

APRIL 2018 MARKET REPORT

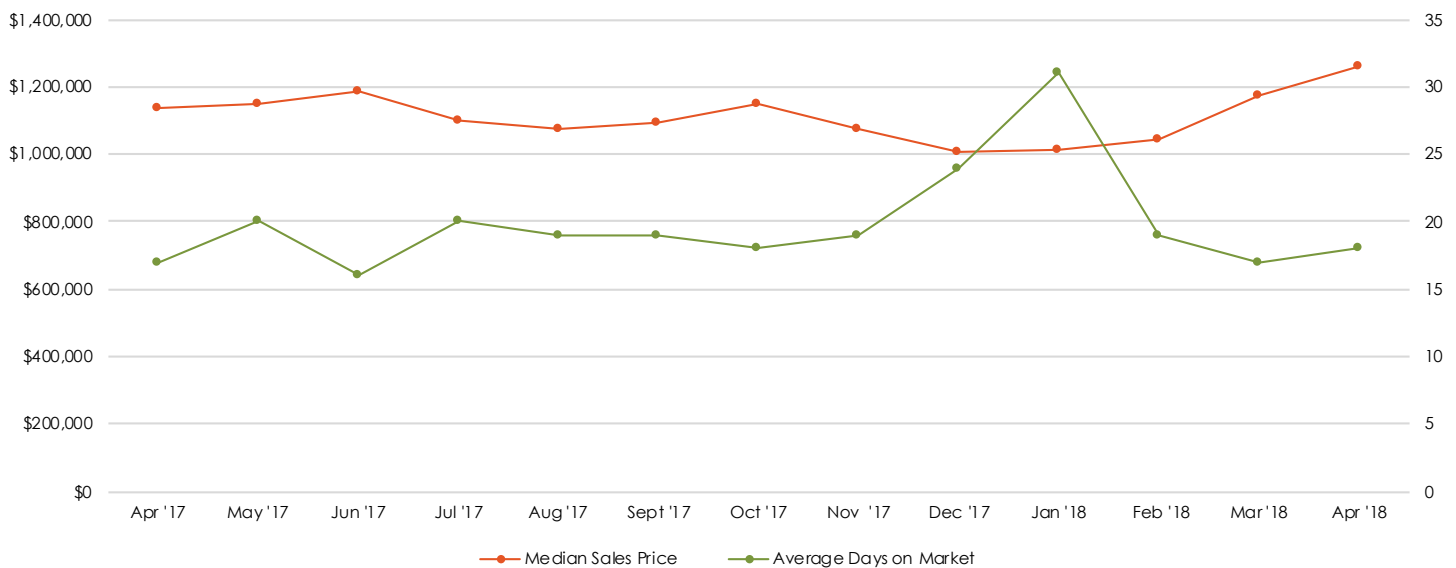
PACIFIC
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EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$1,260,000	\$1,138,000	Up 10.8%
Average Days on Market	18	17	1 Day Slower
Number of Homes for Sale	488	457	Up 6.8%
Percent Under Contract	46.5%	41.6%	Up 4.9 Percentage Points
Average Sold Price/Original Price	117.5%	117.1%	Up 0.4%
Average Price per Square Foot	\$664	\$631	Up 5.2%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, May 4, 2018.

Defining the 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 in the table and chart above includes single-family homes in these communities.