

# JANUARY 2018 MARKET REPORT

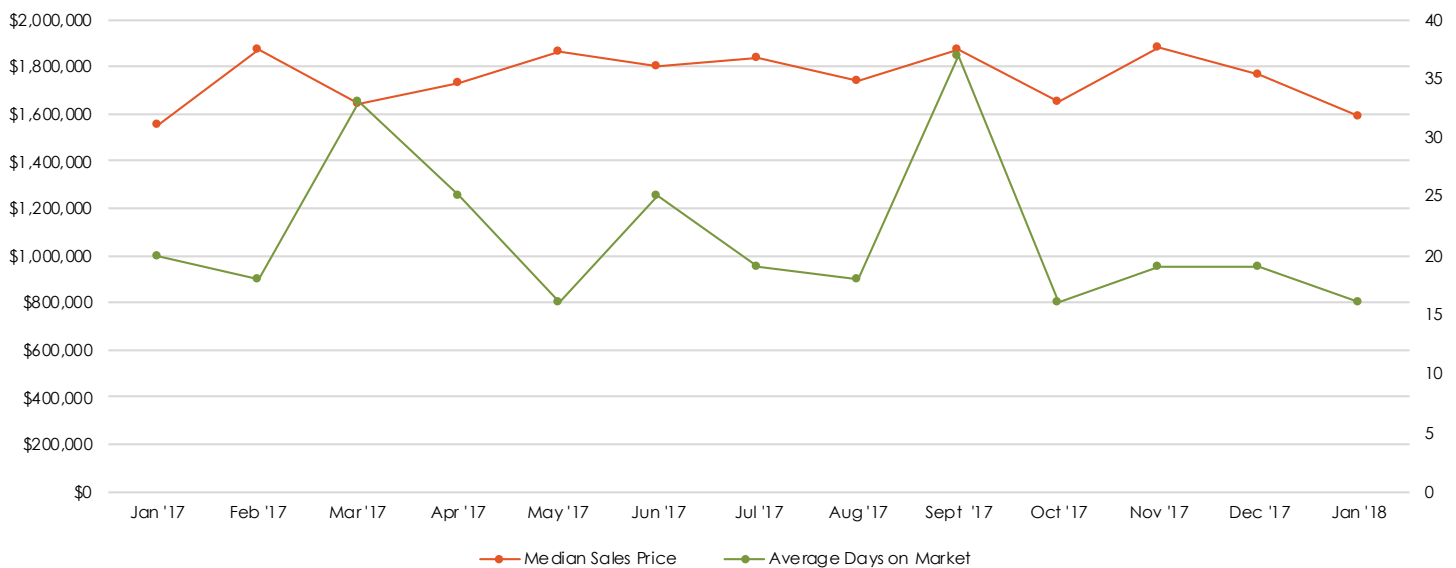
**PACIFIC  
UNION**  
INTERNATIONAL

MID-PENINSULA > RESIDENCES

## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$1,590,000	\$1,550,000	Up 2.6%
Average Days on Market	16	20	4 Days Faster
Number of Homes For Sale	98	91	Up 7.7%
Percent Under Contract	42.4%	36.3%	Up 6.1 Percentage Points
Average Sold Price/List Price	108.9%	99.2%	Up 9.7%
Average Price Per Square Foot	\$1,166	\$905	Up 28.8%

## MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 6, 2018

**Defining the Mid-Peninsula:** Our real estate markets in the Mid-Peninsula subregion include the cities of Burlingame (excluding Ingold Millsdale Industrial Center), Hillsborough, and San Mateo (excluding the North Shoreview/Dore Cavanaugh area). Sales data in the table and chart above includes all single-family homes in these communities.