

JULY 2018 MARKET REPORT

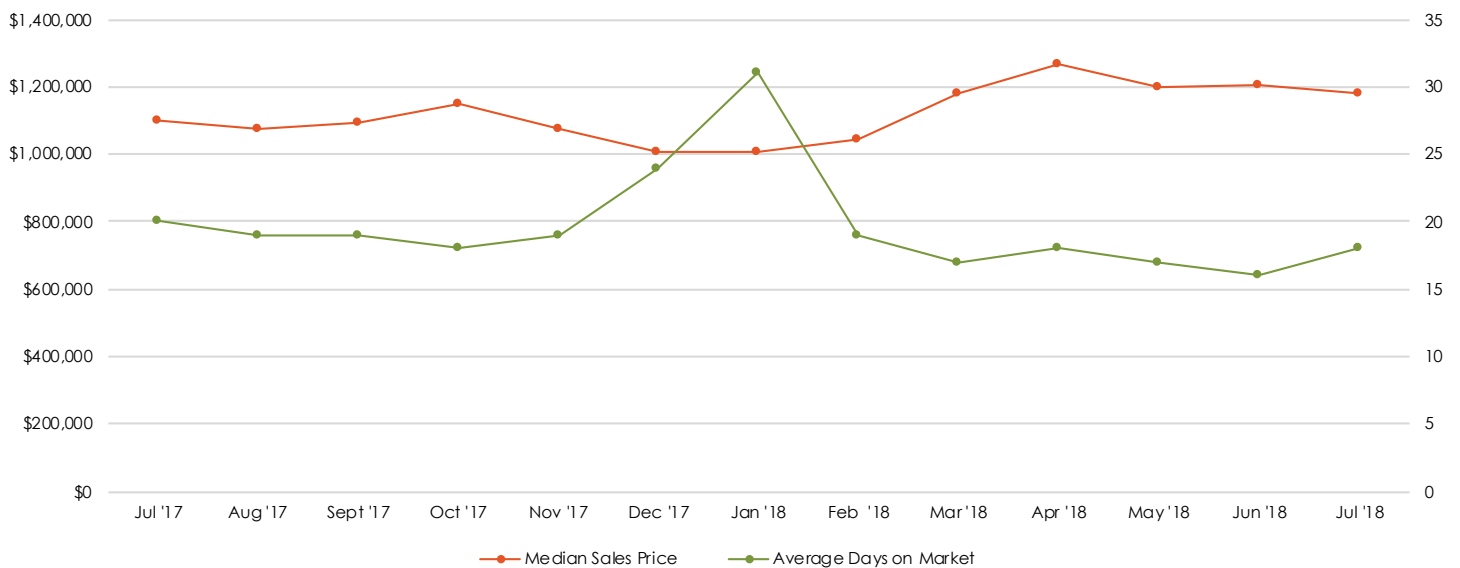
**PACIFIC
UNION**
INTERNATIONAL

EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$1,179,500	\$1,100,000	Up 7.2%
Average Days on Market	18	20	2 Days Faster
Number of Homes for Sale	465	503	Down 7.6%
Percent Under Contract	47.5%	40.0%	Up 7.0 Percentage Points
Average Sold Price/Original Price	115.1%	113.5%	Up 1.6%
Average Price per Square Foot	\$620	\$668	Up 7.7%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, June 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.