

Appreciation in the Bay Area



Averaged

8%

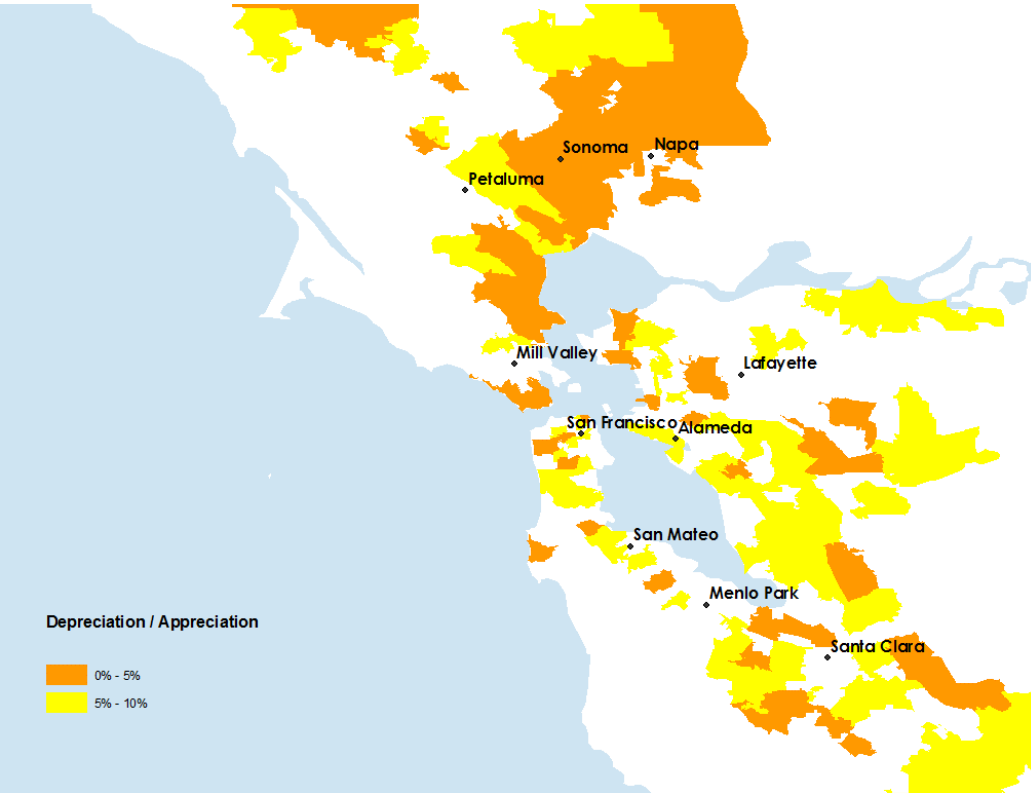
Year-to-Date
2017 vs. 2016

Where Appreciation Rates Declined - Six ZIP codes in SF, four in San Mateo, five in Santa Clara, and four in Contra Costa



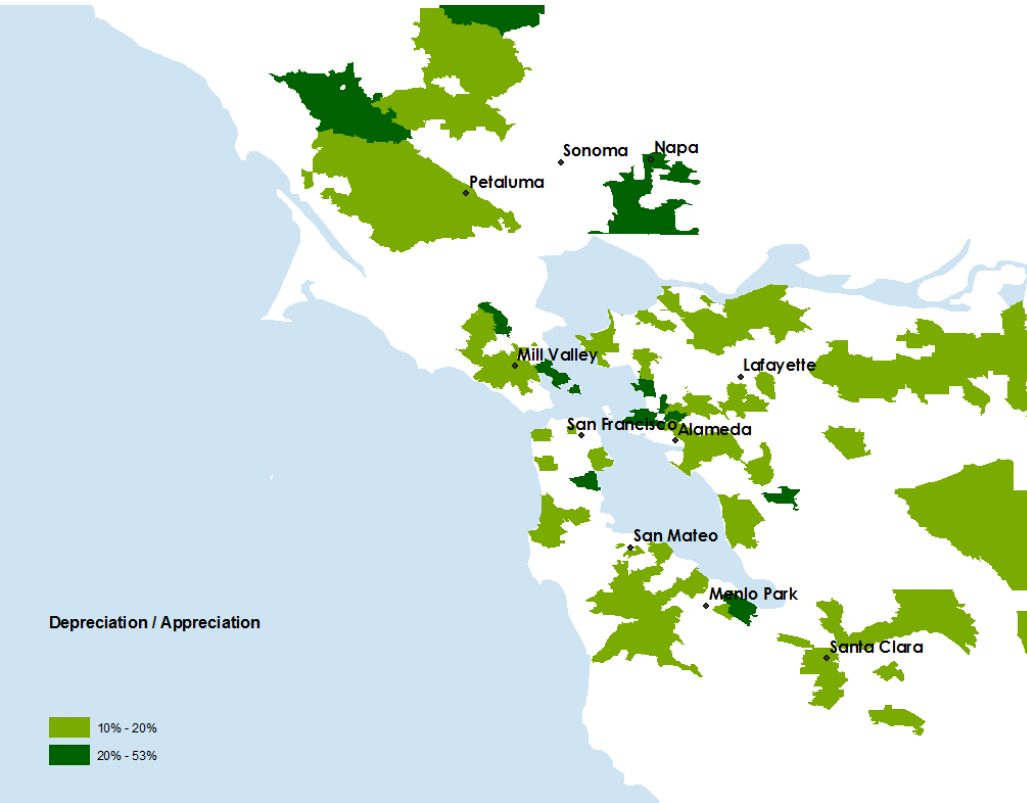
| Zip | Median2017 | Depreciation | City |
|---------|-------------|--------------|---------------|
| 94123 | \$1,444,500 | -35.08% | SAN FRANCISCO |
| 95030 | \$2,247,000 | -15.29% | LOS GATOS |
| 94040 | \$1,475,000 | -13.99% | MOUNTAIN VIEW |
| 94107 | \$983,500 | -12.89% | SAN FRANCISCO |
| 94065 | \$1,055,000 | -12.45% | REDWOOD CITY |
| 94131 | \$1,300,000 | -10.96% | SAN FRANCISCO |
| 94102 | \$867,500 | -6.72% | SAN FRANCISCO |
| 94507 | \$1,630,000 | -6.05% | ALAMO |
| 94110 | \$1,217,500 | -5.84% | SAN FRANCISCO |
| 94105 | \$1,097,500 | -5.18% | SAN FRANCISCO |
| 94019 | \$894,000 | -4.64% | HALF MOON BAY |
| 95138 | \$999,950 | -2.92% | SAN JOSE |
| 94547 | \$430,000 | -2.71% | HERCULES |
| 95120 | \$1,387,500 | -2.63% | SAN JOSE |
| 94596 | \$736,250 | -2.09% | WALNUT CREEK |
| 94025 | \$2,080,000 | -1.89% | MENLO PARK |
| 94401 | \$835,000 | -1.88% | SAN MATEO |
| 94588 | \$867,000 | -1.59% | PLEASANTON |
| 95126 | \$763,000 | -1.17% | SAN JOSE |
| 94596 | \$736,250 | -2.09% | WALNUT CREEK |
| Average | \$1,152,323 | -9% | |

Where Appreciation Remained Normal



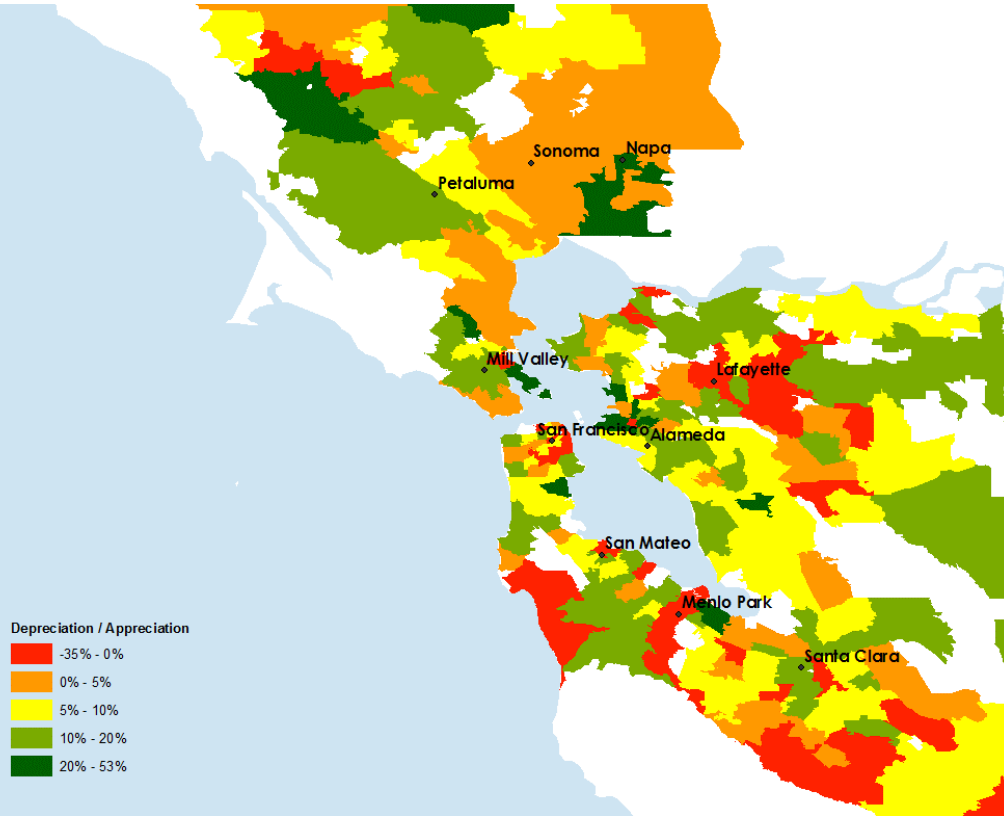
| Zip | Median2017 | Appreciation | City |
|----------------|------------------|--------------|-------------|
| 94583 | \$867,500 | 1.46% | SAN RAMON |
| 95476 | \$655,000 | 1.55% | SONOMA |
| 94568 | \$796,500 | 2.33% | DUBLIN |
| 95020 | \$670,000 | 3.08% | GILROY |
| 94804 | \$388,000 | 3.19% | RICHMOND |
| 94539 | \$1,284,444 | 3.58% | FREMONT |
| 94558 | \$644,000 | 3.95% | NAPA |
| 94565 | \$412,500 | 5.77% | PITTSBURG |
| 95124 | \$1,140,000 | 6.39% | SAN JOSE |
| 95037 | \$820,000 | 6.49% | MORGAN HILL |
| 94536 | \$842,000 | 6.59% | FREMONT |
| 94587 | \$710,000 | 7.25% | UNION CITY |
| 94560 | \$720,000 | 7.46% | NEWARK |
| 94551 | \$670,000 | 7.50% | LIVERMORE |
| 95125 | \$1,150,000 | 7.63% | SAN JOSE |
| 94538 | \$798,500 | 8.64% | FREMONT |
| 94541 | \$555,000 | 8.82% | HAYWARD |
| 94509 | \$355,000 | 9.23% | ANTIOCH |
| 94561 | \$432,500 | 9.49% | OAKLEY |
| 94544 | \$570,000 | 9.83% | HAYWARD |
| 94566 | \$1,132,500 | 9.84% | PLEASANTON |
| Average | \$998,843 | 5.55% | |

Double-Digit Appreciation Rates: Nine ZIP codes in Alameda; two in Marin, Napa, SF, SV; and one in Contra Costa and Sonoma



| zip | Median2017 | Appreciation | City |
|----------------|------------------|--------------|-------------------|
| 94960 | \$1,310,000 | 31.26% | SAN ANSELMO |
| 94920 | \$2,892,500 | 29.27% | BELVEDERE TIBURON |
| 94559 | \$675,000 | 27.60% | NAPA |
| 94610 | \$901,250 | 24.91% | OAKLAND |
| 94609 | \$885,000 | 24.65% | OAKLAND |
| 95472 | \$840,000 | 24.44% | SEBASTOPOL |
| 94503 | \$522,500 | 24.40% | AMERICAN CANYON |
| 94607 | \$670,000 | 21.82% | OAKLAND |
| 94542 | \$793,303 | 21.11% | HAYWARD |
| 94303 | \$932,944 | 20.38% | PALO ALTO |
| 94124 | \$800,000 | 19.40% | SAN FRANCISCO |
| 94605 | \$572,500 | 19.27% | OAKLAND |
| 95123 | \$795,000 | 19.10% | SAN JOSE |
| 94611 | \$1,200,000 | 18.87% | OAKLAND |
| 94595 | \$475,000 | 18.75% | WALNUT CREEK |
| 94706 | \$861,000 | 18.68% | ALBANY |
| 94062 | \$1,895,000 | 18.44% | REDWOOD CITY |
| 94601 | \$505,000 | 17.44% | OAKLAND |
| 94115 | \$1,500,000 | 17.42% | SAN FRANCISCO |
| 94621 | \$360,000 | 17.26% | OAKLAND |
| Average | \$969,300 | 22% | |

Bay Area Price Changes Varied Considerably



- ZIP code analysis illustrates price changes for YTD 2017 vs. 2016 ranged from a decline of 35 percent to an increase of 53 percent
- Changes in price driven by affordability:
 - Higher appreciation in affordable areas, such as West Oakland
 - Depreciation in less affordable areas, such as SOMA, Menlo Park
- Price changes also a factor of accessibility to jobs:
 - Areas closer to job centers appreciating, such as Oakland and Marin County
 - Areas further the job centers depreciating, such as Contra Costa County