



Lamorinda refers to Lafayette, Moraga and Orinda, but this report will sometimes use data for the greater region. Due to its relatively low sales volume, Lamorinda can be prone to fluctuation in its monthly statistics.

Lamorinda Real Estate

November 2025 Report

with market data through October

COMPASS

As of the end of October, the S&P 500 and Nasdaq had reached new highs; 30-year mortgage rates hit their lowest point in over a year; inflation ticked up slightly to 3%; and the Fed made its second .25% reduction of its benchmark rate in 2025 (while cautioning that another reduction in December was not certain). General consumer confidence remained low, with significant unease regarding personal finances, job security and inflation – though affluent consumers enjoying substantial stock market gains were less worried. The Economic Policy Uncertainty Index continued to decline from its tariff-shock peak in April but remained high by long-term norms.

The October 2025 median house sales price was slightly lower than in October 2024, but the number of listings going into contract increased on a year-over-year basis, the percentage of homes selling over list price rose, price reductions have plummeted since their mid-summer high, and the absorption rate, a standard measure of market heat, increased to its highest point in 6 months – all indications of increasing buyer demand. The details on these and other market indicators follow within this report.

The market *typically* slows substantially from mid-November to mid-January, though listing and sales activity continue in every month of the year, and well-priced, well-prepared and effectively marketed homes can still sell quickly for over asking price. However, this is usually the period when buyers can negotiate most aggressively on unsold homes listed earlier in the year.

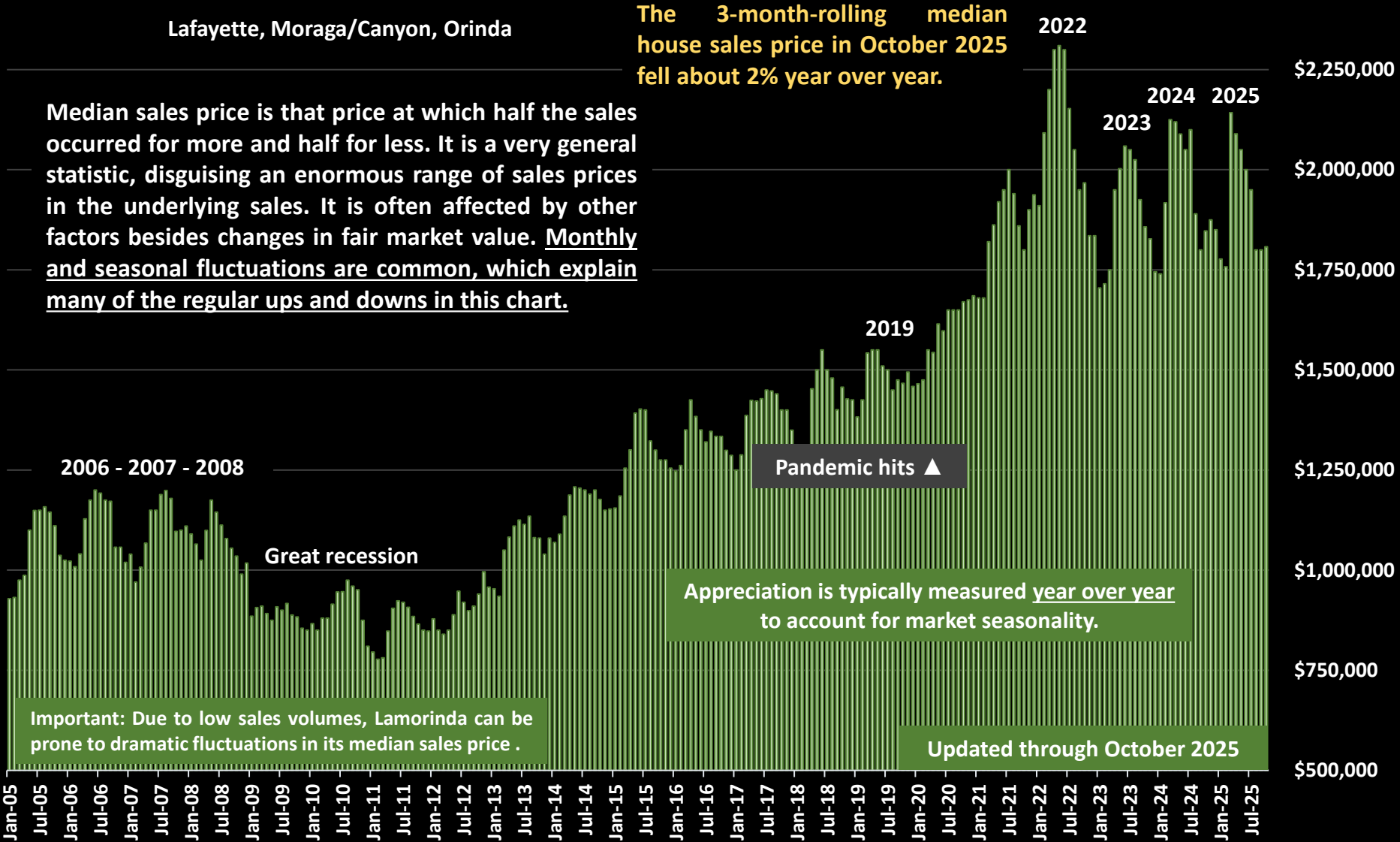
Lamorinda House Price Trends since 2005

3-Month Rolling Median House Sales Prices*

Lafayette, Moraga/Canyon, Orinda

The 3-month-rolling median house sales price in October 2025 fell about 2% year over year.

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, disguising an enormous range of sales prices in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart.



*3-month rolling median house sales prices reported to NorCal MLS Alliance, per Infosparks, large sample of regional sales. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

Lamorinda House Value Trends since 2005

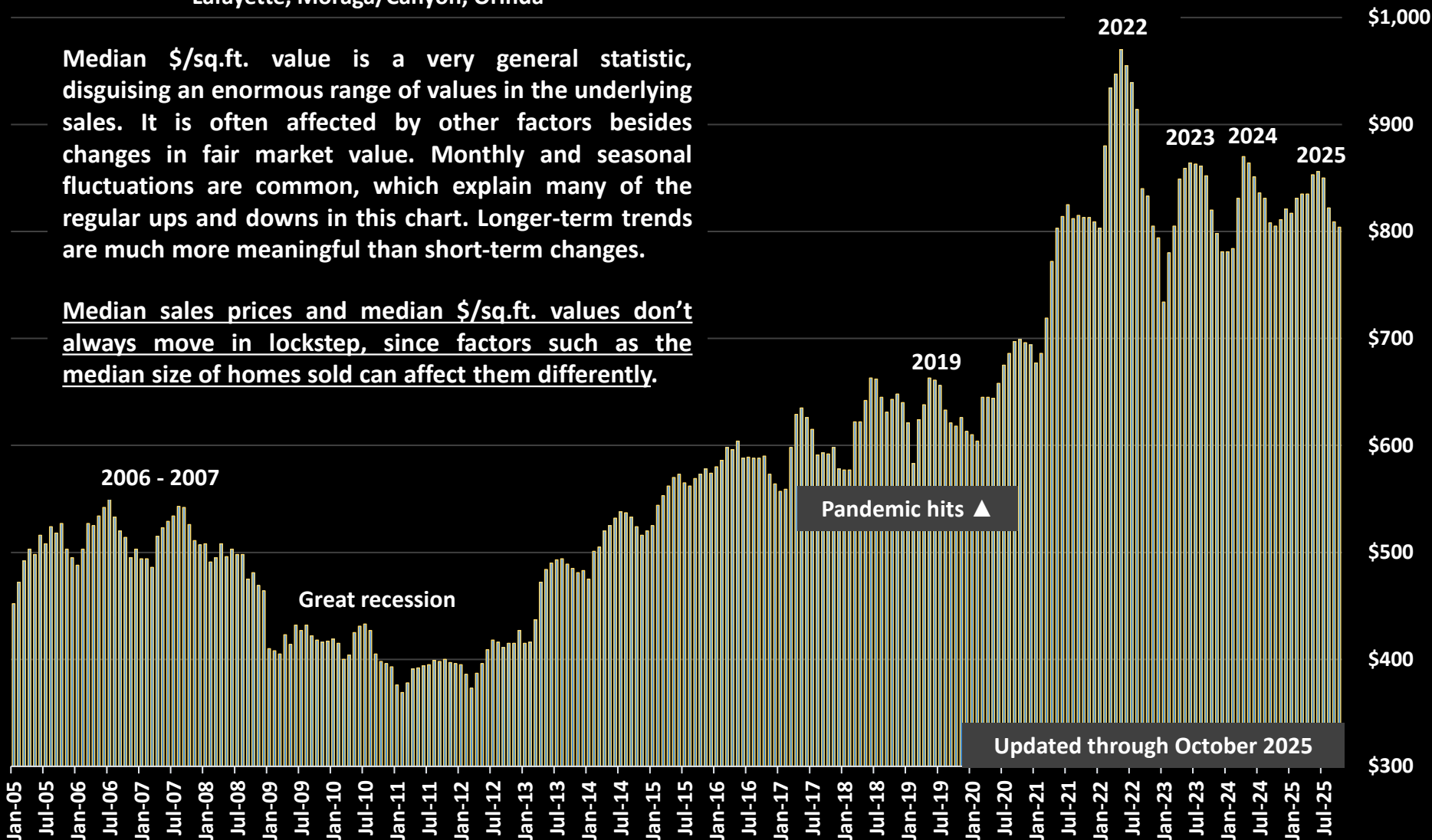
3-Month Rolling Median Dollar per Square Foot Values*

Lafayette, Moraga/Canyon, Orinda

The 3-month-rolling median house \$/sq.ft. value in October 2025 fell about .5% year over year.

Median \$/sq.ft. value is a very general statistic, disguising an enormous range of values in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart. Longer-term trends are much more meaningful than short-term changes.

Median sales prices and median \$/sq.ft. values don't always move in lockstep, since factors such as the median size of homes sold can affect them differently.



*3-month rolling median house sales values reported to NorCal MLS Alliance, per Infosparks, large sample of regional sales. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

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People Moving Within & Into Contra Costa County

Per U.S. Census, 5-Year ACS Data Single Year Estimates*

- ❑ Total County Population: 1,150,978
- ❑ Residents Moving Within County: 65,074
- ❑ Moving In From Another CA County: 44,809
Mostly from nearby Bay Area counties or other adjacent counties
- ❑ Moving In From Another State: 11,395
- ❑ Moving In From Abroad: 7,443

Largest Sources of Out-of-State Migration into County *

Asia	3,910
Central/South America	1,342
Europe	1,316
New York State	1,004
Oregon	939
Pennsylvania	816
Texas	809
Washington State	694
Nevada	625
Illinois	525
Florida	469
Arizona	466

Moving Out of the County

The majority of residents leaving their Bay Area county move *within* CA. Of those, a majority move to an adjacent Bay Area county or the next one over.

Largest State Destinations for Residents Leaving CA in 2023**

- | | |
|---------------|--------------|
| 1. Texas | 6. Oregon |
| 2. Arizona | 7. New York |
| 3. Nevada | 8. Colorado |
| 4. Washington | 9. Tennessee |
| 5. Florida | 10. Virginia |

**Per U.S. Census 1-Year ACS State to State Migration estimates published 10/2024.

Significant 2-way traffic between counties and states is common. Movers can be homeowners, tenants, university students, etc.

Census data is published with a 2-3 year time lag. This is the latest data available as of October 2025.

*Data per U.S. Census, 5-Year American Community Survey 2018-2022 estimates, published 09/2025: "State to County Migration Flows." All numbers approximate with significant margins of error. Data published with 2-3 year time lag, may contain errors and subject to revision.

Lamorinda Residential Market

Market Dynamics by Price Segment/Property Type

Lafayette, Moraga/Canyon, Orinda

Because of its relatively low listing and sales volumes, Lamorinda's statistics are more prone to fluctuation.

Price/ Prop. Type	# Listings for Sale*	# Listings in Contract*	Monthly Rate of Sales**	Supply of Inventory***	Avg. Days on Market**	Sales Over List Price**	Avg. Sales Price to LP %**
Under \$1,000,000	20	6	5 sales/mo.	4 months	38 days	27%	97.5%
\$1,000,000 - \$1,499,999	21	14	11 sales/mo.	1.9 months	30 days	38%	100%
\$1,500,000 - \$1,999,999	27	20	19 sales/mo.	1.4 months	27 days	44%	100%
\$2,000,000 - \$2,999,999	38	16	15 sales/mo.	2.5 months	26 days	44%	100.5%
\$3,000,000 - \$3,999,999	10	10	5 sales/mo.	2 months	28 days	46%	99.5%
\$4,000,000+	12	4	2.4 sales/mo.	5 months	27 days	38%	98.5%
As pertaining to \$5 million+ properties: There were 5 listings for sale and 3 listings in contract (pending sale) as of 10/31/25. 16 sales were reported in the last 12 months.							
Houses	99	60	50 sales/mo.	2 months	27 days	45%	100%
Condos	17	5	4 sales/mo.	4.3 months	36 days	24%	98%
Townhouses	12	5	4 sales/mo.	3 months	33 days	28%	98.5%

*Active/Coming-Soon Listings & Listings in Contract posted to MLS as of 10/31/25. **Sales statistics per last 12 months of sales, i.e. the annualized rate of activity. ***Months Supply of Inventory measures approx. time required to sell listings for sale at estimated *annualized* rate of sale: Lower readings signify higher demand compared to supply. Market activity typically ebbs and flows to seasonal trends.

Data reported to NorCal MLS Alliance and Infosparks, may contain errors and subject to revision. Not all activity is reported to MLS. All numbers approximate. Statistics based on annualized activity may not apply to current conditions and can be distorted by outlier data (especially in low sales volume segments). Numbers change constantly.

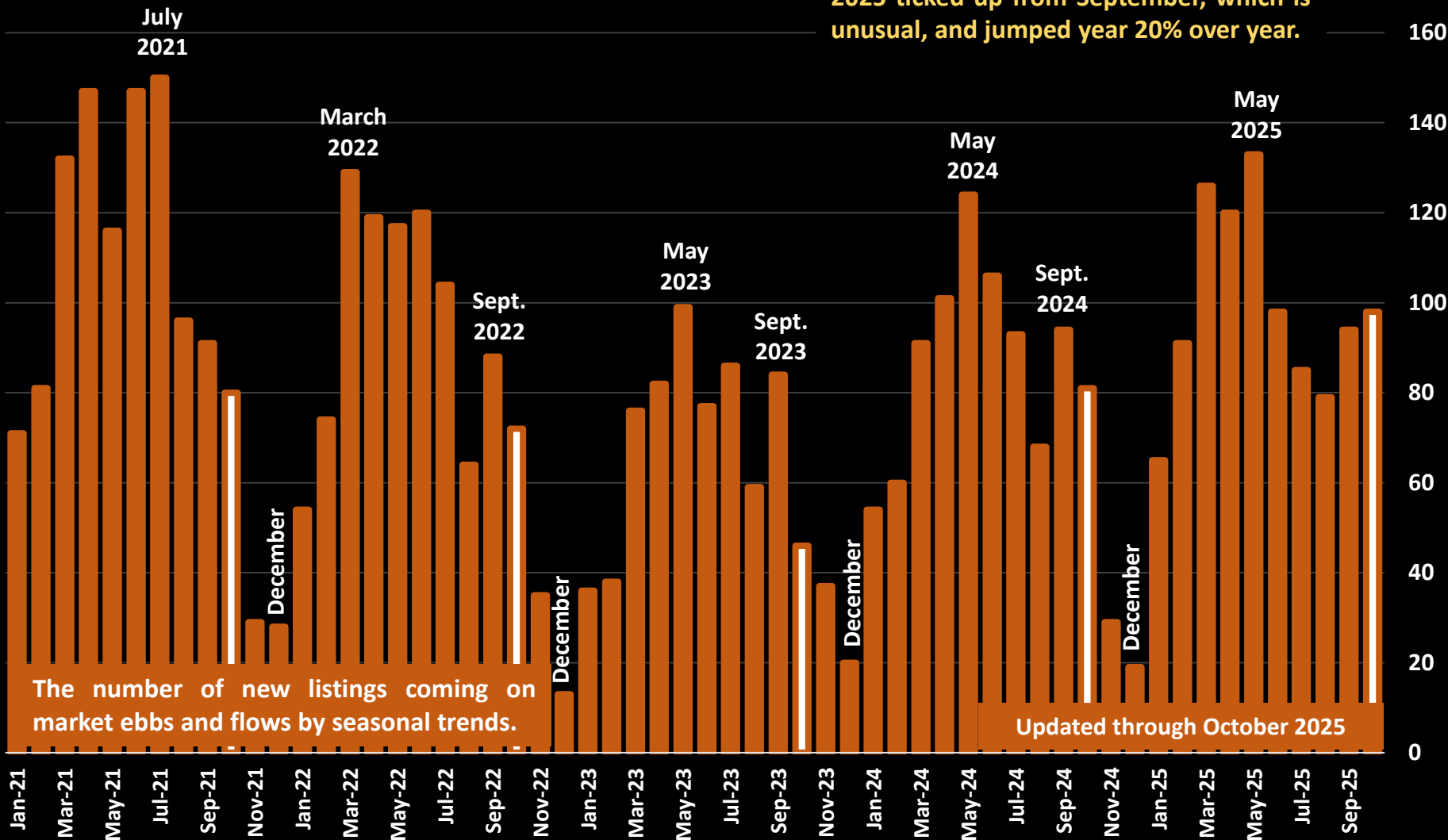
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New Listings Coming on Market

Lamorinda Market Dynamics & Seasonality

Lafayette, Moraga/Canyon, Orinda

The number of new listings in October 2025 ticked up from September, which is unusual, and jumped year 20% over year.



Residential activity reported to EastBayMLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.

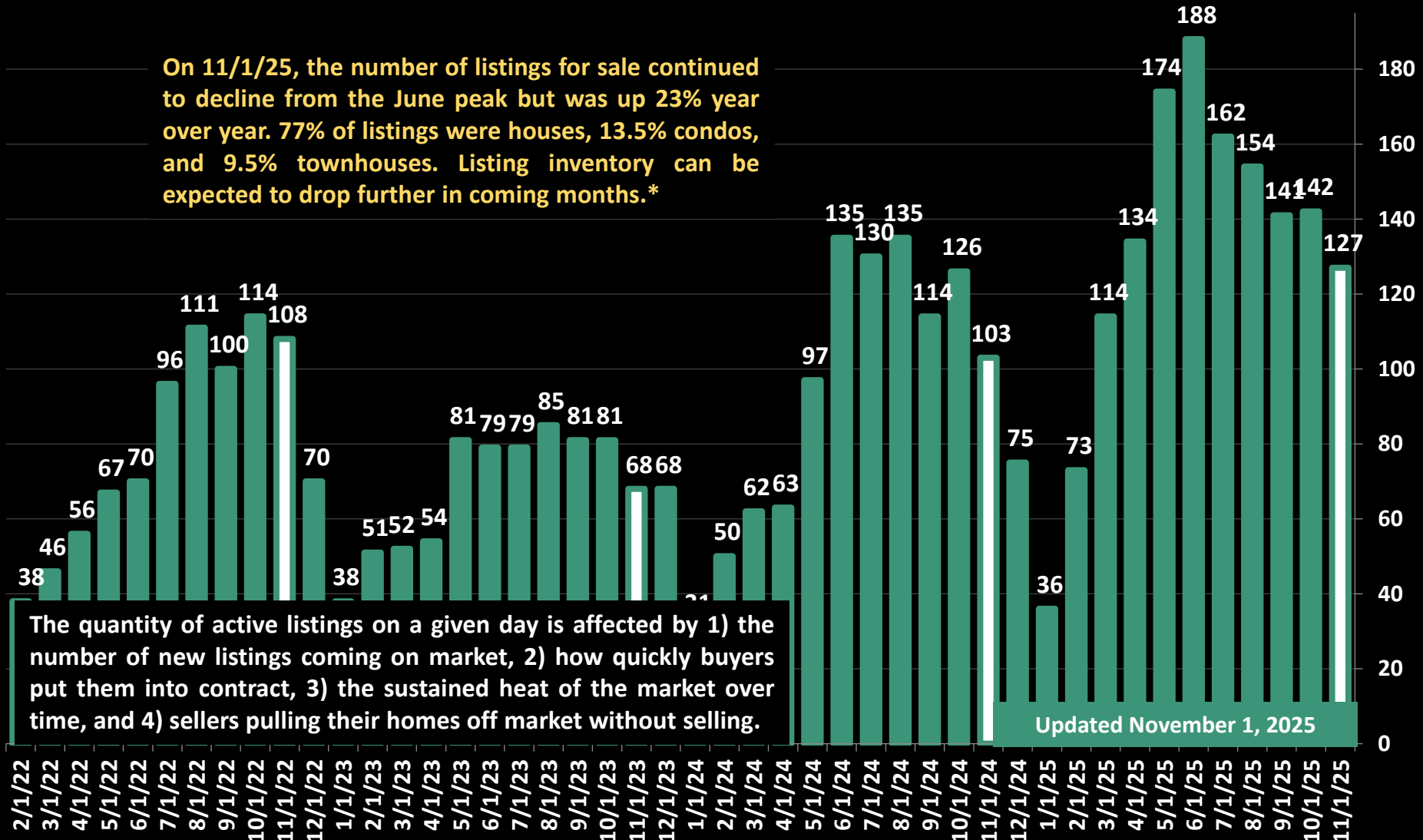
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Lamorinda Homes Market

Active & Coming-Soon Listings on 1st of Month

Lafayette, Moraga and Orinda

On 11/1/25, the number of listings for sale continued to decline from the June peak but was up 23% year over year. 77% of listings were houses, 13.5% condos, and 9.5% townhouses. Listing inventory can be expected to drop further in coming months.*



The quantity of active listings on a given day is affected by 1) the number of new listings coming on market, 2) how quickly buyers put them into contract, 3) the sustained heat of the market over time, and 4) sellers pulling their homes off market without selling.

Updated November 1, 2025

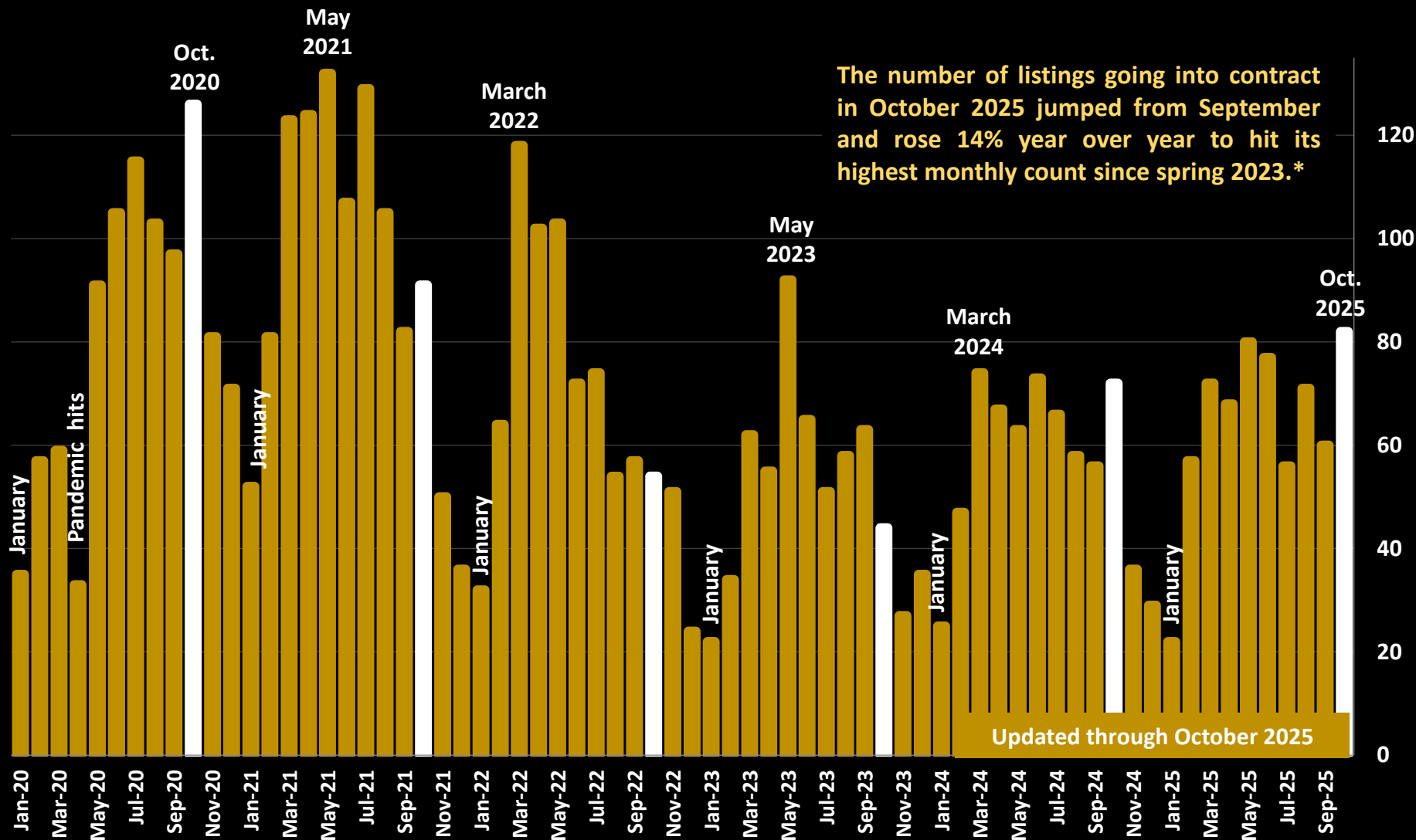
* Active/Coming-Soon listings posted to NorCal MLS Alliance. Data from sources deemed reliable, but may contain errors and subject to revision. Not all listings are posted to MLS. All numbers approximate. The number of active listings constantly changes.

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Listings Accepting Offers (Going into Contract)

Lamorinda Market Dynamics & Seasonality*

Lafayette, Moraga/Canyon, Orinda

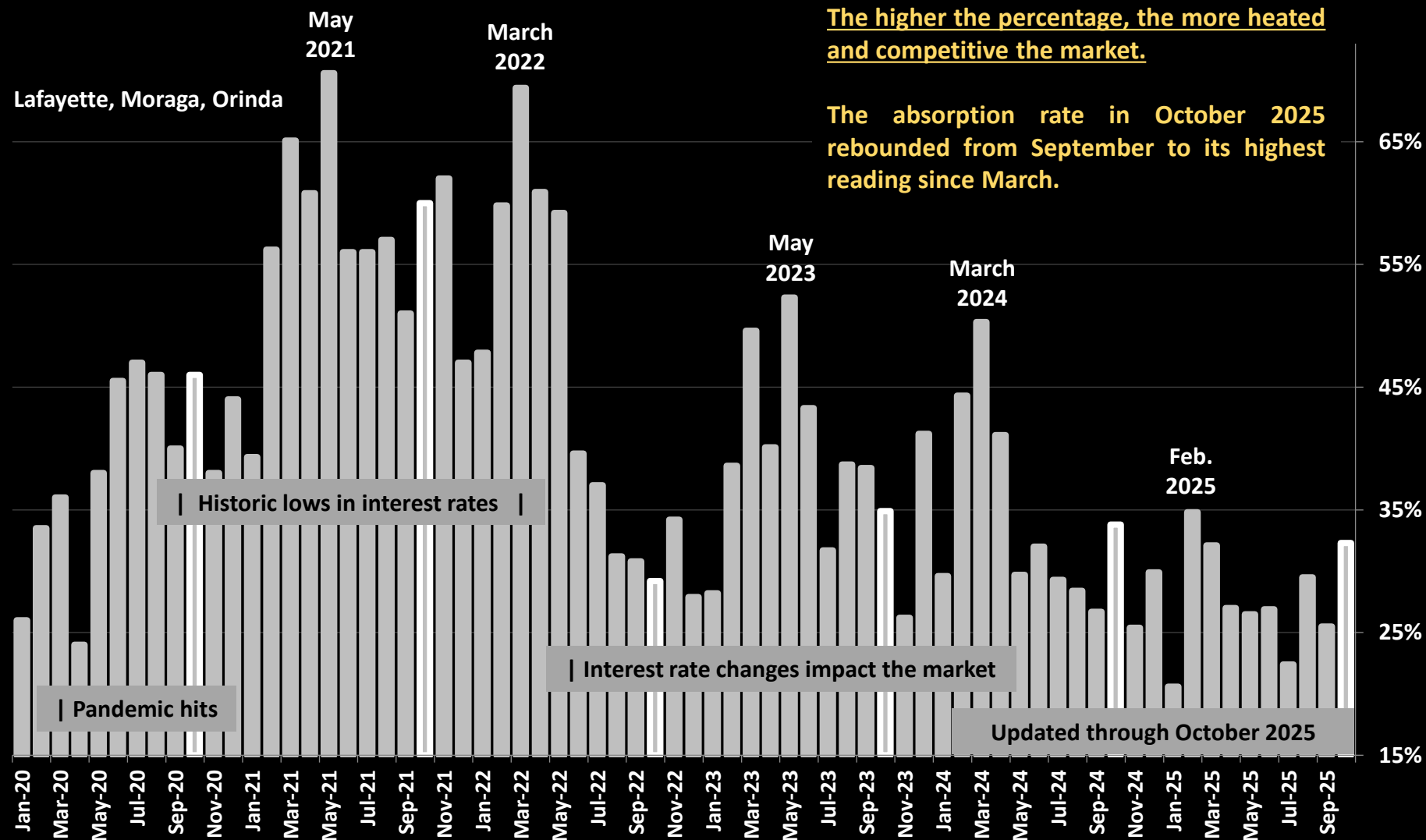


*Residential activity reported to MLS, per Broker Metrics. Numbers can be affected by deals falling out of contract. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported activity.

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Percentage of Listings Accepting Offers

Lamorinda: Absorption Rate by Month



*EastBayMLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

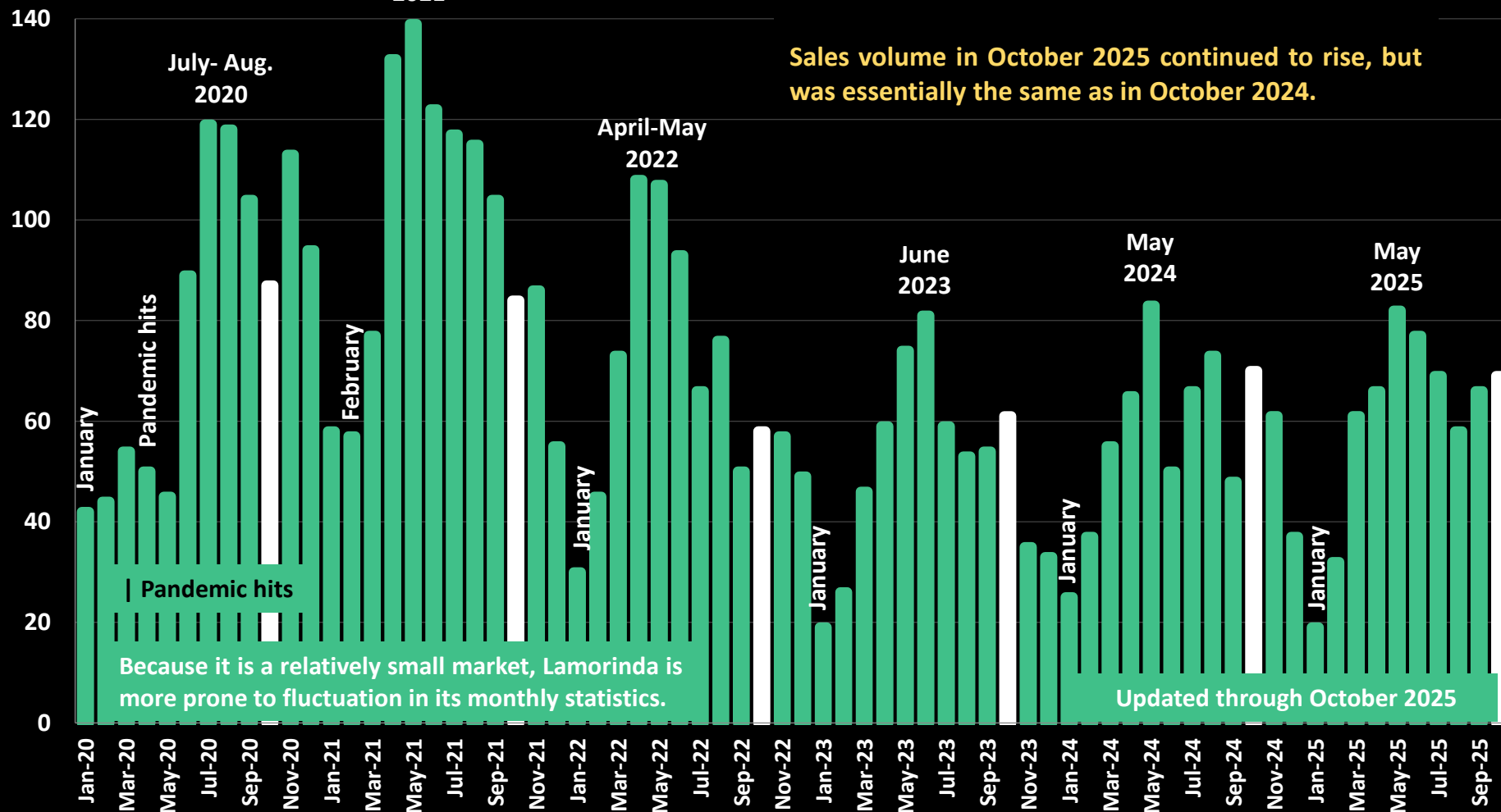
Monthly Sales Volume – Longer-Term Trends

Lamorinda Market Dynamics & Seasonality

Lafayette, Moraga, Orinda

Sales in one month mostly reflect accepted offers in the *previous* month, i.e. they are a lagging indicator of market conditions.

Sales volume in October 2025 continued to rise, but was essentially the same as in October 2024.



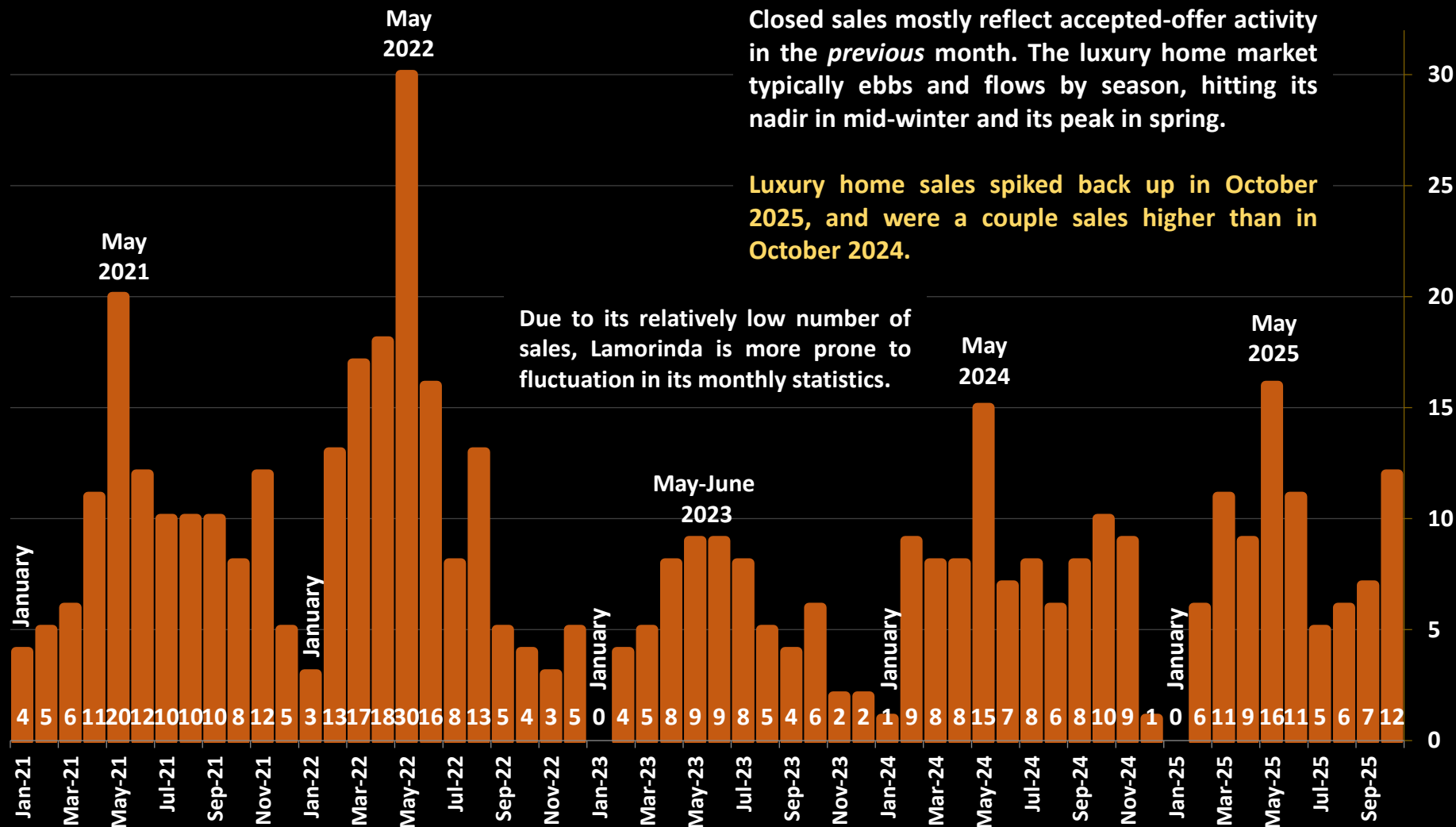
Activity reported to East Bay MLS, per Broker Metrics for Lafayette, Moraga/Canyon and Orinda. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last month data estimated and may change with late reported sales .

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Lamorinda: Luxury Home Sales by Month

Homes Selling for \$3 Million+ since January 2021

Lafayette, Moraga/Canyon, Orinda

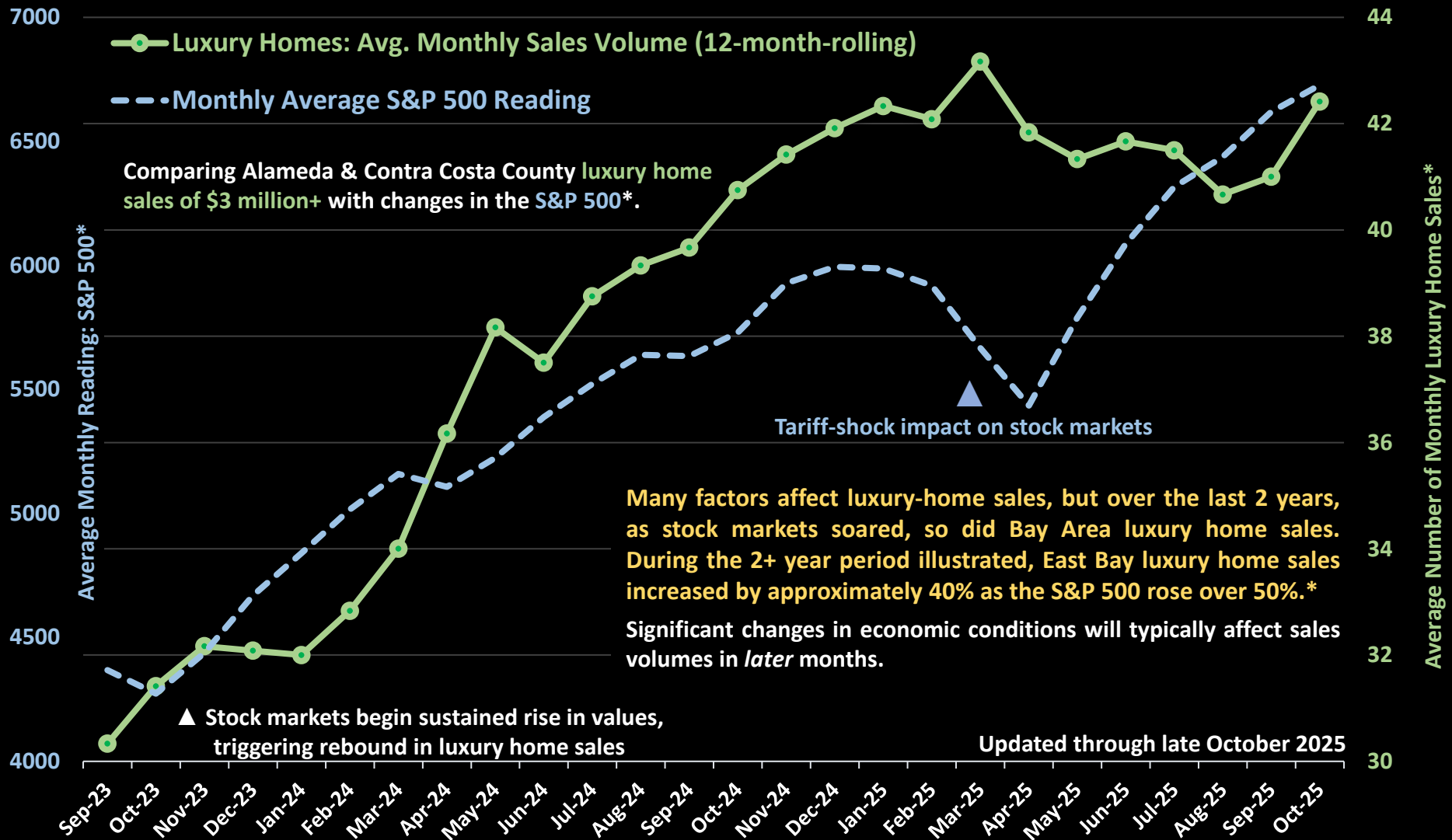


Home sales reported to EastBayMLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated from available data, and may change with late-reported sales. All numbers approximate.

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East Bay Luxury Home Sales Volume vs. S&P 500 Index

A Broad Illustration since September 2023*



*12-month-rolling average number of monthly luxury home sales (\$3 million+) in Alameda & Contra Costa Counties as reported to NorCal MLS Alliance, per Infosparks. 12-month-rolling sales data may lag short-term changes. Monthly S&P 500 readings an average of daily readings. Analysis may contain errors and subject to revision. A generalized illustration. All numbers are approximate.

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Bay Area House Sales, 2025 vs. 2023

Changes in Median Sales Values by Home Size*



*Comparing house sales reported to NorCal MLS Alliance through late October of 2023 and 2025 in 10 greater Bay Area Counties. Fixer-uppers excluded. Analysis made in good faith from data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

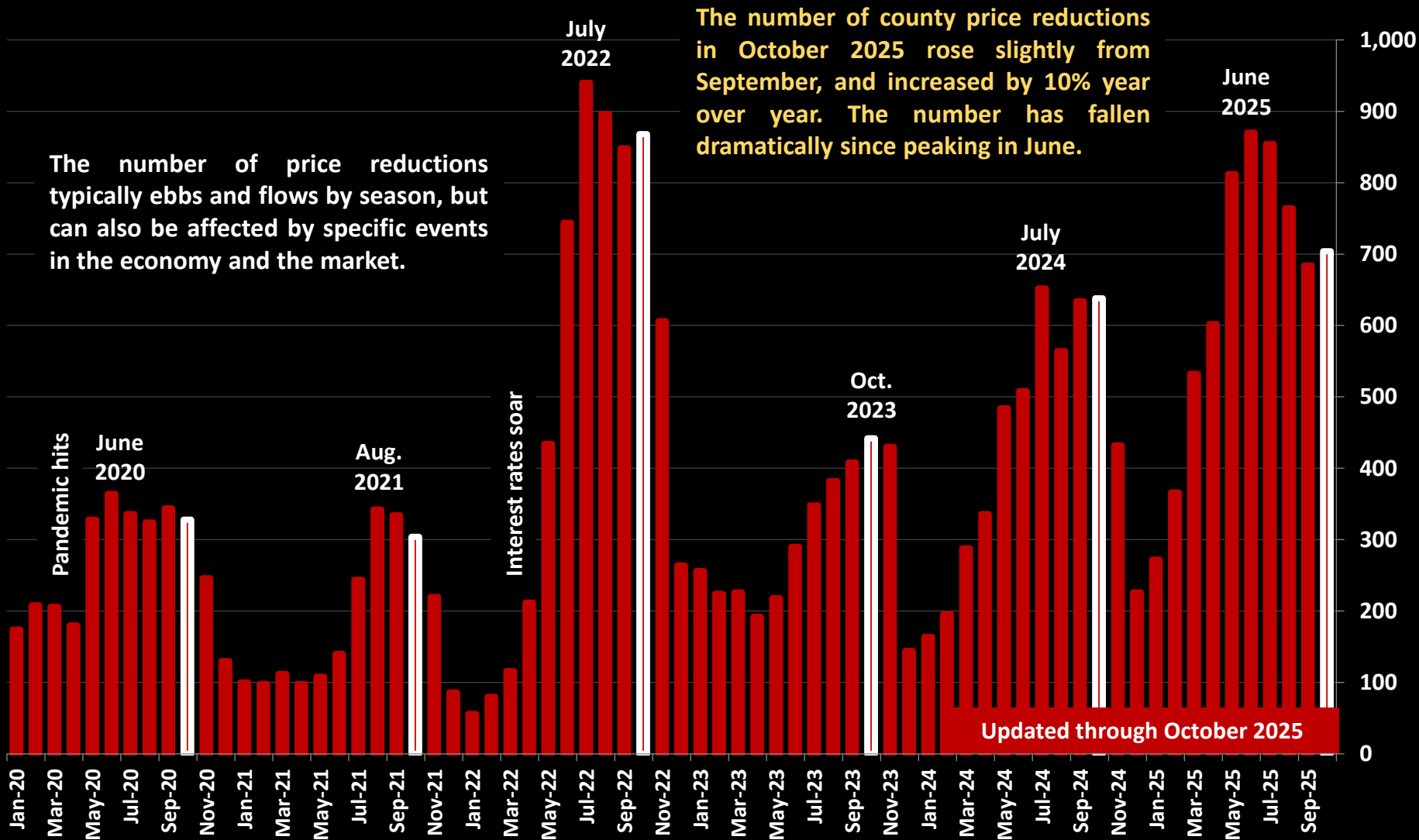


Price Reductions on Active Listings

Contra Costa County Market Dynamics & Seasonality

The number of price reductions typically ebbs and flows by season, but can also be affected by specific events in the economy and the market.

The number of county price reductions in October 2025 rose slightly from September, and increased by 10% year over year. The number has fallen dramatically since peaking in June.



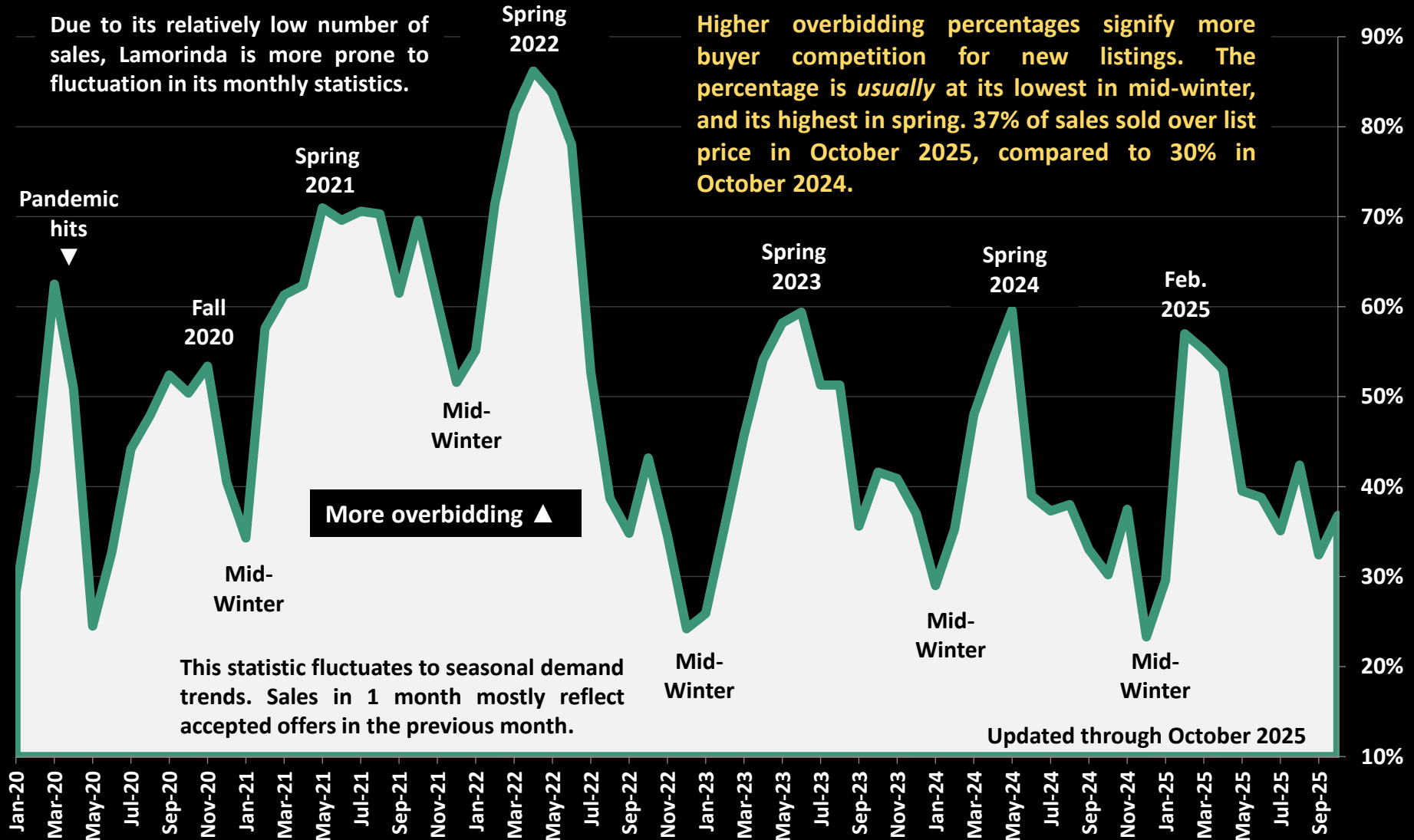
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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Overbidding List Prices in Lamorinda

Percentage of Home Sales Closing over List Price, since 2020

Lafayette, Moraga/Canyon & Orinda



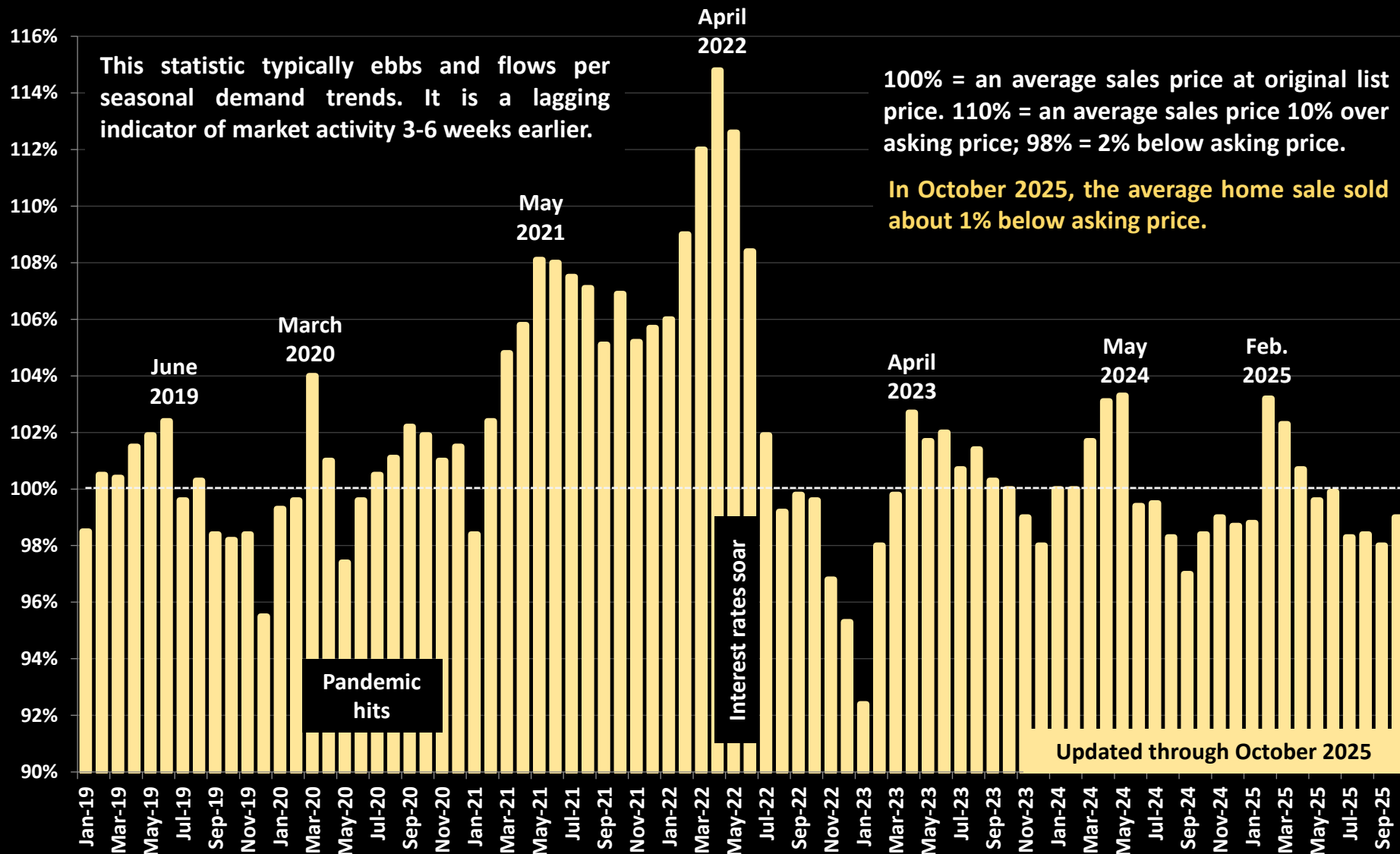
Large sample of regional sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.

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Average Sales Price to Original List Price Percentage

Lamorinda Market Dynamics & Seasonality: Over/Under Bidding

Lafayette, Moraga/Canyon and Orinda



Large sample of sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or to EastBayMLS per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

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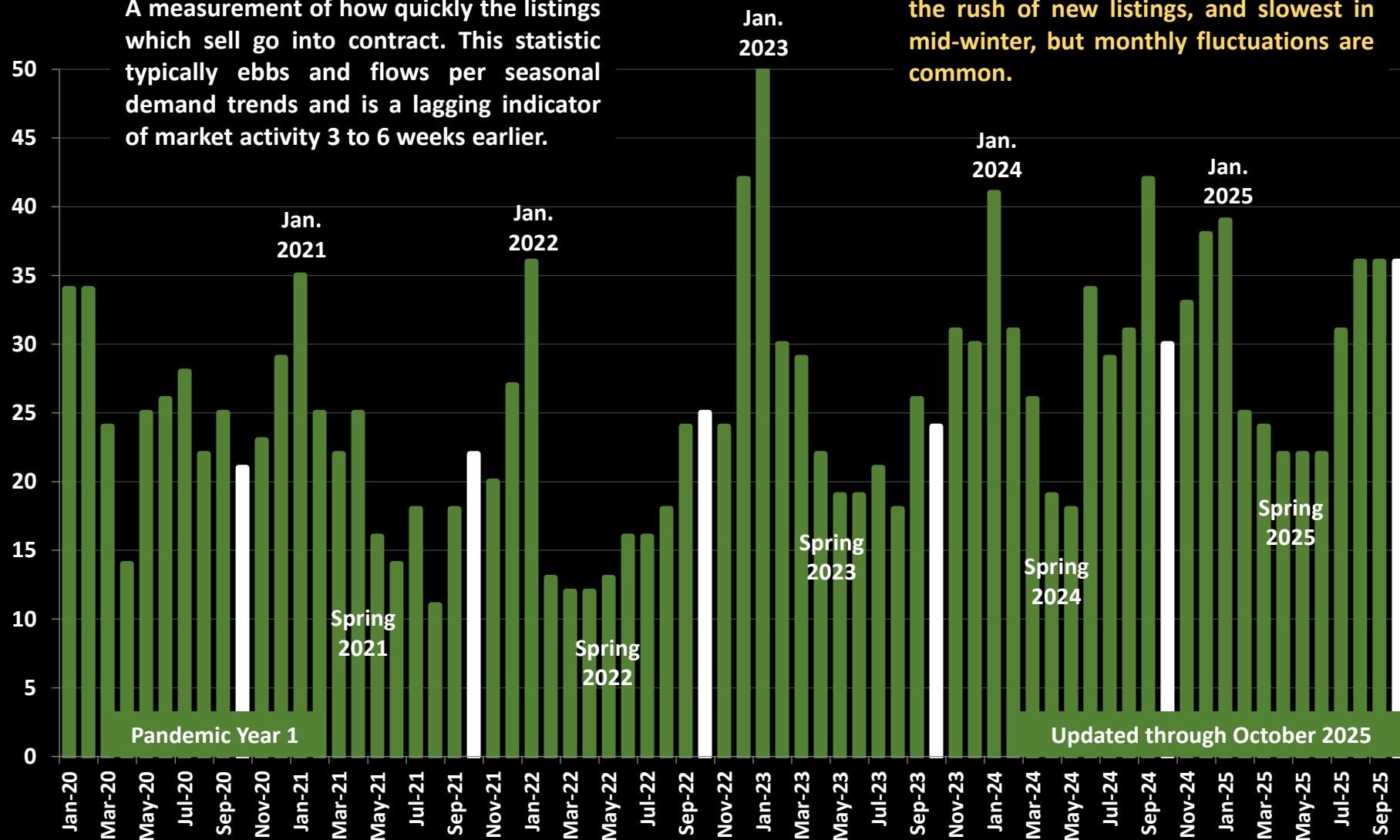
Average Days on Market: Speed of Sale

Lamorinda: Market Dynamics & Seasonality

Lafayette, Moraga/Canyon and Orinda

A measurement of how quickly the listings which sell go into contract. This statistic typically ebbs and flows per seasonal demand trends and is a lagging indicator of market activity 3 to 6 weeks earlier.

Homes typically sell fastest in spring with the rush of new listings, and slowest in mid-winter, but monthly fluctuations are common.

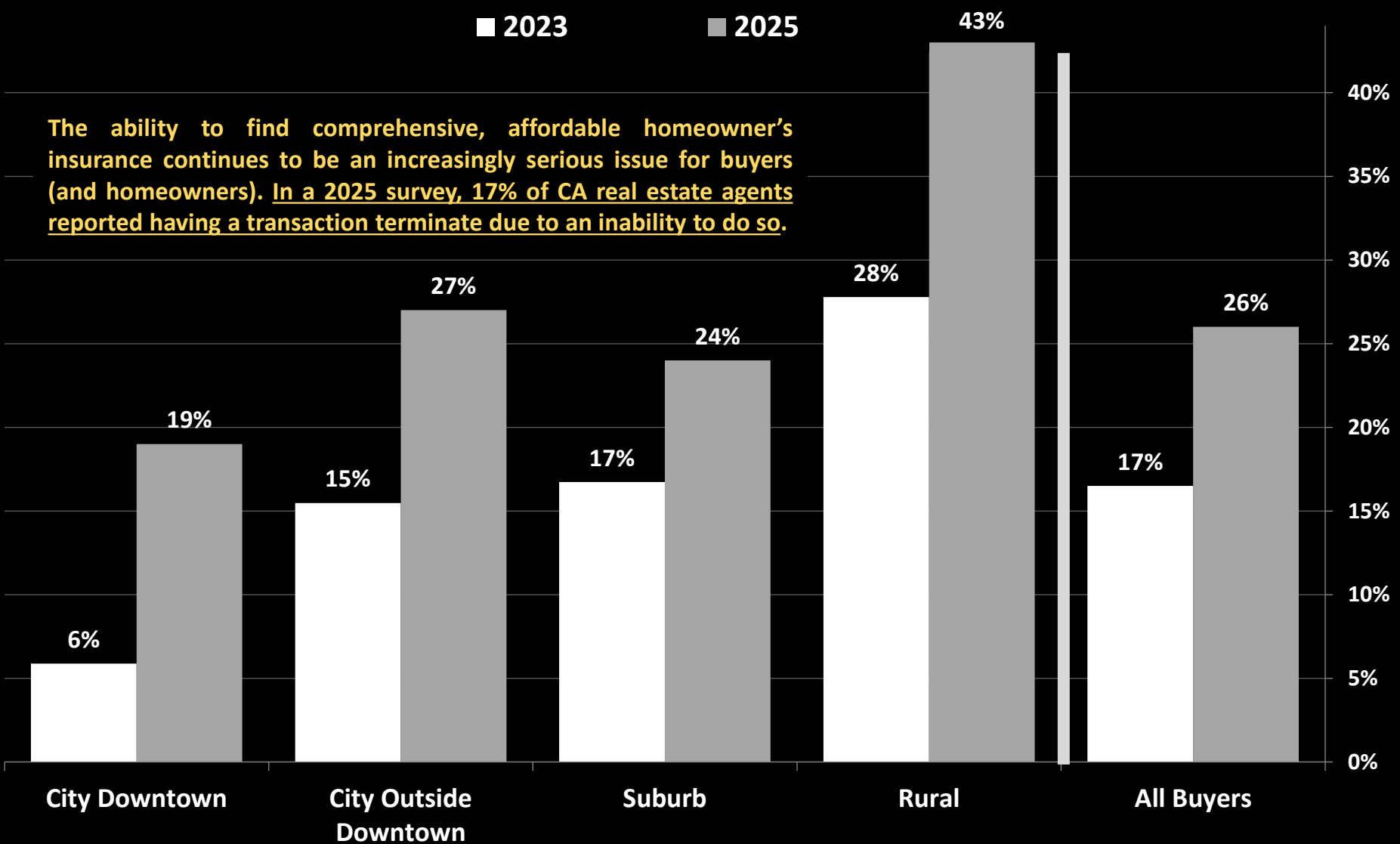


Large sample of sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or to EastBayMLS per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

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Percentage of Buyers Having Difficulties Obtaining Insurance

State of California, 2025 vs. 2023, by Property Location*



The ability to find comprehensive, affordable homeowner's insurance continues to be an increasingly serious issue for buyers (and homeowners). In a 2025 survey, 17% of CA real estate agents reported having a transaction terminate due to an inability to do so.

*Asked of Buyer's agents: "Did the buyer have difficulties obtaining fire/homeowners insurance?"
Data per California Association of Realtors, 2025 Housing Market Survey, Q2 transactions. Data from sources deemed reliable, but not guaranteed and may contain errors. All numbers to be considered approximate.

Average Annual Home Insurance Cost for \$300,000 in Coverage

Comparative Costs in Selected States, per Bankrate, September 2025*

STATE	Avg. Annual Cost
Nebraska	\$ 6,366
Louisiana	\$ 6,274
Florida	\$ 5,761
Kansas	\$ 4,402
Texas	\$ 4,101
Kentucky	\$ 3,643
Colorado	\$ 3,375
Mississippi	\$ 3,353
Minnesota	\$ 2,812
Montana	\$ 2,788
North Carolina	\$ 2,676
Tennessee	\$ 2,639
South Carolina	\$ 2,611
Rhode Island	\$ 2,423

STATE	Avg. Annual Cost
Arizona	\$ 2,343
Michigan	\$ 2,266
Illinois	\$ 2,174
Missouri	\$ 2,147
Georgia	\$ 1,979
New York	\$ 1,861
Massachusetts	\$ 1,698
Virginia	\$ 1,687
Connecticut	\$ 1,677
Maryland	\$ 1,664
Indiana	\$ 1,657
California	\$ 1,632
Washington	\$ 1,520
Washington DC	\$ 1,498

STATE	Avg. Annual Cost
Idaho	\$ 1,392
Pennsylvania	\$ 1,311
Wyoming	\$ 1,306
Hawaii	\$ 1,296
Wisconsin	\$ 1,287
Utah	\$ 1,283
Maine	\$ 1,218
New Jersey	\$ 1,206
Oregon	\$ 1083
Nevada	\$ 1074
New Hampshire	\$ 1040
Delaware	\$ 966
Alaska	\$ 957
Vermont	\$ 816

Many factors affect home insurance costs including susceptibility to natural disasters like severe weather events and fire; property construction; local construction costs; and, as in CA, state regulation of insurers. Overall, rates have been rapidly accelerating with increasing damage claims, and often vary enormously between regions of the same state.

*Per Bankrate: <https://www.bankrate.com/insurance/homeowners-insurance/homeowners-insurance-cost/#cost-by-state>. Rates refreshed September 2025. The average annual home insurance premium for a home with a dwelling coverage amount of \$300,000. *Will not include flood or earthquake insurance.* Data from sources deemed reliable but may contain errors and subject to revision.

Provided by

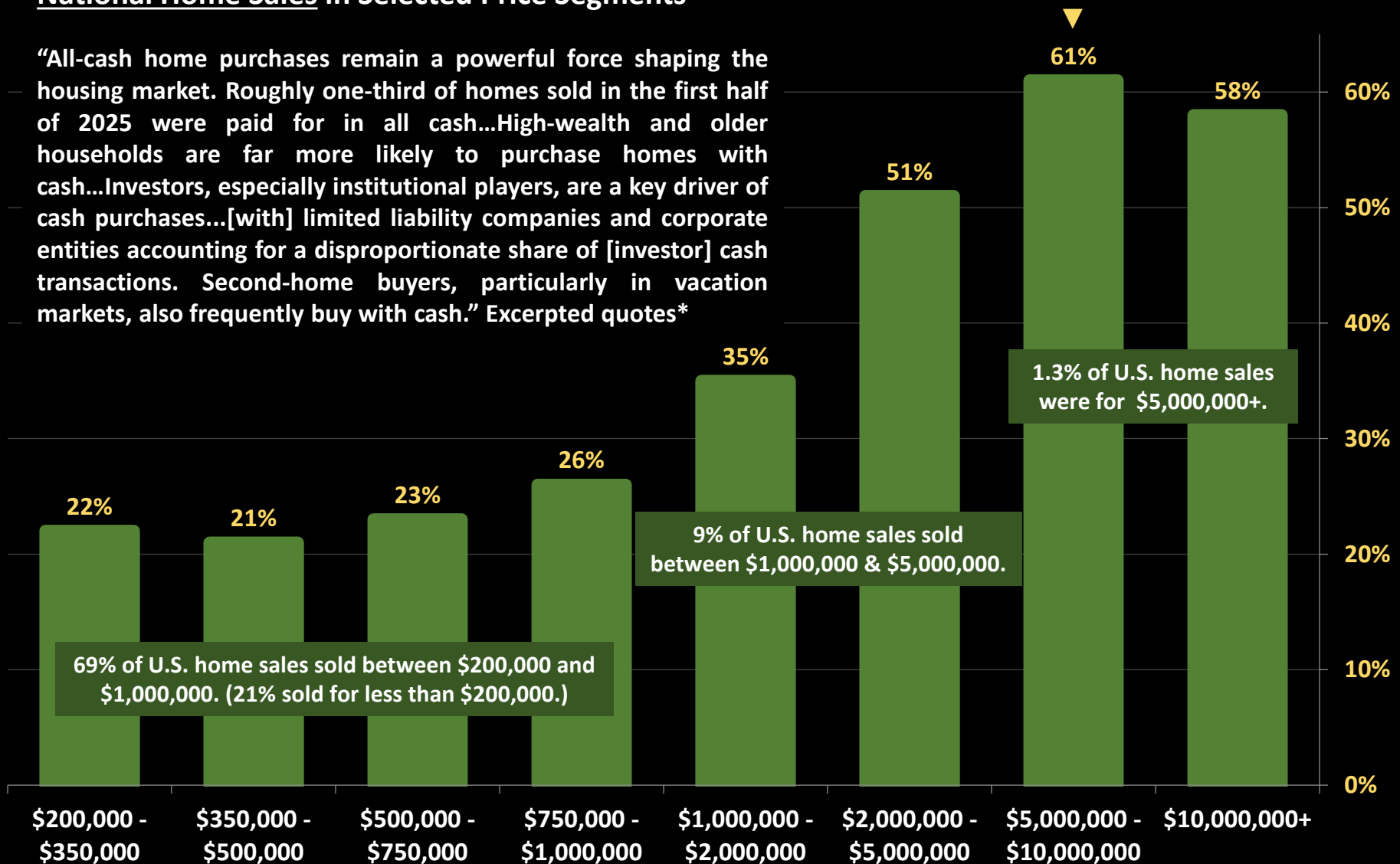
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Share of Sales in Which Buyers Paid All Cash

National Home Sales in Selected Price Segments*

"All-cash home purchases remain a powerful force shaping the housing market. Roughly one-third of homes sold in the first half of 2025 were paid for in all cash...High-wealth and older households are far more likely to purchase homes with cash...Investors, especially institutional players, are a key driver of cash purchases...[with] limited liability companies and corporate entities accounting for a disproportionate share of [investor] cash transactions. Second-home buyers, particularly in vacation markets, also frequently buy with cash." Excerpted quotes*

Percentage of U.S. home sales in price segment in which buyers paid all cash.

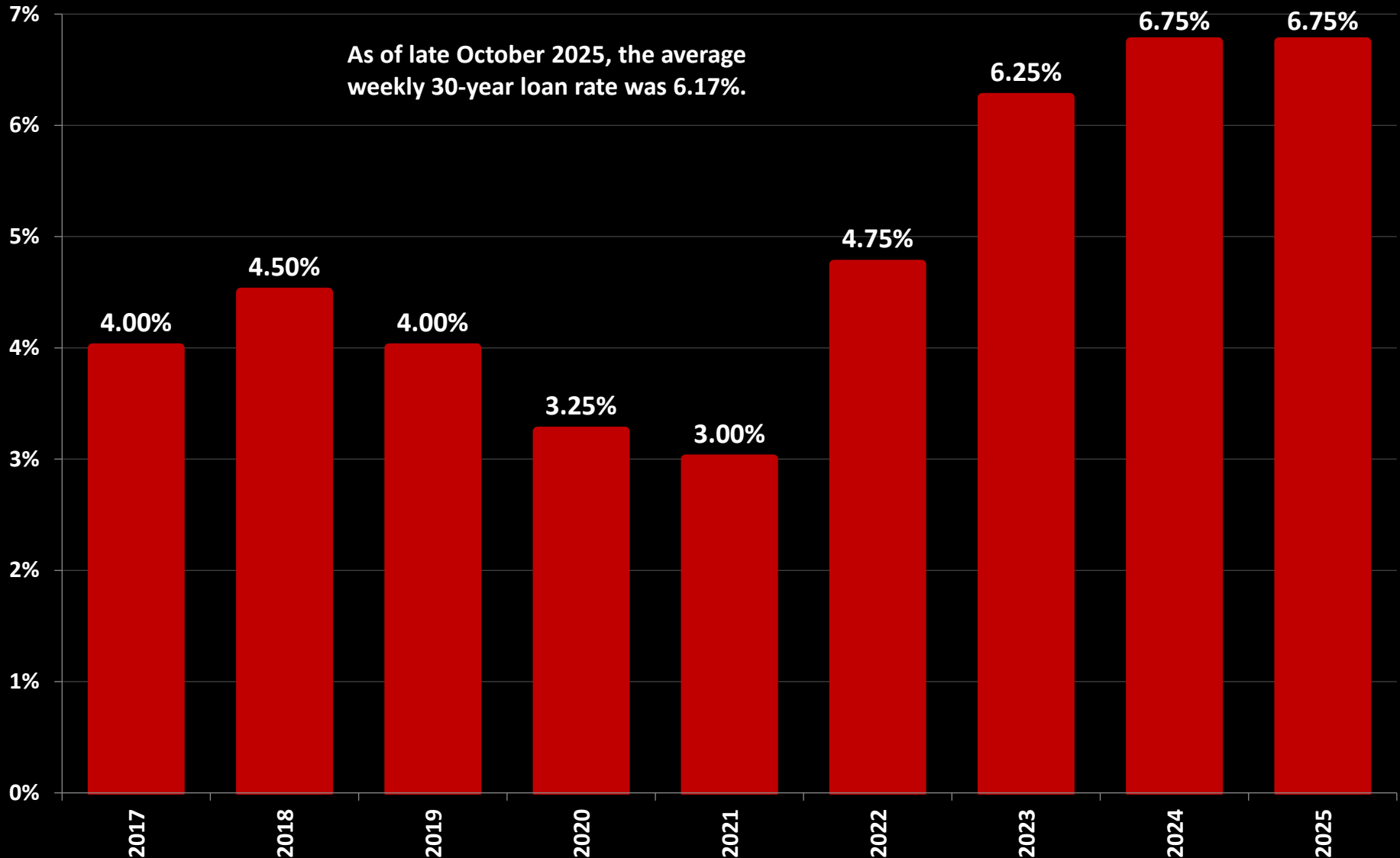


*U.S. home sales in first half of 2025 per Realtor.com Research Report, "Cash Is King: Trends in All-Cash Home Sales," <https://www.realtor.com/research/all-cash-sale-trends-h1-2025/> dated 10/7/25. Percentages rounded. Data deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Median First-Mortgage Interest Rate, Q2 of Each Year

Financial Characteristics, Buyers Financing Purchase, California Real Estate Market*



*Data per California Association of Realtors, 2025 Housing Market Survey, [Q2 transactions](#). Data from sources deemed reliable, but not guaranteed and may contain errors. All numbers should be considered approximate.

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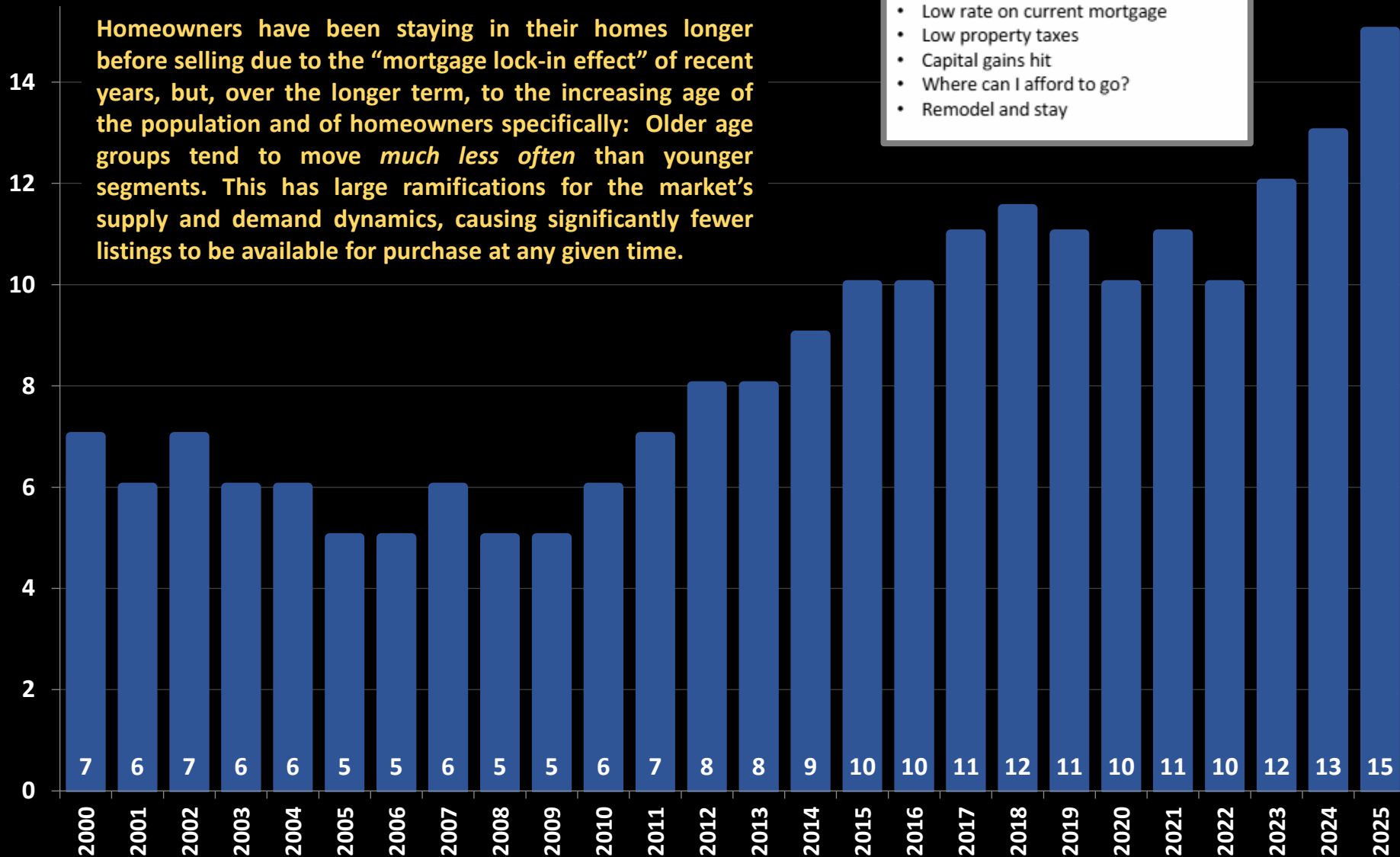
Years of Homeownership before Selling

California Real Estate Market since 2000*

Homeowners have been staying in their homes longer before selling due to the “mortgage lock-in effect” of recent years, but, over the longer term, to the increasing age of the population and of homeowners specifically: Older age groups tend to move *much less often* than younger segments. This has large ramifications for the market’s supply and demand dynamics, causing significantly fewer listings to be available for purchase at any given time.

Homeowners holding onto their properties longer before selling because:

- Low rate on current mortgage
- Low property taxes
- Capital gains hit
- Where can I afford to go?
- Remodel and stay

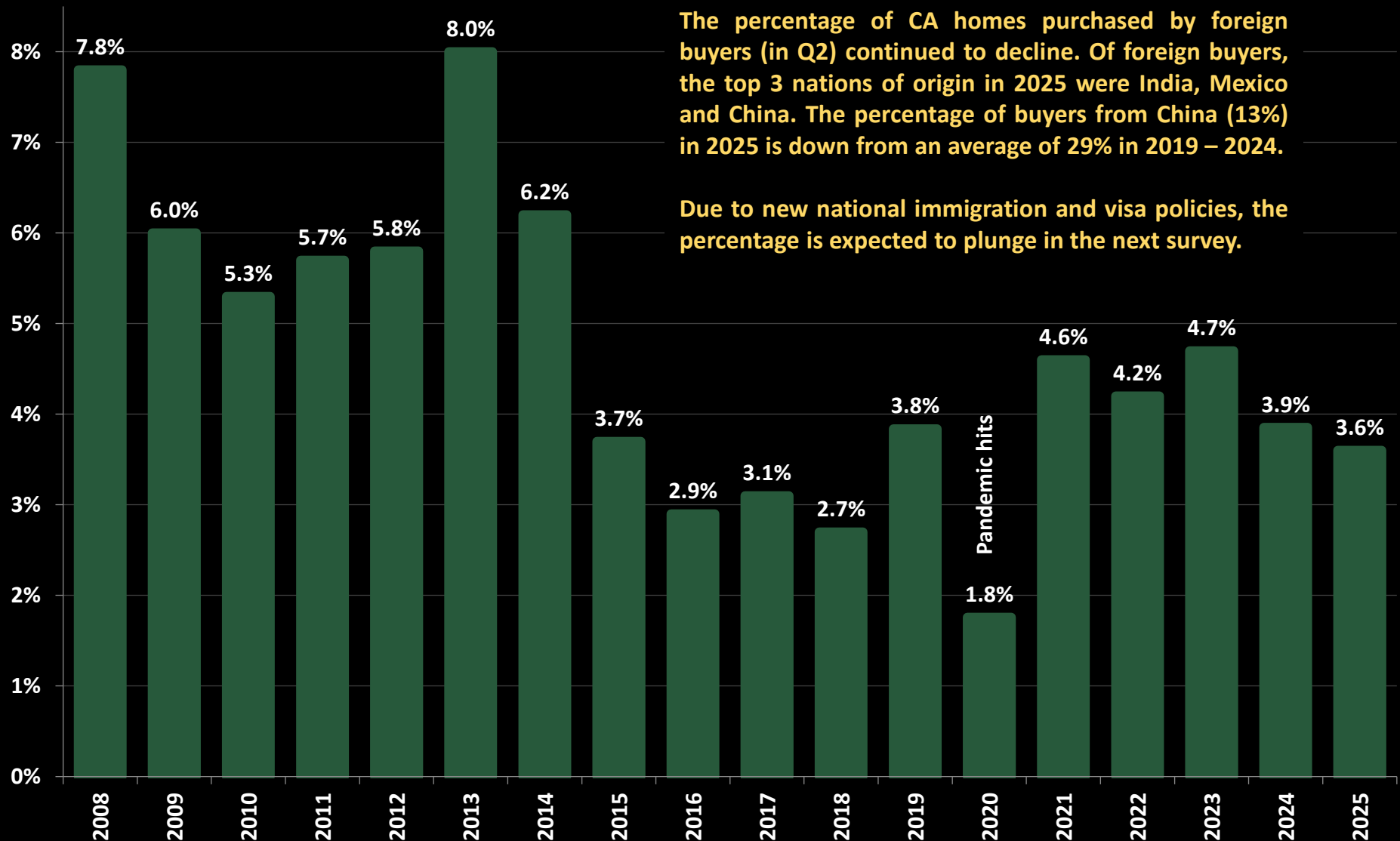


*Data per California Association of Realtors, 2025 Housing Market Survey, Q2 transactions. Data from sources deemed reliable, but not guaranteed and may contain errors. All numbers should be considered approximate.

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Percentage of Homes Purchased by International Buyers

California Real Estate Market since 2008*



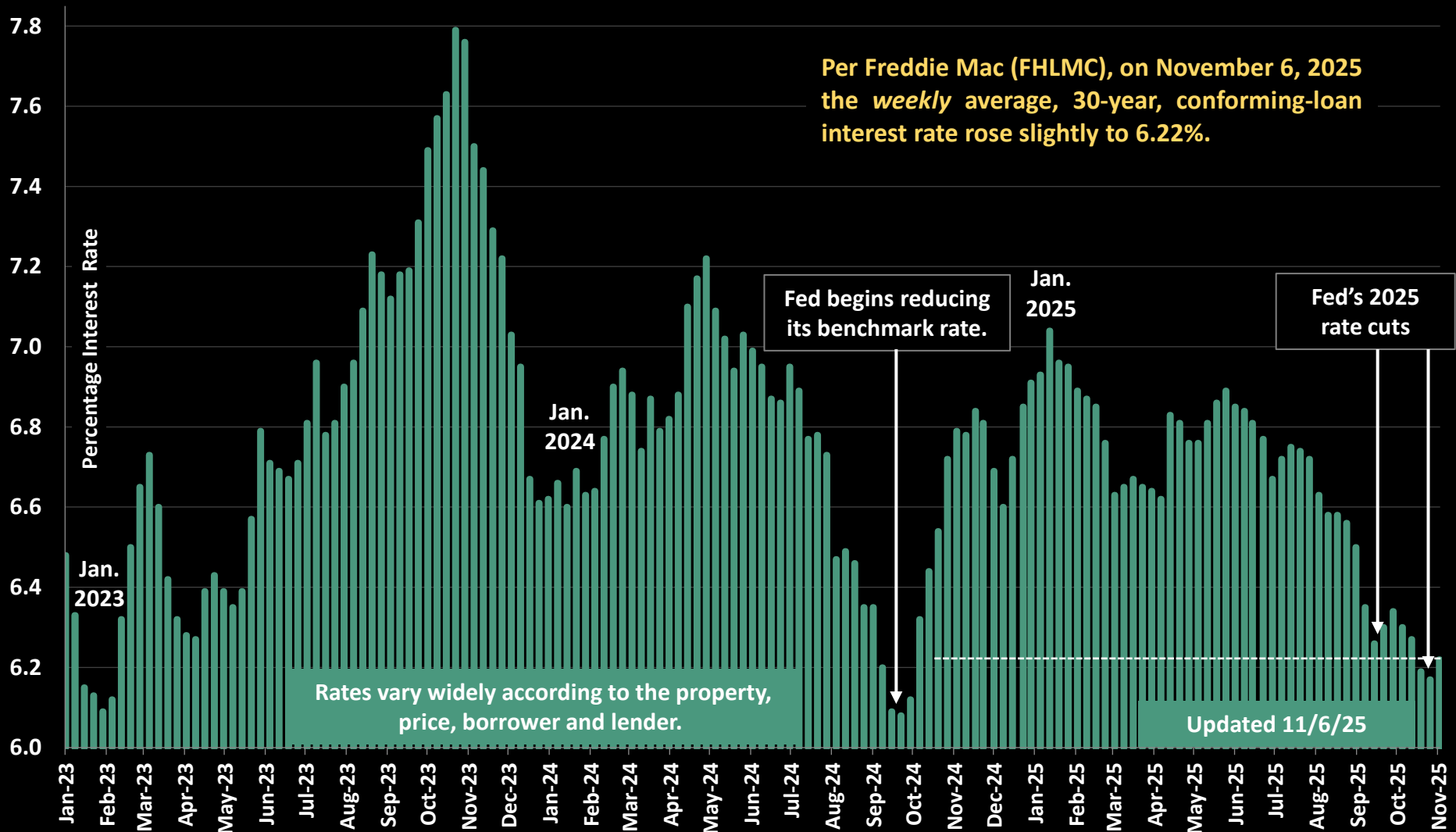
*Data per California Association of Realtors, 2025 Housing Market Survey, Q2 transactions. Data from sources deemed reliable, but not guaranteed and may contain errors. All numbers should be considered approximate.

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Selected Economic Indicators

Mortgage Interest Rates in 2023-2025 YTD

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings*



*Freddie Mac (FHLMC), 30-Year Fixed Rate Mortgage Weekly Average: <https://www.freddiemac.com/pmms>. Data from sources deemed reliable. Different sources of mortgage data sometimes vary in their determinations of daily and weekly rates. Data from sources deemed reliable but may contain errors. All numbers approximate.

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Bay Area Home Sales Volume vs. 30-Year Mortgage Interest Rate

A General Illustration since 2016

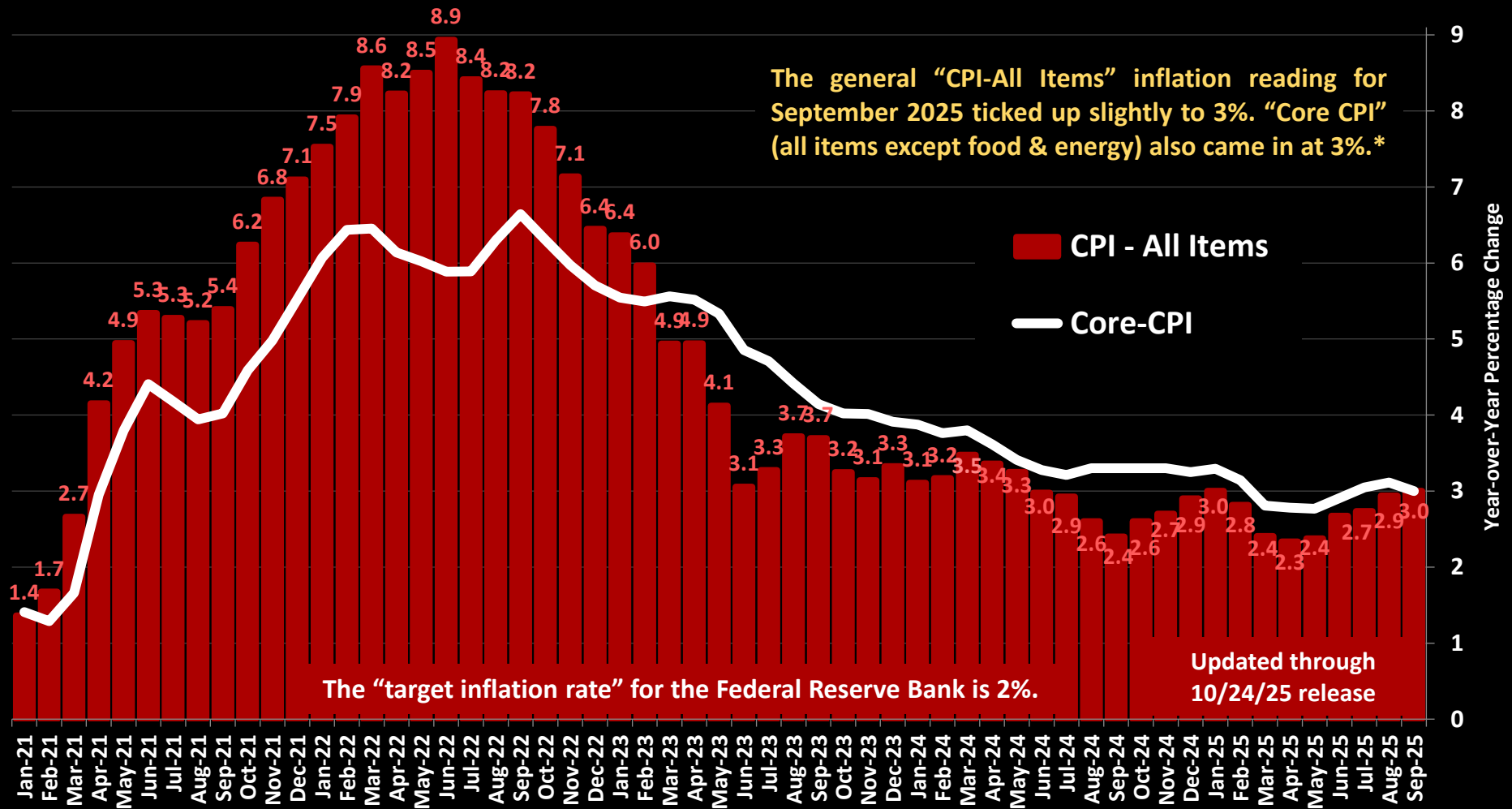


12-month-rolling average number of monthly home sales as reported to NorCal MLS Alliance for 11 greater Bay Area Counties, per Infosparks. 12-month-rolling sales data may lag short-term changes. Monthly mortgage rates are averages of weekly 30-year fixed, conforming loan rates published by FHLMC. Analysis may contain errors and subject to revision. All numbers approximate.

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Inflation: Consumer Price Index (CPI), 2021 – 2025 YTD*

Year-over-Year Percentage Change, by Month

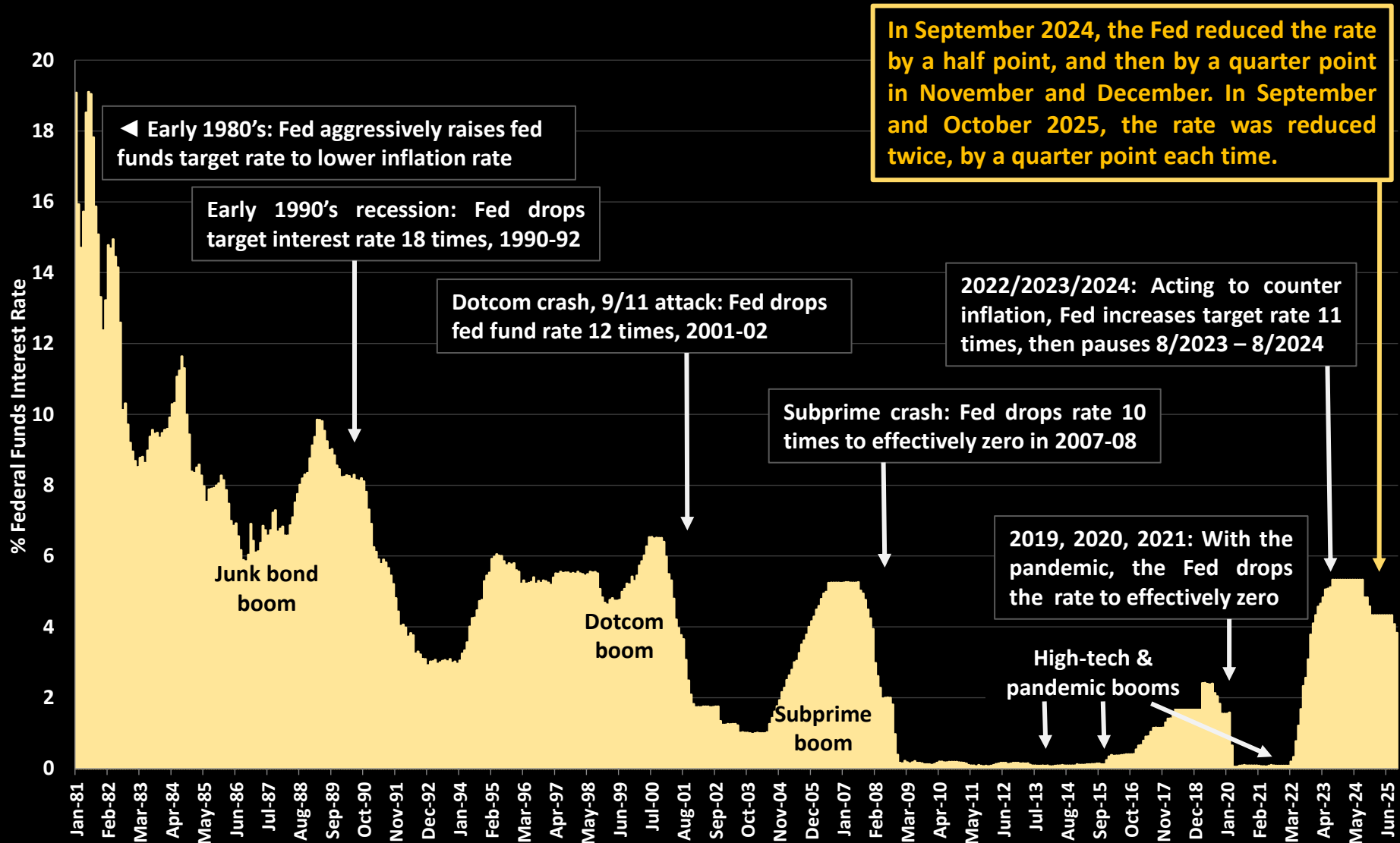


*Consumer Price Index for All Urban Consumers: All Items in U.S. City Average [CPIAUCSL], per Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/graph/?g=8dGq>. Data from U.S. Bureau of Labor Statistics. CPIAUCSL is a price index of a basket of goods and services paid by urban consumers. This index includes roughly 88 percent of the total population. Percentages rounded. Data from sources deemed reliable but may contain errors and subject to revision.

Federal Funds Interest Rate since 1981

& Economic Interventions by Federal Reserve Bank*

Updated October 29, 2025



* Per Federal Reserve Bank of St. Louis and New York; <https://fred.stlouisfed.org/series/FEDFUNDS>;
Last reading per <https://www.newyorkfed.org/markets/reference-rates/effr>. Other data referenced from sources deemed reliable but may contain errors and subject to revision.

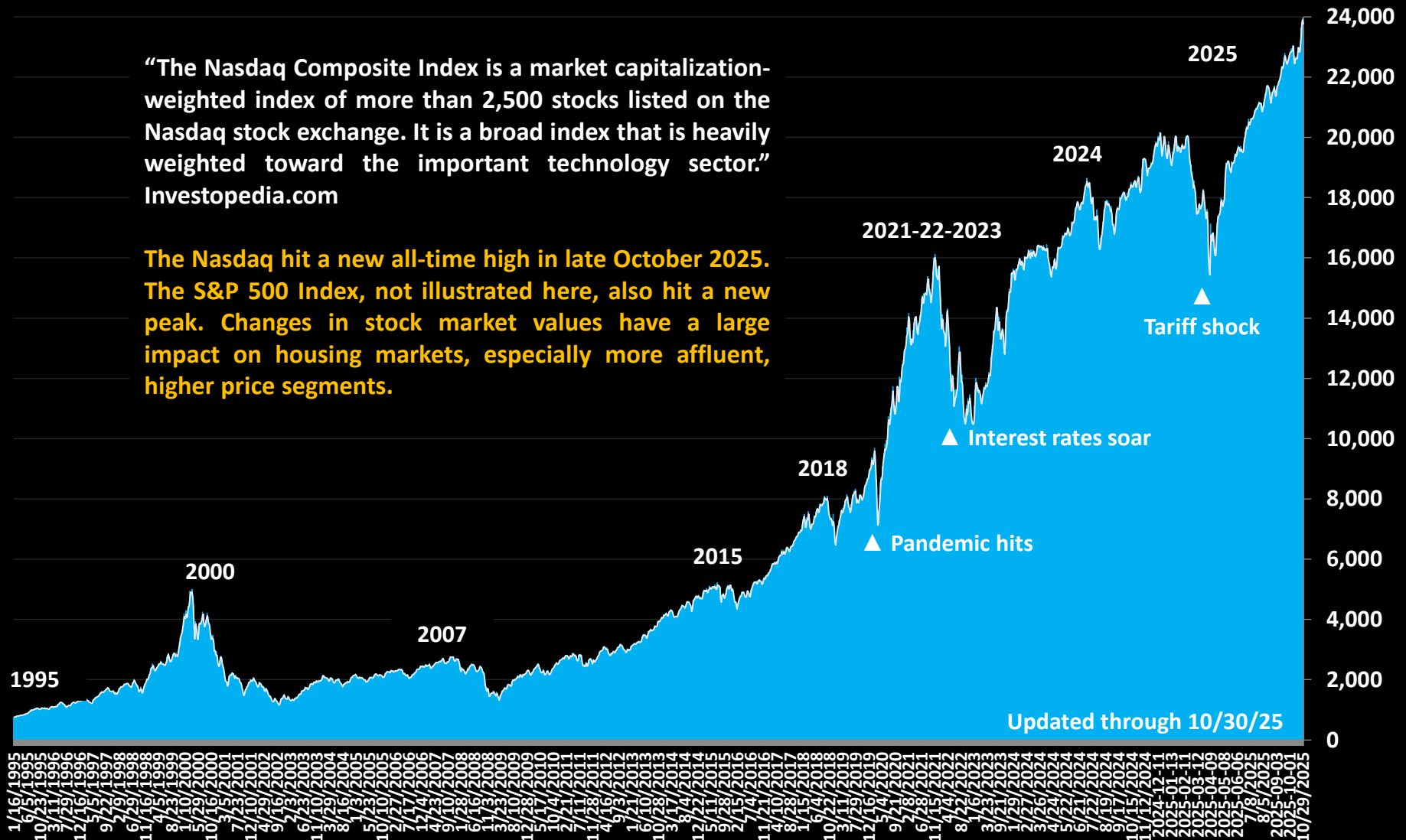
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Nasdaq Composite Index

Since January 1995

"The Nasdaq Composite Index is a market capitalization-weighted index of more than 2,500 stocks listed on the Nasdaq stock exchange. It is a broad index that is heavily weighted toward the important technology sector."
Investopedia.com

The Nasdaq hit a new all-time high in late October 2025. The S&P 500 Index, not illustrated here, also hit a new peak. Changes in stock market values have a large impact on housing markets, especially more affluent, higher price segments.



Per <https://fred.stlouisfed.org/series/NASDAQCOM>. Because of number of data points, not every week has a separate column. Data from sources deemed reliable but may contain errors and subject to revision. For general illustration purposes only.

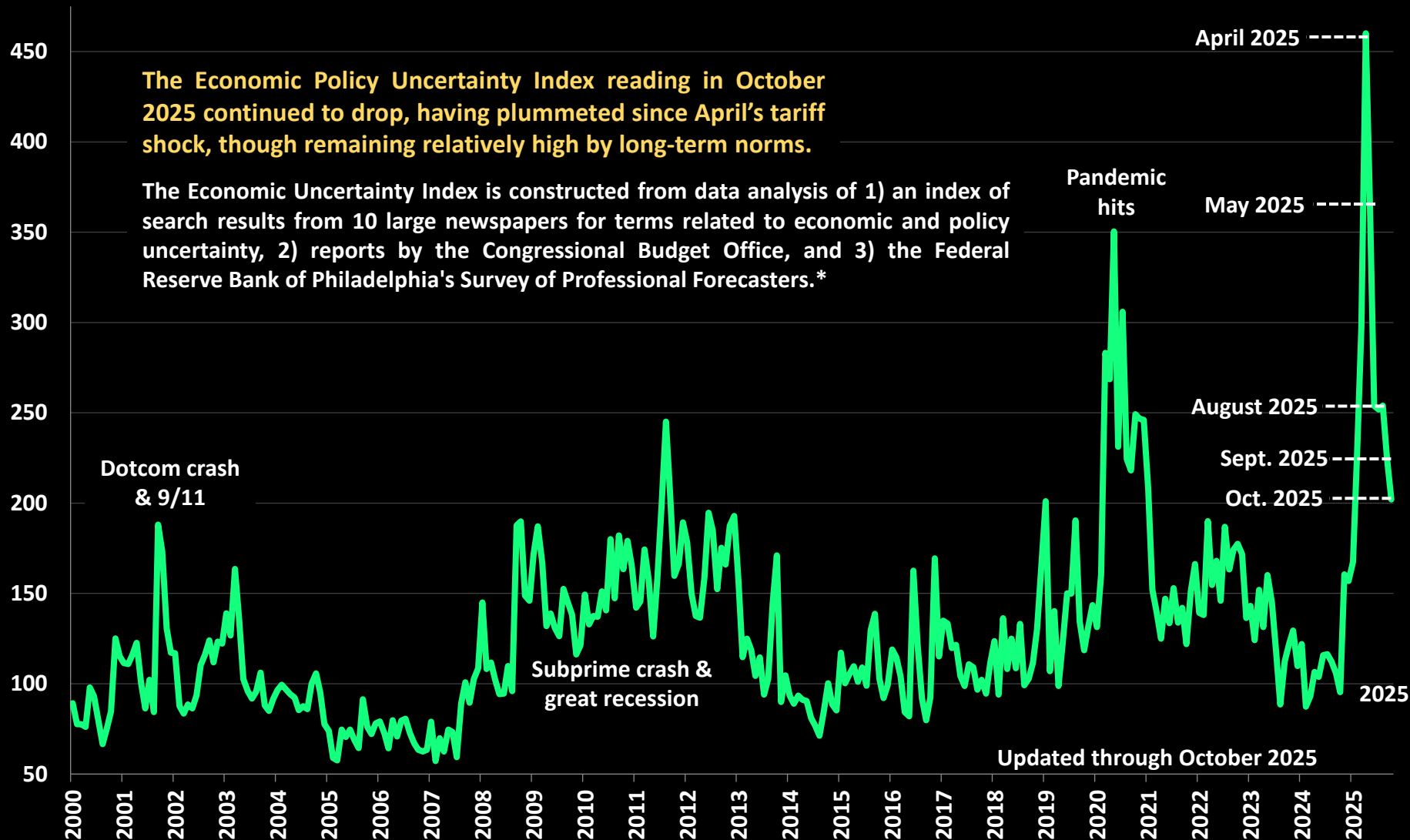
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Economic Policy Uncertainty Index*

By Month since January 2000

The Economic Policy Uncertainty Index reading in October 2025 continued to drop, having plummeted since April's tariff shock, though remaining relatively high by long-term norms.

The Economic Uncertainty Index is constructed from data analysis of 1) an index of search results from 10 large newspapers for terms related to economic and policy uncertainty, 2) reports by the Congressional Budget Office, and 3) the Federal Reserve Bank of Philadelphia's Survey of Professional Forecasters.*



Updated through October 2025

*Source: 'Measuring Economic Policy Uncertainty' by Scott Baker, Nicholas Bloom and Steven J. Davis, 3-component index, www.PolicyUncertainty.com, https://www.policyuncertainty.com/us_monthly.html. Data from sources deemed reliable, but numbers to be considered approximate and subject to revision.

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Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

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