

JULY 2018 MARKET REPORT

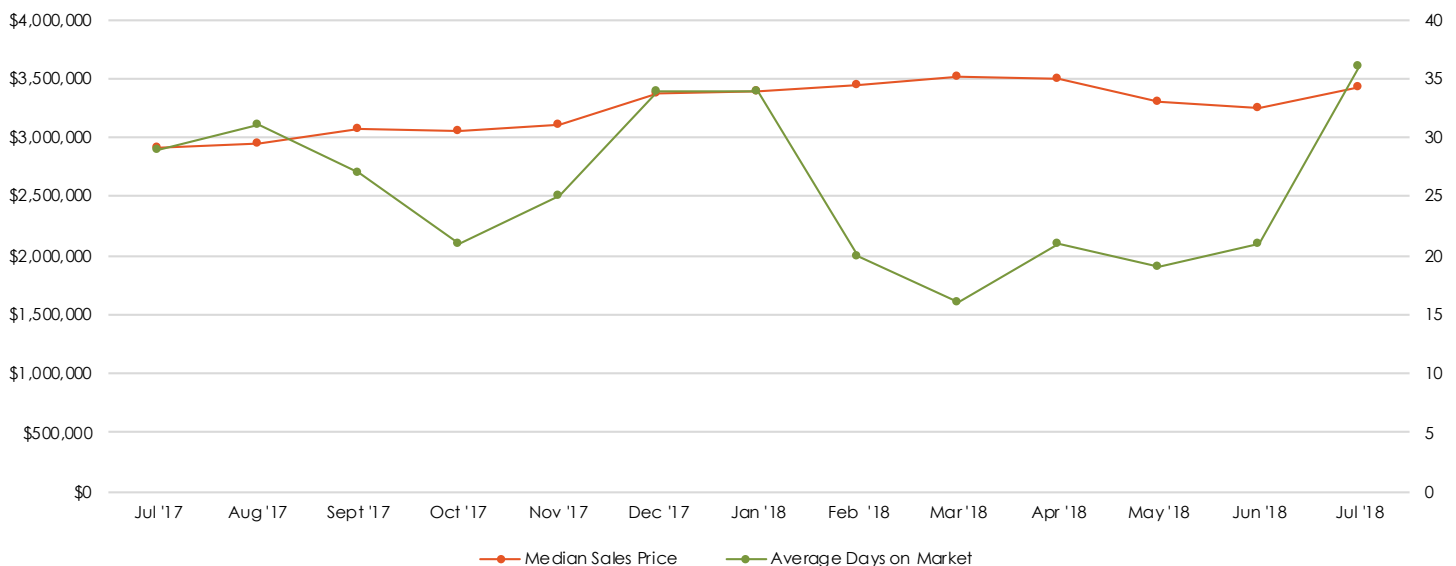
**PACIFIC
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SILICON VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$3,425,000	\$2,905,000	Up 17.9%
Average Days on Market	36	29	7 Days Slower
Number of Homes for Sale	277	299	Down 7.4%
Percent Under Contract	29.4%	27.1%	Up 2.3 Percentage Points
Average Sold Price/Original Price	98.5%	99.6%	Down 1.1%
Average Price per Square Foot	\$1,381	\$1,279	Up 8.0%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, August 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.