

MAY 2018 MARKET REPORT

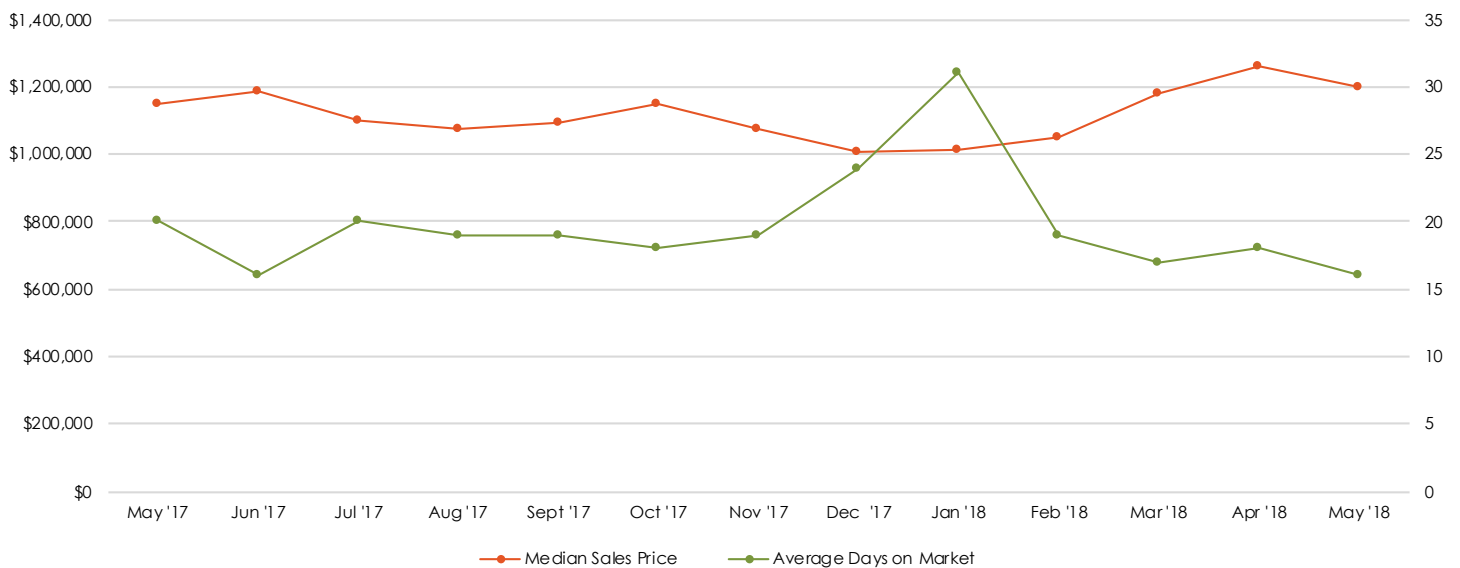
**PACIFIC
UNION**
INTERNATIONAL

EAST BAY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	MAY-'18	MAY-'17	CHANGE
Median Sales Price	\$1,200,000	\$1,152,500	Up 4.1%
Average Days on Market	16	20	4 Days Faster
Number of Homes for Sale	609	569	Up 7.0%
Percent Under Contract	53.7%	53.6%	Up 0.1 Percentage Points
Average Sold Price/Original Price	119.0%	117.1%	Up 1.9%
Average Price per Square Foot	\$683	\$644	Up 6.1%

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.