

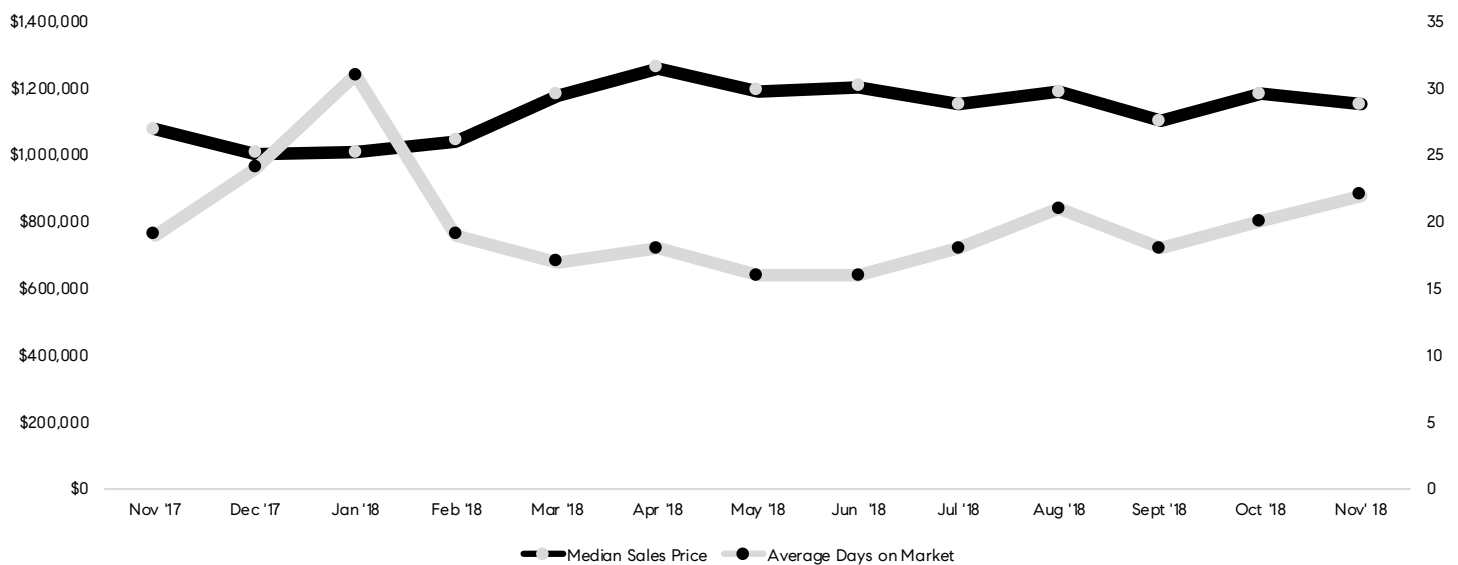
November 2018 Market Report

East Bay > Residences

Year-to-Year Analysis of the Market

| | NOV-'18 | NOV-'17 | % CHANGE |
|-----------------------------------|-------------|-------------|----------------------------|
| Median Sales Price | \$1,150,000 | \$1,076,000 | Up 6.9% |
| Average Days on Market | 22 | 19 | 3 Days Slower |
| Number of Homes for Sale | 438 | 452 | Down 3.1% |
| Percent Under Contract | 42.7% | 51.1% | Down 8.8 Percentage Points |
| Average Sold Price/Original Price | 111.9% | 114.1% | Down 2.2% |
| Average Price per Square Foot | \$628 | \$638 | Down 1.6% |

Median Sales Price and Days on Market Comparison



Source: Terradatum, December 6, 2018.

Defining East Bay: Our real estate markets in the East Bay region include Oakland ZIP codes 94602, 94609, 94610, 94611, 94618, 94619, and 94705; Alameda; Albany; Berkeley; El Cerrito; Kensington; and Piedmont. Sales data includes single-family homes in these communities.