



Pleasanton Real Estate Market Update





How many
new homes
have been
built?



New Residential Development



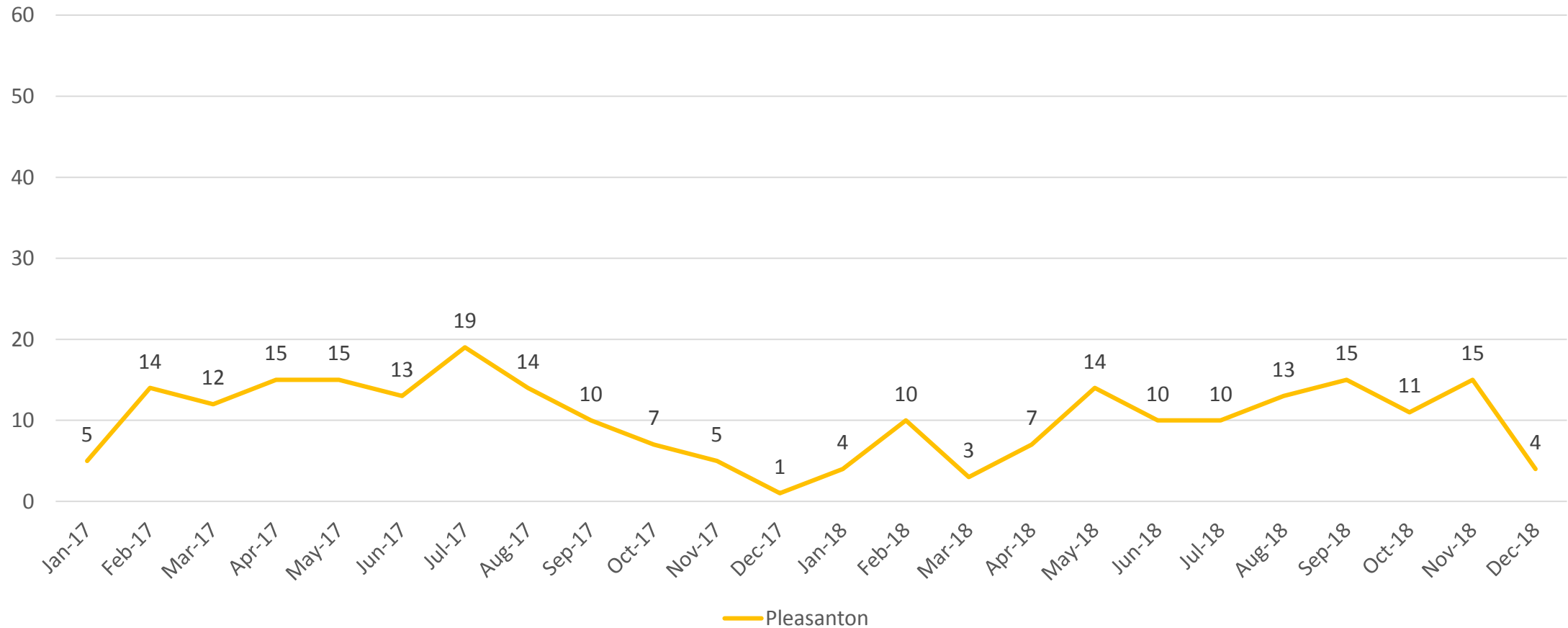
- Essex Property Trust: 498 apartments
- St. Anton Partners: 248 apartments
- Summerhill: 94 condos
- Auf Der Mar: 345 apartments
- Township Square:
 - ✓ 210 apartments
 - ✓ 35 single-family detached
 - ✓ 62 town homes

New Residential Development



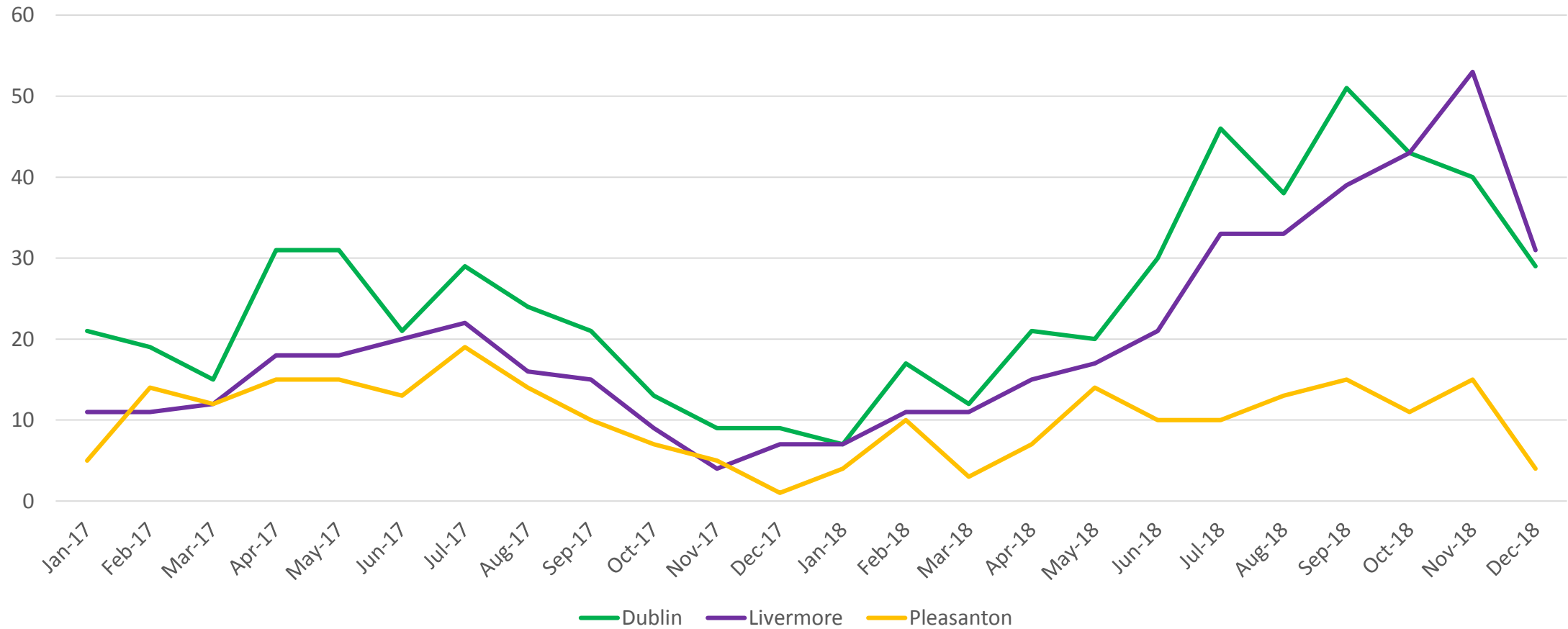
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Condos and Townhomes For Sale – 2017 to 2018



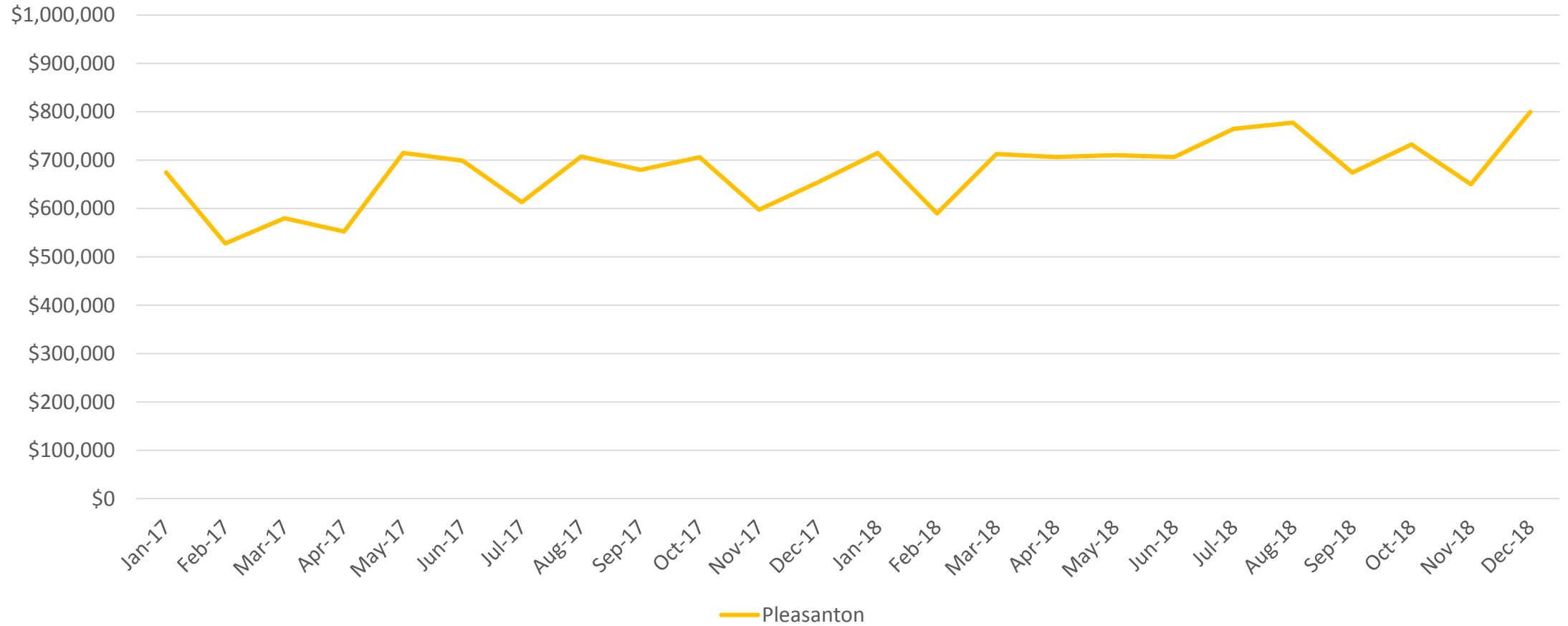
Source: Bay East Association of REALTORS®

Condos and Townhomes For Sale – 2017 to 2018



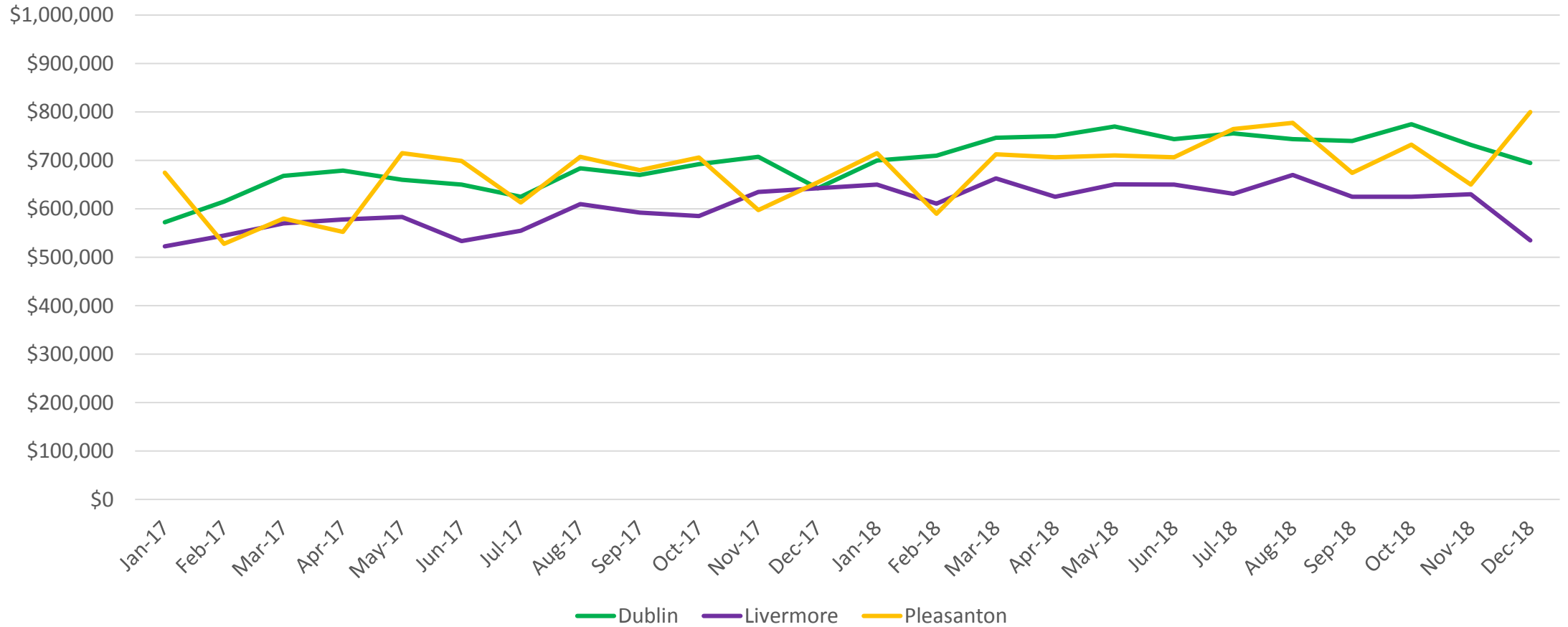
Source: Bay East Association of REALTORS®

Condo and Townhome Median Sales Prices



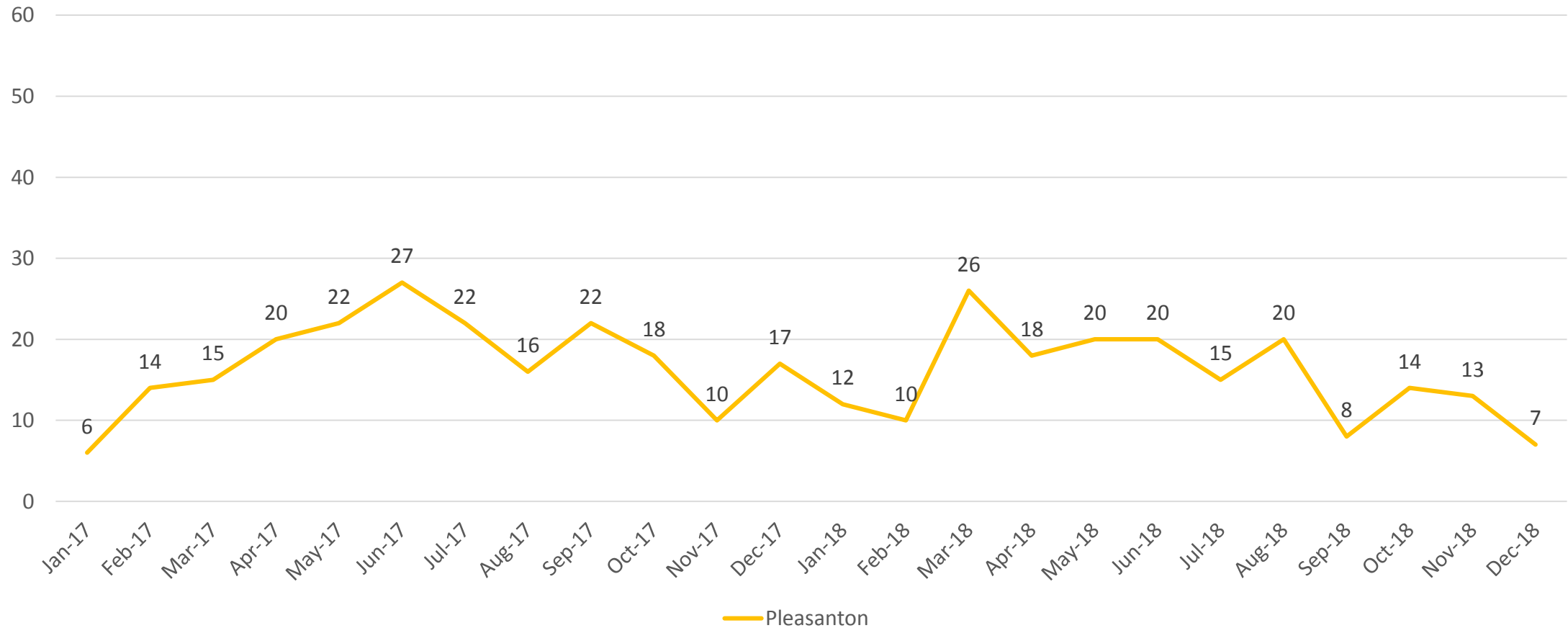
Source: Bay East Association of REALTORS®

Condo and Townhome Median Sales Prices



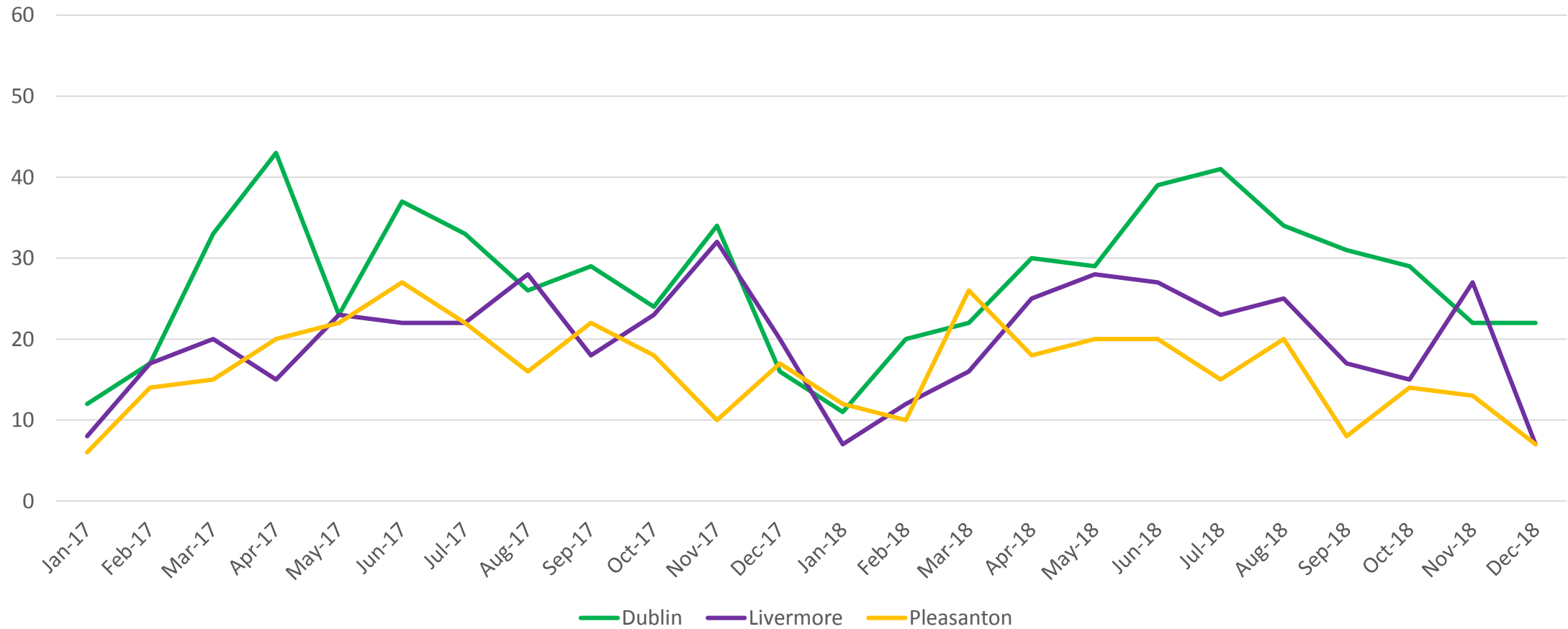
Source: Bay East Association of REALTORS®

Condos and Townhomes Sold – 2017 to 2018



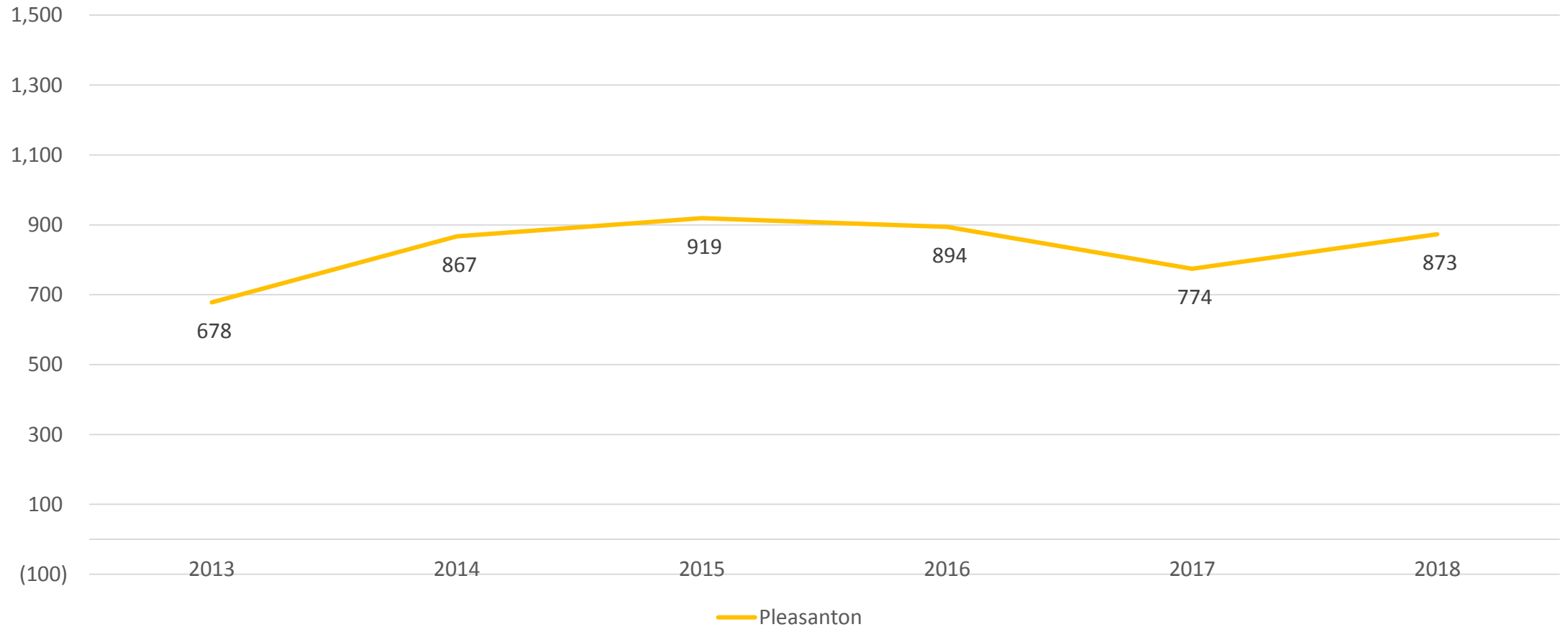
Source: Bay East Association of REALTORS®

Condos and Townhomes Sold – 2017 to 2018



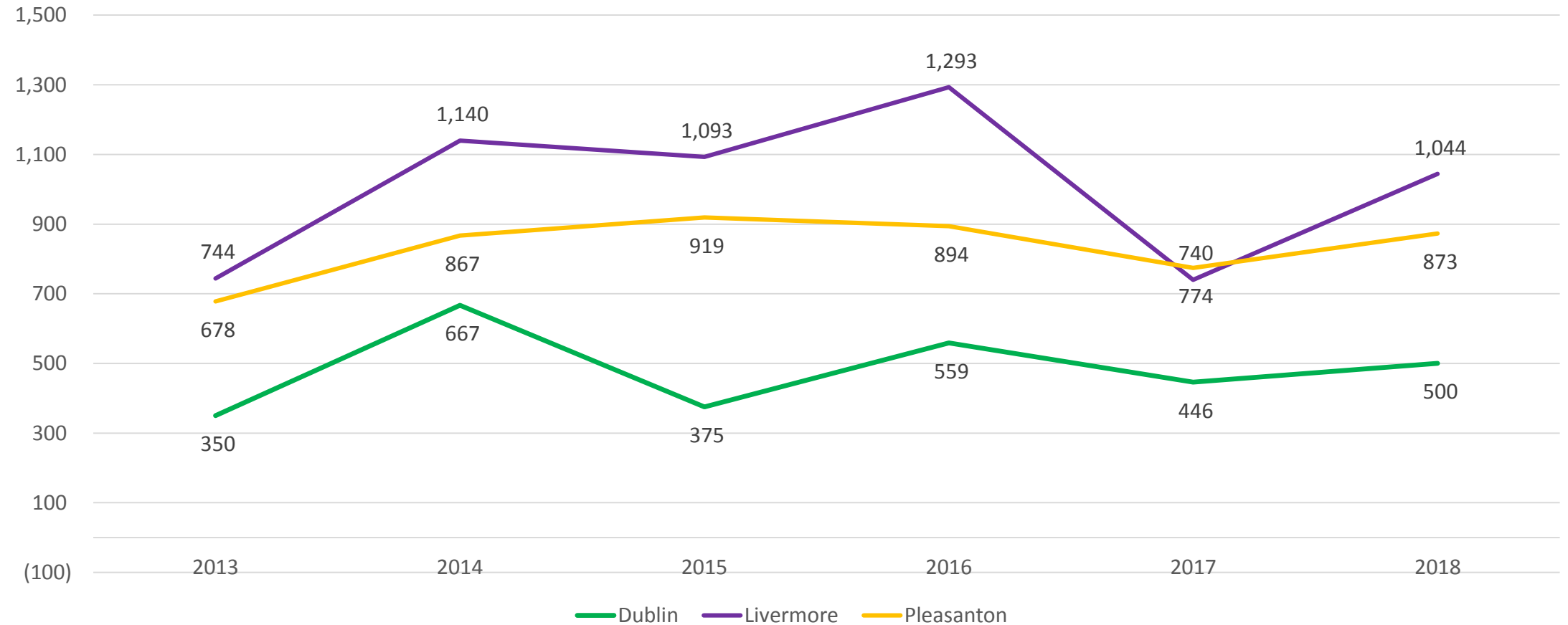
Source: Bay East Association of REALTORS®

Detached Homes for Sale – 2013 to 2018



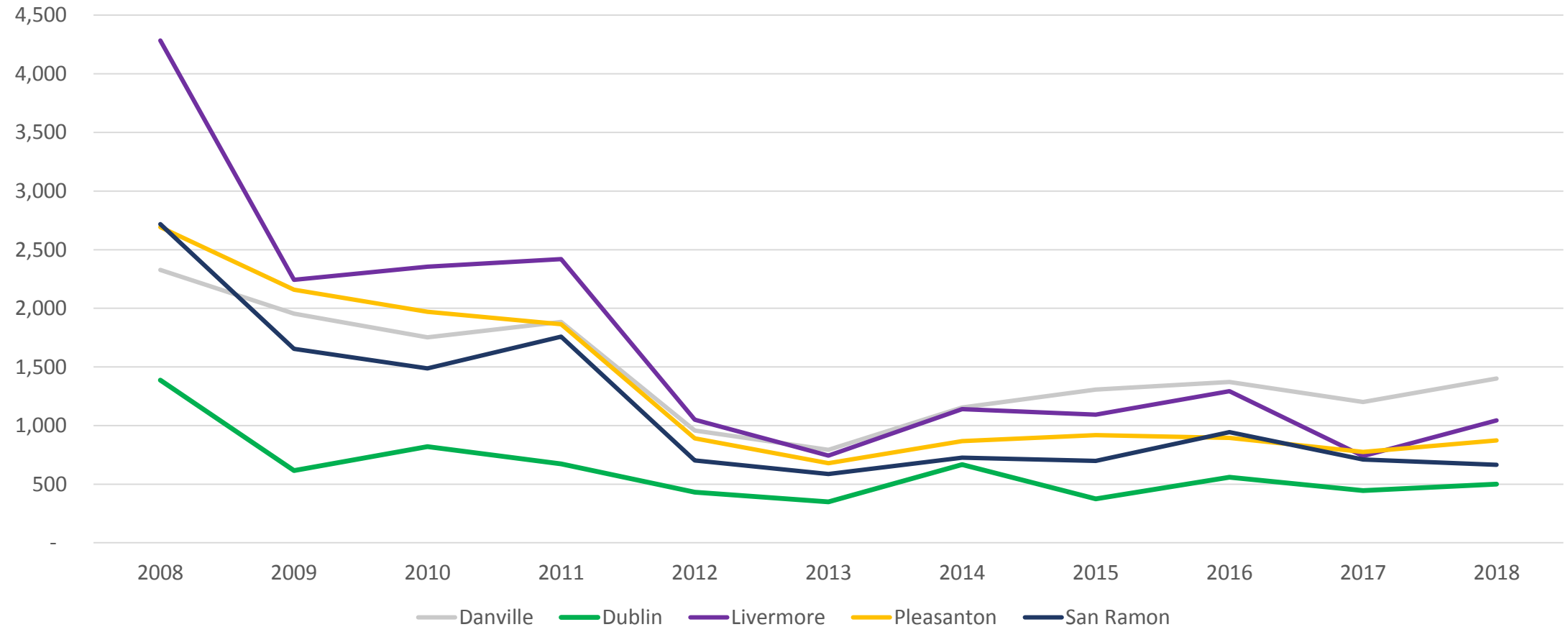
Source: Bay East Association of REALTORS®

Detached Homes for Sale – 2013 to 2018



Source: Bay East Association of REALTORS®

Detached Homes for Sale – 2008 to 2018



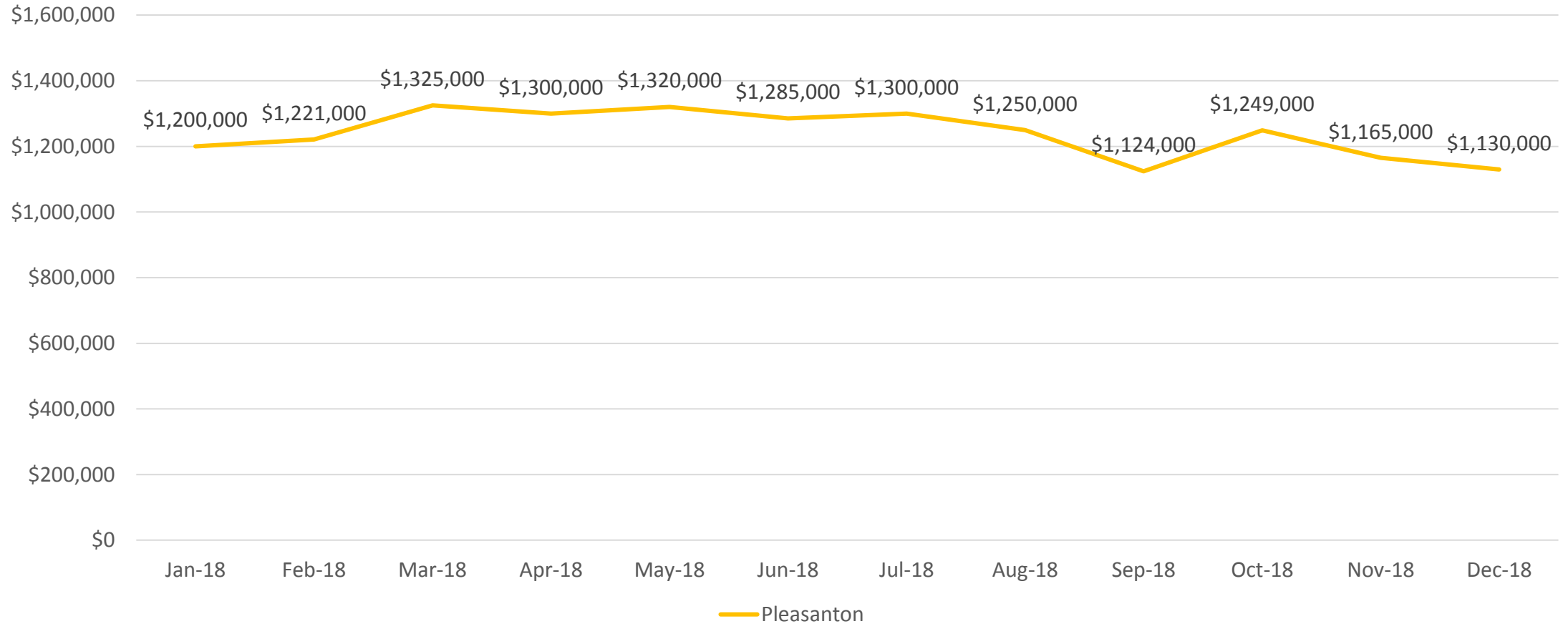
Source: Bay East Association of REALTORS®



Sales Prices

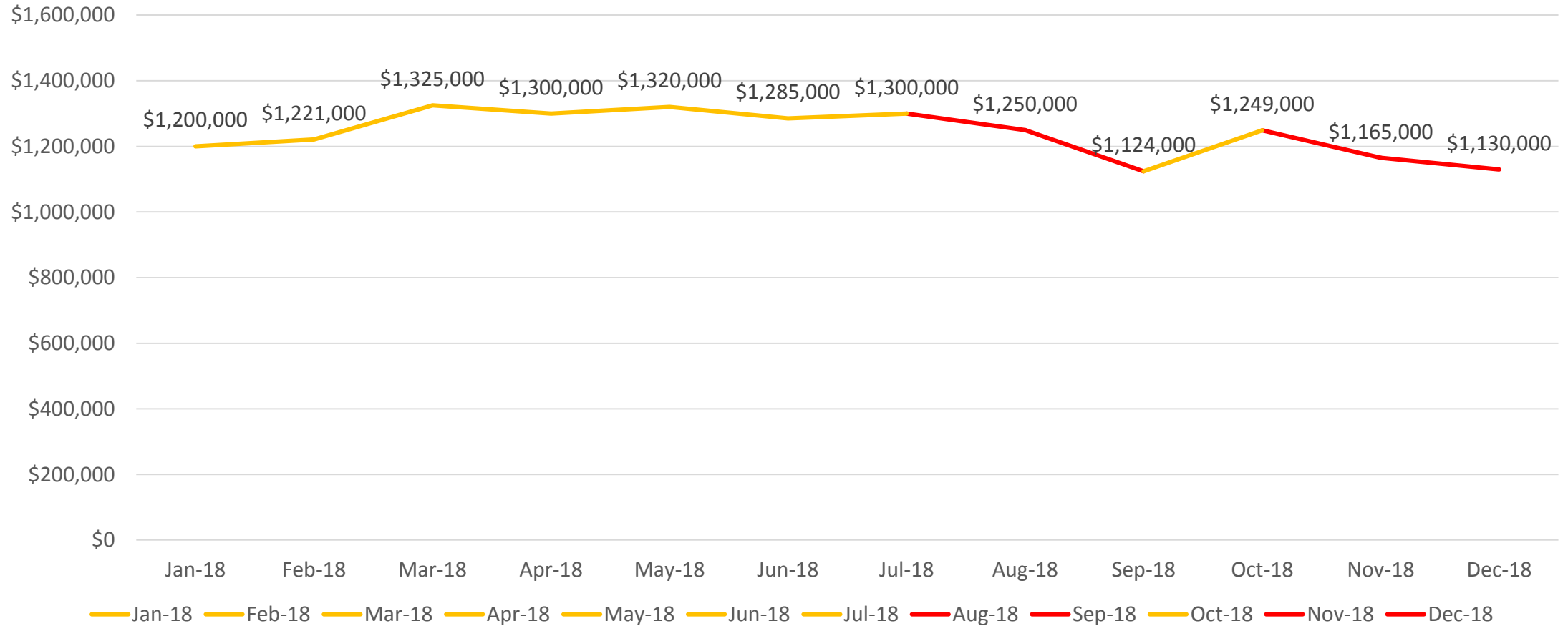


Pleasanton Median Sales Prices – 2018



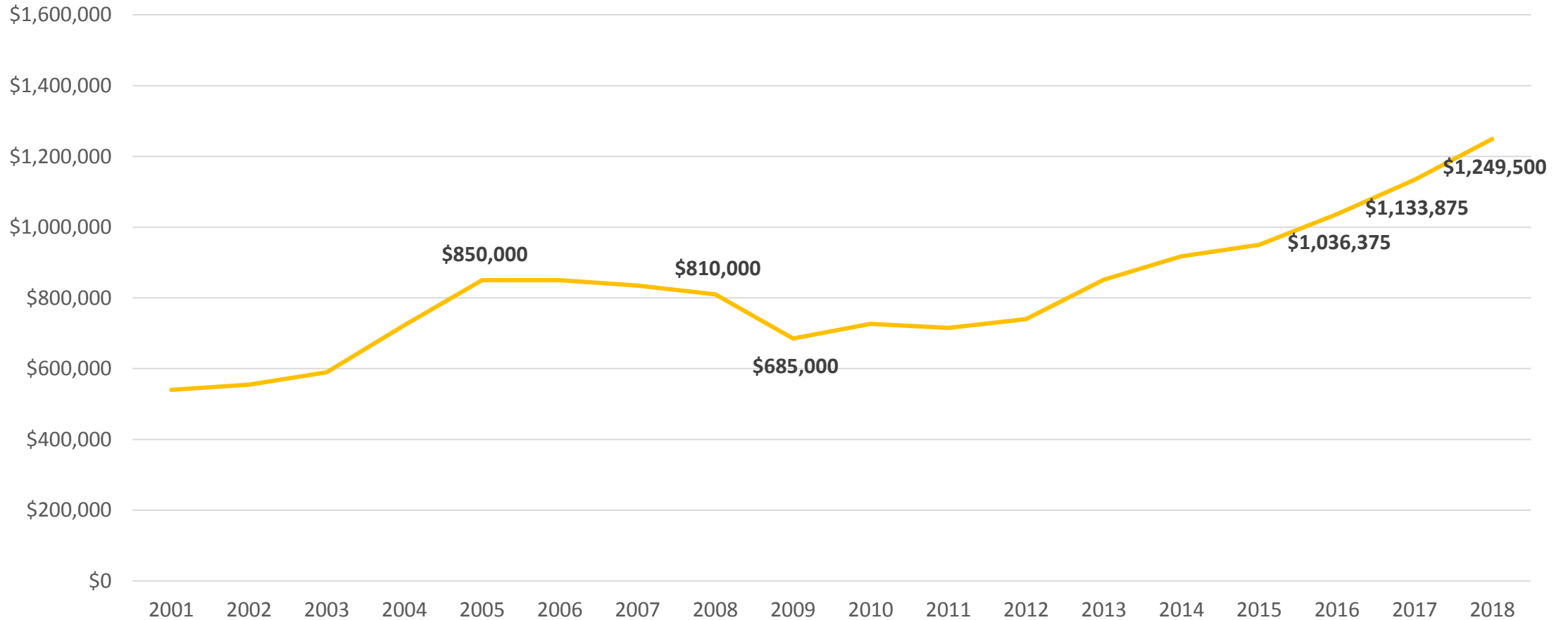
Source: Bay East Association of REALTORS®

Pleasanton Median Sales Prices – 2018



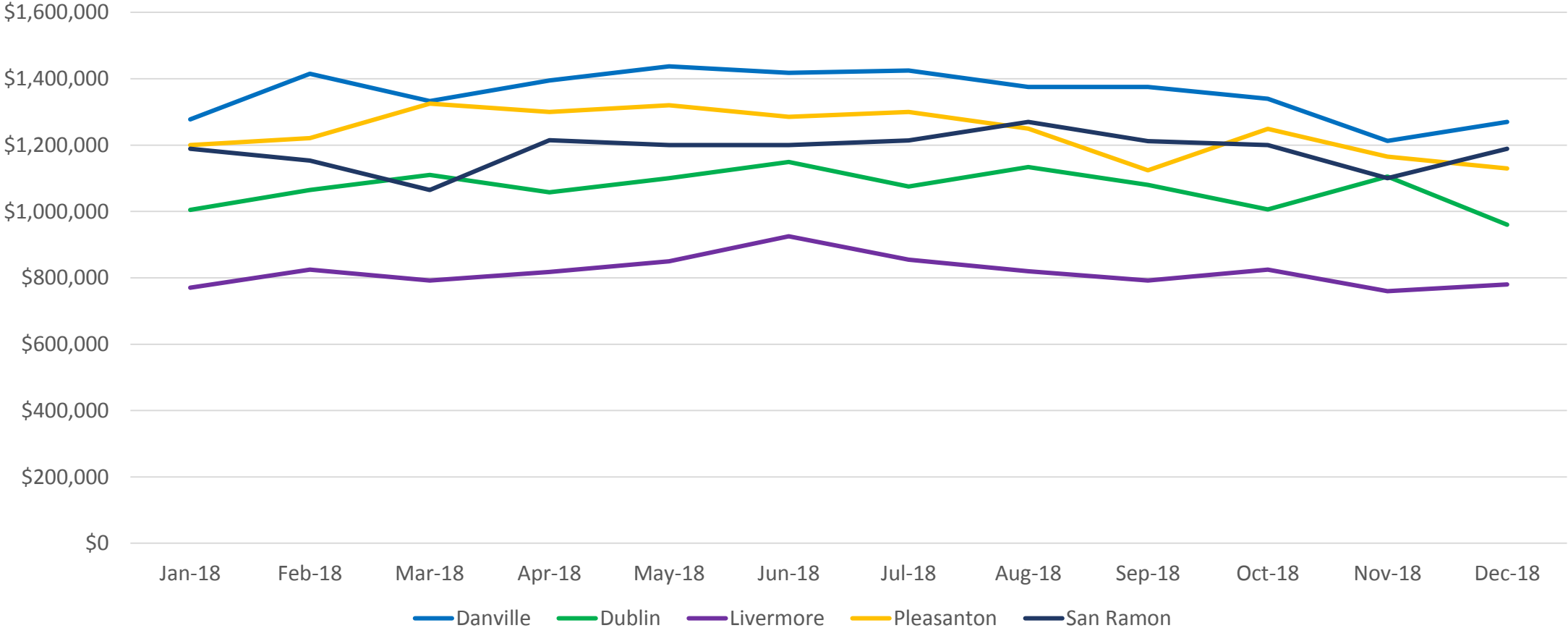
Source: Bay East Association of REALTORS®

Pleasanton Median Sales Prices – 2001 to 2018



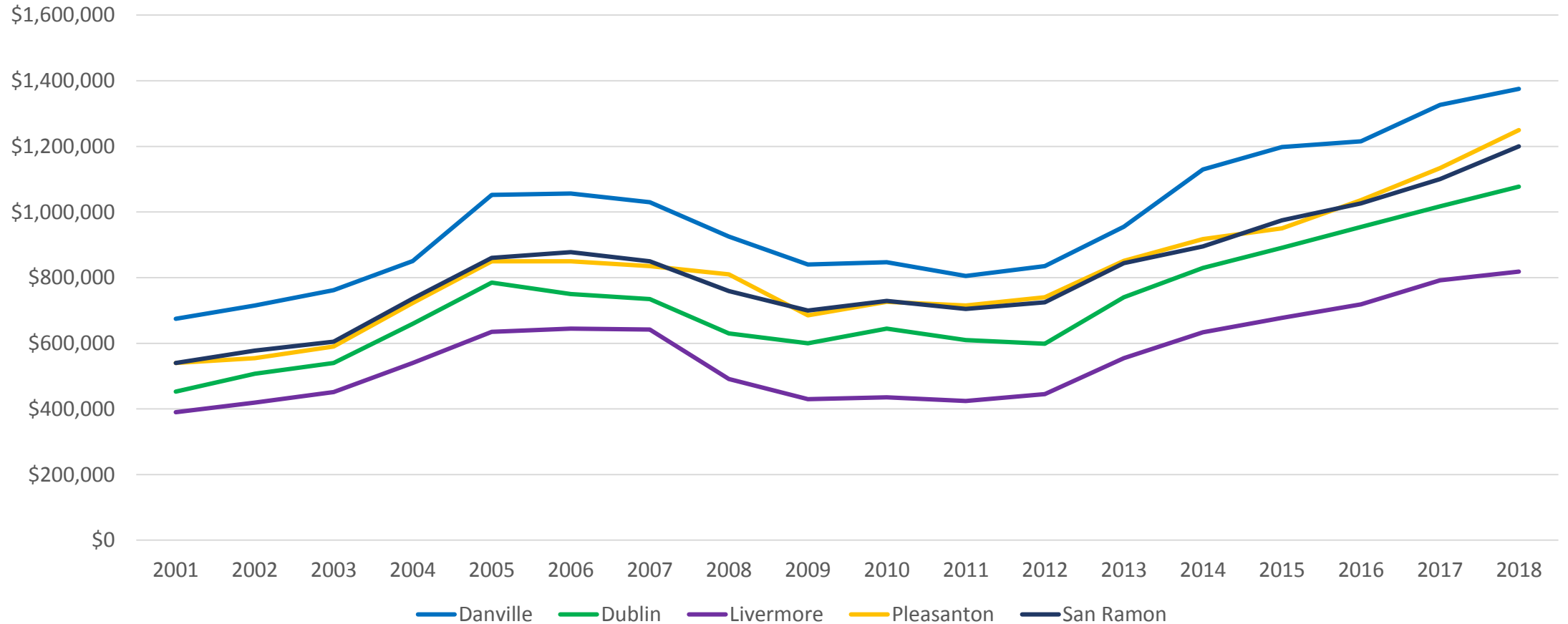
Source: Bay East Association of REALTORS®

Tri-Valley Median Sales Prices - 2018



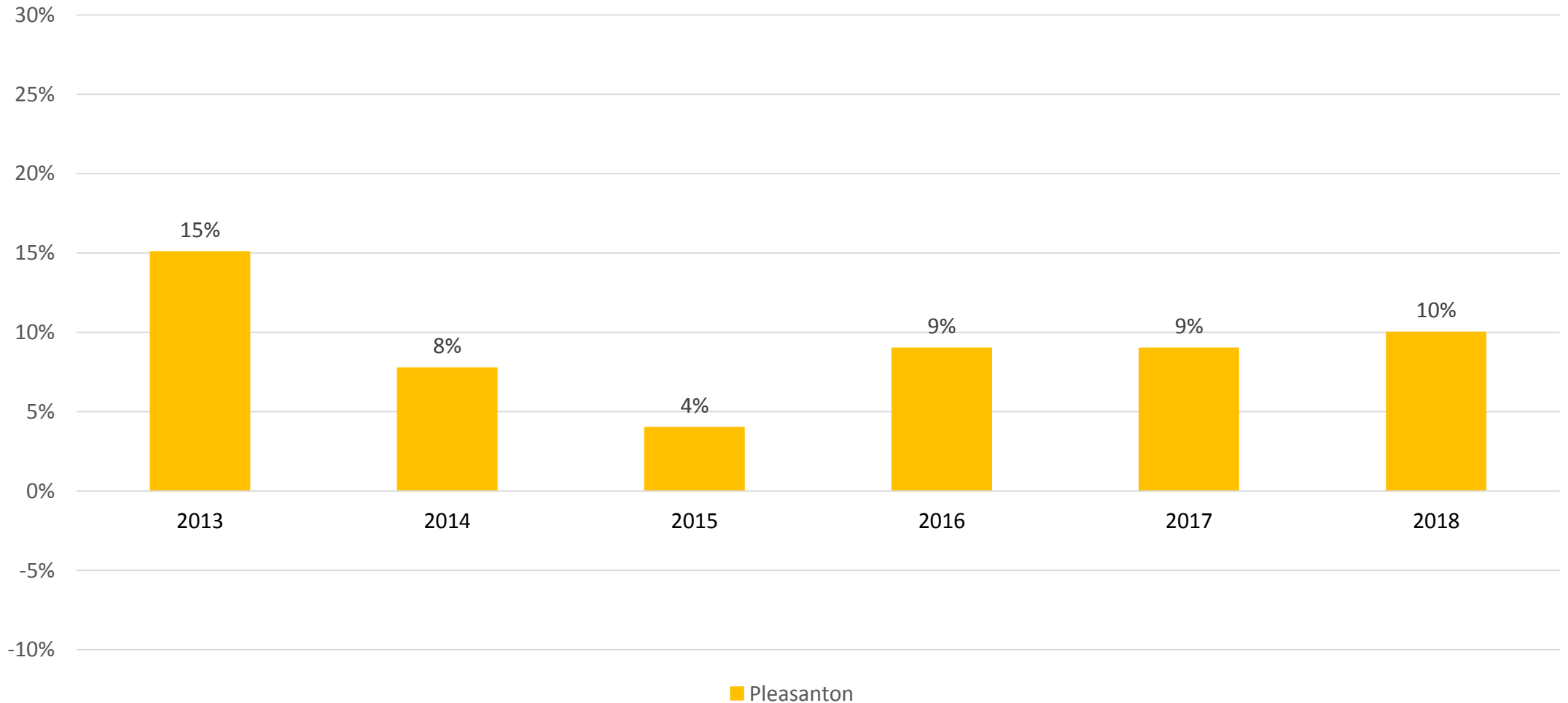
Source: Bay East Association of REALTORS®

Tri-Valley Median Sales Prices – 2001 to 2018



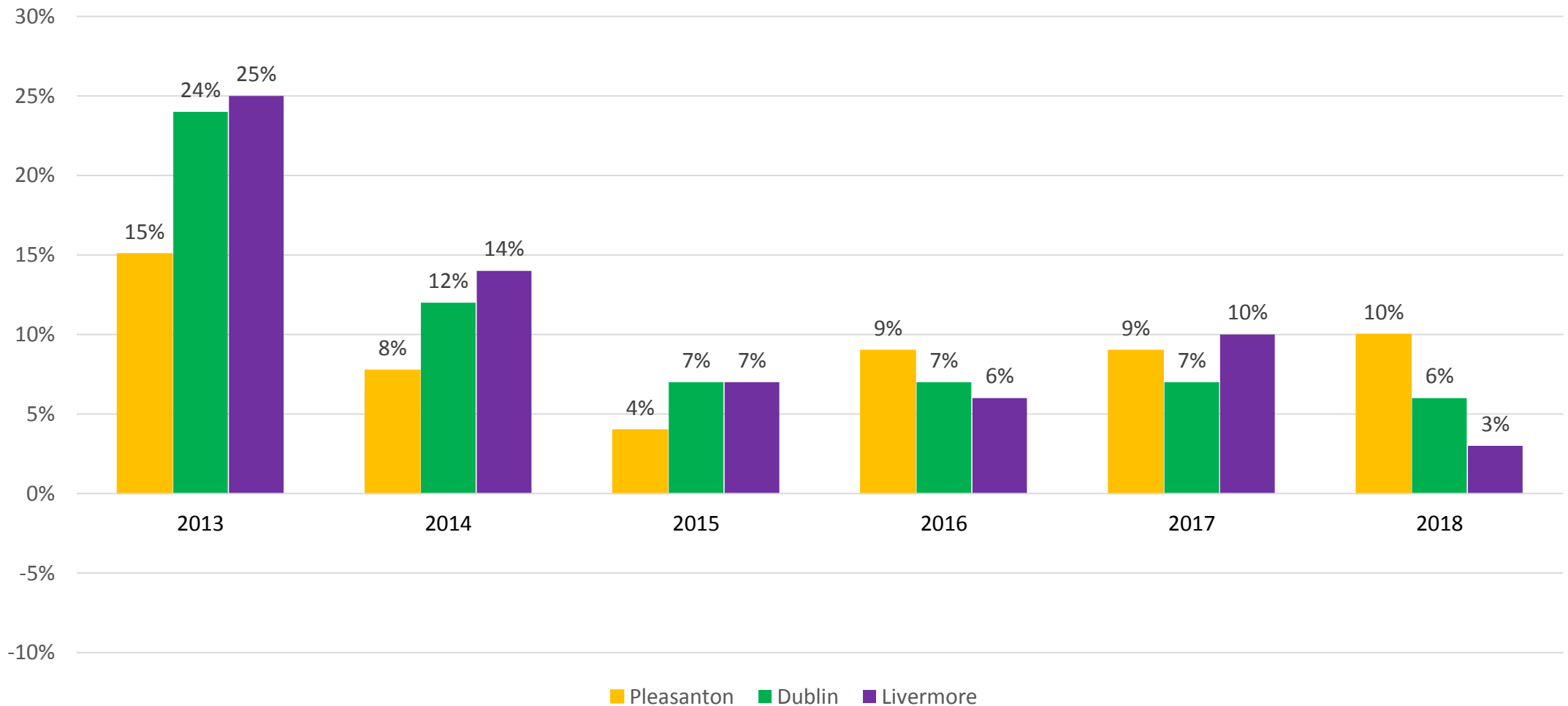
Source: Bay East Association of REALTORS®

Sales Price Percentage Change – Pleasanton



Source: Bay East Association of REALTORS®

Sales Price Percentage Change – Tri Valley

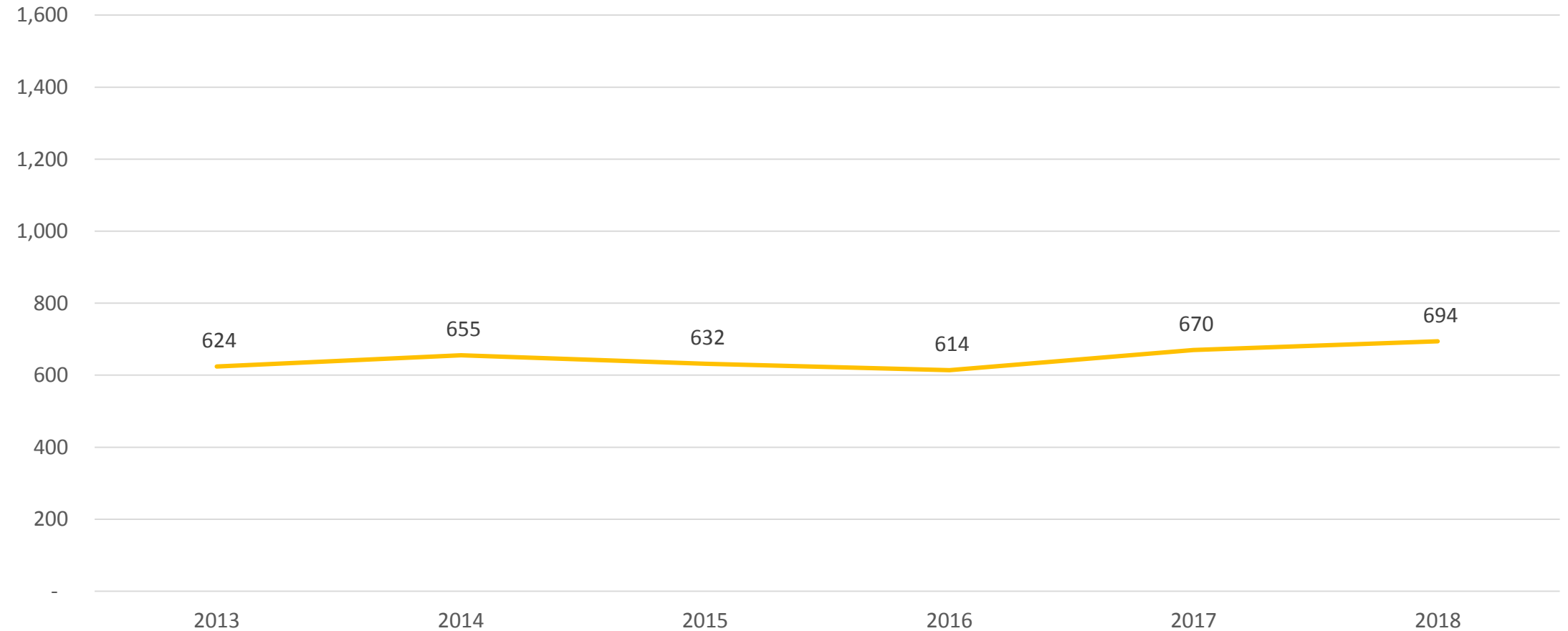


Source: Bay East Association of REALTORS®



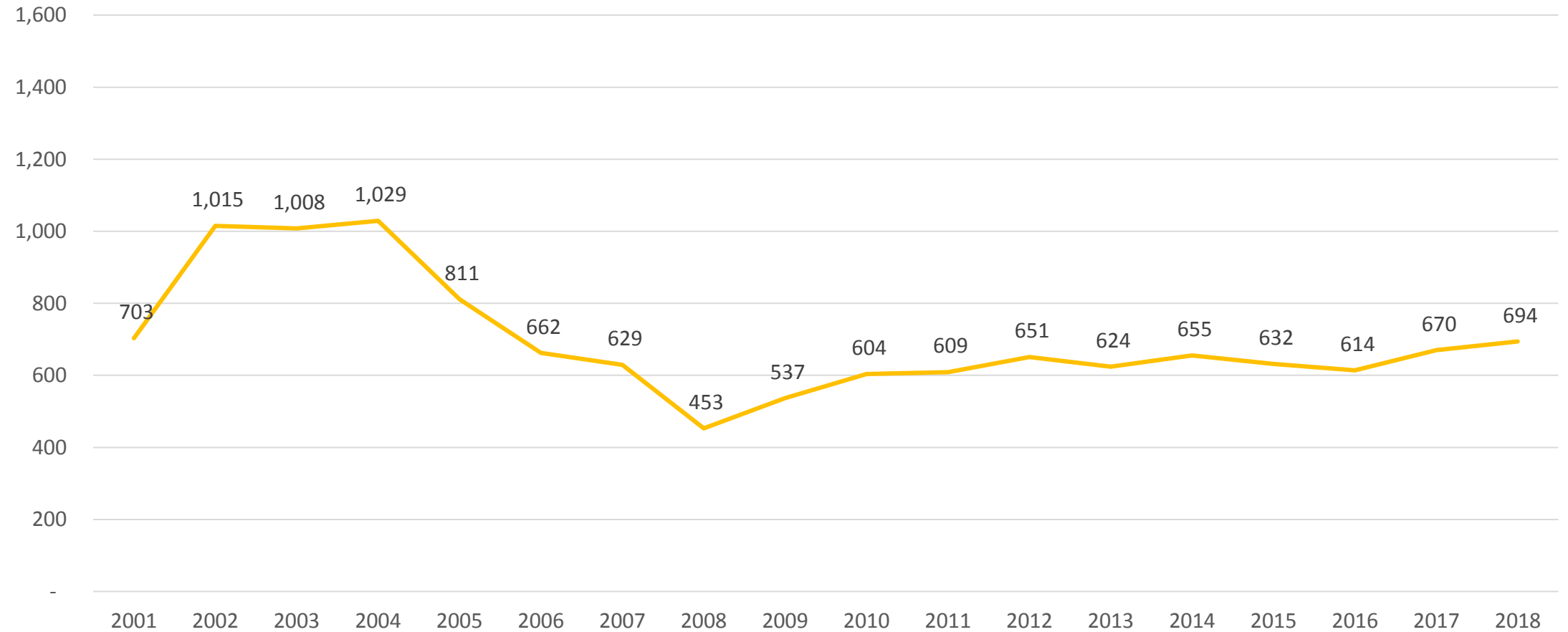
Sales Activity

Pleasanton Home Sales – 2013 to 2018



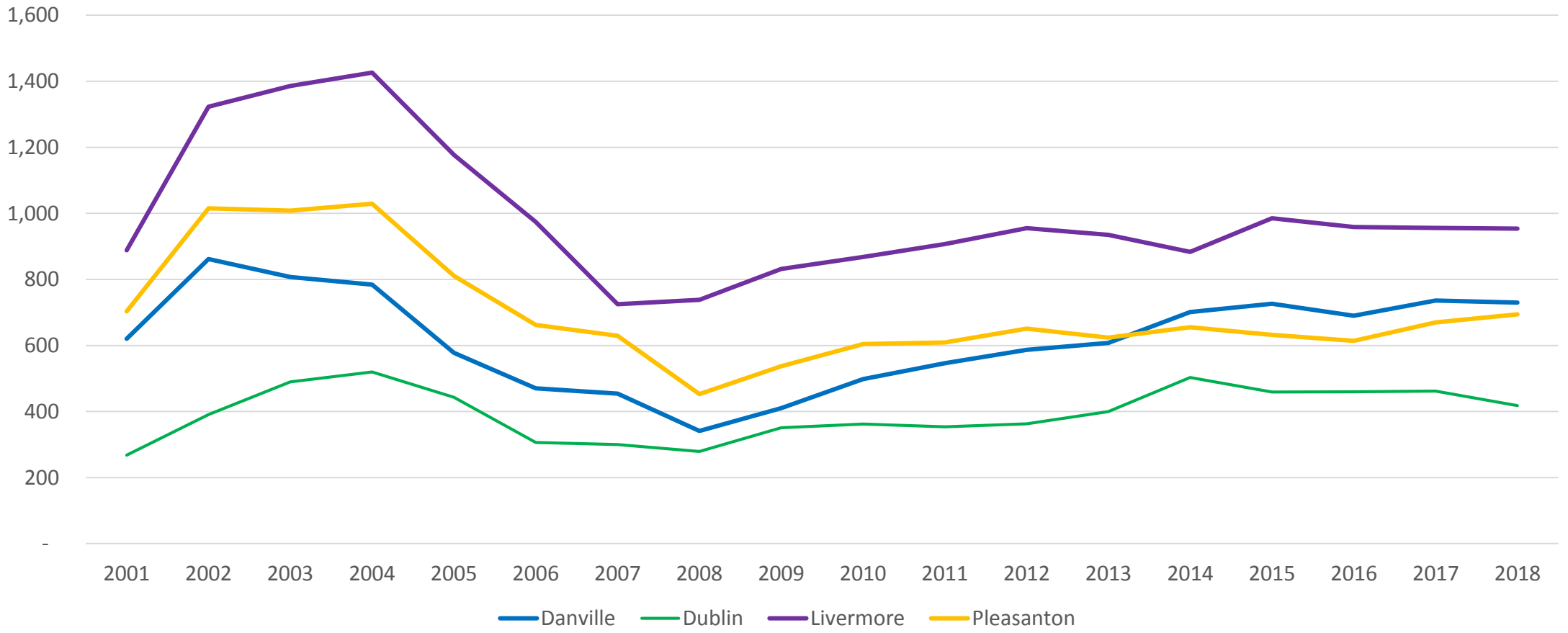
Source: Bay East Association of REALTORS®

Pleasanton Home Sales – 2001 to 2018



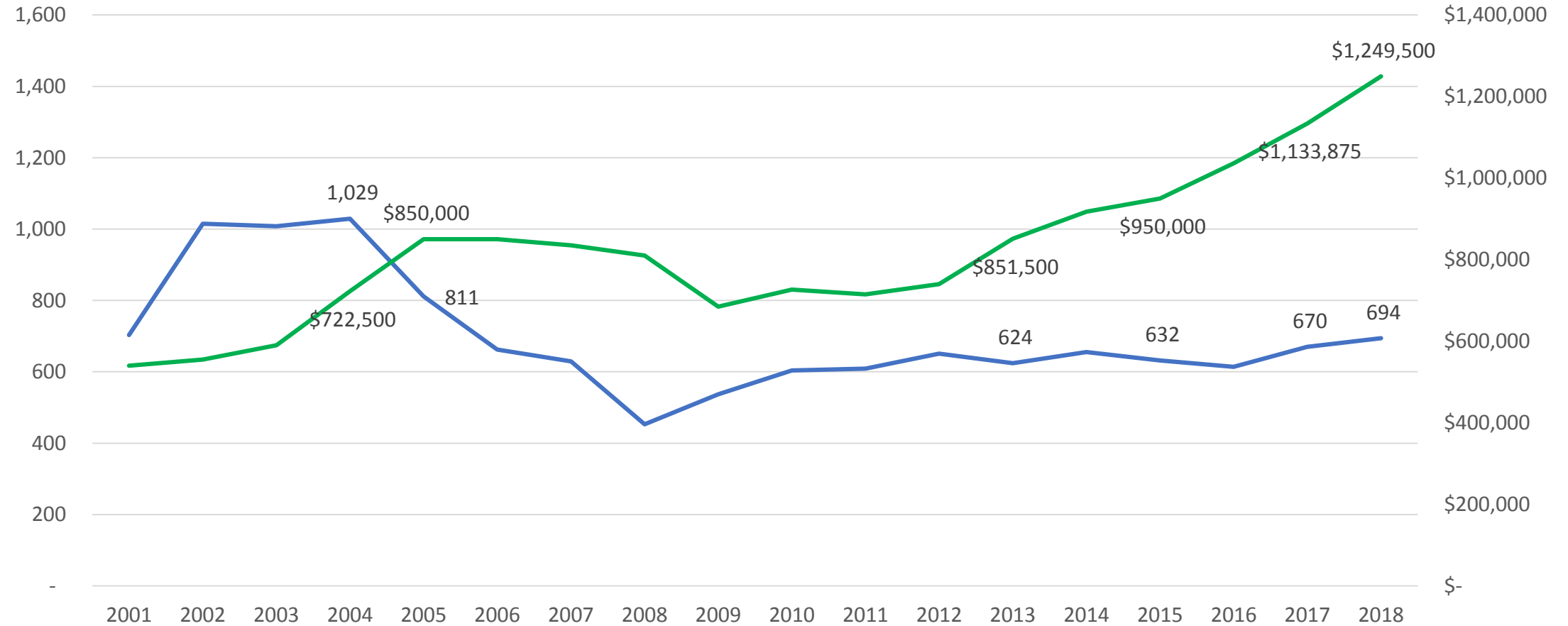
Source: Bay East Association of REALTORS®

Tri-Valley Home Sales – 2001 to 2018



Source: Bay East Association of REALTORS®

Pleasanton Sales vs. Prices – 2001 to 2018



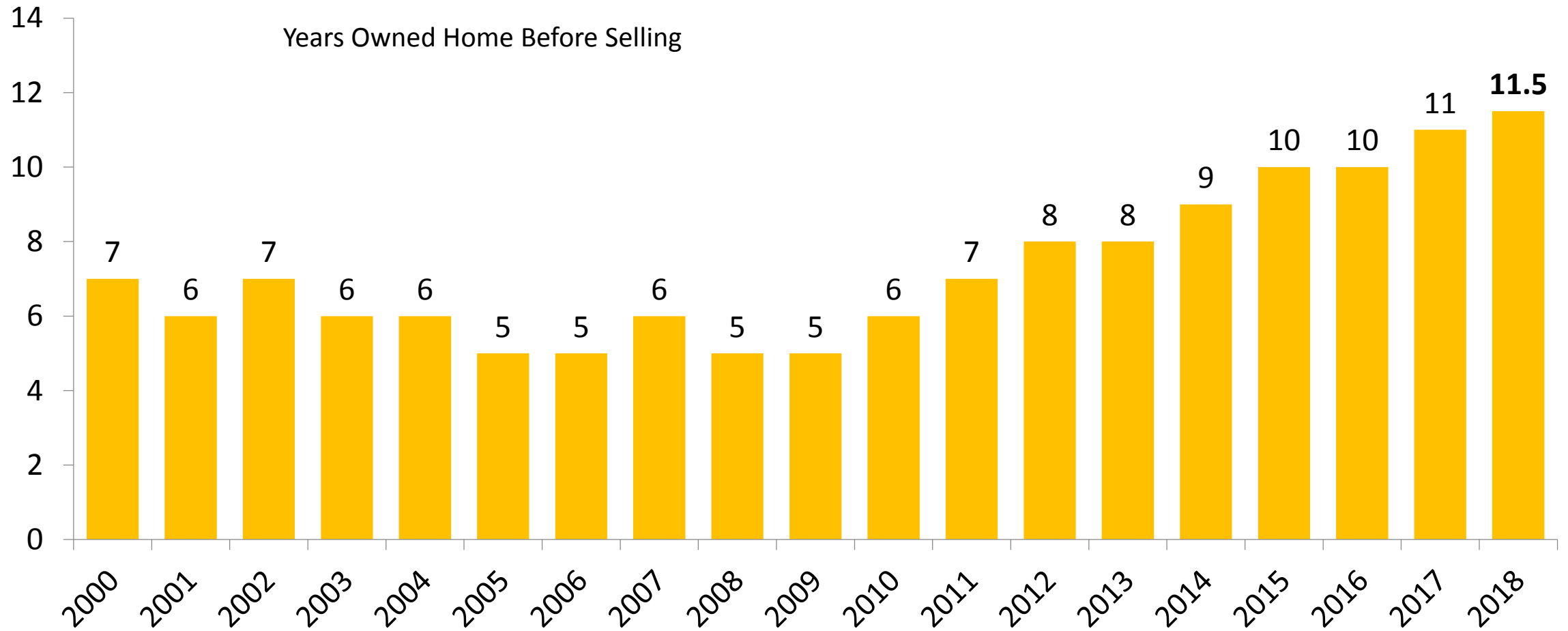
Source: Bay East Association of REALTORS®



Real Estate Market Drivers

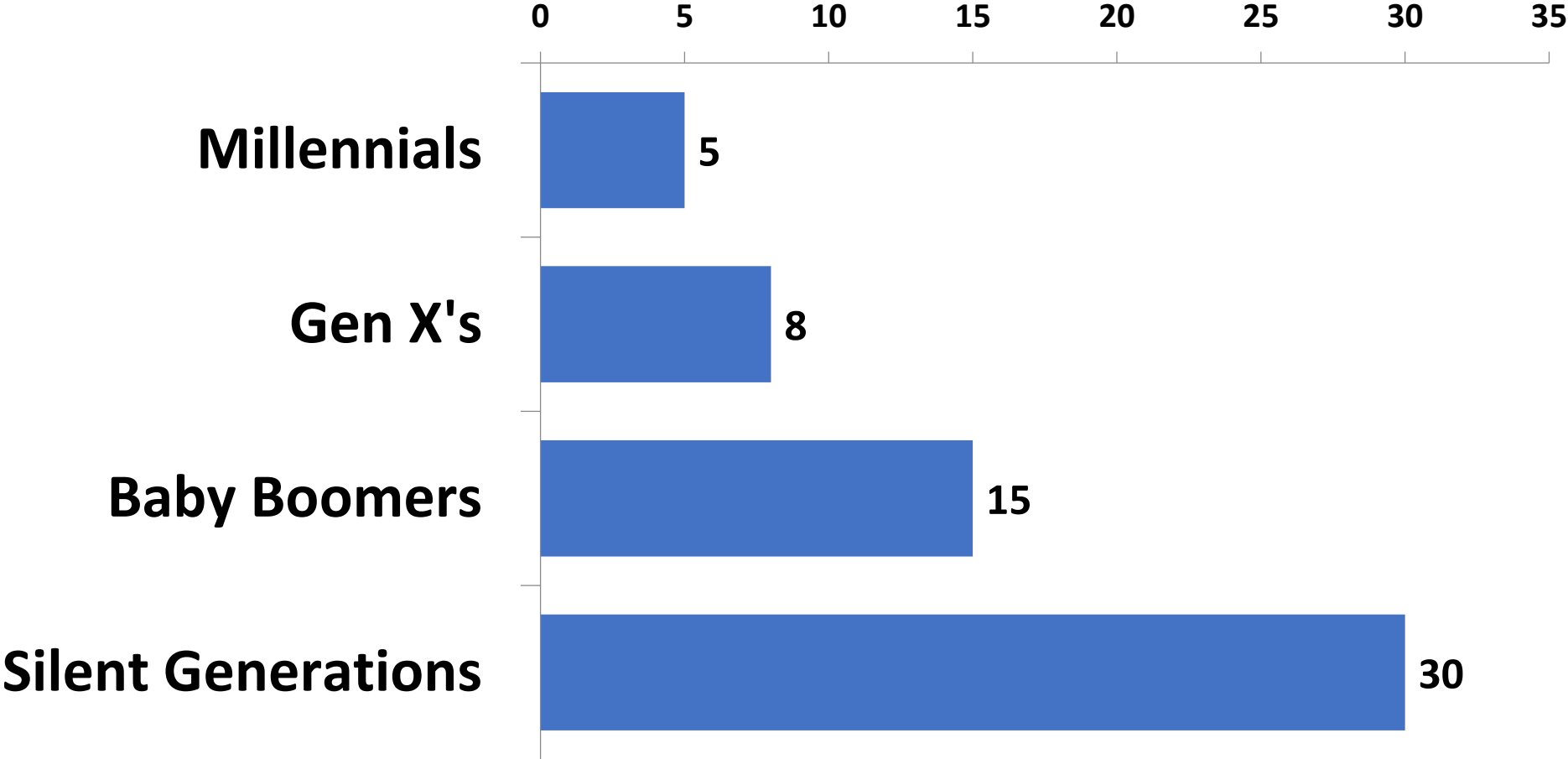


Sellers Moving Less Frequently



Source: California Association of REALTORS®

Sellers Moving Less Frequently



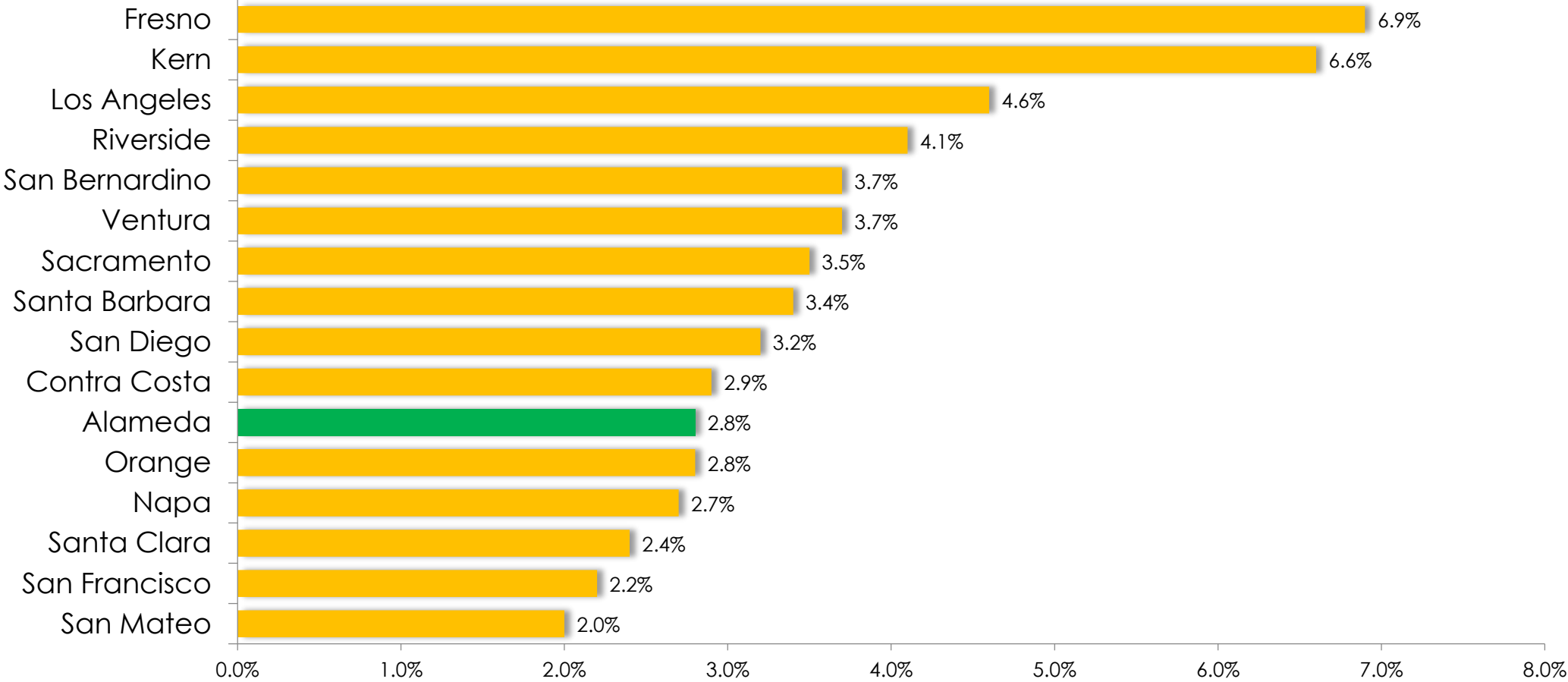
Source: California Association of REALTORS®

Bay Area Economic Profile

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



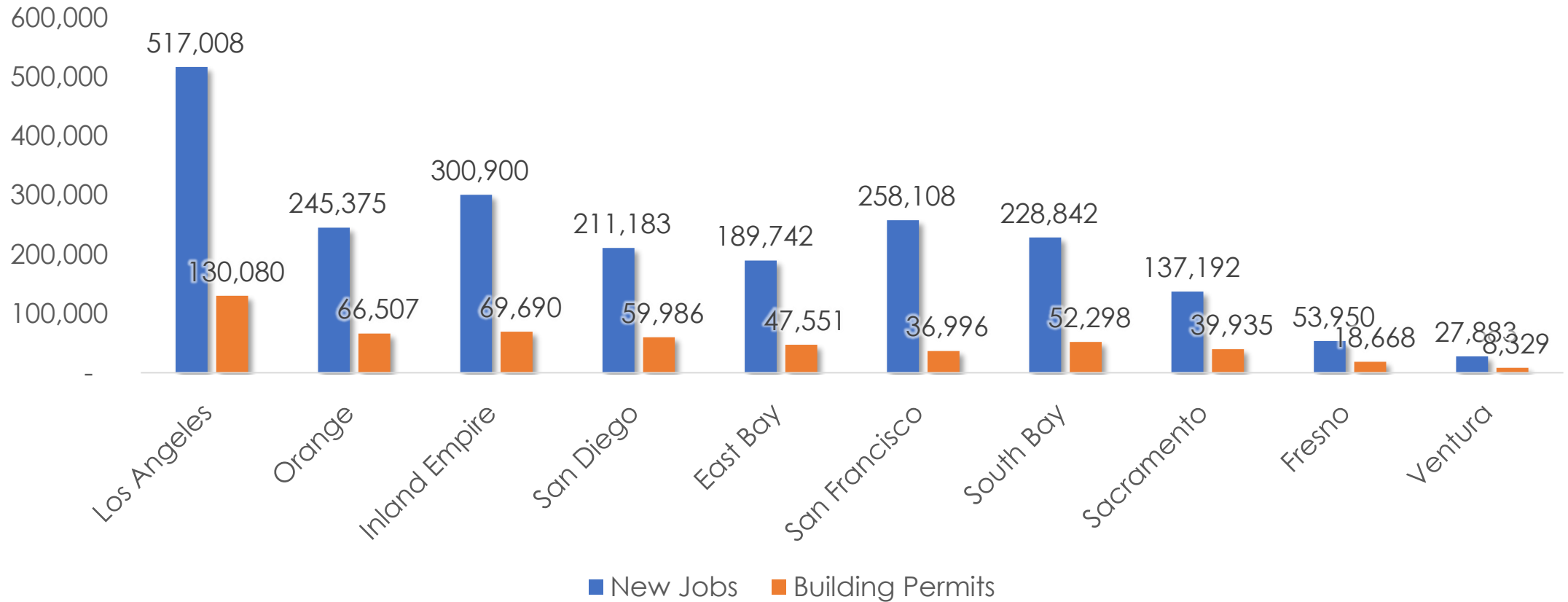
Unemployment Rate: California Counties



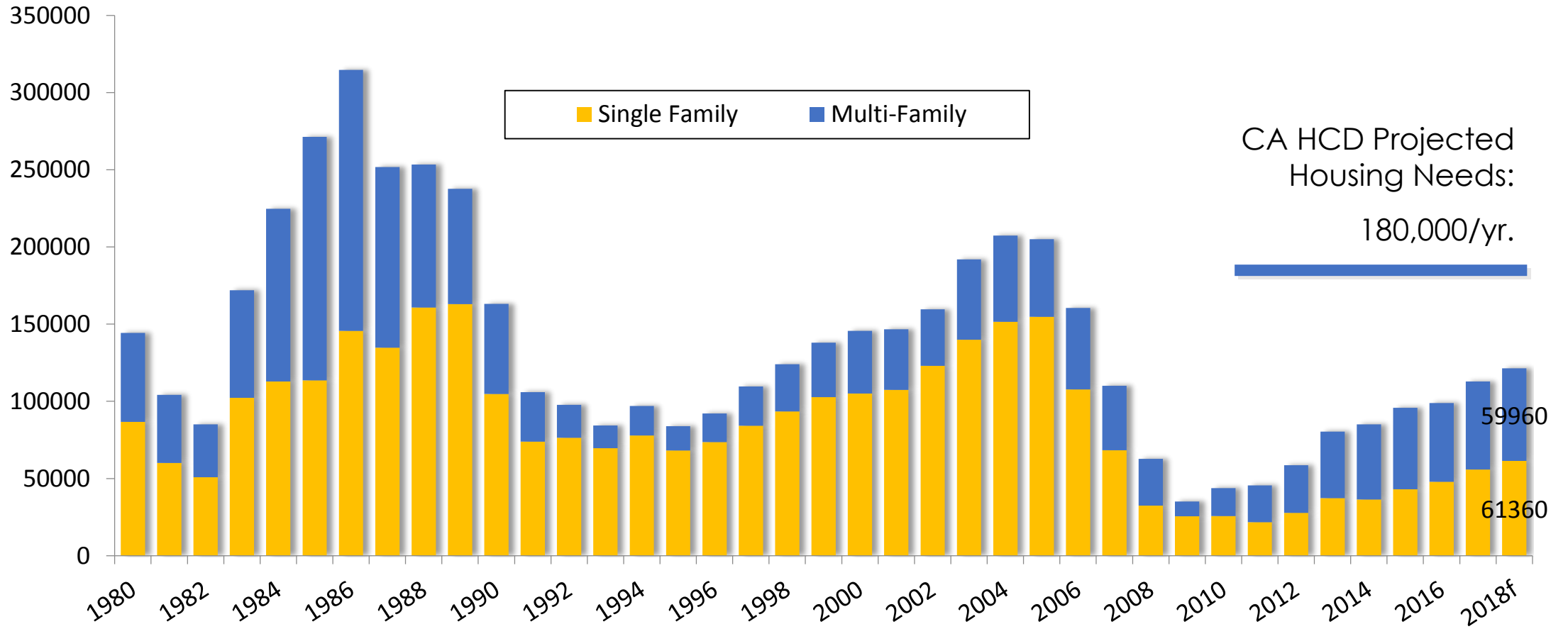
Source: California Association of REALTORS®

Jobs / Housing Mismatch: 2010 to 2017

California Job Creation vs. Building Permits
2010-2017



Housing Needs: 1980 to 2018



For more information

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