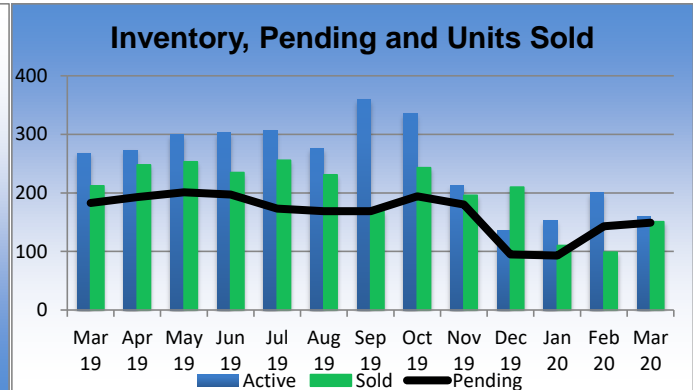
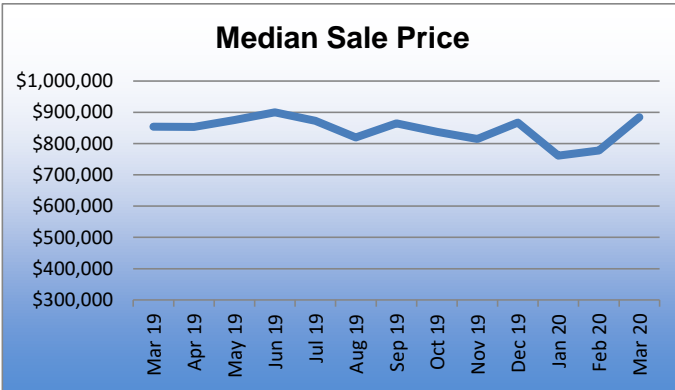


Market Activity Summary:

- Inventory: 159 units were listed for sale as of the last day of March - approximately 1 month of inventory.
- Sales Activity: 151 single-family detached units were sold during March.
- Median Sales Price: \$884,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 22 days.
- Average sales price was 111.98% of the average list price during March.



Monthly Market Activity

| | Active | Pending | Sold | Months Supply | Avg List Price | Median Sale Price | Avg Sale Price | Average DOM | Avg \$ Sqft Listed | Avg \$ Sqft Sold | Sale Price/ List Price |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| Mar 19 | 268 | 183 | 212 | 1.6 | \$950,797 | \$854,000 | \$1,056,413 | 25 | \$523 | \$583 | 111.11% |
| Apr 19 | 273 | 193 | 248 | 1.7 | \$941,331 | \$853,500 | \$1,055,742 | 25 | \$537 | \$610 | 112.15% |
| May 19 | 300 | 201 | 253 | 1.6 | \$907,683 | \$875,000 | \$1,050,685 | 21 | \$535 | \$619 | 115.75% |
| Jun 19 | 303 | 197 | 235 | 1.6 | \$961,306 | \$900,000 | \$1,093,426 | 22 | \$536 | \$612 | 113.74% |
| Jul 19 | 306 | 173 | 256 | 1.6 | \$898,714 | \$872,500 | \$1,031,581 | 20 | \$536 | \$617 | 114.78% |
| Aug 19 | 276 | 169 | 231 | 1.5 | \$848,818 | \$820,000 | \$957,970 | 27 | \$524 | \$594 | 112.86% |
| Sep 19 | 360 | 169 | 169 | 2.0 | \$899,647 | \$865,000 | \$1,014,464 | 21 | \$538 | \$603 | 112.76% |
| Oct 19 | 336 | 194 | 243 | 1.9 | \$882,775 | \$838,000 | \$990,054 | 28 | \$545 | \$610 | 112.15% |
| Nov 19 | 212 | 180 | 196 | 1.2 | \$911,056 | \$815,000 | \$1,003,476 | 30 | \$539 | \$598 | 110.14% |
| Dec 19 | 136 | 95 | 210 | 0.9 | \$892,644 | \$867,500 | \$976,698 | 31 | \$537 | \$585 | 109.42% |
| Jan 20 | 153 | 93 | 110 | 1.1 | \$805,240 | \$761,500 | \$863,401 | 44 | \$494 | \$529 | 107.22% |
| Feb 20 | 200 | 143 | 99 | 1.6 | \$882,758 | \$778,000 | \$973,936 | 30 | \$546 | \$600 | 110.33% |
| Mar 20 | 159 | 149 | 151 | 1.3 | \$1,070,914 | \$884,000 | \$1,199,233 | 22 | \$3,482 | \$3,719 | 111.98% |

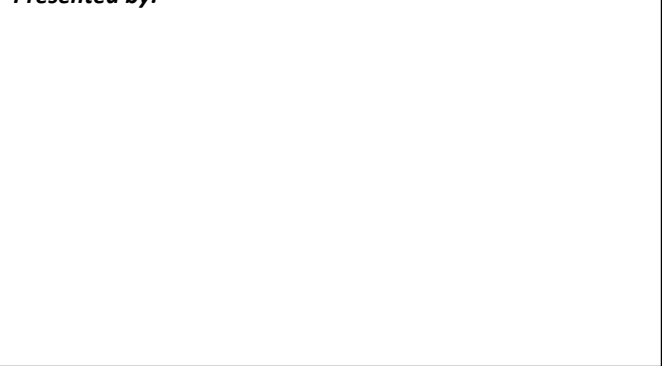
Market Trends

| Month to Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
|----------------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Mar 20 | 151 | -28.77% | \$1,070,914 | 12.63% | \$884,000 | 3.51% | \$1,199,233 | 13.52% | 22 | -13.69% | 111.98% |
| Mar 19 | 212 | -4.50% | \$950,797 | 21.12% | \$854,000 | 11.91% | \$1,056,413 | 15.96% | 25 | 11.45% | 111.11% |
| Mar 18 | 222 | 5.71% | \$785,034 | -1.46% | \$763,100 | 5.26% | \$910,992 | 1.26% | 23 | -25.61% | 116.04% |

Sales Activity & Price Trends

| Price Range | 2020 YTD units sold | 2019 YTD units sold | 2018 YTD units sold | 2017 YTD units sold | 2016 YTD units sold |
|----------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <\$500K | 52 | 104 | 142 | 157 | 210 |
| \$500-\$599K | 56 | 65 | 57 | 47 | 47 |
| \$600-\$699K | 44 | 42 | 47 | 47 | 47 |
| \$700-\$799K | 34 | 43 | 42 | 49 | 38 |
| \$800-\$899K | 39 | 47 | 39 | 24 | 25 |
| \$900-\$999K | 23 | 29 | 27 | 29 | 25 |
| \$1-\$1.299m | 50 | 64 | 61 | 46 | 40 |
| \$1.3-\$1.699m | 40 | 38 | 39 | 39 | 23 |
| \$1.7-\$1.999m | 15 | 14 | 15 | 19 | 11 |
| \$2-\$2.999m | 19 | 24 | 14 | 12 | 7 |
| >\$3m | 10 | 8 | 4 | 3 | 3 |
| Totals: | 382 | 478 | 487 | 472 | 476 |

Presented by:



Includes the areas of Oakland, Emeryville, Piedmont

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