

FEBRUARY 2018 MARKET REPORT

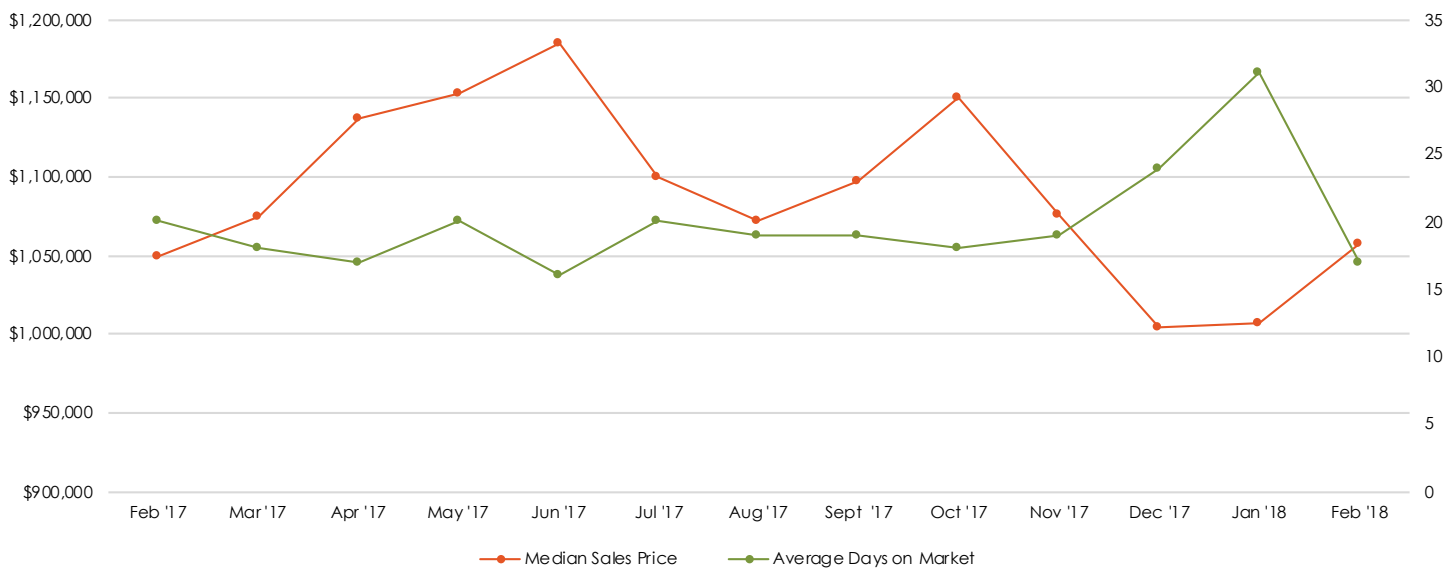
**PACIFIC
UNION**
INTERNATIONAL

EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	FEB-'18	FEB-'17	CHANGE
Median Sales Price	\$1,057,500	\$1,050,000	Up 0.7%
Average Days on Market	17	20	3 Days Faster
Number of Homes for Sale	345	359	Down 3.9%
Percent Under Contract	46.4%	44.8%	Up 1.6 Percentage Points
Average Sold Price/Original Price	116.6%	112.4%	Up 4.2%
Average Price per Square Foot	\$645	\$631	Up 2.2%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, March 6, 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.