



# 2021

ANNUAL REPORT

# CCAR

100 YEARS

## OF EXCELLENCE



CONTRA COSTA ASSOCIATION OF REALTORS®  
1921 - 2021



Dashboard

CCAR @ A GLANCE  
OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

### CCAR Mission

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

## 100 YEARS OF EXCELLENCE

Long before CCAR leadership sat down for their first formalized "Strategic Planning Session" in the 1990s, their predecessors slowly and progressively created an organization that thrived around a handful of core values that survive to this day and constitute the very DNA of the Association. Rewind 100 years and you will witness the birth of a rich legacy of **service** and an enduring commitment to **professional excellence** that has been passed down from one successive generation to the next; both remaining the fundamental and distinctive characteristics of CCAR as we know it today.



Photos | Top: Industry leaders Chuck Lamb (L) and Clark Wallace (R) were among those honored at CCAR's Centennial Celebration in August. Also pictured, Gerri Wallace. Bottom Left: CEO Sheiren Diaz has been a strong and enduring force at CCAR for more than 40 years, guiding leadership and staff on a steady course of success. Bottom Right; left to right: 1998 President Jo Sciaronni, Wayne Halladay, 1995 President Eleanor Ralph and guest; and seated, 1993 President Karen Halladay.

## 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 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.





Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS  
PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL  
POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING  
STATISTICS BY AREA

CCAR Mission

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

CONTRA COSTA ASSOCIATION OF REALTORS®

## 2021 BOARD OF DIRECTORS



Not pictured: Henry Giovannetti, Director-at-Large

The 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.

2021 ANNUAL REPORT

## PRESIDENT'S MESSAGE

Dear Members and Friends,

In celebration of CCAR's Centennial Anniversary, we set out to fulfill some bold objectives in 2021, to further advance our rich historical legacy and honor the achievements made by those Association pioneers who came before us. Amid the persistent public health crisis, CCAR leaders, members, and staff together memorialized this important 100-year milestone with high spirits, resilience, and an inspiring level of productivity and growth.

Immense gratitude goes out to the 2021 Board of Directors and committee volunteers who successfully led us through the second year of Covid via video teleconferencing and a handful of live events conducted in accordance with health and safety restrictions. Major accomplishments included our successful NorCal MLS Alliance data expansion, investment in new technology and promising intellectual property, continued engagement and influence at all levels of government, and continued philanthropic outreach. This included the disbursement of a \$50,000 Housing Affordability Fund (HAF) grant benefiting local black first-time homebuyers, distribution of double-digit member donations to Helping Hands Fund recipients, and the establishment of a \$25,000 Contra Costa Association of REALTORS® Centennial Perpetual Scholarship.

The Association's financial position remained strong throughout the year, enabling the total payoff of the Walnut Creek office mortgage and the initiation of a well-deserved remodeling project.

Other exemplary work included the Affiliates and Events Committee's resurrection of the CCAR annual golf tournament benefiting the Helping Hands Fund, highly successful YPN (Young Professionals Network)-sponsored educational events and a program to provide school supplies to local students. In August we celebrated our Centennial with a festive event to honor past leadership and member volunteers who have contributed so much for so many years.

Serving as CCAR's 100th Anniversary President with such a dynamic group of leaders, volunteers and staff has been a true honor and I congratulate all those who worked together to fulfill the ambitious goals we set out to achieve. I extend my gratitude and appreciation to all and wish incoming leaders, members and volunteers a healthy and prosperous new year.

Sincerely,

Greg Souza  
2021 President

**Serving as CCAR's 100th Anniversary President with such a dynamic group of leaders, volunteers and staff has been a true honor and I congratulate all those who worked together to fulfill the ambitious goals we set out to achieve.**







Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

### CCAR Mission

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

## WOMEN'S COUNCIL OF REALTORS®

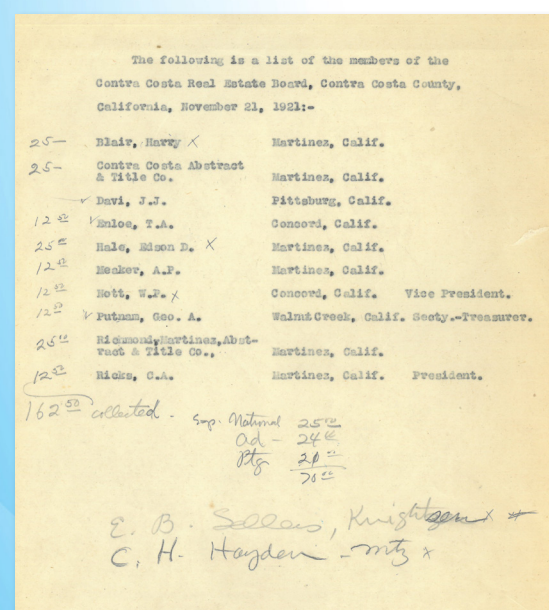
CCAR WOMEN may change fashion, but their extraordinary bond and spirit endures. Since its charter in 1960, CCAR Women's Council of REALTORS® has been a powerful force in the industry driving efforts to educate and promote professionalism and raise funds for important charitable causes.



## OUR NETWORK

Contra Costa Association of REALTORS® (CCAR)  
Multiple Listing Service (MLS)  
Women's Council of REALTORS® (WCR)  
California Association of REALTORS® (C.A.R.)  
National Association of REALTORS® (NAR)

## THE GENTLEMEN OF REAL ESTATE

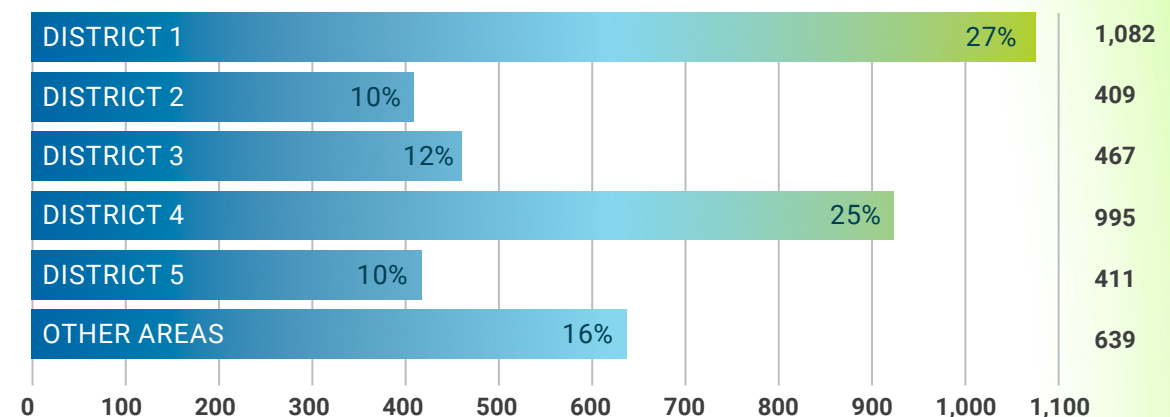


1921 | REALTORS® and what we now call "Affiliates" have been professional partners since the beginning. Charter members—all men who prided themselves as "the Gentlemen of Real Estate"—included both real estate sales people and two title company professionals. For decades, Affiliate members have generously supported Association programs and events and led efforts to raise hundreds-of-thousands of dollars for charity.

## 2021 MEMBER DEMOGRAPHICS



## CCAR MEMBERSHIP BY AREA



DISTRICT 1 (Central County): Walnut Creek, Rossmoor

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





Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

➤ CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

### CCAR Mission

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

## PAST AWARD RECIPIENTS

REALTOR® OF THE YEAR	AFFILIATE OF THE YEAR	EMERITUS MEMBER
2020: Rob Baldwin	2020: Elizabeth Johnson	2020: Jeffrey Wright
2019: Jeffrey Wright	2019: Melinda Theilen	2019: Jack Burns
2018: Leslie Manzone	2018: Geoff Disch	2018: Robin Dickson
2017: Chuck Lamb	2017: Kathy Powers	2017: Rob Baldwin
2016: Robin Dickson	2016: H. Wayne Perry	2016: Dic Pratt
2015: Barbara Safran	2015: Tammy Cryer	2015: George Bassett
2014: Sandi Muccino	2014: Ashley Provost	2014: Pete Laurence
2013: Barry Zwahlen	2013: Dean Langston	2013: Clark Anderson
2012: Dic Pratt	2012: Glenna Nickerson	2012: Jeff Sposito
2011: Larry Spiteri	2011: Karen Pinkston	2011: Marcella Colarich
2010: Jeff Sposito	2010: Linda Moss	2010: Rich Moreno
2009: Clark Anderson	2009: Cathy Lee	2009: Mike Clancy
2008: Mary Dee Karp	2008: Mary Midanek	2008: Valerie Reshke
2007: Diane Gilfether	2007: Tom Proell	2007: Vicky Campbell
2006: Paul White	2006: Tiffany Horn	2006: Mary Dee Karp
2005: Mike Clancy	2005: Amber Horn	Frieda McReynolds
2004: Vicky Campbell	Kristin Miller	Susanna Schlendorf
2003: Frieda McReynolds	2004: Chuck Miller	2005: Phillip Deutscher
2002: Marlene Moser	2003: Glen Langston	Carolyn Hastings
2001: Waldon G. Carlson	2002: Jodi DeVillier	Judy Myers
2000: Ed Herold	2001: Mary Diehl	2004: Sereta Churchill
1999: Dave Culp	2000: Kathy Campbell	2003: Ed Herold
1989: George Bassett	1999: Anneta Tsapouklis	2002: Merle Hall
1997: Karen Halladay	1998: Bill Thompson	2001: Gill Bordenave
1996: Phillip Deutscher	1997: Pat Dove	2000: Mike Pingatore
1995: Carolyn Hastings	1996: William Pisani	1999: George Irvin
1994: Judy Myers	1995: Lory Costa	1998: Barbara Boyle
1993: Barbara Boyle	1994: Laura Hudelson	1997: Leo Saunders
1992: Sereta Churchill	Debbie Gerow	1996: Mary Chatton Brown
1991: Bob Lanway	Tom Sammon	1995: Richard Clancy
1990: Pherne Shrewsbury	1992: Robert Ontiveras	1994: Fred Lindsey
1989: Brooks Baldwin	1991: Ken Moore	1993: C.F. Belcher
1988: Jerry Deutscher	1990: Janine Trujillo	1992: Scott Ferguson
1987: George Irvin	1989: Silver Halladay	1990: Clark Wallace
1986: Mike Pingatore	1988: Tom Lucini	1989: Gordon Nicholson, Jr.
1985: Gill Bordenave	1987: David Chitwood	1988: Bill Kendall
1984: Leo Saunders	David Jacobson	1987: J.N. Smith
1983: Mary Chatton Brown	1986: Sue DiMaggio Adams	Jo Wood
1982: Frank Lindsey	Bob McLaughlin	1986: Clarence Gribbon
1981: Merle Hall		Jerome Deutscher
1980: Gordon Nicholson, Jr.		George Dodge
1979: Frank Viera		1985: Ed Wallace
1978: King Parker		Bill Anderson
1977: Orlon Orbert		King Parker
1976: Al Jones		Lyles Pember
1975: Clarence Gribbon		
1974: Lyles Pember		
1973: Clark Wallace		
1972: Adele Harlan		
1971: Gene Ross		
1970: Barney Gilbert		
1969: M.H. Binker		
1968: Charles Bailey		
1967: Bill Anderson		

PRESIDENT'S COMMUNITY SERVICE AWARD
2020: Dean Langston
2019: Ken "KC" Carpoff
2018: Marilyn Cunningham
2017: Lynda Bartels
2016: Jason Bliss
2015: Mike Rowland
2014: Kelly Morgan
2012: Clarence Wickers
2011: Mike Weber

## 2021 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 2021 award recipients for their outstanding service as individual contributors and role models in the Contra Costa real estate profession.



### REALTOR® OF THE YEAR

MICHELE MANZONE | Compass Real Estate, The Manzone Team

Past President of CCAR (2018) and West County Associations (2014), Michele Manzone has dedicated his 32-year career to serving the industry through volunteerism and leadership at the local, state and national levels. He has been selected as CCAR's honorary REALTOR® of the Year for his continued work and dedication to the profession and to the advancement of real estate related legislation. This top-producer is an active force at all levels of industry government affairs and is a Gold-level donor to the REALTOR® Action Fund (RAF). Throughout the years he has served as a C.A.R. Regional Chair and Vice Chair and as a member of CCAR's Budget and Finance Committee, Professional Standards and MLS Technology Committees. He played a key role in the West County-Contra Costa Association merger and is a devoted mentor to young professionals. He is also active in the local community and a decade-long member of the Albany Rotary Club.



### AFFILIATE OF THE YEAR

NICOLE DONN | US Financial Mortgage Lending

CCAR congratulates Affiliate of the Year Nicole Donn, Branch Manager of US Financial Mortgage Lending in El Sobrante who has been honored for her exceptional service to the local industry and members of CCAR. Nicole has served the local real estate community for more than 30 years, volunteering her time for good works and committee service. Nicole's passion is helping first time home buyers access down payment assistance grants and government loans to help them achieve the dream of homeownership. Nicole also serves as President of her local Chamber of Commerce.



### EMERITUS MEMBER OF THE YEAR

RENEE BARTELS | Coldwell Banker Bartels

Renee Bartels, CCAR's Emeritus Member of the Year has served CCAR and the West County Associations in numerous ways throughout her 25-year career in real estate. A past member of each Association's Board of Directors, she has also been active in MLS leadership, serving as the key representative for West County Association at the time of the first multi-Association MLS merger (East Bay Regional Data). Renee is a graduate of the REALTORS® Institute and a Certified Real Estate Negotiation Expert.



### PRESIDENT'S COMMUNITY SERVICE AWARD

CARYLON DOPP | Security Pacific Real Estate

CCAR's Community Service Award recipient Carylon Dopp has dedicated her entire 30+ year career to participation and leadership at the Local, State and National levels of the Association and passionate service to the local community. Carylon has been recognized for her volunteer efforts and many contributions to the Bay Area Rescue Mission which is dedicated to serving the Bay Area's homeless population with food, shelter, clothing and resources. Carylon is an Honorary C.A.R. Director for Life, a former NAR political coordinator to Congressman George Miller and winner of the 2012 C.A.R. Distinguished REALTOR® Award. She has served as a 730 Expert for the California Superior Courts and handled numerous cases for the Court throughout the years.





Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

➤ COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

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## VOLUNTEERISM AT ITS BEST | 1921 - 2021



1949

**OUTSTANDING ACHIEVEMENT**  
| CCAR received NAR Award of Merit for outstanding achievement in rendering great public service to the community and promoting good will for the board and "realtors everywhere".

**DVC REAL ESTATE ADVISORY COMMITTEE** | CCAR members have been sharing their professional expertise with local college students for decades. In 1969, CCAR's Education Committee worked collaboratively with college staff to create specialized real estate curriculum for both undergrads and the adult education program.

1969



1970

**MAKE AMERICA BETTER** | Long before the "MAGA" movement, CCAR had its own Make America Better Committee to support local civic organizations. In the early days, committee participation was off the charts with members volunteering to serve on more than double the number of committees that exist today. Committees like Research, Library, Achievement, Building, Convention, Legislation & Tax, and Equal Rights. There was even a "TOPC" (Truth or Poppycock Committee); mission unknown!

**AFFILIATES COMMITTEE** | Affiliates have been an active force in the Association since its founding in 1921. Strong and still growing, this group continues to bring character and vitality to the organization, spearheading important programs and events and exceeding fundraising expectations with their overwhelming generosity.

1996



## 2021 CCAR COMMITTEES

### AFFILIATES AND EVENTS

**JOHN FONDNAZIO** | Chair

**TAMMY CRYER** | Vice Chair

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

### BUDGET AND FINANCE

**JUDY MYERS** | Chair

**RENEE BARTELS** | Vice Chair

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

### FORMS

**JACK BURNS** | Chair

**RENEE BARTELS** | Vice Chair

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

### GRIEVANCE

**MICHELE DEMARTINI** | Chair

**JACK BURNS** | Vice Chair

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.

### LOCAL GOVERNMENT RELATIONS (LGR)

**DEBI MACKEY** | Chair

**MIKE HANDLIN** | Vice Chair

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.

### HELPING HANDS

**CAROL PETERSON** | Chair

**RENA BROWN** | Vice Chair

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.

### MLS AND TECHNOLOGY

**PETER MACLENNAN** | Chair

**AEYSHA CORIO** | Vice Chair

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

### 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.

### PROFESSIONAL STANDARDS

**MELINDA BYRNE** | Chair

**RICH BURRIS** | Vice Chair

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)

**JORDAN BURNS** | Chair

**LINDSEY MACKEY** | Vice Chair

**STEVEN LENZ JR.** | Vice Chair

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.





Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

➤ LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

#### CCAR Mission

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

## INDUSTRY ICONS | 1921 - 2021



### D.D. WATSON

CCAR President: 1929

C.A.R. President: 1931

CA Real Estate Commissioner: 1948-1960



### CLARK WALLACE

CCAR President: 1964

C.A.R. President: 1978-79

NAR President: 1986

CA Real Estate Commissioner: 1991-94



### LETA BURNS

First Female CCAR President: 1981



### MOSES GUILLORY

First African-American CCAR President: 2008



### CHUCK LAMB

C.A.R. President: 1992



### TANGIE LEVERETT

First Female African-American

CCAR President: 2020



### PAULINA MCGILL

CCAR Women's Council of REALTORS®

President and Chapter Co-Founder: 1962

## Empowering the Next Generation of Industry Leaders

**INDUSTRY LEADERSHIP** | CCAR was built on a strong foundation of leadership that continues to inspire a new generation of REALTORS® and drive innovations in the real estate industry. One of the many "firsts" attributed to CCAR leadership is that of instituting a three-way member service organization that included the local, state and national real estate trade organizations. Prior to that time, real estate boards in the U.S. only provided members with access to the benefits of a single local trade organization. With the birth of the Contra Costa Real Estate Board in 1921, however, leaders set a precedent that would ultimately take root in every "Board". Today, what we take for granted—the rich benefits of a three-way membership that provides maximum membership support, resources and representation—was the brainchild of just a few CCAR founding leaders.

**CIVIC & COMMUNITY LEADERSHIP** | CCAR leadership extends far beyond the real estate industry and into civic and community service. Active members of both the Association and the community, CCAR members give generously of their time, talents and resources to philanthropic organizations in our area. CCAR's 2021 President's Community Service Award recipient Carylton Dopp is one such individual who has dedicated herself to many important causes throughout her 30+ year career. With the award, Carylton also received a \$1,000 donation to benefit the Bay Area Rescue Mission that will contribute to that organization's work of providing food, clothing and shelter to local homeless individuals and families. Carylton also has a long history of service to the Association and its governmental affairs initiatives. She is an Honorary C.A.R. Director for Life, a former NAR political coordinator to Congressman George Miller and winner of the 2012 C.A.R. Distinguished REALTOR® Award (see 2021 CCAR Awards for more detailed information).

**CONTINUED PURSUIT OF EXCELLENCE** | CCAR is constantly striving to identify and empower future leaders through advanced education and increased access to resources and appointments within Association leadership. In 2021 a group of 23 CCAR members served as C.A.R. and NAR Directors.

**CCAR is constantly striving to identify and empower future leaders through advanced education and increased access to developmental resources.**

### C.A.R. | NAR DIRECTORS

ROB BALDWIN | Region 5 Chair

MARILYN CUNNINGHAM | Asst. Region 5 Chair

CHUCK LAMB | C.A.R. Past-President

JUDITH MYERS | CCAR NAR Director & C.A.R. Director

CLARK ANDERSON

DARNELLA AULANI

JACK BURNS

ROBIN DICKSON

MICHAEL GORDON

RACHAEL HAND

TANGIE LEVERETT

DEBI MACKEY

LESLIE MANZONE

MICHELE MANZONE

RON MINTZ

DAVID SCHUBB

GREG SOUZA

LARRY SPITERI

SERETA CHURCHILL\*

CARYLTON DOPP\*

ED HEROLD\*

MURREY KEHRLEIN\*\*

PETER MACLENNAN\*\*

TYRA WRIGHT

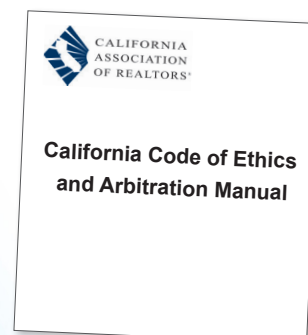
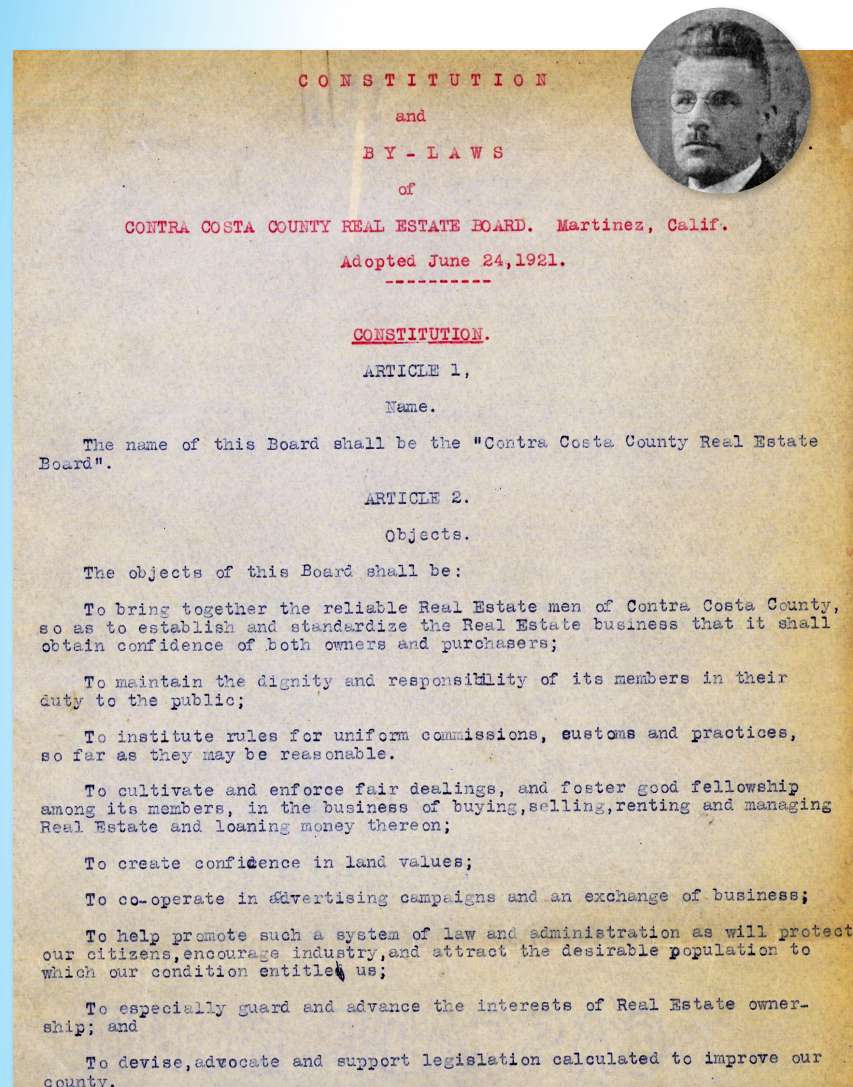
BARRY ZWAHLEN

\*Director for Life | \*\*Mentee





## SETTING THE GOLD STANDARD | 1921 - 2021



**PROFESSIONAL INNOVATION** | CCAR leaders **Leo Saunders** and **Jerry Deutscher** were among a group of inspired members who drafted the first-ever Code of Ethics and Arbitration Manual for the local Association. That document served as the foundation for the current statewide C.A.R. industry manual.

## Enhancing Professional Standards Through Education, Communication, and Collaboration

**EDUCATION & TRAINING** | Despite the disruption to “normal” life and activity, the Covid pandemic brought with it new and innovative technology to help members achieve higher standards of professional development. Throughout 2021, CCAR hosted more than 100 virtual and on-demand courses covering wide-ranging curriculum from core computer skills training to marketing and social media, to advanced sales and contracts, legal and risk management training and NAR designation training. A total of thirty-five CCAR members received NAR’s Green Designation and the Pricing Strategy Advisor (PSA) certification, while nearly two dozen staff members earned the AHWD (At Home with Diversity) designation. Additional C.A.R., NAR and third-party training opportunities were also provided.

**NAR CODE OF ETHICS** | 2021 also marked a critical education milestone for NAR Triennial Code of Ethics training. These courses were available in several remote and on-demand formats which enabled members to schedule and complete the requisite training hours around their busy schedules.

**YOUNG PROFESSIONALS NETWORK (YPN)** | Young REALTORS® ranging from 20 to 35 years of age make up a growing percentage of CCAR membership. This group of individuals yield the benefits of an active YPN committee that provides ongoing career development programs and resources, and a link to a nationwide network of young real estate professionals. In 2021, the group hosted both live and virtual social, fund raising and educational events including mixers, a school supply drive benefiting 85 local students, and courses on tax law and residential real estate practices.

**BUSINESS CONTINUITY** | During the second year of Covid-19 and the outbreak of the new variant illness, CCAR leadership and staff continued developing actionable strategies to ensure that members kept abreast of all pertinent public safety measures and protocols. This required daily monitoring and communication with county health officials and civic leaders. CCAR offices were open by appointment only throughout the year and remote membership services continued uninterrupted from the previous year.

**Despite the disruption to “normal” life and activity, the Covid pandemic brought with it new and innovative technology to help members achieve higher standards of professional development.**

[Dashboard](#)[CCAR @ A GLANCE](#)[OUR NETWORK](#)[BOARD OF DIRECTORS](#)[PRESIDENT’S MESSAGE](#)[MEMBER DEMOGRAPHICS](#)[CCAR AWARDS](#)[COMMITTEES](#)[2021 HIGHLIGHTS](#)[LEADERSHIP](#)[➤ PROFESSIONALISM](#)[INNOVATION](#)[ADVOCACY](#)[OUTREACH](#)[STATEMENT OF FINANCIAL POSITION](#)[STATEMENT OF ACTIVITIES](#)[HOUSING STATISTICS](#)[CCAR STAFF](#)[MONTHLY HOUSING STATISTICS BY AREA](#)

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Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

➤ INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

HOUSING STATISTICS

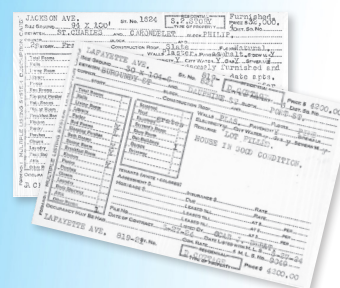
CCAR STAFF

MONTHLY HOUSING STATISTICS BY AREA

CCAR Mission

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

## LOOKING BACK | 1921 - 2021

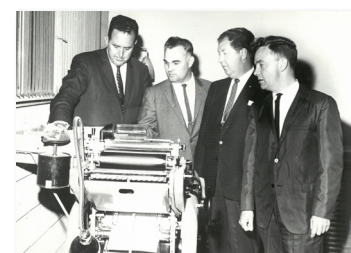


1929

**THE BIRTH OF MLS LISTINGS** | CCAR was among the few California Association pioneers in the MLS arena. Early leadership developed the system using models shared by the New Orleans Board of REALTORS® and later shared its own model with Modesto REALTORS®.

**START THE PRESSES!** | CCAR has been in the innovation business for as long as its doors have been open. In 1953, the Board purchased its own professional printing press to accommodate MLS needs and growing membership communication needs.

1953



1973

**THE SQUAWK BOX ERA** | No one quite remembers how it worked, but in the early days before computers, REALTORS® were using a revolutionary new telephonic tool to input and receive property data information through a national network listing service.

2021

**THE MLS EVOLUTION** | Decades of talks with local Association Multiple Listing Services culminated in the 2021 expansion of the NORCAL MLS Alliance, a groundbreaking MLS data integration project involving seven leading MLSs in Northern California.



## Pioneering Innovations to Optimize Membership Services

**CCAR MULTIPLE LISTING SERVICE** | Established in 1946, CCAR's Multiple Listing Service has served the property listing needs of thousands of local REALTORS® and their clients, expanding exponentially throughout the years as new technology and partnership opportunities emerged. Utilizing even the most rudimentary tools such as listing cards, Association leadership has always sought out new and innovative ways to meet the demands of the changing industry.

**NORCAL MLS ALLIANCE** | January 2021 marked an important milestone in CCAR MLS history as it was the year the Association, together with six major Northern California MLSs launched an expanded reciprocal access data listing system enabling subscribers throughout 26 counties to finally enjoy a single-sign-on-service from their home MLSs with immediate access to hundreds of thousands of California property listings. Alliance leadership, staff and third-party vendor partners will continue to launch upgrades in the coming years as they welcome additional Association MLSs throughout the state to join the MLS Revolution.

**OPTIMIZED MEMBERSHIP DATABASE** | CCAR technical staff continue to make strides on the development of an advanced Association Management System (AMS) to replace the antiquated Rapattoni system. The team conducted a collection of beta tests in the early months of 2021 and concluded the year with the rollout of several key administrative features that will help staff provide more sophisticated and streamlined services to members. The development team anticipates launching multiple phases of system upgrades as time progresses, with the hope of taking this intellectual property to market sometime in the future.

**MEMBER 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. TopHap is now providing new ways for subscribers to search and learn about important real estate trends. The RentSpree app helps ease the rental application process, BuildersUpdate gives subscribers access to new construction, ListTrac provides listing analytics and Bridge Interactive API provides greater security for all MLS data.



**MLS TECHNOLOGY REVOLUTION** | Throughout the decades, CCAR and MLS leaders have been an active force in driving MLS technology to ever-increasing levels of sophistication. First came individually typed listing cards, which later gave way to weekly "MLS books" with photos; in the 70s, a telephonic device (the Squawkbox) was used to input and search property listing data. With the birth of computer technology came a constant influx of new innovation that continues to expand exponentially into the 21st century.

**2021 marked an important milestone in CCAR MLS history as it was the year the Association, together with six major Northern California MLSs launched an expanded reciprocal access data listing system enabling subscribers throughout 26 counties to finally enjoy a single-sign-on-service from their home MLSs.**





## MILESTONE MOMENTS | 1921 - 2021

[Dashboard](#)[CCAR @ A GLANCE](#)[OUR NETWORK](#)[BOARD OF DIRECTORS](#)[PRESIDENT'S MESSAGE](#)[MEMBER DEMOGRAPHICS](#)[CCAR AWARDS](#)[COMMITTEES](#)[2021 HIGHLIGHTS](#)[LEADERSHIP](#)[PROFESSIONALISM](#)[INNOVATION](#)[➤ ADVOCACY](#)[OUTREACH](#)[STATEMENT OF FINANCIAL POSITION](#)[STATEMENT OF ACTIVITIES](#)[HOUSING STATISTICS](#)[CCAR STAFF](#)[MONTHLY HOUSING STATISTICS BY AREA](#)

## CCAR Mission

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



1927

## THE VOICE OF REAL ESTATE |

CCAR pioneers opened-up the halls of government for future generations of REALTOR® advocates. In 1927 CCAR founder "Cappy" Ricks (photo: rear corner) was among those who witnessed CA Gov. C.C. Young signing the Real Estate License Act Amendments, which included new laws providing additional staff, field offices and a pay increase for the State RE Commissioner, along with a reduction in the real estate licensing fee (from \$10 to \$5).

**LEGISLATIVE INFLUENCE |** For decades, REALTORS® have been driving legislation on important issues such as rent control and taxation. This 1947 NAR legislative summary describes a few items of import on the national docket at that time.

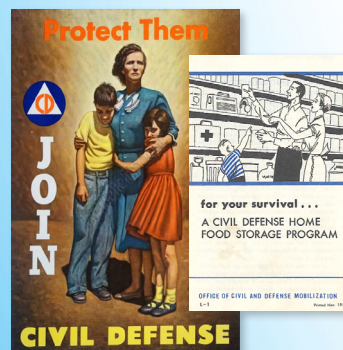
1947

## What Realtors Are Fighting For in Washington

Get the principles of the Wolcott bill adopted by the House, approved by the Senate too. This bill brings about orderly rent decontrol according to the wished of each community, releases all new construction and new rentals from rent control and gives a 15% increase in rents where leases are made.

Get tax relief for Realtors who have been paying unemployment taxes for salesman who can receive no benefits. This has cost our members \$20,000,000.

Get an amendment to the Revenue Act that will permit a homeowner to deduct depreciation. He can now if he rents his house, but cannot if he lives in it.



1951

## COMMUNITY SUPPORT |

The mid-20th Century brought the threat of nuclear war to the nation—and to Contra Costa County. Local real estate professionals collaborated with city government to establish comprehensive disaster/civil defense protocols for the local community and helped promote important safety measures outlined in the Walnut Creek Civil Defense Organization report (Nejedly, 1951).

## Advancing Business and Private Property Rights

Advocacy is built into the DNA of CCAR and its members who continue to champion legislation in defense of private property rights and REALTORS® ability to transact business. Association members, leadership and staff are working daily to inform and influence local, state and national representatives regarding important issues that affect homeowners and the real estate industry.

**DIVERSITY & INCLUSION GRANTS |** As part of a comprehensive national effort to encourage diversity, fair housing and expand homeownership, CCAR donated \$50,000 in C.A.R. HAF grant funds to the Richmond Community Foundation, RFC Connects' Black Wealth Builder Fund. These funds will be used to assist first-time Black homebuyers in Contra Costa and Alameda Counties to cover closing costs and other related expenses.

**COVID PANDEMIC RELIEF |** During the second consecutive year of the Covid pandemic, CCAR staff continuously collaborated with County health officials to ensure that the rights of members and the homebuying/selling public were adequately represented. Weekly--sometimes daily--updates flowed through these open channels to provide members with the vital information they needed to remain in compliance with public safety protocols.

**HOMEOWNER ADVOCACY |** CCAR staff monitors all local legislative issues to ensure that town, city and county representatives and the public are clearly apprised of issues affecting homeowners and the real estate industry. In 2021 a County-proposed mandate was successfully tabled which could have required sellers to eliminate gas appliances prior to resale for properties located in unincorporated areas.

**MEMBERSHIP MOBILIZATION |** Supporting landlord property rights is an ongoing battle in the San Francisco Bay Area. During 2021 CCAR staff and leadership continued working with community partners like the California Apartment Association to successfully abate rent control measures throughout central and western Contra Costa.

**REALTOR ACTION® FUND |** CCAR members donate thousands of dollars every year to important political action campaigns like the REALTOR® Action Fund (RAF), the REALTOR® Party and RPAC. Hundreds of member donations throughout the year enabled the Association to meet its goal of 20 percent participation. Ongoing outreach efforts keep interest levels high among membership and major donors bolster the organization's overall standing at C.A.R. and at NAR.

**CCAR members donate thousands of dollars every year to important political action campaigns like the REALTOR® Action Fund (RAF).**

## MAJOR RAF DONORS

ROBIN DICKSON\*

LESLIE MANZONE\*

ERIC MEYERS\*

BARRY ZWAHLN\*

DARNELLA AULANI

ROB BALDWIN

JACK BURNS

MARILYN CUNNINGHAM

NANCY D'ONOFRIO

RACHAEL HAND

DEBI MACKEY

RON MINTZ

DAVID SCHUBB



\*RAF Hall of Fame: Total lifetime donations between \$25,000 - \$75,000.



[Dashboard](#)[CCAR @ A GLANCE](#)[OUR NETWORK](#)[BOARD OF DIRECTORS](#)[PRESIDENT'S MESSAGE](#)[MEMBER DEMOGRAPHICS](#)[CCAR AWARDS](#)[COMMITTEES](#)[2021 HIGHLIGHTS](#)[LEADERSHIP](#)[PROFESSIONALISM](#)[INNOVATION](#)[ADVOCACY](#)[➤ OUTREACH](#)[STATEMENT OF FINANCIAL POSITION](#)[STATEMENT OF ACTIVITIES](#)[HOUSING STATISTICS](#)[CCAR STAFF](#)[MONTHLY HOUSING STATISTICS BY AREA](#)

### CCAR Mission

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

## LEGACY OF SERVICE | 1921 - 2021



**DANCING FOR POLIO** | At its peak during the late 1940s and 50s, the polio epidemic resulted in the paralysis and/or death of more than half a million people worldwide every year. During that time CCAR Women's Council worked together with the March of Dimes, the local chapter of the Polio Foundation and other civic groups to help fund care and services for victims of the disease.

### Real Estate Women Open Clothes Drive

WALNUT CREEK, Oct. 3. — Women's Division of the Contra Costa Real Estate Board today undertook the collection of clothing donations, for eventual shipment to children of war ravaged South Korea.

**CITY SLUGGERS** | Association outreach efforts take on many forms. The Contra Costa Board of Realtors once sponsored its own pony league consisting of Lafayette Little Leaguers. Game time was prime time for REALTORS® to connect with families and form lasting bonds within the community.



### 1939

**DEALING FOR DOLLARS** | CCAR members have found countless ways throughout the years to have fun and support the community. Poker and bowling tournaments, casino nights, and the annual golf tournament continue to benefit local charities and internal charitable organizations like the CCAR Scholarship Foundation and the Helping Hands Fund.

### 1949



### 1951

**CHILDREN OF WAR** | CCAR's long history coincides with two World Wars, the Korean and Vietnam Wars. CCAR women were always ready to serve in any way possible. In 1951, the WCR led a special outreach program to deliver much-needed coats to the child victims of the Korean War.

### 1965



### 1990s

**CHRISTMAS CANTREE** | The Christmas CanTree canned food donation program was a major CCAR tradition started long before the 1990s. Members have been generously donating time, talents and community outreach efforts to the annual canned food drive for many decades and continue to assist the Salvation Army with this vital holiday service.

## The Leading Resource for Industry and Community Service

**MEMBER SUPPORT SERVICES** | CCAR Membership Support Team was continuously at the ready to provide exceptional service to members throughout the Covid lockdown period. Nearly 68,000 service transactions were conducted throughout the year. The team honored in-person appointments when necessary and provided seamless remote services to members experiencing a wide variety of business needs. The team of six staff fulfilled more than 45,000 telephone requests and 22,193 emails.

**HELPING HANDS FUND** | CCAR's Helping Hands Fund donations continued to flow into the hands of well deserving local families and individuals in crisis during 2021. Membership donations to the charitable fund exceeded \$16,000 and benefited 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 15 local college and university students seeking careers in business and real estate totaling \$56,000 for awards up to \$7,000 each. The Foundation also expanded the scope of study criteria to include all undergraduate and trade school majors.

**CCAR CENTENNIAL PERPETUAL SCHOLARSHIP** | In honor of CCAR's Centennial anniversary, the Board of Directors instituted a new \$25,000 scholarship to benefit an additional group of worthy students.

**MARKETING GROUPS** | CCAR Marketing Groups, which include CCRIM, Rossmoor, RMA and West County, continued ongoing virtual and in-person weekly meetings in 2021, weathering the ups and downs of the second wave of Covid-19 in their usual exuberant fashion.

**MARKETING & COMMUNICATIONS** | The Marketing & Communications team worked collaboratively with executive leadership, staff and committee volunteers to enhance member engagement, promote Association programs, services and events, and help mobilize volunteers to act quickly on pressing public health, legislative and industry issues. The team managed a year-long Centennial promotional program that included a special celebration event and an historical archival project which yielded a multi-volume set of scrapbooks featuring historical photos, documents and correspondence. These archives are available to members for in-office viewing upon request.

**The 2021 Board of Directors instituted a new \$25,000 Contra Costa Association of REALTORS® Perpetual Scholarship in honor of the Association's Centennial Anniversary.**





## Dashboard

CCAR @ A GLANCE

OUR NETWORK

BOARD OF DIRECTORS

PRESIDENT'S MESSAGE

MEMBER DEMOGRAPHICS

CCAR AWARDS

COMMITTEES

2021 HIGHLIGHTS

LEADERSHIP

PROFESSIONALISM

INNOVATION

ADVOCACY

OUTREACH

STATEMENT OF  
FINANCIAL POSITION

➤ STATEMENT OF  
ACTIVITIES

HOUSING STATISTICS

CCAR STAFF

MONTHLY HOUSING  
STATISTICS BY AREA

### CCAR Mission

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communities we serve.

CONTRA COSTA ASSOCIATION OF REALTORS®

2021 ANNUAL REPORT

## STATEMENT OF FINANCIAL POSITION

As of December 31, 2021

Cash and Equivalents	\$3,520,644
Current Assets	759,914
Fixed Assets and Accumulated Depreciation	4,487,886
Total Assets	8,768,444
Current Liabilities	3,647,959
Net Assets	5,120,485
Total Liabilities + Equity	\$8,768,444

## STATEMENT OF ACTIVITIES

Membership Revenue	\$2,010,208
MLS Revenue	2,520,367
Key Revenue	1,068,875
Other Revenues	261,401
Total Income	5,860,850
MLS Costs	543,245
Key Costs	639,194
Administrative Costs	2,620,327
Operating Costs	1,446,785
Depreciation	264,000
Total Costs	5,513,551
Increase in Net Assets	\$347,299

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

## 2021 HOUSING STATISTICS

Total Active CCAR Listings	14,224
Total Sales Closed	12,519
Total Dollar Volume Sales	\$13,116,185,978
Average Sales Price	\$1,047,702

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](http://www.ccartoday.com/market-statistics).

## 2021 SALES HIGHLIGHTS BY CITY

	SINGLE FAMILY		TOWNHOUSE & CONDO	
	2021 Closed	2021 Avg. Sale Price	2021 Closed	2021 Avg. Sale Price
ALAMO	293	\$2,722,623	8	\$899,875
BLACKHAWK	143	\$2,531,372	7	\$1,161,357
CLAYTON	157	\$1,132,505	20	\$686,175
CONCORD	1189	\$855,766	396	\$425,054
DANVILLE	783	\$2,022,045	194	\$938,532
DIABLO	26	\$3,143,399		
LAFAYETTE	406	\$2,137,203	30	\$1,133,850
MARTINEZ	453	\$893,735	159	\$546,822
PACHECO	18	\$736,921	12	\$462,042
MORAGA/CANYON	182	\$1,917,428	109	\$809,842
ORINDA	359	\$2,219,111	13	\$874,343
PLEASANT HILL	394	\$1,102,598	116	\$641,961
ROSSMOOR	8	\$1,576,437	566	\$600,027
SAN RAMON	762	\$1,732,879	374	\$797,853
WALNUT CREEK	716	\$1,520,874	655	\$657,228

\* See Monthly Housing Statistics by Area for 12-month data by city.



[Dashboard](#)[CCAR @ A GLANCE](#)[OUR NETWORK](#)[BOARD OF DIRECTORS](#)[PRESIDENT'S MESSAGE](#)[MEMBER DEMOGRAPHICS](#)[CCAR AWARDS](#)[COMMITTEES](#)[2021 HIGHLIGHTS](#)[LEADERSHIP](#)[PROFESSIONALISM](#)[INNOVATION](#)[ADVOCACY](#)[OUTREACH](#)[STATEMENT OF FINANCIAL POSITION](#)[STATEMENT OF ACTIVITIES](#)[HOUSING STATISTICS](#)[➤ CCAR STAFF](#)[MONTHLY HOUSING STATISTICS BY AREA](#)

#### CCAR Mission

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

## MEMBERSHIP SERVICES | 1921 - 2021

### SHEIREN DIAZ

Chief Executive Officer:  
1976 - Present

Association leadership changes annually but CCAR's CEO Sheiren Diaz has been a constant influence at the leadership table for nearly five decades. Sheiren is respected by members and staff alike for her wisdom, keen intellect, quick wit, and unending dedication to service.



**STAFF LEGENDS** | MLS Director **Josie Feddersen** and her colleague **Karen Schultz** were fixtures at CCAR for decades and recognizable by all. **Darlyne Houk** led CCAR's Government Affairs department for nearly 30 years.



**Nate Ellis** joined the staff of CCAR in 2011 and shared his gift for teaching, training and helping others until his passing in 2016. In honor of Ellis, publisher Brad Inman established an Inman Innovator Award, "The Nate Ellis Giving Back Award" for individuals devoted to giving more than they take from the industry.



**TYPEWRITERS & TAILORED SKIRTS** | Before computers, casual Fridays and virtual meetings, CCAR and local real estate firms maintained a formality that was typical of the age. Today, hybrid work schedules and electronic communications systems bind together an equally committed team of Association staff.



## 2021 CCAR STAFF

### EXECUTIVE MANAGEMENT

Sheiren Diaz	Chief Executive Officer
Bruce Adams	Chief Financial Officer

### ADMINISTRATION & PROFESSIONAL STANDARDS

Pam Martin	Director of Administration & Professional Standards
Amy Anderson	Executive Assistant

### DEVELOPMENT

Michael Seguin	Senior Technology Manager
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### EDUCATION & TRAINING

Gail Hargis	Education & Training Coordinator
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### FINANCE

Ron Greenslade	Director of Accounting & Benefits Administration
Betty Agcaoili	Accountant

### GOVERNMENT AFFAIRS

Heather Schiffman	Director of Government & Public Affairs
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### MARKETING & COMMUNICATIONS

Susan Berg	Director of Marketing & Communication
Chris D'Apice	Marketing Coordinator & Graphic Designer

### MEMBERSHIP SERVICES

Jason Catalano	Director of Member Relations
David Cardin	Director of Member Services
Christopher Dickson	Senior Member Services Representative & Trainer
Cici Conmy	Member Services Specialist
Catrina Simmons	Member Services Specialist
Ciera Singleton	Member Services Specialist
Robert Morgan	Laptop & Tablet Technician
Benjamin Spaulding	Systems Administration

### MULTIPLE LISTING SERVICE

Jared White	Director of MLS Services
Phillip Kuhn	Support Analyst & MLS Administrator
Angel Lara	MLS Compliance Administrator



JANUARY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	23	16	11	11	\$2,369,636	\$2,431,714	\$2,369,636	-2.60%			2	2	\$826,500	\$798,000	\$826,500	3.60%
BLACKHAWK	10	7	9	9	\$2,813,144	\$1,607,833	\$2,813,144	75%	1	1		0		\$904,500		
CLAYTON	11	9	9	9	\$1,005,356	\$960,571	\$1,005,356	4.70%	3	2		0		\$600,000		
CONCORD	93	75	63	63	\$755,697	\$640,886	\$755,697	17.90%	32	29	24	24	\$363,025	\$333,681	\$363,025	8.80%
DANVILLE	70	42	37	37	\$1,797,554	\$1,502,341	\$1,797,554	19.70%	11	13	12	12	\$784,000	\$682,500	\$784,000	14.90%
DIABLO	2	2	1	1	\$4,700,000	\$2,400,000	\$4,700,000	95.80%				0		\$1,100,000		
LAFAYETTE	20	20	21	21	\$2,134,190	\$1,838,434	\$2,134,190	16.10%	6	1	1	1	\$965,000	\$1,806,343	\$965,000	-46.60%
MARTINEZ	28	16	28	28	\$832,125	\$832,527	\$832,125		15	10	11	11	\$454,182	\$421,360	\$454,182	7.80%
PACHECO	1	1	2	2	\$712,500	\$576,444	\$712,500	23.60%			1	1	\$510,000	\$359,950	\$510,000	41.70%
MORAGA/CANYON	19	13	12	12	\$1,637,742	\$1,609,778	\$1,637,742	1.70%	9	4	5	5	\$664,080	\$586,586	\$664,080	13.20%
ORINDA	11	11	12	12	\$1,943,677	\$1,820,917	\$1,943,677	6.70%	2	1				\$1,495,000		
PLEASANT HILL	24	20	28	28	\$968,085	\$791,000	\$968,085	22.40%	12	10	7	7	\$568,298	\$438,500	\$568,298	29.60%
ROSSMOOR	1					\$1,847,898			45	43	27	27	\$483,824	\$645,971	\$483,824	-25.10%
SAN RAMON	53	43	35	35	\$1,432,801	\$1,212,048	\$1,432,801	18.20%	34	31	22	22	\$665,261	\$700,500	\$665,261	-5%
WALNUT CREEK	54	45	39	39	\$1,322,485	\$1,178,708	\$1,322,485	12.20%	63	49	40	40	\$584,423	\$585,148	\$584,423	-0.10%

FEBRUARY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	33	20	14	25	\$2,671,071	\$2,085,823	\$2,538,440	21.70%		1	1	3	\$765,000	\$723,000	\$806,000	11.50%
BLACKHAWK	15	9	8	17	\$2,986,875	\$1,839,850	\$2,894,900	57.30%			1	1	\$1,228,000	\$869,667	\$1,228,000	41.20%
CLAYTON	16	12	9	18	\$980,556	\$971,533	\$992,956	2.20%	3	1	2	2	\$747,500	\$563,333	\$747,500	32.70%
CONCORD	86	83	77	140	\$778,033	\$657,721	\$767,982	16.80%	29	23	22	46	\$371,830	\$340,594	\$367,236	7.80%
DANVILLE	77	87	49	86	\$1,855,727	\$1,484,553	\$1,830,699	23.30%	23	19	7	19	\$949,000	\$720,850	\$844,789	17.20%
DIABLO	3	2	1	2	\$2,400,000	\$2,056,250	\$3,550,000	72.60%				0		\$1,100,000		
LAFAYETTE	31	31	27	48	\$2,043,560	\$1,923,218	\$2,083,211	8.30%	6	4		1		\$1,626,372	\$965,000	-40.70%
MARTINEZ	32	37	24	52	\$850,563	\$735,203	\$840,635	14.30%	20	15	10	21	\$491,400	\$400,677	\$471,905	17.80%
PACHECO	1	1	1	3	\$724,000	\$622,629	\$716,333	15%				1		\$377,475	\$510,000	35.10%
MORAGA/CANYON	13	14	13	25	\$1,742,692	\$1,537,473	\$1,692,316	10.10%	6	5	4	9	\$656,250	\$678,717	\$660,600	-2.70%
ORINDA	26	22	11	23	\$2,039,409	\$1,712,589	\$1,989,462	16.20%	1		1	1	\$1,411,100	\$1,065,000	\$1,411,100	32.50%
PLEASANT HILL	35	28	19	47	\$974,158	\$804,611	\$970,540	20.60%	11	12	8	15	\$546,725	\$494,089	\$556,792	12.70%
ROSSMOOR		2				\$1,601,265			60	37	45	72	\$521,330	\$610,626	\$507,265	-16.90%
SAN RAMON	64	49	32	67	\$1,479,122	\$1,188,279	\$1,454,924	22.40%	25	28	25	47	\$650,456	\$699,722	\$657,386	-6.10%
WALNUT CREEK	61	44	37	76	\$1,415,919	\$1,185,660	\$1,367,973	15.40%	54	42	47	87	\$614,079	\$624,467	\$600,444	-3.80%

MARCH	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	47	41	27	52	\$2,860,506	\$2,029,777	\$2,705,666	33.30%				3		\$773,143	\$806,000	4.20%
BLACKHAWK	19	16	13	30	\$2,629,461	\$1,775,405	\$2,779,876	56.60%	1			1		\$869,667	\$1,228,000	41.20%
CLAYTON	20	19	14	32	\$1,023,254	\$943,491	\$1,006,211	6.60%		2	1	3	\$590,000	\$548,000	\$695,000	26.80%
CONCORD	112	109	105	245	\$854,301	\$682,760	\$804,976	17.90%	46	39	32	78	\$363,944	\$353,752	\$365,885	3.40%
DANVILLE	116	113	91	177	\$1,844,862	\$1,493,816	\$1,837,981	23%	24	15	19	38	\$864,579	\$795,650	\$854,684	7.40%
DIABLO	9	2	3	5	\$1,501,250	\$2,028,125	\$2,320,750	14.40%						\$1,100,000		
LAFAYETTE	62	49	27	75	\$2,040,506	\$1,815,131	\$2,067,837	13.90%	2	3	3	4	\$975,833	\$1,477,941	\$973,125	-34.20%
MARTINEZ	37	32	32	84	\$858,230	\$717,603	\$847,338	18.10%	12	19	20	41	\$495,950	\$423,671	\$483,634	14.20%
PACHECO	1		1	4	\$670,000	\$636,778	\$704,750	10.70%	1			1		\$350,983	\$510,000	45.30%
MORAGA/CANYON	19	15	12	37	\$2,042,417	\$1,592,236	\$1,805,862	13.40%	13	10	4	13	\$717,750	\$720,053	\$678,185	-5.80%
ORINDA	38	43	28	51	\$2,062,920	\$1,800,038	\$2,029,792	12.80%	2	2		1		\$1,177,500	\$1,411,100	19.80%
PLEASANT HILL	46	48	37	84	\$1,023,336	\$866,307	\$993,795	14.70%	8	7	14	29	\$624,679	\$515,024	\$589,565	14.50%
ROSSMOOR	2	1	1	1	\$1,950,000	\$1,500,949	\$1,950,000	29.90%	52	57	43	115	\$511,523	\$601,500	\$508,857	-15.40%
SAN RAMON	104	88	61	128	\$1,683,200	\$1,273,743	\$1,563,712	22.80%	42	36	30	77	\$818,567	\$687,515	\$720,184	4.80%
WALNUT CREEK	94	92	55	131	\$1,595,991	\$1,221,752	\$1,463,706	19.80%	72	68	48	135	\$630,133	\$608,497	\$611,000	0.40%

APRIL	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	53	34	43	95	\$2,598,993	\$1,995,639	\$2,657,383	33.20%	1			3		\$760,743	\$806,000	5.90%
BLACKHAWK	13	14	15	45	\$2,139,933	\$1,773,366	\$2,566,562	44.70%	1			1		\$869,667	\$1,228,000	41.20%
CLAYTON	19	12	20	52	\$1,112,650	\$946,050	\$1,047,149	10.70%	1	1	2	5	\$627,500	\$551,857	\$668,000	21%
CONCORD	129	100	101	346	\$864,185	\$685,973	\$822,259	19.90%	39	36	41	119	\$386,793	\$354,206	\$373,089	5.30%
DANVILLE	104	81	97	274	\$2,044,742	\$1,499,030	\$1,911,177	27.50%	20	22	20	58	\$898,294	\$812,077	\$869,722	7.10%
DIABLO	3	3	3	8	\$3,475,000	\$3,018,056	\$2,753,594	-8.80%						\$1,100,000		
LAFAYETTE	51	38	51	126	\$2,123,501	\$1,830,648	\$2,090,368	14.20%	3	3	4	8	\$1,213,750	\$1,453,642	\$1,093,437	-24.80%
MARTINEZ	50	48	40	124	\$945,026	\$716,562	\$878,850	22.60%	21	15	14	55	\$561,857	\$427,113	\$503,545	17.90%
PACHECO				4		\$632,861	\$704,750	11.40%	2	2	1	2	\$451,000	\$360,488	\$480,500	33.30%
MORAGA/CANYON	18	17	17	54	\$1,957,529	\$1,558,581	\$1,853,609	18.90%	9	11	13	26	\$740,846	\$687,466	\$709,515	3.20%
ORINDA	56	45	40	91	\$2,288,622	\$1,749,445	\$2,143,563	22.50%		1	2	3	\$1,017,500	\$1,177,500	\$1,148,700	-2.40%
PLEASANT HILL	39	34	48	132	\$1,120,479	\$887,389	\$1,039,862	17.20%	17	11	8	37	\$691,031	\$527,365	\$611,504	16%
ROSSMOOR	1	1	2	3	\$1,767,500	\$1,537,759	\$1,828,333	18.90%	59	58	56	171	\$621,305	\$614,696	\$545,682	-11.20%
SAN RAMON	128	106	88	216	\$1,691,914	\$1,270,331	\$1,615,942	27.20%	38	35	35	112	\$784,511	\$688,231	\$740,286	7.60%
WALNUT CREEK	85	75	94	225	\$1,519,287	\$1,240,289	\$1,486,926	19.90%	73	62	67	202	\$642,873	\$610,290	\$621,572	1.80%



MAY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	37	37	33	128	\$2,655,582	\$2,026,305	\$2,656,918	31.10%	1	2		3		\$799,176	\$806,000	0.90%
BLACKHAWK	16	12	16	61	\$2,310,019	\$1,681,319	\$2,499,272	48.60%	2	1		1		\$869,667	\$1,228,000	41.20%
CLAYTON	25	20	9	61	\$1,153,167	\$933,923	\$1,062,791	13.80%	4	1	2	7	\$640,000	\$566,445	\$660,000	16.50%
CONCORD	118	111	101	447	\$883,083	\$686,324	\$836,003	21.80%	40	42	30	149	\$439,841	\$362,036	\$386,529	6.80%
DANVILLE	75	84	80	354	\$2,037,997	\$1,489,856	\$1,939,837	30.20%	24	20	21	79	\$941,167	\$812,675	\$888,714	9.40%
DIABLO	2	3	3	11	\$4,479,167	\$3,056,250	\$3,224,205	5.50%						\$1,100,000		
LAFAYETTE	44	49	43	169	\$2,361,015	\$1,870,526	\$2,159,231	15.40%	4	3	4	12	\$1,148,751	\$1,414,096	\$1,111,875	-21.40%
MARTINEZ	47	41	37	161	\$885,896	\$707,300	\$880,469	24.50%	17	17	15	70	\$549,163	\$424,367	\$513,321	21%
PACHECO	2	2		4		\$629,321	\$704,750	12%	3	1	1	3	\$410,000	\$360,488	\$457,000	26.80%
MORAGA/CANYON	20	18	27	81	\$1,966,815	\$1,559,518	\$1,891,344	21.30%	9	11	9	35	\$938,556	\$668,542	\$768,411	14.90%
ORINDA	36	43	49	140	\$2,362,569	\$1,774,302	\$2,220,215	25.10%	2	1	1	4	\$1,413,365	\$1,177,500	\$1,214,866	3.20%
PLEASANT HILL	46	37	33	165	\$1,188,530	\$886,811	\$1,069,596	20.60%	8	10	13	50	\$621,945	\$534,044	\$614,219	15%
ROSSMOOR			1	4	\$1,708,500	\$1,537,759	\$1,798,375	16.90%	52	49	51	222	\$649,775	\$606,880	\$569,595	-6.10%
SAN RAMON	86	75	98	314	\$1,673,946	\$1,251,606	\$1,634,045	30.60%	50	47	43	155	\$766,174	\$688,424	\$747,468	8.60%
WALNUT CREEK	82	79	71	296	\$1,538,005	\$1,213,104	\$1,499,178	23.60%	79	75	62	264	\$676,110	\$607,292	\$634,380	4.50%

JUNE	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	35	32	40	168	\$3,055,997	\$2,085,062	\$2,751,937	32%	1		2	5	\$990,500	\$803,412	\$879,800	9.50%
BLACKHAWK	18	19	11	72	\$2,579,545	\$1,738,978	\$2,511,536	44.40%	2	1	1	2	\$1,125,000	\$869,667	\$1,176,500	35.30%
CLAYTON	15	14	21	82	\$1,222,024	\$951,078	\$1,103,570	16%	4	3	2	9	\$690,500	\$566,182	\$666,778	17.80%
CONCORD	153	119	108	555	\$912,485	\$687,026	\$850,886	23.90%	47	37	46	195	\$431,072	\$360,719	\$397,037	10.10%
DANVILLE	85	71	88	442	\$2,057,657	\$1,519,256	\$1,963,294	29.20%	29	23	24	103	\$1,031,155	\$808,447	\$921,904	14%
DIABLO	3	4	3	14	\$3,566,667	\$3,007,397	\$3,297,589	9.60%						\$1,100,000		
LAFAYETTE	56	37	44	213	\$2,083,120	\$1,830,746	\$2,143,508	17.10%	4	3	4	16	\$1,220,000	\$1,374,156	\$1,138,906	-17.10%
MARTINEZ	56	44	54	215	\$945,463	\$702,659	\$896,793	27.60%	12	10	19	89	\$612,876	\$428,720	\$534,574	24.70%
PACHECO	5	1	2	6	\$718,000	\$619,081	\$709,167	14.60%	1	3	1	4	\$392,500	\$360,488	\$440,875	22.30%
MORAGA/CANYON	26	20	13	94	\$1,845,231	\$1,565,252	\$1,884,967	20.40%	15	11	13	48	\$861,846	\$703,929	\$793,717	12.80%
ORINDA	43	34	43	183	\$2,425,586	\$1,826,903	\$2,268,472	24.20%	2	3	1	5	\$1,500,000	\$1,177,500	\$1,271,893	8%
PLEASANT HILL	43	28	31	196	\$1,152,152	\$904,650	\$1,082,653	19.70%	12	7	8	58	\$599,125	\$533,863	\$612,137	14.70%
ROSSMOOR		1		4		\$1,537,759	\$1,798,375	16.90%	63	54	63	285	\$624,085	\$597,529	\$581,641	-2.70%
SAN RAMON	84	87	90	404	\$1,782,280	\$1,248,344	\$1,667,068	33.50%	49	37	45	200	\$776,856	\$688,921	\$754,080	9.50%
WALNUT CREEK	84	62	82	378	\$1,544,912	\$1,229,465	\$1,509,099	22.70%	71	62	75	339	\$654,198	\$609,178	\$638,765	4.90%

JULY	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	27	20	32	200	\$2,584,037	\$2,058,553	\$2,725,073	32.40%	1	1		5	\$0	\$803,412	\$879,800	9.50%
BLACKHAWK	20	13	18	90	\$2,290,611	\$1,773,554	\$2,467,351	39.10%	1	2	1	3	\$1,150,000	\$869,667	\$1,167,667	34.30%
CLAYTON	19	16	11	93	\$1,296,364	\$931,776	\$1,126,374	20.90%		1	2	11	\$734,000	\$569,077	\$679,000	19.30%
CONCORD	136	112	134	689	\$874,116	\$698,153	\$855,404	22.50%	52	46	40	235	\$449,597	\$359,741	\$405,983	12.90%
DANVILLE	83	65	77	519	\$2,143,525	\$1,542,787	\$1,990,034	29%	16	20	20	123	\$929,138	\$803,863	\$923,080	14.80%
DIABLO	3		3	17	\$2,941,667	\$3,130,657	\$3,234,780	3.30%						\$1,100,000		
LAFAYETTE	52	48	45	258	\$2,240,719	\$1,877,622	\$2,160,464	15.10%	4	4	2	18	\$790,000	\$1,375,459	\$1,100,139	-20%
MARTINEZ	49	46	44	259	\$992,804	\$709,510	\$913,104	28.70%	17	14	11	100	\$577,202	\$438,253	\$539,263	23%
PACHECO	3	2	1	7	\$772,000	\$631,278	\$718,143	13.80%		1	2	6	\$437,500	\$360,488	\$439,750	22%
MORAGA/CANYON	19	20	23	117	\$2,061,652	\$1,574,007	\$1,919,700	22%	19	12	11	59	\$821,182	\$752,182	\$798,837	6.20%
ORINDA	57	43	31	214	\$2,397,613	\$1,862,293	\$2,287,179	22.80%	1	1	4	9	\$473,500	\$1,177,500	\$917,052	-22.10%
PLEASANT HILL	41	34	34	230	\$1,076,324	\$915,096	\$1,081,717	18.20%	18	14	7	65	\$732,786	\$550,673	\$625,130	13.50%
ROSSMOOR			1	5	\$1,580,000	\$1,537,759	\$1,754,700	14.10%	53	45	47	332	\$571,436	\$588,643	\$580,196	-1.40%
SAN RAMON	91	71	81	485	\$1,807,408	\$1,261,463	\$1,690,506	34%	40	30	39	239	\$910,128	\$688,434	\$779,544	13.20%
WALNUT CREEK	70	62	63	441	\$1,582,688	\$1,250,118	\$1,519,612	21.60%	80	52	63	402	\$674,795	\$608,395	\$644,411	5.90%

AUGUST	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	28	29	19	219	\$2,676,579	\$2,169,829	\$2,720,866	25.40%			1	6	\$1,121,000	\$803,412	\$920,000	14.50%
BLACKHAWK	13	12	13	103	\$2,929,231	\$1,792,342	\$2,525,646	40.90%			2	5	\$1,068,250	\$869,667	\$1,127,900	29.70%
CLAYTON	10	9	14	107	\$1,020,857	\$930,994	\$1,112,568	19.50%	5			11		\$581,643	\$679,000	16.70%
CONCORD	117	123	98	787	\$839,010	\$706,111	\$853,362	20.90%	37	36	37	272	\$456,503	\$362,566	\$412,855	13.90%
DANVILLE	50	54	62	581	\$2,014,307	\$1,551,791	\$1,992,624	28.40%	10	10	16	139	\$959,188	\$795,742	\$927,237	16.50%
DIABLO	2	1	1	18	\$1,799,000	\$3,195,509	\$3,155,014	-1.30%						\$1,100,000		
LAFAYETTE	31	35	36	294	\$2,107,444	\$1,924,549	\$2,153,971	11.90%	1	1	3	21	\$1,136,000	\$1,321,317	\$1,105,262	-16.40%
MARTINEZ	54	46	39	298	\$854,572	\$727,072	\$905,444	24.50%	12	15	16	116	\$509,781	\$438,621	\$535,197	22%
PACHECO	1	3	2	9	\$705,000	\$636,346	\$715,222	12.40%			2	8	\$507,500	\$360,488	\$456,688	26.70%
MORAGA/CANYON	15	18	16	133	\$1,760,188	\$1,602,588	\$1,900,511	18.60%	13	11	11	70	\$928,773	\$771,088	\$819,256	6.20%
ORINDA	34	35	47	261	\$2,008,761	\$1,865,932	\$2,237,043	19.90%	1	1		9		\$1,177,500	\$917,052	-22.10%
PLEASANT HILL	46	37	34	264	\$1,129,417	\$921,210	\$1,087,861	18.10%	14	9	14	79	\$706,571	\$551,245	\$639,562	16%
ROSSMOOR				5		\$1,537,759	\$1,754,700	14.10%	57	59	54	386	\$689,532	\$608,797	\$595,492	-2.20%
SAN RAMON	68	72	72	557	\$1,852,542	\$1,282,718	\$1,711,452	33.40%	36	32	27	266	\$906,715	\$695,705	\$792,452	13.90%
WALNUT CREEK	75	65	61	502	\$1,535,172	\$1,262,261	\$1,521,503	20.50%	44	42	52	454	\$610,002	\$611,330	\$640,470	4.80%



SEPTEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	20	16	23	242	\$2,760,000	\$2,178,875	\$2,724,585	25%				6		\$803,412	\$920,000	14.50%
BLACKHAWK	15	13	13	116	\$2,673,577	\$1,798,372	\$2,542,225	41.40%	1	1		5		\$869,667	\$1,127,900	29.70%
CLAYTON	18	14	15	122	\$1,189,897	\$934,864	\$1,122,076	20%	1	5	1	12	\$635,000	\$575,200	\$675,333	17.40%
CONCORD	109	95	112	899	\$853,896	\$713,715	\$853,429	19.60%	46	29	41	313	\$471,858	\$364,382	\$420,584	15.40%
DANVILLE	64	60	58	639	\$2,101,052	\$1,555,590	\$2,002,466	28.70%	18	10	7	146	\$1,021,214	\$796,587	\$931,742	17%
DIABLO	1	2		18		\$3,195,509	\$3,155,014	-1.30%						\$1,100,000		
LAFAYETTE	39	28	38	332	\$1,845,772	\$1,916,918	\$2,118,696	10.50%	3	4	2	23	\$1,055,000	\$1,303,588	\$1,100,891	-15.50%
MARTINEZ	49	43	42	340	\$908,813	\$740,050	\$905,860	22.40%	12	7	11	127	\$635,890	\$435,557	\$543,918	24.90%
PACHECO	3	1	1	10	\$807,575	\$639,757	\$724,458	13.20%	1			8		\$360,488	\$456,688	26.70%
MORAGA/CANYON	9	8	15	148	\$2,094,333	\$1,579,277	\$1,920,155	21.60%	11	12	14	84	\$815,135	\$750,002	\$818,569	9.10%
ORINDA	28	30	30	291	\$2,263,817	\$1,857,869	\$2,239,803	20.60%		1	1	10	\$540,000	\$1,177,500	\$879,347	-25.30%
PLEASANT HILL	38	38	38	302	\$1,073,590	\$925,434	\$1,086,065	17.40%	17	21	9	88	\$596,333	\$545,126	\$635,141	16.50%
ROSSMOOR	2	1		5		\$1,537,759	\$1,754,700	14.10%	45	46	45	431	\$632,121	\$601,974	\$599,316	-0.40%
SAN RAMON	71	55	65	622	\$1,773,849	\$1,296,625	\$1,717,972	32.50%	30	31	31	297	\$810,710	\$699,609	\$794,358	13.50%
WALNUT CREEK	56	54	60	562	\$1,498,164	\$1,278,050	\$1,519,011	18.90%	70	62	46	500	\$768,132	\$612,796	\$652,215	6.40%

OCTOBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	25	19	18	260	\$2,659,333	\$2,222,444	\$2,720,068	22.40%	1			6		\$803,412	\$920,000	14.50%
BLACKHAWK	11	11	14	130	\$2,591,103	\$1,816,915	\$2,547,489	40.20%	1		1	6	\$1,250,000	\$869,667	\$1,148,250	32%
CLAYTON	12	14	12	134	\$1,157,250	\$944,944	\$1,125,226	19.10%	2	2	3	15	\$752,667	\$581,750	\$690,800	18.70%
CONCORD	120	106	97	996	\$872,393	\$719,924	\$855,276	18.80%	35	27	28	341	\$488,214	\$362,332	\$426,137	17.60%
DANVILLE	51	53	57	696	\$2,171,954	\$1,575,761	\$2,016,346	28%	21	18	13	159	\$1,055,338	\$793,884	\$941,848	18.60%
DIABLO	5	2	2	20	\$2,325,000	\$3,195,509	\$3,072,013	-3.90%						\$1,100,000		
LAFAYETTE	26	30	28	360	\$1,980,810	\$1,903,741	\$2,107,971	10.70%	1	3	3	26	\$1,200,000	\$1,235,806	\$1,112,327	-10%
MARTINEZ	51	41	45	385	\$874,322	\$744,123	\$902,174	21.20%	15	20	6	133	\$603,167	\$444,240	\$546,591	23%
PACHECO	3	6	3	13	\$670,000	\$637,637	\$711,890	11.60%	1			8		\$360,488	\$456,688	26.70%
MORAGA/CANYON	15	17	10	158	\$1,756,500	\$1,587,587	\$1,909,797	20.30%	7	9	10	94	\$723,600	\$743,500	\$808,466	8.70%
ORINDA	28	29	31	322	\$2,053,377	\$1,897,800	\$2,221,855	17.10%	2		1	11	\$1,385,000	\$1,177,500	\$925,315	-21.40%
PLEASANT HILL	31	38	37	339	\$1,123,524	\$934,099	\$1,090,153	16.70%	7	6	15	103	\$710,267	\$554,036	\$646,082	16.60%
ROSSMOOR		1	3	8	\$1,279,333	\$1,537,759	\$1,576,437	2.50%	51	46	42	473	\$647,948	\$598,008	\$603,634	0.90%
SAN RAMON	45	52	58	680	\$1,816,068	\$1,302,324	\$1,726,339	32.60%	26	27	31	328	\$834,129	\$704,139	\$798,117	13.30%
WALNUT CREEK	55	58	55	617	\$1,534,306	\$1,300,353	\$1,520,374	16.90%	45	52	57	557	\$713,882	\$613,159	\$658,526	7.40%

NOVEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	9	12	19	279	\$2,570,789	\$2,193,164	\$2,709,902	23.60%	2	2		6		\$803,412	\$920,000	14.50%
BLACKHAWK	6	5	10	140	\$2,466,770	\$1,889,892	\$2,541,723	34.50%		1	1	6		\$869,667	\$1,148,250	32%
CLAYTON	10	7	12	146	\$1,295,417	\$945,776	\$1,139,214	20.50%	3	1	2	17	\$702,500	\$589,950	\$692,177	17.30%
CONCORD	73	101	99	1095	\$833,216	\$722,611	\$853,281	18.10%	30	30	40	370	\$436,159	\$362,972	\$426,923	17.60%
DANVILLE	29	38	55	751	\$1,984,149	\$1,587,676	\$2,013,988	26.90%	16	19	20	180	\$920,381	\$795,718	\$939,343	18%
DIABLO	2	4	3	23	\$2,528,333	\$3,195,509	\$3,001,098	-6.10%						\$1,100,000		
LAFAYETTE	10	18	27	387	\$2,362,222	\$1,906,310	\$2,125,710	11.50%		3	2	27	\$1,005,000	\$1,246,548	\$1,108,352	-11.10%
MARTINEZ	27	36	42	427	\$830,167	\$745,306	\$895,091	20.10%	5	5	11	152	\$537,905	\$447,311	\$545,505	22%
PACHECO	1	1	5	18	\$802,000	\$650,099	\$736,921	13.40%	2	4	2	8		\$360,488	\$456,688	26.70%
MORAGA/CANYON	8	9	16	174	\$1,931,250	\$1,591,379	\$1,911,770	20.10%	2	5	11	104	\$838,000	\$743,773	\$811,306	9.10%
ORINDA	5	10	28	350	\$2,108,704	\$1,903,303	\$2,212,803	16.30%		2	4	12	\$488,000	\$1,177,500	\$888,872	-24.50%
PLEASANT HILL	18	27	32	371	\$1,155,591	\$943,315	\$1,095,798	16.20%	4	6	7	111	\$575,250	\$554,991	\$640,977	15.50%
ROSSMOOR	1			8		\$1,537,759	\$1,576,437	2.50%	44	48	47	519	\$600,152	\$604,690	\$603,326	-0.20%
SAN RAMON	24	31	54	734	\$1,693,046	\$1,309,633	\$1,723,890	31.60%	17	22	39	358	\$746,000	\$704,091	\$793,750	12.70%
WALNUT CREEK	46	49	57	674	\$1,548,746	\$1,308,605	\$1,522,774	16.40%	52	54	63	608	\$651,689	\$620,934	\$657,952	6%

DECEMBER	SINGLE FAMILY								TOWNHOUSE & CONDO							
	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-	Active	Pending	Closed	YTD Closed	Avg. Sale Price	YTD 2020	YTD 2021	+/-
ALAMO	8	11	14	293	\$2,976,143	\$2,182,428	\$2,722,623	24.80%			2	8	\$839,500	\$803,412	\$899,875	12%
BLACKHAWK	3	2	3	143	\$2,048,333	\$1,885,434	\$2,531,372	34.30%			1	7	\$1,240,000	\$869,667	\$1,161,357	33.50%
CLAYTON	8	12	11	157	\$1,043,455	\$947,247	\$1,132,505	19.60%	1	3	3	20	\$652,167	\$589,950	\$686,175	16.30%
CONCORD	42	49	94	1189	\$884,716	\$725,633	\$855,766	17.90%	24	32	26	396	\$398,467	\$365,635	\$425,054	16.30%
DANVILLE	29	23	32	783	\$2,211,125	\$1,593,398	\$2,022,045	26.90%	4	3	14	194	\$928,107	\$799,762	\$938,532	17.40%
DIABLO	1	2	3	26	\$4,234,376	\$3,195,509	\$3,143,399	-1.60%						\$1,100,000		
LAFAYETTE	14	14	19	406	\$2,371,316	\$1,918,362	\$2,137,203	11.40%	2	2	3	30	\$1,363,333	\$1,246,548	\$1,133,850	-9%
MARTINEZ	14	21	26	453	\$871,458	\$755,691	\$893,735	18.30%	5	5	7	159	\$575,416	\$447,414	\$546,822	22.20%
PACHECO	2	2		18		\$651,762	\$736,921	13.10%			4	12	\$472,750	\$360,488	\$462,042	28.20%
MORAGA/CANYON	4	6	8	182	\$2,040,500	\$1,588,717	\$1,917,428	20.70%	4	5	5	109	\$779,400	\$751,713	\$809,842	7.70%
ORINDA	6	6	9	359	\$2,464,444	\$1,890,989	\$2,219,111	17.40%			1	13	\$700,000	\$1,177,500	\$874,343	-25.70%
PLEASANT HILL	9	6	23	394	\$1,212,283	\$953,692	\$1,102,598	15.60%	3	4	5	116	\$663,800	\$554,821	\$641,961	15.70%
ROSSMOOR	1	1		8		\$1,537,759	\$1,576,437	2.50%	26	37	47	566	\$563,596	\$599,400	\$600,027	0.10%
SAN RAMON	28	27	28	762	\$1,968,536	\$1,311,054	\$1,732,879	32.20%	12	12	16	374	\$889,675	\$693,668	\$797,853	15%
WALNUT CREEK	27	31	42	716	\$1,490,390	\$1,307,600	\$1,520,874	16.30%	39	40	47	655	\$647,858	\$619,237	\$657,228	6.10%





**CCAR**

1870 Olympic Blvd.  
Suite 200  
Walnut Creek, CA 94596