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LAFAYETTE Q3 MARKET UPDATE

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COMPASS

BY THE NUMBERS

\$1+
BILLION
Lifetime Transactions

\$100+
MILLION
Annual Transactions

4
GENERATIONS
In Lafayette

7X REPEAT
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8X REPEAT
Lafayette Juniors
Marble Sponsor

3X FEATURE
PROPERTY
On the Lafayette
Kitchen Tour

\$100+
MILLION
Invested in Lafayette

UNLOCKING PROPERTY POTENTIAL: ADUs & SB 9 LOT SPLITS IN LAFAYETTE

When folks come to us for advice on building an Accessory Dwelling Unit (ADU), they're usually wondering two things: will it pay off when it's time to sell, and what design choices will make the space truly valuable. Simply put, yes—ADUs can be a valuable addition when they are done right.

While California's ADU regulations were designed to expand affordable housing, most Lafayette homeowners see them as a way to create flexible living space, whether for aging parents, in-laws, young adult children, or even a private home office. That's why thoughtful design and seamless integration with the existing home are so important. To maximize value, the ADU should reflect the style, finishes, and overall feel of the main residence so it feels like a natural extension, not an afterthought. Open, adaptable layouts make the space usable for a variety of needs over time, and slightly increased square footage can go a long way in improving comfort and functionality. Placement is also key. The ADU should offer privacy while maintaining convenient access to the main home—striking a balance that enhances both livability and appeal. With a thoughtful and well-integrated design, an ADU can provide tremendous lifestyle benefits and help ensure a strong return on investment when it's time to sell.

Similarly, we're often asked about lot splits under California's SB 9 legislation where homeowners can subdivide their lot—unlocking significant development potential. While many of our clients have taken advantage of this opportunity, the process can present challenges. Costs, lengthy timelines, and bureaucratic hurdles, including fees and potential infrastructure upgrades, should be carefully weighed. One key requirement is that the resulting lots must be "approximately equal in size," with no more than a 60/40 split, which can be tricky depending on the placement of existing structures. A notable benefit we've seen is the exemption from local design review criteria when building plans are submitted with the initial SB 9 application—streamlining approvals and building timelines.

Whether you're exploring an ADU or considering a lot split, we always enjoy hearing from our neighbors—and we're here to answer your real estate questions.

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Lafayette Averages By School & Neighborhood

Last Six Months

Neighborhood	# of Home Sales	Sold Price (\$M)	List Price (\$M)	Price Per Sqft	Sqft
Lafayette (average)	142	\$2.49	\$2.47	\$887	2883
Lafayette (median)	142	\$2.05	\$2.00	\$895	2440
Burton Valley Elementary	51	\$1.99	\$1.94	\$934	2153
Burton Valley	28	\$2.11	\$2.07	\$931	2289
Laf. Valley Estates	7	\$1.48	\$1.42	\$866	1715
Saranap / Condit	11	\$1.57	\$1.56	\$931	1789
Trails	5	\$2.95	\$2.79	\$1,049	2807
Happy Valley Elementary	27	\$3.86	\$3.94	\$905	4131
Happy Valley	7	\$6.81	\$6.92	\$1,059	6616
Happy Valley Glen	7	\$2.20	\$2.30	\$843	2589
Hidden Valley	4	\$2.37	\$2.39	\$779	3073
Upper Happy Valley	9	\$3.53	\$3.59	\$889	3867
Lafayette Elementary	30	\$1.91	\$1.85	\$862	2437
Downtown	18	\$1.74	\$1.74	\$746	2619
Silver Springs	2	\$2.69	\$2.65	\$1,079	2917
Trails	10	\$2.06	\$1.88	\$1,027	2013
Springhill Elementary	34	\$2.66	\$2.64	\$825	3383
Acalanes	1	\$1.45	\$1.45	\$1,077	1346
Baywood	1	\$2.80	\$2.99	\$672	4173
Reliez Valley	21	\$2.83	\$2.84	\$764	3777
Springhill	11	\$2.43	\$2.32	\$932	2742

