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# **HOUSING REPORT**

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**SAN FRANCISCO METRO**  
**SEPTEMBER 2020**

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## The Real State of USA Real Estate

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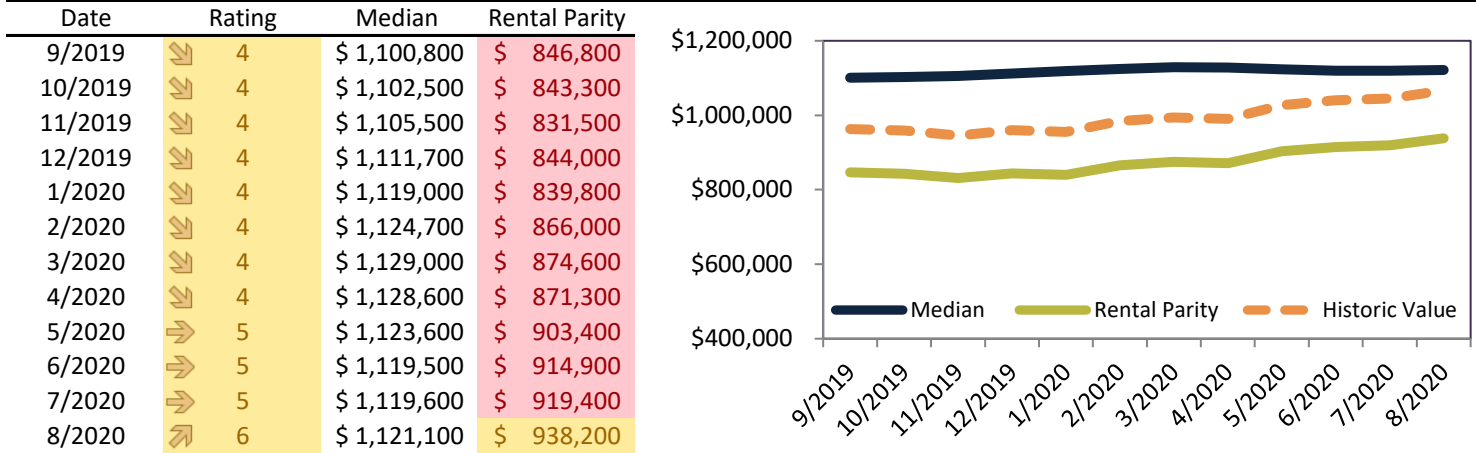
63	.....	TAIT Housing Market Report Interpretation
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## San Francisco Metro, CA Housing Market Value & Trends Update

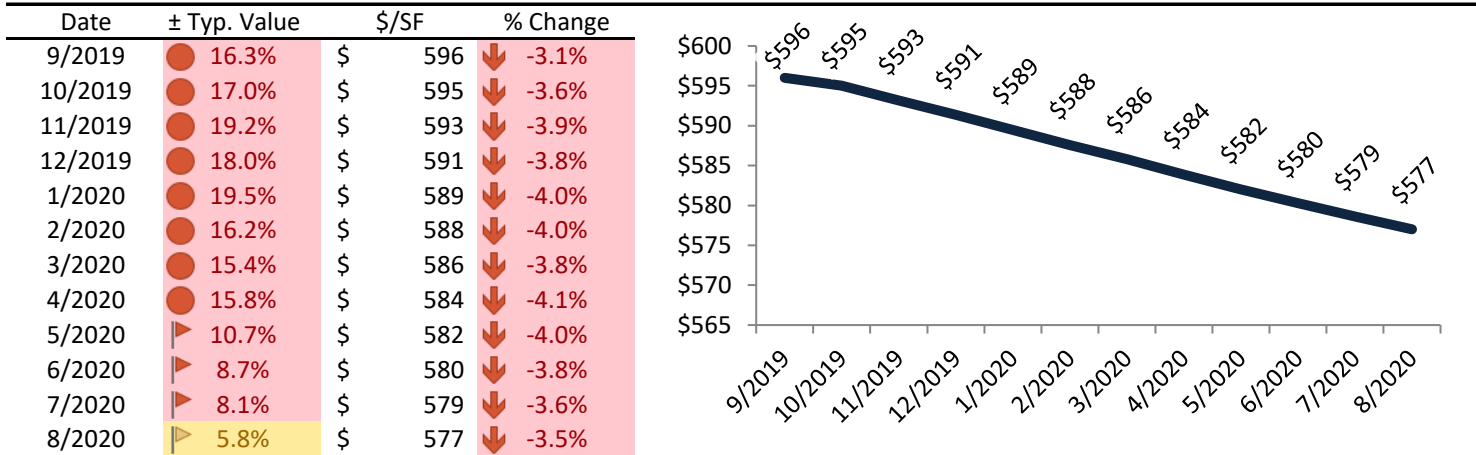
Historically, properties in this market sell at a 13.7% premium. Today's premium is 19.5%. This market is 5.8% overvalued. Median home price is \$1,121,100, and resale \$/SF is \$577/SF. Prices fell 3.5% year-over-year. Monthly cost of ownership is \$4,453, and rents average \$3,727, making owning \$726 per month more costly than renting. Rents rose 3.3% year-over-year. The current capitalization rate (rent/price) is 3.2%.

Market rating = 6

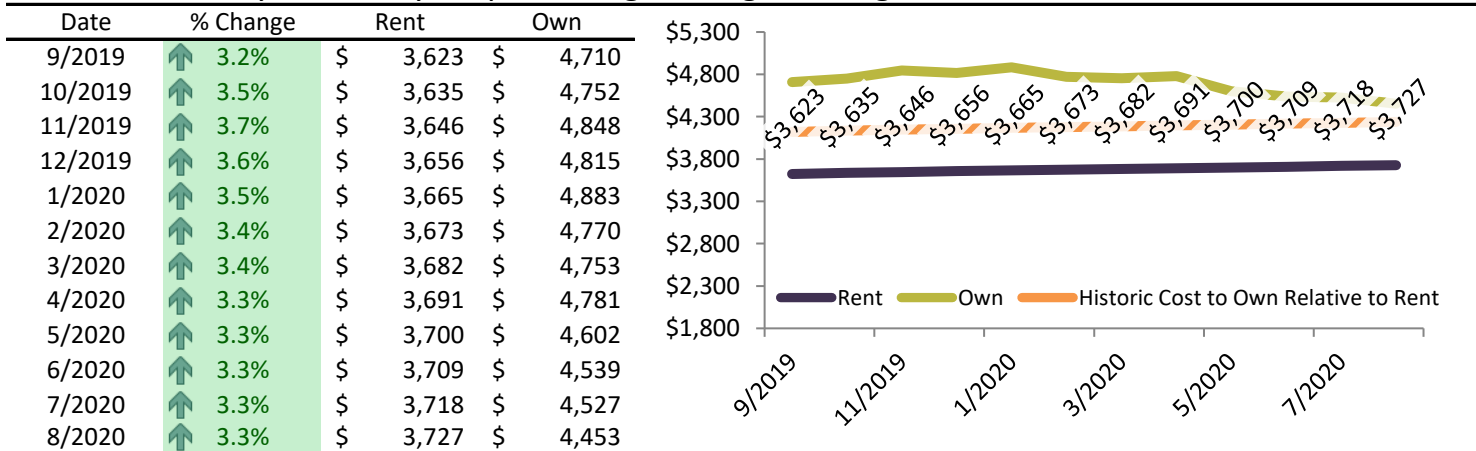
### Median Home Price and Rental Parity trailing twelve months



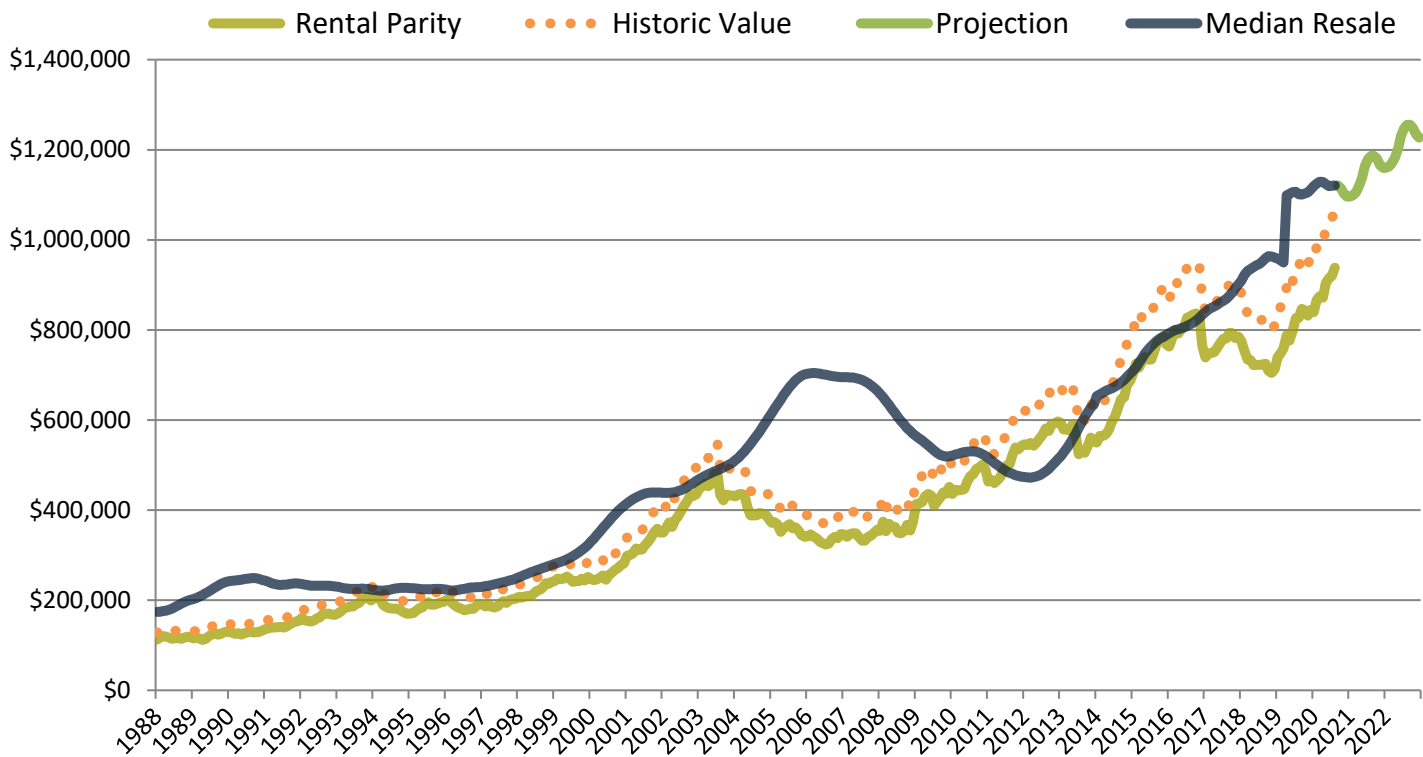
### Resale \$/SF and year-over-year percentage change trailing twelve months



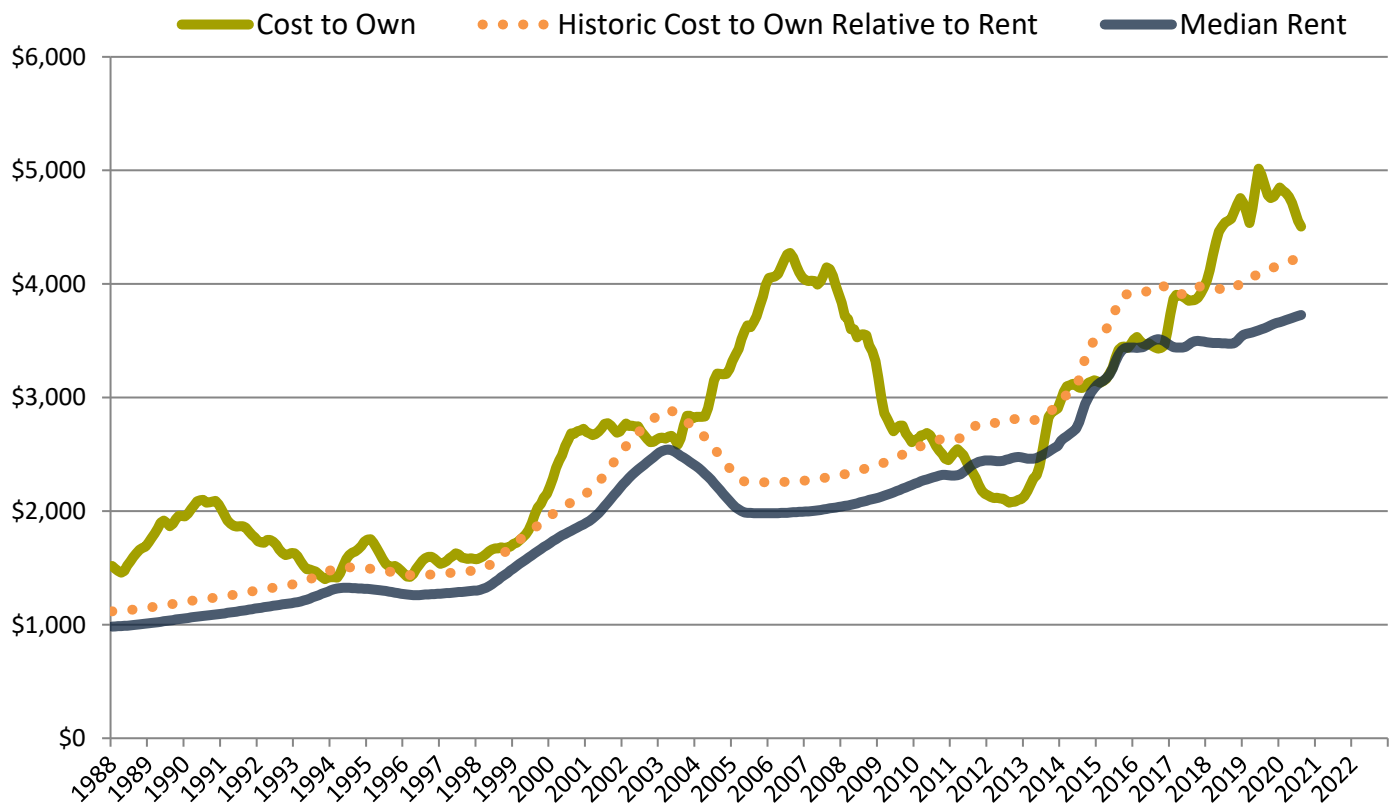
### Rental rate and year-over-year percentage change trailing twelve months



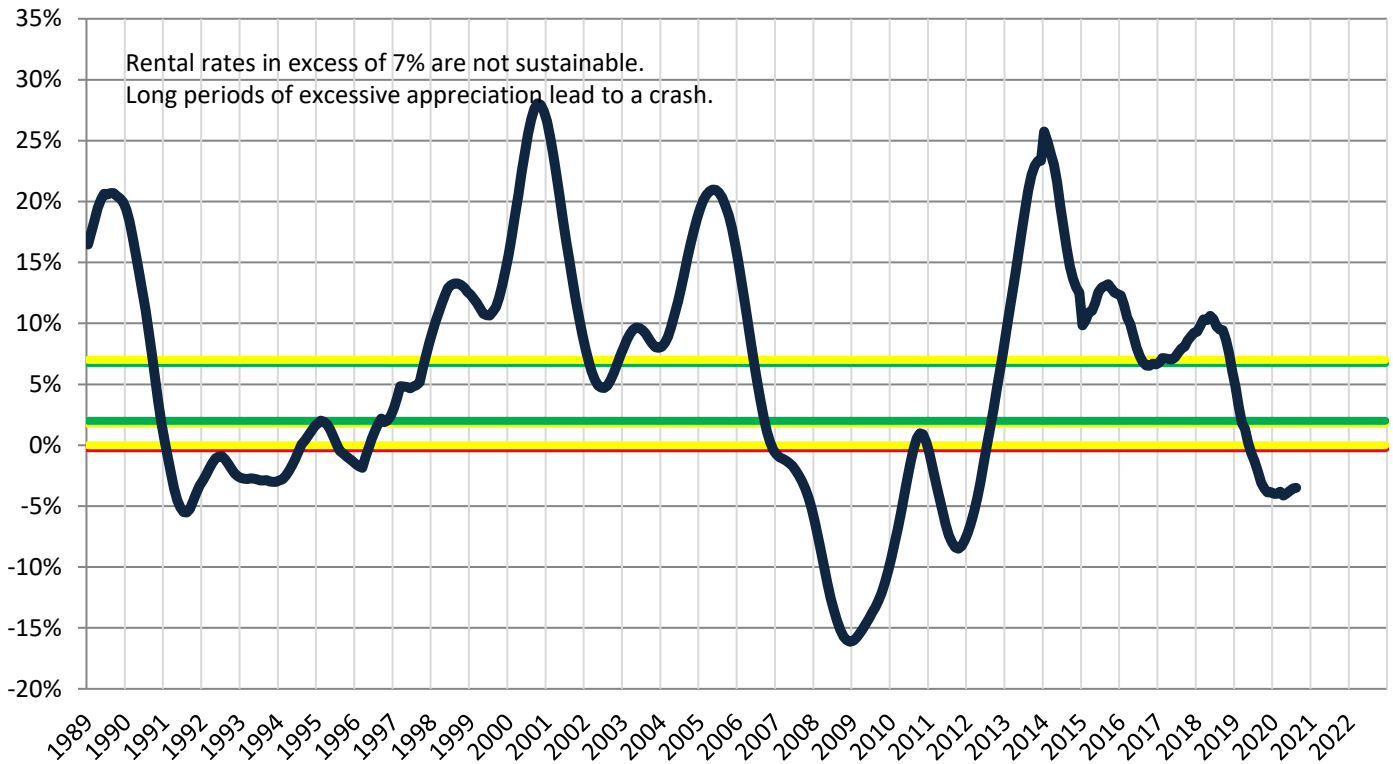
San Francisco Metro, CA median home price since January 1988



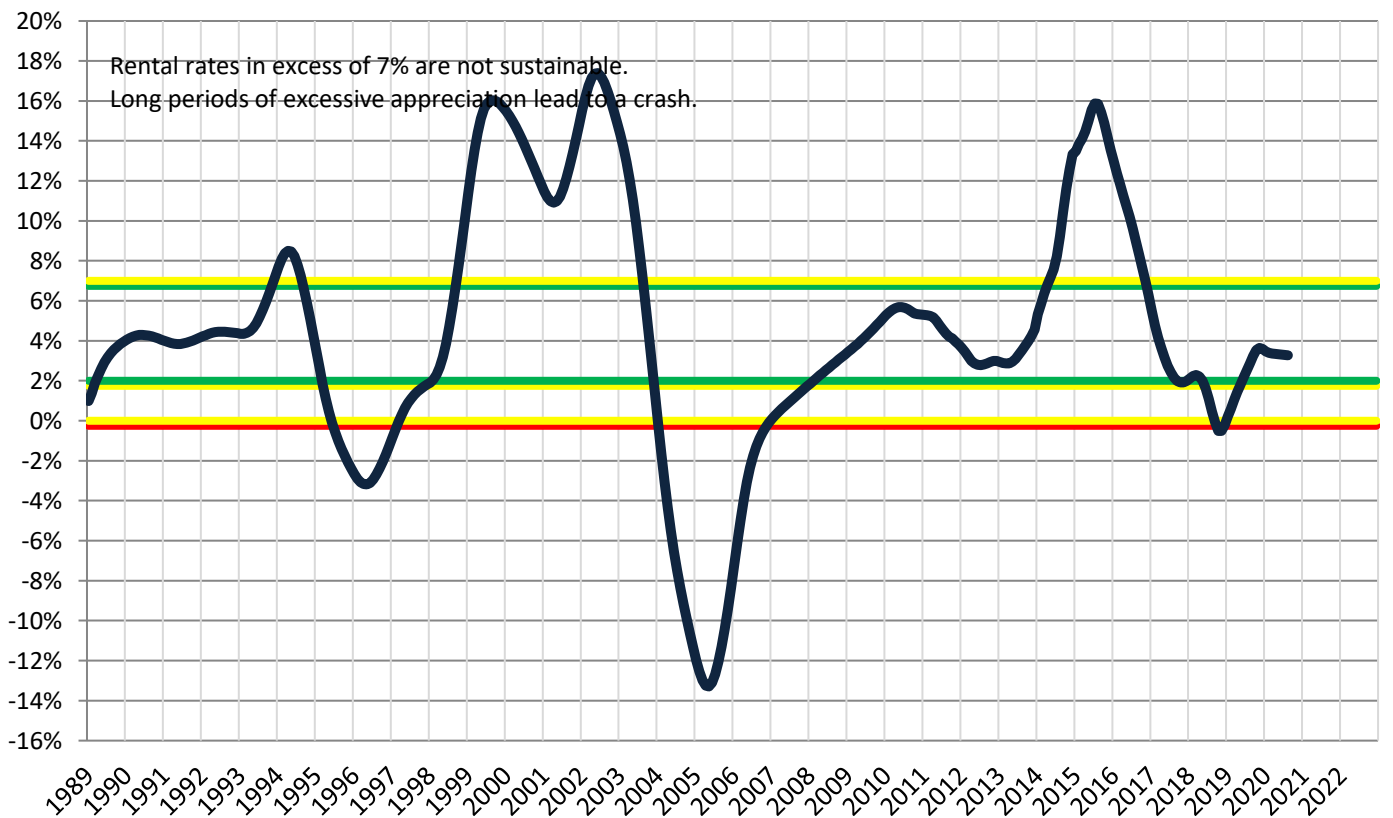
San Francisco Metro, CA median rent and monthly cost of ownership since January 1988



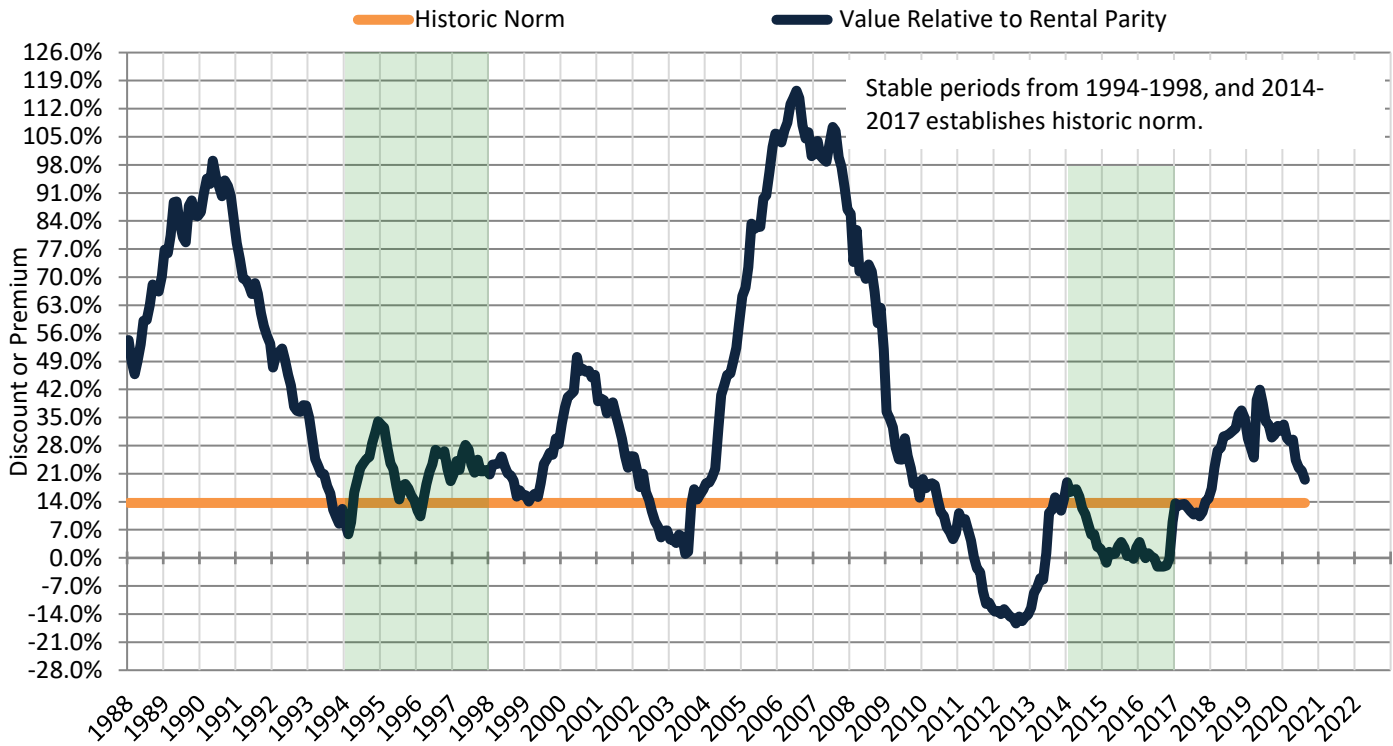
Resale \$/SF Year-over-Year Percentage Change: San Francisco Metro, CA since January 1989



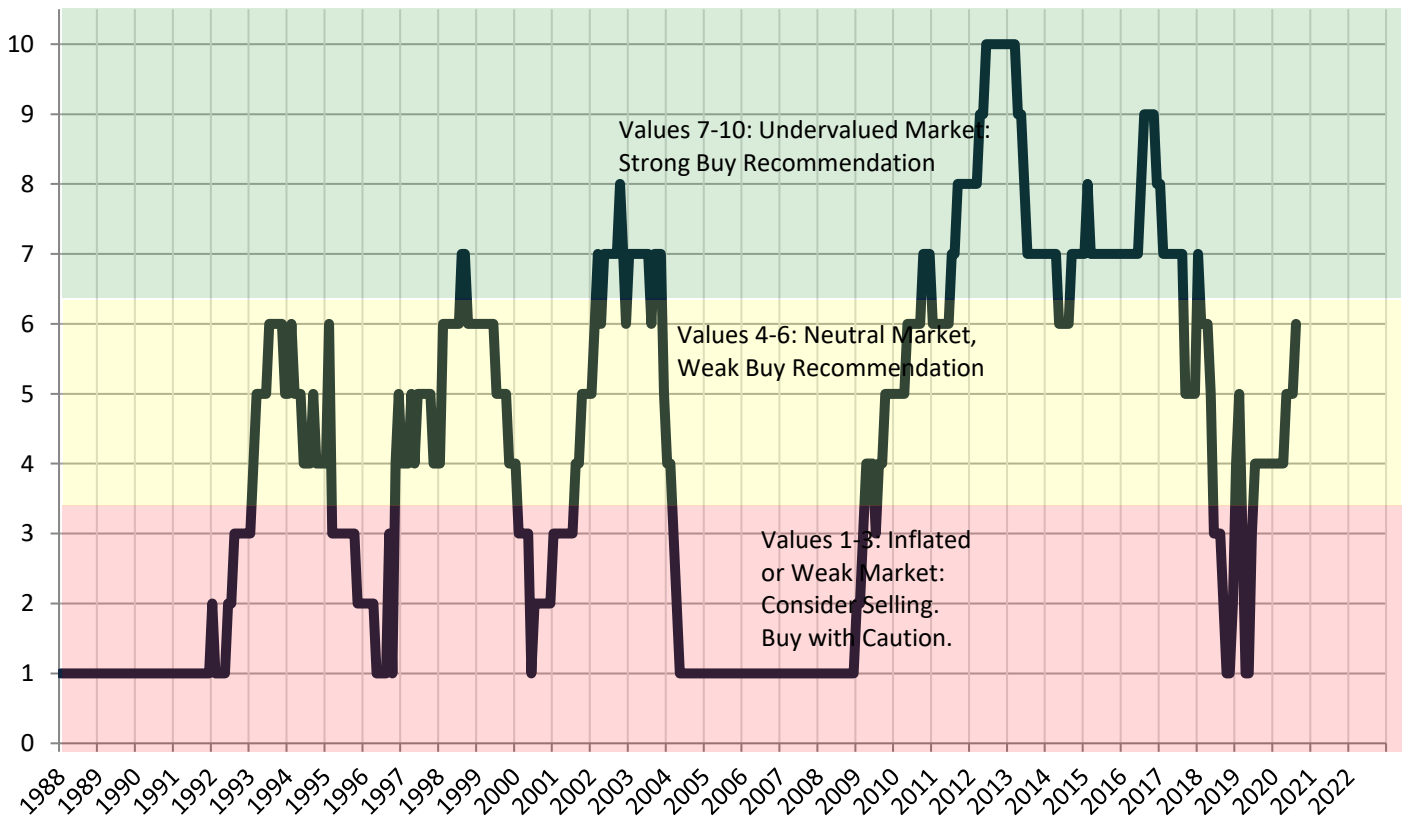
Rental \$/SF Year-over-Year Percentage Change: San Francisco Metro, CA since January 1989



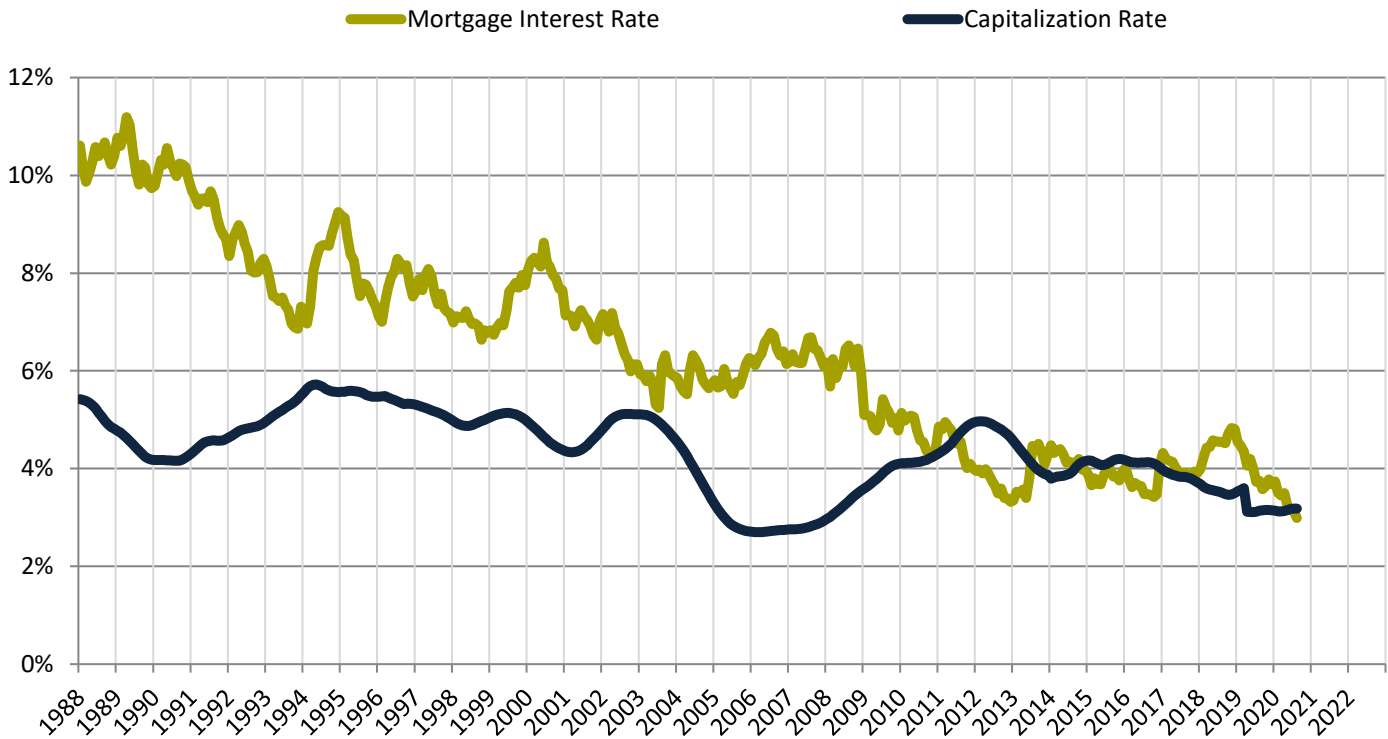
Historic Median Home Price Relative to Rental Parity: San Francisco Metro, CA since January 1988



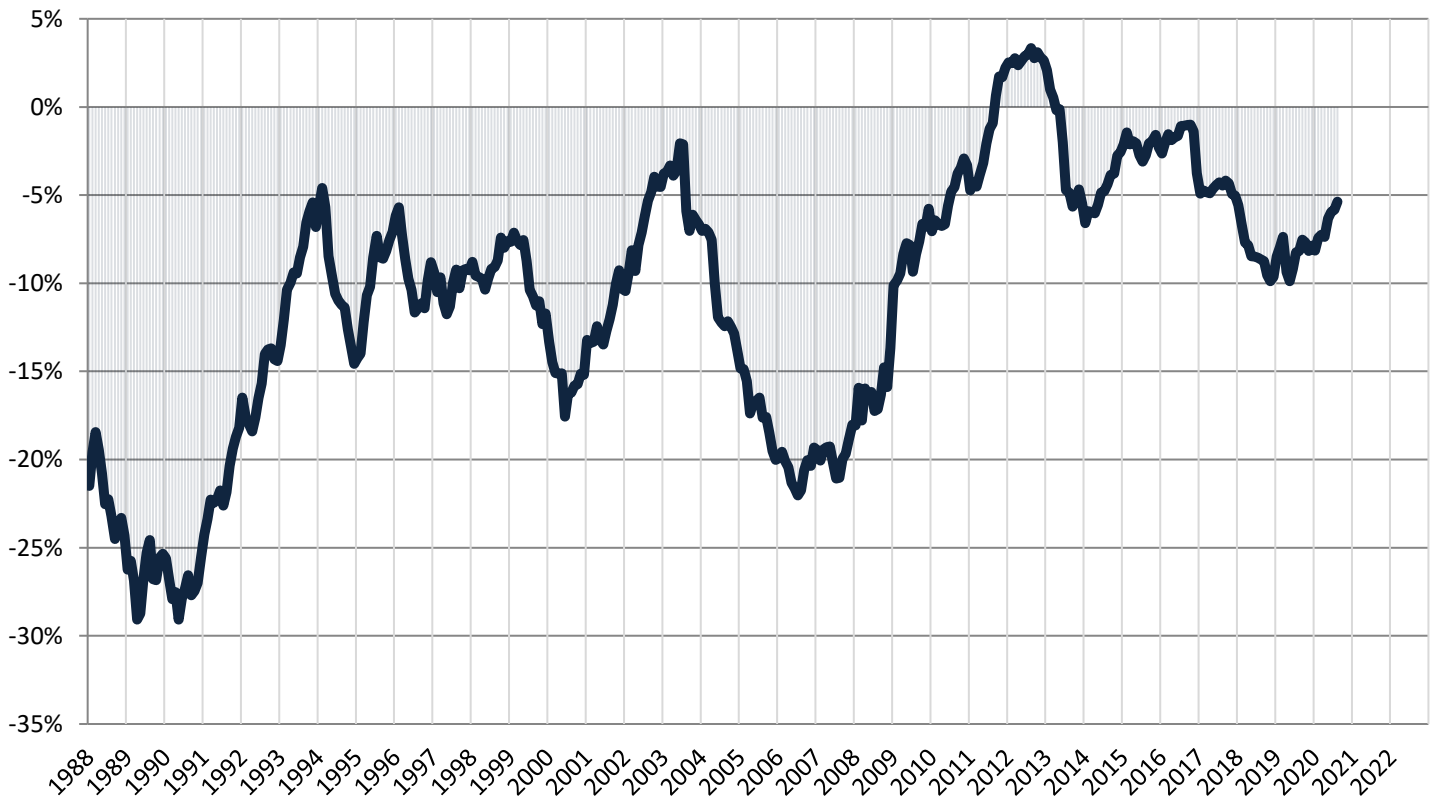
TAIT Housing Report® Market Timing System Rating: San Francisco Metro, CA since January 1988



Cash Investor Capitalization Rate: San Francisco Metro, CA since January 1988



Financed Investor Cash-on-Cash Return: San Francisco Metro, CA since January 1988





**Market Performance and Trends: San Francisco Metro, CA and Major Cities and Zips**

Study Area	Median Resale \$	Resale % Change YoY	Resale \$/SF	Rent % Change YoY	Median Rent \$	Cost of Ownership	Ownership Prem./Disc.	Cap Rate
San Francisco Metro, CA	\$ 1,121,100	↓ -3.5%	\$ 577	↑ 3.3%	\$ 3,727	\$ 4,453	\$ 726	3.2%
Alameda County	\$ 882,700	↓ -3.9%	\$ 540	↔ 1.2%	\$ 3,444	\$ 3,506	\$ 63	3.7%
Contra Costa County	\$ 714,000	↓ -1.5%	\$ 400	↑ 5.2%	\$ 3,085	\$ 2,836	\$ (248)	4.1%
Marin County County	\$ 1,206,700	↓ -2.9%	\$ 621	↑ 3.3%	\$ 4,831	\$ 4,793	\$ (37)	3.8%
San Francisco County	\$ 1,414,500	↓ -2.9%	\$ 1,015	↑ 4.7%	\$ 4,574	\$ 5,619	\$ 1,045	3.1%
San Mateo County	\$ 1,381,700	↓ -4.4%	\$ 855	↑ 4.8%	\$ 4,531	\$ 5,489	\$ 958	3.1%
Alameda	\$ 1,051,300	↓ -1.7%	\$ 609	↔ 1.4%	\$ 3,573	\$ 4,176	\$ 603	3.3%
Albany	\$ 1,095,400	↑ 2.3%	\$ 827	↑ 3.5%	\$ 3,653	\$ 4,351	\$ 698	3.2%
Antioch	\$ 495,000	↔ 0.2%	\$ 256	↑ 5.9%	\$ 2,592	\$ 1,966	\$ (626)	5.0%
Belmont	\$ 1,787,400	↓ -5.0%	\$ 924	↑ 6.1%	\$ 5,160	\$ 7,100	\$ 1,940	2.8%
Berkeley	\$ 1,327,500	↓ -0.9%	\$ 813	↑ 6.6%	\$ 4,174	\$ 5,273	\$ 1,099	3.0%
Brentwood	\$ 693,300	↔ 0.2%	\$ 267	↑ 4.3%	\$ 2,787	\$ 2,754	\$ (33)	3.9%
Burlingame	\$ 2,231,300	↓ -4.7%	\$ 1,096	↑ 5.9%	\$ 5,857	\$ 8,863	\$ 3,007	2.5%
Castro Valley	\$ 870,700	↓ -1.9%	\$ 473	↑ 2.2%	\$ 3,318	\$ 3,459	\$ 141	3.7%
Concord	\$ 565,600	↓ -1.7%	\$ 383	↑ 5.0%	\$ 3,003	\$ 2,247	\$ (756)	5.1%
Daly City	\$ 1,086,900	↔ 0.5%	\$ 787	↓ -0.1%	\$ 3,701	\$ 4,318	\$ 617	3.3%
Danville	\$ 1,801,400	↓ -5.3%	\$ 500	↑ 2.1%	\$ 4,528	\$ 7,156	\$ 2,628	2.4%
Dublin	\$ 934,800	↓ -4.5%	\$ 467	↑ 2.6%	\$ 3,620	\$ 3,713	\$ 93	3.7%
East Palo Alto	\$ 943,400	↓ -4.3%	\$ 774	↔ 1.8%	\$ 3,970	\$ 3,747	\$ (222)	4.0%
El Cerrito	\$ 895,200	↑ 3.5%	\$ 634	↔ 9.5%	\$ 3,630	\$ 3,556	\$ (74)	3.9%
El Sobrante	\$ 614,400	↓ -1.9%	\$ 364	↑ 5.4%	\$ 2,996	\$ 2,441	\$ (555)	4.7%
Foster City	\$ 1,600,500	↔ 0.0%	\$ 792	↑ 3.0%	\$ 4,964	\$ 6,358	\$ 1,394	3.0%
Fremont	\$ 1,092,400	↓ -7.8%	\$ 632	↑ 3.3%	\$ 3,567	\$ 4,339	\$ 773	3.1%
Hayward	\$ 686,500	↓ -3.0%	\$ 446	↑ 3.6%	\$ 3,095	\$ 2,727	\$ (368)	4.3%
Lafayette	\$ 1,393,800	↓ -8.0%	\$ 646	↑ 6.7%	\$ 5,377	\$ 5,537	\$ 159	3.7%
Livermore	\$ 803,600	↓ -3.9%	\$ 452	↑ 2.5%	\$ 3,310	\$ 3,192	\$ (118)	4.0%

**Market Performance and Trends: San Francisco Metro, CA and Major Cities and Zips**

Study Area	Median Resale \$	Resale % Change YoY	Resale \$/SF	Rent % Change YoY	Median Rent \$	Cost of Ownership	Ownership Prem./Disc.	Cap Rate
Martinez	\$ 614,400	↓ -1.5%	\$ 387	↑ 3.7%	\$ 2,983	\$ 2,441	\$ (542)	4.7%.
Menlo Park	\$ 2,370,800	↓ -6.6%	\$ 1,232	↑ 3.5%	\$ 6,096	\$ 9,418	\$ 3,321	2.5%.
Mill Valley	\$ 1,658,700	↓ -5.1%	\$ 781	↔ 11.1%	\$ 6,561	\$ 6,589	\$ 27	3.8%.
Millbrae	\$ 1,694,200	↓ -2.0%	\$ 958	↑ 3.4%	\$ 4,731	\$ 6,730	\$ 1,999	2.7%.
Newark	\$ 904,400	↓ -9.1%	\$ 535	↑ 4.6%	\$ 3,377	\$ 3,593	\$ 216	3.6%.
Novato	\$ 858,300	↓ -4.8%	\$ 438	↓ -0.3%	\$ 3,930	\$ 3,409	\$ (521)	4.4%.
Oakland	\$ 799,100	↓ -0.4%	\$ 561	↑ 2.5%	\$ 3,296	\$ 3,174	\$ (122)	4.0%.
Oakley	\$ 587,600	↓ -0.4%	\$ 267	↑ 4.3%	\$ 2,553	\$ 2,334	\$ (219)	4.2%.
Pacifica	\$ 1,116,600	↓ -2.4%	\$ 759	↑ 2.7%	\$ 3,997	\$ 4,435	\$ 439	3.4%.
Pittsburg	\$ 596,100	↓ -0.6%	\$ 287	↔ 7.4%	\$ 2,592	\$ 2,368	\$ (224)	4.2%.
Pleasant Hill	\$ 759,800	↓ -2.6%	\$ 453	↑ 4.9%	\$ 3,364	\$ 3,018	\$ (346)	4.3%.
Pleasanton	\$ 1,116,000	↓ -6.0%	\$ 527	↑ 3.6%	\$ 3,795	\$ 4,433	\$ 638	3.3%.
Redwood City	\$ 1,589,800	↓ -6.2%	\$ 912	↑ 4.7%	\$ 4,847	\$ 6,315	\$ 1,468	2.9%.
Richmond	\$ 582,000	↓ -0.6%	\$ 419	↑ 6.7%	\$ 2,868	\$ 2,312	\$ (556)	4.7%.
San Bruno	\$ 1,158,700	↓ -2.3%	\$ 805	↑ 3.5%	\$ 4,090	\$ 4,603	\$ 513	3.4%.
San Carlos	\$ 1,886,900	↓ -5.7%	\$ 963	↑ 6.3%	\$ 5,423	\$ 7,495	\$ 2,072	2.8%.
San Francisco	\$ 1,414,500	↓ -2.9%	\$ 1,015	↑ 4.7%	\$ 4,574	\$ 5,619	\$ 1,045	3.1%.
San Leandro	\$ 697,500	↓ -1.1%	\$ 473	↔ 1.2%	\$ 2,989	\$ 2,771	\$ (218)	4.1%.
San Lorenzo	\$ 691,400	↓ -1.6%	\$ 485	↔ 1.2%	\$ 2,918	\$ 2,746	\$ (172)	4.1%.
San Mateo	\$ 1,415,700	↓ -4.9%	\$ 884	↑ 5.5%	\$ 4,651	\$ 5,624	\$ 972	3.2%.
San Rafael	\$ 1,108,100	↓ -4.3%	\$ 570	↓ -0.2%	\$ 4,317	\$ 4,402	\$ 85	3.7%.
San Ramon	\$ 1,273,400	↓ -3.7%	\$ 482	↔ 0.7%	\$ 3,905	\$ 5,058	\$ 1,153	2.9%.
South San Francisco	\$ 1,111,100	↓ -1.7%	\$ 716	↑ 4.1%	\$ 4,071	\$ 4,414	\$ 343	3.5%.
Union City	\$ 899,900	↓ -6.2%	\$ 501	↑ 2.9%	\$ 3,410	\$ 3,575	\$ 164	3.6%.
Walnut Creek	\$ 847,600	↓ -2.5%	\$ 496	↑ 4.0%	\$ 3,930	\$ 3,367	\$ (563)	4.5%.

**Market Timing Rating and Valuations: San Francisco Metro, CA and Major Cities and Zips**

Study Area	Rating	Median	Rental Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
San Francisco Metro, CA	6	\$ 1,121,100	\$ 938,200	19.5%	13.7%	5.8%
Alameda County	3	\$ 882,700	\$ 866,900	24.6%	11.7%	12.9%
Contra Costa County	7	\$ 714,000	\$ 776,500	-8.1%	2.3%	-10.4%
Marin County County	8	\$ 1,206,700	\$ 1,216,000	-0.7%	14.2%	-14.9%
San Francisco County	6	\$ 1,414,500	\$ 1,151,500	22.8%	21.4%	1.4%
San Mateo County	6	\$ 1,381,700	\$ 1,140,600	21.1%	22.2%	-1.1%
Alameda	4	\$ 1,051,300	\$ 899,500	16.9%	16.0%	0.9%
Albany	8	\$ 1,095,400	\$ 919,700	19.2%	16.6%	2.6%
Antioch	8	\$ 495,000	\$ 652,400	-24.1%	-5.4%	-18.7%
Belmont	6	\$ 1,787,400	\$ 1,299,100	37.6%	44.4%	-6.8%
Berkeley	6	\$ 1,327,500	\$ 1,050,700	26.3%	23.7%	2.6%
Brentwood	8	\$ 693,300	\$ 701,500	-1.2%	16.4%	-17.6%
Burlingame	6	\$ 2,231,300	\$ 1,474,300	51.3%	53.4%	-2.1%
Castro Valley	7	\$ 870,700	\$ 835,300	4.2%	17.5%	-13.3%
Concord	9	\$ 565,600	\$ 755,900	-25.2%	-2.9%	-22.3%
Daly City	3	\$ 1,086,900	\$ 931,600	16.6%	13.1%	3.5%
Danville	1	\$ 1,801,400	\$ 1,139,800	58.1%	21.0%	37.1%
Dublin	8	\$ 934,800	\$ 911,300	2.5%	18.4%	-15.9%
East Palo Alto	4	\$ 943,400	\$ 999,400	-5.6%	-8.1%	2.5%
El Cerrito	10	\$ 895,200	\$ 913,800	-2.1%	19.8%	-21.9%
El Sobrante	8	\$ 614,400	\$ 754,100	-18.6%	-3.1%	-15.5%
Foster City	5	\$ 1,600,500	\$ 1,249,500	28.1%	31.5%	-3.4%
Fremont	5	\$ 1,092,400	\$ 897,800	21.7%	25.7%	-4.0%
Hayward	7	\$ 686,500	\$ 779,200	-11.9%	1.7%	-13.6%
Lafayette	7	\$ 1,393,800	\$ 1,353,600	2.9%	17.2%	-14.3%
Livermore	8	\$ 803,600	\$ 833,300	-3.6%	14.1%	-17.7%

**Market Timing Rating and Valuations: San Francisco Metro, CA and Major Cities and Zips**

Study Area	Rating	Median	Rental Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
Martinez	↑ 8	\$ 614,400	\$ 750,900	-18.2%	-1.4%	-16.8%
Menlo Park	⇒ 5	\$ 2,370,800	\$ 1,534,700	54.5%	50.4%	4.1%
Mill Valley	↻ 6	\$ 1,658,700	\$ 1,651,700	0.5%	18.1%	-17.6%
Millbrae	↻ 6	\$ 1,694,200	\$ 1,190,900	42.3%	2.3%	-0.2%
Newark	↻ 6	\$ 904,400	\$ 850,000	6.4%	13.7%	-7.3%
Novato	⇒ 5	\$ 858,300	\$ 989,400	-13.3%	7.0%	-20.3%
Oakland	↻ 6	\$ 799,100	\$ 829,700	-3.7%	-5.3%	1.6%
Oakley	↻ 6	\$ 587,600	\$ 642,700	-8.6%	-5.5%	-3.1%
Pacifica	↻ 6	\$ 1,116,600	\$ 1,006,100	10.9%	14.5%	-3.6%
Pittsburg	⇒ 5	\$ 596,100	\$ 652,400	-8.6%	-13.3%	4.7%
Pleasant Hill	↻ 7	\$ 759,800	\$ 846,800	-10.3%	3.7%	-14.0%
Pleasanton	↻ 6	\$ 1,116,000	\$ 955,400	16.8%	30.5%	-13.7%
Redwood City	⇒ 5	\$ 1,589,800	\$ 1,220,100	30.3%	32.1%	-1.8%
Richmond	↑ 8	\$ 582,000	\$ 721,900	-19.3%	-0.5%	-18.8%
San Bruno	↻ 6	\$ 1,158,700	\$ 1,029,500	12.6%	17.2%	-4.6%
San Carlos	⇒ 5	\$ 1,886,900	\$ 1,365,200	38.2%	42.7%	-4.5%
San Francisco	↻ 6	\$ 1,414,500	\$ 1,151,500	22.8%	21.4%	1.4%
San Leandro	⇒ 5	\$ 697,500	\$ 752,400	-7.3%	0.7%	-8.0%
San Lorenzo	⇒ 5	\$ 691,400	\$ 734,600	-5.9%	2.9%	-8.8%
San Mateo	↻ 6	\$ 1,415,700	\$ 1,170,900	20.9%	23.5%	-2.6%
San Rafael	⇒ 4	\$ 1,108,100	\$ 1,086,600	2.0%	14.6%	-12.6%
San Ramon	↓ 2	\$ 1,273,400	\$ 983,100	29.5%	15.3%	14.2%
South San Francisco	↻ 6	\$ 1,111,100	\$ 1,024,700	8.4%	13.3%	-4.9%
Union City	↻ 6	\$ 899,900	\$ 858,500	4.8%	14.5%	-9.7%
Walnut Creek	↑ 8	\$ 847,600	\$ 989,300	-14.3%	3.4%	-17.7%

### Alameda County Housing Market Value & Trends Update

Historically, properties in this market sell at a 11.7% premium. Today's premium is 24.6%. This market is 12.9% overvalued.

Median home price is \$882,700, and resale \$/SF is \$540/SF. Prices fell 3.9% year-over-year.

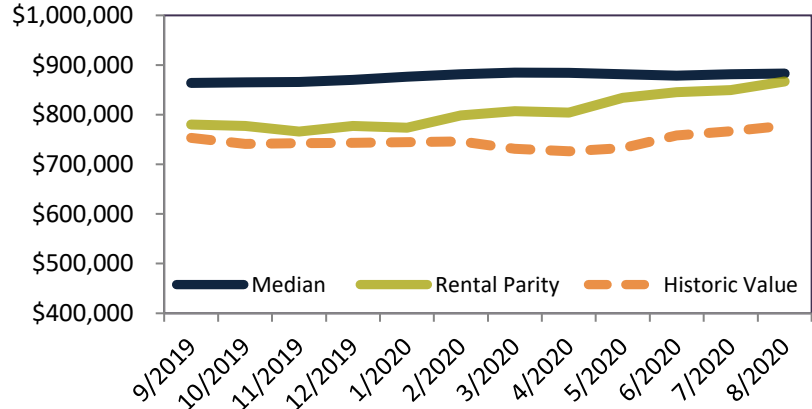
Monthly cost of ownership is \$3,506, and rents average \$3,443, making owning \$062 per month more costly than renting.

Rents rose 1.2% year-over-year. The current capitalization rate (rent/price) is 3.6%.

**Market rating = 3**

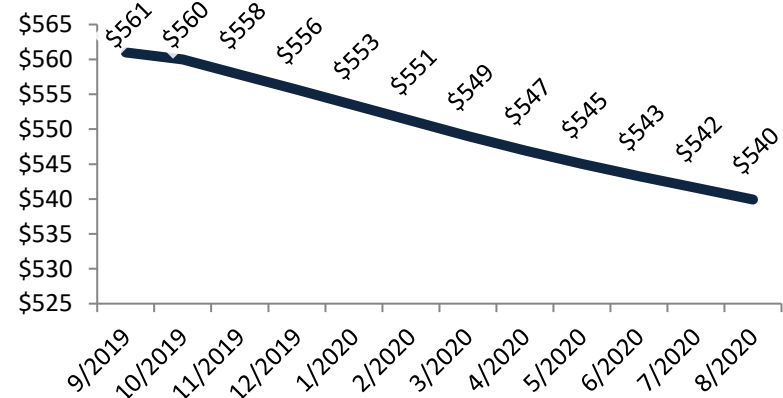
#### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	⇒ 5	\$ 863,900	\$ 780,300
10/2019	⇒ 5	\$ 865,200	\$ 777,000
11/2019	⇩ 3	\$ 865,700	\$ 766,000
12/2019	⇩ 3	\$ 870,100	\$ 777,600
1/2020	⇩ 3	\$ 876,600	\$ 774,000
2/2020	⇩ 3	\$ 881,500	\$ 798,500
3/2020	⇩ 1	\$ 884,700	\$ 806,800
4/2020	⇩ 1	\$ 884,000	\$ 804,200
5/2020	⇩ 2	\$ 881,100	\$ 834,300
6/2020	⇩ 4	\$ 878,900	\$ 845,000
7/2020	⇩ 4	\$ 881,400	\$ 849,300
8/2020	⇩ 3	\$ 882,700	\$ 866,900



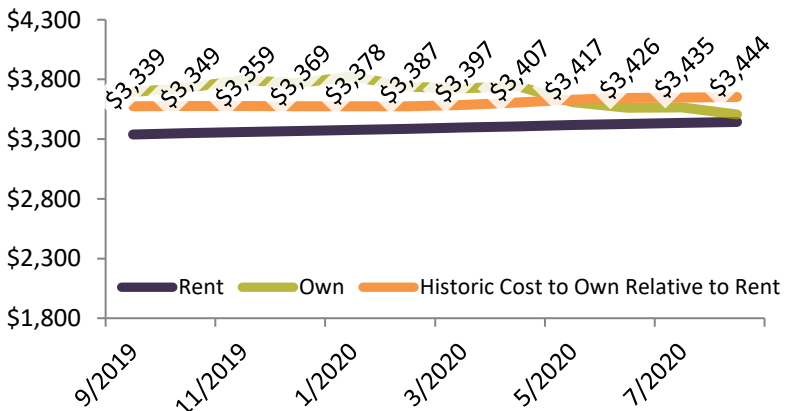
#### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● 16.3%	\$ 561	⇩ -3.9%
10/2019	● 19.1%	\$ 560	⇩ -4.6%
11/2019	● 19.2%	\$ 558	⇩ -4.8%
12/2019	● 18.8%	\$ 556	⇩ -4.9%
1/2020	● 18.8%	\$ 553	⇩ -4.9%
2/2020	● 19.2%	\$ 551	⇩ -5.0%
3/2020	● 22.4%	\$ 549	⇩ -5.0%
4/2020	● 23.3%	\$ 547	⇩ -4.7%
5/2020	● 21.6%	\$ 545	⇩ -4.4%
6/2020	● 16.6%	\$ 543	⇩ -4.0%
7/2020	● 14.7%	\$ 542	⇩ -3.8%
8/2020	● 12.9%	\$ 540	⇩ -3.9%



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 2.3%	\$ 3,339	\$ 3,696
10/2019	↑ 2.0%	\$ 3,349	\$ 3,729
11/2019	⇩ 1.7%	\$ 3,359	\$ 3,796
12/2019	⇩ 1.2%	\$ 3,369	\$ 3,769
1/2020	⇩ 0.6%	\$ 3,378	\$ 3,825
2/2020	⇩ 0.0%	\$ 3,387	\$ 3,739
3/2020	⇩ -0.4%	\$ 3,397	\$ 3,725
4/2020	⇩ -0.4%	\$ 3,407	\$ 3,745
5/2020	⇩ -0.2%	\$ 3,417	\$ 3,608
6/2020	⇩ 0.3%	\$ 3,426	\$ 3,563
7/2020	⇩ 0.7%	\$ 3,435	\$ 3,564
8/2020	⇩ 1.2%	\$ 3,444	\$ 3,506



## Contra Costa County Housing Market Value & Trends Update

Historically, properties in this market sell at a 2.3% premium. Today's discount is 8.1%. This market is 10.4% undervalued.

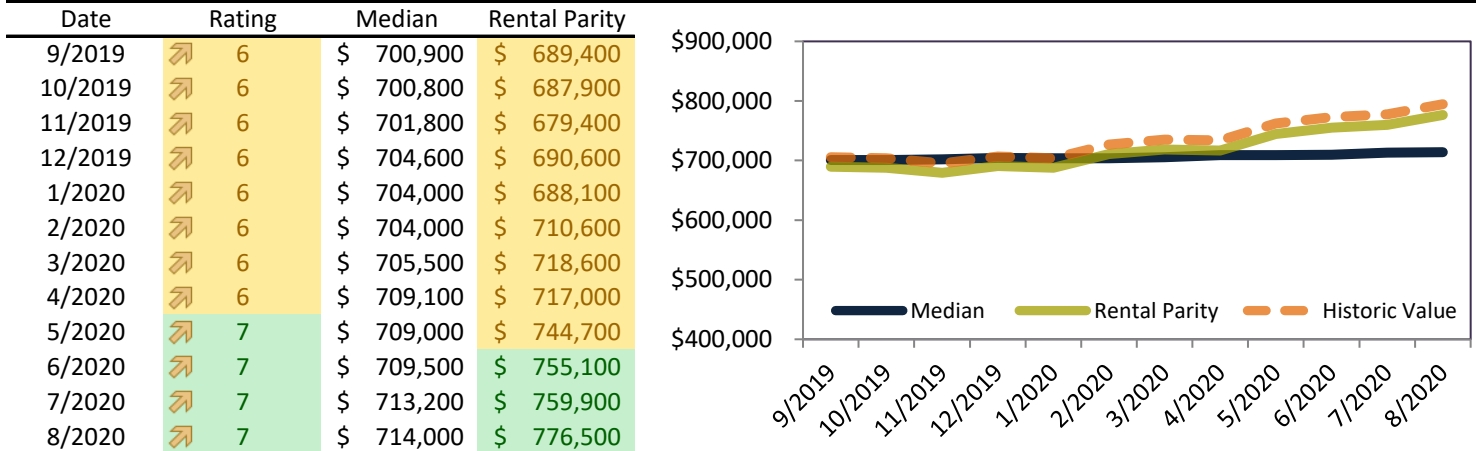
Median home price is \$714,000, and resale \$/SF is \$400/SF. Prices fell 1.5% year-over-year.

Monthly cost of ownership is \$2,836, and rents average \$3,084, making owning \$248 per month less costly than renting.

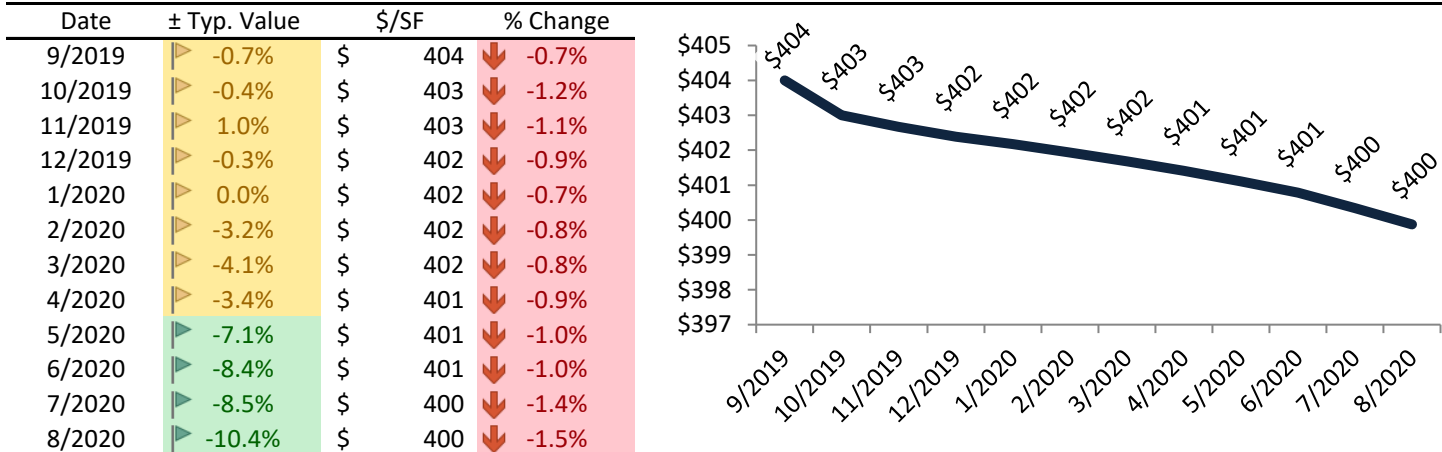
Rents rose 5.2% year-over-year. The current capitalization rate (rent/price) is 4.1%.

**Market rating = 7**

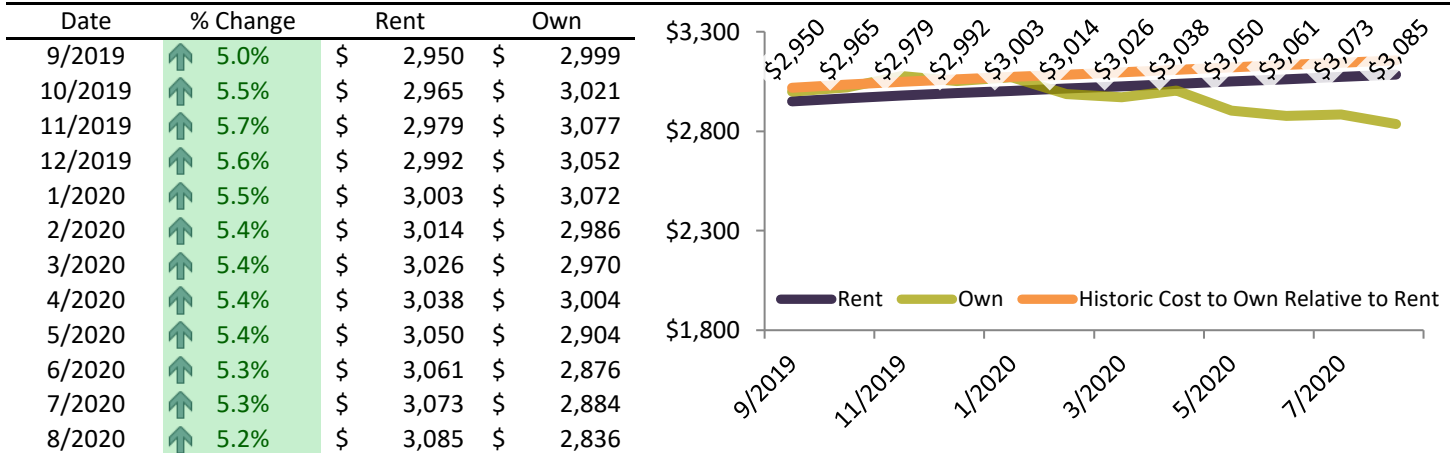
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Marin County County Housing Market Value & Trends Update

Historically, properties in this market sell at a 14.2% premium. Today's discount is 0.7%. This market is 14.9% undervalued.

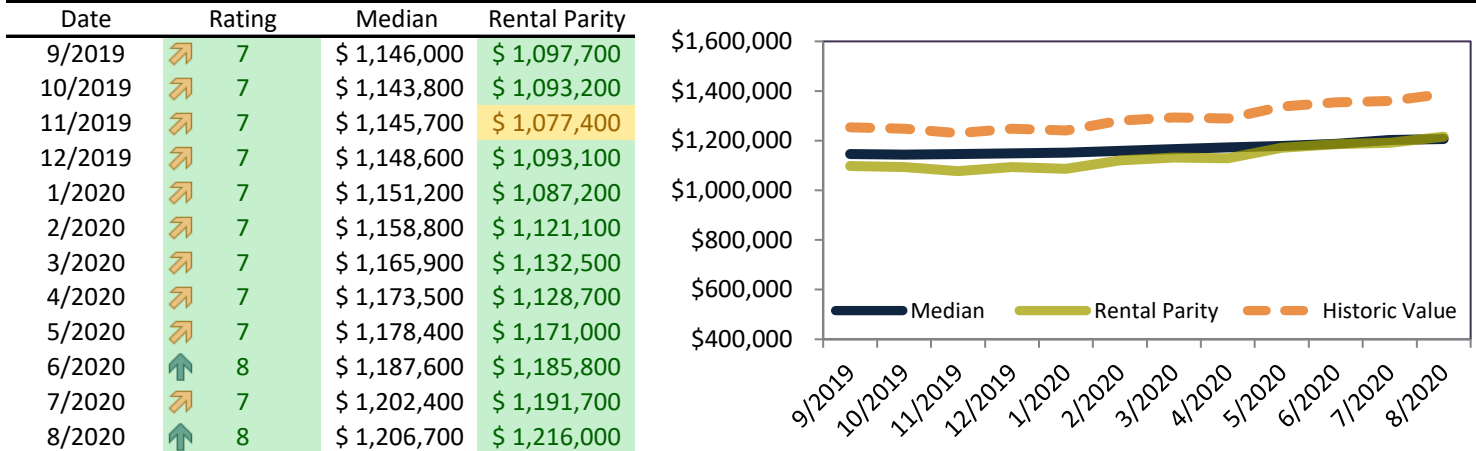
Median home price is \$1,206,700, and resale \$/SF is \$621/SF. Prices fell 2.9% year-over-year.

Monthly cost of ownership is \$4,793, and rents average \$4,830, making owning \$037 per month less costly than renting.

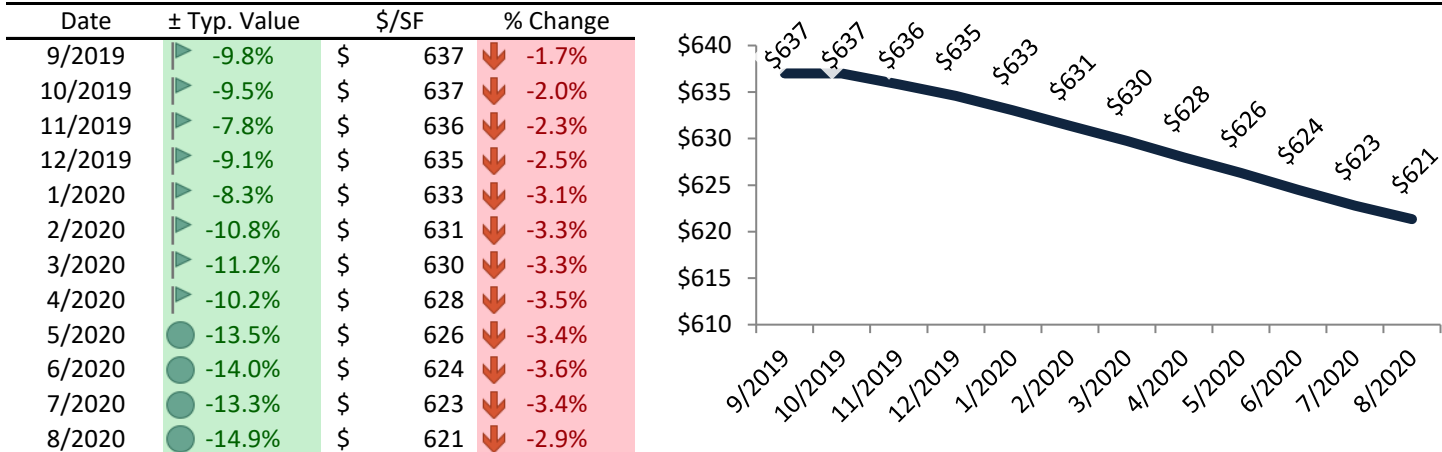
Rents rose 3.3% year-over-year. The current capitalization rate (rent/price) is 3.8%.

**Market rating = 8**

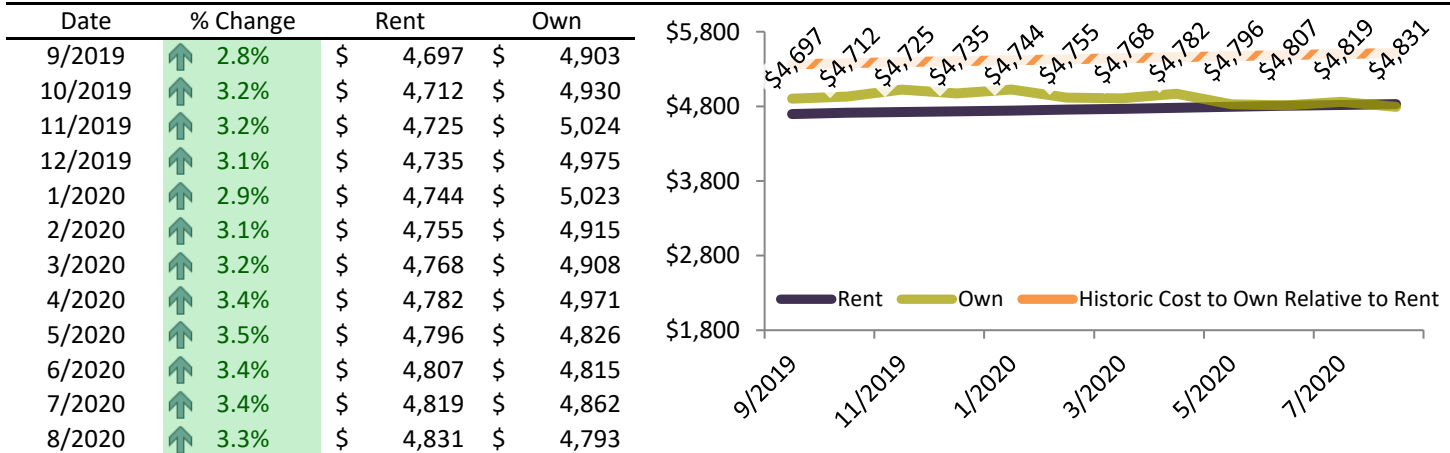
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## San Francisco County Housing Market Value & Trends Update

Historically, properties in this market sell at a 21.4% premium. Today's premium is 22.8%. This market is 1.4% overvalued.

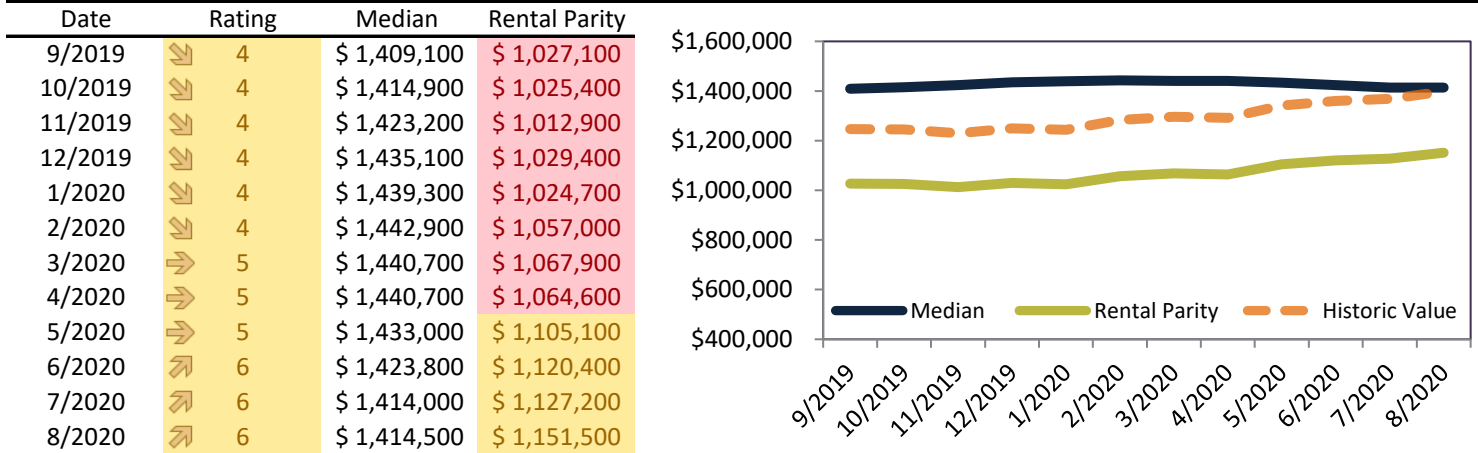
Median home price is \$1,414,500, and resale \$/SF is \$1015/SF. Prices fell 2.9% year-over-year.

Monthly cost of ownership is \$5,618, and rents average \$4,574, making owning \$1,044 per month more costly than renting.

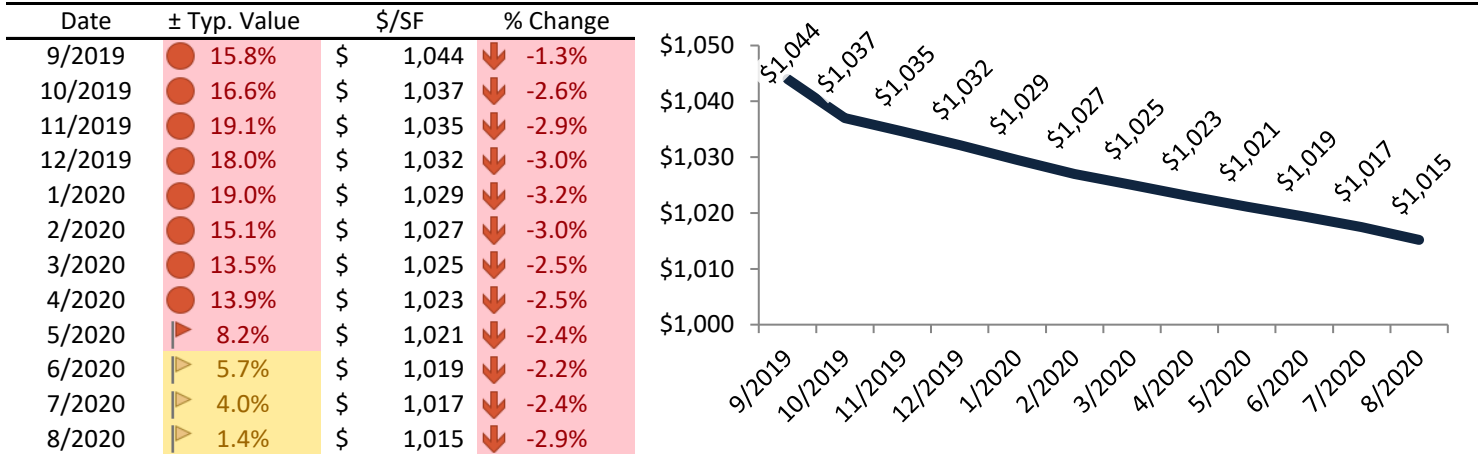
Rents rose 4.7% year-over-year. The current capitalization rate (rent/price) is 3.1%.

**Market rating = 6**

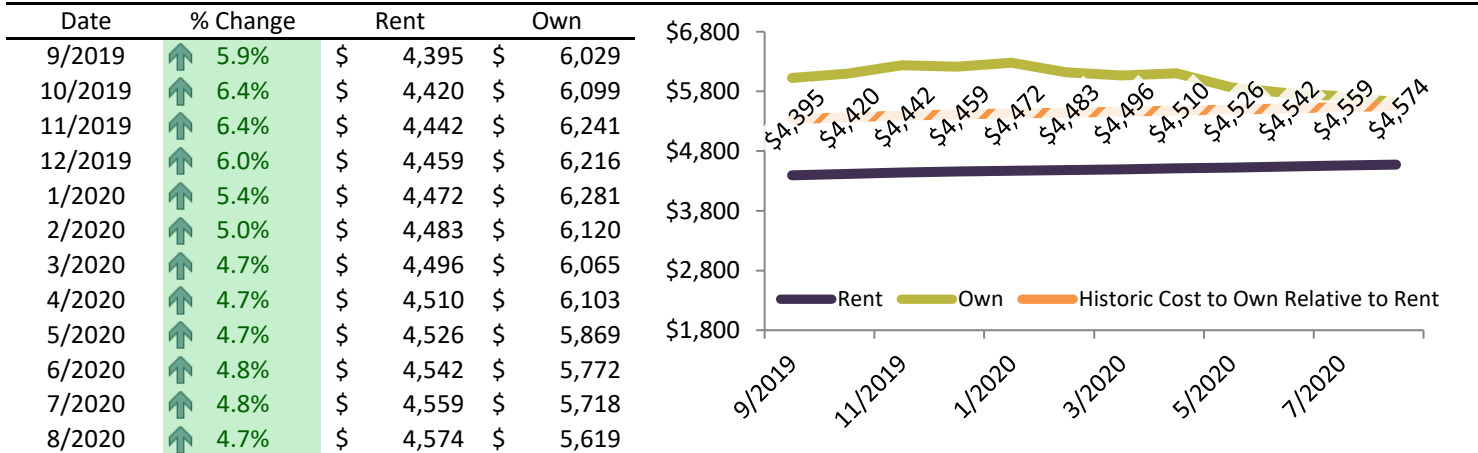
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months





## San Mateo County Housing Market Value & Trends Update

Historically, properties in this market sell at a 22.2% premium. Today's premium is 21.1%. This market is 1.1% undervalued.

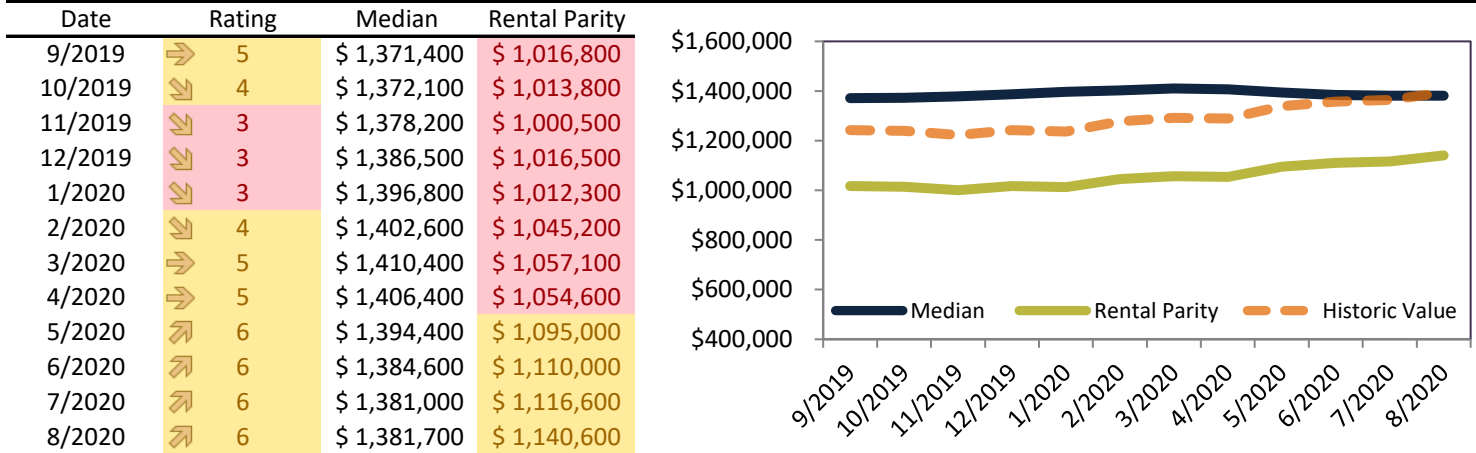
Median home price is \$1,381,700, and resale \$/SF is \$855/SF. Prices fell 4.4% year-over-year.

Monthly cost of ownership is \$5,488, and rents average \$4,531, making owning \$957 per month more costly than renting.

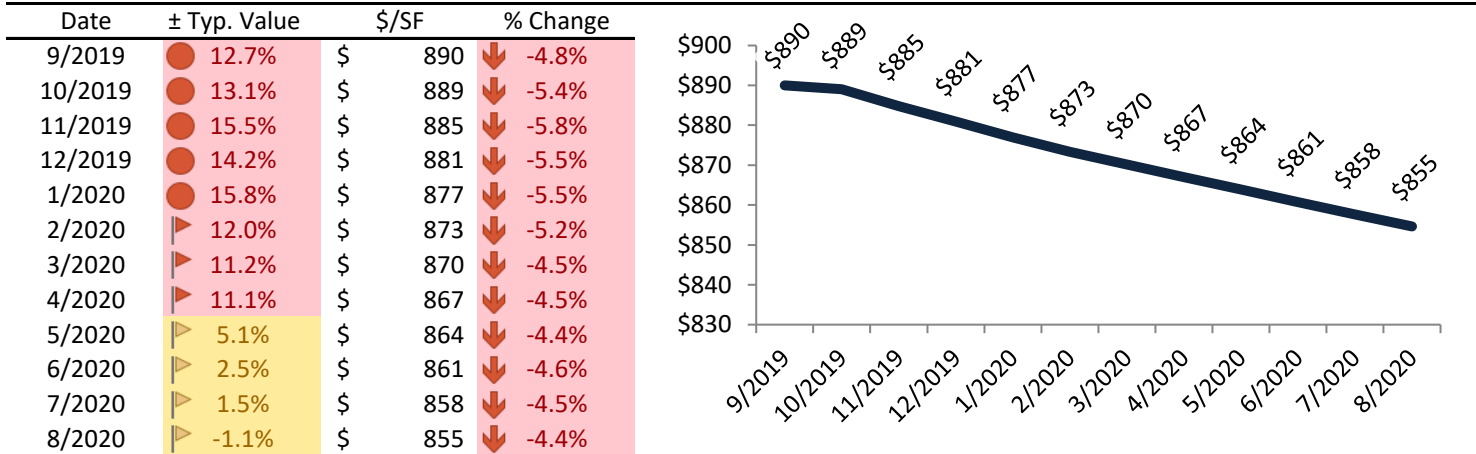
Rents rose 4.8% year-over-year. The current capitalization rate (rent/price) is 3.1%.

**Market rating = 6**

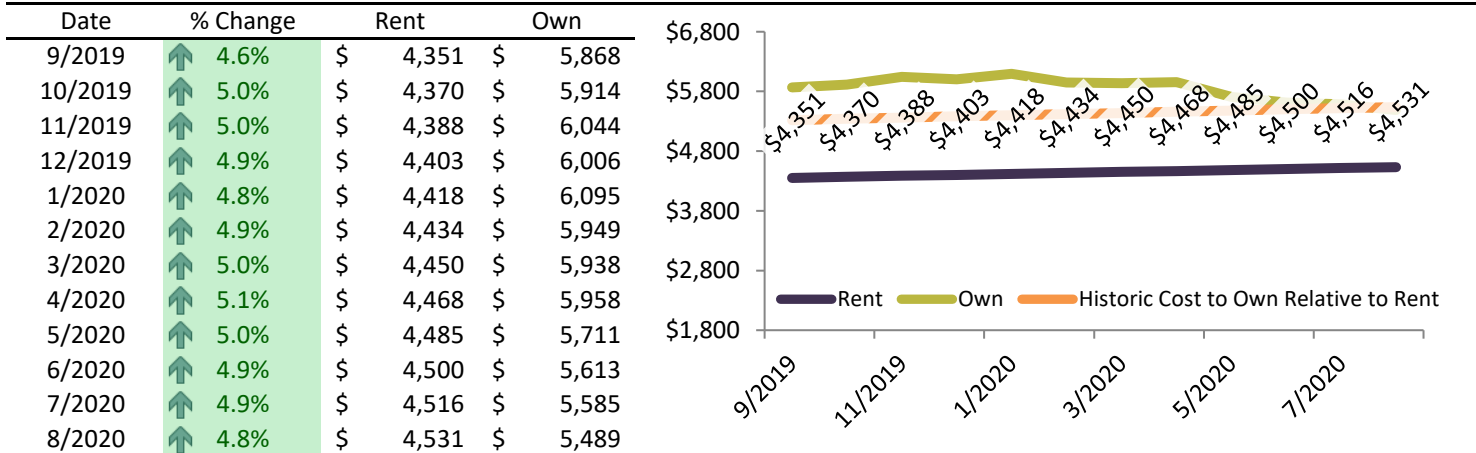
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



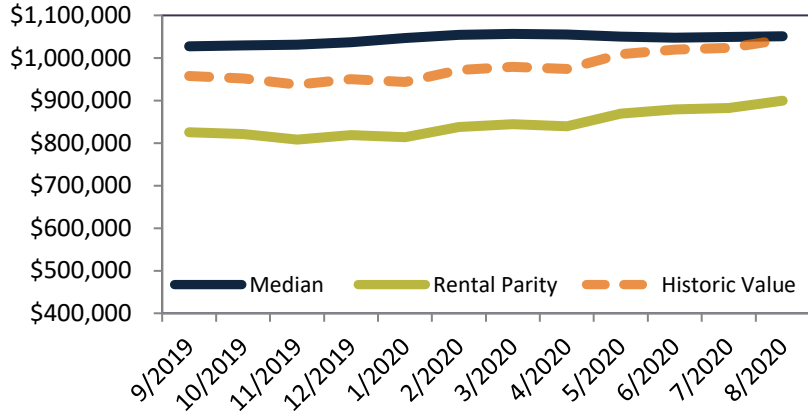
## Alameda Housing Market Value & Trends Update

Historically, properties in this market sell at a 16.0% premium. Today's premium is 16.9%. This market is 0.9% overvalued. Median home price is \$1,051,300, and resale \$/SF is \$609/SF. Prices fell 1.7% year-over-year. Monthly cost of ownership is \$4,176, and rents average \$3,573, making owning \$602 per month more costly than renting. Rents rose 1.4% year-over-year. The current capitalization rate (rent/price) is 3.3%.

**Market rating = 4**

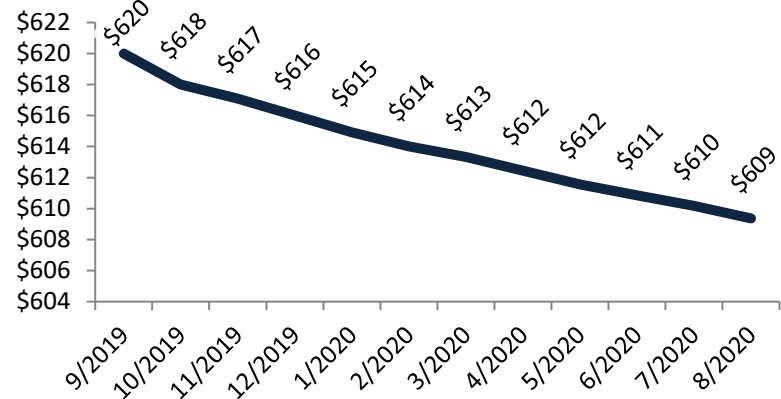
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	3	\$ 1,027,300	\$ 825,300
10/2019	5	\$ 1,029,200	\$ 820,800
11/2019	3	\$ 1,030,800	\$ 808,100
12/2019	3	\$ 1,037,100	\$ 819,000
1/2020	3	\$ 1,047,100	\$ 813,600
2/2020	3	\$ 1,054,000	\$ 837,500
3/2020	3	\$ 1,056,500	\$ 844,400
4/2020	3	\$ 1,054,900	\$ 839,700
5/2020	4	\$ 1,050,400	\$ 869,500
6/2020	4	\$ 1,047,500	\$ 879,400
7/2020	4	\$ 1,049,100	\$ 882,600
8/2020	4	\$ 1,051,300	\$ 899,500



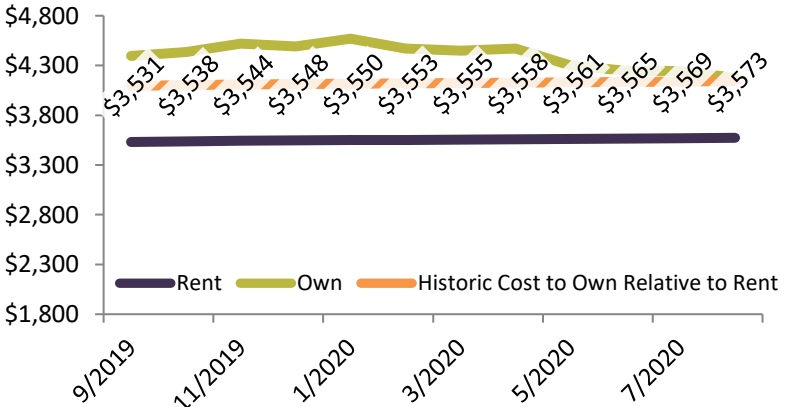
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	8.5%	\$ 620	-1.0%
10/2019	9.4%	\$ 618	-1.4%
11/2019	11.6%	\$ 617	-1.9%
12/2019	10.7%	\$ 616	-2.2%
1/2020	12.7%	\$ 615	-2.2%
2/2020	9.9%	\$ 614	-1.9%
3/2020	9.1%	\$ 613	-1.4%
4/2020	9.6%	\$ 612	-1.9%
5/2020	4.8%	\$ 612	-1.8%
6/2020	3.1%	\$ 611	-1.5%
7/2020	2.9%	\$ 610	-1.4%
8/2020	0.9%	\$ 609	-1.7%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	1.8%	\$ 3,531	\$ 4,395
10/2019	2.0%	\$ 3,538	\$ 4,436
11/2019	2.0%	\$ 3,544	\$ 4,520
12/2019	1.8%	\$ 3,548	\$ 4,492
1/2020	1.6%	\$ 3,550	\$ 4,569
2/2020	1.4%	\$ 3,553	\$ 4,471
3/2020	1.3%	\$ 3,555	\$ 4,448
4/2020	1.2%	\$ 3,558	\$ 4,469
5/2020	1.3%	\$ 3,561	\$ 4,302
6/2020	1.3%	\$ 3,565	\$ 4,247
7/2020	1.4%	\$ 3,569	\$ 4,242
8/2020	1.4%	\$ 3,573	\$ 4,176



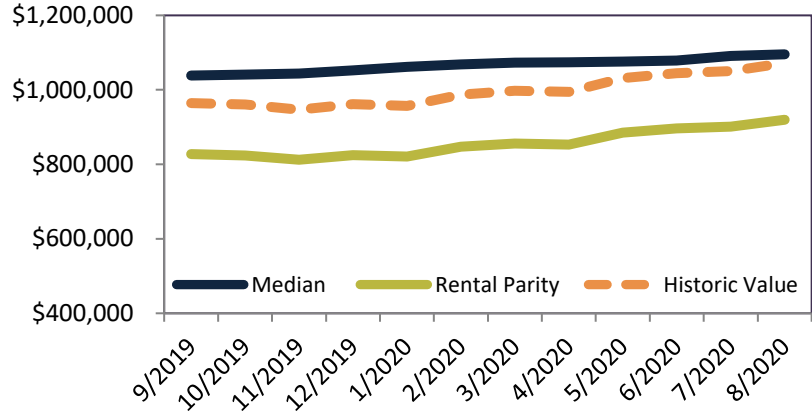
## Albany Housing Market Value & Trends Update

Historically, properties in this market sell at a 16.6% premium. Today's premium is 19.2%. This market is 2.6% overvalued. Median home price is \$1,095,400, and resale \$/SF is \$827/SF. Prices rose 2.3% year-over-year. Monthly cost of ownership is \$4,351, and rents average \$3,653, making owning \$697 per month more costly than renting. Rents rose 3.5% year-over-year. The current capitalization rate (rent/price) is 3.2%.

**Market rating = 8**

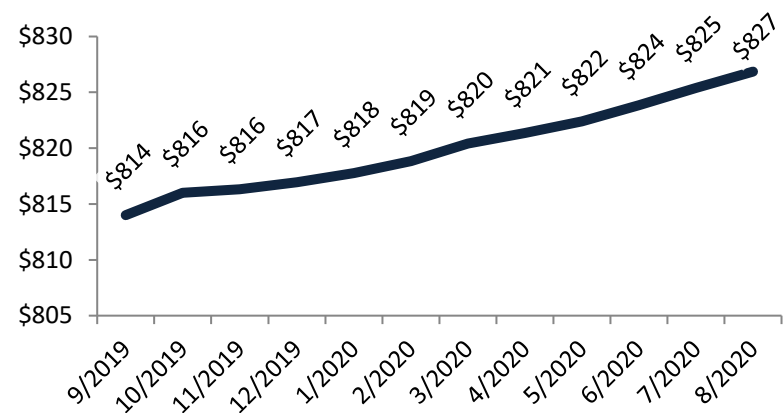
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	⇒ 5	\$ 1,038,400	\$ 827,800
10/2019	⇒ 5	\$ 1,041,400	\$ 824,000
11/2019	⇒ 5	\$ 1,044,000	\$ 812,300
12/2019	⇒ 5	\$ 1,052,300	\$ 824,800
1/2020	⇒ 5	\$ 1,061,900	\$ 821,200
2/2020	⇒ 5	\$ 1,067,900	\$ 847,300
3/2020	↗ 7	\$ 1,072,600	\$ 856,100
4/2020	⇒ 5	\$ 1,073,600	\$ 853,400
5/2020	↗ 6	\$ 1,076,300	\$ 885,300
6/2020	↑ 8	\$ 1,079,100	\$ 896,600
7/2020	↑ 8	\$ 1,091,000	\$ 901,100
8/2020	↑ 8	\$ 1,095,400	\$ 919,700



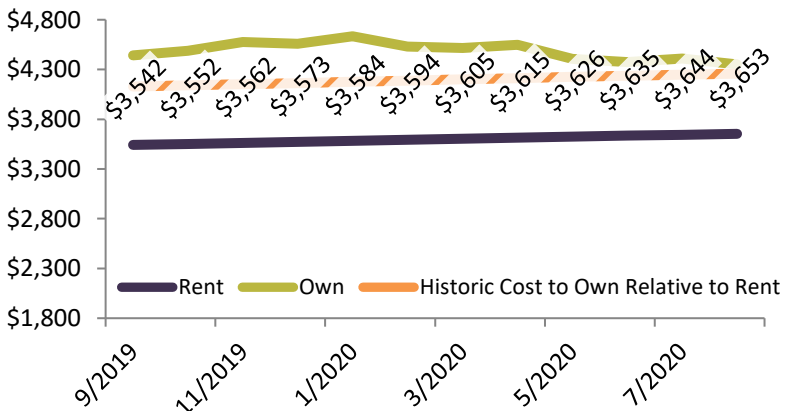
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	▶ 8.9%	\$ 814	↓ -0.1%
10/2019	▶ 9.8%	\$ 816	↗ 0.5%
11/2019	▶ 12.0%	\$ 816	↗ 0.5%
12/2019	▶ 11.0%	\$ 817	↗ 1.0%
1/2020	● 12.8%	\$ 818	↗ 1.3%
2/2020	▶ 9.5%	\$ 819	↗ 1.7%
3/2020	▶ 8.7%	\$ 820	↑ 2.6%
4/2020	▶ 9.3%	\$ 821	↗ 1.5%
5/2020	▶ 5.0%	\$ 822	↗ 1.7%
6/2020	▶ 3.8%	\$ 824	↑ 2.3%
7/2020	▶ 4.5%	\$ 825	↑ 2.5%
8/2020	▶ 2.6%	\$ 827	↑ 2.3%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 2.5%	\$ 3,542	\$ 4,443
10/2019	↑ 2.8%	\$ 3,552	\$ 4,489
11/2019	↑ 3.1%	\$ 3,562	\$ 4,578
12/2019	↑ 3.3%	\$ 3,573	\$ 4,558
1/2020	↑ 3.5%	\$ 3,584	\$ 4,634
2/2020	↑ 3.6%	\$ 3,594	\$ 4,530
3/2020	↑ 3.6%	\$ 3,605	\$ 4,516
4/2020	↑ 3.7%	\$ 3,615	\$ 4,548
5/2020	↑ 3.8%	\$ 3,626	\$ 4,408
6/2020	↑ 3.6%	\$ 3,635	\$ 4,375
7/2020	↑ 3.6%	\$ 3,644	\$ 4,412
8/2020	↑ 3.5%	\$ 3,653	\$ 4,351



## Antioch Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.4% discount. Today's discount is 24.1%. This market is 18.7% undervalued.

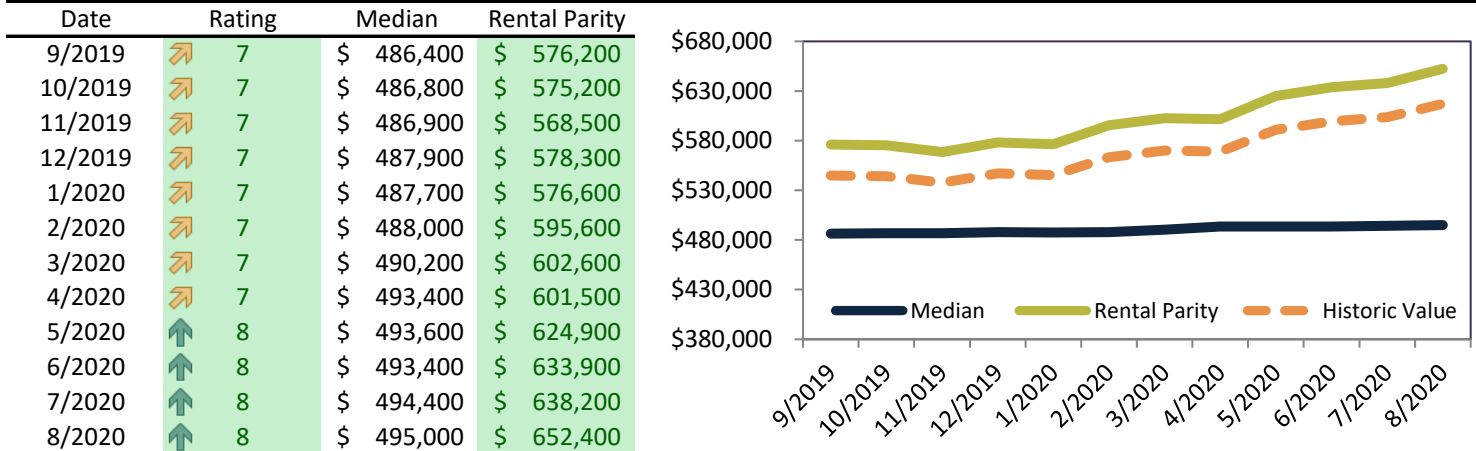
Median home price is \$495,000, and resale \$/SF is \$256/SF. Prices rose 0.2% year-over-year.

Monthly cost of ownership is \$1,966, and rents average \$2,591, making owning \$625 per month less costly than renting.

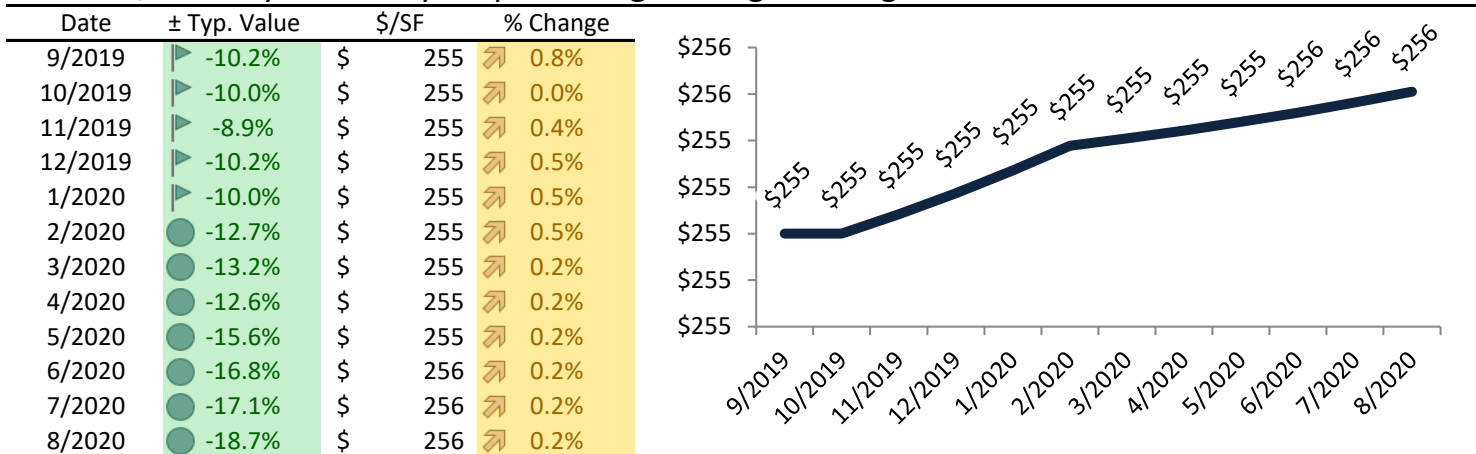
Rents rose 5.9% year-over-year. The current capitalization rate (rent/price) is 5.0%.

**Market rating = 8**

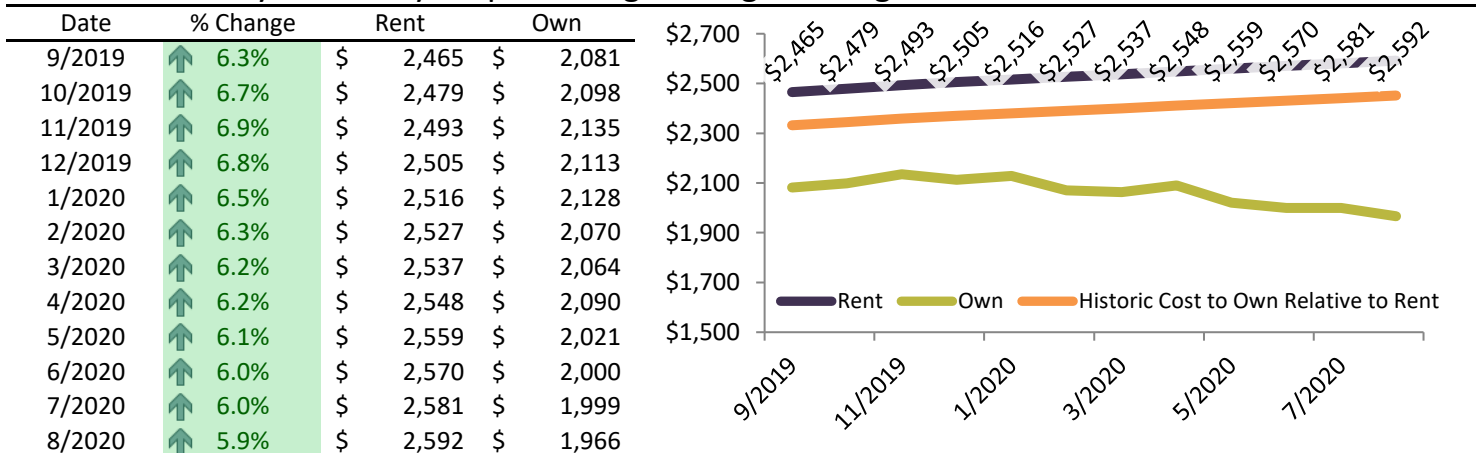
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

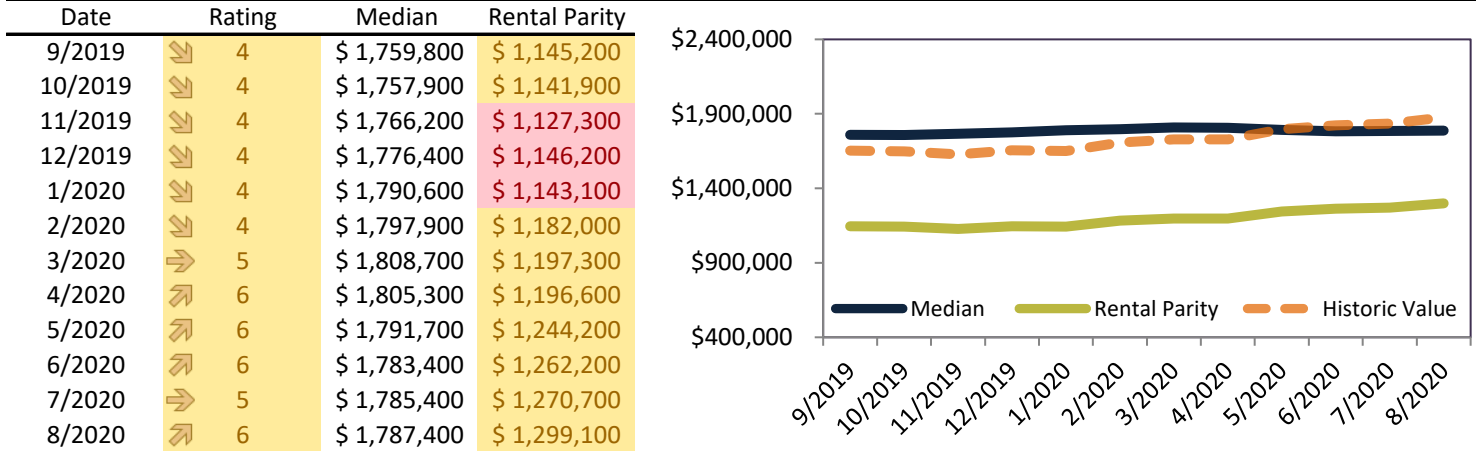


## Belmont Housing Market Value & Trends Update

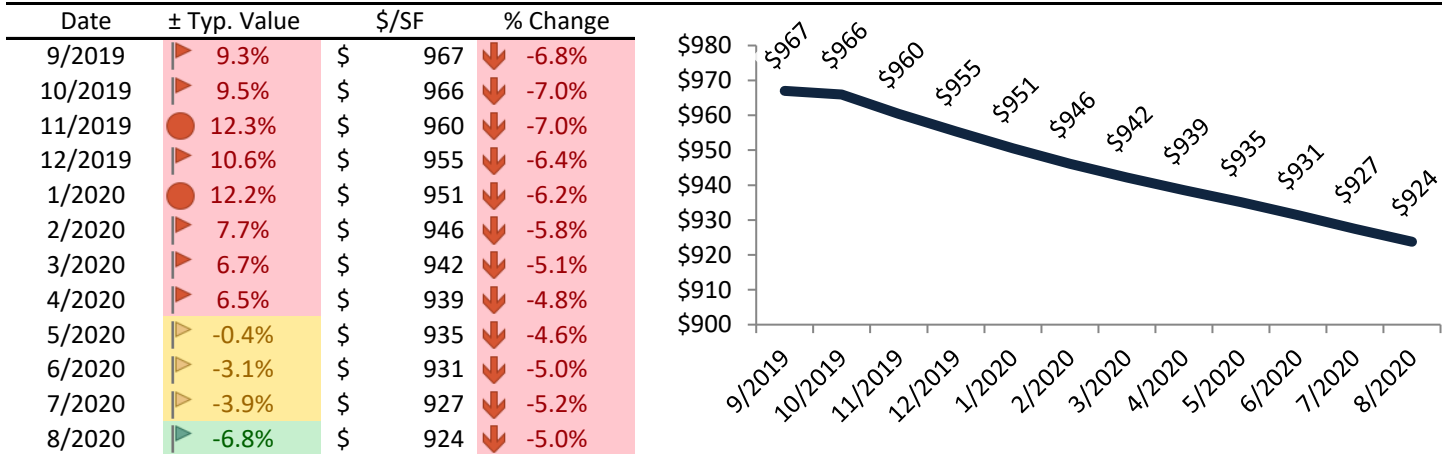
Historically, properties in this market sell at a 44.4% premium. Today's premium is 37.6%. This market is 6.8% undervalued. Median home price is \$1,787,400, and resale \$/SF is \$924/SF. Prices fell 5.0% year-over-year. Monthly cost of ownership is \$7,100, and rents average \$5,160, making owning \$1,939 per month more costly than renting. Rents rose 6.1% year-over-year. The current capitalization rate (rent/price) is 2.8%.

**Market rating = 6**

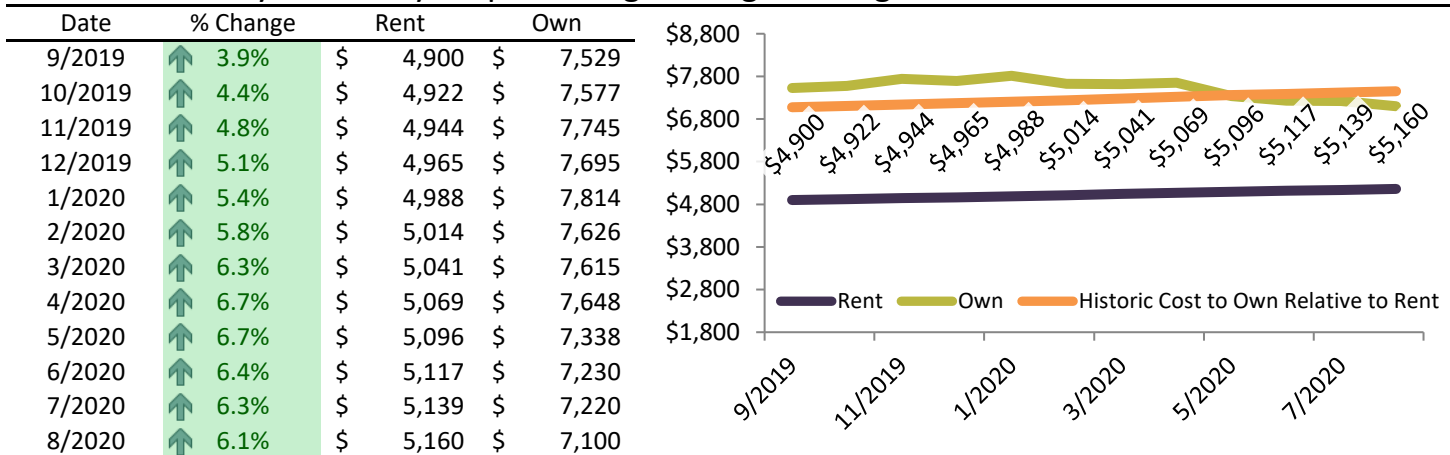
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

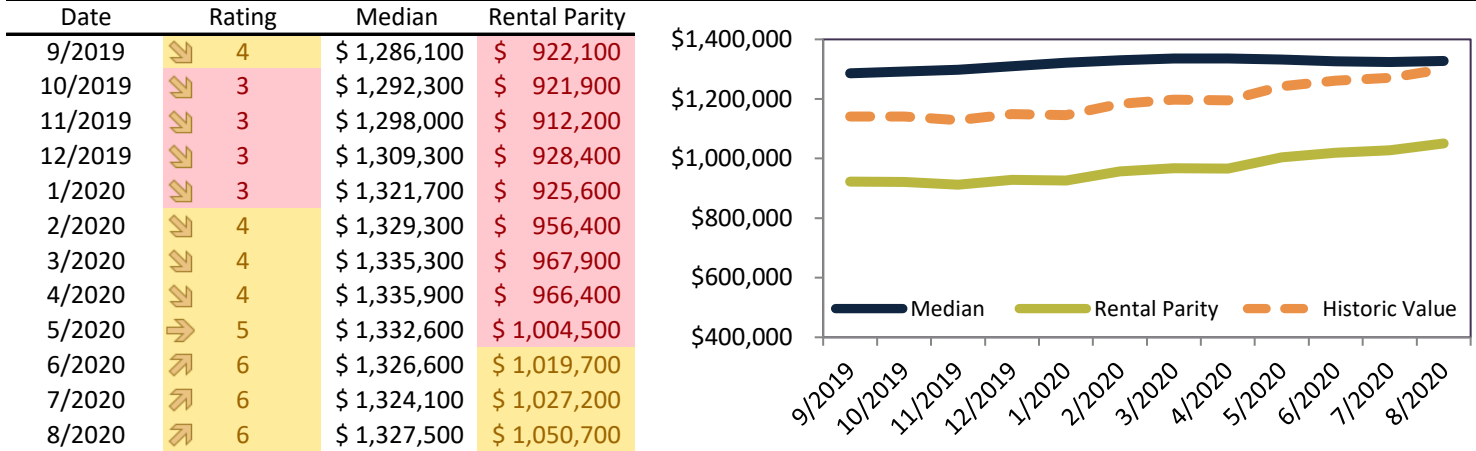


### Berkeley Housing Market Value & Trends Update

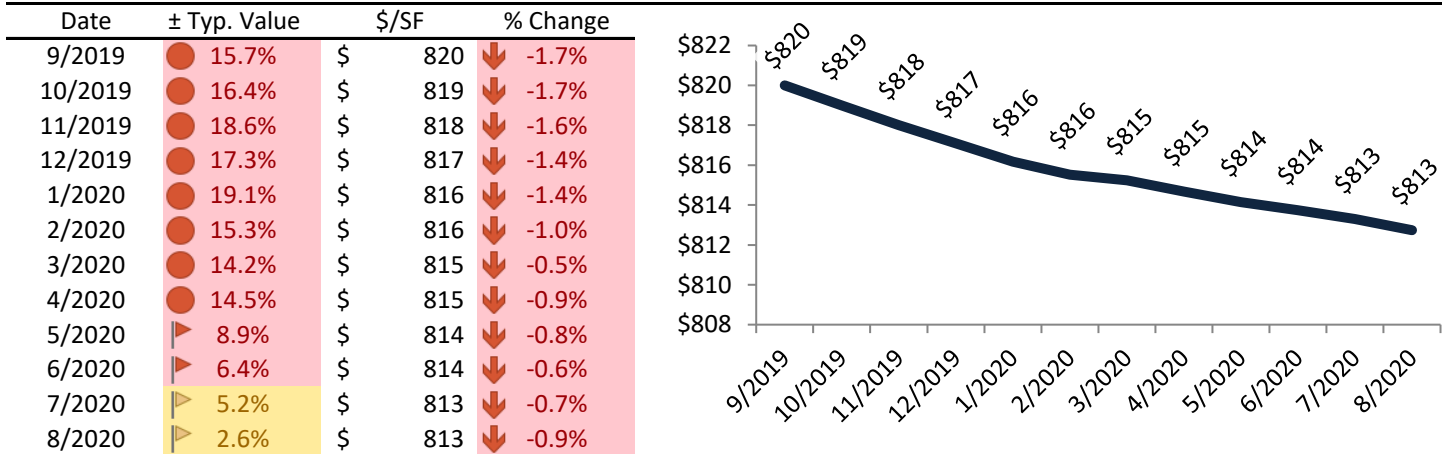
Historically, properties in this market sell at a 23.7% premium. Today's premium is 26.3%. This market is 2.6% overvalued. Median home price is \$1,327,500, and resale \$/SF is \$813/SF. Prices fell 0.9% year-over-year. Monthly cost of ownership is \$5,273, and rents average \$4,173, making owning \$1,099 per month more costly than renting. Rents rose 6.6% year-over-year. The current capitalization rate (rent/price) is 3.0%.

**Market rating = 6**

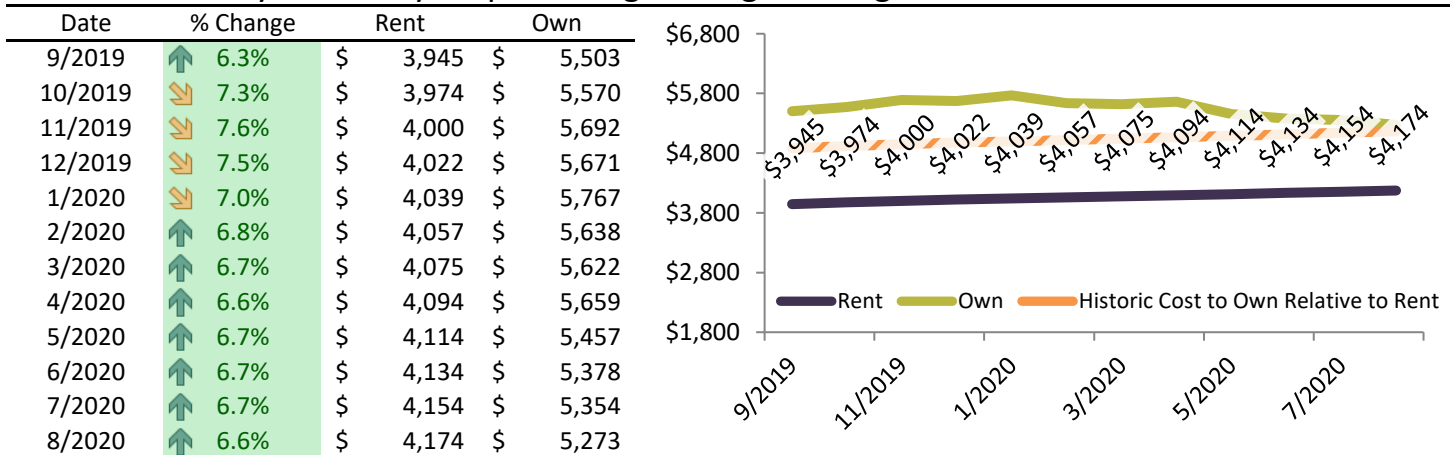
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



## Brentwood Housing Market Value & Trends Update

Historically, properties in this market sell at a 16.4% premium. Today's discount is 1.2%. This market is 17.6% undervalued.

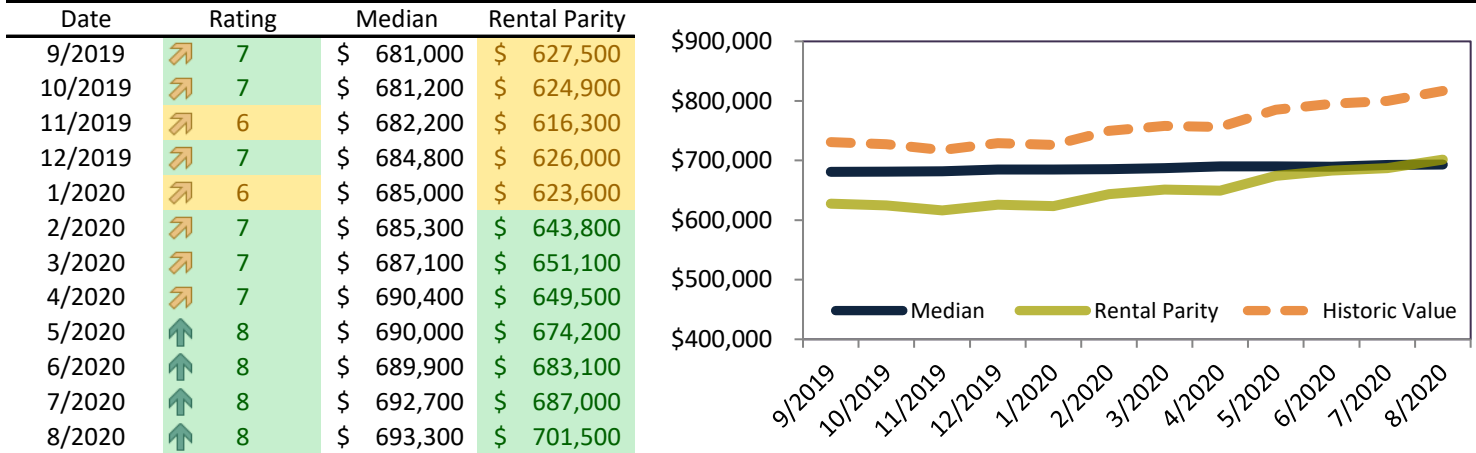
Median home price is \$693,300, and resale \$/SF is \$267/SF. Prices rose 0.2% year-over-year.

Monthly cost of ownership is \$2,754, and rents average \$2,786, making owning \$032 per month less costly than renting.

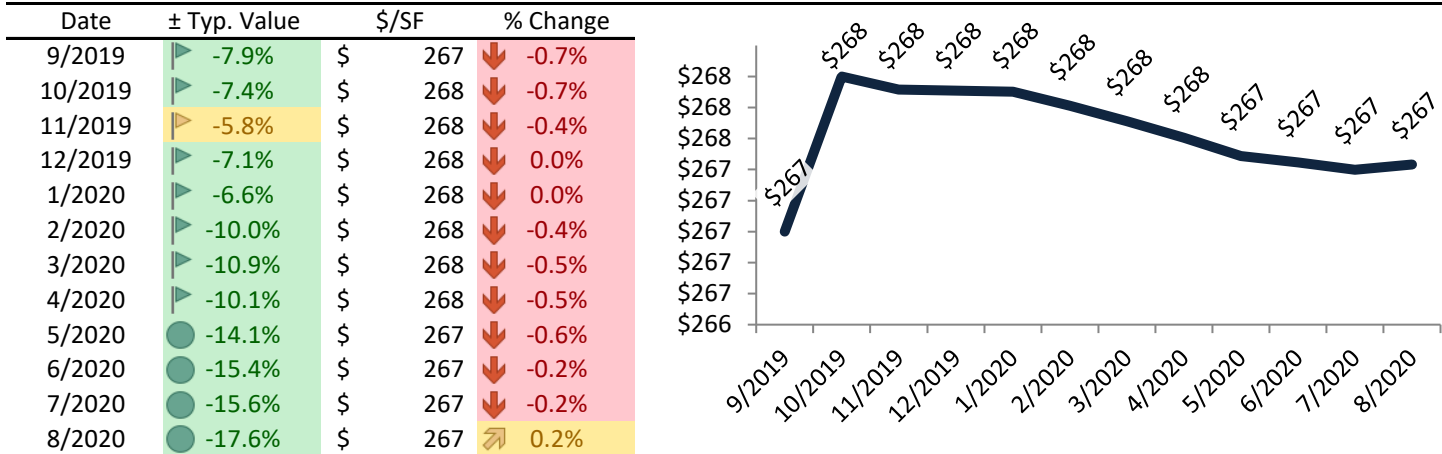
Rents rose 4.3% year-over-year. The current capitalization rate (rent/price) is 3.9%.

**Market rating = 8**

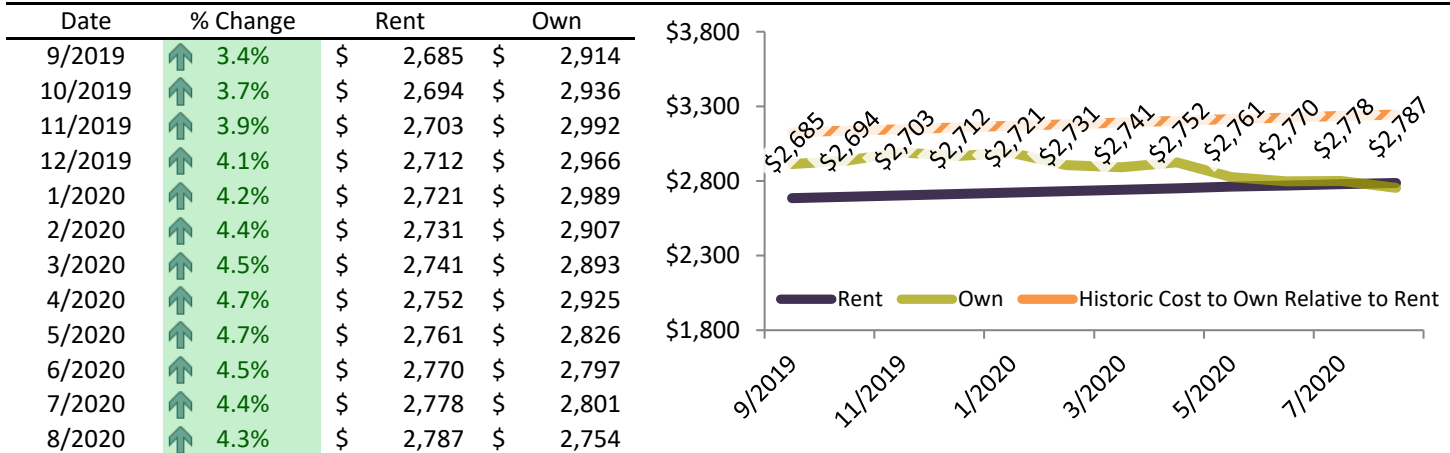
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

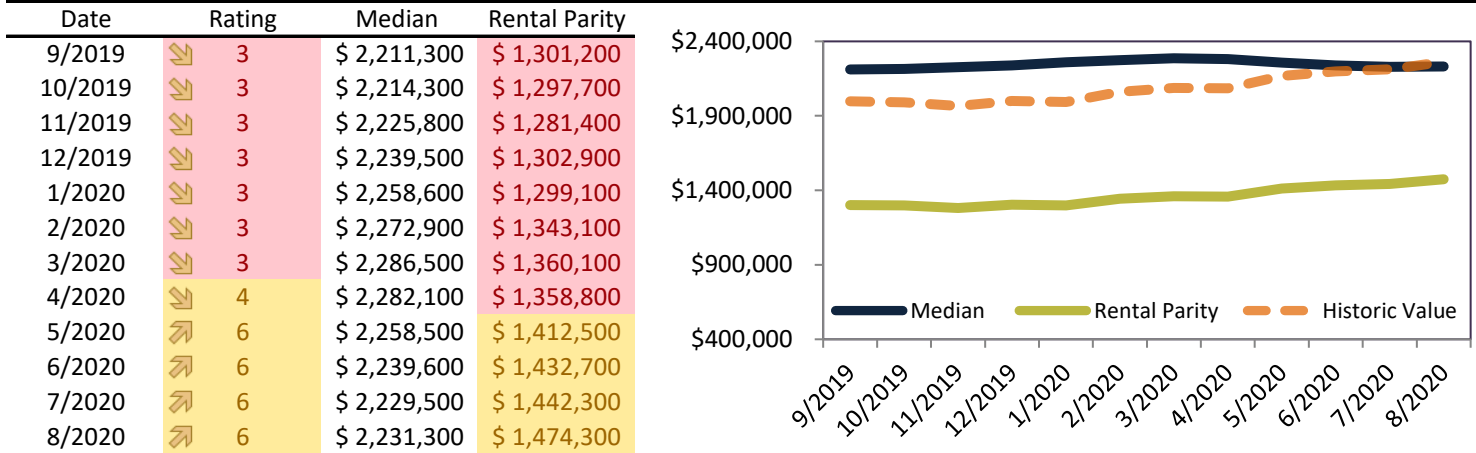


## Burlingame Housing Market Value & Trends Update

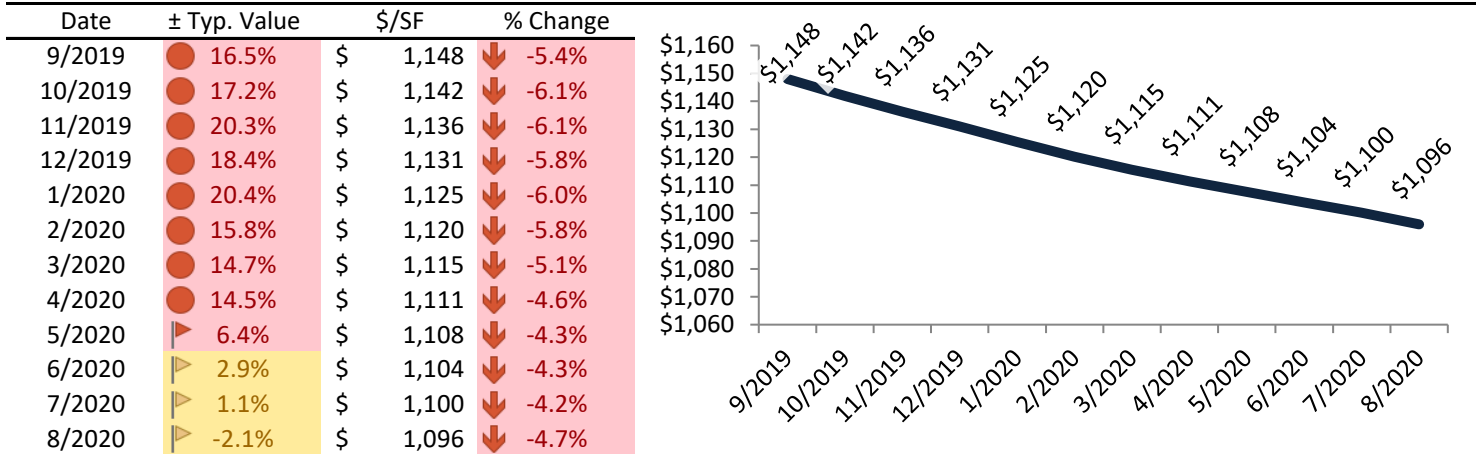
Historically, properties in this market sell at a 53.4% premium. Today's premium is 51.3%. This market is 2.1% undervalued. Median home price is \$2,231,300, and resale \$/SF is \$1096/SF. Prices fell 4.7% year-over-year. Monthly cost of ownership is \$8,863, and rents average \$5,856, making owning \$3,006 per month more costly than renting. Rents rose 5.9% year-over-year. The current capitalization rate (rent/price) is 2.5%.

**Market rating = 6**

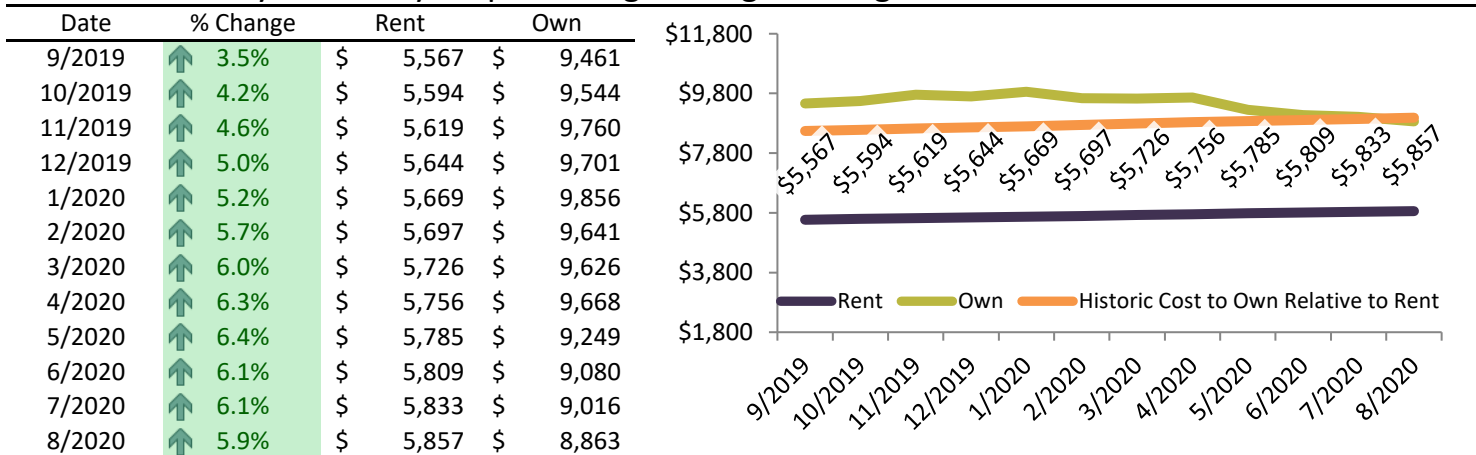
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months





## Castro Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a 17.5% premium. Today's premium is 4.2%. This market is 13.3% undervalued.

Median home price is \$870,700, and resale \$/SF is \$473/SF. Prices fell 1.9% year-over-year.

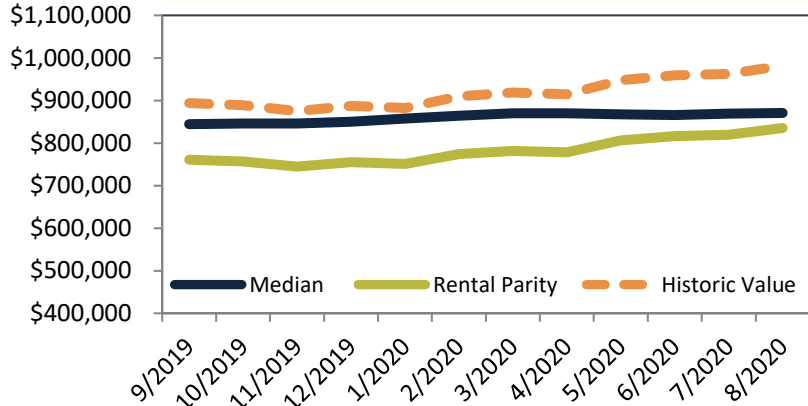
Monthly cost of ownership is \$3,458, and rents average \$3,318, making owning \$140 per month more costly than renting.

Rents rose 2.2% year-over-year. The current capitalization rate (rent/price) is 3.7%.

**Market rating = 7**

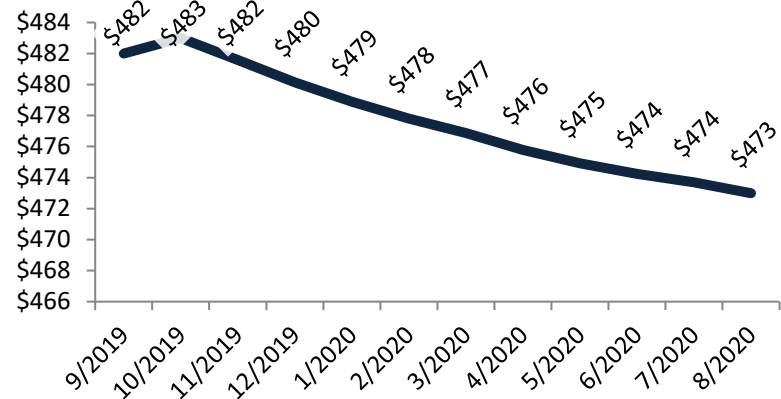
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	4	\$ 844,400	\$ 760,800
10/2019	4	\$ 846,000	\$ 756,400
11/2019	4	\$ 846,000	\$ 744,600
12/2019	4	\$ 850,200	\$ 755,000
1/2020	6	\$ 857,800	\$ 750,800
2/2020	6	\$ 864,300	\$ 773,900
3/2020	6	\$ 869,600	\$ 781,400
4/2020	6	\$ 869,700	\$ 778,100
5/2020	7	\$ 867,800	\$ 806,400
6/2020	7	\$ 865,700	\$ 815,900
7/2020	7	\$ 868,800	\$ 819,200
8/2020	7	\$ 870,700	\$ 835,300



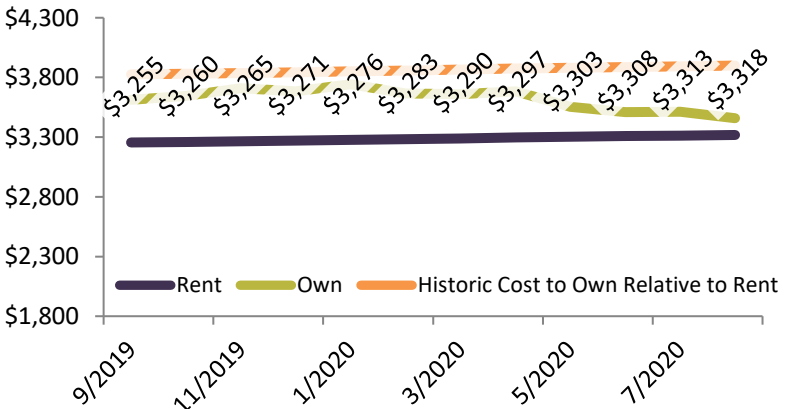
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	-6.5%	\$ 482	-3.0%
10/2019	-5.7%	\$ 483	-3.2%
11/2019	-3.9%	\$ 482	-3.7%
12/2019	-4.9%	\$ 480	-3.8%
1/2020	-3.3%	\$ 479	-3.3%
2/2020	-5.8%	\$ 478	-2.9%
3/2020	-6.2%	\$ 477	-2.5%
4/2020	-5.7%	\$ 476	-2.9%
5/2020	-9.9%	\$ 475	-2.3%
6/2020	-11.4%	\$ 474	-1.8%
7/2020	-11.5%	\$ 474	-1.5%
8/2020	-13.3%	\$ 473	-1.9%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	1.7%	\$ 3,255	\$ 3,613
10/2019	1.8%	\$ 3,260	\$ 3,647
11/2019	1.8%	\$ 3,265	\$ 3,710
12/2019	1.9%	\$ 3,271	\$ 3,683
1/2020	2.0%	\$ 3,276	\$ 3,743
2/2020	2.2%	\$ 3,283	\$ 3,666
3/2020	2.3%	\$ 3,290	\$ 3,661
4/2020	2.4%	\$ 3,297	\$ 3,684
5/2020	2.4%	\$ 3,303	\$ 3,554
6/2020	2.3%	\$ 3,308	\$ 3,510
7/2020	2.3%	\$ 3,313	\$ 3,513
8/2020	2.2%	\$ 3,318	\$ 3,459



### Concord Housing Market Value & Trends Update

Historically, properties in this market sell at a -2.9% discount. Today's discount is 25.2%. This market is 22.3% undervalued.

Median home price is \$565,600, and resale \$/SF is \$383/SF. Prices fell 1.7% year-over-year.

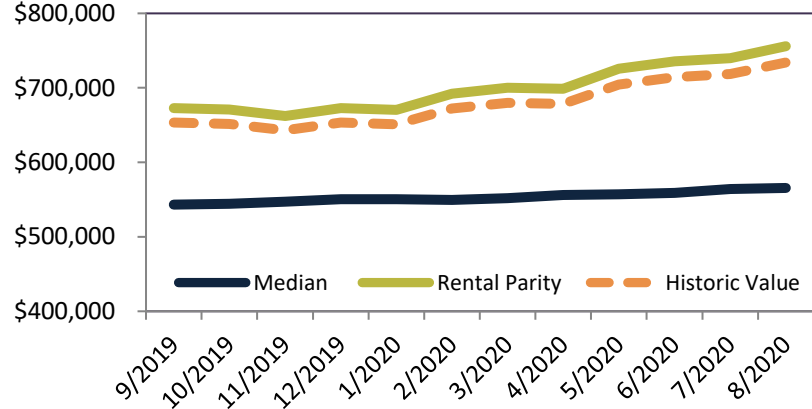
Monthly cost of ownership is \$2,246, and rents average \$3,002, making owning \$756 per month less costly than renting.

Rents rose 5.0% year-over-year. The current capitalization rate (rent/price) is 5.1%.

**Market rating = 9**

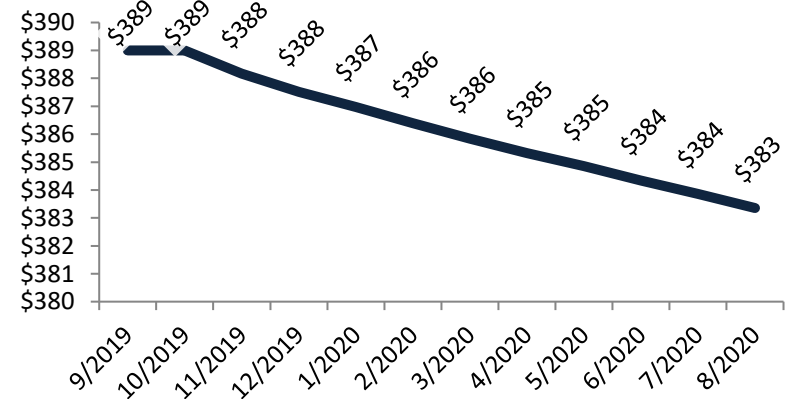
#### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↑ 8	\$ 543,200	\$ 672,800
10/2019	↑ 8	\$ 544,100	\$ 670,800
11/2019	↑ 8	\$ 547,000	\$ 662,200
12/2019	↑ 8	\$ 550,400	\$ 673,000
1/2020	↑ 8	\$ 550,400	\$ 670,500
2/2020	↑ 8	\$ 549,400	\$ 692,300
3/2020	↑ 8	\$ 551,900	\$ 700,200
4/2020	↑ 8	\$ 556,100	\$ 698,600
5/2020	↑ 8	\$ 556,900	\$ 725,500
6/2020	↑ 9	\$ 559,100	\$ 735,400
7/2020	↑ 8	\$ 564,200	\$ 739,900
8/2020	↑ 9	\$ 565,600	\$ 755,900



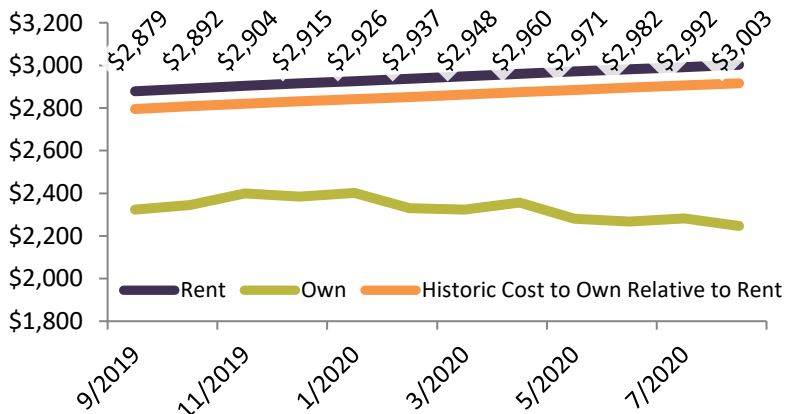
#### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● -16.4%	\$ 389	↓ -2.8%
10/2019	● -16.0%	\$ 389	↓ -2.8%
11/2019	● -14.5%	\$ 388	↓ -2.7%
12/2019	● -15.3%	\$ 388	↓ -2.1%
1/2020	● -15.0%	\$ 387	↓ -1.8%
2/2020	● -17.7%	\$ 386	↓ -1.9%
3/2020	● -18.3%	\$ 386	↓ -1.8%
4/2020	● -17.5%	\$ 385	↓ -1.7%
5/2020	● -20.3%	\$ 385	↓ -1.6%
6/2020	● -21.1%	\$ 384	↓ -1.7%
7/2020	● -20.9%	\$ 384	↓ -1.6%
8/2020	● -22.3%	\$ 383	↓ -1.7%



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 4.7%	\$ 2,879	\$ 2,324
10/2019	↑ 5.1%	\$ 2,892	\$ 2,345
11/2019	↑ 5.2%	\$ 2,904	\$ 2,399
12/2019	↑ 5.2%	\$ 2,915	\$ 2,384
1/2020	↑ 5.1%	\$ 2,926	\$ 2,402
2/2020	↑ 5.1%	\$ 2,937	\$ 2,330
3/2020	↑ 5.2%	\$ 2,948	\$ 2,323
4/2020	↑ 5.2%	\$ 2,960	\$ 2,356
5/2020	↑ 5.2%	\$ 2,971	\$ 2,281
6/2020	↑ 5.1%	\$ 2,982	\$ 2,267
7/2020	↑ 5.0%	\$ 2,992	\$ 2,282
8/2020	↑ 5.0%	\$ 3,003	\$ 2,247



### Daly City Housing Market Value & Trends Update

Historically, properties in this market sell at a 13.1% premium. Today's premium is 16.6%. This market is 3.5% overvalued.

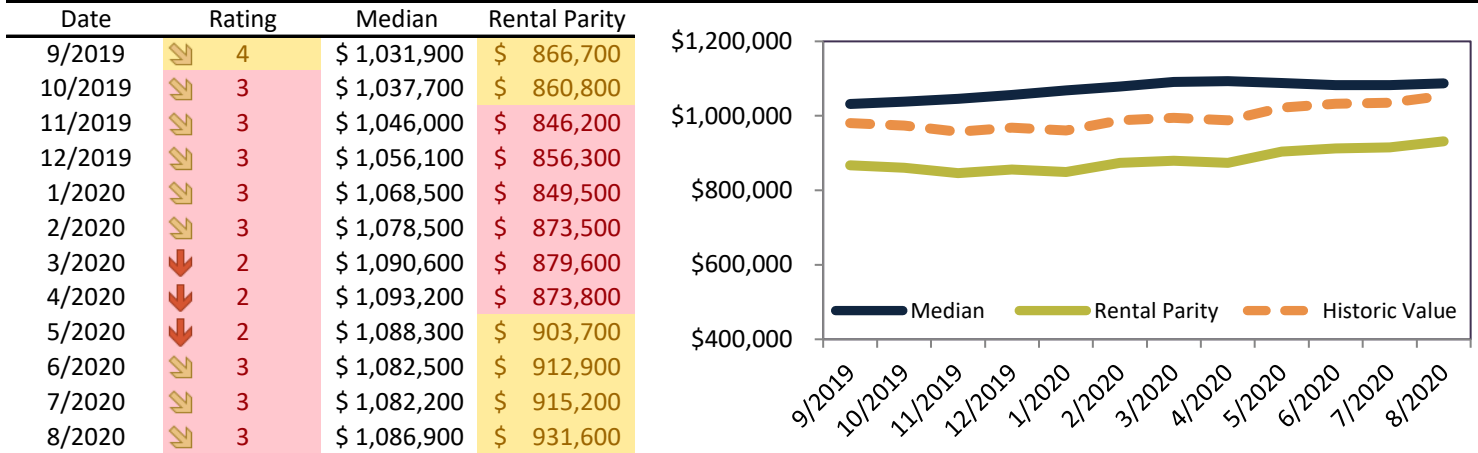
Median home price is \$1,086,900, and resale \$/SF is \$787/SF. Prices rose 0.5% year-over-year.

Monthly cost of ownership is \$4,317, and rents average \$3,700, making owning \$616 per month more costly than renting.

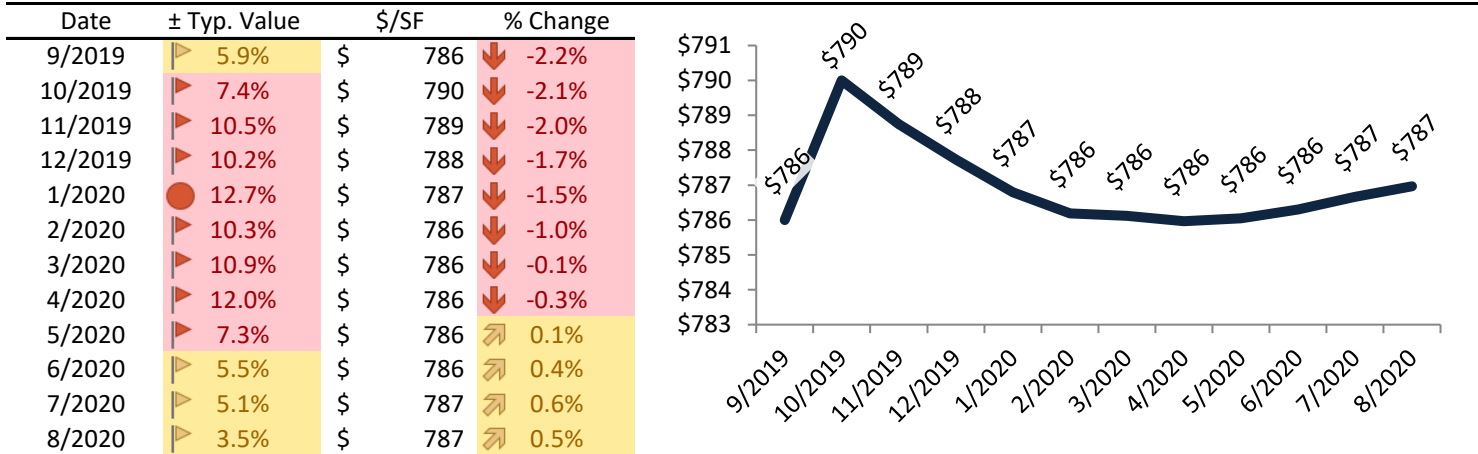
Rents fell 0.1% year-over-year. The current capitalization rate (rent/price) is 3.3%.

**Market rating = 3**

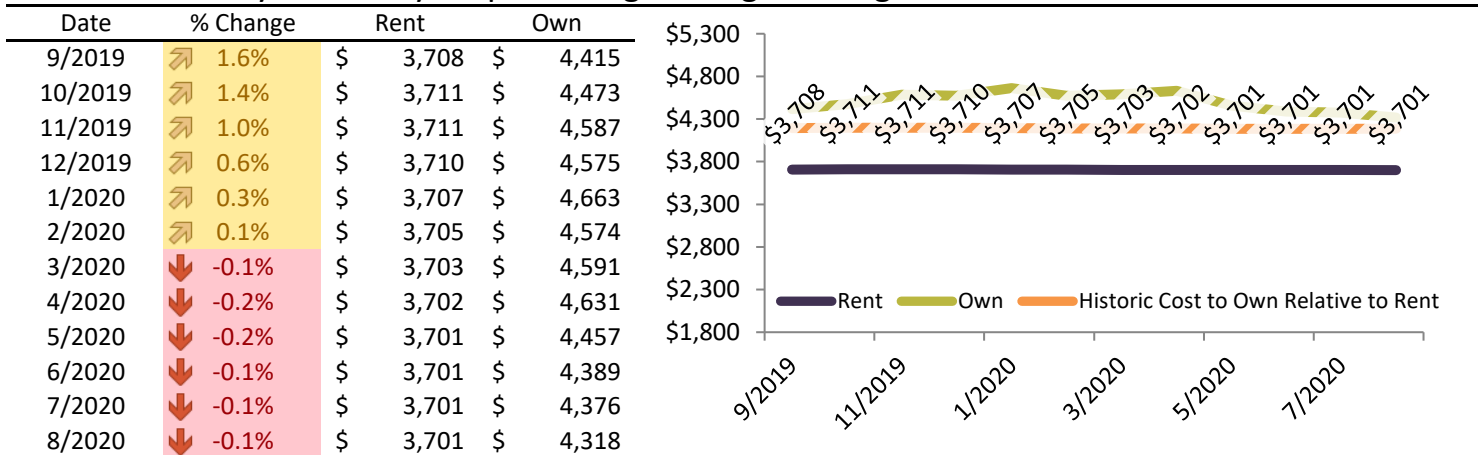
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



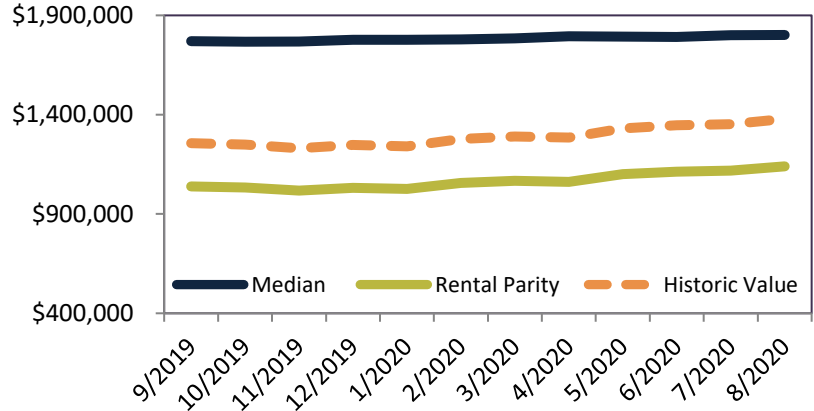
## Danville Housing Market Value & Trends Update

Historically, properties in this market sell at a 21.0% premium. Today's premium is 58.1%. This market is 37.1% overvalued. Median home price is \$1,801,400, and resale \$/SF is \$500/SF. Prices fell 5.3% year-over-year. Monthly cost of ownership is \$7,155, and rents average \$4,527, making owning \$2,627 per month more costly than renting. Rents rose 2.1% year-over-year. The current capitalization rate (rent/price) is 2.4%.

**Market rating = 1**

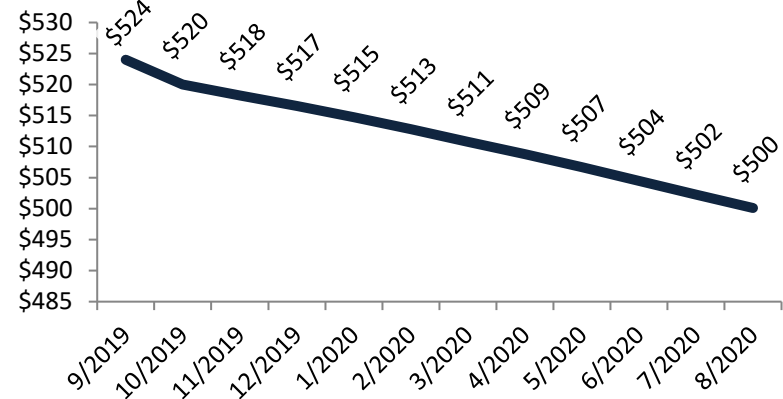
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↓ 1	\$ 1,769,700	\$ 1,038,800
10/2019	↓ 1	\$ 1,767,400	\$ 1,033,400
11/2019	↓ 1	\$ 1,768,900	\$ 1,017,700
12/2019	↓ 1	\$ 1,776,400	\$ 1,032,000
1/2020	↓ 1	\$ 1,776,400	\$ 1,025,900
2/2020	↓ 1	\$ 1,779,500	\$ 1,057,000
3/2020	↓ 1	\$ 1,784,900	\$ 1,066,600
4/2020	↓ 1	\$ 1,794,100	\$ 1,061,900
5/2020	↓ 1	\$ 1,792,500	\$ 1,100,400
6/2020	↓ 1	\$ 1,791,400	\$ 1,113,300
7/2020	↓ 1	\$ 1,799,800	\$ 1,117,900
8/2020	↓ 1	\$ 1,801,400	\$ 1,139,800



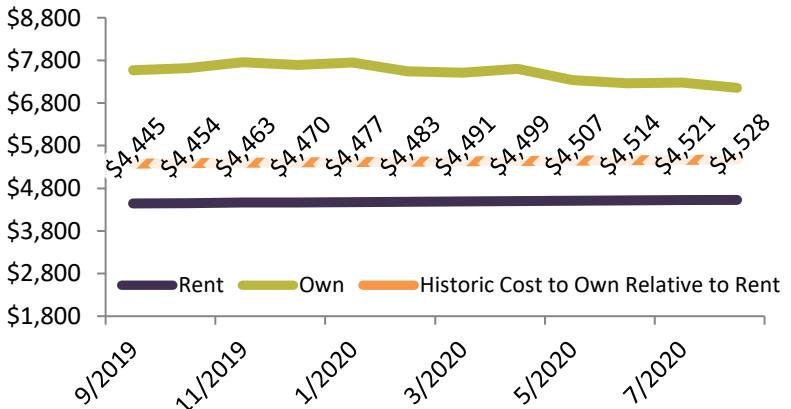
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● 49.4%	\$ 524	↓ -3.7%
10/2019	● 50.1%	\$ 520	↓ -4.4%
11/2019	● 52.9%	\$ 518	↓ -4.2%
12/2019	● 51.2%	\$ 517	↓ -4.2%
1/2020	● 52.2%	\$ 515	↓ -4.3%
2/2020	● 47.4%	\$ 513	↓ -4.7%
3/2020	● 46.4%	\$ 511	↓ -4.9%
4/2020	● 48.0%	\$ 509	↓ -4.9%
5/2020	● 41.9%	\$ 507	↓ -5.1%
6/2020	● 40.0%	\$ 504	↓ -5.4%
7/2020	● 40.0%	\$ 502	↓ -5.4%
8/2020	● 37.1%	\$ 500	↓ -5.3%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↗ 1.1%	\$ 4,445	\$ 7,572
10/2019	↗ 1.6%	\$ 4,454	\$ 7,618
11/2019	↗ 1.8%	\$ 4,463	\$ 7,757
12/2019	↗ 1.8%	\$ 4,470	\$ 7,695
1/2020	↗ 1.8%	\$ 4,477	\$ 7,752
2/2020	↗ 1.9%	\$ 4,483	\$ 7,548
3/2020	↗ 2.0%	\$ 4,491	\$ 7,514
4/2020	↗ 2.0%	\$ 4,499	\$ 7,600
5/2020	↗ 2.1%	\$ 4,507	\$ 7,341
6/2020	↗ 2.1%	\$ 4,514	\$ 7,263
7/2020	↗ 2.1%	\$ 4,521	\$ 7,278
8/2020	↗ 2.1%	\$ 4,528	\$ 7,156

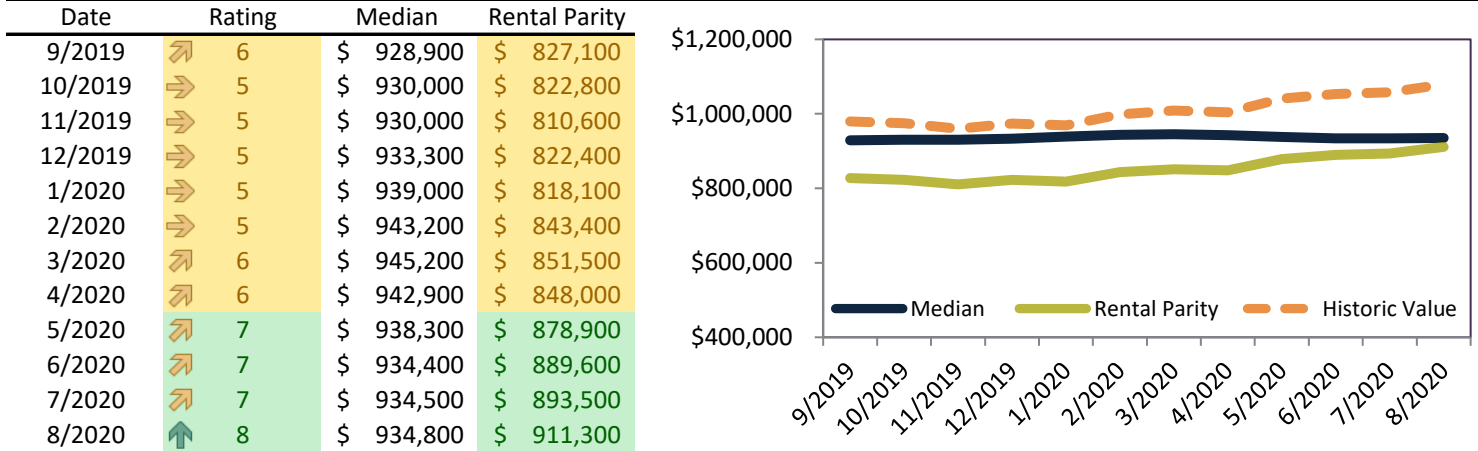


### Dublin Housing Market Value & Trends Update

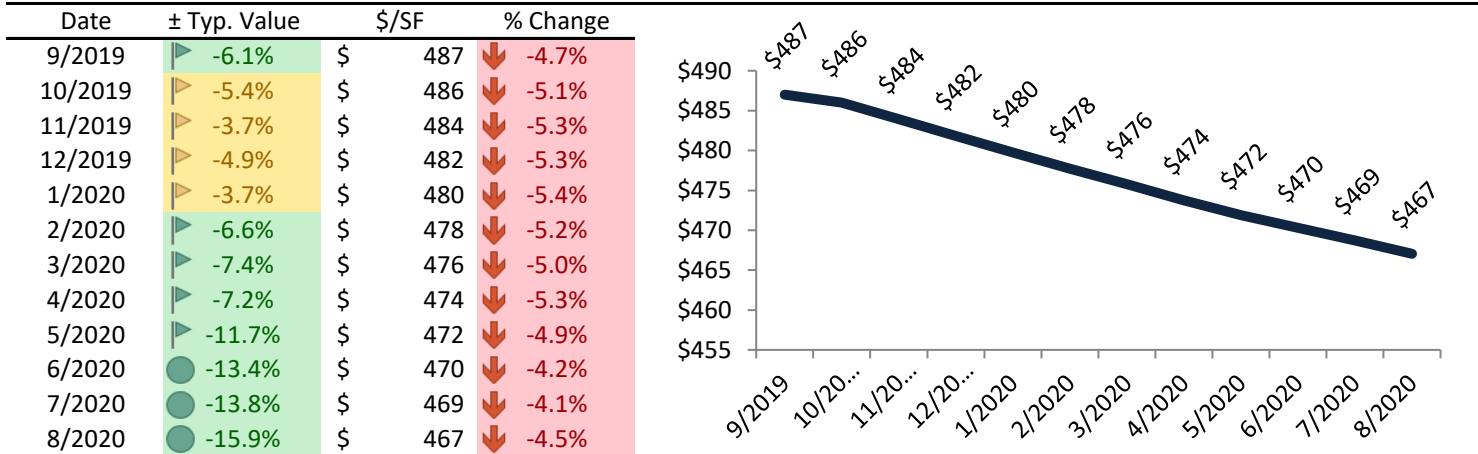
Historically, properties in this market sell at a 18.4% premium. Today's premium is 2.5%. This market is 15.9% undervalued. Median home price is \$934,800, and resale \$/SF is \$467/SF. Prices fell 4.5% year-over-year. Monthly cost of ownership is \$3,713, and rents average \$3,620, making owning \$092 per month more costly than renting. Rents rose 2.6% year-over-year. The current capitalization rate (rent/price) is 3.7%.

**Market rating = 8**

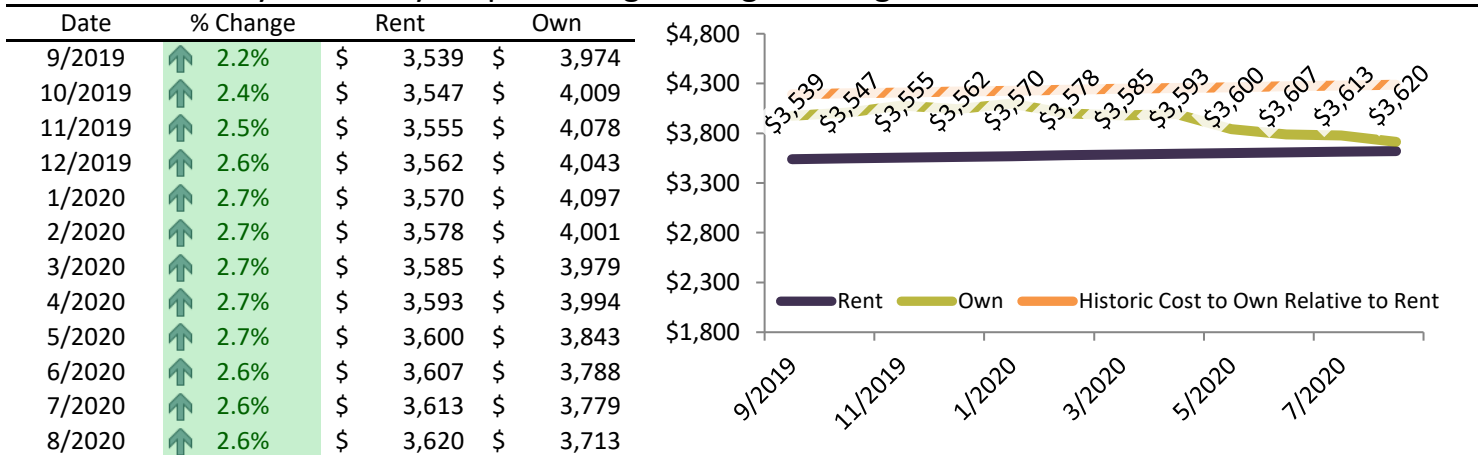
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



## East Palo Alto Housing Market Value & Trends Update

Historically, properties in this market sell at a -8.1% discount. Today's discount is 5.6%. This market is 2.5% overvalued.

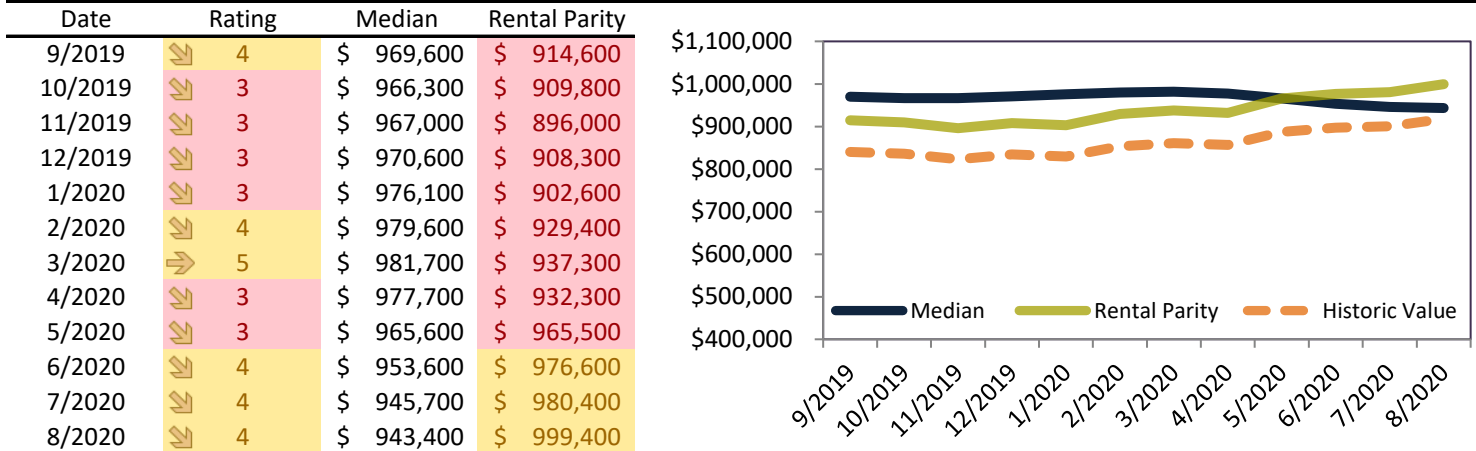
Median home price is \$943,400, and resale \$/SF is \$774/SF. Prices fell 4.3% year-over-year.

Monthly cost of ownership is \$3,747, and rents average \$3,969, making owning \$222 per month less costly than renting.

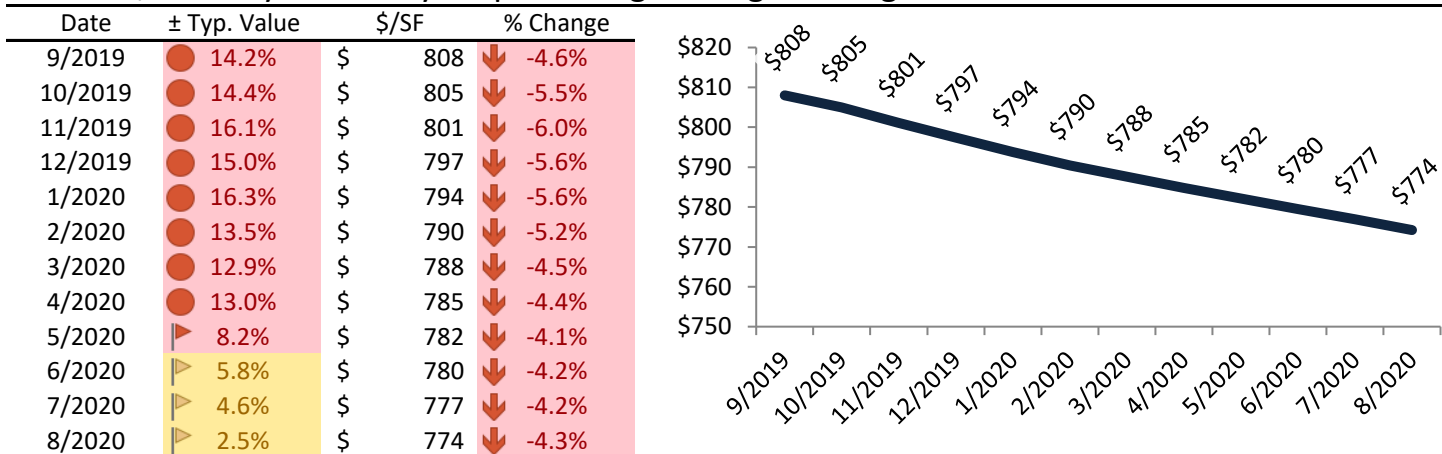
Rents rose 1.8% year-over-year. The current capitalization rate (rent/price) is 4.0%.

**Market rating = 4**

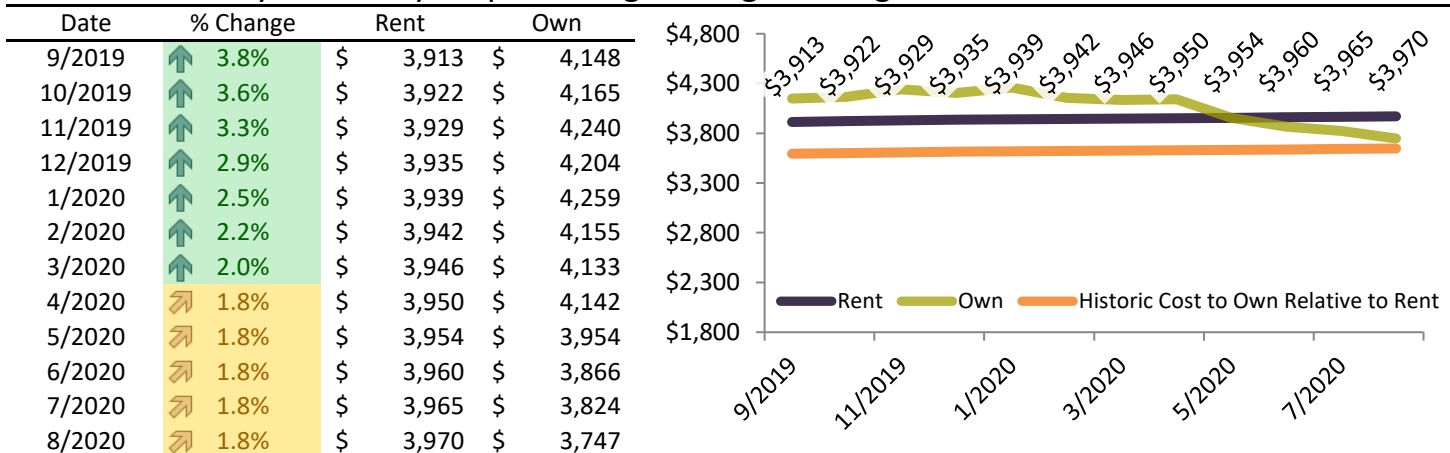
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## El Cerrito Housing Market Value & Trends Update

Historically, properties in this market sell at a 19.8% premium. Today's discount is 2.1%. This market is 21.9% undervalued.

Median home price is \$895,200, and resale \$/SF is \$634/SF. Prices rose 3.5% year-over-year.

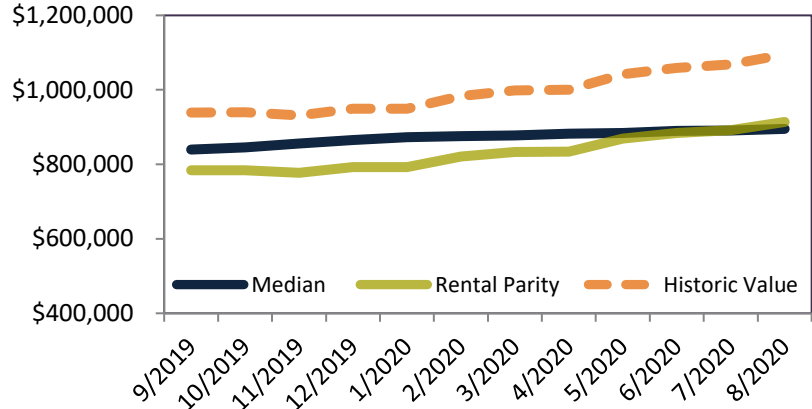
Monthly cost of ownership is \$3,556, and rents average \$3,630, making owning \$074 per month less costly than renting.

Rents rose 9.5% year-over-year. The current capitalization rate (rent/price) is 3.9%.

**Market rating = 10**

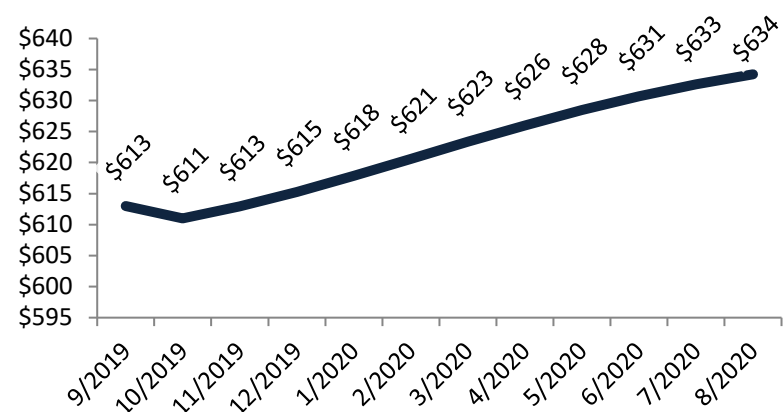
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↑ 8	\$ 839,600	\$ 783,900
10/2019	↑ 8	\$ 845,000	\$ 784,500
11/2019	↑ 8	\$ 855,900	\$ 777,200
12/2019	↑ 8	\$ 865,700	\$ 792,600
1/2020	↑ 8	\$ 873,000	\$ 792,200
2/2020	↑ 8	\$ 875,200	\$ 820,900
3/2020	↑ 9	\$ 877,600	\$ 833,200
4/2020	↑ 9	\$ 882,300	\$ 834,400
5/2020	↑ 9	\$ 884,600	\$ 869,300
6/2020	↑ 9	\$ 889,600	\$ 883,900
7/2020	↑ 9	\$ 890,500	\$ 891,900
8/2020	↑ 10	\$ 895,200	\$ 913,800



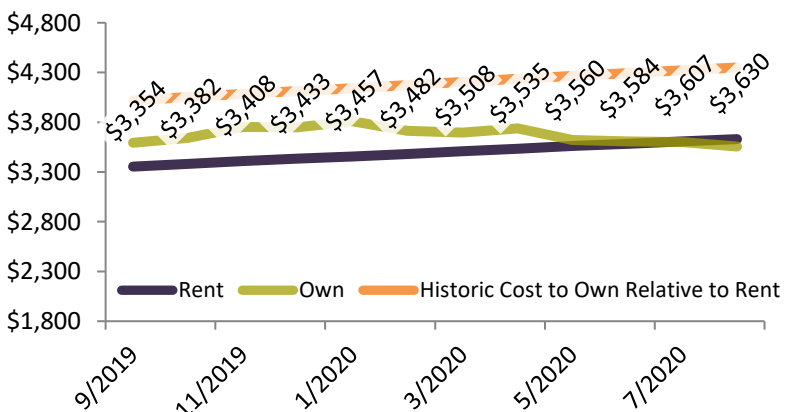
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● -12.7%	\$ 613	↑ 3.5%
10/2019	● -12.1%	\$ 611	↑ 3.6%
11/2019	▾ -9.7%	\$ 613	↑ 4.2%
12/2019	▾ -10.6%	\$ 615	↑ 5.2%
1/2020	▾ -9.6%	\$ 618	↑ 5.8%
2/2020	● -13.2%	\$ 621	↑ 6.1%
3/2020	● -14.5%	\$ 623	↑ 6.2%
4/2020	● -14.1%	\$ 626	↑ 5.7%
5/2020	● -18.1%	\$ 628	↑ 5.5%
6/2020	● -19.2%	\$ 631	↑ 4.8%
7/2020	● -20.0%	\$ 633	↑ 4.0%
8/2020	● -21.9%	\$ 634	↑ 3.5%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↘ 7.3%	\$ 3,354	\$ 3,592
10/2019	↘ 8.4%	\$ 3,382	\$ 3,642
11/2019	↘ 9.0%	\$ 3,408	\$ 3,753
12/2019	↘ 9.3%	\$ 3,433	\$ 3,750
1/2020	↘ 9.4%	\$ 3,457	\$ 3,809
2/2020	↘ 9.6%	\$ 3,482	\$ 3,712
3/2020	↘ 9.9%	\$ 3,508	\$ 3,695
4/2020	↘ 10.2%	\$ 3,535	\$ 3,738
5/2020	↘ 10.1%	\$ 3,560	\$ 3,623
6/2020	↘ 9.8%	\$ 3,584	\$ 3,607
7/2020	↘ 9.7%	\$ 3,607	\$ 3,601
8/2020	↘ 9.5%	\$ 3,630	\$ 3,556



## El Sobrante Housing Market Value & Trends Update

Historically, properties in this market sell at a -3.1% discount. Today's discount is 18.6%. This market is 15.5% undervalued.

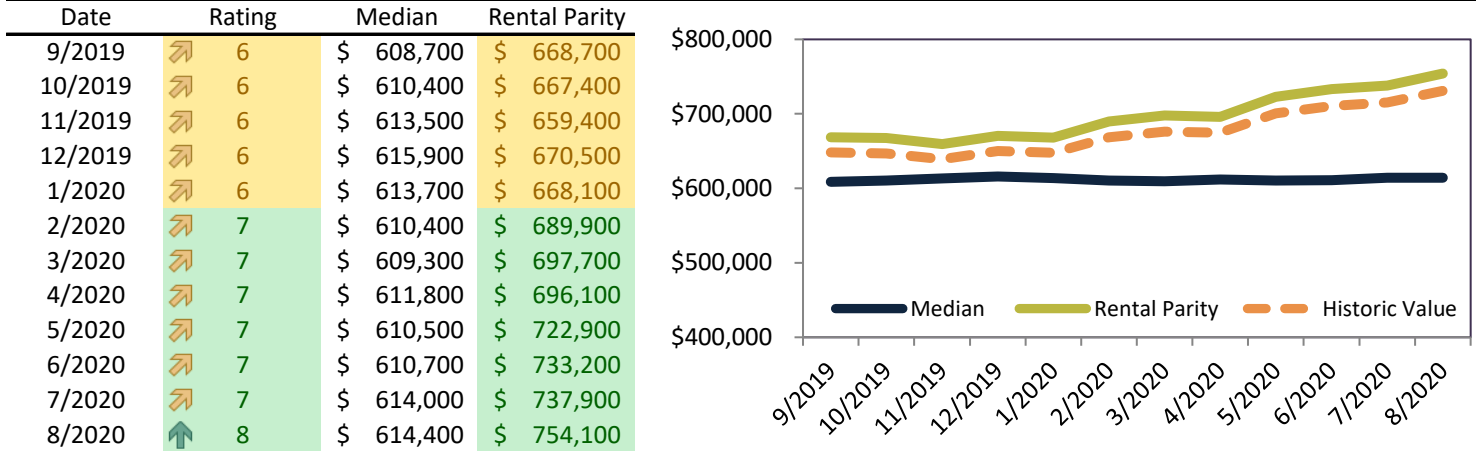
Median home price is \$614,400, and resale \$/SF is \$364/SF. Prices fell 1.9% year-over-year.

Monthly cost of ownership is \$2,440, and rents average \$2,995, making owning \$555 per month less costly than renting.

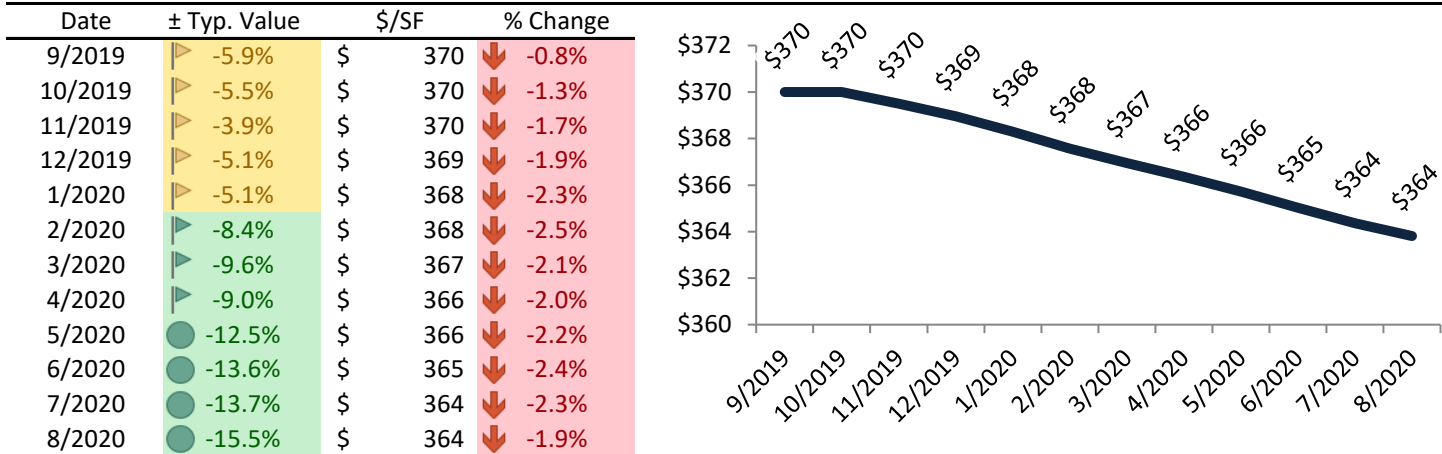
Rents rose 5.4% year-over-year. The current capitalization rate (rent/price) is 4.7%.

**Market rating = 8**

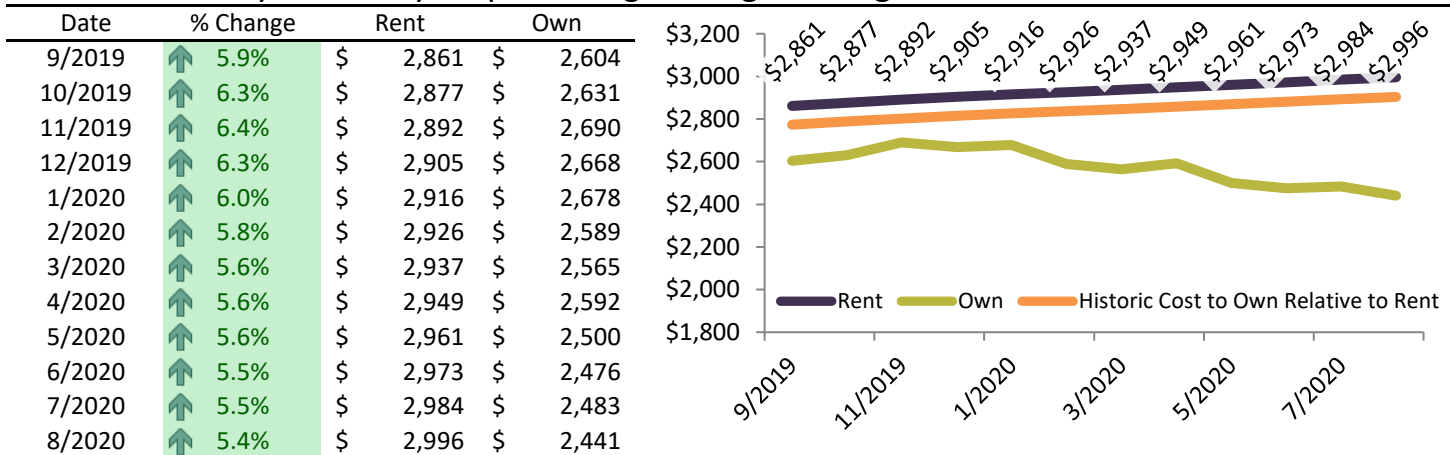
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months





## Foster City Housing Market Value & Trends Update

Historically, properties in this market sell at a 31.5% premium. Today's premium is 28.1%. This market is 3.4% undervalued.

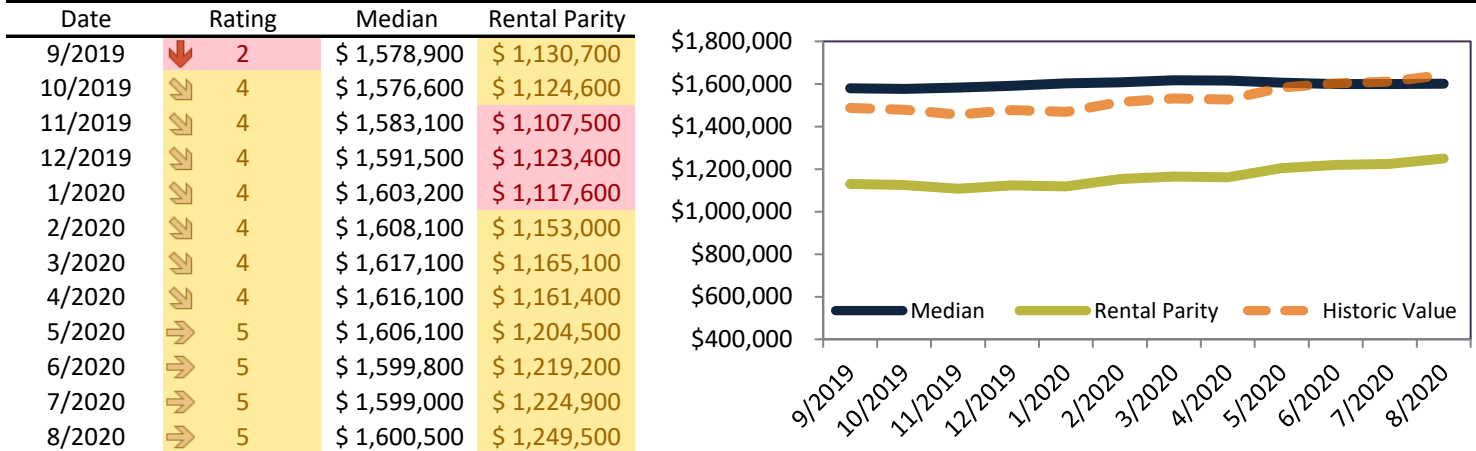
Median home price is \$1,600,500, and resale \$/SF is \$792/SF. Prices fell 7.1% year-over-year.

Monthly cost of ownership is \$6,357, and rents average \$4,963, making owning \$1,393 per month more costly than renting.

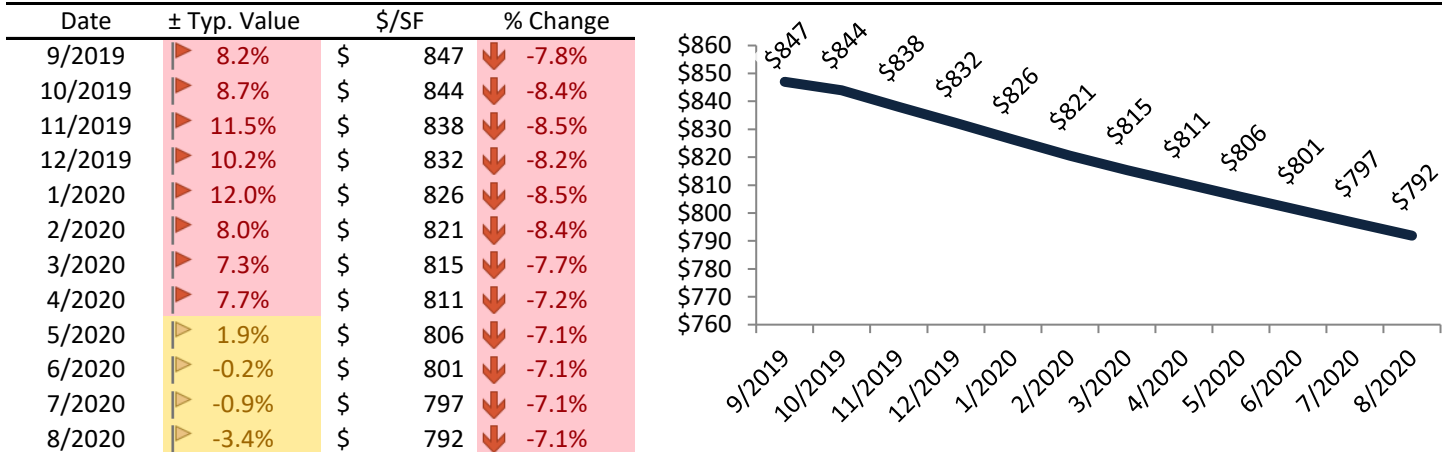
Rents rose 3.0% year-over-year. The current capitalization rate (rent/price) is 3.0%.

**Market rating = 5**

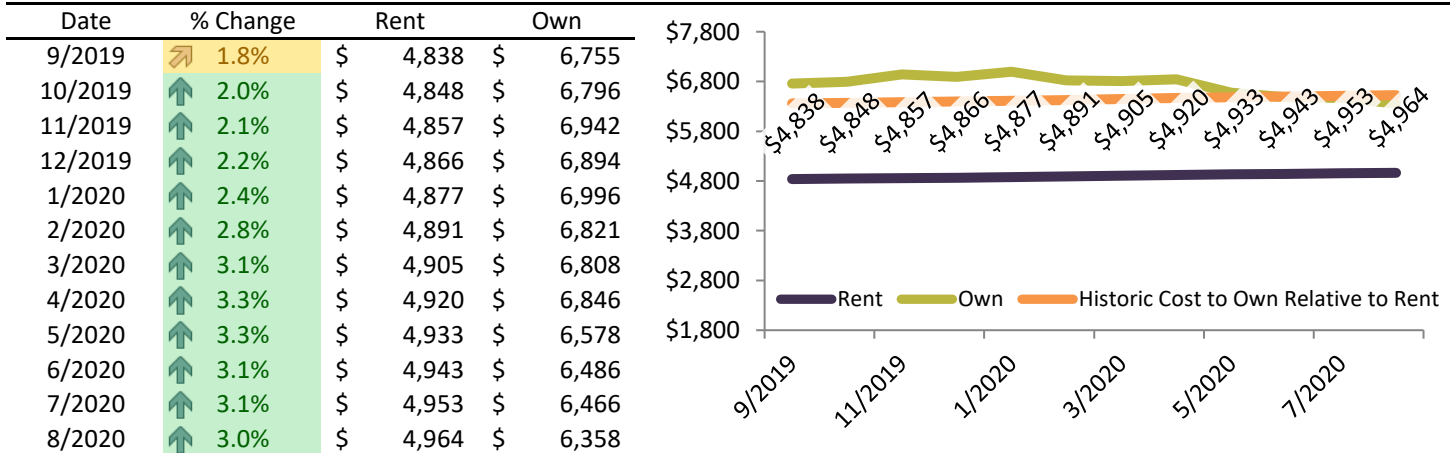
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



### Fremont Housing Market Value & Trends Update

Historically, properties in this market sell at a 25.7% premium. Today's premium is 21.7%. This market is 4.0% undervalued.

Median home price is \$1,092,400, and resale \$/SF is \$632/SF. Prices fell 7.8% year-over-year.

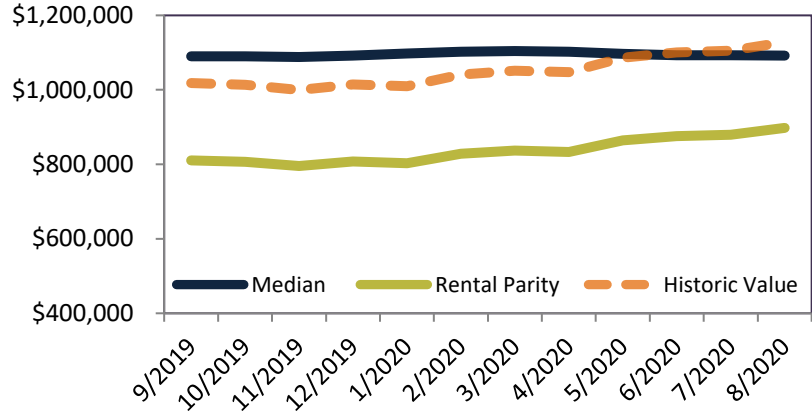
Monthly cost of ownership is \$4,339, and rents average \$3,566, making owning \$772 per month more costly than renting.

Rents rose 3.3% year-over-year. The current capitalization rate (rent/price) is 3.1%.

**Market rating = 5**

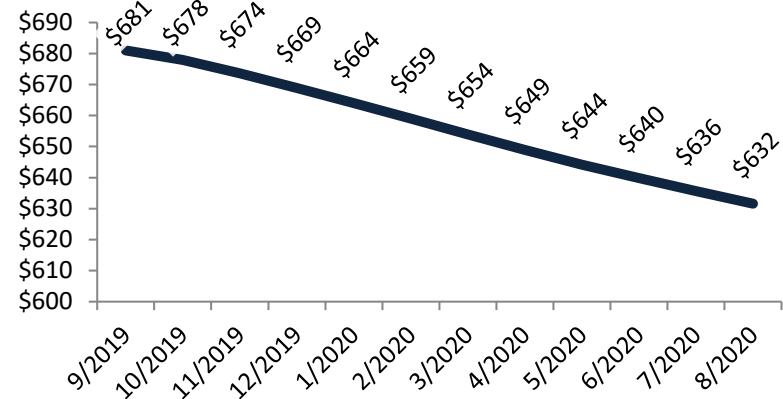
#### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	4	\$ 1,089,900	\$ 810,100
10/2019	4	\$ 1,089,600	\$ 806,800
11/2019	4	\$ 1,088,200	\$ 795,500
12/2019	4	\$ 1,091,500	\$ 807,500
1/2020	4	\$ 1,097,900	\$ 803,400
2/2020	4	\$ 1,102,000	\$ 828,500
3/2020	5	\$ 1,104,200	\$ 836,700
4/2020	5	\$ 1,101,900	\$ 833,600
5/2020	5	\$ 1,096,800	\$ 864,400
6/2020	5	\$ 1,092,700	\$ 875,400
7/2020	5	\$ 1,092,600	\$ 879,800
8/2020	5	\$ 1,092,400	\$ 897,800



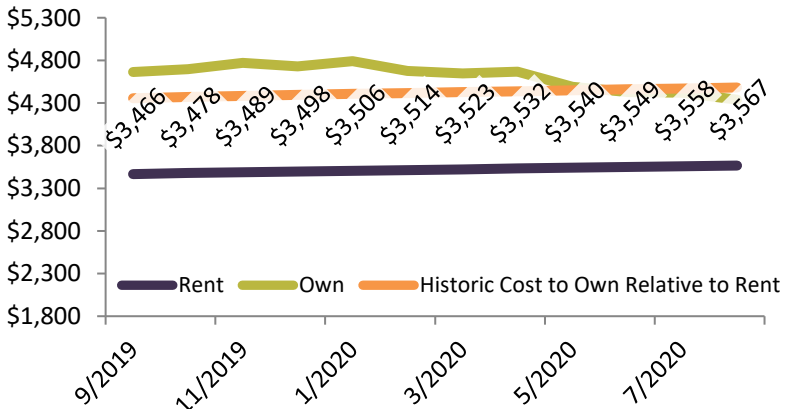
#### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	8.9%	\$ 681	-5.8%
10/2019	9.4%	\$ 678	-6.9%
11/2019	11.1%	\$ 674	-7.9%
12/2019	9.5%	\$ 669	-8.4%
1/2020	11.0%	\$ 664	-8.8%
2/2020	7.3%	\$ 659	-9.0%
3/2020	6.3%	\$ 654	-9.0%
4/2020	6.5%	\$ 649	-9.1%
5/2020	1.2%	\$ 644	-8.8%
6/2020	-0.8%	\$ 640	-8.1%
7/2020	-1.5%	\$ 636	-7.9%
8/2020	-4.0%	\$ 632	-7.8%



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	3.5%	\$ 3,466	\$ 4,663
10/2019	3.7%	\$ 3,478	\$ 4,697
11/2019	3.8%	\$ 3,489	\$ 4,772
12/2019	3.7%	\$ 3,498	\$ 4,728
1/2020	3.5%	\$ 3,506	\$ 4,791
2/2020	3.4%	\$ 3,514	\$ 4,674
3/2020	3.4%	\$ 3,523	\$ 4,649
4/2020	3.4%	\$ 3,532	\$ 4,668
5/2020	3.4%	\$ 3,540	\$ 4,492
6/2020	3.4%	\$ 3,549	\$ 4,430
7/2020	3.4%	\$ 3,558	\$ 4,418
8/2020	3.3%	\$ 3,567	\$ 4,339



## Hayward Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.7% premium. Today's discount is 11.9%. This market is 13.6% undervalued.

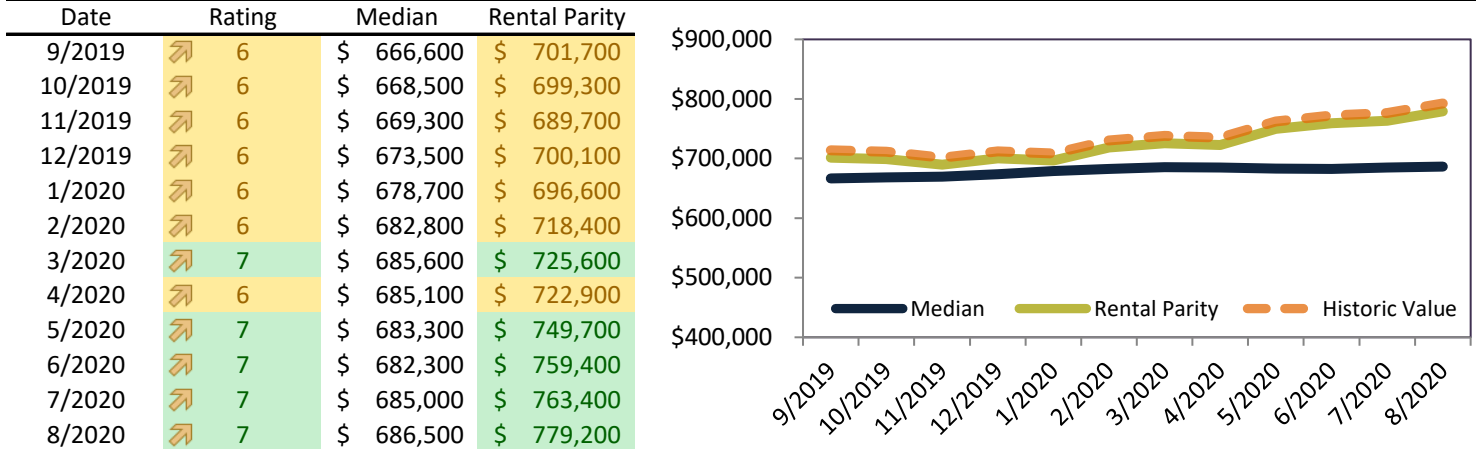
Median home price is \$686,500, and resale \$/SF is \$446/SF. Prices fell 3.0% year-over-year.

Monthly cost of ownership is \$2,726, and rents average \$3,095, making owning \$368 per month less costly than renting.

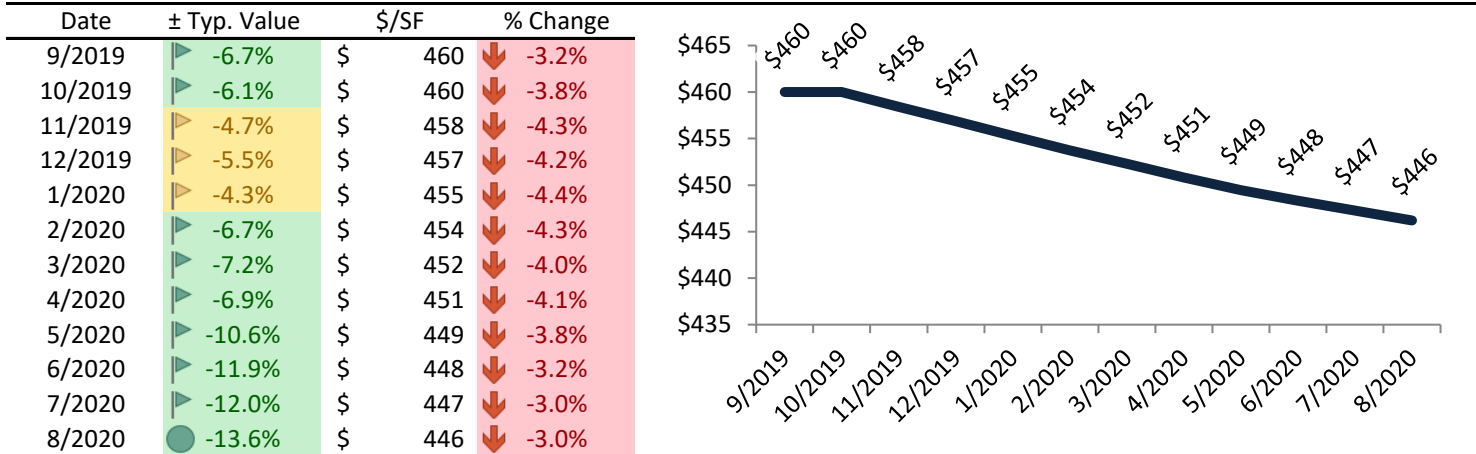
Rents rose 3.6% year-over-year. The current capitalization rate (rent/price) is 4.3%.

**Market rating = 7**

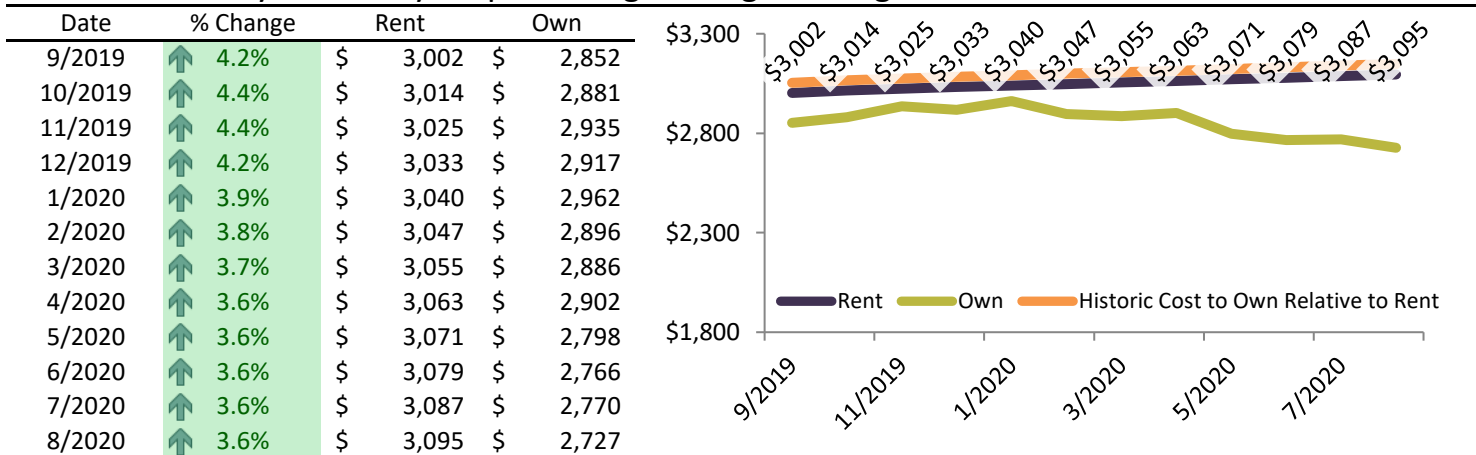
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Lafayette Housing Market Value & Trends Update

Historically, properties in this market sell at a 17.2% premium. Today's premium is 2.9%. This market is 14.3% undervalued.

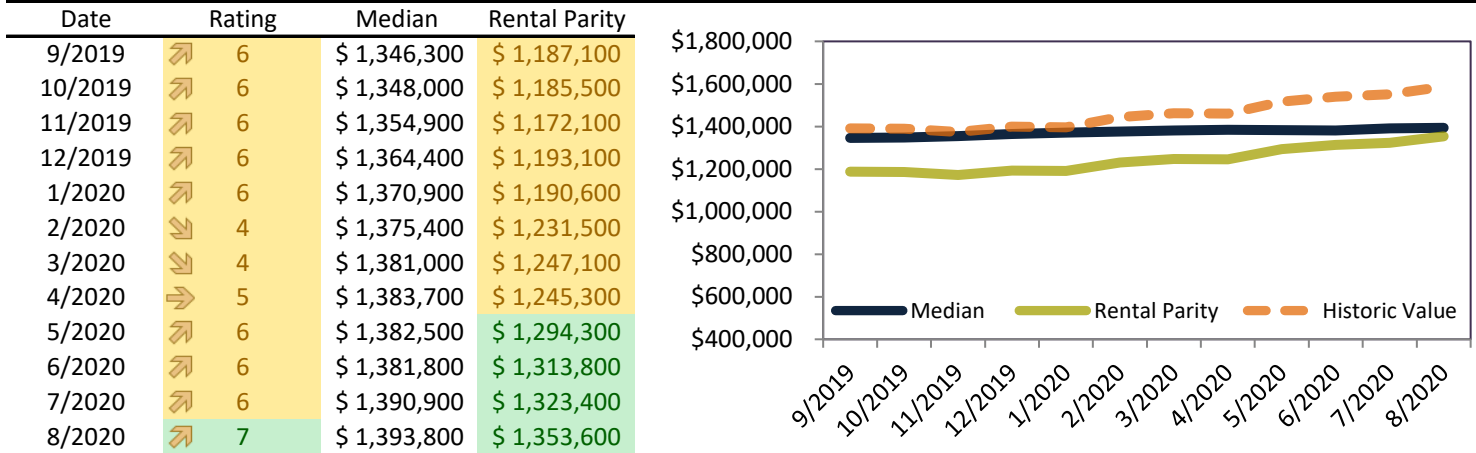
Median home price is \$1,393,800, and resale \$/SF is \$646/SF. Prices fell 8.0% year-over-year.

Monthly cost of ownership is \$5,536, and rents average \$5,377, making owning \$159 per month more costly than renting.

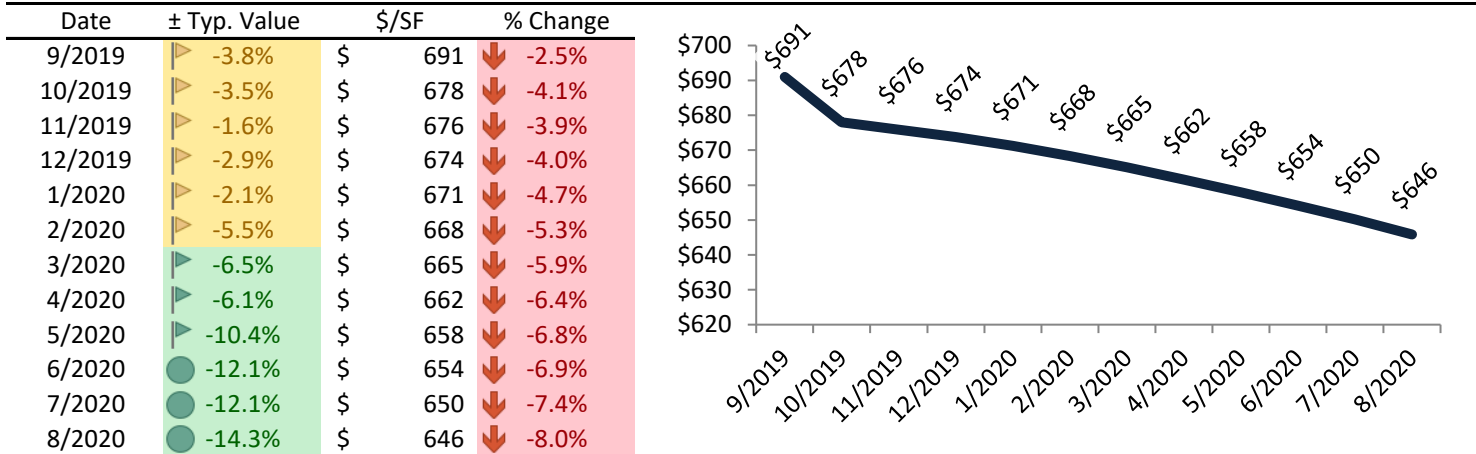
Rents rose 6.7% year-over-year. The current capitalization rate (rent/price) is 3.7%.

**Market rating = 7**

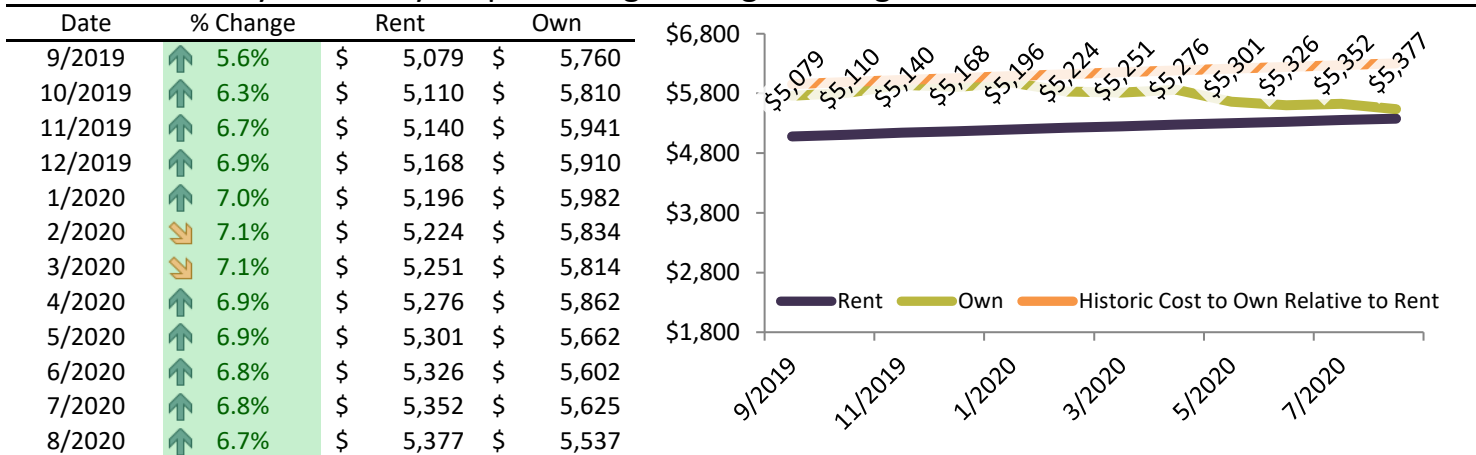
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



### Livermore Housing Market Value & Trends Update

Historically, properties in this market sell at a 14.1% premium. Today's discount is 3.6%. This market is 17.7% undervalued.

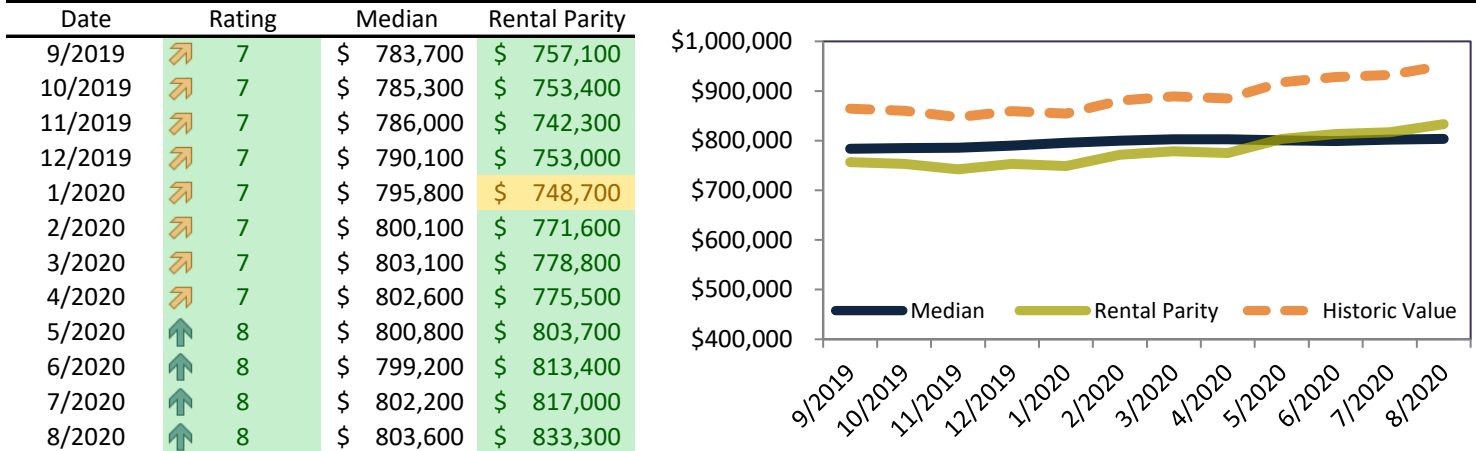
Median home price is \$803,600, and resale \$/SF is \$452/SF. Prices fell 3.9% year-over-year.

Monthly cost of ownership is \$3,192, and rents average \$3,310, making owning \$118 per month less costly than renting.

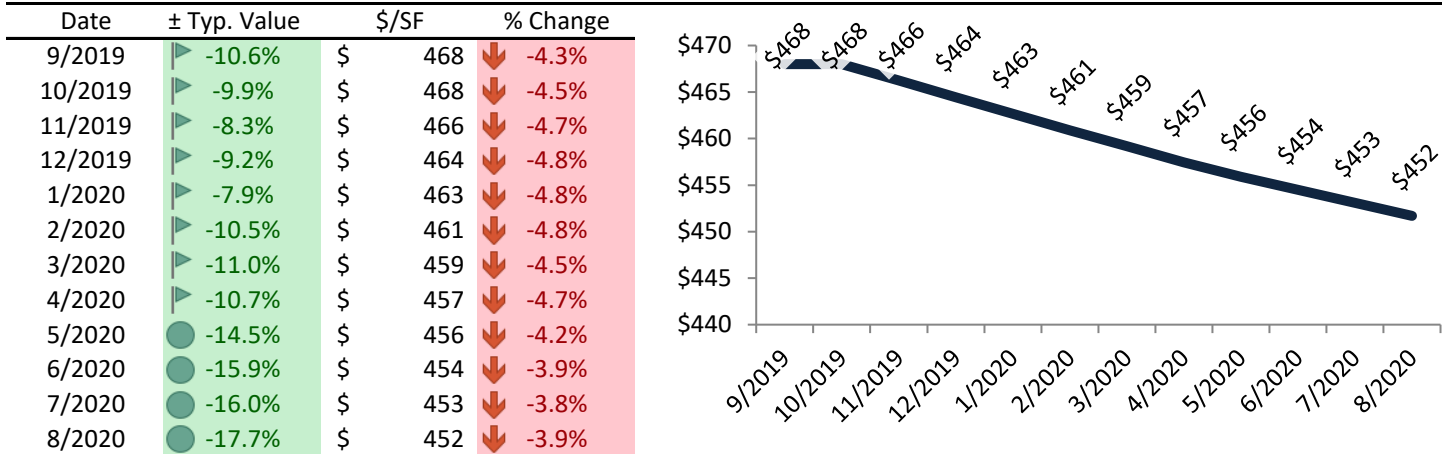
Rents rose 2.5% year-over-year. The current capitalization rate (rent/price) is 4.0%.

**Market rating = 8**

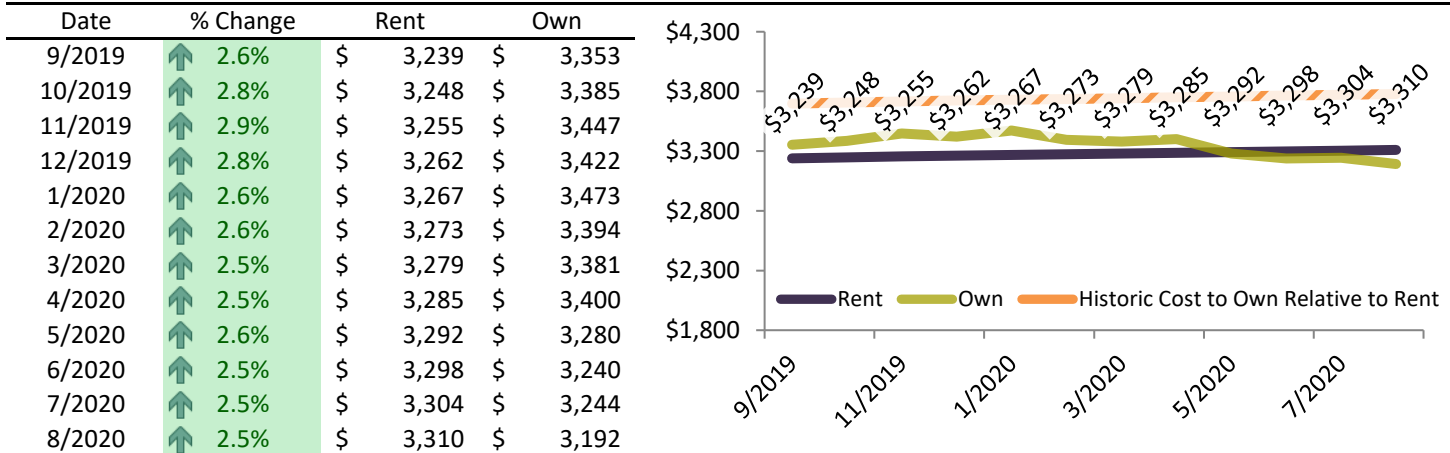
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



### Martinez Housing Market Value & Trends Update

Historically, properties in this market sell at a -1.4% discount. Today's discount is 18.2%. This market is 16.8% undervalued.

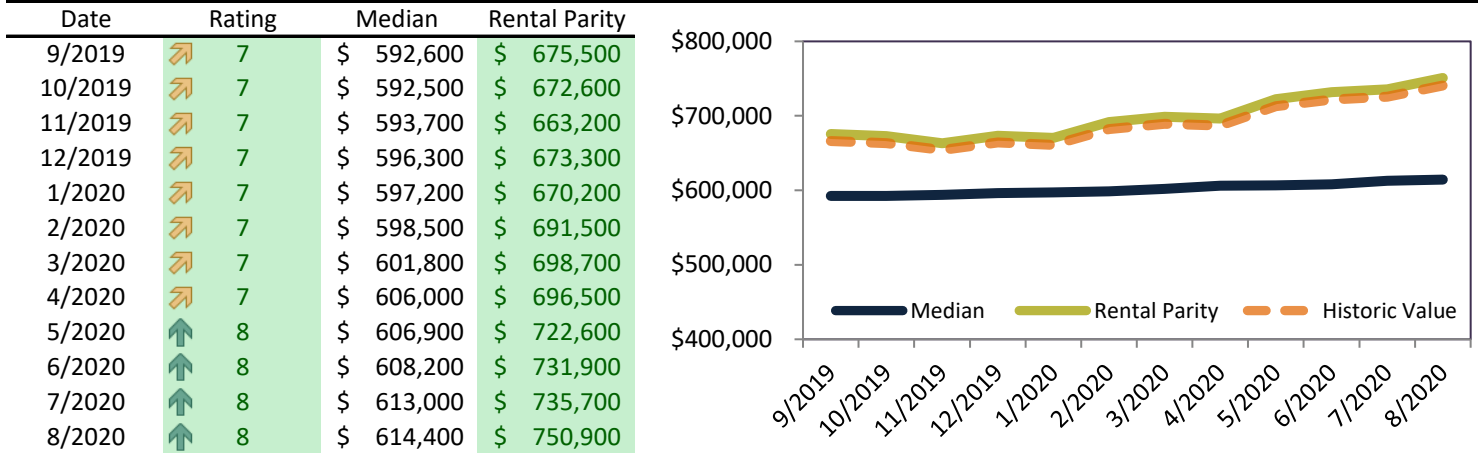
Median home price is \$614,400, and resale \$/SF is \$387/SF. Prices fell 1.5% year-over-year.

Monthly cost of ownership is \$2,440, and rents average \$2,982, making owning \$542 per month less costly than renting.

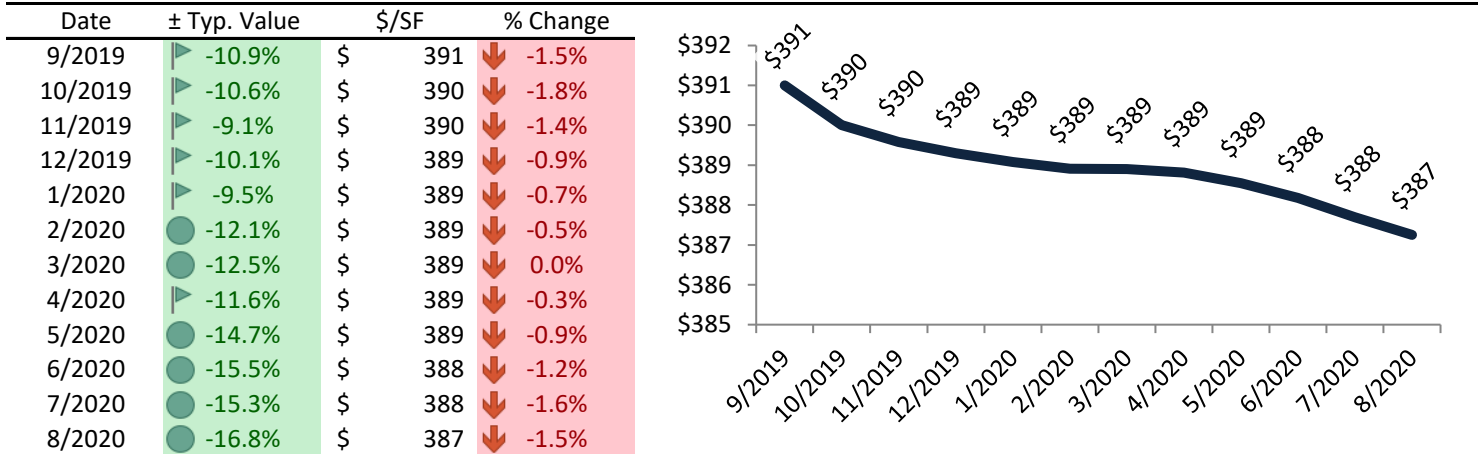
Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.7%.

**Market rating = 8**

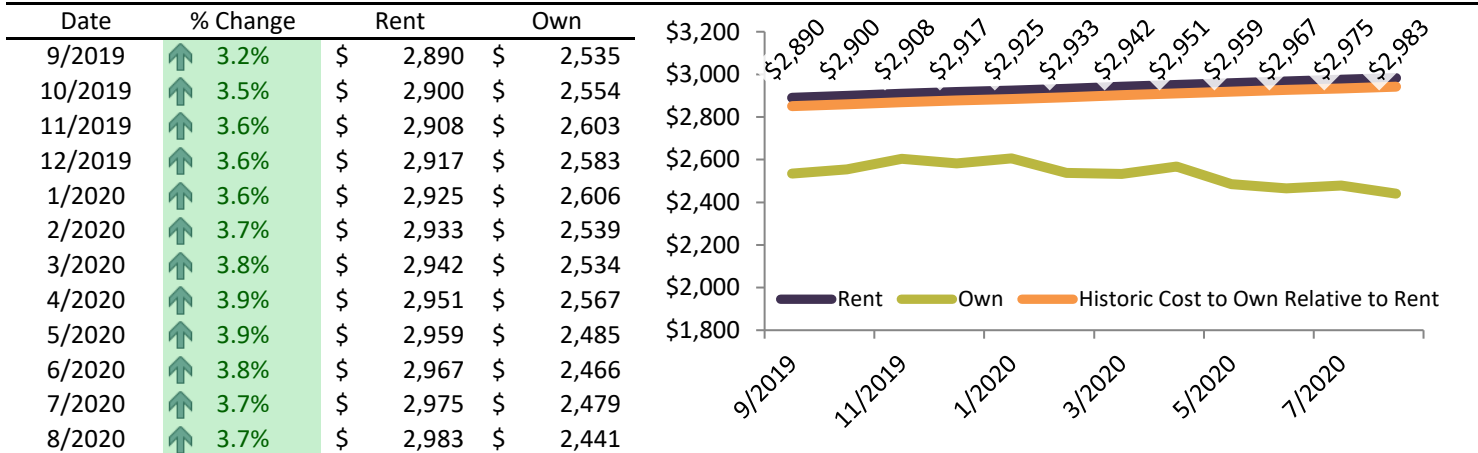
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

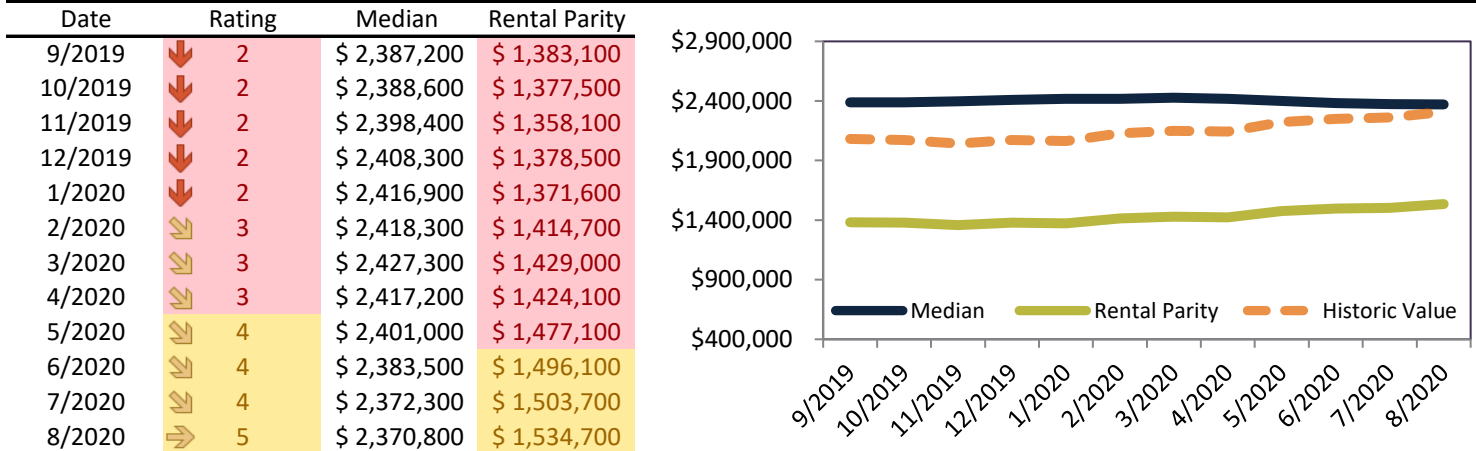


## Menlo Park Housing Market Value & Trends Update

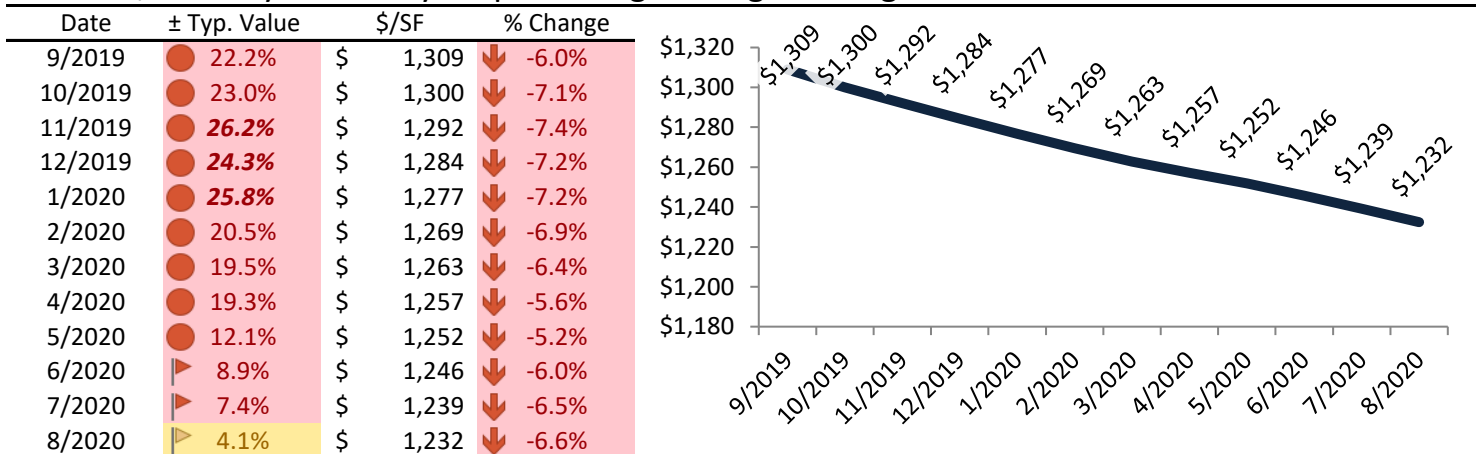
Historically, properties in this market sell at a 50.4% premium. Today's premium is 54.5%. This market is 4.1% overvalued. Median home price is \$2,370,800, and resale \$/SF is \$1232/SF. Prices fell 6.6% year-over-year. Monthly cost of ownership is \$9,417, and rents average \$6,096, making owning \$3,321 per month more costly than renting. Rents rose 3.5% year-over-year. The current capitalization rate (rent/price) is 2.5%.

**Market rating = 5**

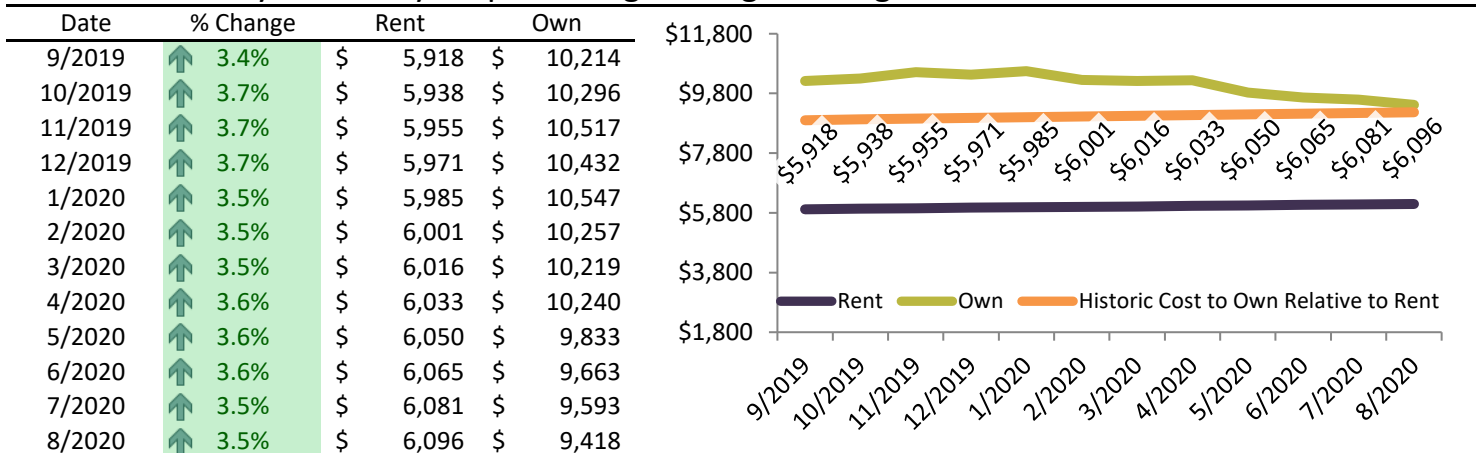
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Mill Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a 18.1% premium. Today's premium is 0.5%. This market is 17.6% undervalued.

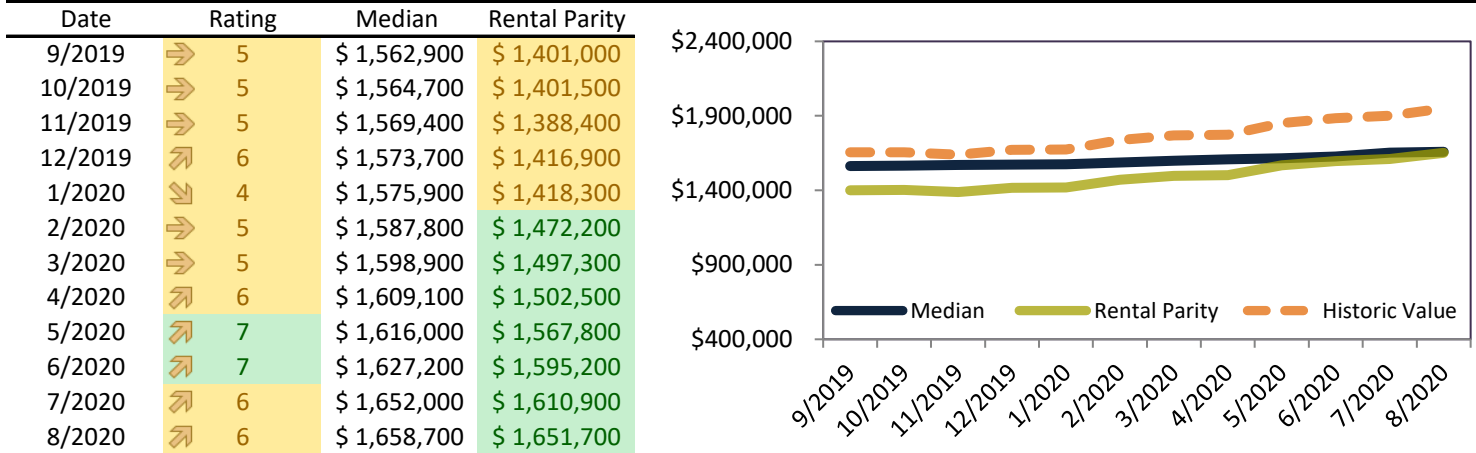
Median home price is \$1,658,700, and resale \$/SF is \$781/SF. Prices fell 5.1% year-over-year.

Monthly cost of ownership is \$6,588, and rents average \$6,561, making owning \$027 per month more costly than renting.

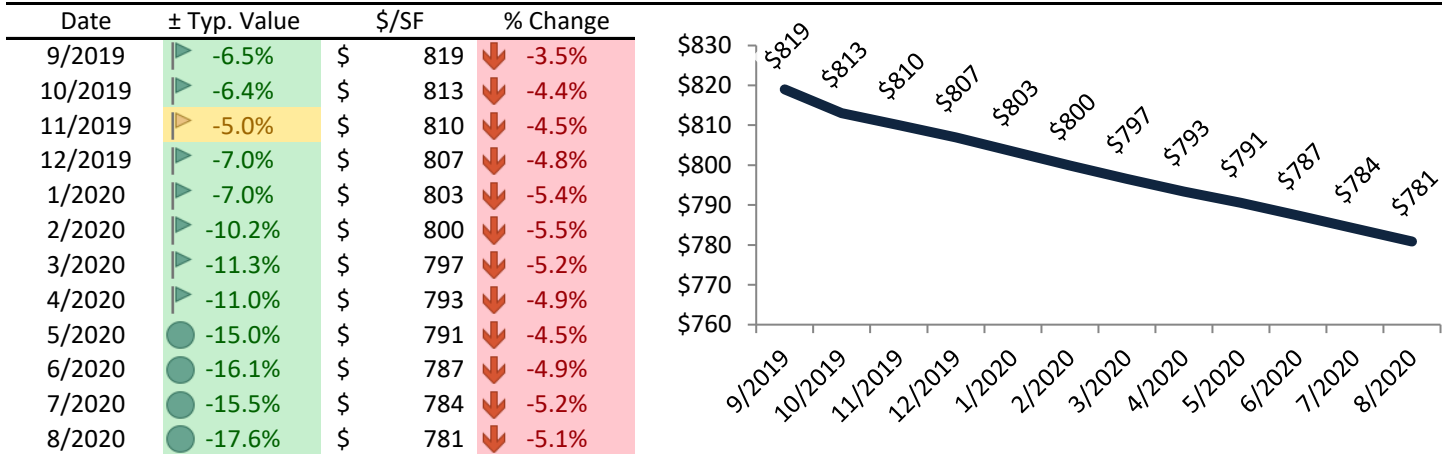
Rents rose 11.1% year-over-year. The current capitalization rate (rent/price) is 3.8%.

**Market rating = 6**

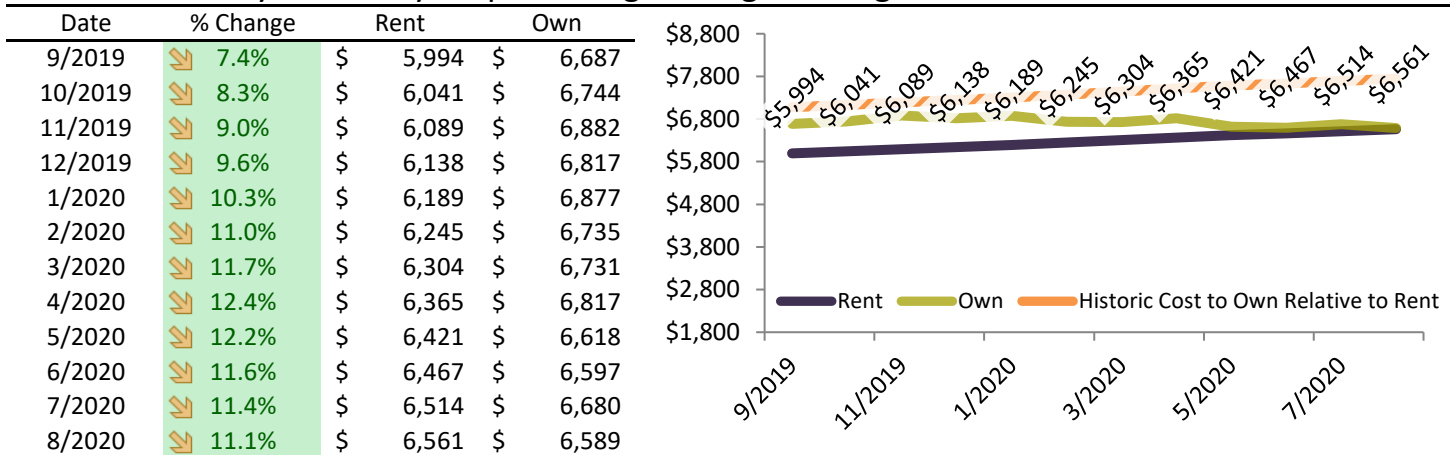
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



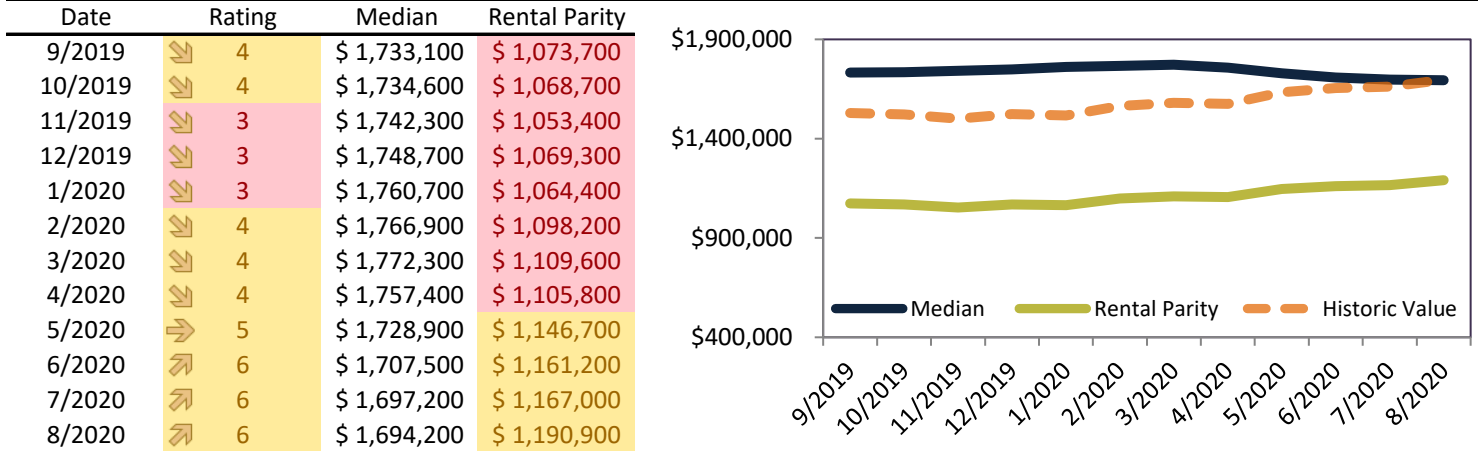


### Millbrae Housing Market Value & Trends Update

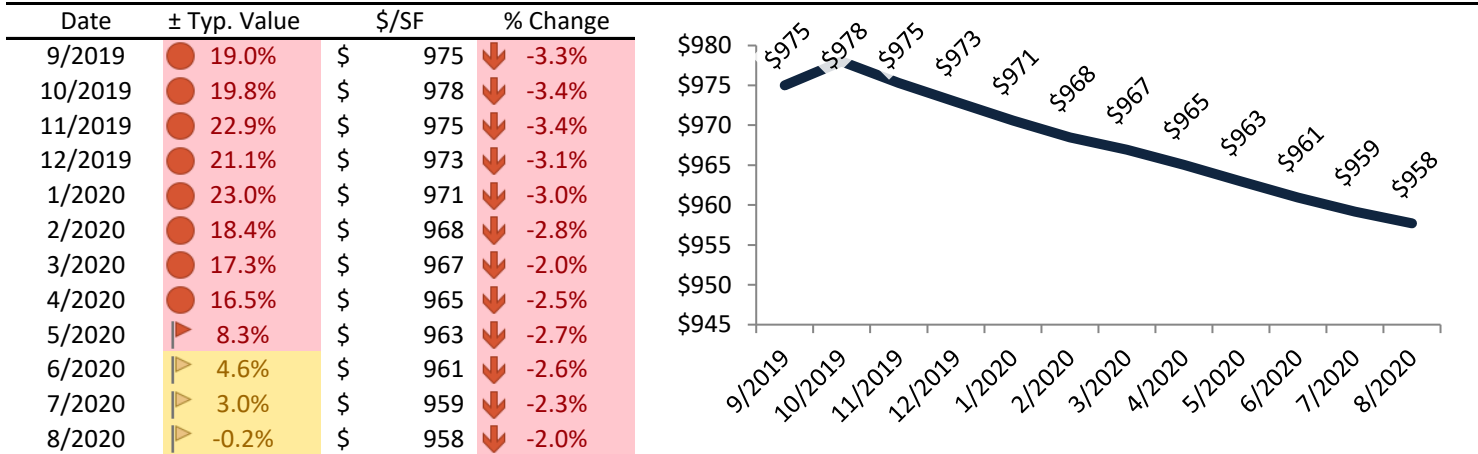
Historically, properties in this market sell at a 42.5% premium. Today's premium is 42.3%. This market is 0.2% undervalued. Median home price is \$1,694,200, and resale \$/SF is \$958/SF. Prices fell 2.0% year-over-year. Monthly cost of ownership is \$6,729, and rents average \$4,730, making owning \$1,999 per month more costly than renting. Rents rose 3.4% year-over-year. The current capitalization rate (rent/price) is 2.7%.

**Market rating = 6**

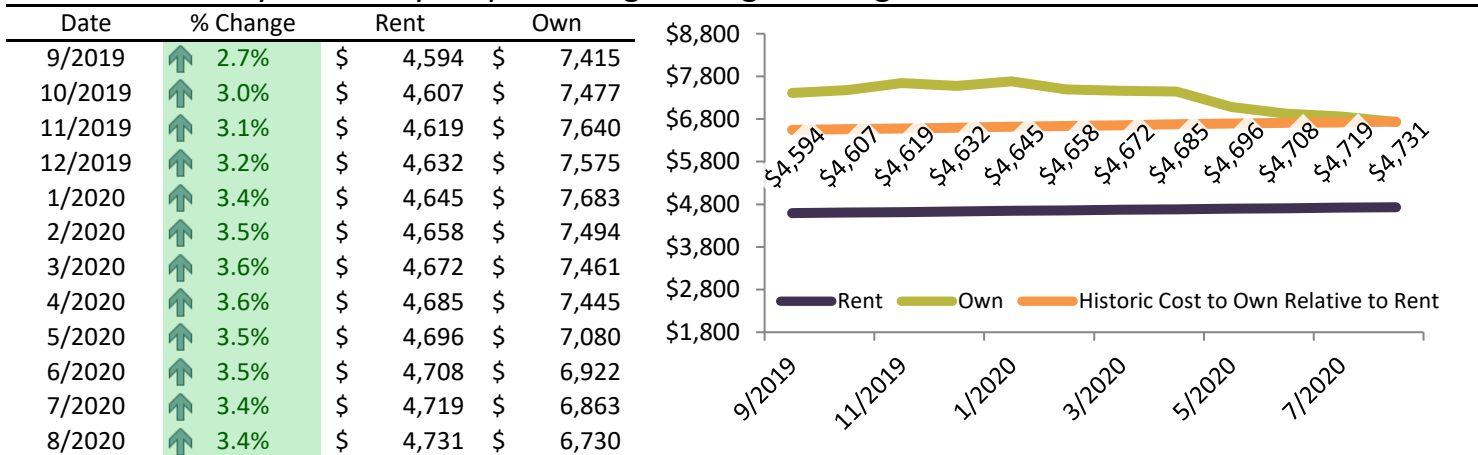
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



## Newark Housing Market Value & Trends Update

Historically, properties in this market sell at a 13.7% premium. Today's premium is 6.4%. This market is 7.3% undervalued.

Median home price is \$904,400, and resale \$/SF is \$535/SF. Prices fell 9.1% year-over-year.

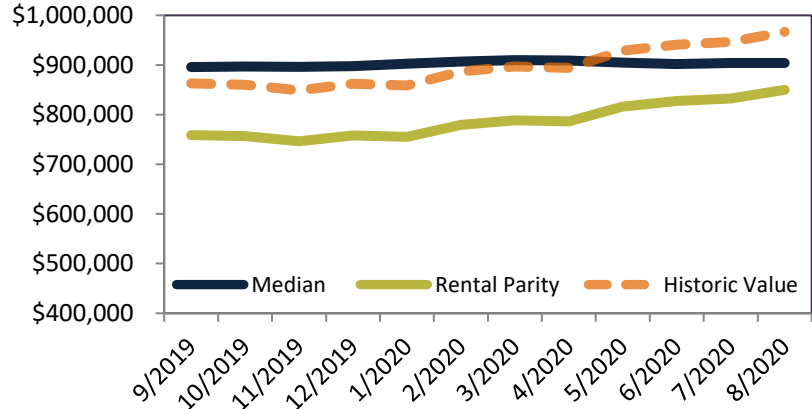
Monthly cost of ownership is \$3,592, and rents average \$3,376, making owning \$216 per month more costly than renting.

Rents rose 4.6% year-over-year. The current capitalization rate (rent/price) is 3.6%.

**Market rating = 6**

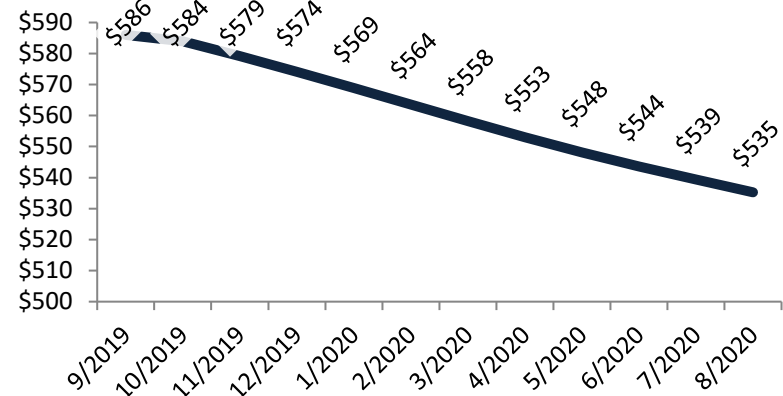
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	⇒ 5	\$ 895,900	\$ 758,900
10/2019	⇒ 5	\$ 896,700	\$ 756,400
11/2019	⇒ 5	\$ 896,200	\$ 746,400
12/2019	⇒ 5	\$ 897,600	\$ 758,300
1/2020	⇒ 5	\$ 902,600	\$ 755,300
2/2020	⇒ 5	\$ 906,700	\$ 779,700
3/2020	⇒ 5	\$ 909,900	\$ 788,400
4/2020	⇒ 5	\$ 908,900	\$ 786,400
5/2020	⇒ 5	\$ 905,000	\$ 816,400
6/2020	⇒ 5	\$ 902,300	\$ 827,400
7/2020	⇒ 5	\$ 904,200	\$ 832,200
8/2020	⇒ 6	\$ 904,400	\$ 850,000



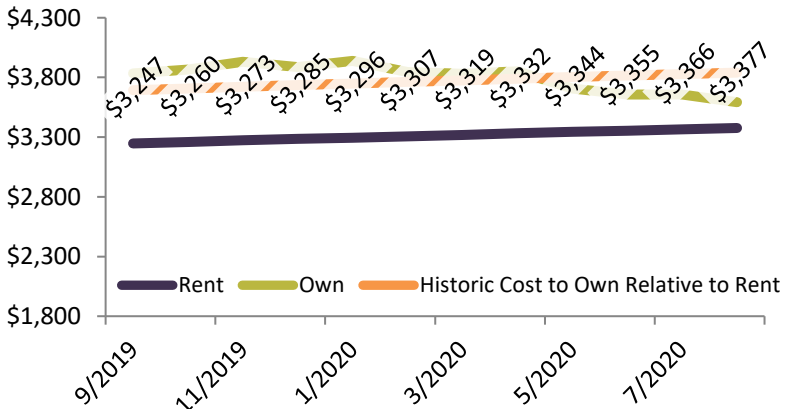
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	▶ 4.3%	\$ 586	↓ -7.9%
10/2019	▶ 4.8%	\$ 584	↓ -8.9%
11/2019	▶ 6.3%	\$ 579	↓ -9.8%
12/2019	▶ 4.6%	\$ 574	↓ -10.3%
1/2020	▶ 5.8%	\$ 569	↓ -10.7%
2/2020	▶ 2.6%	\$ 564	↓ -10.8%
3/2020	▶ 1.7%	\$ 558	↓ -11.1%
4/2020	▶ 1.8%	\$ 553	↓ -11.0%
5/2020	▶ -2.9%	\$ 548	↓ -10.4%
6/2020	▶ -4.7%	\$ 544	↓ -9.7%
7/2020	▶ -5.1%	\$ 539	↓ -9.2%
8/2020	▶ -7.3%	\$ 535	↓ -9.1%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 4.2%	\$ 3,247	\$ 3,833
10/2019	↑ 4.5%	\$ 3,260	\$ 3,865
11/2019	↑ 4.7%	\$ 3,273	\$ 3,930
12/2019	↑ 4.7%	\$ 3,285	\$ 3,888
1/2020	↑ 4.6%	\$ 3,296	\$ 3,939
2/2020	↑ 4.7%	\$ 3,307	\$ 3,846
3/2020	↑ 4.8%	\$ 3,319	\$ 3,831
4/2020	↑ 4.8%	\$ 3,332	\$ 3,850
5/2020	↑ 4.8%	\$ 3,344	\$ 3,706
6/2020	↑ 4.7%	\$ 3,355	\$ 3,658
7/2020	↑ 4.6%	\$ 3,366	\$ 3,656
8/2020	↑ 4.6%	\$ 3,377	\$ 3,593



## Novato Housing Market Value & Trends Update

Historically, properties in this market sell at a 7.0% premium. Today's discount is 13.3%. This market is 20.3% undervalued.

Median home price is \$858,300, and resale \$/SF is \$438/SF. Prices fell 4.8% year-over-year.

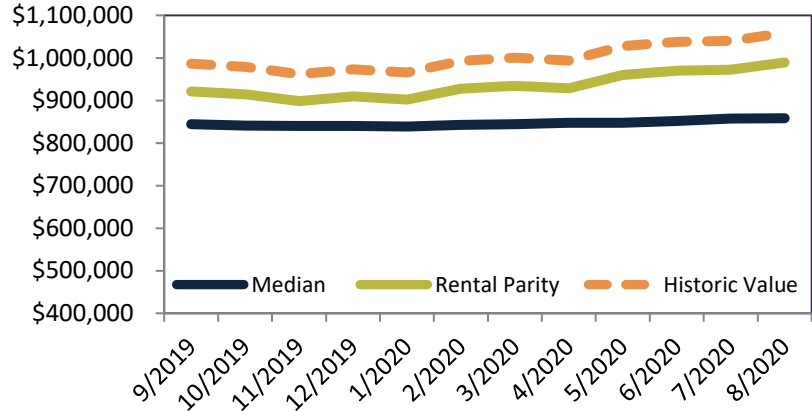
Monthly cost of ownership is \$3,409, and rents average \$3,930, making owning \$520 per month less costly than renting.

Rents fell 0.3% year-over-year. The current capitalization rate (rent/price) is 4.4%.

**Market rating = 5**

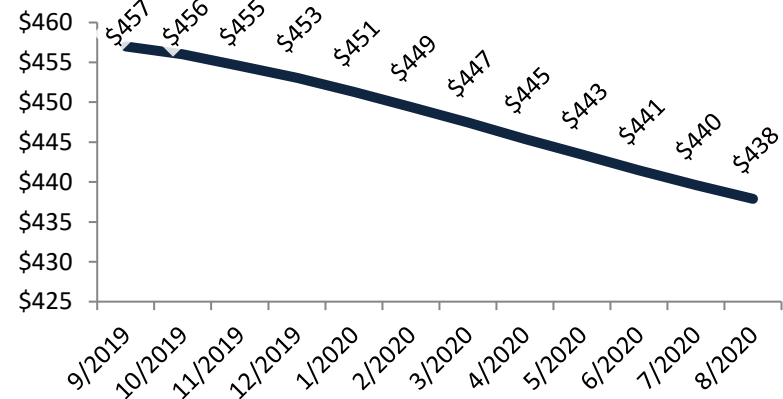
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↗ 6	\$ 844,100	\$ 921,500
10/2019	↗ 6	\$ 841,400	\$ 914,600
11/2019	→ 5	\$ 840,200	\$ 898,600
12/2019	↗ 6	\$ 840,000	\$ 909,300
1/2020	→ 5	\$ 838,800	\$ 902,200
2/2020	↘ 4	\$ 842,300	\$ 927,900
3/2020	↘ 4	\$ 844,600	\$ 934,600
4/2020	↘ 4	\$ 847,400	\$ 928,500
5/2020	↘ 4	\$ 847,700	\$ 960,200
6/2020	↘ 4	\$ 852,000	\$ 969,800
7/2020	↘ 4	\$ 857,500	\$ 972,100
8/2020	→ 5	\$ 858,300	\$ 989,400



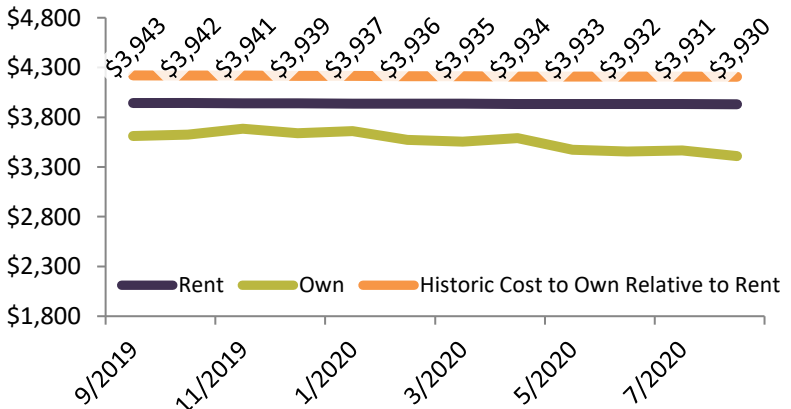
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● -15.4%	\$ 457	↓ -2.8%
10/2019	● -15.0%	\$ 456	↓ -3.4%
11/2019	● -13.5%	\$ 455	↓ -3.9%
12/2019	● -14.7%	\$ 453	↓ -4.2%
1/2020	● -14.1%	\$ 451	↓ -4.8%
2/2020	● -16.3%	\$ 449	↓ -5.2%
3/2020	● -16.7%	\$ 447	↓ -5.4%
4/2020	● -15.8%	\$ 445	↓ -5.6%
5/2020	● -18.8%	\$ 443	↓ -5.5%
6/2020	● -19.2%	\$ 441	↓ -5.5%
7/2020	● -18.8%	\$ 440	↓ -5.3%
8/2020	● -20.3%	\$ 438	↓ -4.8%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↗ 0.9%	\$ 3,943	\$ 3,611
10/2019	↗ 0.6%	\$ 3,942	\$ 3,627
11/2019	↗ 0.3%	\$ 3,941	\$ 3,684
12/2019	↗ 0.1%	\$ 3,939	\$ 3,639
1/2020	↓ 0.0%	\$ 3,937	\$ 3,660
2/2020	↓ -0.1%	\$ 3,936	\$ 3,573
3/2020	↓ -0.2%	\$ 3,935	\$ 3,556
4/2020	↓ -0.2%	\$ 3,934	\$ 3,590
5/2020	↓ -0.2%	\$ 3,933	\$ 3,472
6/2020	↓ -0.2%	\$ 3,932	\$ 3,454
7/2020	↓ -0.2%	\$ 3,931	\$ 3,468
8/2020	↓ -0.3%	\$ 3,930	\$ 3,409



## Oakland Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.3% discount. Today's discount is 3.7%. This market is 1.6% overvalued.

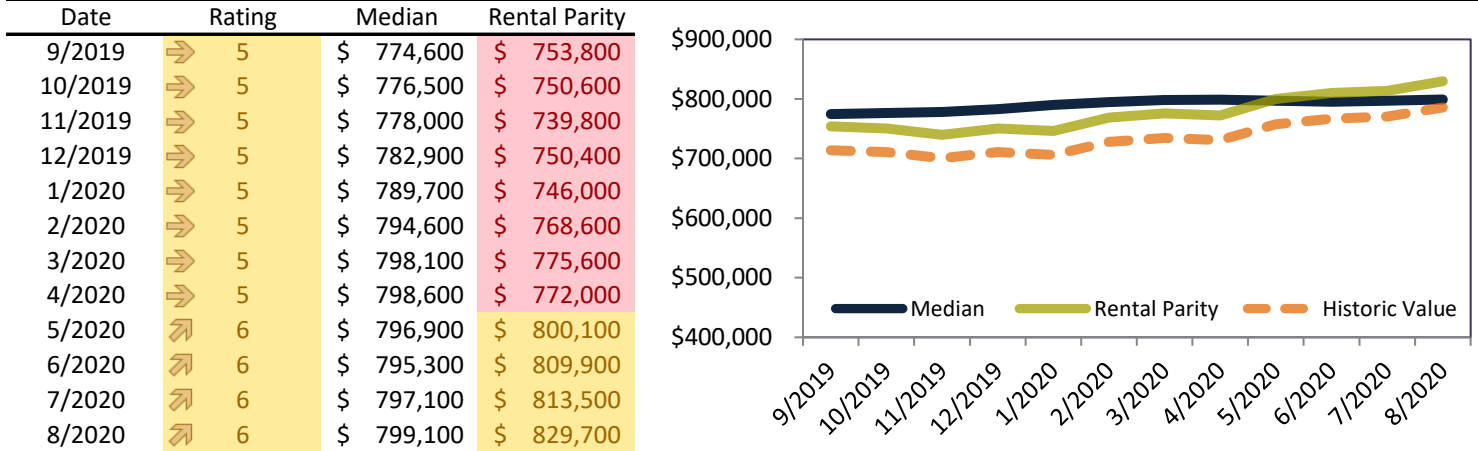
Median home price is \$799,100, and resale \$/SF is \$561/SF. Prices fell 0.4% year-over-year.

Monthly cost of ownership is \$3,174, and rents average \$3,296, making owning \$121 per month less costly than renting.

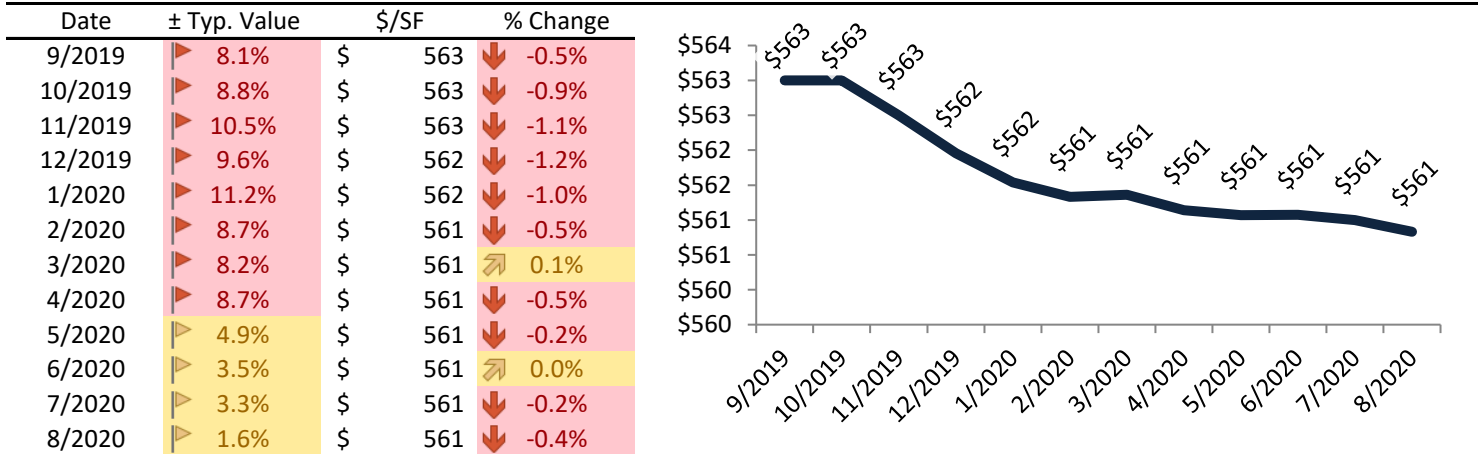
Rents rose 2.5% year-over-year. The current capitalization rate (rent/price) is 4.0%.

**Market rating = 6**

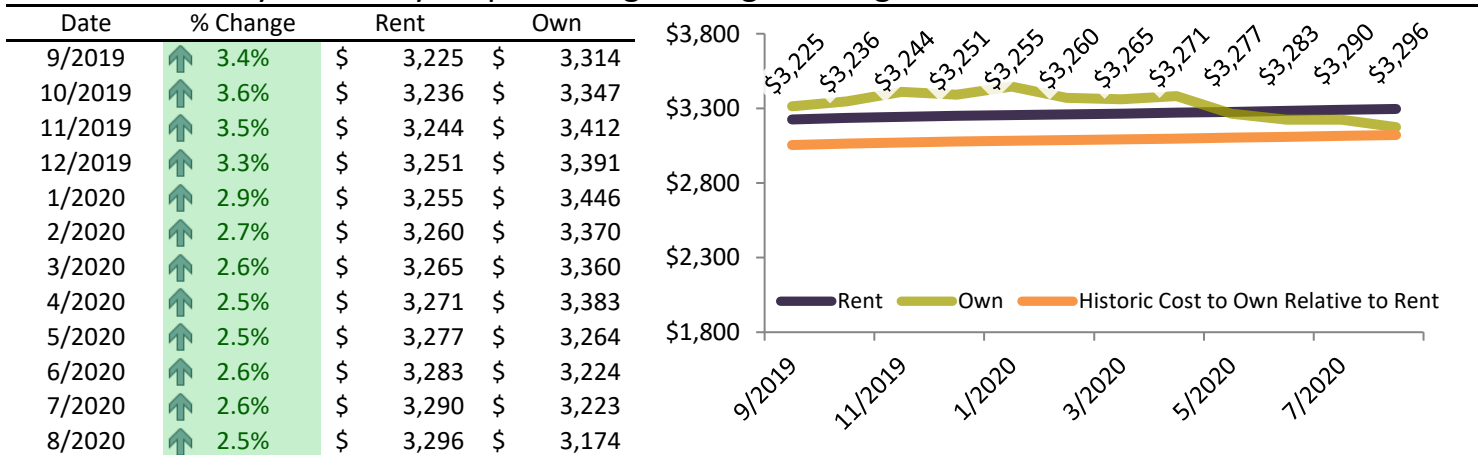
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Oakley Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.5% discount. Today's discount is 8.6%. This market is 3.1% undervalued.

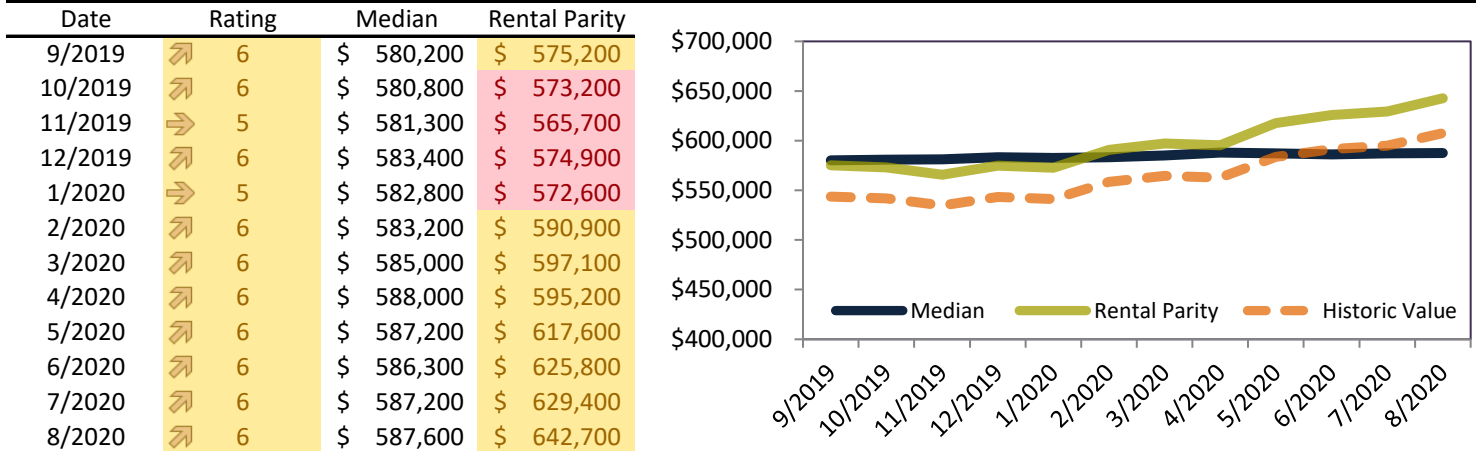
Median home price is \$587,600, and resale \$/SF is \$267/SF. Prices fell 0.4% year-over-year.

Monthly cost of ownership is \$2,334, and rents average \$2,553, making owning \$218 per month less costly than renting.

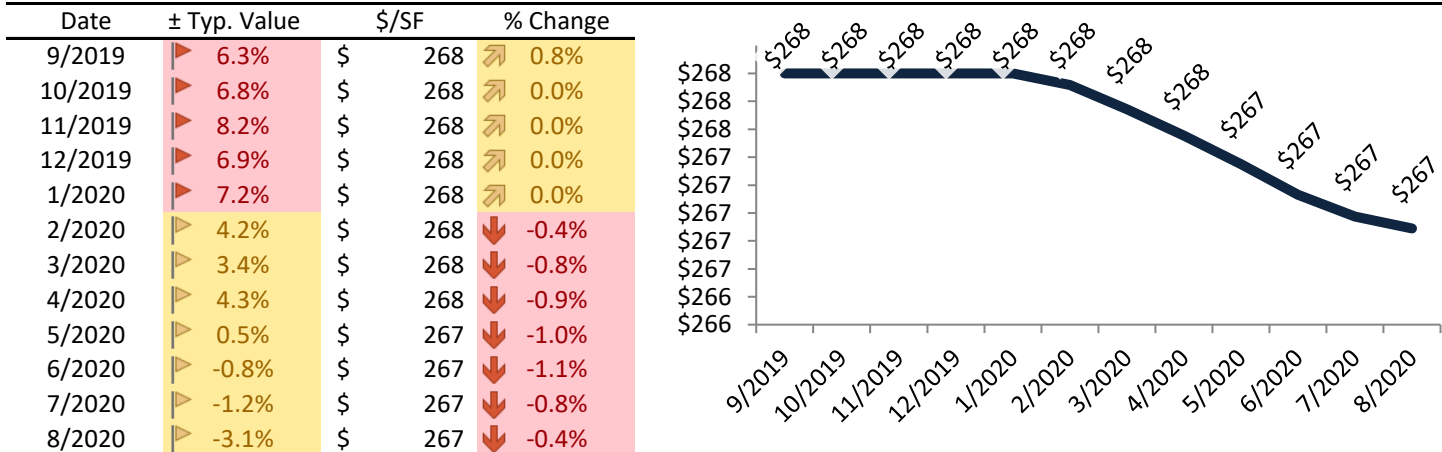
Rents rose 4.3% year-over-year. The current capitalization rate (rent/price) is 4.2%.

**Market rating = 6**

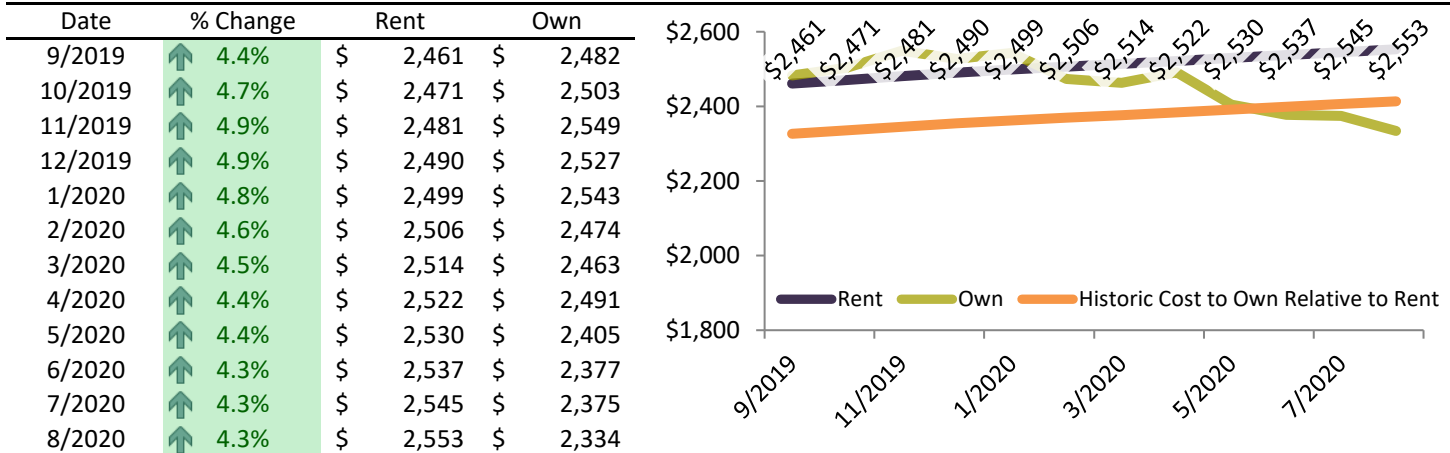
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

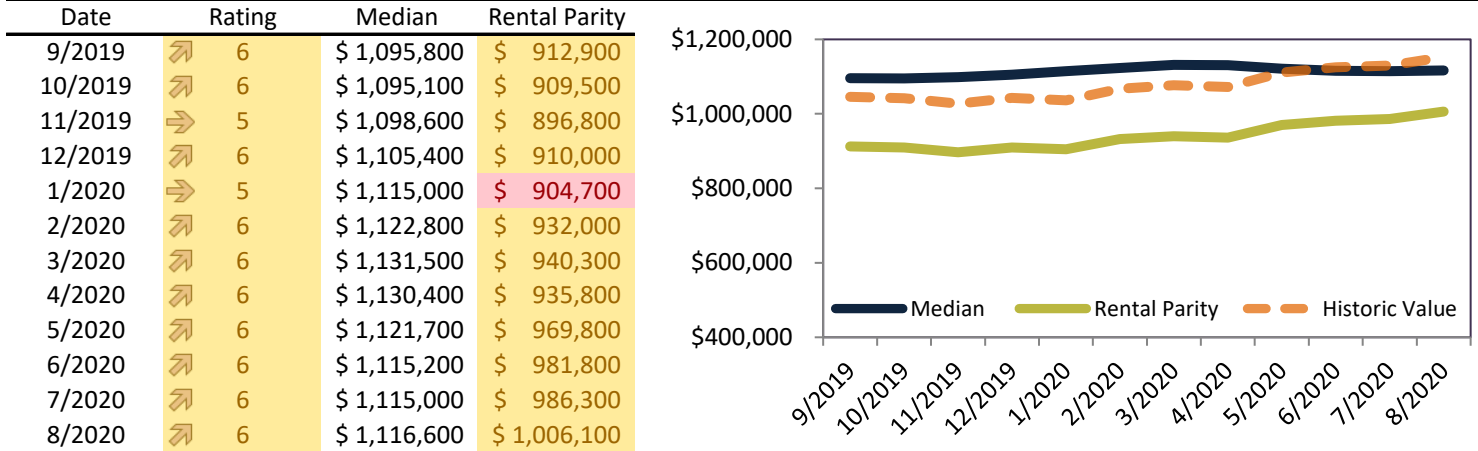


### Pacifica Housing Market Value & Trends Update

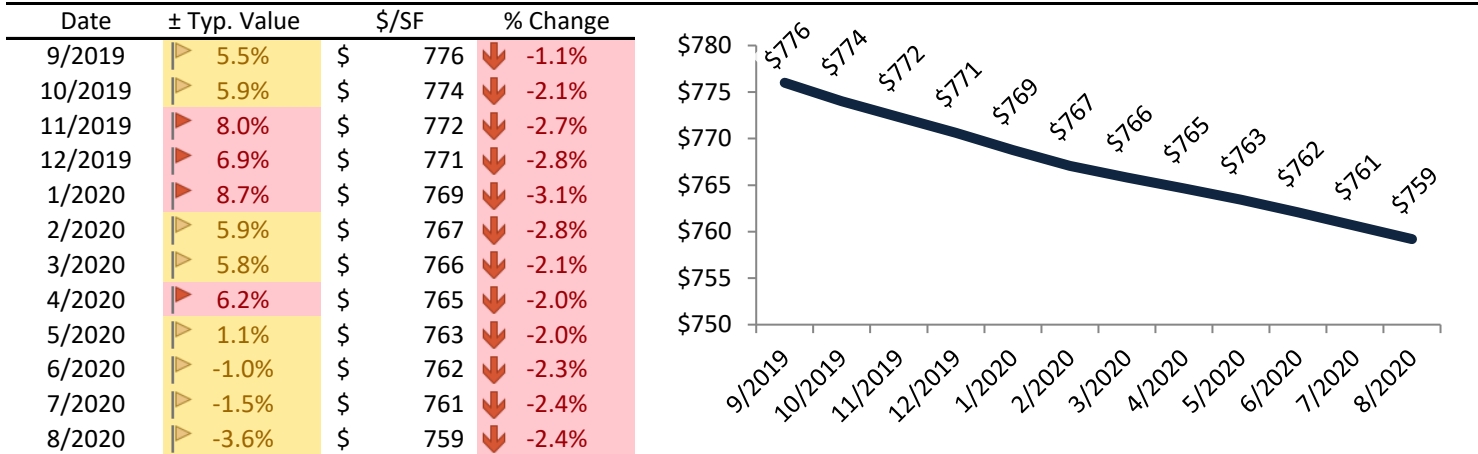
Historically, properties in this market sell at a 14.5% premium. Today's premium is 10.9%. This market is 3.6% undervalued. Median home price is \$1,116,600, and resale \$/SF is \$759/SF. Prices fell 2.4% year-over-year. Monthly cost of ownership is \$4,435, and rents average \$3,996, making owning \$438 per month more costly than renting. Rents rose 2.7% year-over-year. The current capitalization rate (rent/price) is 3.4%.

**Market rating = 6**

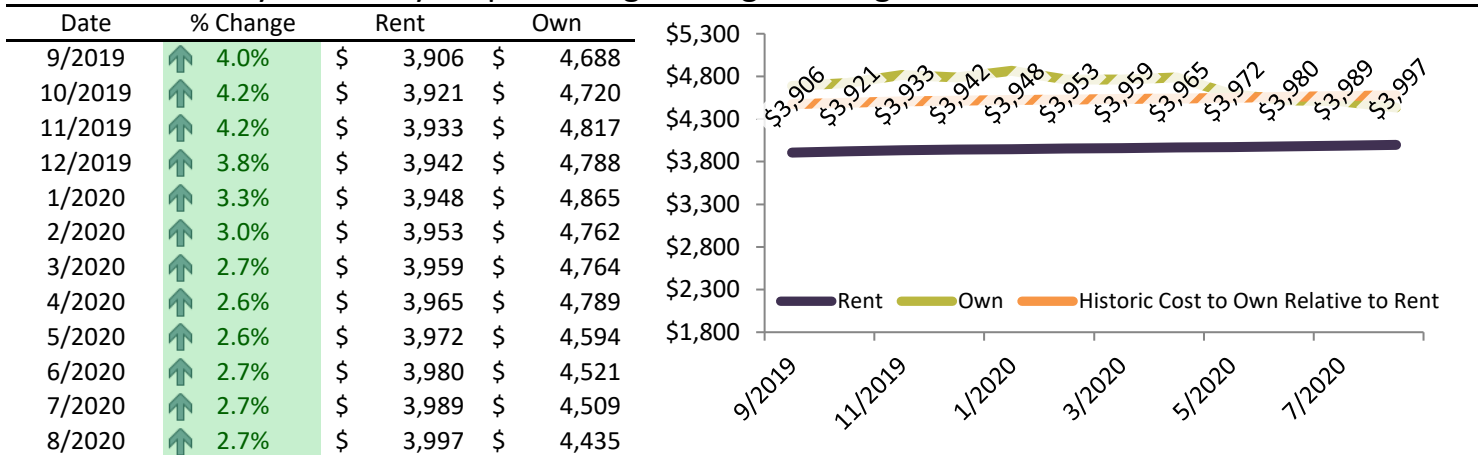
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



### Pittsburg Housing Market Value & Trends Update

Historically, properties in this market sell at a -13.3% discount. Today's discount is 8.6%. This market is 4.7% overvalued.

Median home price is \$596,100, and resale \$/SF is \$287/SF. Prices fell 0.6% year-over-year.

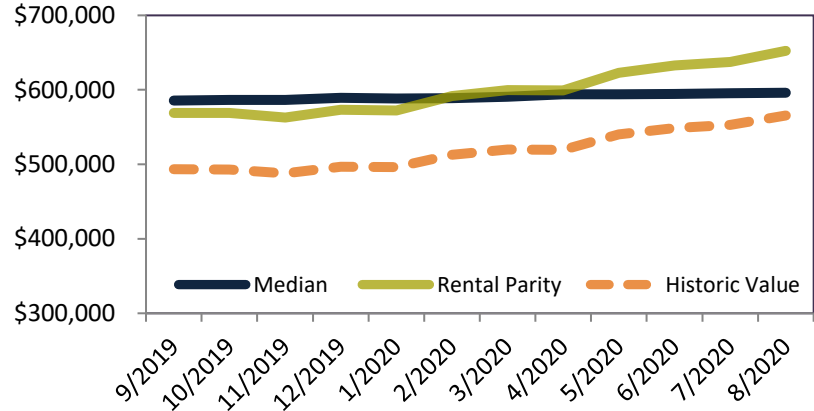
Monthly cost of ownership is \$2,367, and rents average \$2,591, making owning \$223 per month less costly than renting.

Rents rose 7.4% year-over-year. The current capitalization rate (rent/price) is 4.2%.

**Market rating = 5**

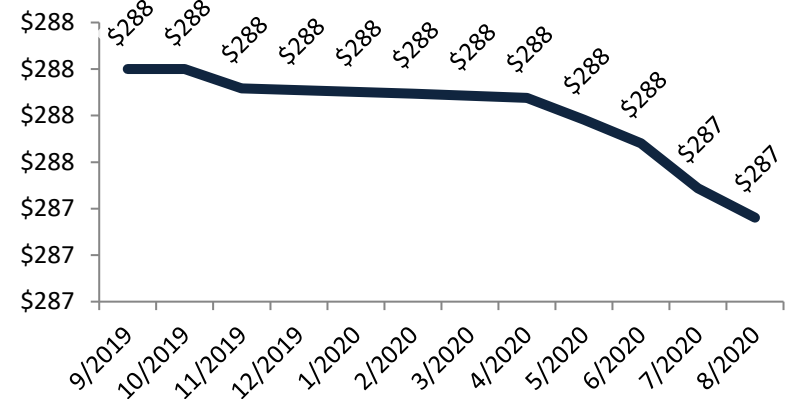
#### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	3	\$ 585,600	\$ 569,100
10/2019	3	\$ 586,400	\$ 568,800
11/2019	3	\$ 586,600	\$ 562,800
12/2019	3	\$ 589,400	\$ 573,200
1/2020	3	\$ 588,400	\$ 572,200
2/2020	4	\$ 588,800	\$ 591,800
3/2020	4	\$ 590,500	\$ 599,500
4/2020	4	\$ 594,200	\$ 599,100
5/2020	4	\$ 594,000	\$ 623,000
6/2020	4	\$ 594,300	\$ 632,700
7/2020	5	\$ 595,500	\$ 637,600
8/2020	5	\$ 596,100	\$ 652,400



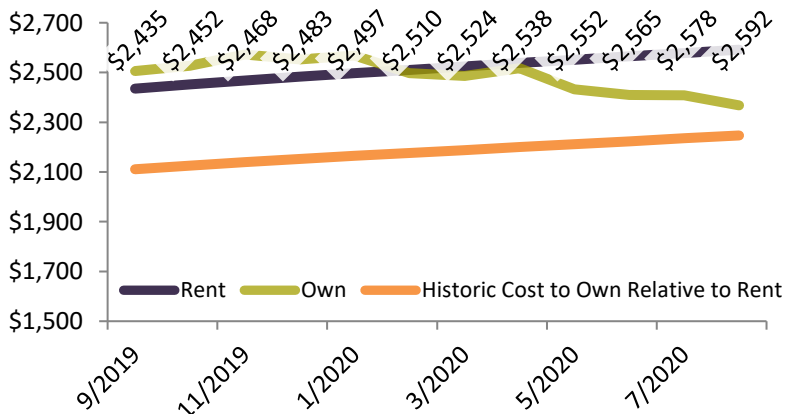
#### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	16.2%	\$ 288	0.0%
10/2019	16.4%	\$ 288	-0.3%
11/2019	17.5%	\$ 288	-0.4%
12/2019	16.1%	\$ 288	0.0%
1/2020	16.1%	\$ 288	0.0%
2/2020	12.8%	\$ 288	0.0%
3/2020	11.8%	\$ 288	0.0%
4/2020	12.5%	\$ 288	0.0%
5/2020	8.7%	\$ 288	-0.4%
6/2020	7.2%	\$ 288	-0.5%
7/2020	6.7%	\$ 287	-0.9%
8/2020	4.7%	\$ 287	-0.6%



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	7.2%	\$ 2,435	\$ 2,505
10/2019	7.8%	\$ 2,452	\$ 2,528
11/2019	8.1%	\$ 2,468	\$ 2,572
12/2019	8.2%	\$ 2,483	\$ 2,553
1/2020	8.0%	\$ 2,497	\$ 2,568
2/2020	7.9%	\$ 2,510	\$ 2,497
3/2020	7.8%	\$ 2,524	\$ 2,486
4/2020	7.8%	\$ 2,538	\$ 2,517
5/2020	7.7%	\$ 2,552	\$ 2,433
6/2020	7.6%	\$ 2,565	\$ 2,409
7/2020	7.5%	\$ 2,578	\$ 2,408
8/2020	7.4%	\$ 2,592	\$ 2,368



## Pleasant Hill Housing Market Value & Trends Update

Historically, properties in this market sell at a 3.7% premium. Today's discount is 10.3%. This market is 14.0% undervalued.

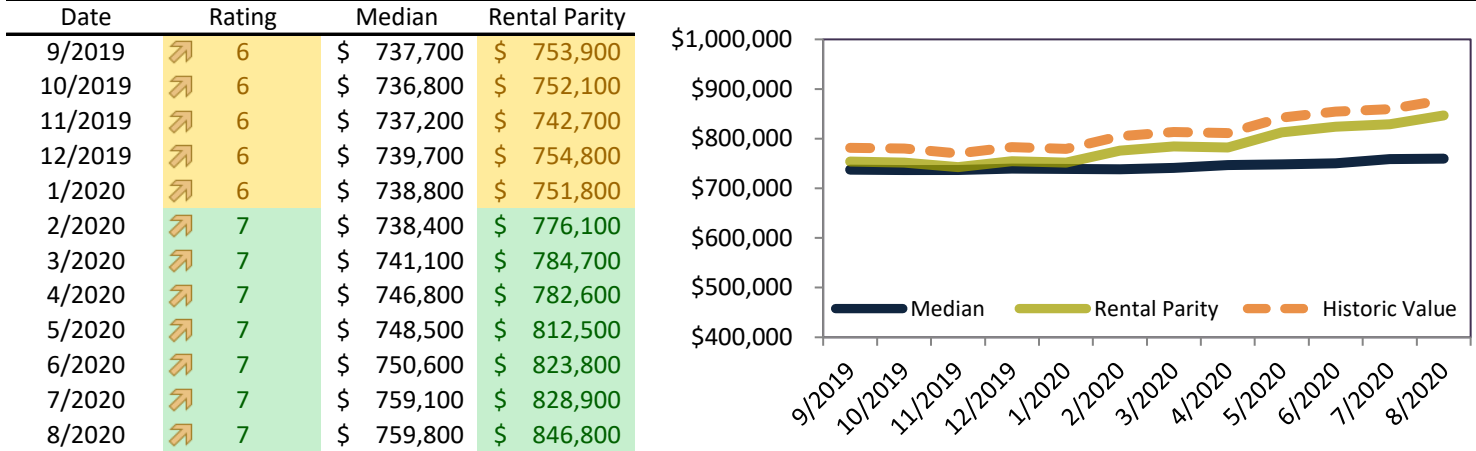
Median home price is \$759,800, and resale \$/SF is \$453/SF. Prices fell 2.6% year-over-year.

Monthly cost of ownership is \$3,018, and rents average \$3,363, making owning \$345 per month less costly than renting.

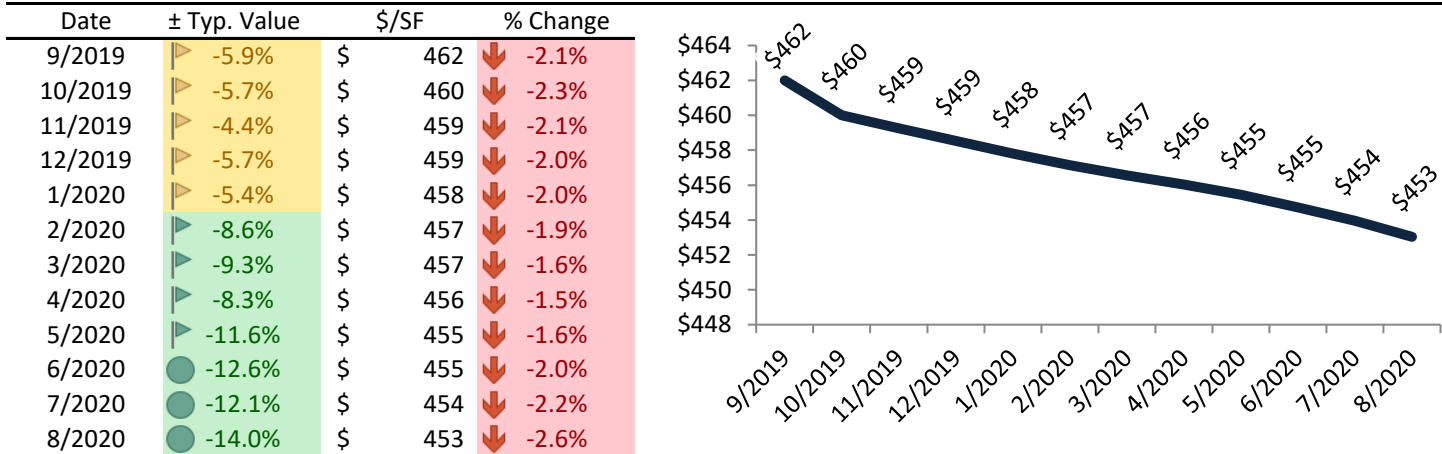
Rents rose 4.9% year-over-year. The current capitalization rate (rent/price) is 4.3%.

**Market rating = 7**

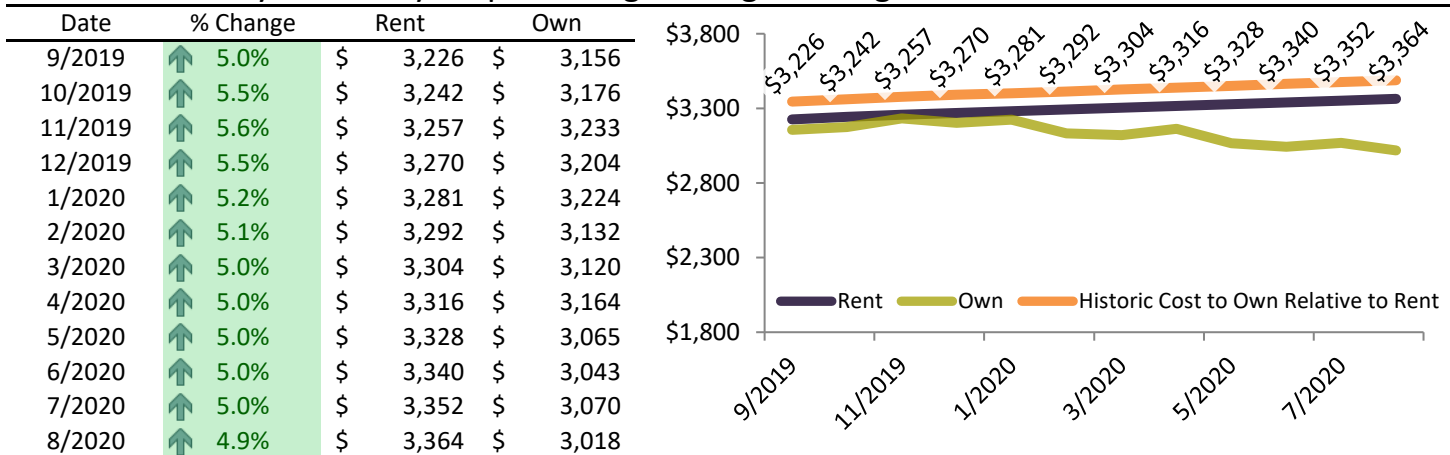
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months





## Pleasanton Housing Market Value & Trends Update

Historically, properties in this market sell at a 30.5% premium. Today's premium is 16.8%. This market is 13.7% undervalued.

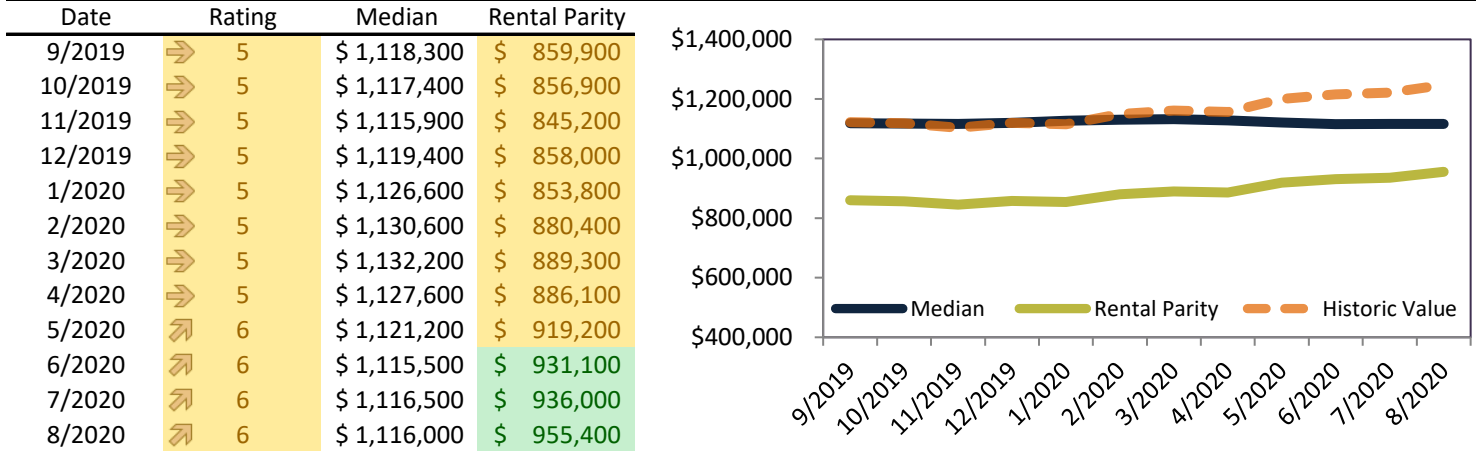
Median home price is \$1,116,000, and resale \$/SF is \$527/SF. Prices fell 6.0% year-over-year.

Monthly cost of ownership is \$4,433, and rents average \$3,795, making owning \$637 per month more costly than renting.

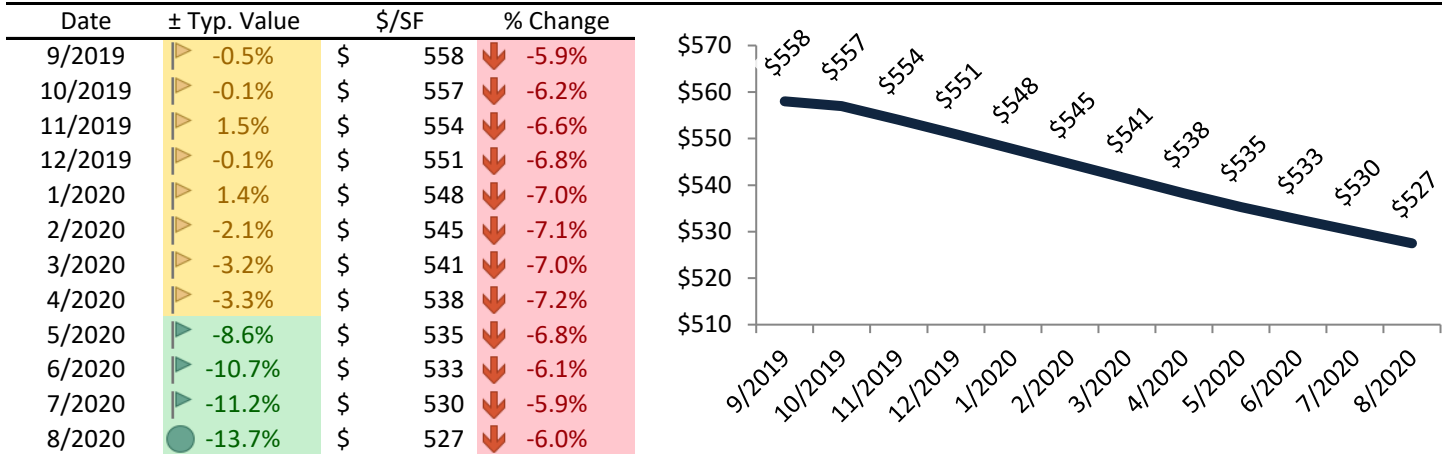
Rents rose 3.6% year-over-year. The current capitalization rate (rent/price) is 3.3%.

**Market rating = 6**

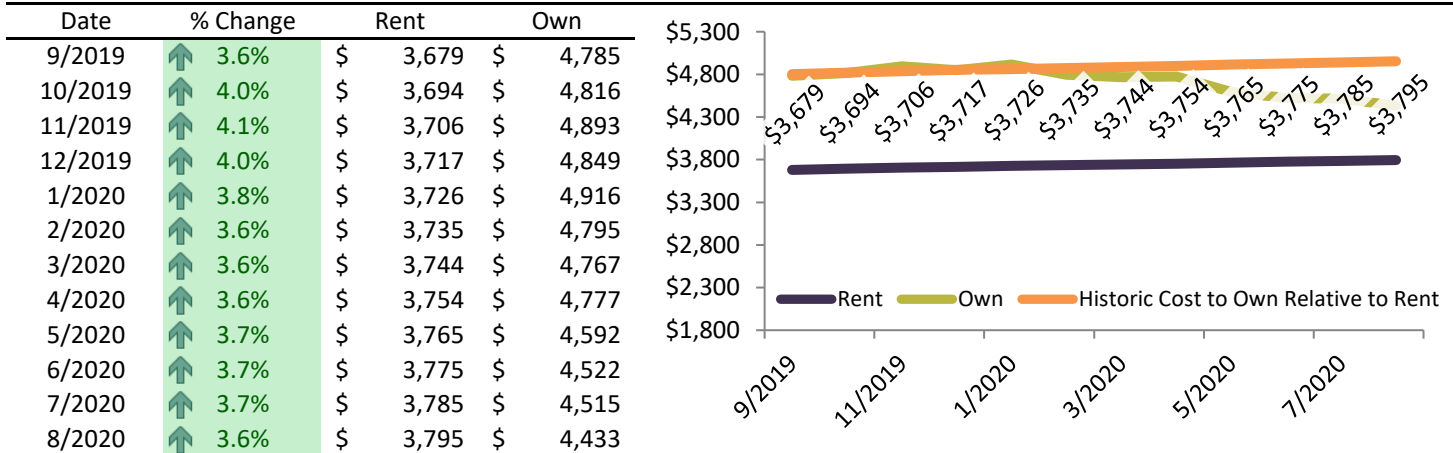
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

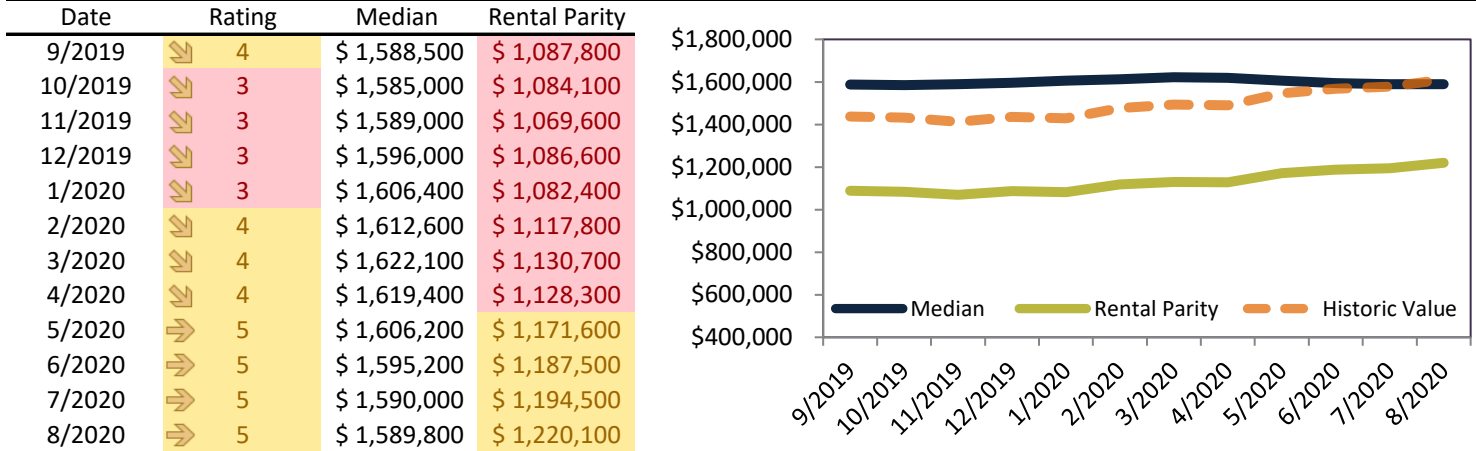


## Redwood City Housing Market Value & Trends Update

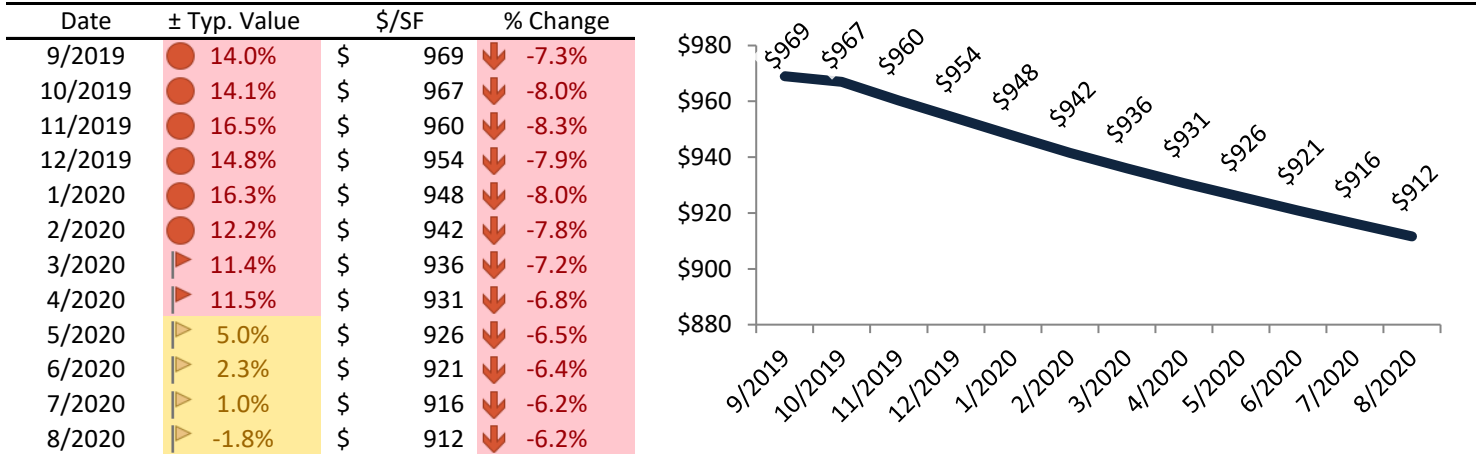
Historically, properties in this market sell at a 32.1% premium. Today's premium is 30.3%. This market is 1.8% undervalued. Median home price is \$1,589,800, and resale \$/SF is \$912/SF. Prices fell 6.2% year-over-year. Monthly cost of ownership is \$6,315, and rents average \$4,846, making owning \$1,468 per month more costly than renting. Rents rose 4.7% year-over-year. The current capitalization rate (rent/price) is 2.9%.

**Market rating = 5**

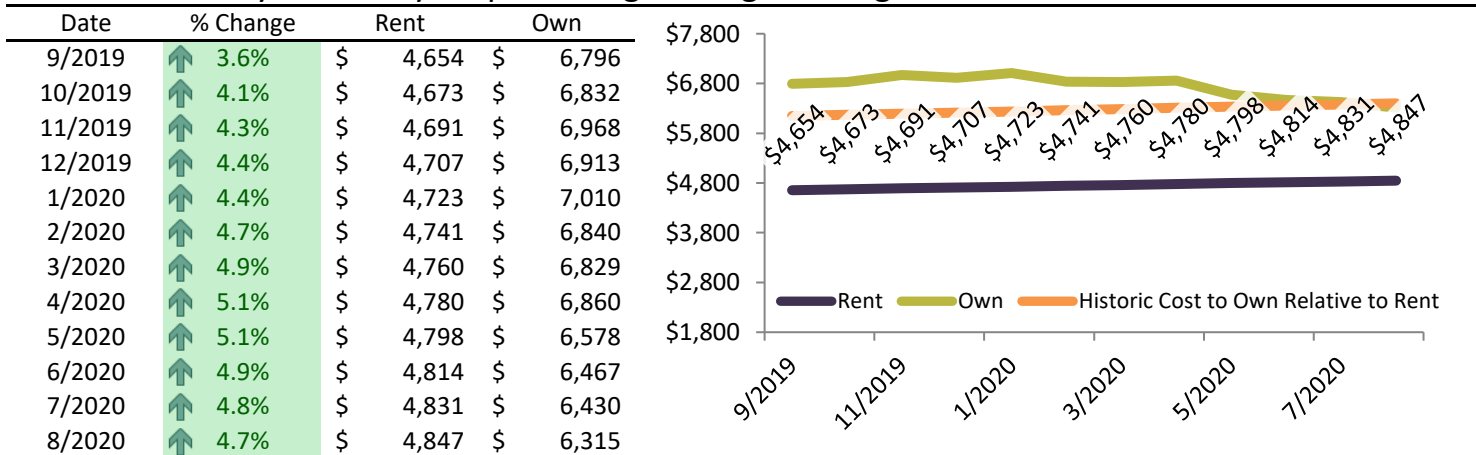
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Richmond Housing Market Value & Trends Update

Historically, properties in this market sell at a -0.5% discount. Today's discount is 19.3%. This market is 18.8% undervalued.

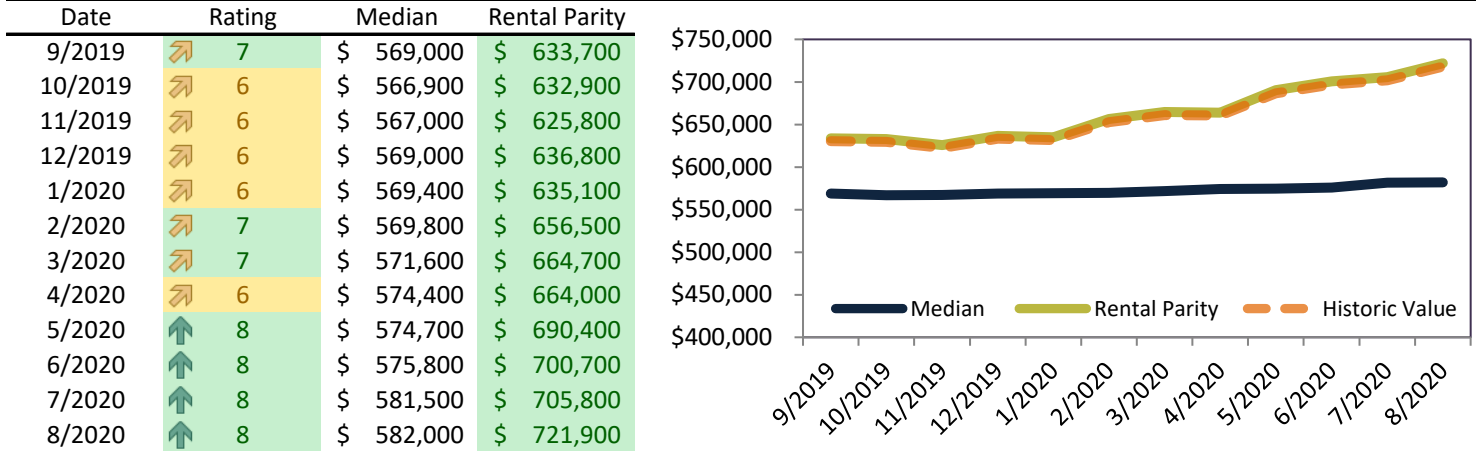
Median home price is \$582,000, and resale \$/SF is \$419/SF. Prices fell 0.6% year-over-year.

Monthly cost of ownership is \$2,311, and rents average \$2,867, making owning \$555 per month less costly than renting.

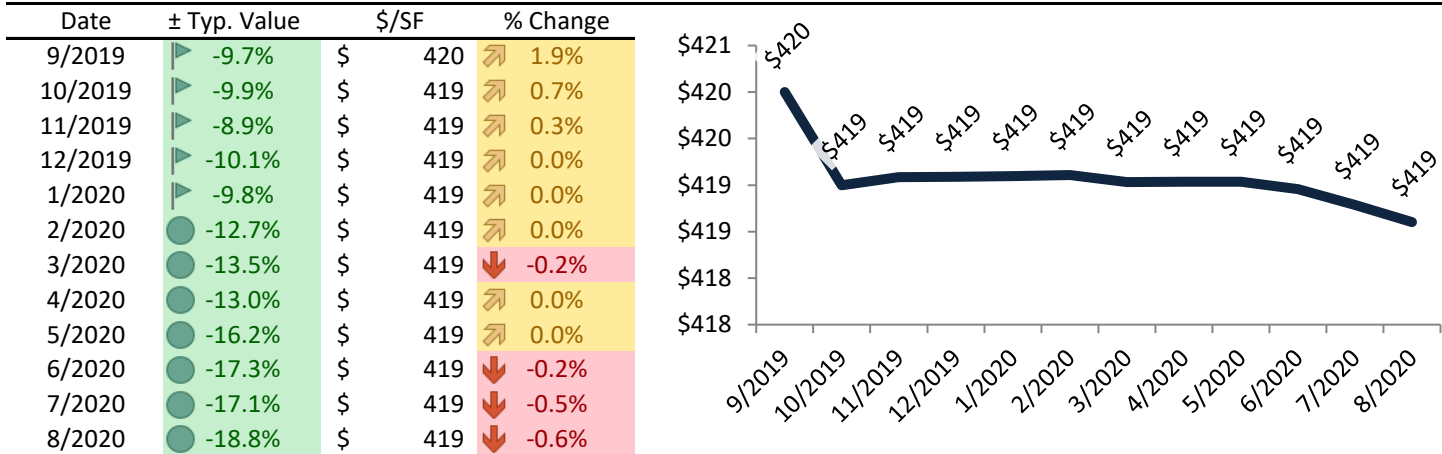
Rents rose 6.7% year-over-year. The current capitalization rate (rent/price) is 4.7%.

**Market rating = 8**

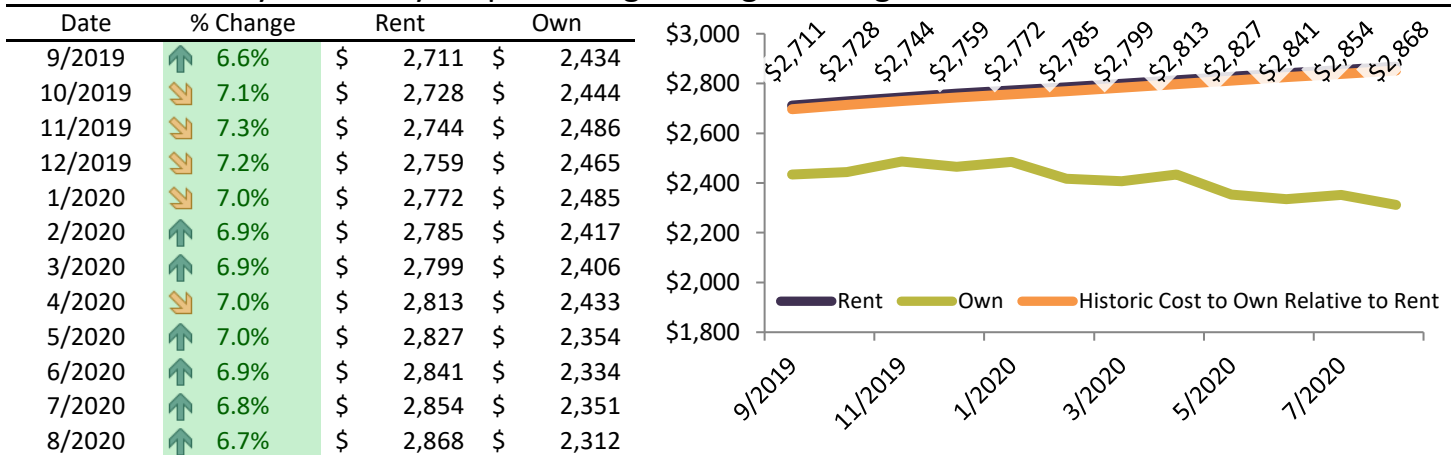
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



### San Bruno Housing Market Value & Trends Update

Historically, properties in this market sell at a 17.2% premium. Today's premium is 12.6%. This market is 4.6% undervalued.

Median home price is \$1,158,700, and resale \$/SF is \$805/SF. Prices fell 2.3% year-over-year.

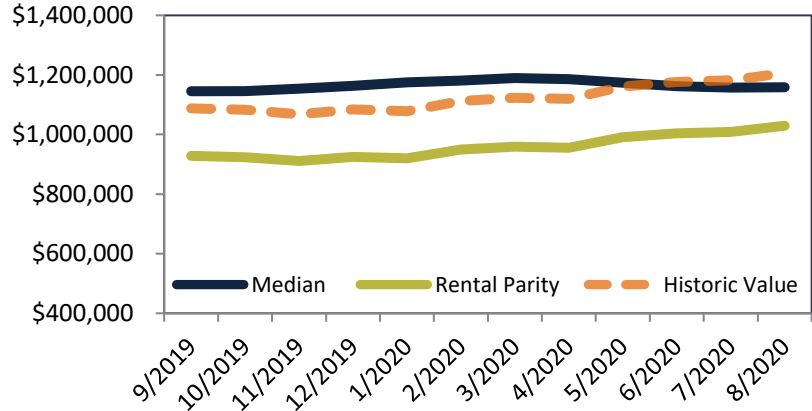
Monthly cost of ownership is \$4,602, and rents average \$4,089, making owning \$512 per month more costly than renting.

Rents rose 3.5% year-over-year. The current capitalization rate (rent/price) is 3.4%.

**Market rating = 6**

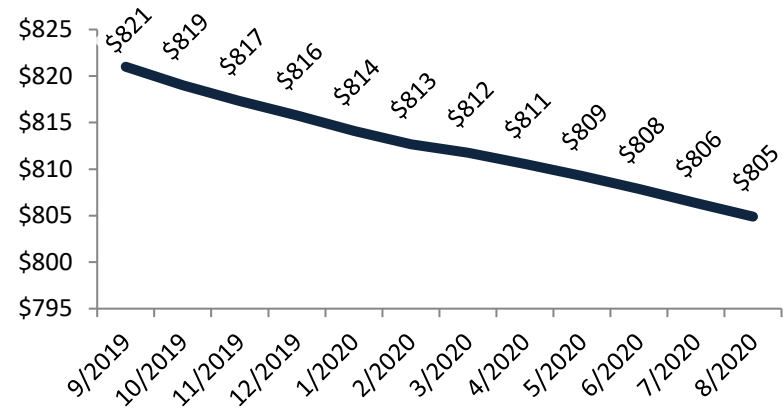
#### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↗ 6	\$ 1,145,300	\$ 928,000
10/2019	↗ 6	\$ 1,146,000	\$ 924,300
11/2019	→ 5	\$ 1,154,400	\$ 911,200
12/2019	→ 5	\$ 1,163,900	\$ 924,900
1/2020	→ 5	\$ 1,175,200	\$ 920,300
2/2020	→ 5	\$ 1,181,300	\$ 949,200
3/2020	↗ 6	\$ 1,189,600	\$ 958,800
4/2020	↗ 6	\$ 1,186,400	\$ 955,500
5/2020	↗ 6	\$ 1,174,600	\$ 991,000
6/2020	↗ 6	\$ 1,162,800	\$ 1,003,700
7/2020	↗ 6	\$ 1,157,700	\$ 1,008,800
8/2020	↗ 6	\$ 1,158,700	\$ 1,029,500



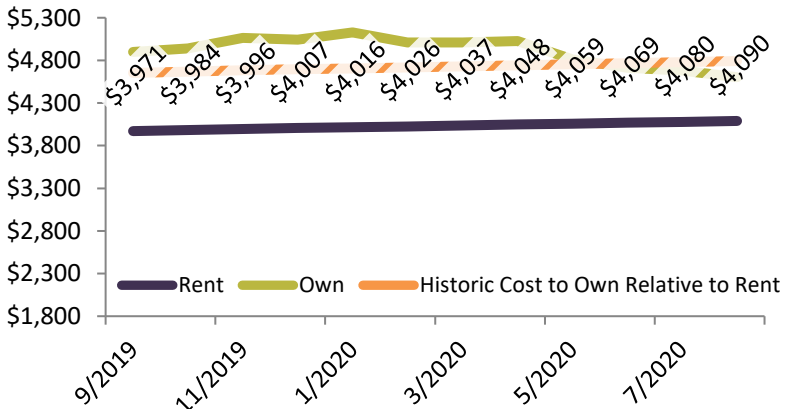
#### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	▶ 6.2%	\$ 821	↓ -1.2%
10/2019	▶ 6.8%	\$ 819	↓ -2.3%
11/2019	▶ 9.5%	\$ 817	↓ -2.6%
12/2019	▶ 8.7%	\$ 816	↓ -2.4%
1/2020	▶ 10.5%	\$ 814	↓ -2.6%
2/2020	▶ 7.3%	\$ 813	↓ -2.2%
3/2020	▶ 6.9%	\$ 812	↓ -1.5%
4/2020	▶ 7.0%	\$ 811	↓ -1.9%
5/2020	▶ 1.3%	\$ 809	↓ -2.0%
6/2020	▶ -1.3%	\$ 808	↓ -2.2%
7/2020	▶ -2.4%	\$ 806	↓ -2.4%
8/2020	▶ -4.6%	\$ 805	↓ -2.3%



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 3.5%	\$ 3,971	\$ 4,900
10/2019	↑ 3.8%	\$ 3,984	\$ 4,940
11/2019	↑ 3.8%	\$ 3,996	\$ 5,062
12/2019	↑ 3.7%	\$ 4,007	\$ 5,042
1/2020	↑ 3.5%	\$ 4,016	\$ 5,128
2/2020	↑ 3.5%	\$ 4,026	\$ 5,011
3/2020	↑ 3.6%	\$ 4,037	\$ 5,008
4/2020	↑ 3.6%	\$ 4,048	\$ 5,026
5/2020	↑ 3.6%	\$ 4,059	\$ 4,810
6/2020	↑ 3.5%	\$ 4,069	\$ 4,714
7/2020	↑ 3.5%	\$ 4,080	\$ 4,682
8/2020	↑ 3.5%	\$ 4,090	\$ 4,603

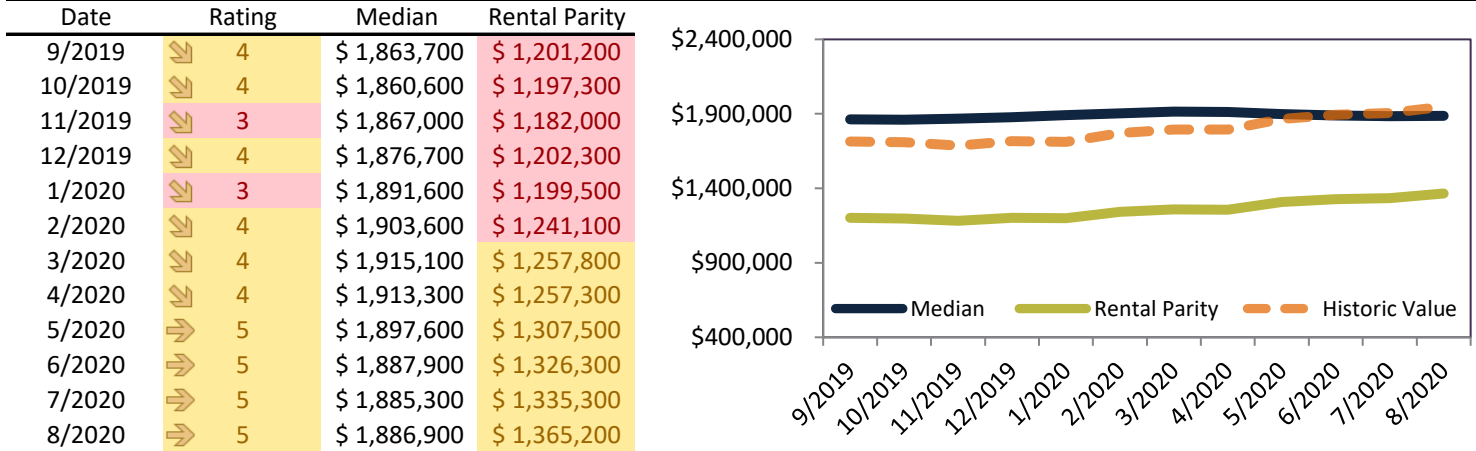


## San Carlos Housing Market Value & Trends Update

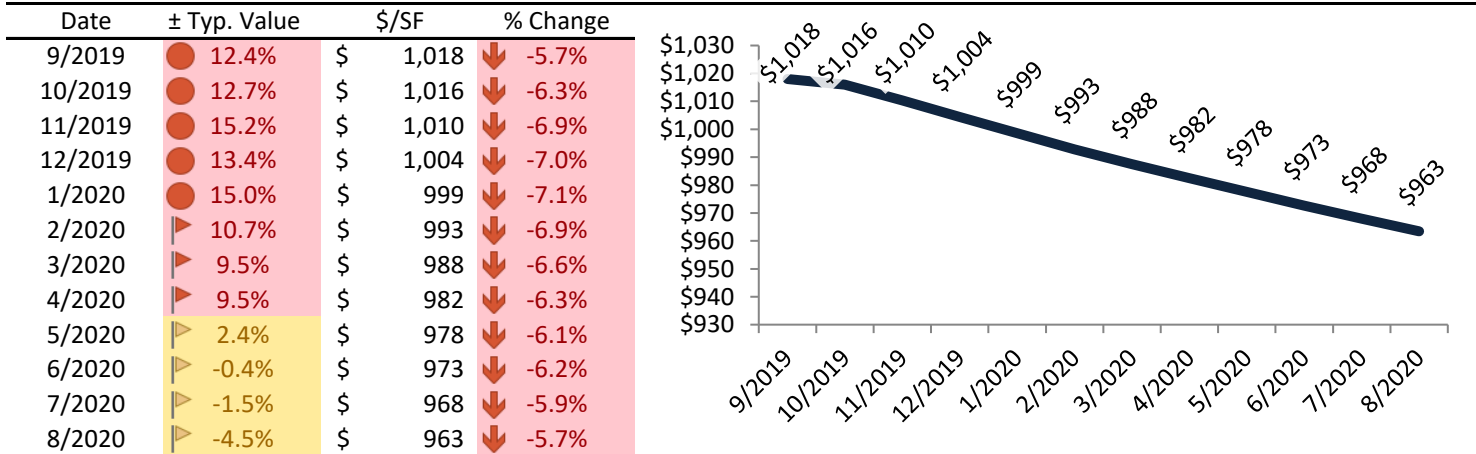
Historically, properties in this market sell at a 42.7% premium. Today's premium is 38.2%. This market is 4.5% undervalued. Median home price is \$1,886,900, and resale \$/SF is \$963/SF. Prices fell 5.7% year-over-year. Monthly cost of ownership is \$7,495, and rents average \$5,423, making owning \$2,071 per month more costly than renting. Rents rose 6.3% year-over-year. The current capitalization rate (rent/price) is 2.8%.

**Market rating = 5**

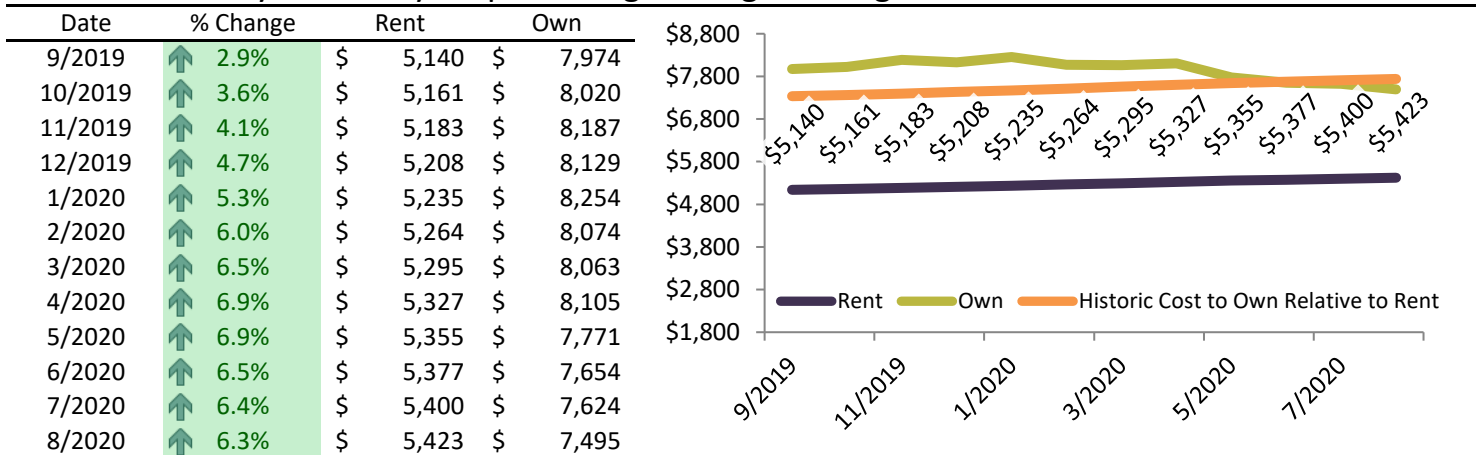
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## San Francisco Housing Market Value & Trends Update

Historically, properties in this market sell at a 21.4% premium. Today's premium is 22.8%. This market is 1.4% overvalued.

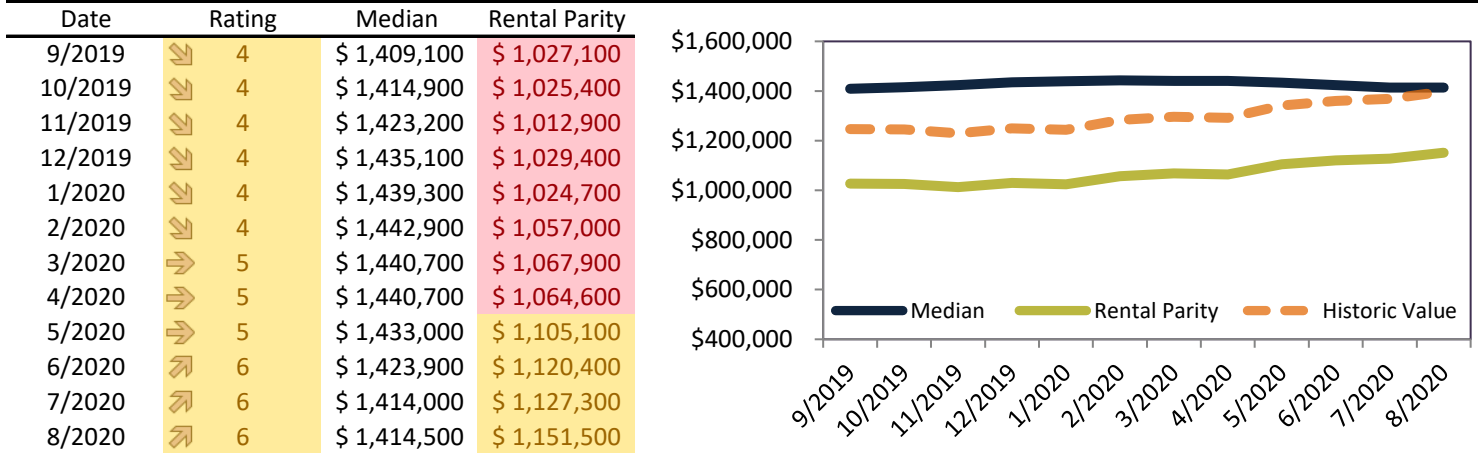
Median home price is \$1,414,500, and resale \$/SF is \$1015/SF. Prices fell 2.9% year-over-year.

Monthly cost of ownership is \$5,618, and rents average \$4,574, making owning \$1,044 per month more costly than renting.

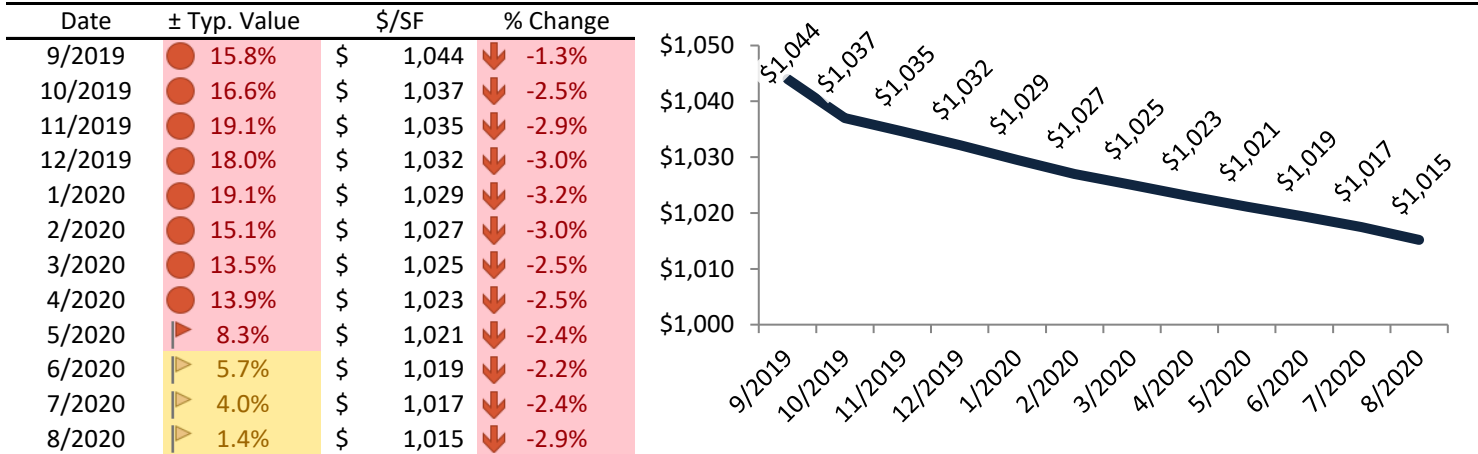
Rents rose 4.7% year-over-year. The current capitalization rate (rent/price) is 3.1%.

**Market rating = 6**

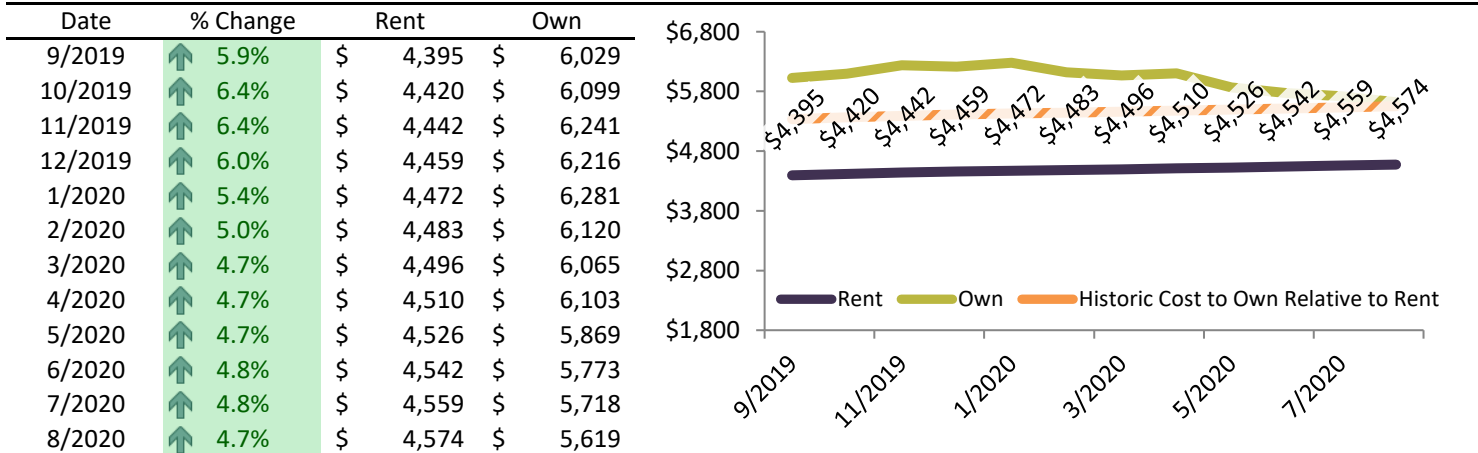
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## San Leandro Housing Market Value & Trends Update

Historically, properties in this market sell at a 0.7% premium. Today's discount is 7.3%. This market is 8.0% undervalued.

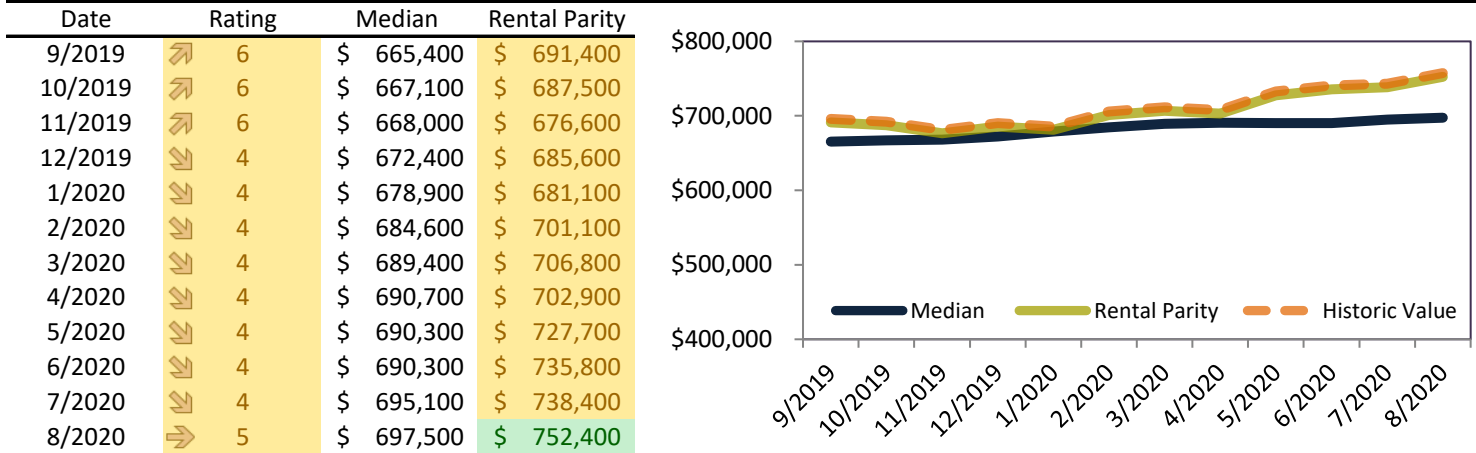
Median home price is \$697,500, and resale \$/SF is \$473/SF. Prices fell 1.1% year-over-year.

Monthly cost of ownership is \$2,770, and rents average \$2,988, making owning \$218 per month less costly than renting.

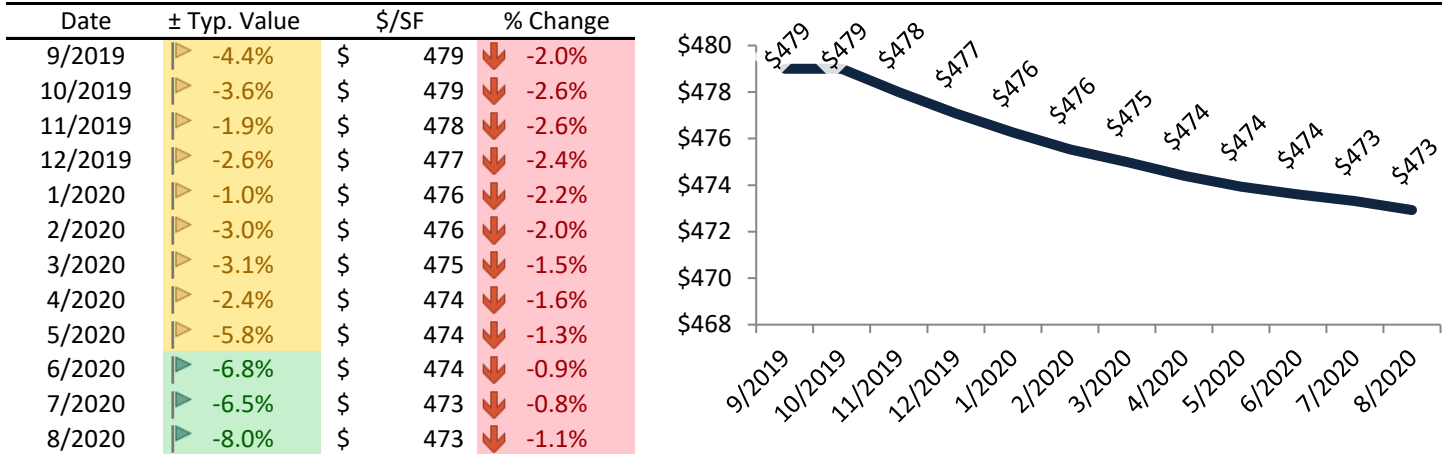
Rents rose 1.2% year-over-year. The current capitalization rate (rent/price) is 4.1%.

**Market rating = 5**

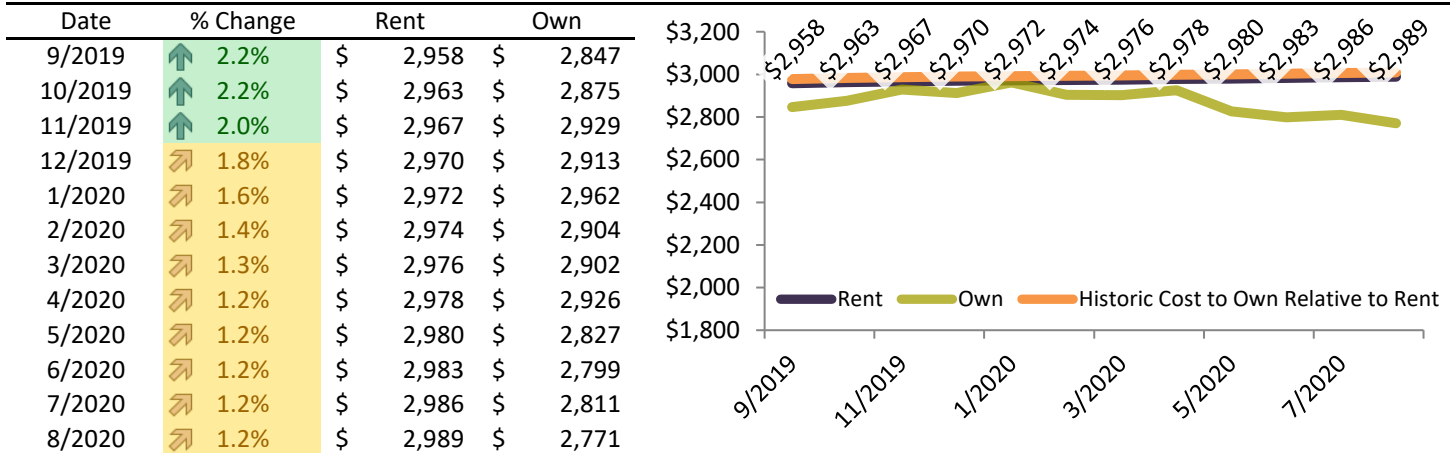
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## San Lorenzo Housing Market Value & Trends Update

Historically, properties in this market sell at a 2.9% premium. Today's discount is 5.9%. This market is 8.8% undervalued.

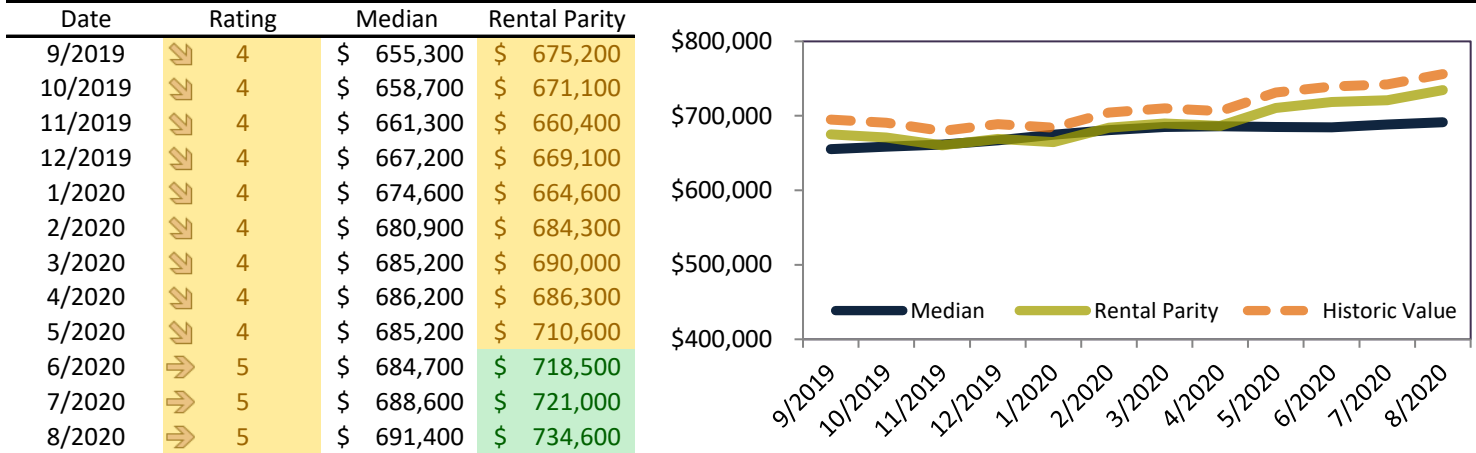
Median home price is \$691,400, and resale \$/SF is \$485/SF. Prices fell 1.6% year-over-year.

Monthly cost of ownership is \$2,746, and rents average \$2,918, making owning \$171 per month less costly than renting.

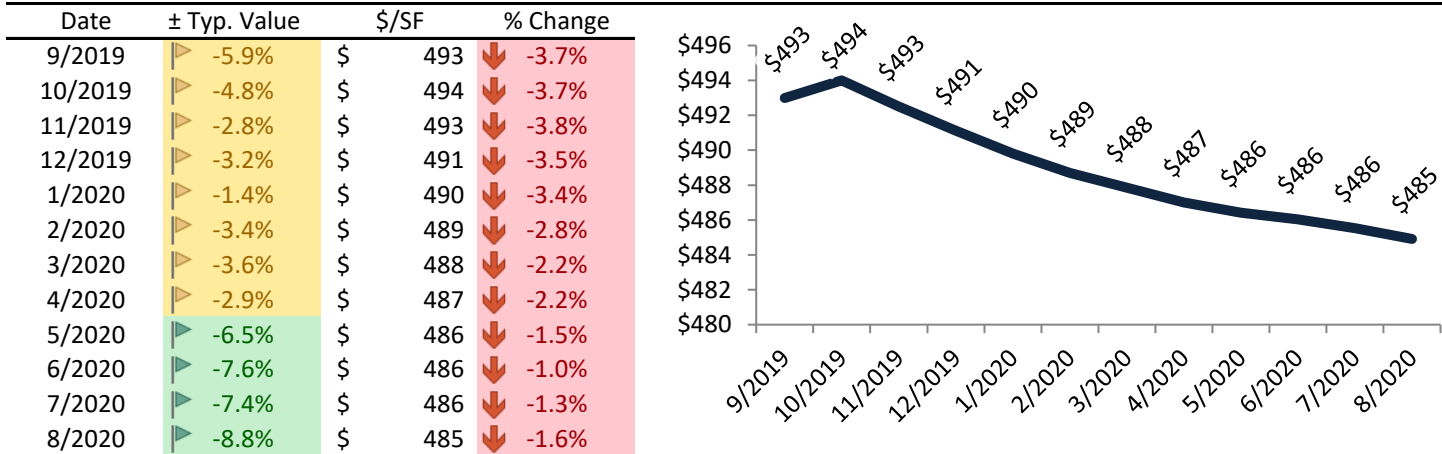
Rents rose 1.2% year-over-year. The current capitalization rate (rent/price) is 4.1%.

**Market rating = 5**

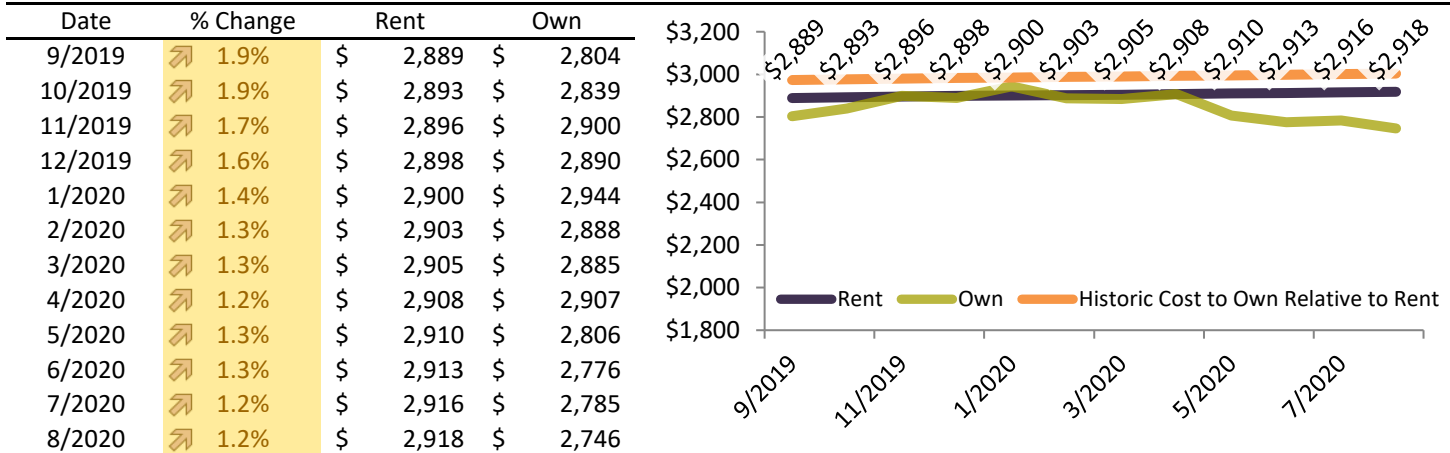
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months





## San Mateo Housing Market Value & Trends Update

Historically, properties in this market sell at a 23.5% premium. Today's premium is 20.9%. This market is 2.6% undervalued.

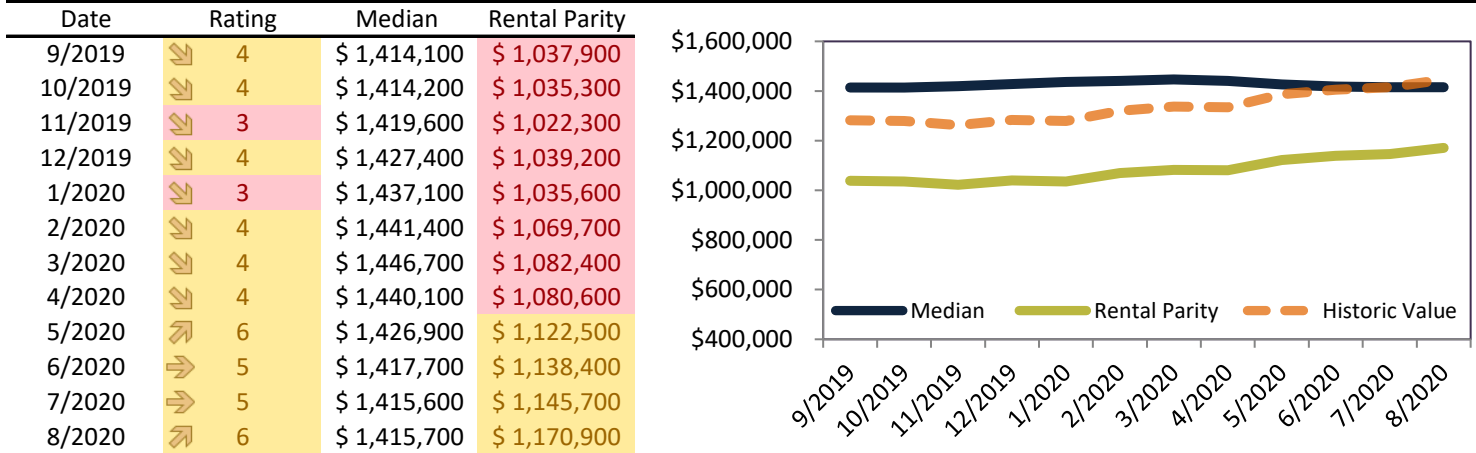
Median home price is \$1,415,700, and resale \$/SF is \$884/SF. Prices fell 4.9% year-over-year.

Monthly cost of ownership is \$5,623, and rents average \$4,651, making owning \$972 per month more costly than renting.

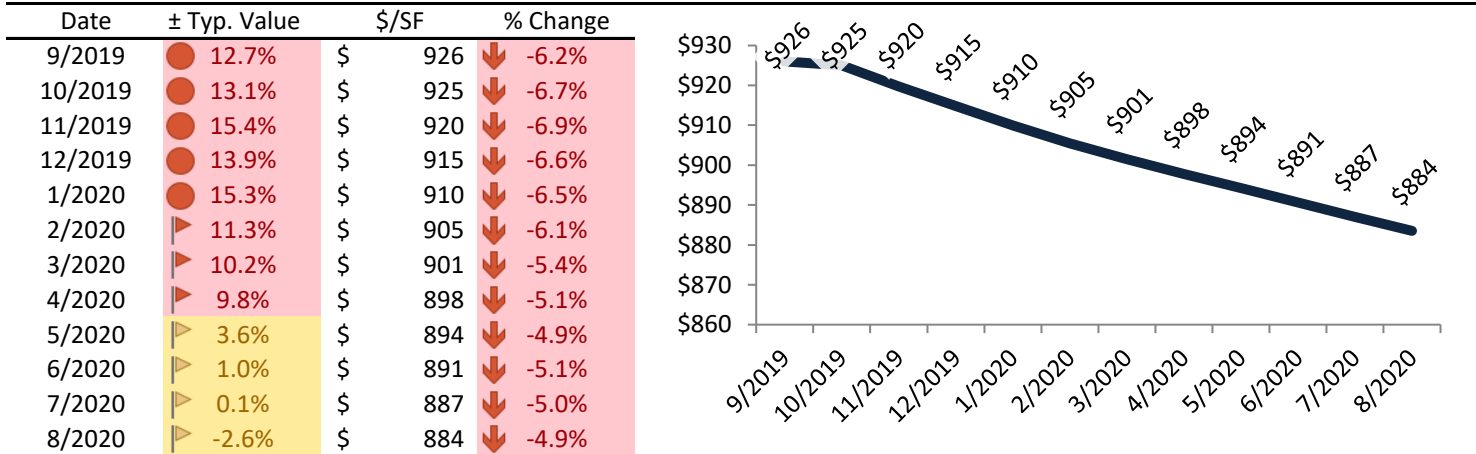
Rents rose 5.5% year-over-year. The current capitalization rate (rent/price) is 3.2%.

**Market rating = 6**

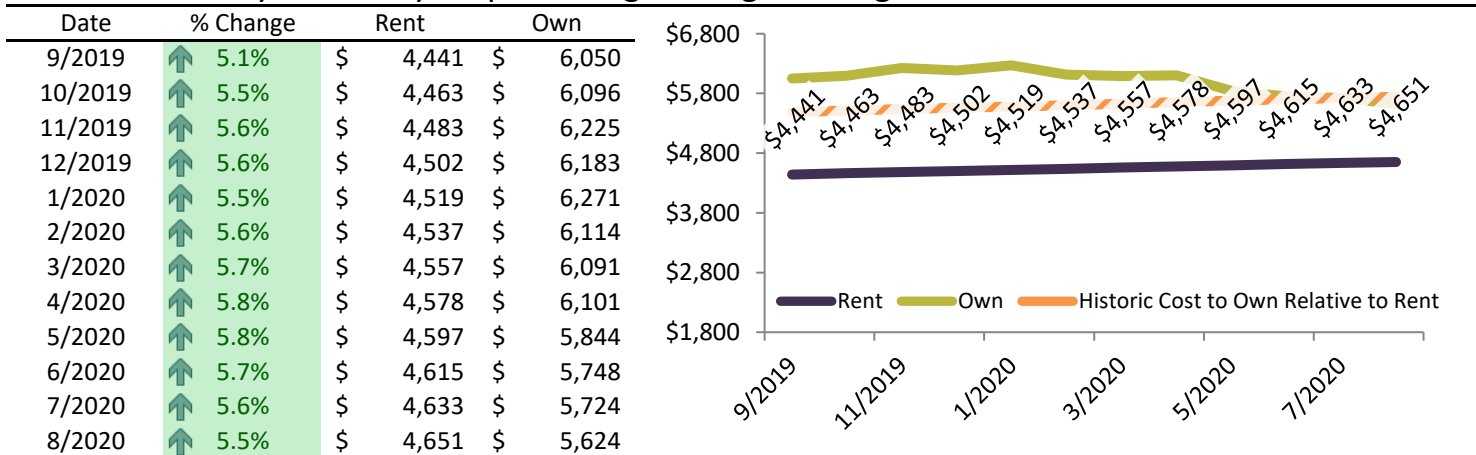
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

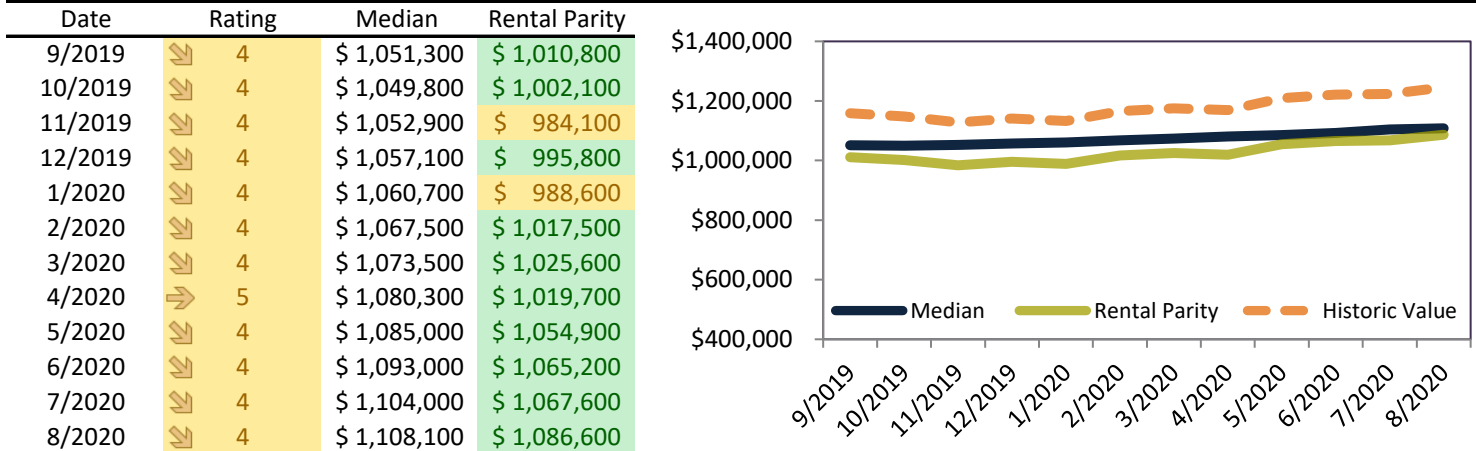


### San Rafael Housing Market Value & Trends Update

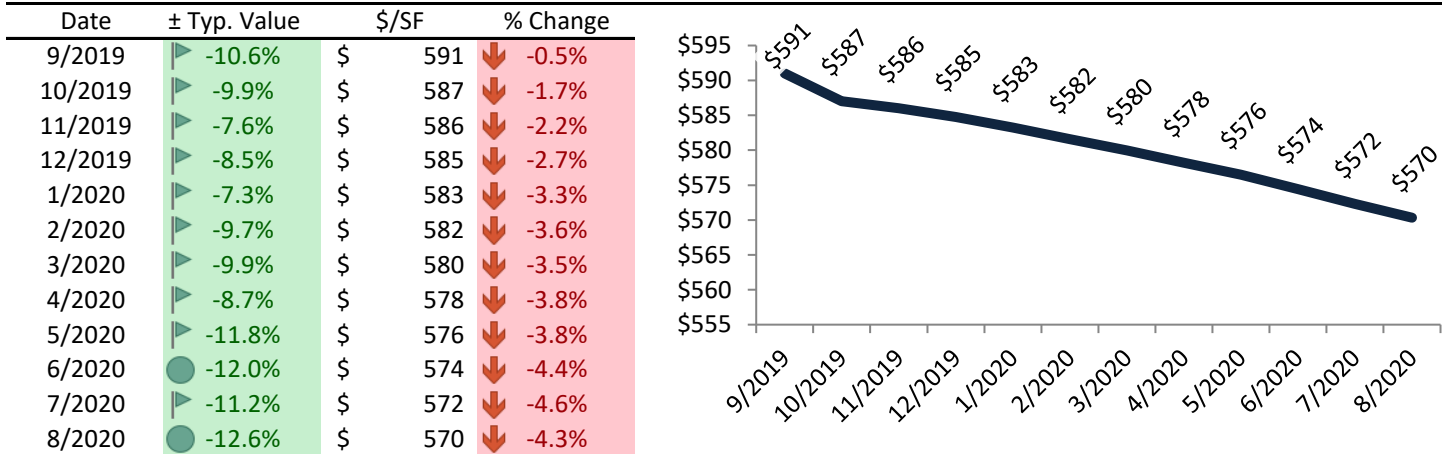
Historically, properties in this market sell at a 14.6% premium. Today's premium is 2.0%. This market is 12.6% undervalued. Median home price is \$1,108,100, and resale \$/SF is \$570/SF. Prices fell 4.3% year-over-year. Monthly cost of ownership is \$4,401, and rents average \$4,316, making owning \$085 per month more costly than renting. Rents fell 0.2% year-over-year. The current capitalization rate (rent/price) is 3.7%.

**Market rating = 4**

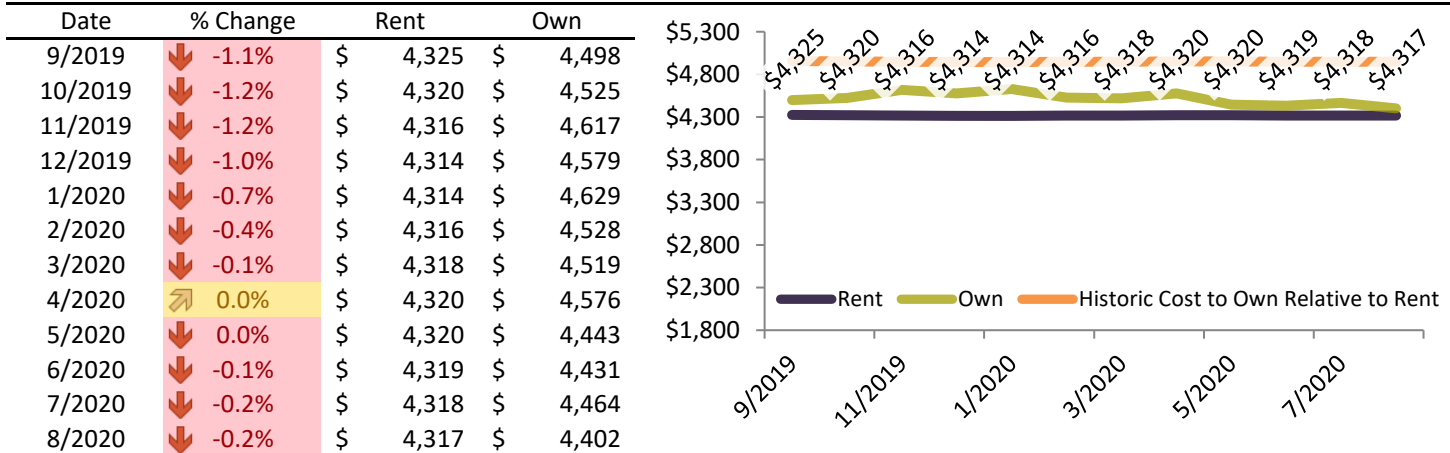
#### Median Home Price and Rental Parity trailing twelve months



#### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months



## San Ramon Housing Market Value & Trends Update

Historically, properties in this market sell at a 15.3% premium. Today's premium is 29.5%. This market is 14.2% overvalued.

Median home price is \$1,273,400, and resale \$/SF is \$482/SF. Prices fell 3.7% year-over-year.

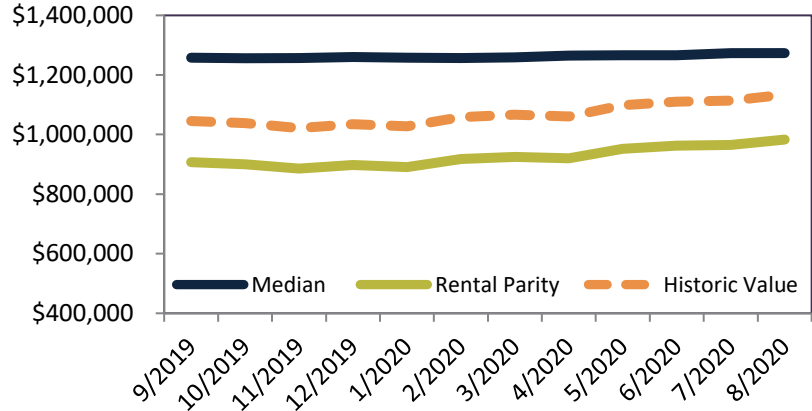
Monthly cost of ownership is \$5,058, and rents average \$3,905, making owning \$1,153 per month more costly than renting.

Rents rose 0.7% year-over-year. The current capitalization rate (rent/price) is 2.9%.

**Market rating = 2**

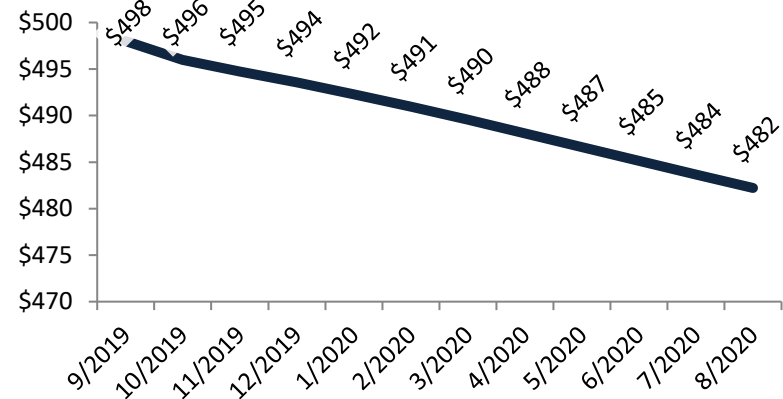
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↓ 1	\$ 1,257,700	\$ 906,700
10/2019	↓ 1	\$ 1,256,100	\$ 900,500
11/2019	↓ 1	\$ 1,257,200	\$ 885,700
12/2019	↓ 1	\$ 1,260,700	\$ 897,200
1/2020	↓ 1	\$ 1,257,800	\$ 891,200
2/2020	↓ 1	\$ 1,256,700	\$ 917,500
3/2020	↓ 2	\$ 1,258,600	\$ 924,900
4/2020	↓ 1	\$ 1,265,500	\$ 919,800
5/2020	↓ 2	\$ 1,266,200	\$ 952,000
6/2020	↓ 2	\$ 1,266,600	\$ 962,200
7/2020	↓ 2	\$ 1,272,800	\$ 965,200
8/2020	↓ 2	\$ 1,273,400	\$ 983,100



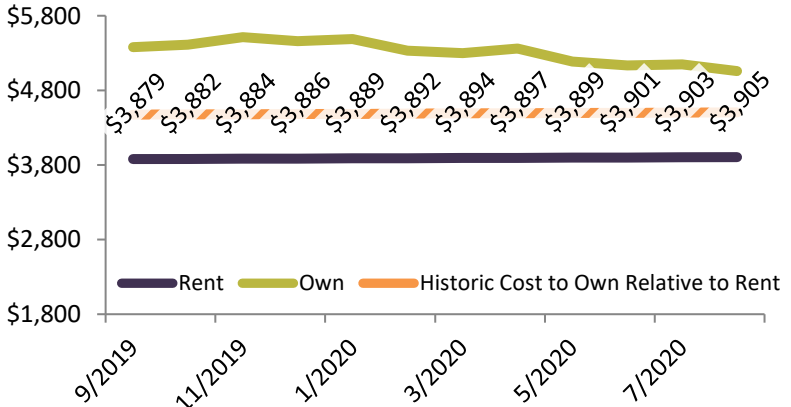
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	● 23.4%	\$ 498	↓ -2.2%
10/2019	● 24.1%	\$ 496	↓ -2.9%
11/2019	● 26.6%	\$ 495	↓ -3.2%
12/2019	● 25.2%	\$ 494	↓ -3.0%
1/2020	● 25.8%	\$ 492	↓ -3.3%
2/2020	● 21.6%	\$ 491	↓ -3.4%
3/2020	● 20.7%	\$ 490	↓ -3.6%
4/2020	● 22.2%	\$ 488	↓ -3.7%
5/2020	● 17.7%	\$ 487	↓ -3.8%
6/2020	● 16.3%	\$ 485	↓ -3.7%
7/2020	● 16.5%	\$ 484	↓ -3.8%
8/2020	● 14.2%	\$ 482	↓ -3.7%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↗ 0.2%	\$ 3,879	\$ 5,381
10/2019	↗ 0.3%	\$ 3,882	\$ 5,414
11/2019	↗ 0.4%	\$ 3,884	\$ 5,513
12/2019	↗ 0.5%	\$ 3,886	\$ 5,461
1/2020	↗ 0.6%	\$ 3,889	\$ 5,489
2/2020	↗ 0.7%	\$ 3,892	\$ 5,330
3/2020	↗ 0.7%	\$ 3,894	\$ 5,299
4/2020	↗ 0.7%	\$ 3,897	\$ 5,361
5/2020	↗ 0.8%	\$ 3,899	\$ 5,186
6/2020	↗ 0.7%	\$ 3,901	\$ 5,135
7/2020	↗ 0.7%	\$ 3,903	\$ 5,147
8/2020	↗ 0.7%	\$ 3,905	\$ 5,058



## South San Francisco Housing Market Value & Trends Update

Historically, properties in this market sell at a 13.3% premium. Today's premium is 8.4%. This market is 4.9% undervalued.

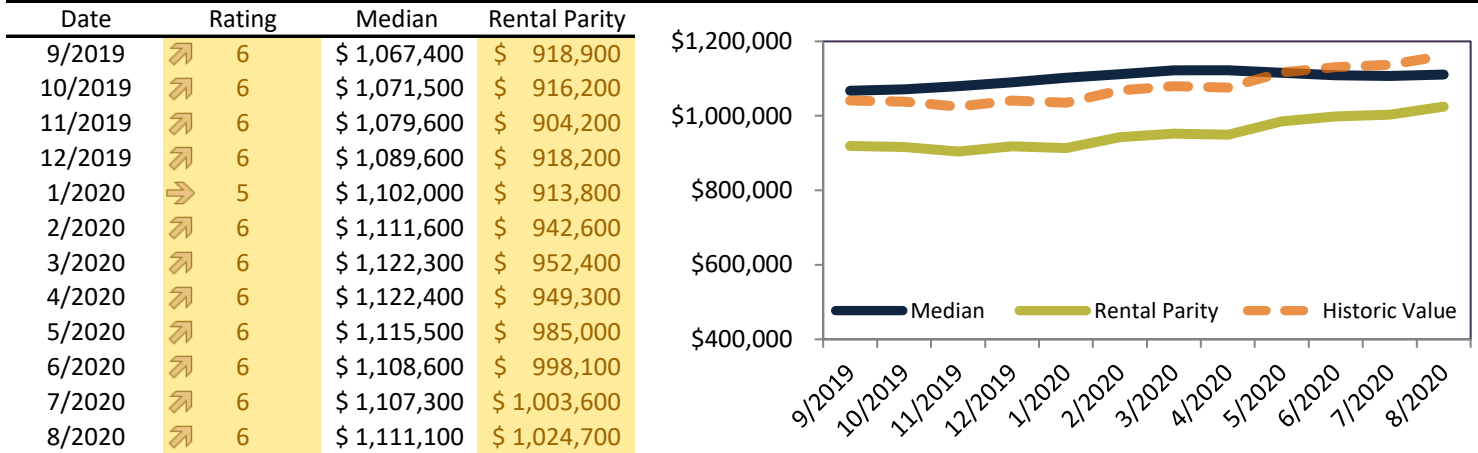
Median home price is \$1,111,100, and resale \$/SF is \$716/SF. Prices fell 1.7% year-over-year.

Monthly cost of ownership is \$4,413, and rents average \$4,070, making owning \$342 per month more costly than renting.

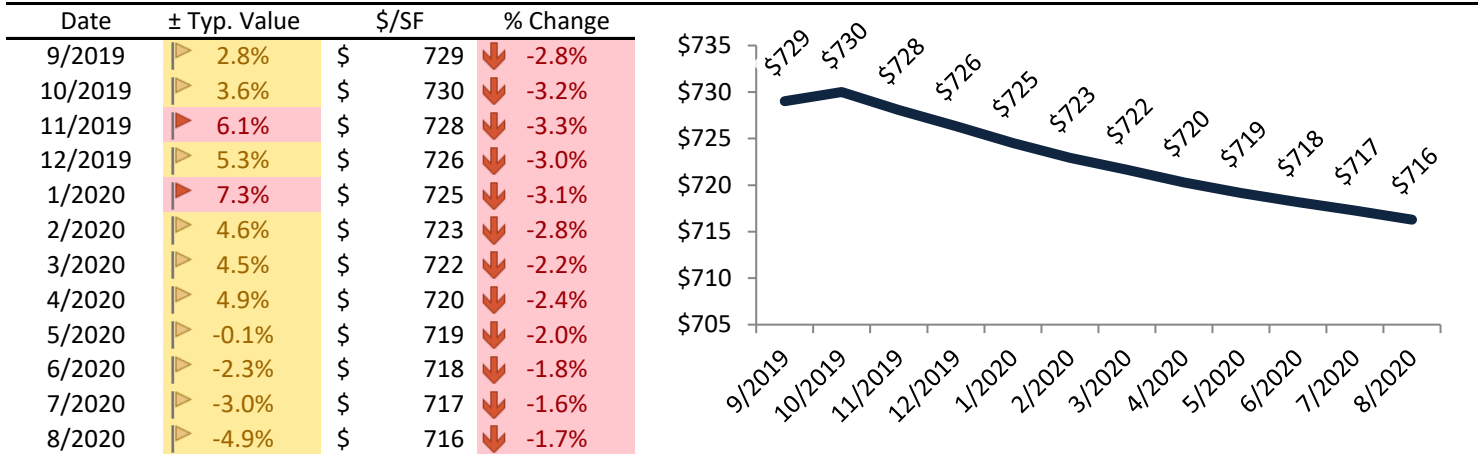
Rents rose 4.1% year-over-year. The current capitalization rate (rent/price) is 3.5%.

**Market rating = 6**

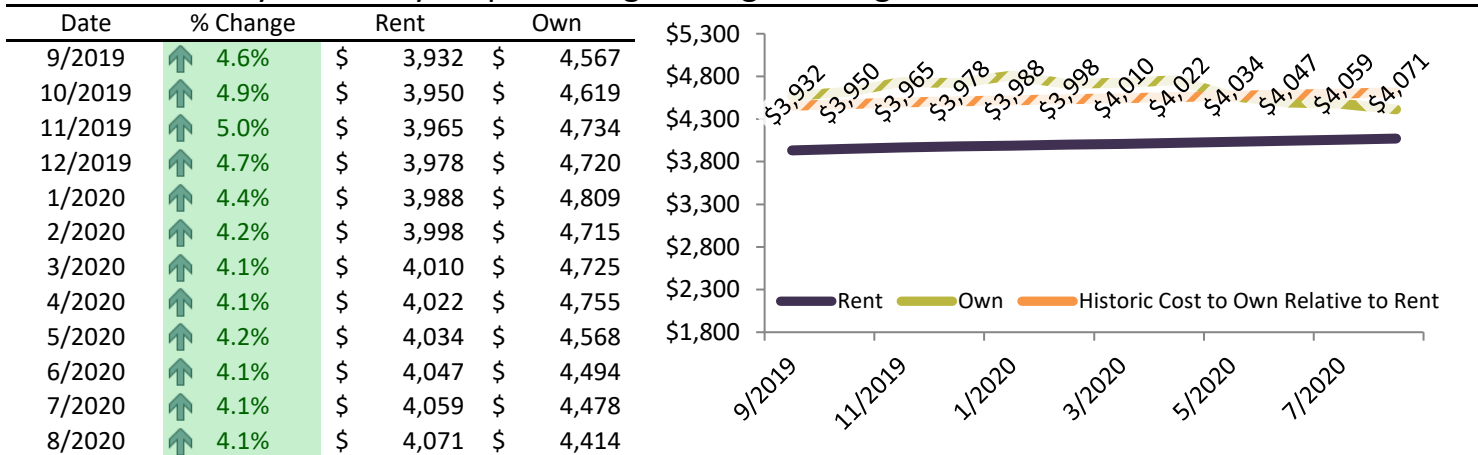
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## Union City Housing Market Value & Trends Update

Historically, properties in this market sell at a 14.5% premium. Today's premium is 4.8%. This market is 9.7% undervalued.

Median home price is \$899,900, and resale \$/SF is \$501/SF. Prices fell 6.2% year-over-year.

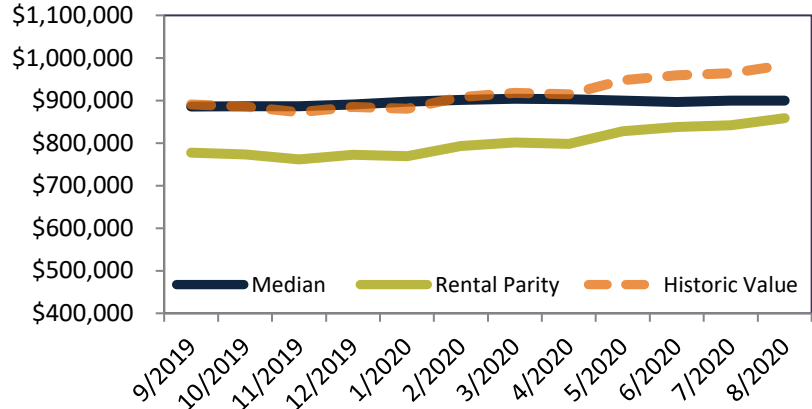
Monthly cost of ownership is \$3,574, and rents average \$3,410, making owning \$164 per month more costly than renting.

Rents rose 2.9% year-over-year. The current capitalization rate (rent/price) is 3.6%.

**Market rating = 6**

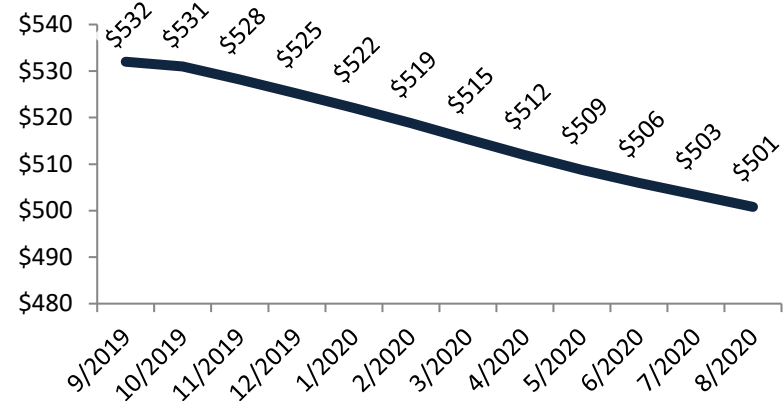
### Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
9/2019	↗ 6	\$ 885,800	\$ 777,400
10/2019	→ 5	\$ 886,600	\$ 773,200
11/2019	→ 5	\$ 886,800	\$ 761,600
12/2019	→ 5	\$ 890,900	\$ 772,600
1/2020	→ 5	\$ 896,900	\$ 768,800
2/2020	→ 5	\$ 901,200	\$ 793,000
3/2020	→ 5	\$ 904,100	\$ 801,100
4/2020	→ 5	\$ 902,700	\$ 798,200
5/2020	→ 5	\$ 899,300	\$ 827,600
6/2020	↗ 6	\$ 896,700	\$ 837,700
7/2020	↗ 6	\$ 899,400	\$ 841,500
8/2020	↗ 6	\$ 899,900	\$ 858,500



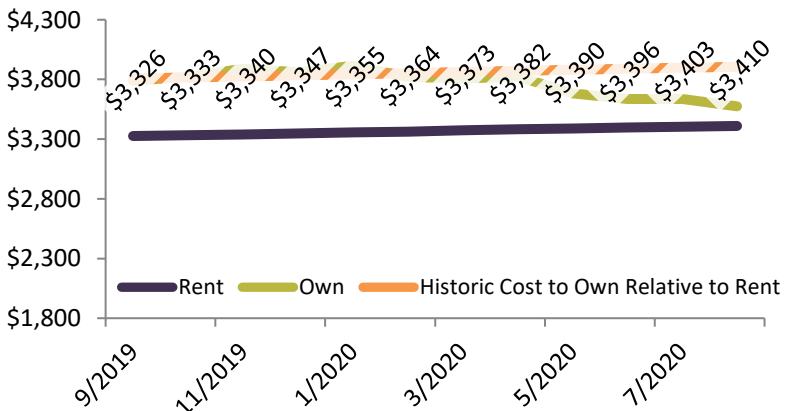
### Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
9/2019	▶ -0.6%	\$ 532	↓ -4.5%
10/2019	▶ 0.1%	\$ 531	↓ -5.7%
11/2019	▶ 1.9%	\$ 528	↓ -6.5%
12/2019	▶ 0.8%	\$ 525	↓ -6.9%
1/2020	▶ 2.1%	\$ 522	↓ -7.3%
2/2020	▶ -0.9%	\$ 519	↓ -7.5%
3/2020	▶ -1.7%	\$ 515	↓ -8.0%
4/2020	▶ -1.4%	\$ 512	↓ -7.9%
5/2020	▶ -5.9%	\$ 509	↓ -7.5%
6/2020	▶ -7.5%	\$ 506	↓ -6.8%
7/2020	▶ -7.6%	\$ 503	↓ -6.3%
8/2020	▶ -9.7%	\$ 501	↓ -6.2%



### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
9/2019	↑ 2.1%	\$ 3,326	\$ 3,790
10/2019	↑ 2.2%	\$ 3,333	\$ 3,822
11/2019	↑ 2.4%	\$ 3,340	\$ 3,889
12/2019	↑ 2.5%	\$ 3,347	\$ 3,859
1/2020	↑ 2.7%	\$ 3,355	\$ 3,914
2/2020	↑ 2.9%	\$ 3,364	\$ 3,822
3/2020	↑ 3.1%	\$ 3,373	\$ 3,806
4/2020	↑ 3.2%	\$ 3,382	\$ 3,824
5/2020	↑ 3.1%	\$ 3,390	\$ 3,683
6/2020	↑ 3.0%	\$ 3,396	\$ 3,635
7/2020	↑ 2.9%	\$ 3,403	\$ 3,637
8/2020	↑ 2.9%	\$ 3,410	\$ 3,575



## Walnut Creek Housing Market Value & Trends Update

Historically, properties in this market sell at a 3.4% premium. Today's discount is 14.3%. This market is 17.7% undervalued.

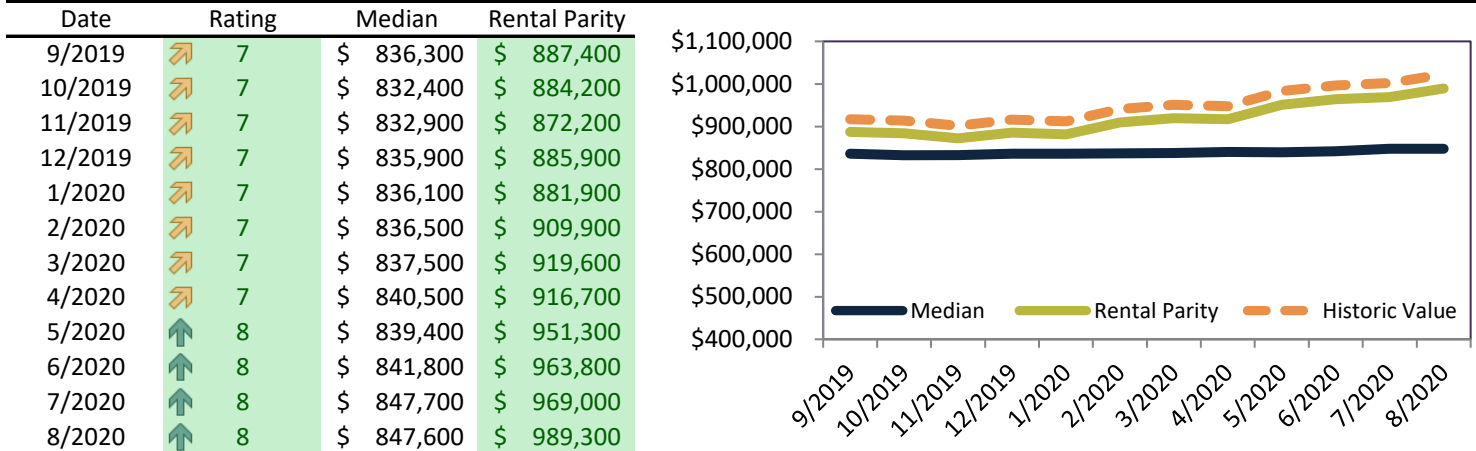
Median home price is \$847,600, and resale \$/SF is \$496/SF. Prices fell 2.5% year-over-year.

Monthly cost of ownership is \$3,366, and rents average \$3,929, making owning \$563 per month less costly than renting.

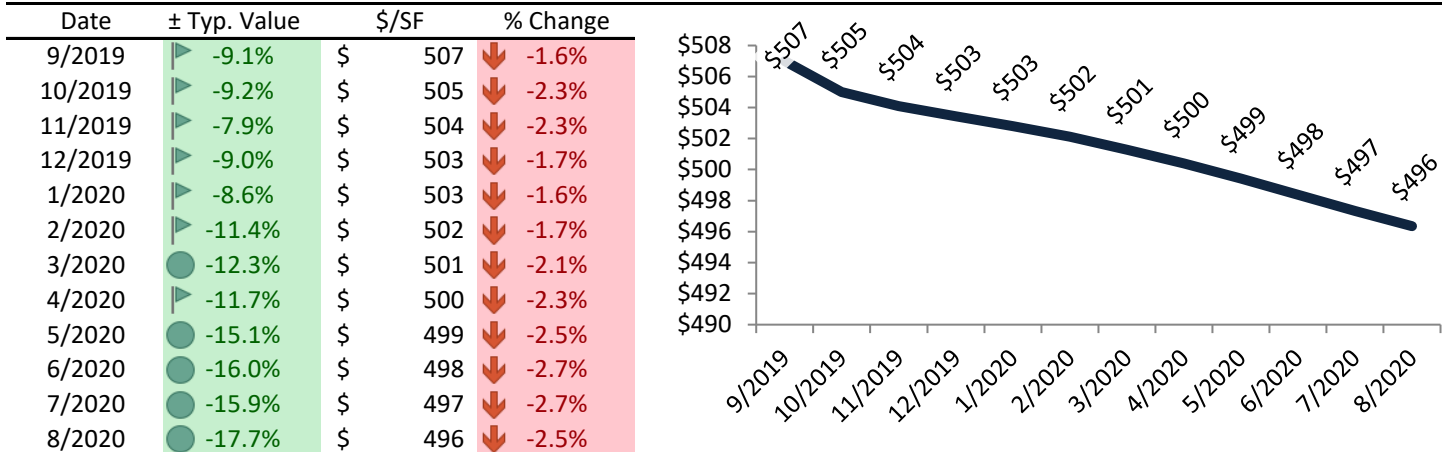
Rents rose 4.0% year-over-year. The current capitalization rate (rent/price) is 4.5%.

**Market rating = 8**

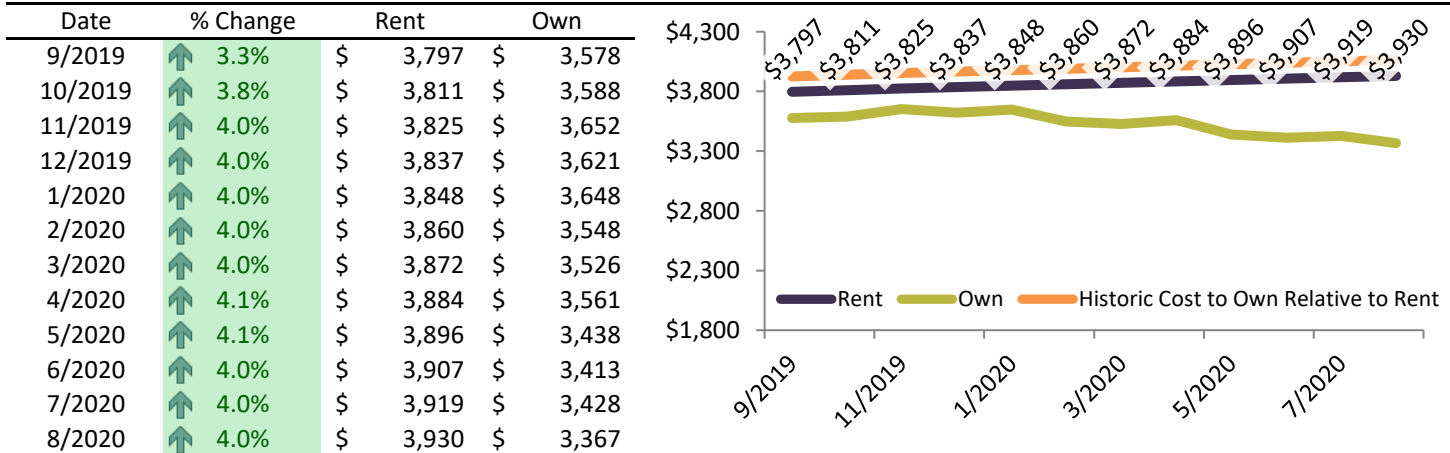
### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months



## TAIT Housing Report

TAIT housing report and newsletter provides a clear picture of the health of the housing market. Readers find the information on location, valuation, and price trends, timely and relevant to their decision to buy or sell real estate. The TAIT report answers the most important questions:

- (1) Where should I look for bargains?
- (2) Are current prices over or under valued?
- (3) What direction are prices headed, up or down?

The TAIT monthly market report has distilled the market down to three key pieces of information:

- (1) Resale value relative to rent,
- (2) Yearly change in resale prices, and
- (3) Yearly changes in rents.

The resale value relative to rent, or Rental Parity, is calculated by taking the median rent reported by Zillow and utilizing that value as a payment to calculate the size of the loan that payment would support. **The result is the price someone could pay and their resulting cost of ownership (payment mostly) would equal the cost of renting;** thus the name Rental Parity. The median is the raw median number provided by Zillow. The historic value is what the median "should" be based on the historic relationship between rental parity and the median during periods of market stability (1992-1998 and 2014-2017). This historic value is important because some areas trade below rental parity and some trade above based on how desirable the area is. Whenever the median is above the historic value, the market is overvalued, and whenever the median is below the historic value, it is undervalued. **Without this benchmark, there is no way to determine if the current median is overvalued or undervalued.** The addition of this benchmark is the key innovation of the TAIT Housing Report.

## Using and Interpreting the TAIT Monthly Report

The table of contents on the front page of the TAIT monthly report organizes the reports by area. The typical page of an area report breaks down into four parts:

- (1) The news overview,
- (2) Median Home Price and Rental Parity trailing twelve months,
- (3) Resale \$/SF and year-over-year percentage change trailing twelve months,
- (4) Rental rate and year-over-year percentage change trailing twelve months.

## NEWS OVERVIEW

The news overview provides concise descriptions of the facts and conditions in the market. The news overview measures the current premium or discount, compares it to the historic premium or discount, and states whether the market is currently overvalued or undervalued. This is an important measure of future financial performance.

## Orange County Housing Market Value & Trends Update

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Historically, properties in this market sell at a 1.9% premium. Today's discount is 0.7%. This market is 2.6% undervalued.

Median home price is \$730,800, and resale \$/SF is \$429/SF. Prices rose 0.8% year-over-year.

Monthly cost of ownership is \$3,204, and rents average \$3,225, making owning \$020 per month less costly than renting.

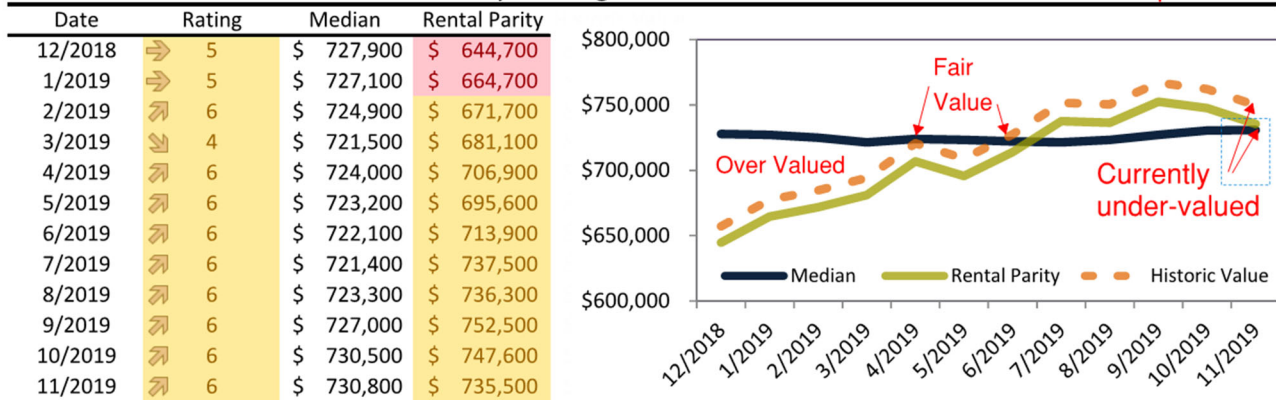
Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.2%.

**Market rating = 6**

## MEDIAN HOME PRICE AND RENTAL PARITY TRAILING TWELVE MONTHS

For those who want the bottom line without all the analysis and detail, the market rating is the first row of the first section of data. The rating encapsulates all the conditions of the market into one figure. A rating of 10 is good and a rating of 1 is bad. **A highly rated property or market is a good financial buy.**

### Median Home Price and Rental Parity trailing twelve months Premium Market Example



The chart displays three lines that reveal much about the market. The first two lines to note are the parallel green and orange lines, rental parity (green) and historic value (orange). As mentioned previously, some markets trade at a discount and some at a premium to rental parity. If the orange line (historic value) is above the green line (rental parity), the market is a premium market. If the orange line (historic value) is below the green line (rental parity), the market is a discount market. The larger the gap, the greater the premium or discount is.

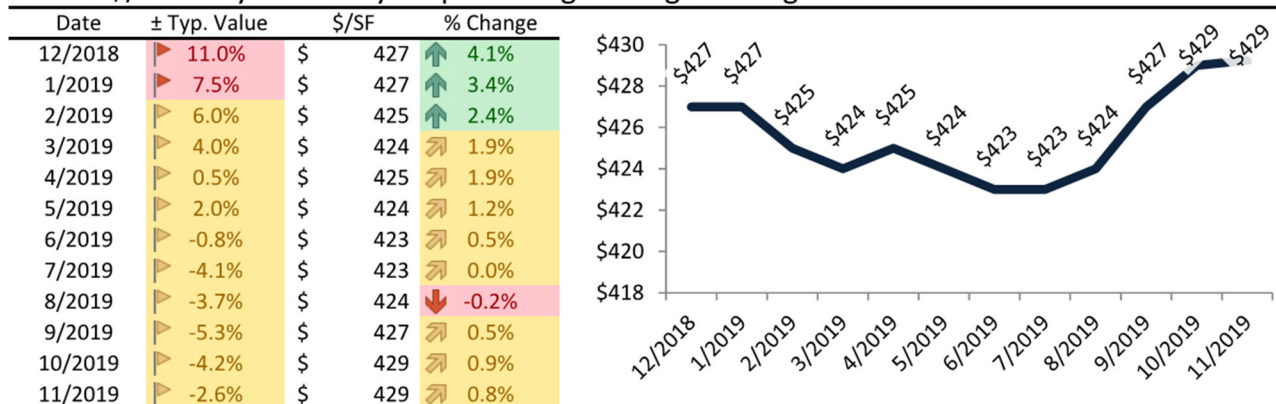
The third line plotted against these two parallel lines is the median resale price for the area. This line reveals whether the market is currently trading at a premium or discount to rental parity and historic value. The more important of these relationships is between median resale price and historic value. Over time, the market has shown a tendency toward trading at historic value. If it trades above for a while, over time it will revert back to this value. That may happen either by an extended period of little or no appreciation or an outright decline in prices. If the market trades below its historic value, it's likely to see a rebound back to this value in the future.

**Valuation is more important than price movement. The best markets trade at a discount to historic value.**

## RESALE \$/SF AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

Since the historic value is so important, the first column in next section displays the premium or discount from historic value over the last year. The second column and the chart shows the dollars-per-square-foot resale price in the market. The line on the chart visually shows the general direction of prices, and the third column shows the actual percentage change.

### Resale \$/SF and year-over-year percentage change trailing twelve months

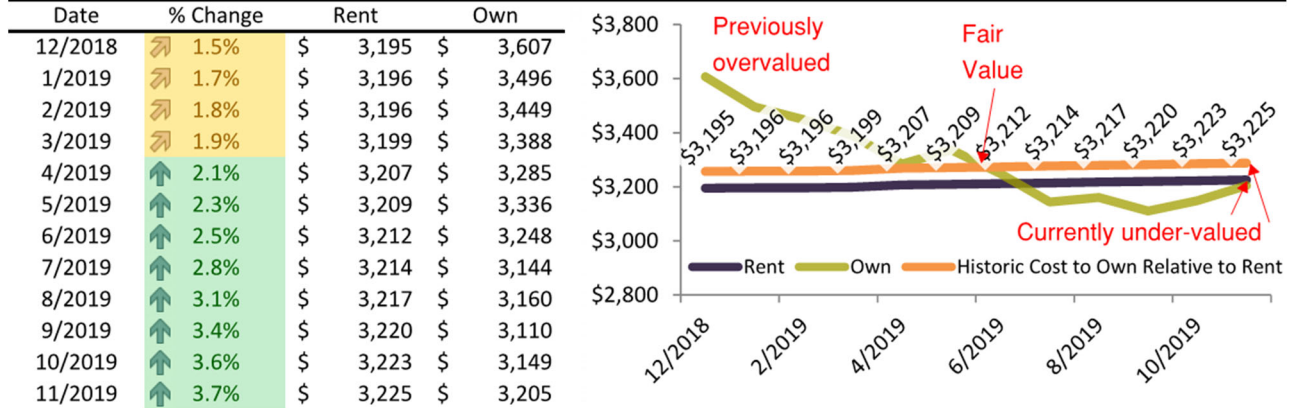




## RENTAL RATE AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

The final table and chart on the page is similar to the first grouping; it displays three lines, two of which are parallel and show current rent and the historic cost of ownership relative to rent, and the third line is the current cost of ownership. The relationships are similar, the charts will look similar, and the interpretations are the same.

### Rental rate and year-over-year percentage change trailing twelve months

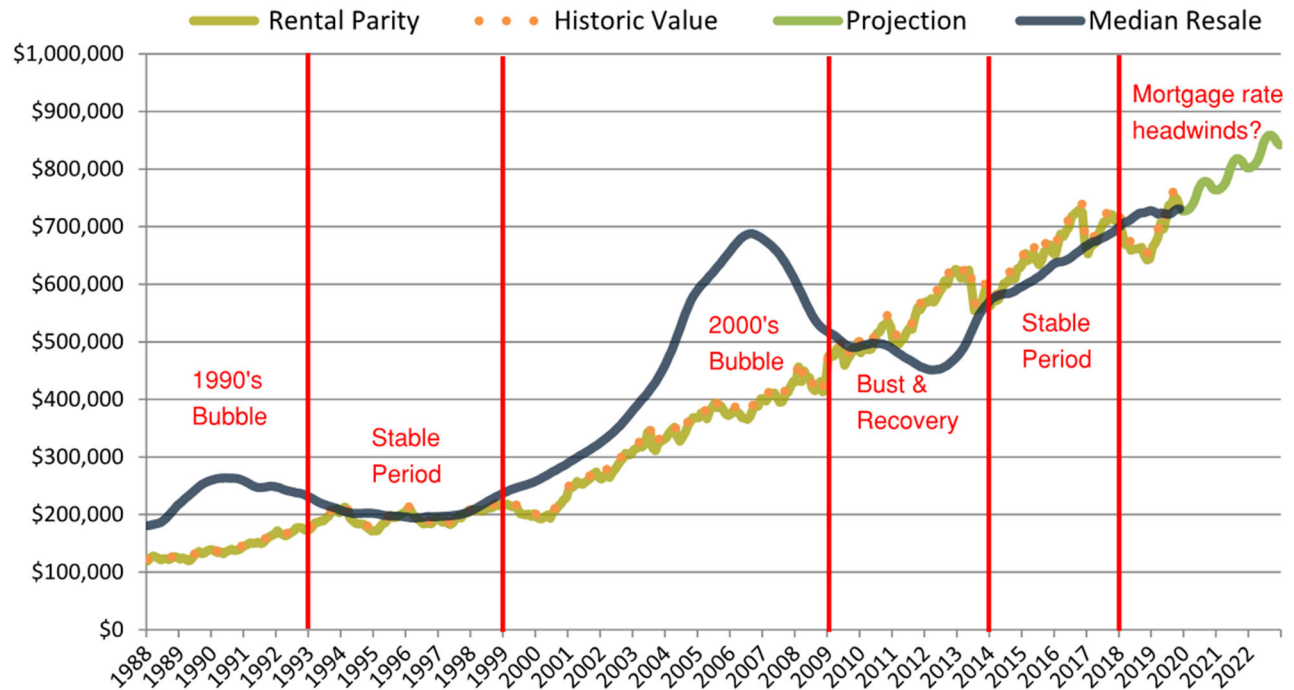


This method of looking at the data is more revealing to those who like to focus on monthly costs rather than purchase price. It reveals how affordable properties are relative to monthly rent, which is what rental parity analysis is all about. The first column of data shows the rate of rent growth over the last year, and the next two columns show the cost of renting and the cost of owning during the same period.

## HISTORIC MARKET DATA CHARTS

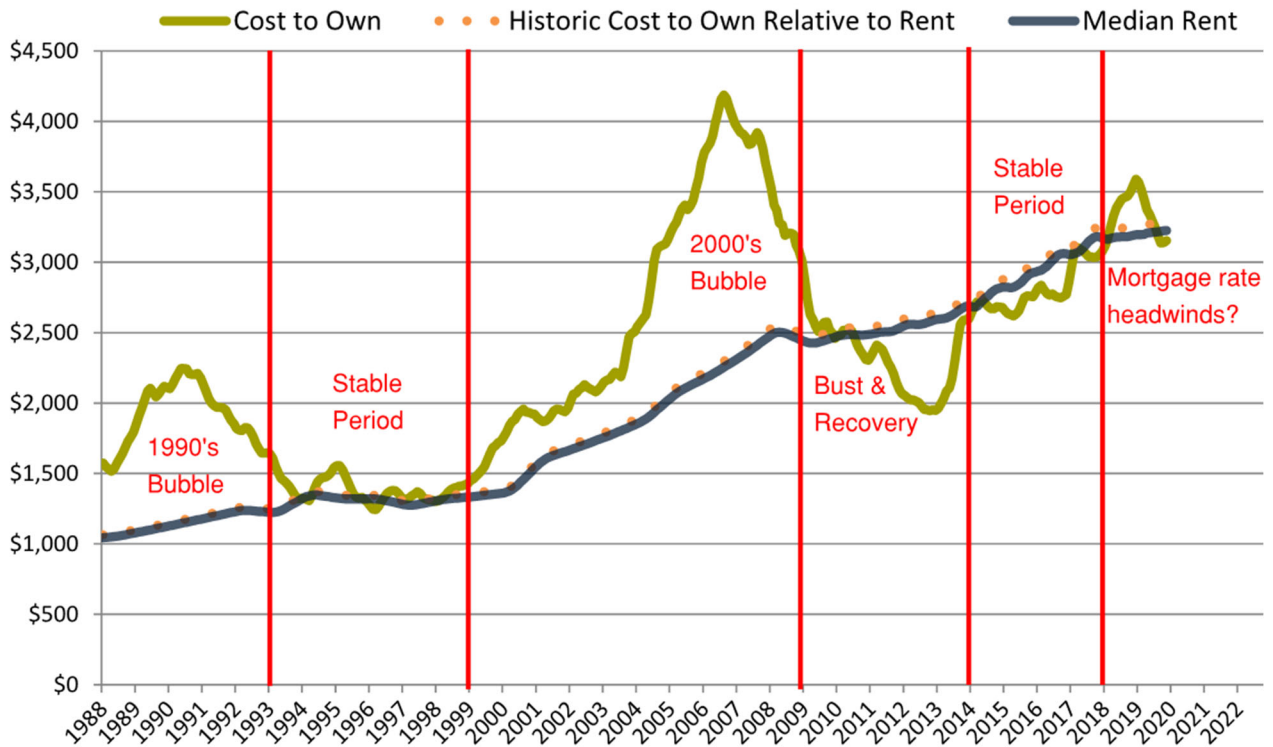
The next page of the report shows two charts: County median home price since January 1988, and County median rent and monthly cost of ownership since January 1988. These charts are designed to put current circumstances in historic context. They answer questions like, “How volatile are prices?” and “How does today’s pricing compare to the fluctuations of the past?” and “How much danger is there in buying today?”

### Orange County median home price since January 1988



With the green line for rental parity and the orange line for historic value, it's easy to tell when the market is fairly valued, overvalued, or undervalued.

## Orange County median rent and monthly cost of ownership since January 1988



The chart above shows rent and monthly cost of ownership. It looks similar to the rental parity and resale home price chart, as it merely converts that information to a monthly format. For those who have difficulty relating to the large numbers of purchase price, viewing the data in terms of monthly expenses is easier to put into context.

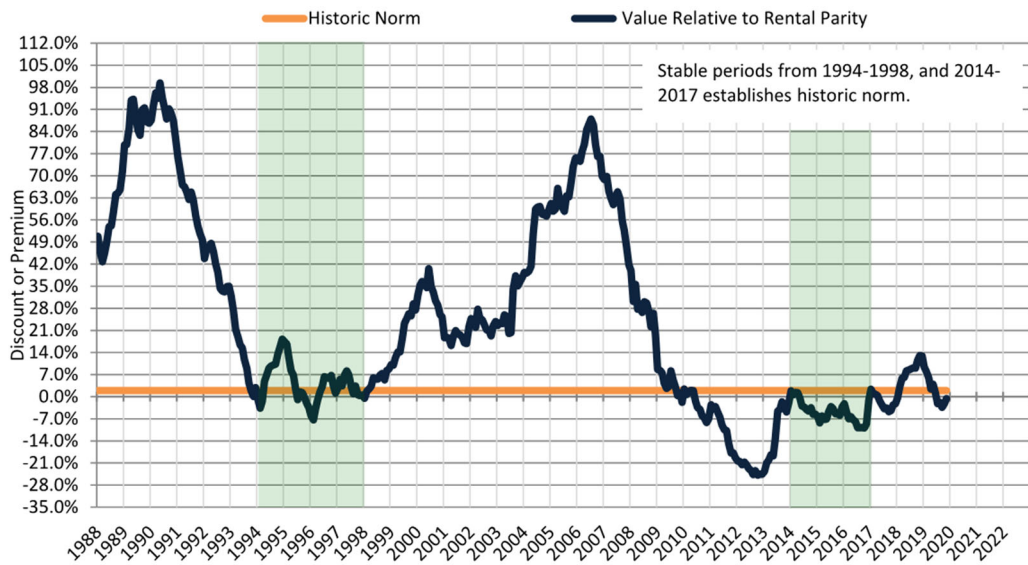
## Historic Median Home Price Relative to Rental Parity: Orange County since January 1988

### HISTORIC VALUATION

The next page in the report shows two charts: Historic Median Home Price Relative to Rental Parity: County since January 1988, and TAIT Market Timing System Rating: Orange County since January 1988.

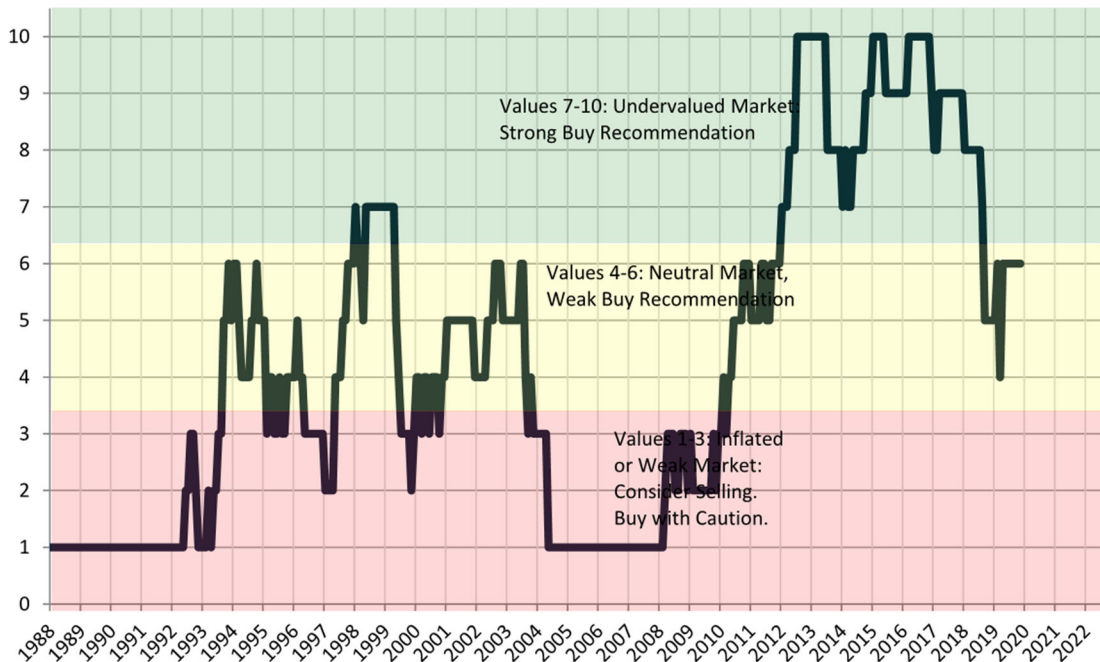
The chart above shows, at a glance, how close the market trades to its historic norm.

The benchmark period is shown in green, and the degree of market volatility can be inferred from the scale to the left. For example, Orange County traded for as much as 25% below rental parity and 100% above it during the 31-year period shown.



## TAIT RATING SYSTEM CHART

The market timing rating system mechanically identifies both good and buy dimes to buy based on valuation, resale price change, and rental rate change.



### The importance of rental parity

Rental parity is important because it represents the threshold of affordability. When prices are above rental parity, it costs more to own than to rent, so owning is often not a wise financial decision. Owning may still be right for people, and many are willing to pay the premium to own to obtain the emotional benefits of ownership; however, on a purely financial basis, paying more than rental parity is generally not wise because prices will inevitably return to this price level in time.

When prices are below rental parity, it costs less to own than to rent, so owning under these circumstances is generally a wise choice. Since a buyer who pays less than rental parity for a house is saving money, there is a clear financial benefit obtained irrespective of fluctuations in resale price.

When the cost of ownership is less than rental parity, an owner is far less likely to be forced to sell at a loss. The property can always be rented to cover costs rather than sell for a loss. Further, this ability to rent and at least break even provides the owner with flexibility to move if necessary. Mobility to take a new job or buy a different house is denied to those who overpaid and who are stuck paying more in the cost of ownership than they can obtain in rent.

With these advantages, buying at a price below rental parity using fixed-rate financing is critical. Every buyer should consider rental parity in their buying decision.

### RENTAL PARITY AS BASIS OF VALUE

Valuation is the least understood, yet most important, aspect of a housing market. Economists look at various ratios including price-to-income, price-to-rent, and other aggregate measures to attempt to establish valuation metrics. Each of these has strengths and weaknesses, but each of them fails because they don't directly connect the actions of an individual buyer to the activity in the broader market. For this reason, I strongly favor rental parity as the best measure of valuation. Rental parity ties together income, rent, interest rates, and financing terms in a way that matches the activities of individual buyers to the overall price activity in the market.