

JANUARY 2018 MARKET REPORT

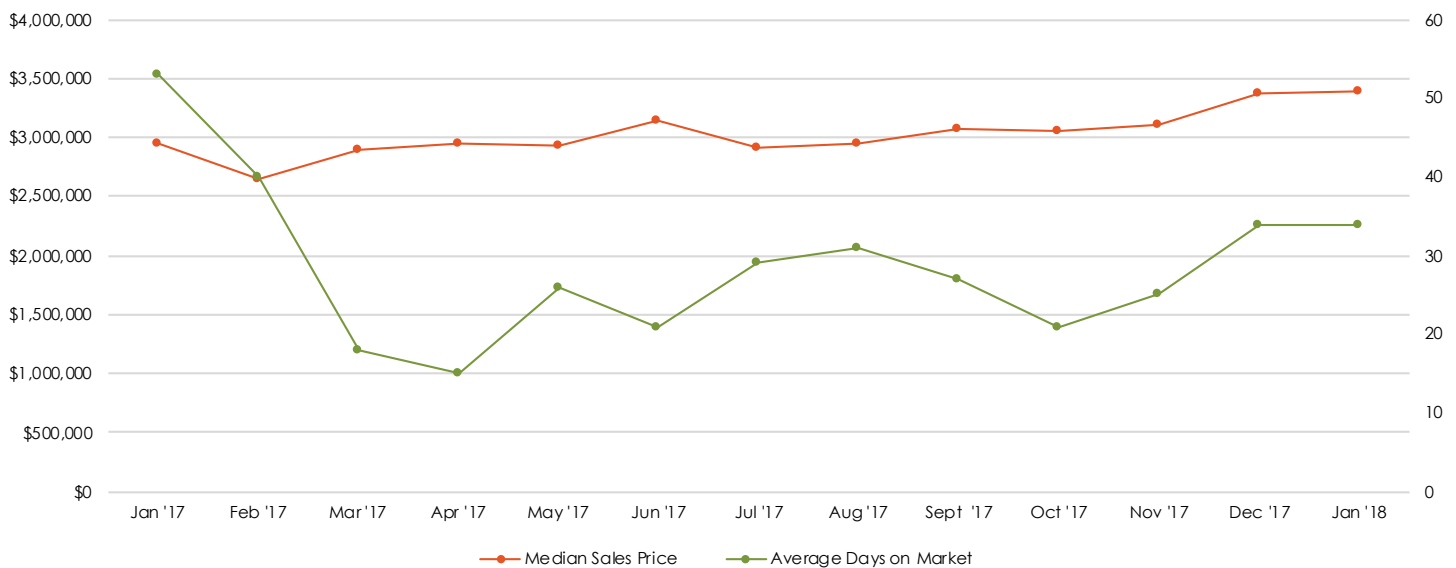
**PACIFIC
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SILICON VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$3,400,000	\$2,950,000	Up 15.3%
Average Days on Market	34	53	19 Days Faster
Number of Homes For Sale	163	176	Down 7.4%
Percent Under Contract	38.7%	28.4%	Up 10.3 Percentage Points
Average Sold Price/Original Price	100.1%	94.6%	Up 5.5%
Average Price Per Square Foot	\$1,377	\$1,183	Up 16.4%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 6, 2018

Defining Silicon Valley: Our real estate markets in Silicon Valley include the cities and towns of Atherton, Los Altos (excluding county area), Los Altos Hills, Menlo Park (excluding east of U.S. 101), Palo Alto, Portola Valley, and Woodside. Sales data in the table and chart above includes all single-family homes in these communities.