

APRIL 2018 MARKET REPORT

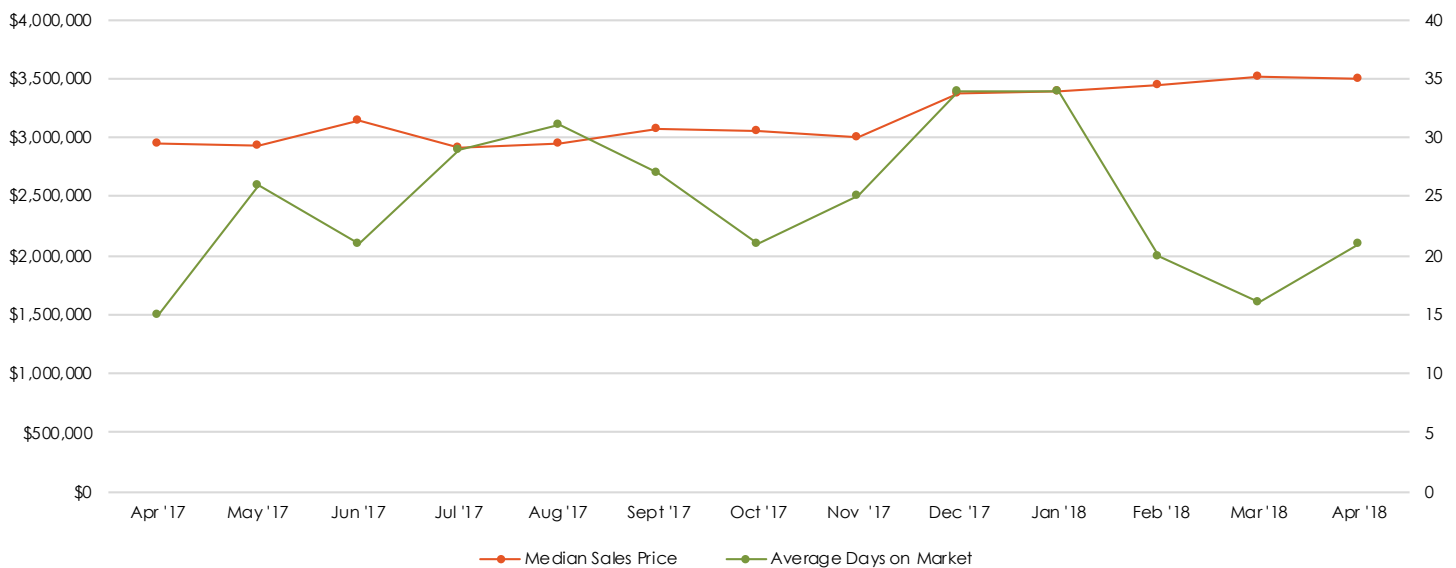
PACIFIC
UNION
INTERNATIONAL

SILICON VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$3,500,000	\$2,952,000	Up 18.5%
Average Days on Market	21	15	6 Days Slower
Number of Homes for Sale	332	367	Down 9.5%
Percent Under Contract	39.5%	39.8%	Down 0.3 Percentage Points
Average Sold Price/Original Price	103.6%	103.2%	Up 0.4%
Average Price per Square Foot	\$1,475	\$1,283	Up 15.0%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, May 4, 2018

Defining Silicon Valley: Our real estate markets in Silicon Valley include the cities and towns of Atherton, Los Altos (excluding county area), Los Altos Hills, Menlo Park (excluding east of U.S. 101), Palo Alto, Portola Valley, and Woodside. Sales data in the table and chart above includes all single-family homes in these communities.