

JANUARY 2018 MARKET REPORT

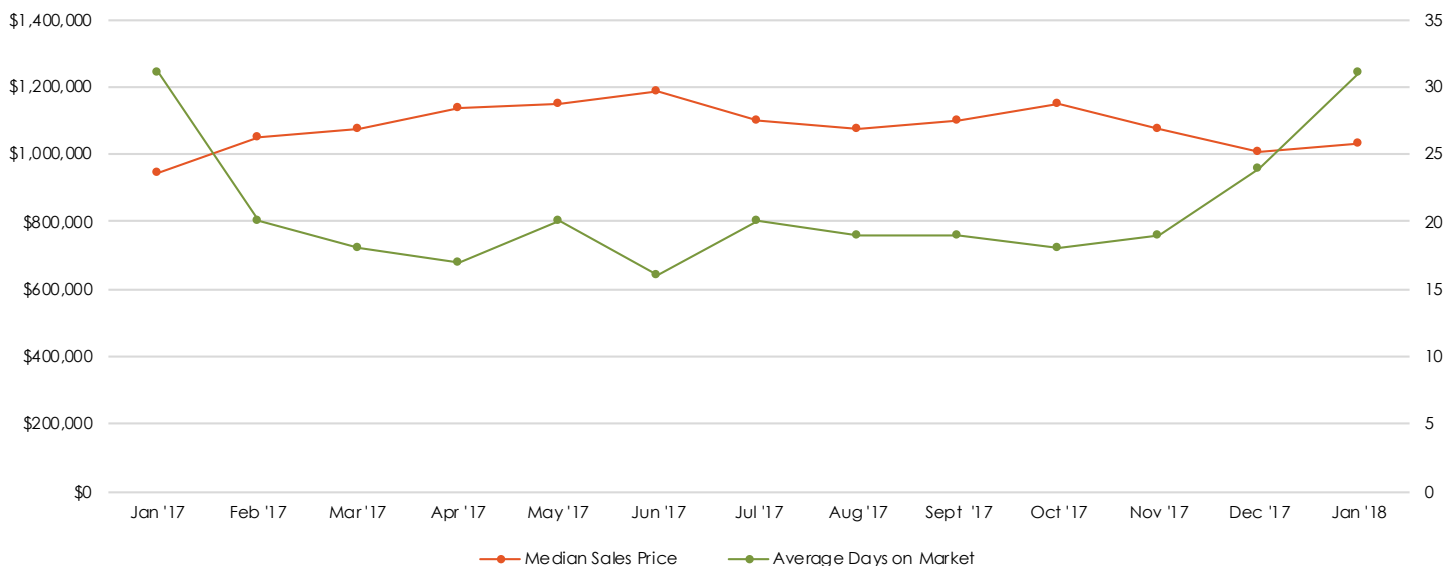
PACIFIC
UNION
INTERNATIONAL

EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$1,030,000	\$943,000	Up 9.2%
Average Days on Market	31	31	Unchanged
Number of Homes For Sale	228	289	Down 21.1%
Percent Under Contract	36.4%	31.1%	Up 5.3 Percentage Points
Average Sold Price/Original Price	107.7%	106.9%	Up 0.8%
Average Price Per Square Foot	\$615	\$566	Up 8.7%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 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.