

# Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CONTRA COSTA ASSOCIATION OF REALTORS®



## Lafayette

**+ 5.8%**

Change in  
New Listings  
All Properties

**+ 46.7%**

Change in  
Closed Sales  
All Properties

**- 20.2%**

Change in  
Inventory of Homes  
All Properties

### Single-Family Detached

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	49	54	+ 10.2%	272	261	- 4.0%
Pending Sales	32	29	- 9.4%	141	143	+ 1.4%
Closed Sales	30	43	+ 43.3%	123	126	+ 2.4%
Median Sales Price*	\$946,250	<b>\$907,500</b>	- 4.1%	\$945,750	<b>\$941,140</b>	- 0.5%
Average Sales Price*	\$1,094,891	<b>\$1,050,664</b>	- 4.0%	\$1,103,722	<b>\$1,044,615</b>	- 5.4%
Percent of Original List Price Received*	95.0%	<b>96.2%</b>	+ 1.2%	93.2%	<b>94.9%</b>	+ 1.8%
Average Days on Market Until Sale	46	59	+ 27.5%	54	65	+ 18.9%
Inventory of Homes for Sale at Month End	127	102	- 19.7%	--	--	--

### Townhouse-Condo Attached

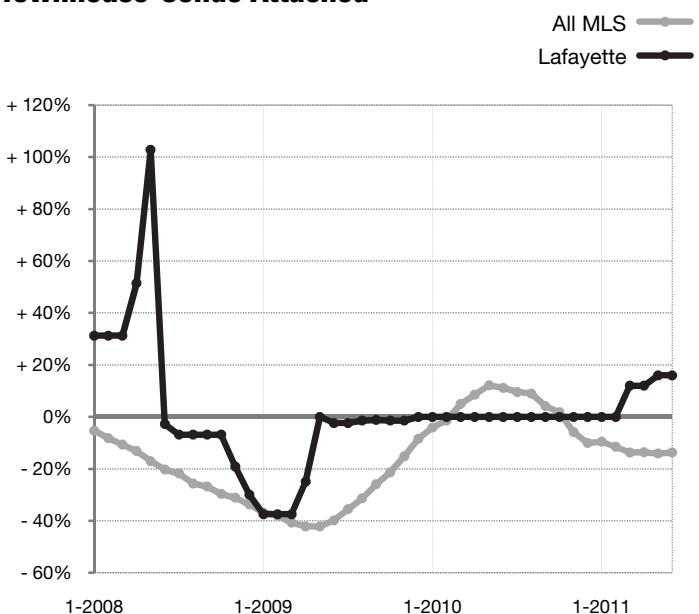
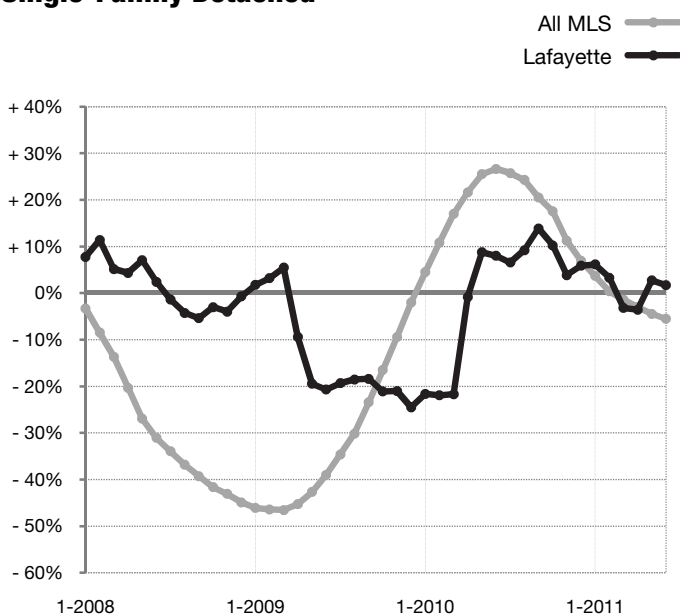
	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3	1	- 66.7%	7	7	0.0%
Pending Sales	1	1	0.0%	4	5	+ 25.0%
Closed Sales	0	1	--	5	3	- 40.0%
Median Sales Price*	\$0	<b>\$480,000</b>	--	\$375,000	<b>\$480,000</b>	+ 28.0%
Average Sales Price*	\$0	<b>\$480,000</b>	--	\$377,035	<b>\$466,450</b>	+ 23.7%
Percent of Original List Price Received*	0.0%	<b>96.0%</b>	--	95.8%	<b>96.4%</b>	+ 0.6%
Days on Market Until Sale	0	22	--	32	65	+ 105.5%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Single-Family Detached

### Townhouse-Condo Attached



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the CCAR Multiple Listing Service. | Powered by 10K Research and Marketing.