

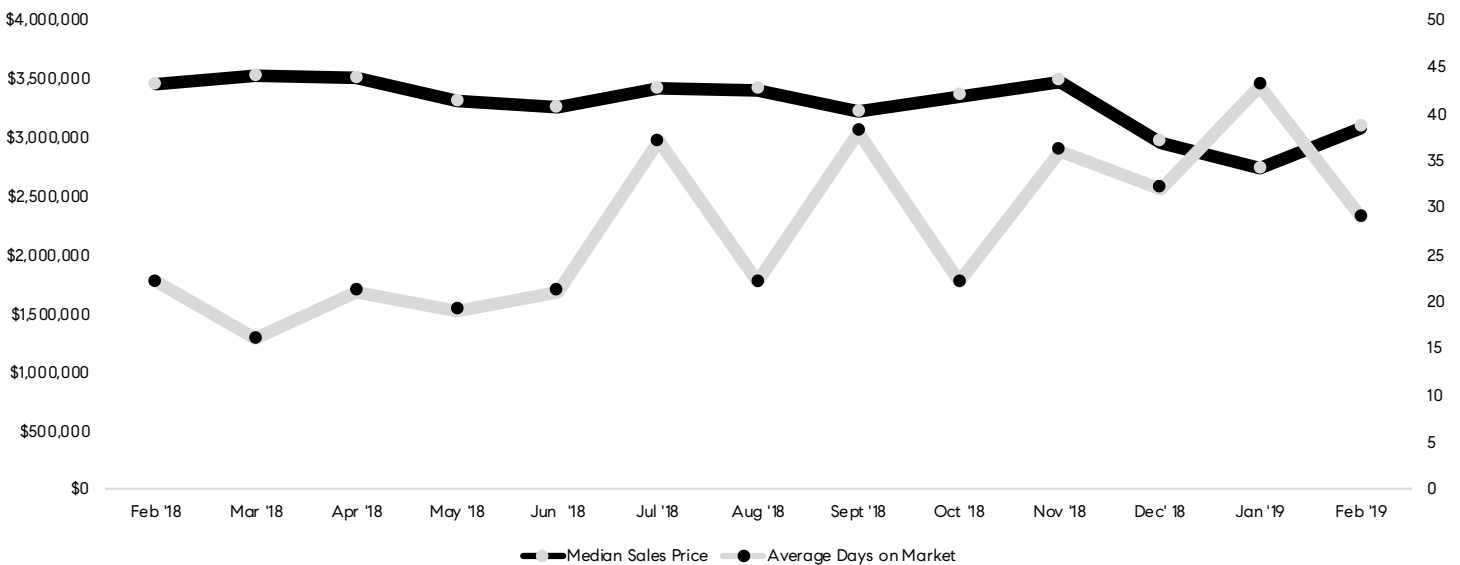
February 2019 Market Report

Silicon Valley > Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$3,075,000	\$3,450,000	Down 10.9%
Average Days on Market	29	22	7 Days Slower
Number of Homes for Sale	289	221	Up 30.8%
Percent Under Contract	31.1%	39.8%	Down 8.7 Percentage Points
Average Sold Price/Original Price	99.0%	108.2%	Down 8.5%
Average Price per Square Foot	\$1,413	\$1,375	Up 2.8%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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 includes all single-family homes in these communities.