

FEBRUARY 2018 MARKET REPORT

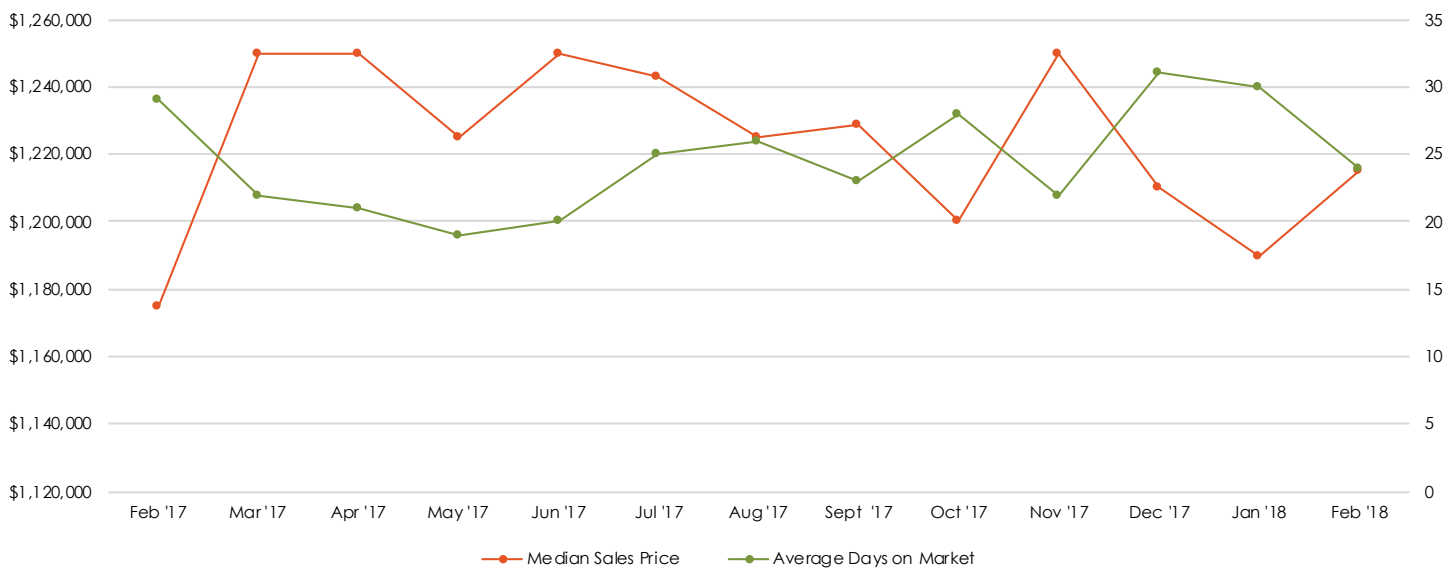
PACIFIC
UNION
INTERNATIONAL

CONTRA COSTA > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	FEB-'18	FEB-'17	CHANGE
Median Sales Price	\$1,215,000	\$1,175,000	Up 3.4%
Average Days on Market	24	29	5 Days Faster
Number of Homes for Sale	601	583	Up 3.1%
Percent Under Contract	39.6%	36.9%	Up 2.7 Percentage Points
Average Sold Price/Original Price	100.0%	99.1%	Up 0.9%
Average Price per Square Foot	\$493	\$522	Up 5.9%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, March 6, 2018

Defining Contra Costa County: Our real estate markets in Contra Costa County include the cities of Alamo, Blackhawk, Danville, Diablo, Lafayette, Moraga, Orinda, Pleasant Hill, San Ramon, and Walnut Creek. Sales data in the table and chart above includes single-family homes in these communities.