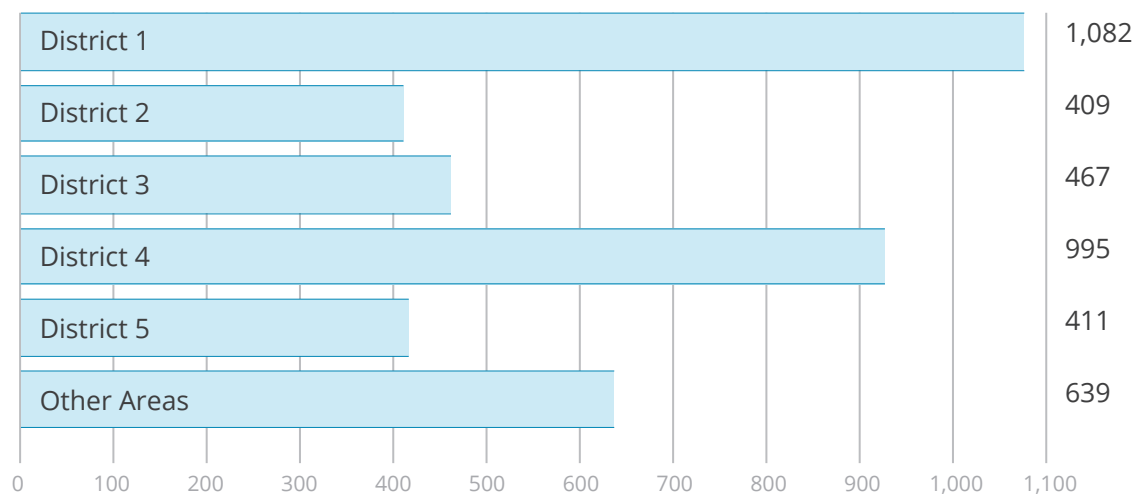
WCR • Women's Council of REALTORS®

C.A.R. • California Association of REALTORS®

NAR • National Association of REALTORS®



CCAR MEMBERSHIP REGIONAL DISTRIBUTION



District 1 (Central County): Walnut Creek, Rossmore | **District 2** ("LAMORINDA"): Lafayette, Moraga/Canyon, Orinda | **District 3** (Central County): Clayton, Clyde, Concord, Martinez, Pacheco, Pleasant Hill | **District 4** (San Ramon Valley): Alamo, Blackhawk, Danville, Diablo, San Ramon | **District 5** (West County): Crocket/Port Costa, El Cerrito, El Sobrante, Hercules, Richmond, Rodeo, San Pablo

2020 CCAR MEMBER DEMOGRAPHICS



CCAR REALTOR® & Affiliate Membership	4,007
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Average Age:	55
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Average Tenure:	13 years
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Tenure Range:	< 1-60 years
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Average Brokerage Size:	5 persons
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Brokerage Size Range:	1-400
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CCAR MLS Membership:	4,425
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Total C.A.R. Membership:	205,800
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Total NAR Membership:	1,458,661
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2020 CCAR AWARDS

Every year CCAR honors a select group of members who have demonstrated exceptional service to the Association and the local community. CCAR congratulates 2020 award recipients for their outstanding service as individual contributors and role models in the Contra Costa real estate profession.



ROB BALDWIN

REALTOR® of the Year

Rob Baldwin is a third-generation real estate professional who has been a longtime member and top producer for more than 30 years. His resume of service to the organization extends beyond the local Association to State and National posts. He currently serves as C.A.R. Region 5 Chair and was 2015 President and an Emeritus Member of CCAR. He also continues to actively serve in leadership positions on the CCAR Professional Standards Committee, Budget and Finance and many others. He is a longtime member of his local Rotary Club, a Scout Master and Eagle Scout and Bishop for the Church of Jesus Christ of Latter-Day Saints.



JEFFREY WRIGHT

REALTOR® Emeritus Member of the Year

Jeffrey Wright is a longtime member who has served the industry with distinction at both Contra Costa and the West Contra Costa Association of REALTORS®. A two-time Past President of West County Association, he has also served at the State level on the C.A.R. Board, Executive Committee and as Region 5 Chair. Jeffrey is currently the Managing Broker for Wright Realtors and Wricor Realty Advisors.



DEAN LANGSTON

President's Community Service Award

Dean Langston has a long history of extraordinary service to the local community and more specifically, to three important charitable organizations very close to his heart: Meals on Wheels, B. Walker Ranch and One Warm Coat. Dean's service to these and other deserving groups is extensive as is his service to CCAR and all of its fundraising activities including Helping Hands and the Affiliate & Events Committee, heading up popular annual fundraisers like the Crab Feed and the annual CCAR Golf Tournament.



ELIZABETH JOHNSON

Affiliate of the Year

Elizabeth Johnson of the Johnson Law Firm is a strong leader in the San Ramon Valley marketing group circuit not only for her trademark hats and talent for baking, but for her continued support of local industry professionals and their clients. Specializing in tax law, Elizabeth is passionate about service and has a stellar career in law highlighted by legal wins in the California Supreme Court as well as State, Federal and Appeals courts. She has received numerous community service awards throughout the years and continues to play an active role in RMA.

2020 ASSOCIATION HIGHLIGHTS

PROFESSIONALISM

Education & Training | CCAR provided hundreds of professional development opportunities and training resources to members throughout the year, seamlessly and successfully transitioning from traditional in-person teaching to a fully remote operation that enabled members to continue advancing their education while “sheltering-in-place” during the COVID-19 pandemic. Curriculum included free weekly core technology training, advanced skills and sales training, and commercial real estate courses.

Amid nearly 10 months of emergency pandemic restrictions, CCAR members thrived in an environment consumed by increasing threats to public health and economic viability.

REALTOR® Designations | Seventy-three CCAR members received specialized REALTOR® designations and certifications in SRES® (Senior Real Estate Specialist), Diversity (AHWD) and NAR’s GREEN Designations.

Young Professionals Network | The YPN Committee hosted quarterly events to supplement Association curriculum such as expert forums on wealth building, ADUs, and technology.

Professional Standards Awareness Month | In September, CCAR sponsored its second annual Professional Standards Awareness Month, a customized month-long education campaign created exclusively by Association volunteers and staff to promote REALTOR® professionalism through Code of Ethics training and other interactive educational programs. This unique CCAR program has been well received by other local Associations and serves as a model for professional standards awareness programming.

LEADERSHIP

Distinguished Service Awards | Every year CCAR honors a select group of members who have demonstrated exceptional service to the Association and the local community. 2020 recipients included REALTOR® of the Year Rob Baldwin, Emeritus Member of the Year Jeffrey Wright, President’s Community Service Award was presented to Dean Langston, and the Affiliate of the Year Award to Elizabeth Johnson. Learn more about award recipients on facing page.

Disaster Preparedness Plan | Months before the COVID-19 crisis hit, CCAR leadership and staff began developing actionable strategies to ensure business continuity, disaster preparedness and rapid response to whatever emergency might occur. As a result, the organization was ready to mobilize immediately and successfully execute on plan. This careful strategy has significantly aided in members’ ability to keep their offices running and continue serving clients.

2020 ASSOCIATION HIGHLIGHTS

INNOVATION

MLS Products & Services | CCAR introduced a number of important products and services throughout the year that have helped members advance their businesses, leverage valuable trends in real estate technology and optimize the MLS Paragon 5 system. Glide for C.A.R. forms and local disclosures, along with the Clozio transaction management application were among the most popular products in the portfolio. Additionally, leadership and staff continued to work collaboratively with NorCal MLS Alliance partners to implement the long-awaited expanded access MLS system which launched January 2021.

Member Creativity & Resilience | The COVID-19 pandemic resulted in an abrupt reshuffling of all aspects of life and business, and could have proved catastrophic for the real estate industry. But despite this unanticipated crisis, CCAR members demonstrated unique and creative responses to the pressing demands of the moment. Through sheer power of will and personal innovation, they pushed the limits of technology and found new ways to successfully conduct business that will almost certainly prove valuable far into the future.

New Membership Database | CCAR staff has been working continuously to develop an advanced Association Management system (AMS). This system is being launched in phases and will ultimately replace the decades-old Rapattoni AMS used by most REALTOR® Associations throughout the country. “Cerebro” is the brainchild of CCAR’s in-house technical development team and is significantly improving the Association’s daily administration of membership records and services. Estimated completion of the database is Q4 2021.

ADVOCACY

Pandemic Relief | C.A.R. leadership and government affairs staff quickly adapted to the myriad challenges threatening members’ livelihoods and the local real estate industry as the world became consumed by COVID-19 in mid-March 2020. Immediate action was taken to collaborate with local, state and national leaders and educate them about the unique needs of consumers, REALTORS® and the real estate industry and economy. These efforts quickly resulted in legislation enabling residential real estate professionals to qualify for the all-important “essential service” designation, allowing them to continue serving the public’s need for housing. The ensuing months brought ever increasing pressure to conform to excessive restrictive measures, but with every external demand, CCAR acted vigilantly on behalf of its members to successfully manage, and in some cases control obstructive forces. As a result of this successful daily--often hourly--influence campaign, CCAR members have been able to conduct somewhat normal business operations and achieve exceptional sales despite powerful extraneous forces.

REALTOR® & Homeowner Advocacy | Supported by volunteers of the Local Government Relations Committee (LGR), CCAR legislative staff continues to build relationships with state, national and local representatives to educate them about issues pertaining to the residential real estate industry and homeownership rights. In addition to advancing industry-friendly COVID-19 legislation, LGR accomplishments in 2020 included the reduction of Moraga/Orinda property transfer abatement requirements and the cessation of point-of-sale requirements in multiple municipalities.

Membership Mobilization | November 2020 marked the 59th quadrennial Presidential election season and also included ballot measures on a number of local, state and national issues pertaining to the residential real estate industry and homeownership rights. Throughout the season CCAR volunteers mobilized to get out the vote and educate members and the community about important initiatives such as CA Proposition 19. Voters passed the initiative by a narrow margin, along with other measures to defeat rent control and increased local sales, business and property taxes.

2020 ASSOCIATION HIGHLIGHTS

OUTREACH

Member Support Services | During 2020 CCAR's Membership Support team fielded more than 12,000 calls from members seeking personalized assistance with MLS technology and a wide range of administrative and service requests. Additionally, the team served hundreds of walk-in visitors prior to the COVID-19 shut-down in March, then successfully transitioned to full service remote operations.

Helping Hands Fund | Continuously active, CCAR's Helping Hands Committee worked together throughout the year to meet the special needs of members and the community in crisis. Donations to the charitable fund exceeded \$34,000 and benefitted more than a half-dozen individuals and families needing financial assistance and/or experiencing prolonged illness and other catastrophic events.

Scholarship Foundation | The CCAR Scholarship Foundation awarded educational grants to 26 college and university students seeking careers in business and real estate in 2020; total contributions to the Foundation exceeded \$67,000. The CCAR Scholarship Foundation is an autonomous non-profit 501(c)(3) organization administered by a fully independent governing board of Trustees. The Foundation receives its financial support directly from REALTORS®, industry Affiliates and committee members.

Marketing Groups | Every Tuesday and Thursday CCAR members meet together in groups to network, market property listings and tour properties (when permitted). CCRIM (the Contra Costa REALTORS® in Motion) Marketing Meeting and Rossmoor Marketing Meetings occur on Tuesdays and focus on the regions of Central Contra Costa and Rossmoor (Tice Valley region in Walnut Creek) respectively. Every Thursday RMA (Real Estate Marketing Group) meets to share listings in the San Ramon Valley area and every third Thursday, a group of members from the East Bay I-80 coastal corridor come together as the West County Marketing Group. These meetings, traditionally held live in various locations, were quickly transitioned to virtual meeting platforms to accommodate the regulations imposed by COVID-19 in mid-March. Despite the change in format, marketing group members remained active in weekly programming and virtual events and continued their long history of charitable giving throughout the year.

Marketing & Communication | The Marketing and Communications team worked collaboratively with executive leadership, staff and committee volunteers to enhance membership engagement, promote Association programs, services and events, and help mobilize volunteers to quickly act on pressing legislative/industry issues. Immediately responding to the COVID-19 shut-down the team developed a timely online reporting mechanism and direct communication line to keep members abreast of the rapid changes imposed throughout the pandemic. The team also added to its extensive portfolio of print, electronic and video collateral and introduced a newly designed version of the weekly Jolt e-newsletter.

In a year of increasing uncertainty, CCAR members rallied to support the ongoing needs of colleagues, local families in crisis and students seeking degrees in business and real estate. Through their continued financial support, the CCAR Helping Hands Fund and Scholarship Foundation distributed more than \$100K in charitable contributions in 2020.

2020 COMMITTEES

AFFILIATE AND EVENTS

Chair: Nathan Mahlik | Vice Chair: John Fondnazio

Develops and manages events that foster REALTOR® and Affiliate collaboration, participation and community service.

BUDGET AND FINANCE

Chair: CCAR Treasurer Judith Myers
Vice Chair: Renee Bartels

Guides and oversees the financial condition and financial operations of the Association in a manner consistent with the CCAR mission and strategic plan.

FORMS

Chair: Jack Burns | Vice Chair: Larry Spiteri

Develops transaction documents for the use and benefit of CCAR members and their clients.

GRIEVANCE

Chair: Ron Mintz | Vice Chair: Michele DeMartini

Reviews and processes alleged member violations of the NAR Code of Ethics, CCAR Bylaws and MLS Rules & Regulations in accordance with the C.A.R. Code of Ethics & Arbitration Manual.

HELPING HANDS

Chair: Carol Peterson | Vice Chair: Rena Brown

Provides financial assistance to CCAR members, their immediate families and to members of the local community due to prolonged illness, accidents or other catastrophic events.

LOCAL GOVERNMENT RELATIONS (LGR)

Chair: Debi Mackey | Vice Chair: Mike Handlin

Serves on behalf of CCAR membership to educate key community decision makers regarding homeownership/private property rights and the industry; promotes government affairs and pertinent issues among membership; acts as a sub-committee to increase RAF participation.

MLS AND TECHNOLOGY

Chair: Peter MacLennan | Vice Chair: Aeysha Corio

Develops programs and services to enhance the efficacy of CCAR, the CCAR MLS and their members and subscribers.

PROFESSIONAL STANDARDS

Chair: Melinda Byrne | Vice Chair: Rich Burris

Enforces the NAR Code of Ethics, CCAR Bylaws and MLS Rules & Regulations in accordance with the C.A.R. Code of Ethics & Arbitration Manual to ensure members conduct business to the highest standards of excellence and integrity.

YOUNG PROFESSIONALS NETWORK (YPN)

Chair: Ron Garcia | Vice Chair: Jordan Burns

The CCAR Young Professionals Network promotes member success by providing educational opportunities and encouraging active involvement in the Association, industry, peer networking and community while identifying and developing future leaders.

MLS MANAGEMENT GROUP (MMG)

The MLS Management Group is a joint regional committee representing CCAR and Bay East Association of REALTORS® with the goal of providing MLS users with exceptional tools and services to advance their success in the industry.



CCAR
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ASSOCIATION OF REALTORS®

RAF - REALTOR® ACTION FUND MAJOR DONORS

More than 500 CCAR Members made private contributions to RAF in 2020, ranging from one to ten thousand dollars, enabling the Association to meet its 20% participation target for the year. Major donors include the following:

SILVER BEAR

Darnella Aulani
Sheiren Diaz

NAR STERLING

Rob Baldwin
Marilyn Cunningham
Michael Gordon
Rachael Hand
Ed Herold
Debi Mackey
Michele Manzone
Ron Mintz
Sandi Muccino
David Schubb
Tyra Wright

NAR GOLDEN

Jack Burns
Sereta Churchill
Robin Dickson
Leslie Manzone
Eric Meyers
Judith Myers
Jeff Sposito

NAR PLATINUM

Barry Zwahlen

STATEMENT OF FINANCIAL POSITION

As of December 31, 2020

Cash and Equivalents	\$3,782,643
Current Assets	356,676
Fixed Assets and Accumulated Depreciation	4,482,736
Total Assets	8,622,056
Current Liabilities	3,461,334
Long Term Liabilities	598,730
Equity	4,386,702

Total Liabilities + Equity	\$8,622,056
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STATEMENT OF ACTIVITIES

Membership Revenue	\$1,901,464
MLS Revenue	2,410,513
Key Revenue	950,126
Other Revenues	281,925
Total Income	5,544,028

MLS Costs	490,791
Key Costs	595,807
Administrative Costs	2,634,155
Operating Costs	1,383,985
Depreciation	264,000
Total Expenses	5,368,738

Net Income	\$175,290
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I hereby certify the financial records contained in this annual report were prepared from the books and records of the Association without independent audit.


Sheiren R. Diaz
Chief Executive Officer



2020 CCAR HOUSING STATISTICS

Total Active CCAR Listings	13,034
Total Sales Closed	10,085
Total Dollar Volume Sales	\$ 9,079,075,745
Average Sales Price	\$ 900,255

Totals include single-family detached homes and condos. Region comprises Alamo, Blackhawk, Clayton/Clyde, Concord, Crocket/Port Costa, Danville, Diablo, El Cerrito, El Sobrante, Hercules, Lafayette, Martinez, Moraga/Canyon, Orinda, Pacheco, Pinole, Pleasant Hill, Richmond, Rodeo, Rossmoor, San Ramon, Walnut Creek, San Pablo
| Source: www.ccartoday.com/market-statistics.

See pages 19 - 22 for individual housing statistics by city.

JANUARY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	21	10	7	7	\$2,431,714	\$1,813,978	\$2,431,714	25.40%	3	2	1	1	\$798,000	\$950,000	\$798,000	-19%
BLACKHAWK	10	6	6	6	\$1,607,833	\$1,731,500	\$1,607,833	-7.70%					\$880,000			
CLAYTON	7	6	7	7	\$960,571	\$890,998	\$960,571	7.20%	4	3	1	1	\$600,000	\$557,500	\$600,000	7.10%
CONCORD	85	63	56	56	\$640,886	\$619,154	\$640,886	3.40%	29	18	26	26	\$333,681	\$339,848	\$333,681	-1.80%
DANVILLE	53	32	22	22	\$1,502,341	\$1,311,721	\$1,502,341	12.70%	11	11	6	6	\$682,500	\$749,417	\$682,500	-9.80%
DIABLO	2					\$1,774,500							\$1,138,000			
LAFAYETTE	17	7	10	10	\$1,838,434	\$2,252,167	\$1,838,434	-22.50%	5	4	4	4	\$1,806,343	\$707,000	\$1,806,343	60.90%
MARTINEZ	19	19	15	15	\$832,527	\$585,912	\$832,527	29.60%	11	11	5	5	\$421,360	\$417,000	\$421,360	1%
PACHECO	2	1	2	2	\$576,444	\$565,000	\$576,444	2%			1	1	\$359,950	\$361,000	\$359,950	-0.30%
MORAGA/CANYON	5	7	9	9	\$1,609,778	\$1,095,500	\$1,609,778	31.90%	13	5	1	1	\$586,586	\$445,000	\$586,586	24.10%
ORINDA	19	10	12	12	\$1,820,917	\$1,450,000	\$1,820,917	20.40%					\$1,100,000			
PLEASANT HILL	16	13	9	9	\$791,000	\$782,781	\$791,000	1%	11	7	2	2	\$438,500	\$469,874	\$438,500	-7.20%
ROSSMOOR		1	2	2	\$1,847,898		\$1,847,898	100%	54	29	23	23	\$645,971	\$539,817	\$645,971	16.40%
SAN RAMON	36	35	27	27	\$1,212,048	\$1,192,666	\$1,212,048	1.60%	22	23	16	16	\$700,500	\$577,329	\$700,500	17.60%
WALNUT CREEK	40	22	24	24	\$1,178,708	\$1,179,435	\$1,178,708	-0.10%	42	32	20	20	\$585,148	\$561,647	\$585,148	4%

FEBRUARY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	26	17	10	17	\$1,843,700	\$1,751,209	\$2,085,823	16%	3	5	2	3	\$685,500	\$976,250	\$723,000	-35%
BLACKHAWK	13	5	4	10	\$2,187,875	\$1,724,500	\$1,839,850	6.30%	2	1			\$932,500			
CLAYTON	14	9	8	15	\$981,125	\$838,768	\$971,533	13.70%	2	3	2	3	\$545,000	\$530,500	\$563,333	5.80%
CONCORD	72	62	55	111	\$674,863	\$615,039	\$657,721	6.50%	26	28	19	45	\$350,053	\$329,322	\$340,594	3.30%
DANVILLE	74	56	33	55	\$1,472,695	\$1,374,689	\$1,484,553	7.40%	15	10	11	17	\$741,768	\$776,300	\$720,850	-7.70%
DIABLO	1					\$2,104,400			1				\$1,138,000			
LAFAYETTE	29	15	11	21	\$2,000,294	\$2,083,667	\$1,923,218	-8.30%	4	1	5	9	\$1,482,395	\$681,333	\$1,626,372	58.10%
MARTINEZ	35	23	19	34	\$658,368	\$594,167	\$735,203	19.20%	15	15	8	13	\$387,750	\$393,950	\$400,677	1.70%
PACHECO	3	1	1	3	\$715,000	\$543,000	\$622,629	12.80%				1	\$433,667	\$359,950		-20.50%
MORAGA/CANYON	16	10	9	18	\$1,465,167	\$1,373,875	\$1,537,473	10.60%	10	6	4	5	\$701,750	\$719,500	\$678,717	-6%
ORINDA	33	22	12	24	\$1,604,261	\$1,587,795	\$1,712,589	7.30%	1	1			\$1,112,500			
PLEASANT HILL	21	18	9	18	\$818,222	\$822,864	\$804,611	-2.30%	9	6	8	10	\$507,986	\$505,088	\$494,089	-2.20%
ROSSMOOR			1	3	\$1,108,000		\$1,601,265	100%	53	45	28	51	\$581,592	\$513,427	\$610,626	15.90%
SAN RAMON	60	51	27	54	\$1,164,509	\$1,196,982	\$1,188,279	-0.70%	31	33	29	45	\$699,293	\$621,541	\$699,722	11.20%
WALNUT CREEK	54	34	29	53	\$1,191,414	\$1,174,624	\$1,185,660	0.90%	46	32	33	53	\$648,297	\$601,977	\$624,467	3.60%

	SINGLE FAMILY								TOWNHOUSE & CONDO							
MARCH	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	26	15	18	35	\$1,976,844	\$1,862,997	\$2,029,777	8.20%	1		4	7	\$810,750	\$855,125	\$773,143	-10.60%
BLACKHAWK	23	7	8	18	\$1,694,850	\$2,057,273	\$1,775,405	-15.90%		1				\$951,250		
CLAYTON	18	14	11	26	\$905,252	\$849,854	\$943,491	9.90%	1		3	6	\$532,667	\$506,300	\$548,000	7.60%
CONCORD	91	71	78	189	\$718,392	\$626,189	\$682,760	8.30%	22	18	23	68	\$379,498	\$345,297	\$353,752	2.40%
DANVILLE	75	53	53	108	\$1,503,429	\$1,380,072	\$1,493,816	7.60%	24	16	16	33	\$875,125	\$753,179	\$795,650	5.30%
DIABLO	6	1				\$2,549,571								\$1,138,000		
LAFAYETTE	19	19	14	35	\$1,653,000	\$1,982,700	\$1,815,131	-9.20%	3	3	2	11	\$810,000	\$690,750	\$1,477,941	53.30%
MARTINEZ	31	22	27	61	\$695,440	\$611,570	\$717,603	14.80%	24	16	18	31	\$440,278	\$430,363	\$423,671	-1.60%
PACHECO	2	2	2	5	\$658,000	\$563,667	\$636,778	11.50%				1	\$449,000	\$359,950		-24.70%
MORAGA/CANYON	14	16	9	27	\$1,701,764	\$1,436,733	\$1,592,236	9.80%	7	2	6	11	\$754,500	\$769,150	\$720,053	-6.80%
ORINDA	26	18	19	43	\$1,910,501	\$1,592,596	\$1,800,038	11.50%			1	1	\$1,495,000	\$1,108,333	\$1,495,000	25.90%
PLEASANT HILL	25	14	18	36	\$928,003	\$820,280	\$866,307	5.30%	14	9	6	16	\$549,917	\$494,820	\$515,024	3.90%
ROSSMOOR				3		\$1,601,265	100%		43	22	44	95	\$590,923	\$539,872	\$601,500	10.20%
SAN RAMON	58	42	62	116	\$1,348,180	\$1,211,122	\$1,273,743	4.90%	21	14	33	78	\$670,870	\$632,058	\$687,515	8.10%
WALNUT CREEK	61	43	34	87	\$1,278,012	\$1,189,201	\$1,221,752	2.70%	31	17	26	79	\$575,942	\$597,587	\$608,497	1.80%

	SINGLE FAMILY								TOWNHOUSE & CONDO							
APRIL	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	23	7	13	48	\$1,903,731	\$1,942,552	\$1,995,639	2.70%				7		\$855,125	\$773,143	-10.60%
BLACKHAWK	12	8	6	24	\$1,767,248	\$2,000,252	\$1,773,366	-12.80%			2	2	\$904,500	\$951,250	\$904,500	-5.20%
CLAYTON	13	6	9	35	\$953,444	\$909,436	\$946,050	3.90%	3	3	1	7	\$575,000	\$529,375	\$551,857	4.10%
CONCORD	76	52	52	241	\$697,653	\$634,679	\$685,973	7.50%	24	14	18	86	\$355,917	\$343,629	\$354,206	3%
DANVILLE	63	22	45	153	\$1,511,541	\$1,426,583	\$1,499,030	4.80%	17	8	12	45	\$857,250	\$751,970	\$812,077	7.40%
DIABLO	1	1	1	1	\$2,400,000	\$2,731,055	\$2,400,000	-13.80%						\$1,138,000		
LAFAYETTE	22	14	17	52	\$1,862,594	\$1,960,072	\$1,830,648	-7.10%	3		2	13	\$1,320,000	\$747,143	\$1,453,642	48.60%
MARTINEZ	28	13	14	75	\$712,029	\$617,330	\$716,562	13.80%	6	5	15	46	\$434,227	\$433,526	\$427,113	-1.50%
PACHECO	1	3	3	8	\$626,333	\$575,000	\$632,861	9.10%				1		\$448,143	\$359,950	-24.50%
MORAGA/CANYON	13	8	15	42	\$1,498,000	\$1,558,877	\$1,558,581	0%	4	2	1	12	\$329,000	\$747,613	\$687,466	-8.70%
ORINDA	18	7	14	57	\$1,594,052	\$1,605,351	\$1,749,445	8.20%				1		\$955,988	\$1,495,000	36.10%
PLEASANT HILL	27	18	13	49	\$945,769	\$841,347	\$887,389	5.20%	6	5	7	23	\$555,571	\$516,554	\$527,365	2%
ROSSMOOR	1			3			\$1,601,265	100%	21	18	22	117	\$671,680	\$581,171	\$614,696	5.50%
SAN RAMON	54	25	33	149	\$1,258,337	\$1,236,294	\$1,270,331	2.70%	25	6	9	87	\$694,433	\$646,806	\$688,231	6%
WALNUT CREEK	48	30	32	119	\$1,290,688	\$1,185,725	\$1,240,289	4.40%	33	7	15	94	\$619,733	\$599,619	\$610,290	1.70%

MAY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	31	23	10	58	\$2,173,500	\$1,900,009	\$2,026,305	6.20%				7		\$855,125	\$773,143	-10.60%
BLACKHAWK	15	12	6	30	\$1,313,133	\$1,930,240	\$1,681,319	-14.80%				2		\$951,250	\$904,500	-5.20%
CLAYTON	20	19	7	42	\$872,429	\$915,652	\$933,780	1.90%	3	2	2	9	\$617,500	\$523,333	\$566,445	7.60%
CONCORD	107	84	54	295	\$687,890	\$645,797	\$686,324	5.90%	24	20	15	101	\$406,933	\$344,760	\$362,036	4.80%
DANVILLE	96	71	29	182	\$1,441,457	\$1,467,651	\$1,489,856	1.50%	27	15	9	54	\$815,667	\$760,887	\$812,675	6.40%
DIABLO	5	1	1	2	\$1,712,500	\$2,516,208	\$2,056,250	-22.40%		1	1	1	\$1,100,000	\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	59	33	19	71	\$1,979,666	\$1,902,970	\$1,870,526	-1.70%	5	1		13		\$791,333	\$1,453,642	45.60%
MARTINEZ	41	31	19	94	\$670,737	\$642,773	\$707,300	9.10%	12	15	8	54	\$408,578	\$439,169	\$424,367	-3.50%
PACHECO	2		1	9	\$601,000	\$564,167	\$629,321	10.40%				1		\$428,667	\$359,950	-19.10%
MORAGA/CANYON	27	18	7	49	\$1,565,143	\$1,542,588	\$1,559,518	1.10%	12	5	2	14	\$555,000	\$746,127	\$668,542	-11.60%
ORINDA	52	34	17	74	\$1,857,647	\$1,664,772	\$1,774,302	6.20%				1		\$983,324	\$1,495,000	34.20%
PLEASANT HILL	36	33	25	74	\$885,680	\$849,343	\$886,811	4.20%	13	6	6	29	\$559,648	\$536,473	\$534,044	-0.50%
ROSSMOOR	2			3			\$1,601,265	100%	54	28	17	134	\$553,088	\$574,805	\$606,880	5.30%
SAN RAMON	85	53	26	175	\$1,144,297	\$1,229,161	\$1,251,606	1.80%	33	19	5	92	\$691,775	\$653,538	\$688,424	5.10%
WALNUT CREEK	69	57	39	158	\$1,130,154	\$1,203,462	\$1,213,104	0.80%	63	34	14	108	\$587,164	\$600,973	\$607,292	1%

JUNE	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	26	31	23	81	\$2,233,230	\$1,929,873	\$2,085,062	7.40%	1	1		7		\$855,125	\$773,143	-10.60%
BLACKHAWK	22	15	11	41	\$1,896,227	\$2,059,952	\$1,738,978	-18.50%				2		\$951,250	\$904,500	-5.20%
CLAYTON	9	11	19	61	\$989,000	\$913,630	\$950,980	3.90%		2	2	11	\$565,000	\$539,583	\$566,182	4.70%
CONCORD	130	113	86	381	\$689,434	\$650,397	\$687,026	5.30%	34	28	25	126	\$355,396	\$350,757	\$360,719	2.80%
DANVILLE	106	95	70	252	\$1,595,696	\$1,464,311	\$1,519,256	3.60%	22	18	14	68	\$792,139	\$755,330	\$808,447	6.60%
DIABLO	5	4	2	4	\$2,000,000	\$2,512,781	\$2,028,125	-23.90%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	44	42	28	99	\$1,729,877	\$1,816,973	\$1,830,746	0.80%	1	1	1	14	\$900,000	\$804,700	\$1,414,096	43.10%
MARTINEZ	44	48	34	128	\$689,830	\$657,263	\$702,659	6.50%	14	17	13	67	\$446,800	\$446,495	\$428,720	-4.10%
PACHECO	3	4	2	11	\$573,000	\$571,661	\$619,081	7.70%				1		\$422,455	\$359,950	-17.40%
MORAGA/CANYON	16	22	20	69	\$1,579,300	\$1,519,122	\$1,565,252	2.90%	10	6	6	20	\$786,500	\$759,881	\$703,929	-7.90%
ORINDA	34	30	29	103	\$1,965,500	\$1,624,042	\$1,828,135	11.20%	1	1		1		\$983,324	\$1,495,000	34.20%
PLEASANT HILL	37	32	30	104	\$948,652	\$863,532	\$904,650	4.50%	15	17	10	39	\$533,340	\$539,083	\$533,863	-1%
ROSSMOOR				3			\$1,601,265	100%	44	48	33	167	\$559,559	\$577,577	\$597,529	3.30%
SAN RAMON	97	95	55	230	\$1,237,965	\$1,241,078	\$1,248,344	0.60%	35	26	25	117	\$690,752	\$652,983	\$688,921	5.20%
WALNUT CREEK	71	65	70	228	\$1,266,395	\$1,198,100	\$1,229,465	2.60%	61	47	35	143	\$614,996	\$615,545	\$609,178	-1%

JULY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	40	30	28	109	\$1,981,866	\$1,942,940	\$2,058,553	5.60%	1		1	8	\$673,940	\$855,125	\$760,743	-12.40%
BLACKHAWK	14	12	16	57	\$1,862,156	\$2,002,876	\$1,773,554	-12.90%				2		\$951,250	\$904,500	-5.20%
CLAYTON	20	16	15	76	\$853,280	\$916,025	\$931,697	1.70%	1		2	13	\$585,000	\$545,400	\$569,077	4.20%
CONCORD	120	125	120	501	\$733,479	\$653,612	\$698,153	6.40%	42	40	30	156	\$355,633	\$350,162	\$359,741	2.70%
DANVILLE	98	100	96	348	\$1,604,556	\$1,460,948	\$1,542,787	5.30%	19	22	22	90	\$789,696	\$764,046	\$803,863	5%
DIABLO	3	3	5	9	\$3,810,000	\$2,741,441	\$3,018,056	9.20%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	50	45	45	144	\$1,980,750	\$1,803,406	\$1,877,622	4%	5		1	15	\$815,000	\$807,583	\$1,374,156	41.20%
MARTINEZ	53	39	43	171	\$729,903	\$674,062	\$709,510	5%	11	11	15	82	\$480,833	\$448,884	\$438,253	-2.40%
PACHECO	5	4	3	14	\$676,000	\$589,163	\$631,178	6.70%	1			1		\$415,615	\$359,950	-15.50%
MORAGA/CANYON	25	21	22	91	\$1,601,467	\$1,506,928	\$1,574,007	4.30%	10	9	8	28	\$872,813	\$774,360	\$752,182	-2.90%
ORINDA	36	37	38	141	\$1,959,149	\$1,636,124	\$1,863,444	12.20%			1	2	\$635,000	\$983,324	\$1,065,000	7.70%
PLEASANT HILL	42	45	37	141	\$944,459	\$863,694	\$915,096	5.60%	13	9	14	53	\$597,500	\$538,400	\$550,673	2.20%
ROSSMOOR				3			\$1,601,265	100%	51	42	41	208	\$552,449	\$584,455	\$588,643	0.70%
SAN RAMON	90	82	100	330	\$1,291,638	\$1,236,393	\$1,261,463	2%	38	35	24	141	\$686,060	\$654,333	\$688,434	5%
WALNUT CREEK	82	67	62	290	\$1,326,067	\$1,209,823	\$1,250,118	3.20%	71	45	52	195	\$606,244	\$606,011	\$608,395	0.40%

AUGUST	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	33	18	27	136	\$2,619,056	\$1,939,509	\$2,169,829	10.60%	2	3		8		\$855,125	\$760,743	-12.40%
BLACKHAWK	16	16	19	76	\$1,848,708	\$1,946,270	\$1,792,342	-8.60%				2		\$951,250	\$904,500	-5.20%
CLAYTON	16	19	13	89	\$926,422	\$922,917	\$930,926	0.90%	2	1		13		\$557,944	\$569,077	2%
CONCORD	135	131	129	630	\$737,021	\$655,985	\$706,111	7.10%	36	32	33	189	\$375,924	\$350,895	\$362,566	3.20%
DANVILLE	102	93	102	450	\$1,582,509	\$1,455,616	\$1,551,791	6.20%	24	18	18	108	\$755,133	\$762,358	\$795,742	4.20%
DIABLO	4	1	1	10	\$3,400,000	\$2,671,026	\$3,056,250	12.60%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	40	41	53	197	\$2,052,046	\$1,779,122	\$1,924,549	7.60%	3	5	1	16	\$1,395,000	\$803,696	\$1,375,459	41.60%
MARTINEZ	48	53	42	213	\$798,576	\$673,351	\$727,072	7.40%	16	11	10	92	\$441,640	\$443,188	\$438,621	-1%
PACHECO	1	3	3	17	\$660,000	\$587,689	\$636,346	7.60%				1		\$415,615	\$359,950	-15.50%
MORAGA/CANYON	15	12	19	110	\$1,739,474	\$1,493,551	\$1,602,588	6.80%	7	9	6	34	\$915,500	\$758,967	\$781,003	2.80%
ORINDA	44	33	32	173	\$1,882,083	\$1,615,628	\$1,866,891	13.50%	2			2		\$983,324	\$1,065,000	7.70%
PLEASANT HILL	38	35	41	182	\$942,237	\$861,634	\$921,210	6.50%	17	12	11	64	\$554,000	\$541,320	\$551,245	1.80%
ROSSMOOR				3			\$1,601,265	100%	53	38	43	251	\$706,285	\$587,919	\$608,797	3.40%
SAN RAMON	62	69	73	403	\$1,378,801	\$1,227,404	\$1,282,718	4.30%	47	37	37	178	\$723,414	\$658,795	\$695,705	5.30%
WALNUT CREEK	81	71	56	346	\$1,325,143	\$1,209,746	\$1,262,261	4.20%	63	54	33	228	\$628,669	\$598,229	\$611,330	2.10%

SEPTEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	38	24	24	160	\$2,230,136	\$1,940,234	\$2,178,875	11%	1		3	11	\$901,667	\$855,125	\$799,176	-7%
BLACKHAWK	20	18	12	88	\$1,836,558	\$1,933,585	\$1,798,372	-7.50%	1	1		2		\$951,250	\$904,500	-5.20%
CLAYTON	27	15	14	103	\$959,464	\$916,355	\$934,805	2%	1	1	1	14	\$745,000	\$553,900	\$581,643	4.80%
CONCORD	118	117	124	754	\$752,222	\$656,410	\$713,695	8%	32	32	30	219	\$375,823	\$351,447	\$364,382	3.50%
DANVILLE	95	84	92	542	\$1,574,172	\$1,452,639	\$1,555,590	6.60%	15	14	19	127	\$801,395	\$755,765	\$796,587	5.10%
DIABLO	5	7	3	13	\$2,844,555	\$2,671,026	\$3,007,397	11.20%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	62	31	37	234	\$1,849,263	\$1,771,643	\$1,912,644	7.40%	3	1	4	20	\$1,104,750	\$839,203	\$1,321,317	36.50%
MARTINEZ	46	43	52	265	\$793,210	\$674,618	\$740,050	8.80%	16	13	16	108	\$417,938	\$436,161	\$435,557	-0.10%
PACHECO			2	19	\$668,750	\$587,689	\$639,757	8.10%	1	1	1	2	\$395,000	\$415,615	\$377,475	-10.10%
MORAGA/CANYON	18	16	15	125	\$1,408,333	\$1,491,664	\$1,579,277	5.50%	13	9	10	44	\$676,200	\$764,969	\$757,184	-1%
ORINDA	40	36	33	206	\$1,815,354	\$1,634,209	\$1,858,635	12.10%		2		2		\$983,324	\$1,065,000	7.70%
PLEASANT HILL	36	29	33	215	\$948,727	\$864,801	\$925,434	6.60%	22	12	9	73	\$501,611	\$540,575	\$545,126	0.80%
ROSSMOOR		1	1	4	\$1,200,000		\$1,500,949	100%	50	41	38	289	\$556,903	\$584,735	\$601,974	2.90%
SAN RAMON	61	65	68	471	\$1,379,047	\$1,222,739	\$1,296,625	5.70%	46	33	32	210	\$721,322	\$660,097	\$699,609	5.60%
WALNUT CREEK	79	79	75	421	\$1,350,890	\$1,221,664	\$1,278,050	4.40%	73	51	56	284	\$618,768	\$599,634	\$612,796	2.10%

OCTOBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	44	34	24	184	\$2,512,905	\$1,968,530	\$2,222,444	11.40%	1			11		\$855,125	\$799,176	-7%
BLACKHAWK	18	17	18	106	\$1,907,569	\$1,963,477	\$1,816,915	-8.10%			1	3	\$800,000	\$951,250	\$869,667	-9.40%
CLAYTON	19	20	23	126	\$990,087	\$920,599	\$944,896	2.60%	2	2	1	15	\$485,000	\$553,960	\$575,200	3.70%
CONCORD	137	116	121	875	\$758,612	\$658,438	\$719,906	8.50%	58	43	32	251	\$348,303	\$350,488	\$362,332	3.30%
DANVILLE	114	95	79	621	\$1,714,149	\$1,442,363	\$1,575,761	8.50%	28	26	17	144	\$773,688	\$764,778	\$793,884	3.70%
DIABLO	3		4	17	\$3,531,250	\$2,671,026	\$3,130,657	14.70%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	49	43	31	265	\$1,804,278	\$1,759,071	\$1,899,968	7.40%	11	3	1	21	\$949,000	\$870,503	\$1,303,588	33.20%
MARTINEZ	69	56	42	307	\$760,154	\$677,462	\$742,801	8.80%	10	12	9	117	\$548,444	\$435,152	\$444,240	2%
PACHECO	3	2	2	21	\$617,500	\$587,689	\$637,637	7.80%	3	1		2		\$415,615	\$377,475	-10.10%
MORAGA/CANYON	30	24	14	139	\$1,661,786	\$1,489,722	\$1,587,587	6.20%	13	6	9	53	\$710,988	\$763,472	\$749,339	-1.90%
ORINDA	48	43	29	235	\$2,182,824	\$1,620,038	\$1,898,642	14.70%			2	4	\$1,290,000	\$983,324	\$1,177,500	16.50%
PLEASANT HILL	61	46	30	245	\$996,200	\$864,758	\$934,099	7.40%	17	20	12	85	\$608,242	\$548,039	\$554,036	1.10%
ROSSMOOR	1	1		4			\$1,500,949	100%	59	47	44	333	\$571,961	\$592,099	\$598,008	1%
SAN RAMON	82	74	62	533	\$1,345,614	\$1,218,671	\$1,302,324	6.40%	35	30	32	242	\$733,867	\$658,935	\$704,139	6.40%
WALNUT CREEK	89	72	74	495	\$1,427,243	\$1,220,594	\$1,300,353	6.10%	60	44	51	335	\$615,181	\$600,054	\$613,159	2.10%

NOVEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	18	24	25	209	\$1,977,660	\$1,971,524	\$2,193,164	10.10%	1			11		\$855,125	\$799,176	-7%
BLACKHAWK	7	8	16	122	\$2,373,365	\$1,940,112	\$1,889,892	-2.70%				3		\$951,250	\$869,667	-9.40%
CLAYTON	18	16	14	140	\$953,268	\$918,378	\$945,734	2.90%			1	16	\$680,000	\$545,857	\$581,750	6.20%
CONCORD	96	100	120	995	\$742,203	\$656,005	\$722,595	9.20%	20	28	41	292	\$366,884	\$349,832	\$362,972	3.60%
DANVILLE	55	62	88	709	\$1,671,758	\$1,446,225	\$1,587,676	8.90%	17	17	18	162	\$810,386	\$767,419	\$795,718	3.60%
DIABLO	1	1	1	18	\$4,298,000	\$2,671,026	\$3,195,509	16.40%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	27	33	35	300	\$1,951,432	\$1,797,265	\$1,905,972	5.70%		2	3	24	\$761,333	\$870,503	\$1,235,806	29.60%
MARTINEZ	34	43	44	351	\$753,591	\$676,032	\$744,153	9.20%	10	8	9	126	\$487,222	\$433,659	\$447,311	3.10%
PACHECO	1	1	2	23	\$780,950	\$587,689	\$650,099	9.60%			1	3	\$298,000	\$415,615	\$350,983	-18.40%
MORAGA/CANYON	14	13	20	159	\$1,617,730	\$1,493,799	\$1,591,379	6.10%	5	7	7	60	\$745,886	\$769,607	\$748,936	-2.80%
ORINDA	25	20	41	276	\$1,934,976	\$1,624,744	\$1,904,039	14.70%				4		\$983,324	\$1,177,500	16.50%
PLEASANT HILL	19	29	43	288	\$995,825	\$862,284	\$943,315	8.60%	4	7	18	103	\$555,611	\$549,841	\$554,311	0.80%
ROSSMOOR	1		1	5	\$1,685,000		\$1,537,759	100%	33	33	44	377	\$655,259	\$588,220	\$604,690	2.70%
SAN RAMON	55	59	71	604	\$1,364,504	\$1,213,290	\$1,309,633	7.40%	27	30	29	271	\$703,694	\$656,696	\$704,091	6.70%
WALNUT CREEK	52	51	61	556	\$1,375,562	\$1,216,474	\$1,308,605	7%	35	40	38	373	\$689,474	\$601,341	\$620,934	3.20%

DECEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2019	YTD 2020	+/-
ALAMO	10	16	30	239	\$2,107,638	\$1,979,340	\$2,182,428	9.30%	1	3	1	12	\$850,000	\$855,125	\$803,412	-6.40%
BLACKHAWK	7	13	9	131	\$1,825,000	\$1,886,955	\$1,885,434	-0.10%				3		\$951,250	\$869,667	-9.40%
CLAYTON	14	12	21	161	\$957,048	\$925,955	\$947,209	2.20%	2	3	4	20	\$622,750	\$545,857	\$589,950	7.50%
CONCORD	69	79	104	1099	\$754,553	\$657,823	\$725,619	9.30%	28	20	28	320	\$393,411	\$350,101	\$365,635	4.20%
DANVILLE	38	36	73	782	\$1,648,973	\$1,444,189	\$1,593,398	9.40%	12	12	24	186	\$827,060	\$767,725	\$799,762	4%
DIABLO	1			18		\$2,671,026	\$3,195,509	16.40%				1		\$1,138,000	\$1,100,000	-3.50%
LAFAYETTE	15	25	37	337	\$2,016,733	\$1,784,924	\$1,918,133	6.90%		2	4	28	\$1,311,000	\$870,503	\$1,246,548	30.20%
MARTINEZ	32	34	53	404	\$824,659	\$675,809	\$754,715	10.50%	7	11	12	138	\$448,500	\$431,566	\$447,414	3.50%
PACHECO	1	2	1	24	\$690,000	\$587,689	\$651,762	9.80%	2	2	1	4	\$389,000	\$415,615	\$360,488	-15.30%
MORAGA/CANYON	6	12	17	176	\$1,563,824	\$1,487,970	\$1,588,717	6.30%	2	9	8	68	\$812,250	\$758,537	\$756,385	-0.30%
ORINDA	13	15	23	299	\$1,742,696	\$1,629,038	\$1,891,628	13.90%				4		\$983,324	\$1,177,500	16.50%
PLEASANT HILL	28	31	30	318	\$1,053,308	\$860,554	\$953,692	9.80%	9	6	8	111	\$552,613	\$548,363	\$554,189	1.10%
ROSSMOOR				5			\$1,537,759	100%	23	34	36	413	\$544,003	\$590,246	\$599,400	1.50%
SAN RAMON	35	33	65	669	\$1,324,252	\$1,211,275	\$1,311,054	7.60%	23	22	36	307	\$615,206	\$651,271	\$693,668	6.10%
WALNUT CREEK	34	36	64	620	\$1,298,868	\$1,220,781	\$1,307,600	6.60%	32	32	43	416	\$604,512	\$605,336	\$619,237	2.20%

CCAR STAFF

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SHEIREN DIAZ
Chief Executive Officer

ADMINISTRATION & PROF STANDARDS

PAM MARTIN
Director of Administration
& Professional Standards

AMY ANDERSON
Executive Assistant

GOVERNMENT AFFAIRS

HEATHER SCHIFFMAN
Director of
Government Affairs

MARCOM | MEDIA RELATIONS

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Director of Marketing &
Communication

CHRIS D'APICE
Marketing Coordinator &
Graphic Designer

EDUCATION & TRAINING

GAIL HARGIS
Education & Training
Coordinator

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Relations & Devt.

DAVID CARDIN
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Services

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Member Services Specialist

CATRINA SIMMONS
Member Services Specialist

**CHRISTOPHER
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Member Services Specialist

CIERA SINGLETON
Member Services Specialist

ROBERT MORGAN
Laptop & Tablet Technician

BENJAMIN SPAULDING
Systems Administrator

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JARED WHITE
Director of MLS Services

ANGEL LARA
MLS Compliance
Administrator

PHILLIP KUHN
Support Analyst &
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Manager

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BETTY AGCAOILI
Accountant



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