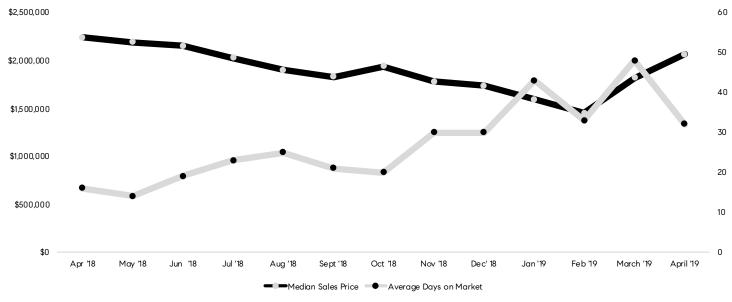
April 2019 Market Report

Mid-Peninsula > Residences

Year-to-Year Analysis of the Market

| | APRIL-'19 | APRIL-'18 | % CHANGE |
|-----------------------------------|-------------|-------------|--------------------------|
| Median Sales Price | \$2,062,500 | \$2,237,500 | Down 7.8% |
| Average Days on Market | 23 | 16 | 7 Days Slower |
| Number of Homes for Sale | 200 | 183 | Up 9.3% |
| Percent Under Contract | 44.5% | 40.4% | Up 4.1 Percentage Points |
| Average Sold Price/Original Price | 98.7% | 106.7% | Down 7.4% |
| Average Price per Square Foot | \$1,062 | \$1,100 | Down 3.5% |

Median Sales Price and Days on Market Comparison



Source: Terradatum, May 6, 2019

Defining the Mid-Peninsula: Our real estate markets in the Mid-Peninsula subregion include the cities of Burlingame (excluding Ingold Millsdale Industrial Center), Hillsborough, and San Mateo (excluding the North Shoreview/Dore Cavanaugh area). Sales data includes all single-family homes in these communities.