

AUGUST 2018 MARKET REPORT

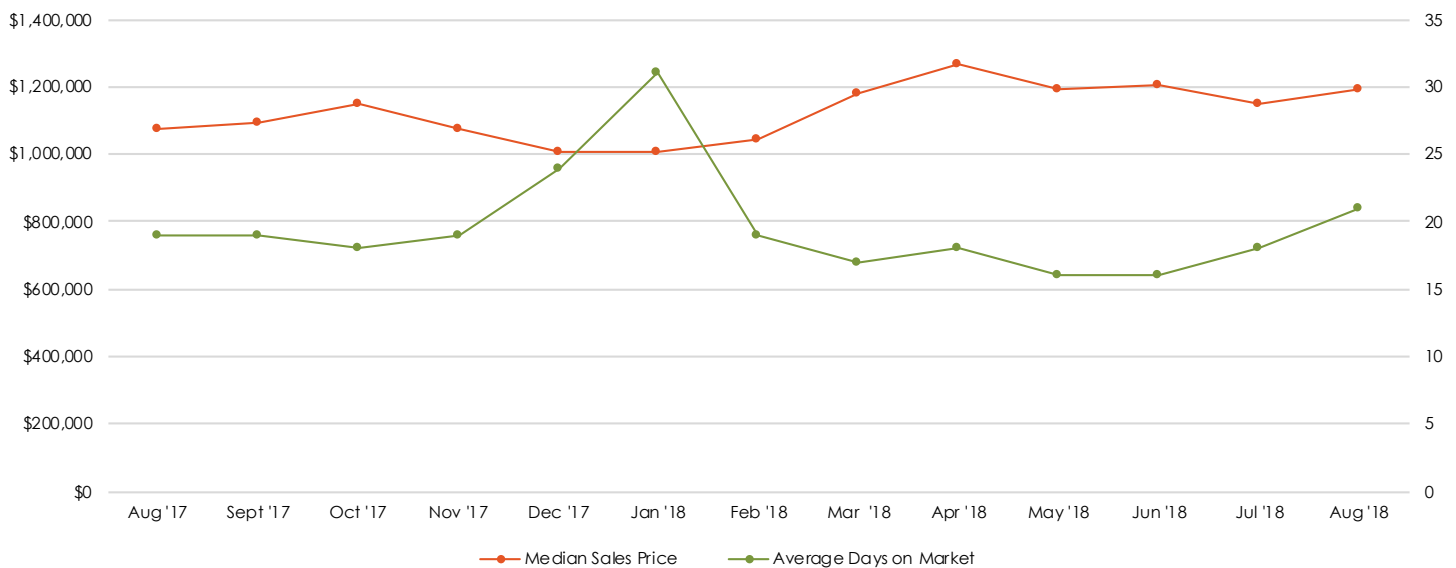
PACIFIC
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EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	AUG-'18	AUG-'17	CHANGE
Median Sales Price	\$1,192,000	\$1,072,500	Up 11.1%
Average Days on Market	21	19	2 Days Slower
Number of Homes for Sale	462	502	Down 8.0%
Percent Under Contract	50.2%	48.2%	Up 2.0 Percentage Points
Average Sold Price/Original Price	113.3%	114.9%	Down 1.6%
Average Price per Square Foot	\$651	\$612	Up 6.4%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, September 7, 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.