



Residential Real Estate Update and Solutions

Were you born in the Tri-Valley / Livermore?

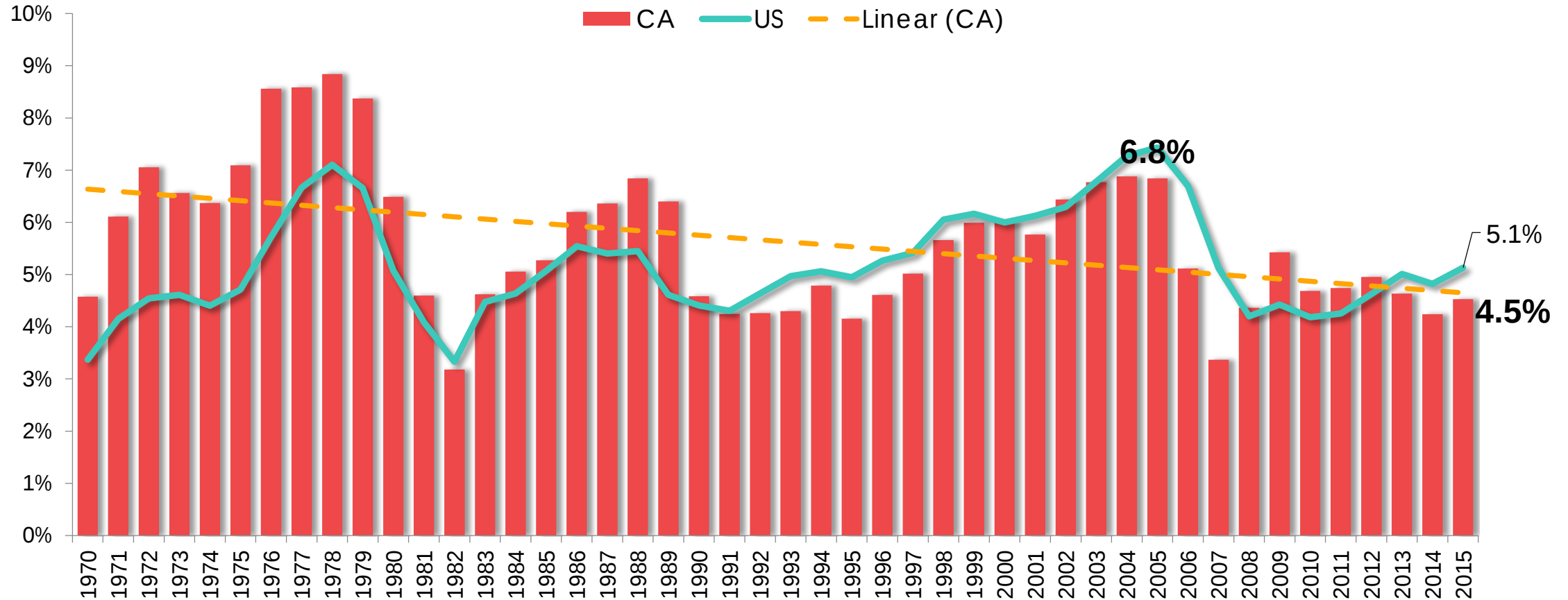
Did you move to the Tri-Valley / Livermore?

Are you planning to leave the Tri-Valley / Livermore?

Livermore isn't a launch pad. . .

it's a **destination.**

Housing Turn-Over Rate – 1970 to 2015



SERIES: Percent of existing single-family homes being sold

SOURCE: California Association of REALTORS, Census Bureau, American Community Survey, Moody's Analytics

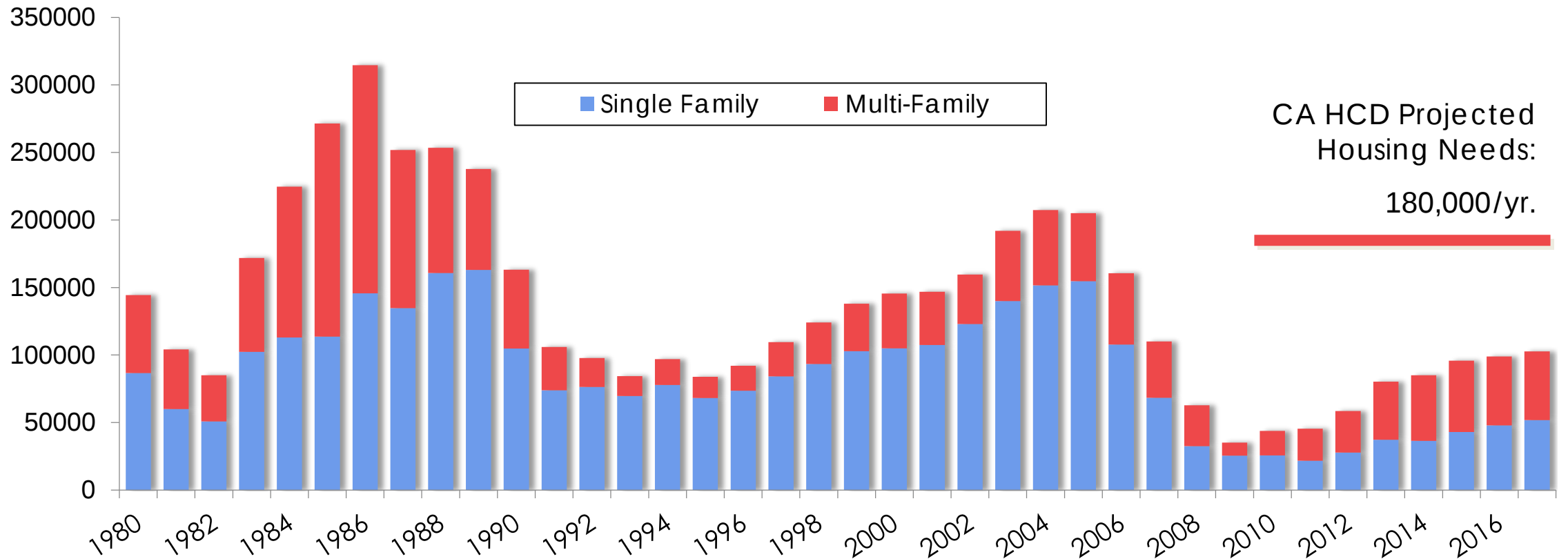
Years Owned Before Selling – 2000 to 2016



Long-Time Homeowners are not moving as in the past because:

- Demographic shift
- Low rate on current mortgage
- Low property taxes
- Capital gains hit
- Where can I afford to go?

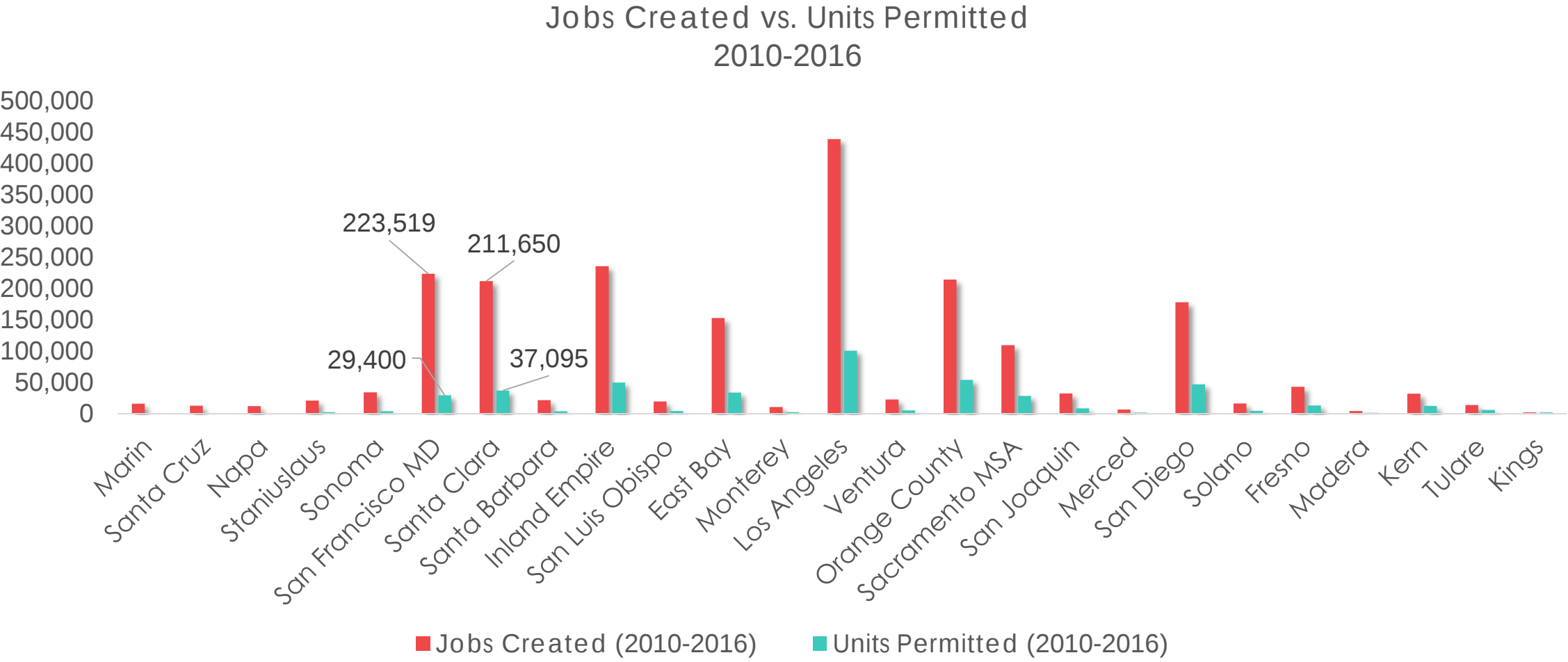
Housing Needs vs. Permits – 1980 to 2017



SERIES: California New Housing Permits

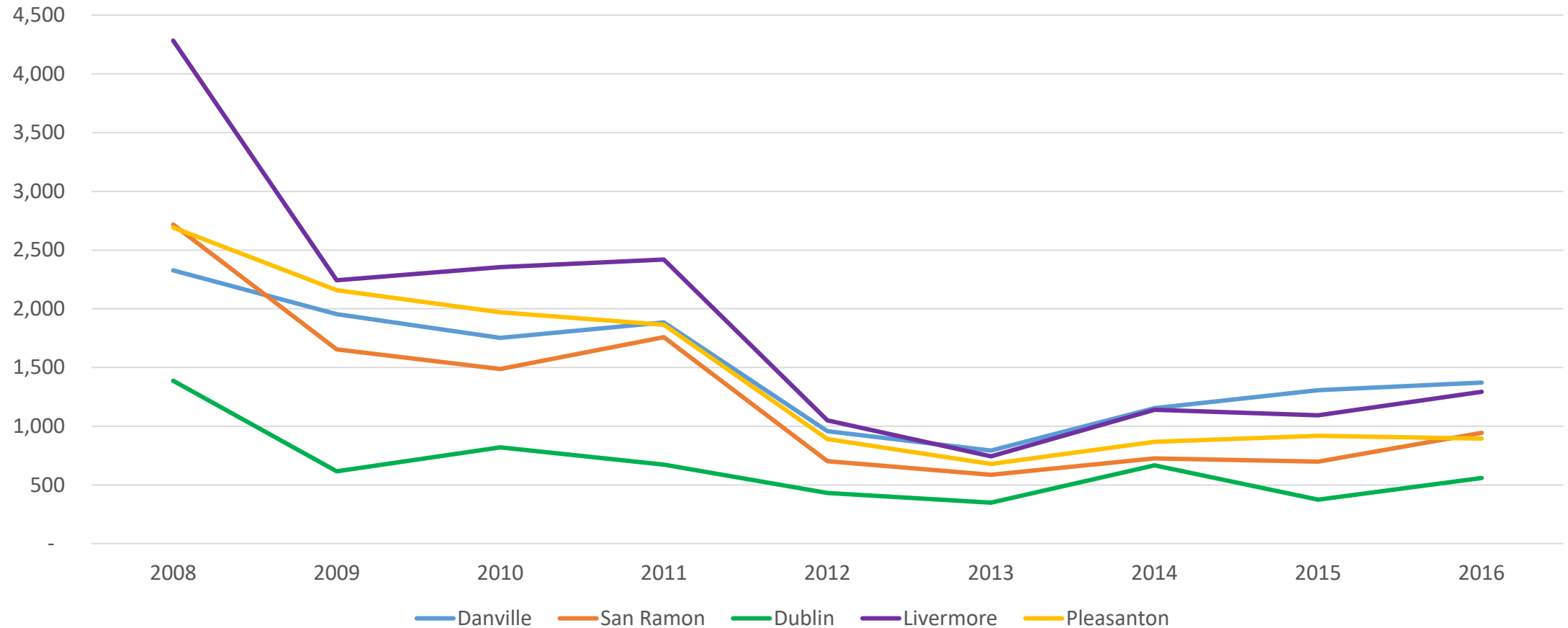
SOURCE: California Association of REALTORS, Construction Industry Research Board

Job Creation vs. Housing Permits – 2010 to 2017

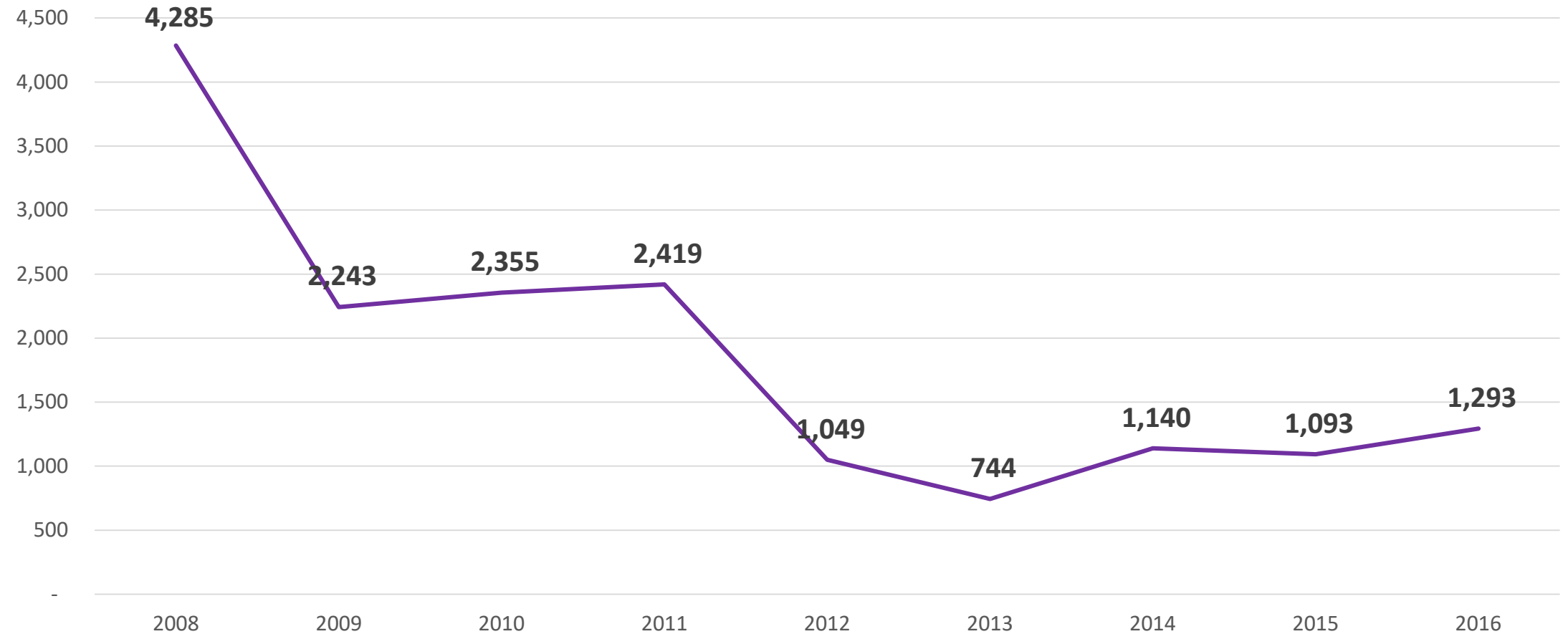


SERIES: Nonfarm Job Growth & Housing Affordability Index (HAI)
SOURCE: California Association of REALTORS, CA EDD, Construction Industry Research Board

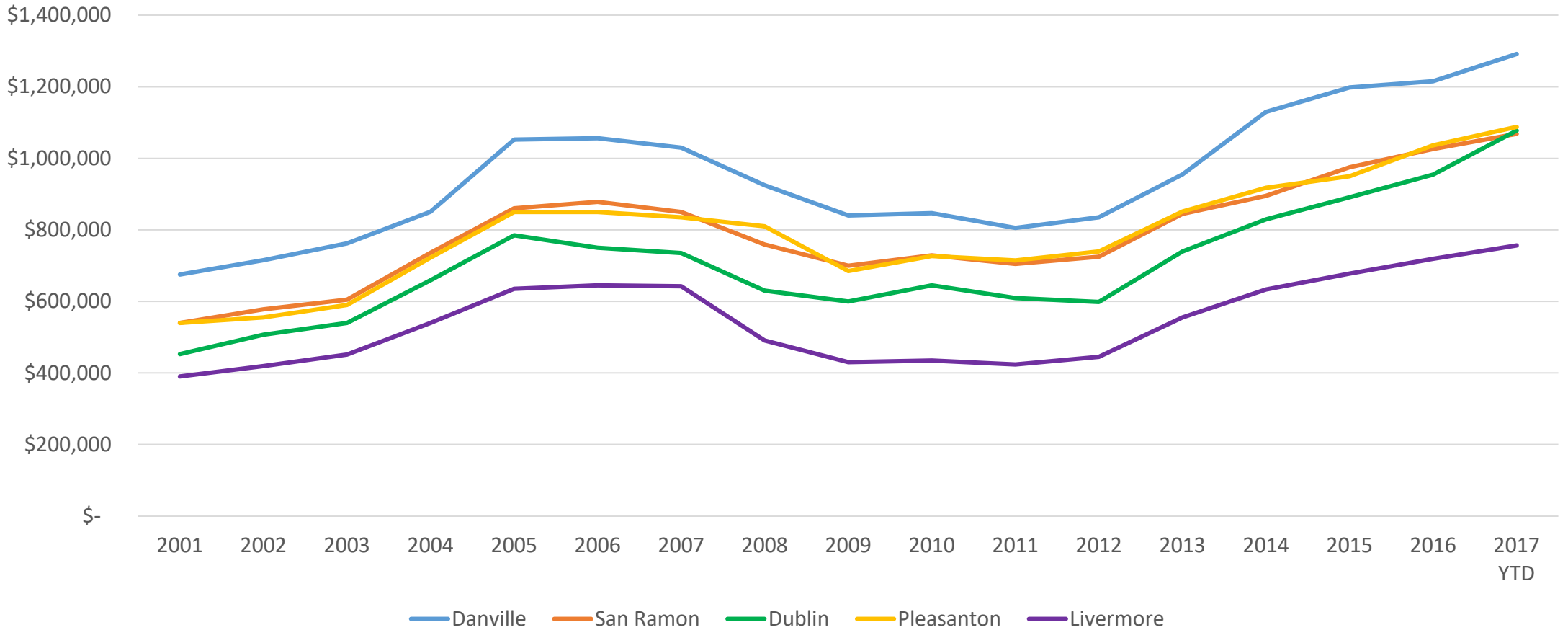
Tri-Valley Inventory – 2008 to 2016



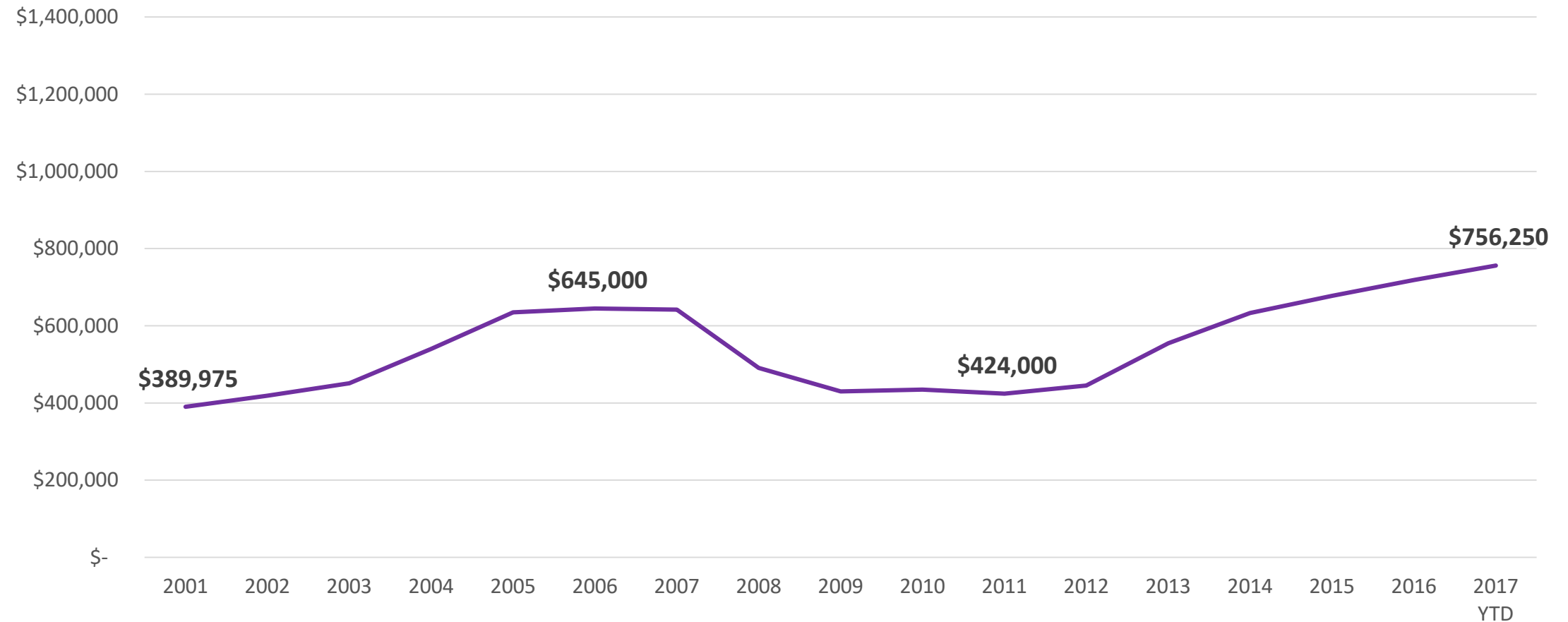
Livermore Inventory – 2008 to 2016



Tri-Valley Median Sales Prices – 2001 to 2017 YTD



Livermore Sales Prices – 2001 to 2017 YTD

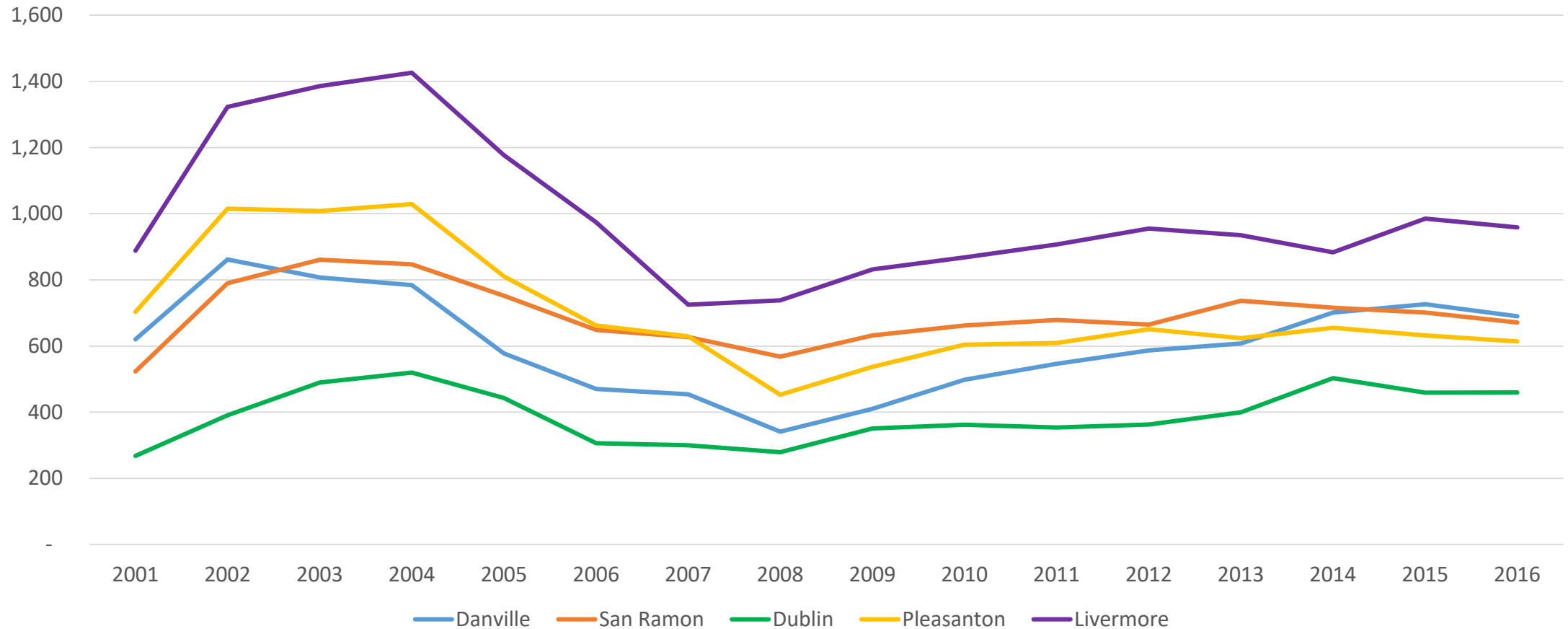


Sales Prices: Livermore vs. East Bay

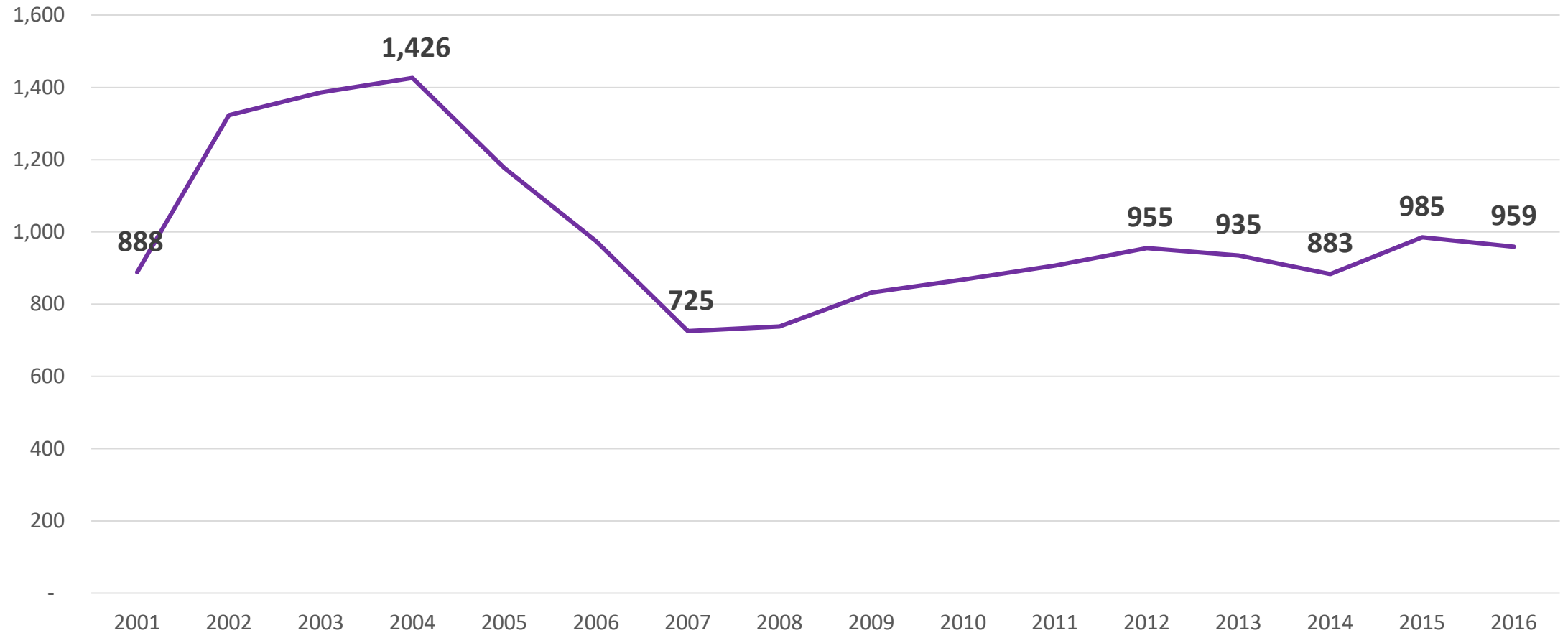
Rank	Community	Median Sales Price
1	Alamo	\$1,652,500
2	Lafayette	\$1,537,250
3	Moraga	\$1,297,250
4	Danville	\$1,291,694
5	Orinda	\$1,278,750
6	Berkeley	\$1,142,500
7	Pleasanton	\$1,087,875
8	Dublin	\$1,077,750
9	San Ramon	\$1,068,713
10	Albany	\$1,050,375
11	Walnut Creek	\$1,040,000
12	Alameda	\$1,017,500
13	Fremont	\$1,013,750
14	El Cerrito	\$875,500
15	Union City	\$822,500
16	Newark	\$807,250
17	Clayton	\$805,750

Rank	Community	Median Sales Price
18	Castro Valley	\$805,500
19	Livermore	\$756,250
20	Pleasant Hill	\$738,000
21	Oakland	\$722,250
22	San Leandro	\$605,000
23	Martinez	\$596,500
24	Hayward	\$596,250
25	Concord	\$572,250
26	Hercules	\$555,500
27	San Lorenzo	\$548,750
28	Pinole	\$526,500
29	Brentwood	\$514,093
30	El Sobrante	\$471,750
31	Pittsburg	\$416,500
32	Antioch	\$405,000
33	Richmond	\$400,750
34	San Pablo	\$382,500

Tri-Valley Sales – 2008 to 2016



Livermore Sales – 2008 to 2016



Livermore is a great place to live.

What does it need to continue being great?

A sustainable Livermore needs. . .

- Economic vitality: *Employees need to work **and** live HERE*
- Take care of who's here and who's coming: *Housing to age in place and for children staying or returning*
- Get comfortable with Smart Growth: *Reinvent moribund shopping centers with in-fill, mixed-use, higher-density housing*

If we agree that's what Livermore needs. . .

. . .we agree that it's OK to build more housing.

Next Steps: Local control AND an open mind

- “Smart” growth means we have to be SMART
- Failing to plan, and act, means planning to fail
- Livermore is changing – and it’s a GOOD thing
- Vision and imagination in Downtown Livermore = dining and entertainment choices
- In-Fill and Reinvention = housing choices

Livermore is a great place to live.

Let's work together to keep it great for everyone.