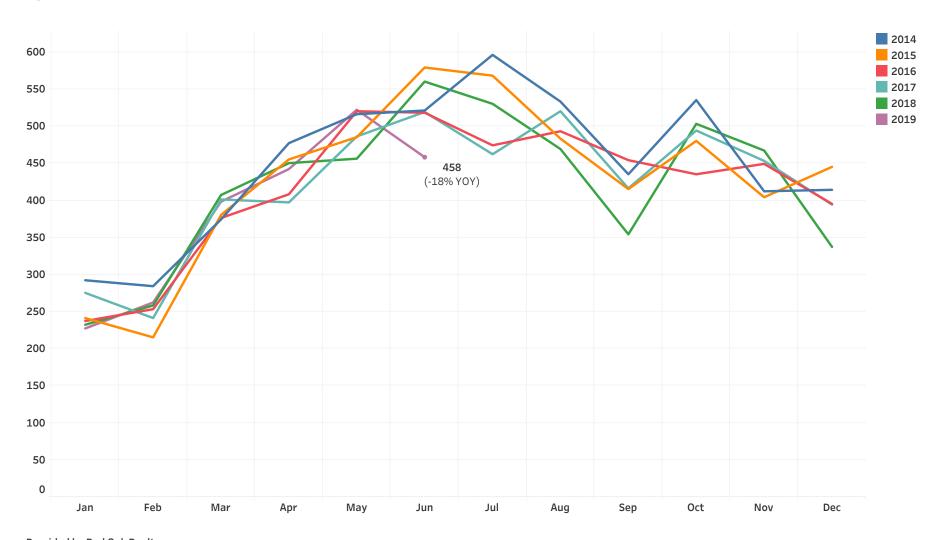
EAST BAY REAL ESTATE MARKET UPDATE Q2 2019



6450 Moraga Ave., Piedmont 1891 Solano Ave., Berkeley redoakrealty.com

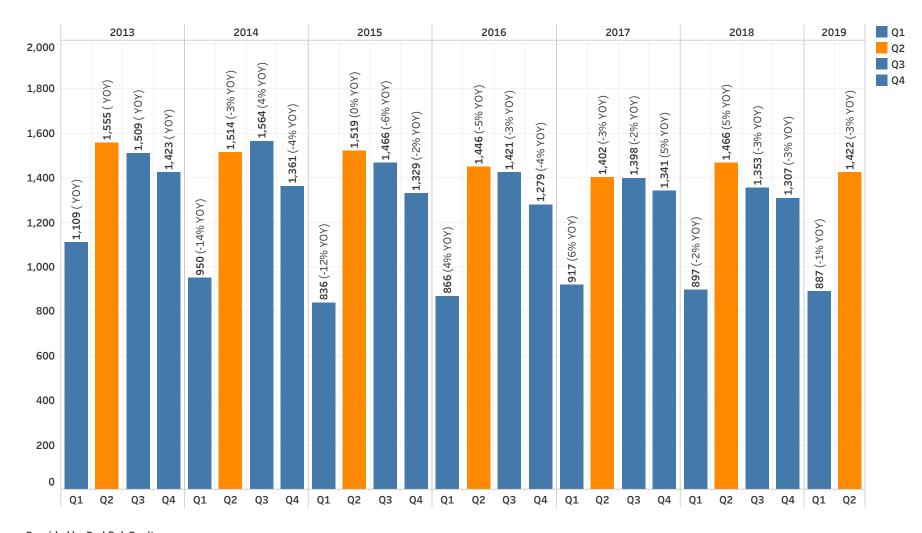


QUANTITY OF SFRS SOLD BY MONTH



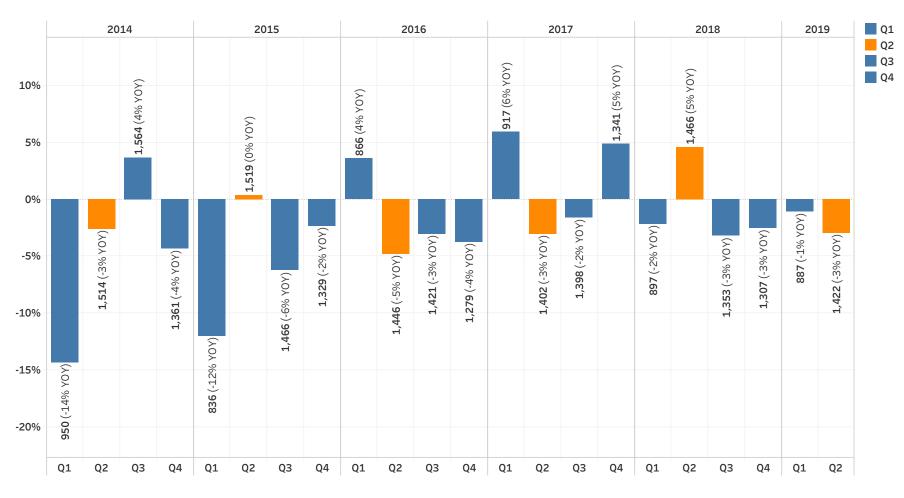
Provided by Red Oak Realty

QUANTITY OF SFRS SOLD BY QUARTER



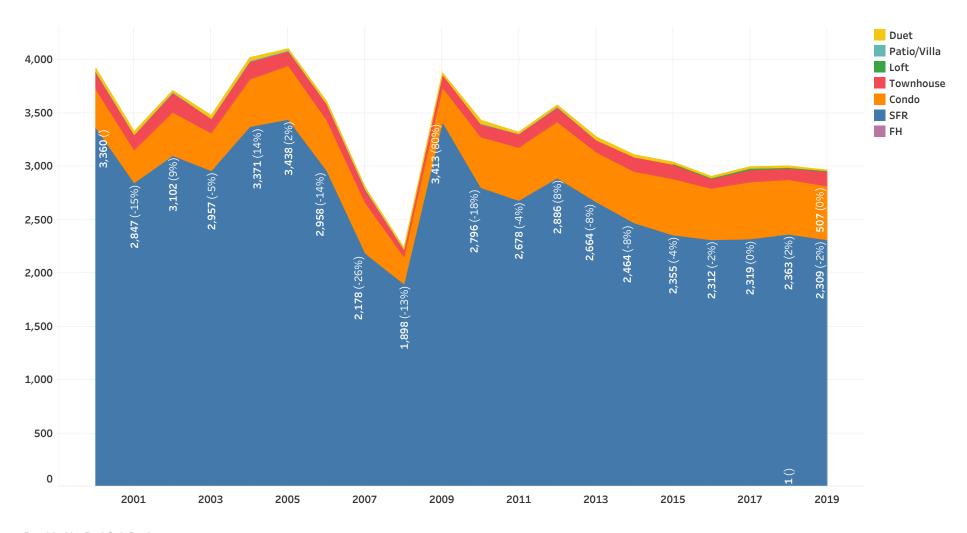
Provided by Red Oak Realty

YOY PERCENT CHANGE OF SFR QUANTITY SOLD BY QUARTER



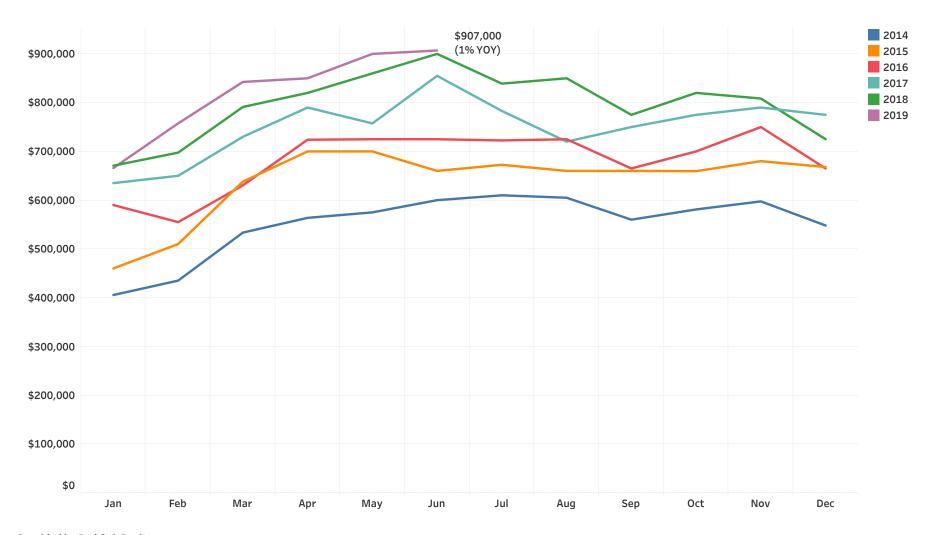
Provided by Red Oak Realty

QUANTITY OF SINGLE UNIT DWELLINGS SOLD BY YEAR - Q1-Q2



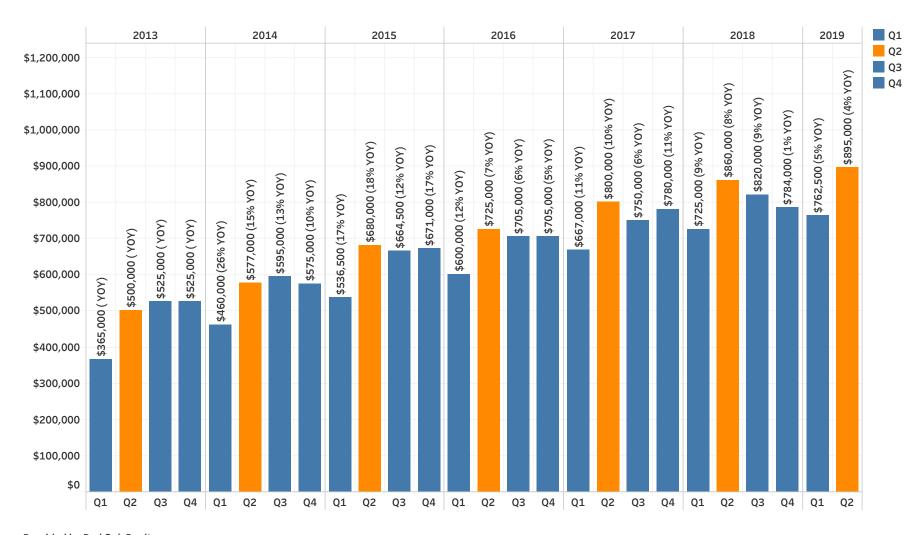
Provided by Red Oak Realty

MEDIAN SALE PRICE OF SFRS SOLD BY MONTH



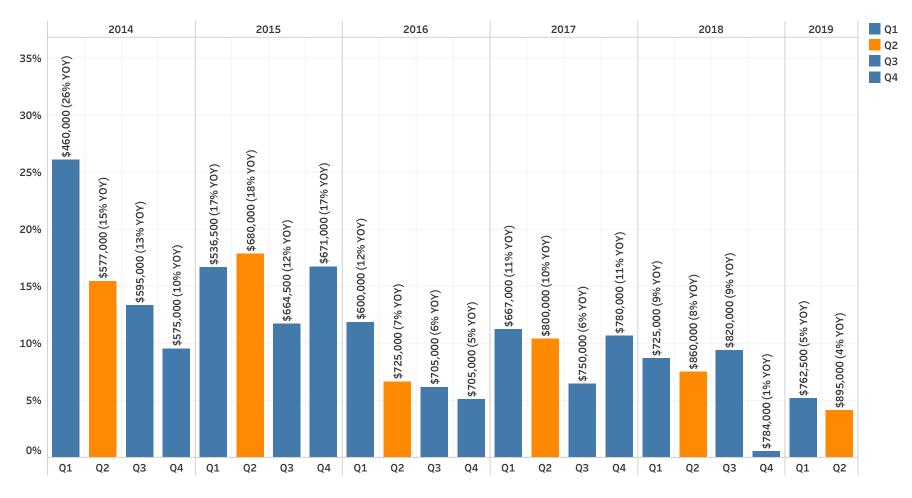
Provided by Red Oak Realty

MEDIAN SALE PRICE OF SFRS SOLD BY QUARTER



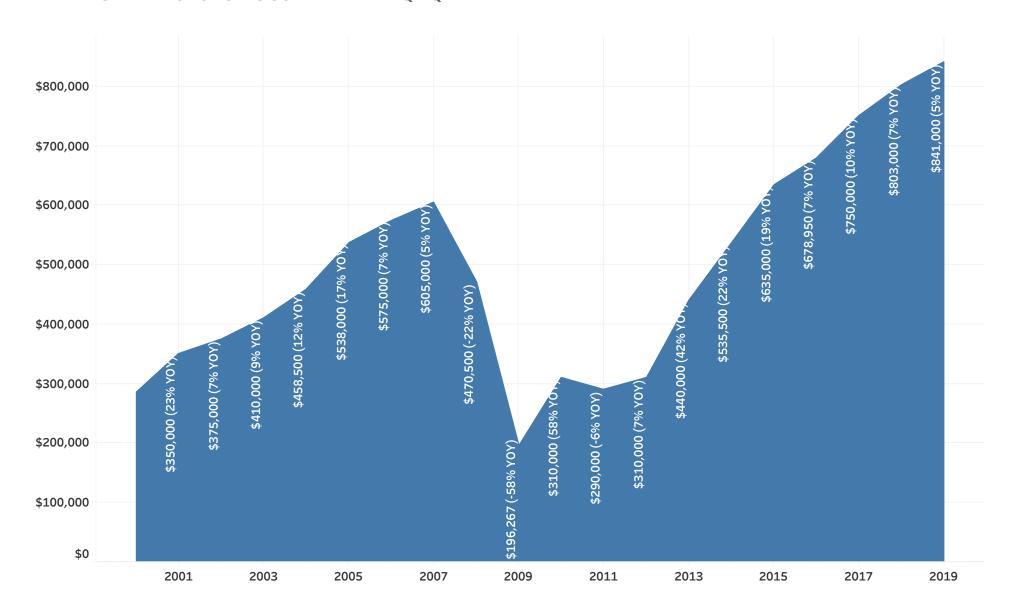
Provided by Red Oak Realty

YOY PERCENT CHANGE IN MEDIAN SALE PRICE OF SFRS SOLD BY QUARTER



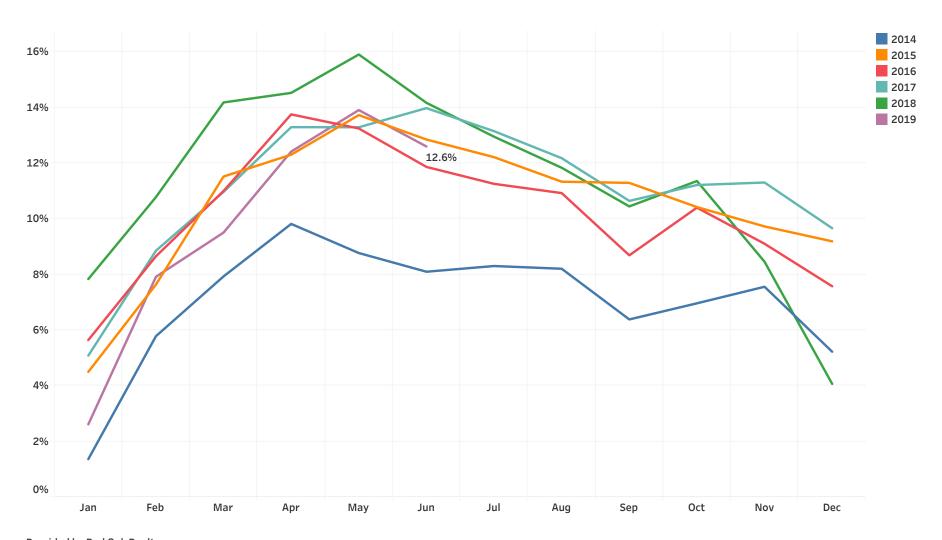
Provided by Red Oak Realty

MEDIAN SALE PRICE OF SFRS SOLD BY YEAR - Q1-Q2



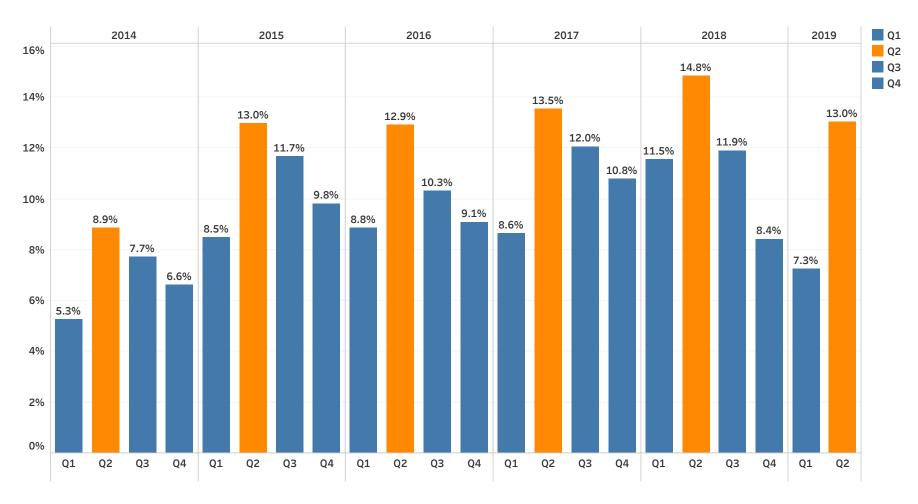
Provided by Red Oak Realty

AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE OF SFRS BY MONTH



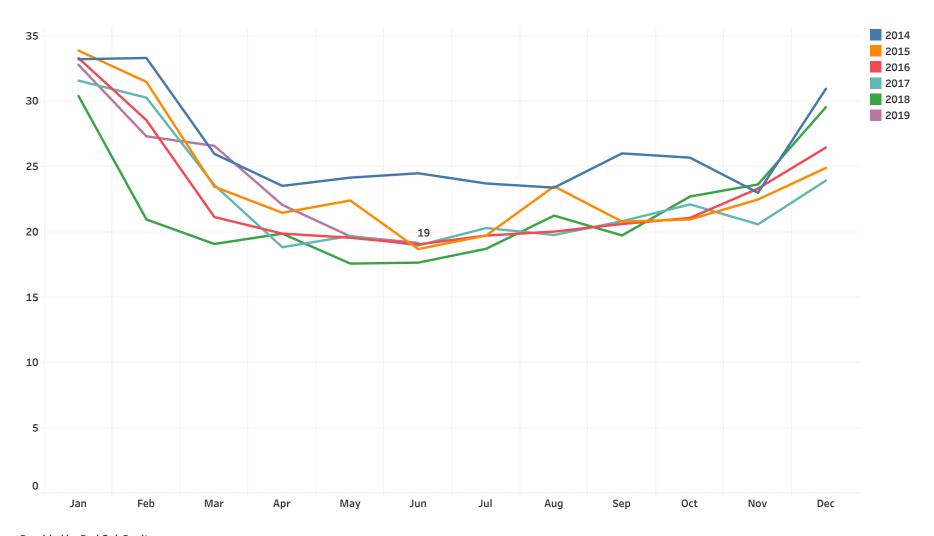
Provided by Red Oak Realty

AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE OF SFRS BY QUARTER



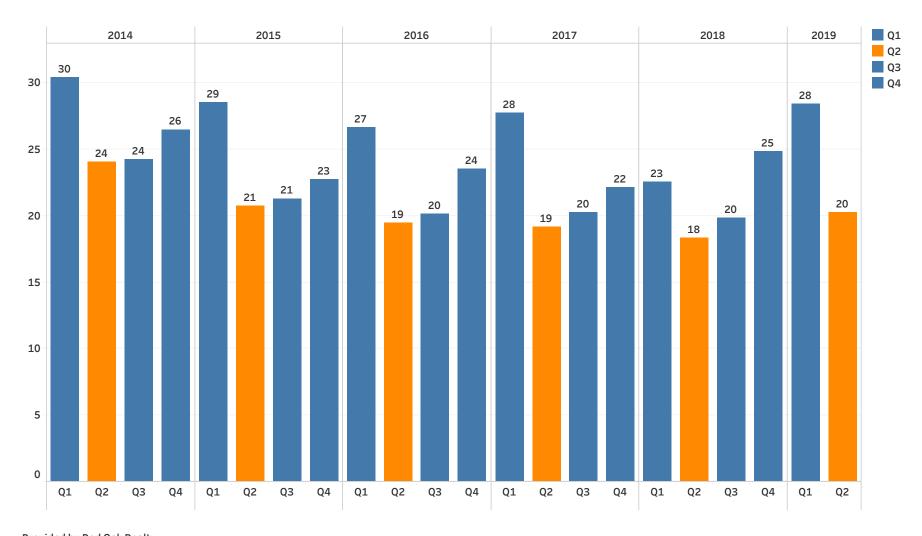
Provided by Red Oak Realty

AVERAGE DAYS ON MARKET OF SFRS BY MONTH



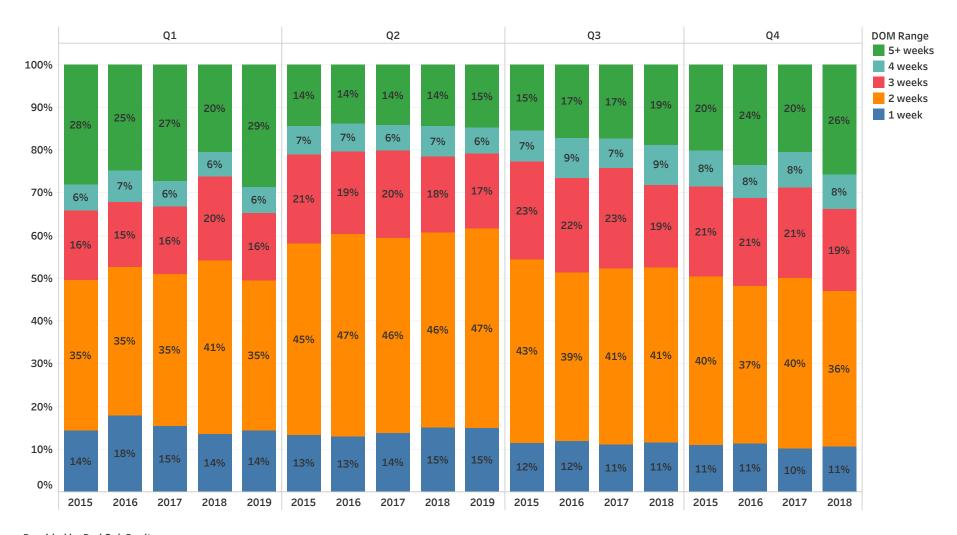
Provided by Red Oak Realty

AVERAGE DAYS ON MARKET OF SFRS BY QUARTER



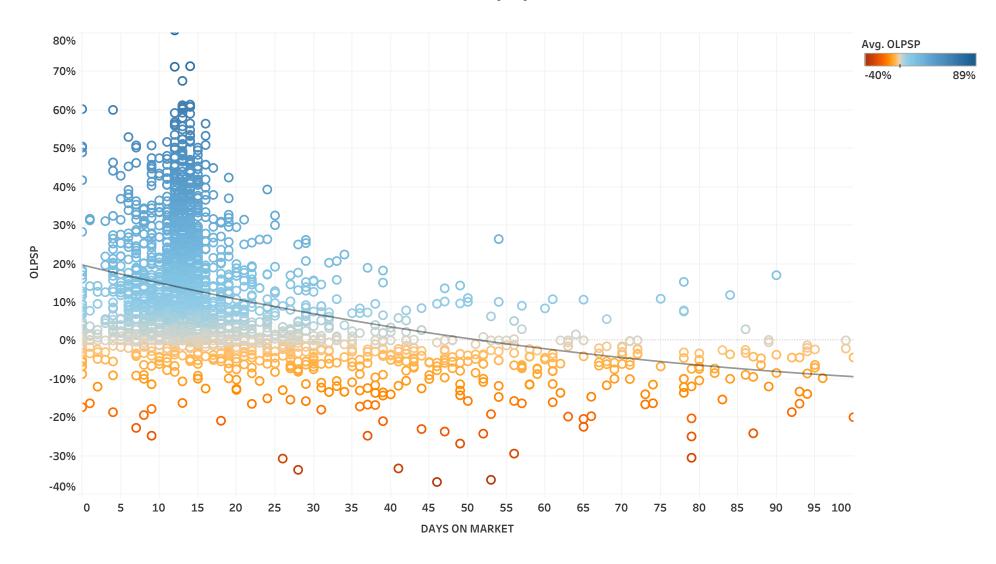
Provided by Red Oak Realty

RANGE OF DAYS ON MARKET - SFRS BY QUARTER



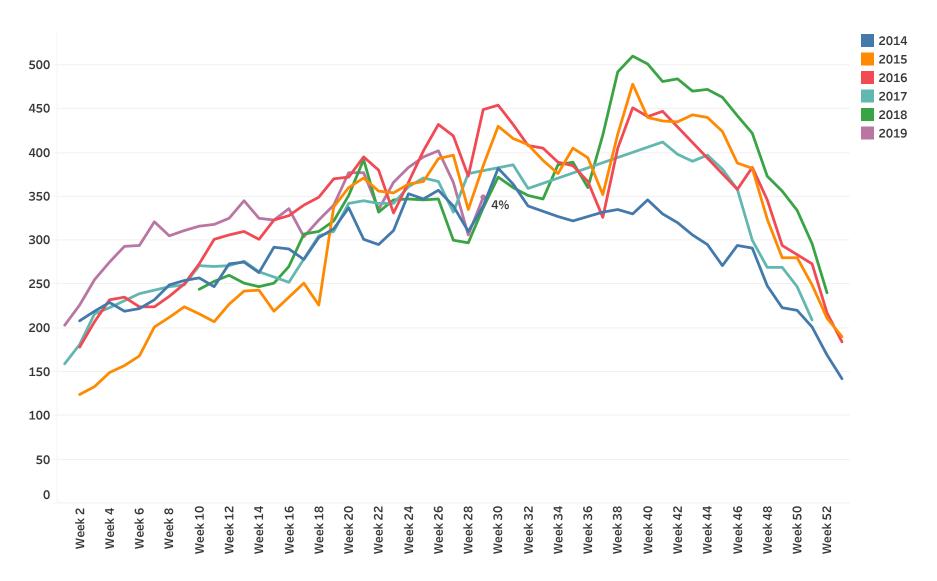
Provided by Red Oak Realty

CLUSTERING: PRICE VS. ORIGINAL LIST PRICE VS SALE PRICE - Q1-Q2 2019



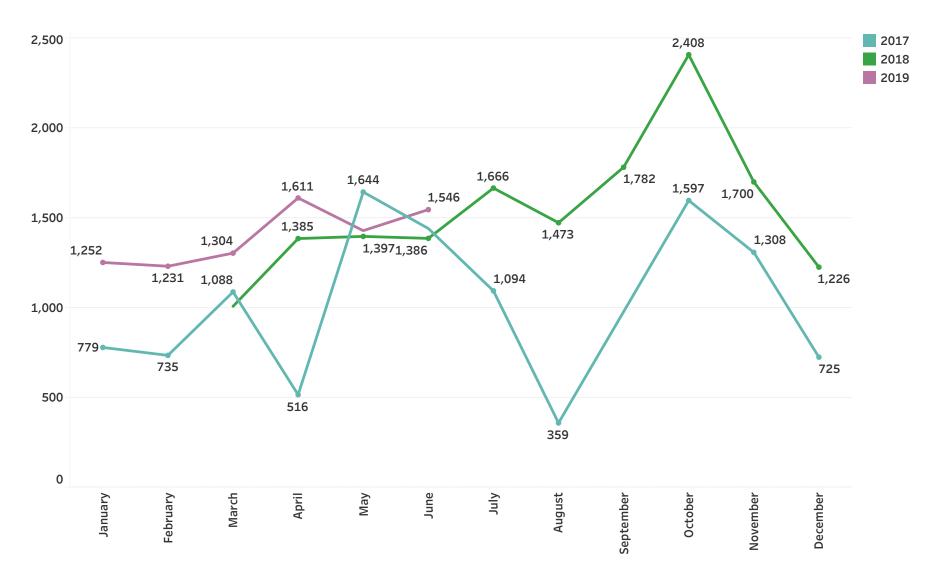
Provided by Red Oak Realty

QUANTITY OF ACTIVE SFRS BY WEEK



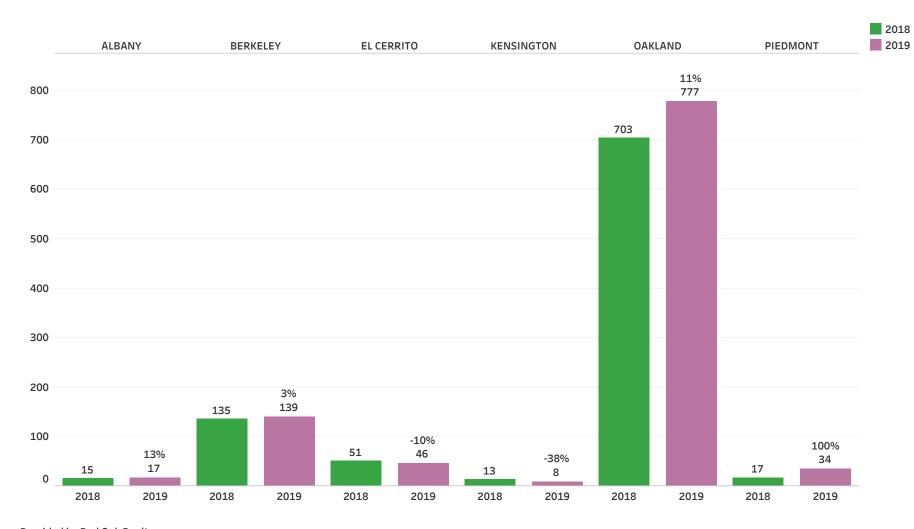
Provided by Red Oak Realty

QUANTITY OF ACTIVE SFRS BY MONTH



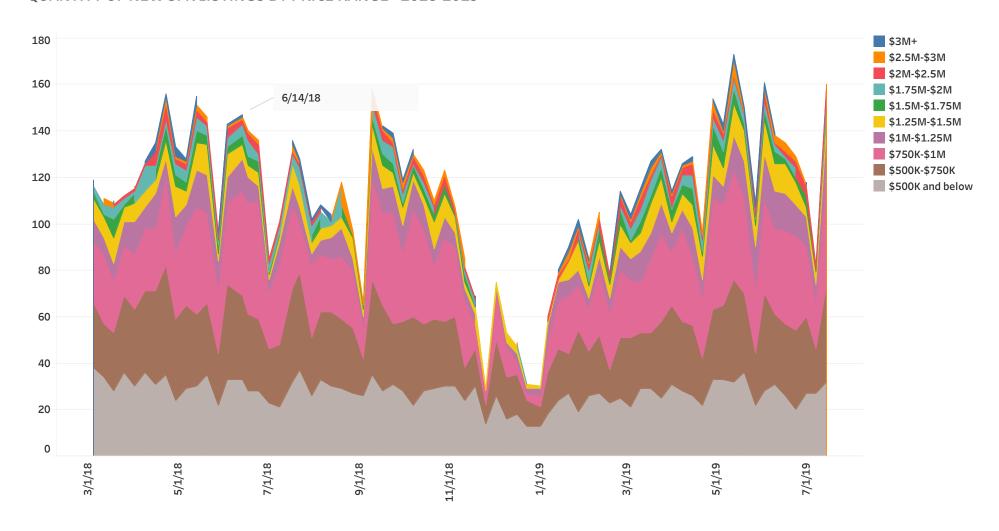
Provided by Red Oak Realty

QUANTITY OF ACTIVE SFRS BY CITY - JULY (WEEKS 27-29)



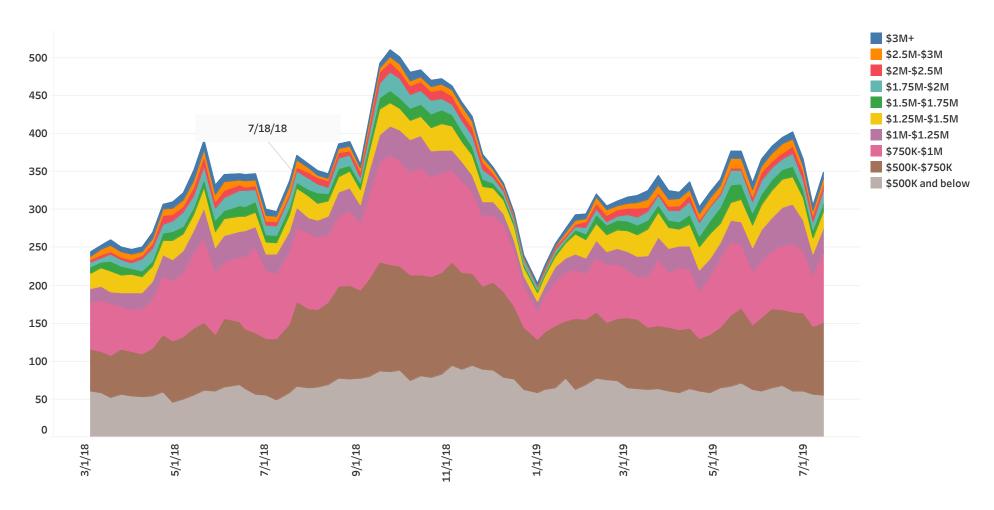
Provided by Red Oak Realty

QUANTITY OF NEW SFR LISTINGS BY PRICE RANGE - 2018-2019



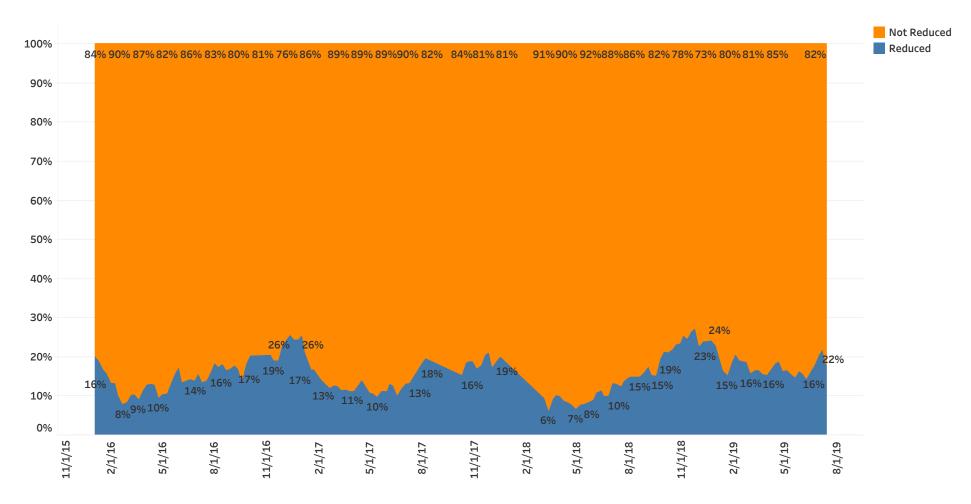
Provided by Red Oak Realty

ACTIVE SFR INVENTORY BY PRICE RANGE - 2018-2019



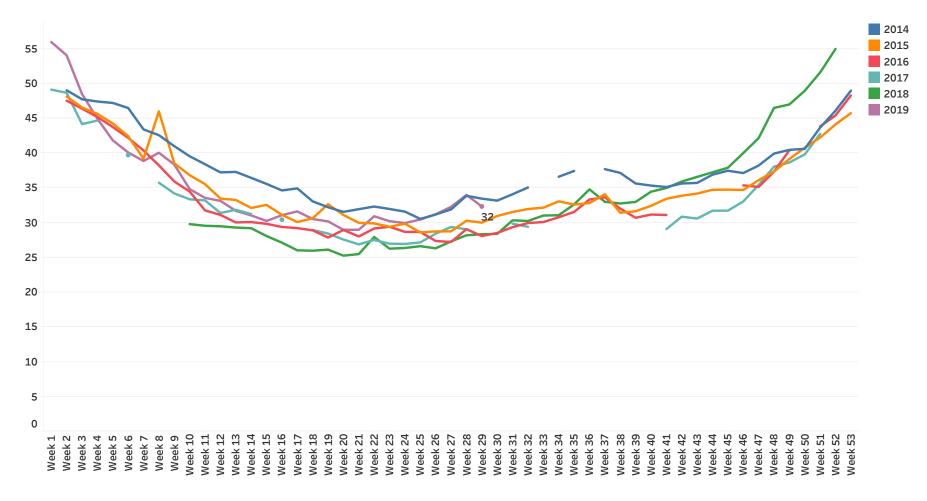
Provided by Red Oak Realty

ACTIVE SFR INVENTORY BY REDUCED LIST PRICE



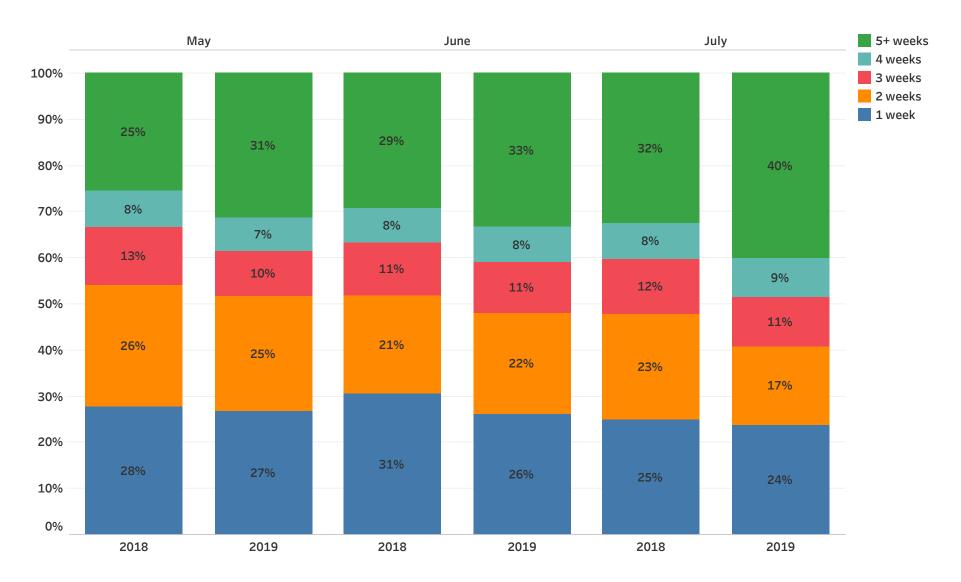
Provided by Red Oak Realty

AVERAGE DAYS ON MARKET OF ACTIVE/PENDING SFR INVENTORY



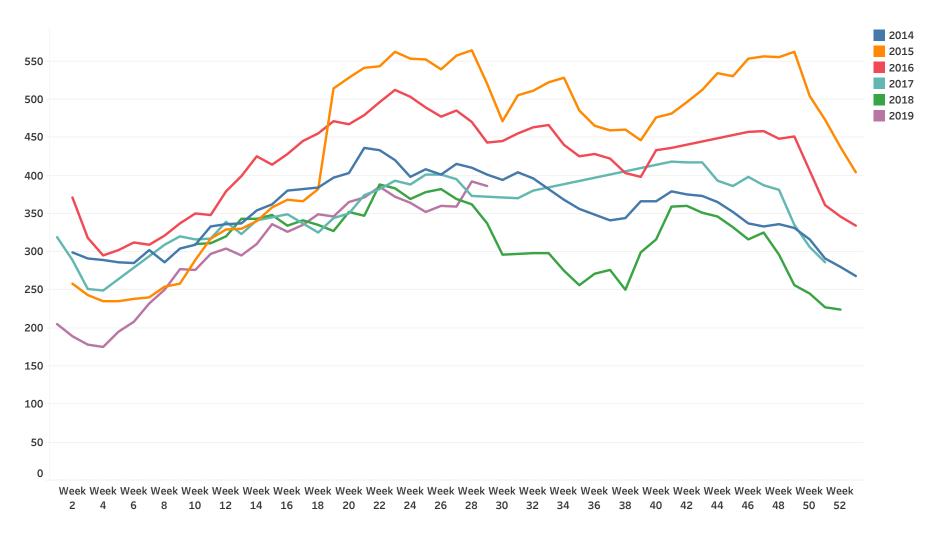
Provided by Red Oak Realty

AVERAGE DAYS ON MARKET OF ACTIVE SFRS BY MONTH



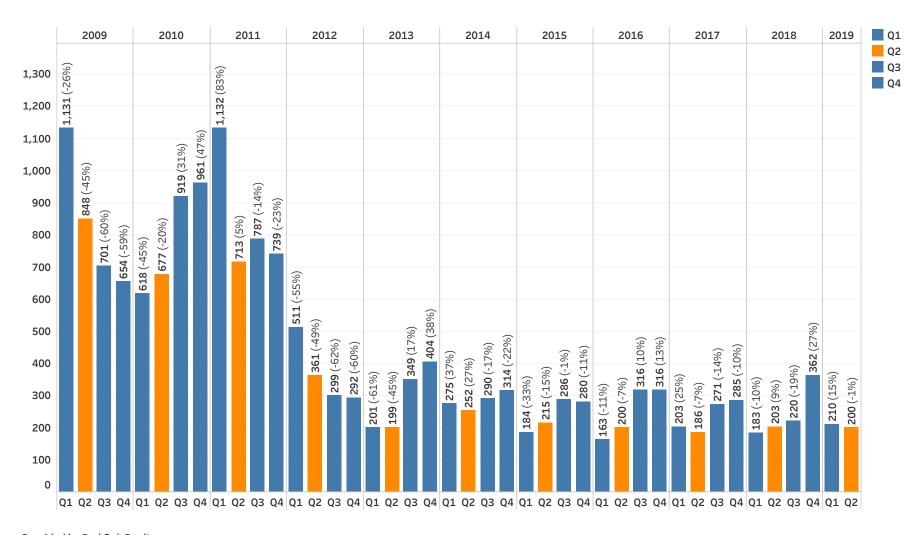
Provided by Red Oak Realty

QUANTITY OF PENDING SFRS



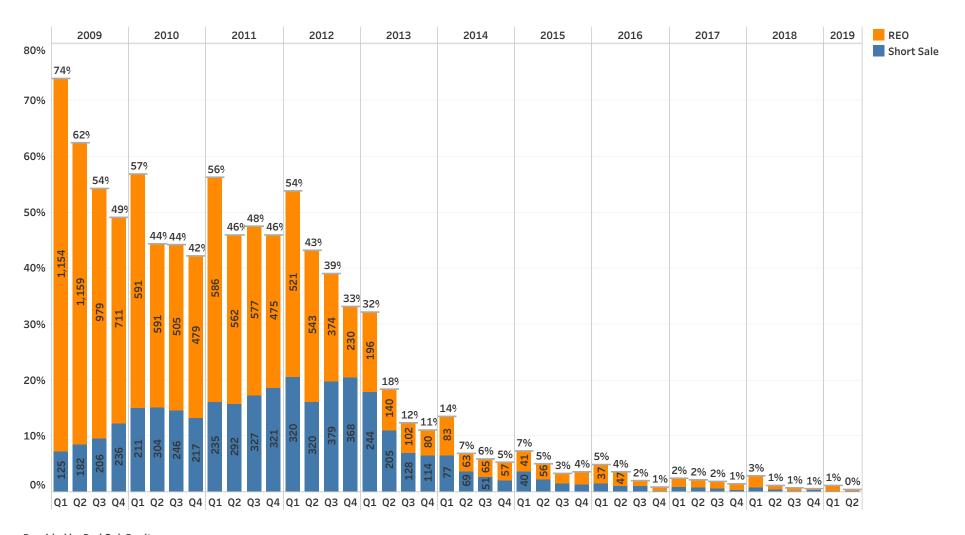
Provided by Red Oak Realty

QUANTITY OF CANCELLED SFRS



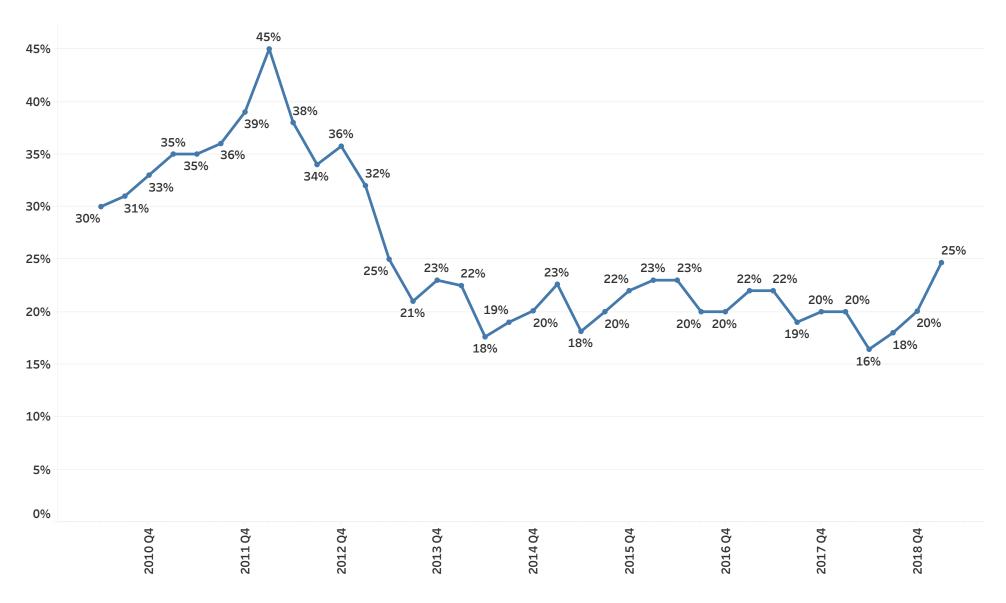
Provided by Red Oak Realty

DISTRESSED SFR SALES AS A PERCENT OF TOTAL SFR SALES



Provided by Red Oak Realty

ALAMEDA COUNTY HOUSING AFFORDABILITY

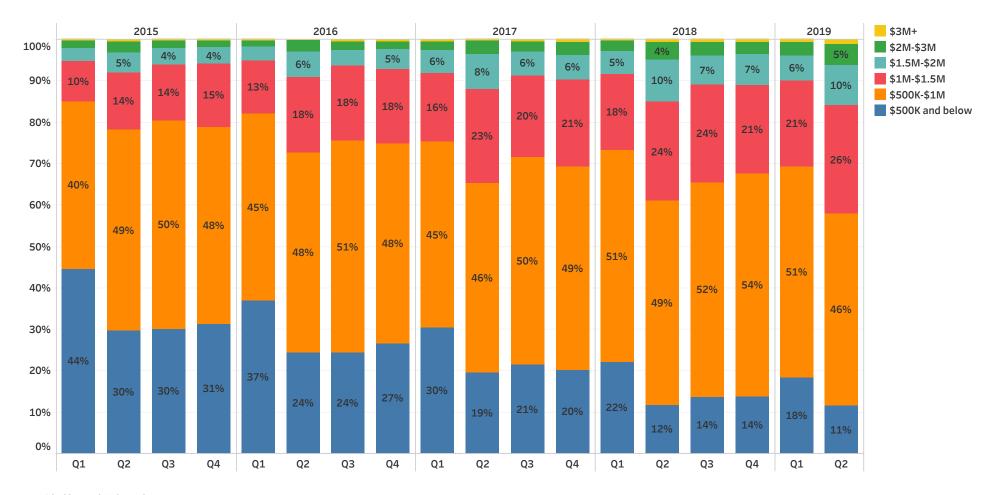


Provided by Red Oak Realty

Median sale price is all residential property types in Alameda, Albany, Berkeley, El Cerrito, Kensington, Lamorinda, Oakland, Piedmont, Richmond, San Leandro. Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance does not guarantee future performance. More on the CAR Housing Affordability Index at http://www.car.org/marketdata/data/haitraditional/

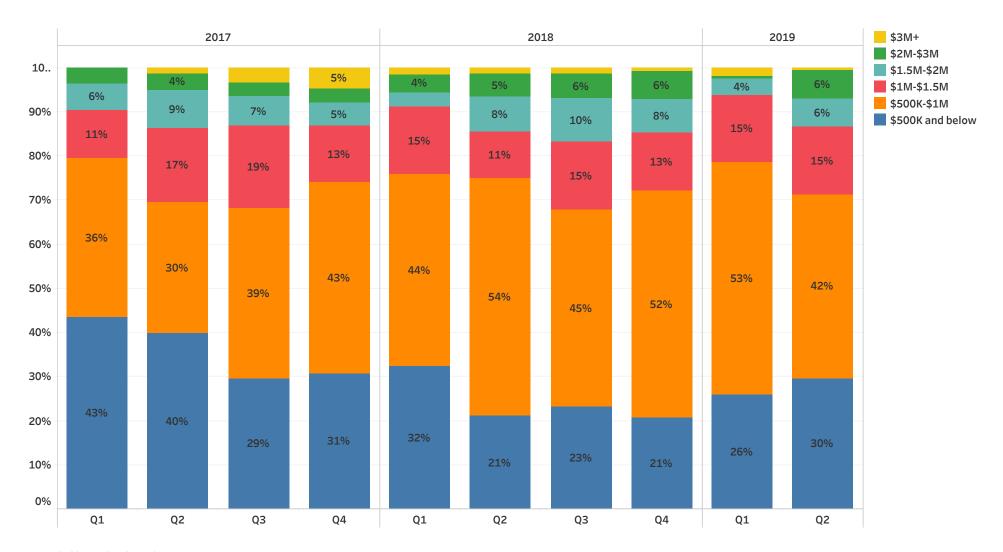


SFRS SOLD BY PRICE RANGE



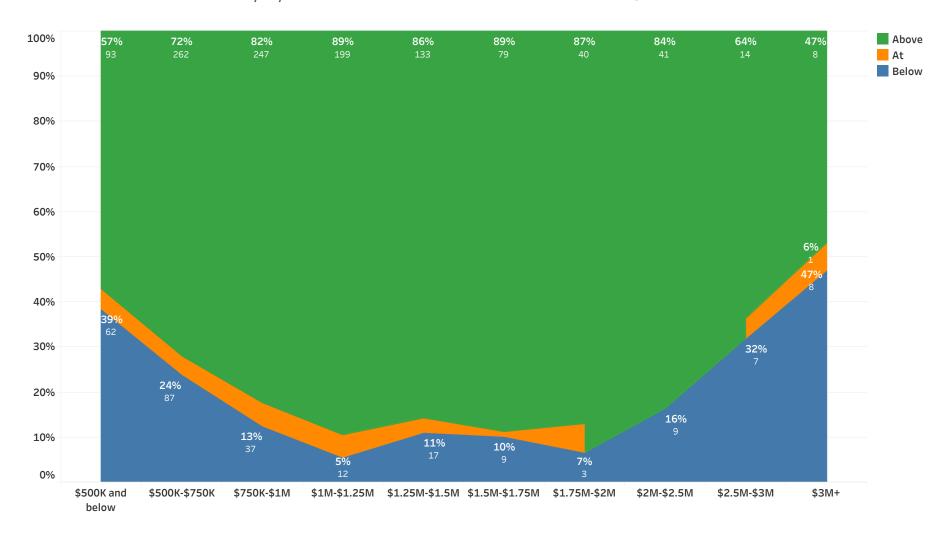
Provided by Red Oak Realty

CANCELLED SFRS BY PRICE RANGE



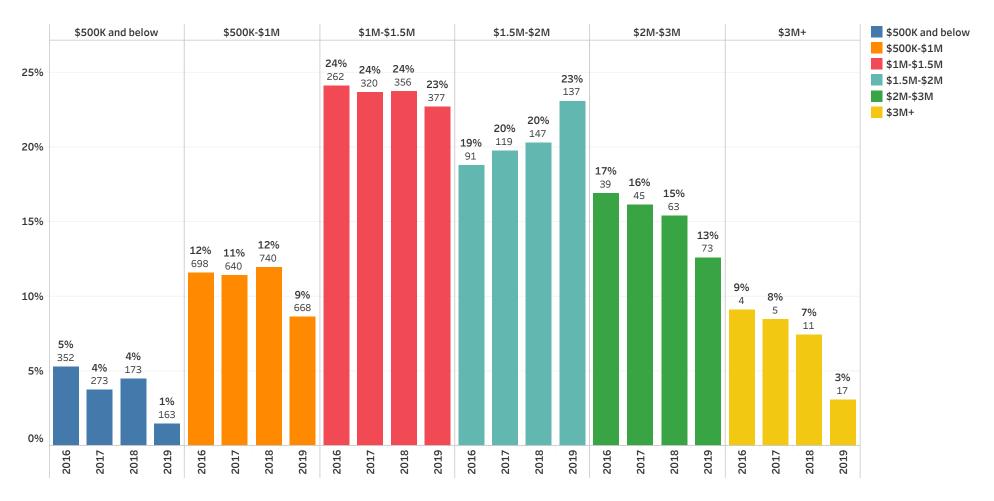
Provided by Red Oak Realty

PERCENT OF SFRS SOLD ABOVE/AT/BELOW ORIGINAL LIST PRICE BY PRICE RANGE - Q2 2019



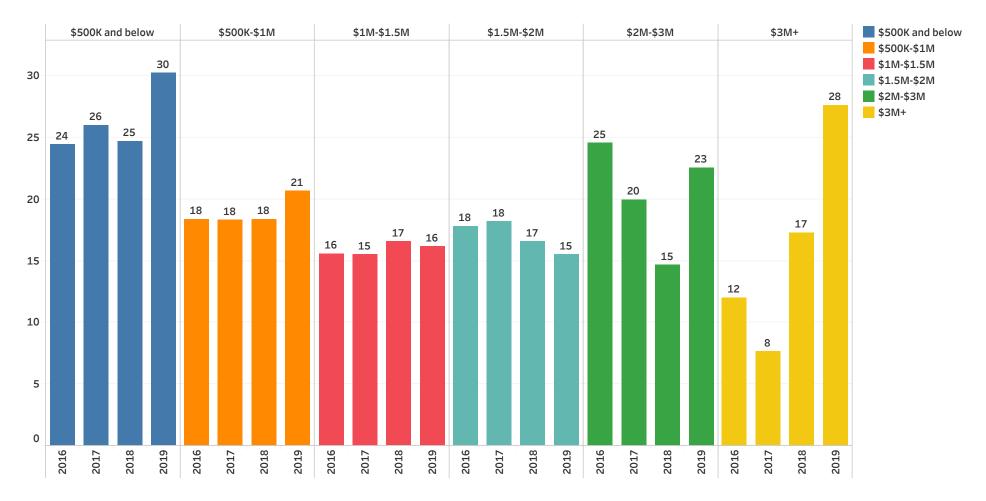
Provided by Red Oak Realty

SFR AVERAGE PERCENT DIFFERENCE ORIGINAL LIST BY PRICE RANGE - Q2

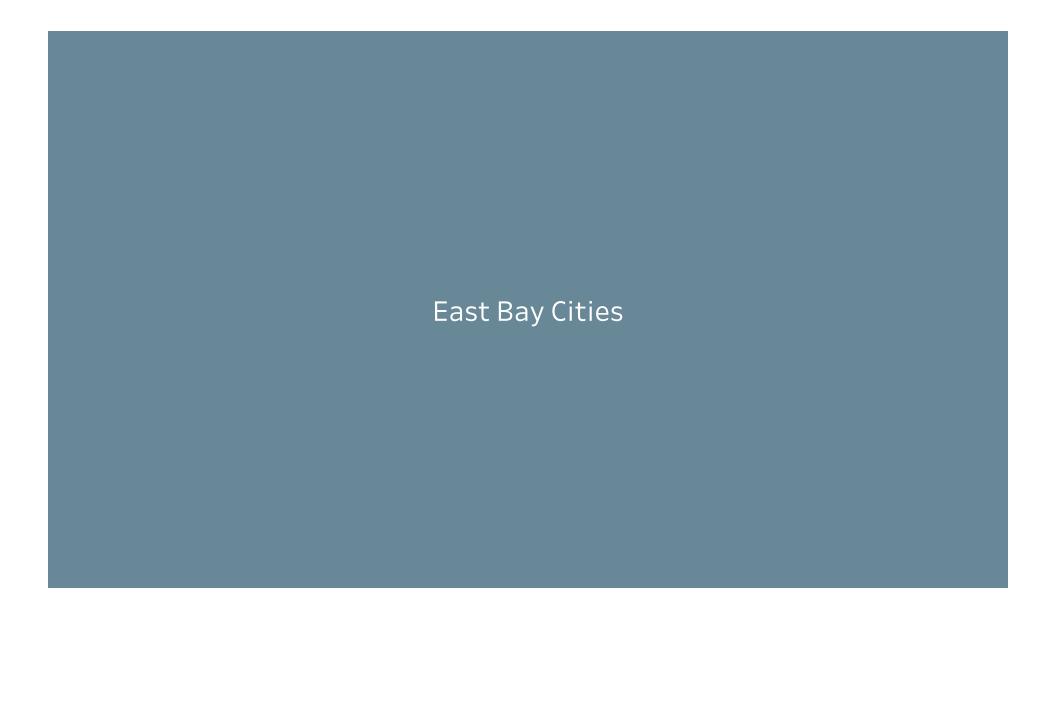


Provided by Red Oak Realty

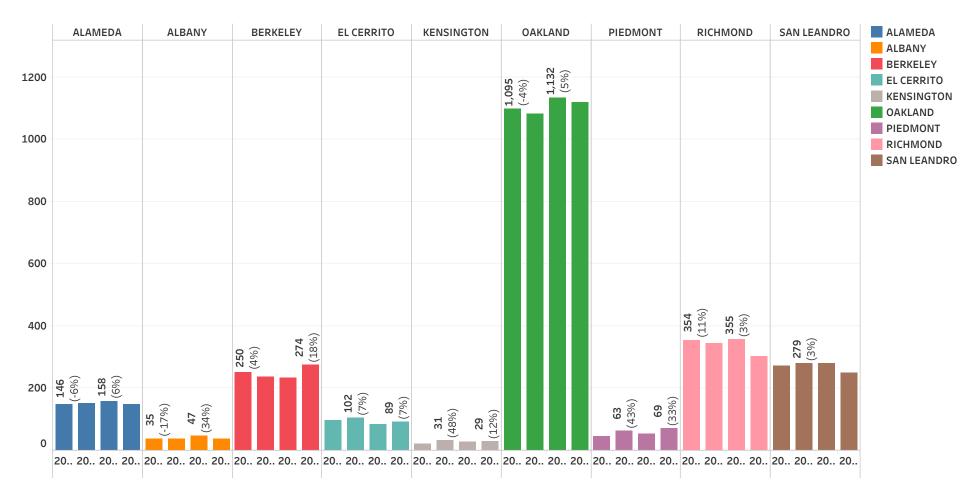
SFR AVERAGE DAYS ON MARKET BY PRICE RANGE - Q2



Provided by Red Oak Realty



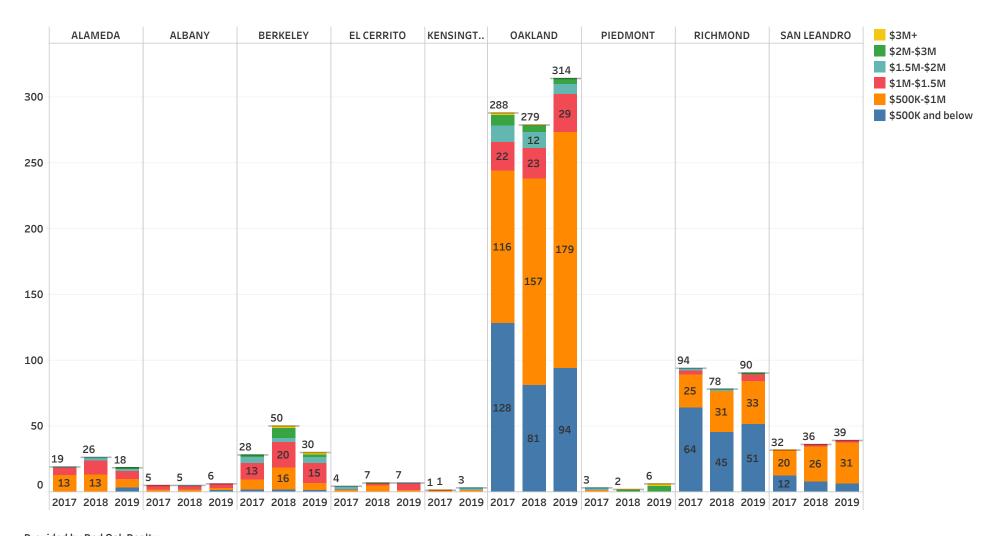
QUANTITY OF SFRS SOLD BY CITY - Q1-Q2 2019



Provided by Red Oak Realty

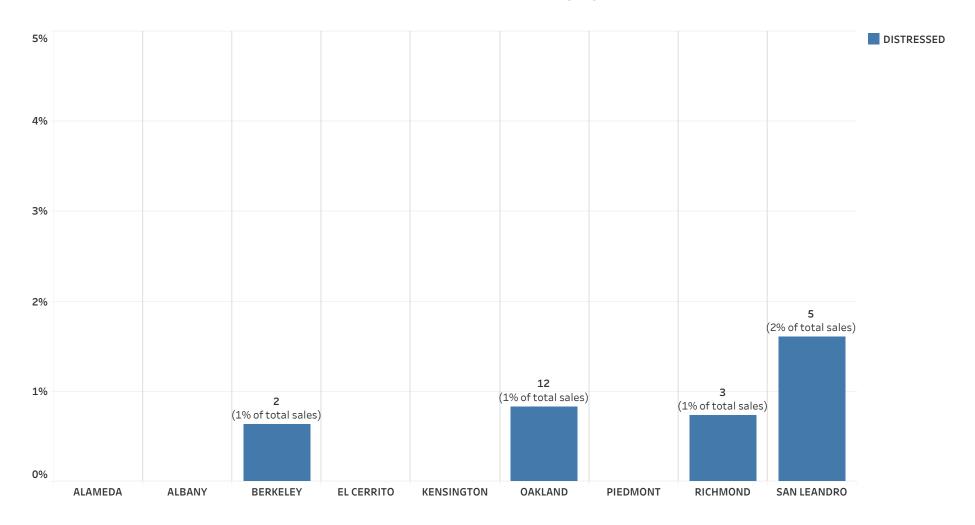
Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance does not guarantee future performance.

QUANTITY OF SFRS CANCELLED BY CITY - Q1-Q2 ONLY



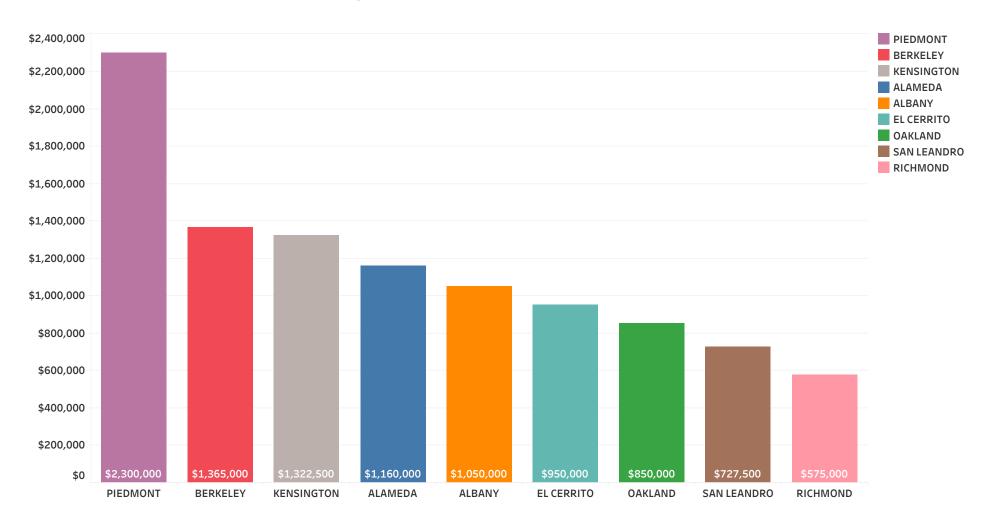
Provided by Red Oak Realty

PERCENT OF DISTRESSED SALES AS A PERCENT OF ALL SFR SALES BY CITY - Q1-Q2 2019



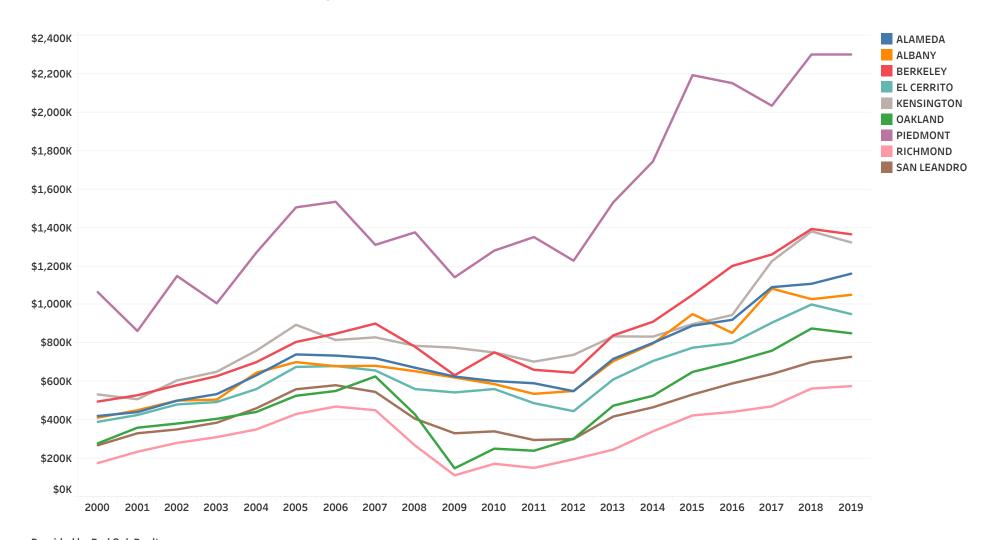
Provided by Red Oak Realty

MEDIAN SALE PRICE OF SFRS BY CITY - 2019 Q2



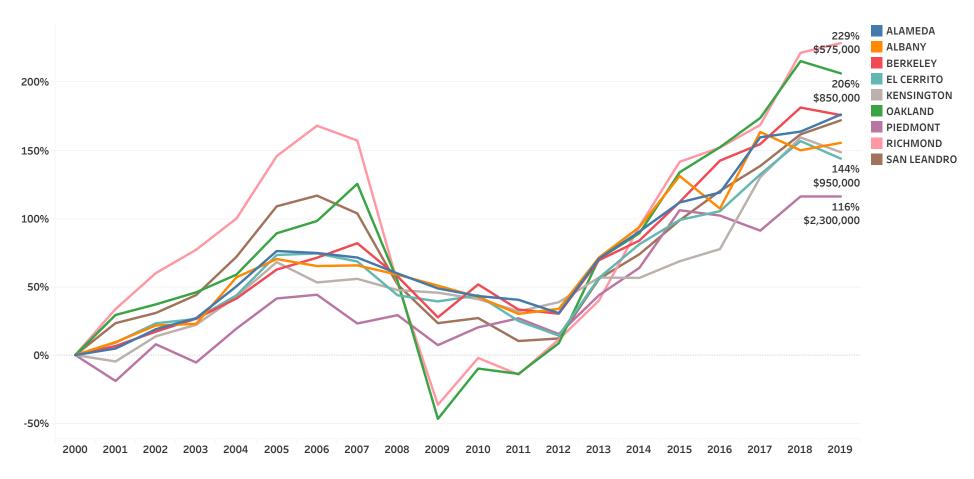
Provided by Red Oak Realty

MEDIAN SALE PRICE OF SFRS BY YEAR - Q2



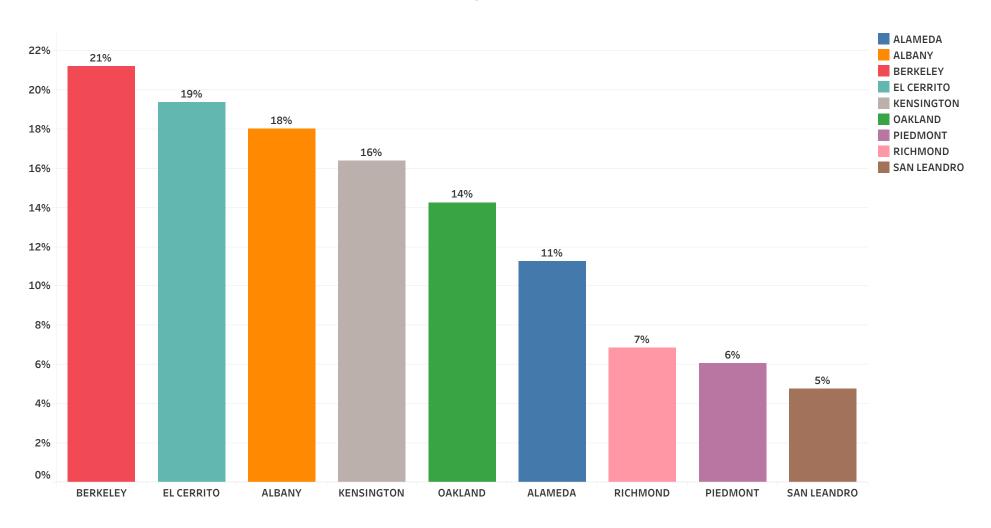
Provided by Red Oak Realty

APPRECIATION SINCE 2000 MEDIAN SALE PRICE OF SFRS - Q2



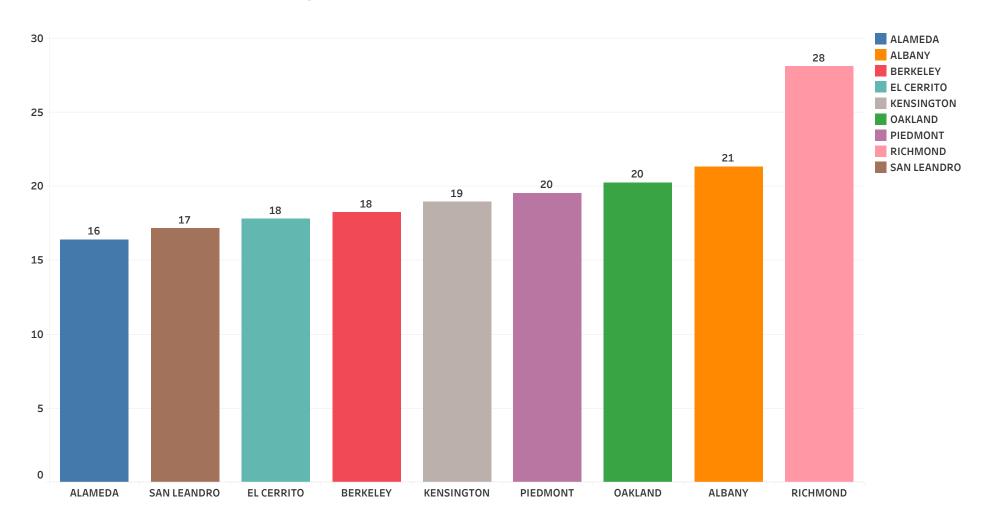
Provided by Red Oak Realty

SFR AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE BY CITY - Q2 2019

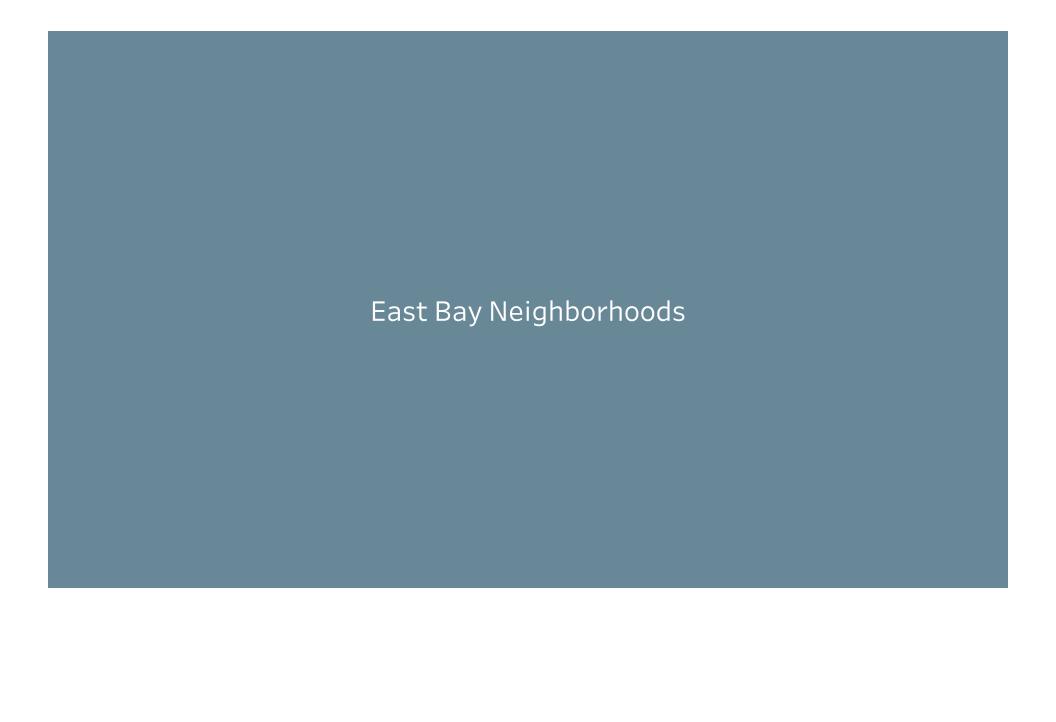


Provided by Red Oak Realty

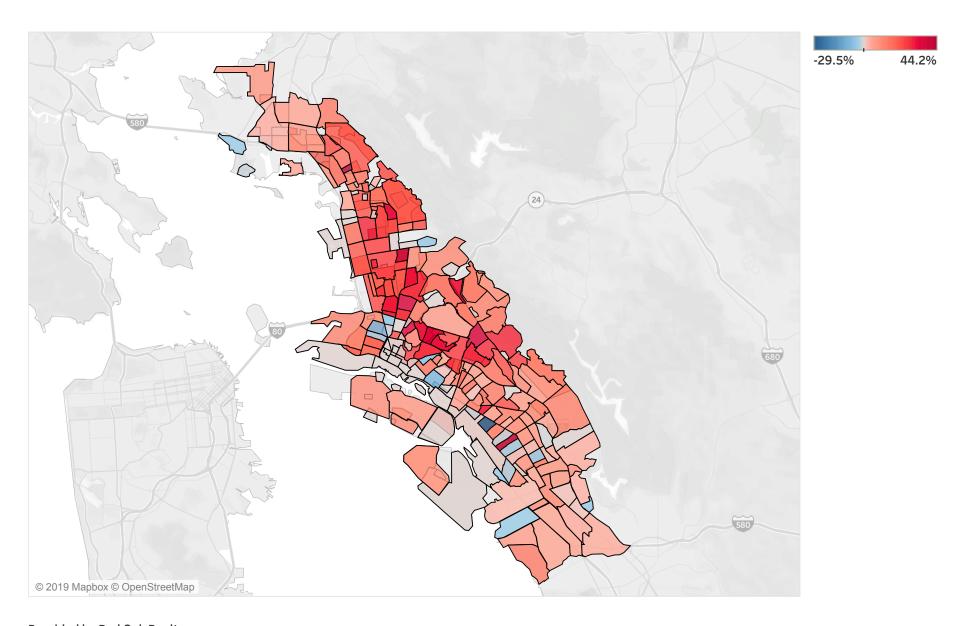
AVERAGE DAYS ON MARKET BY CITY - Q2 2019



Provided by Red Oak Realty

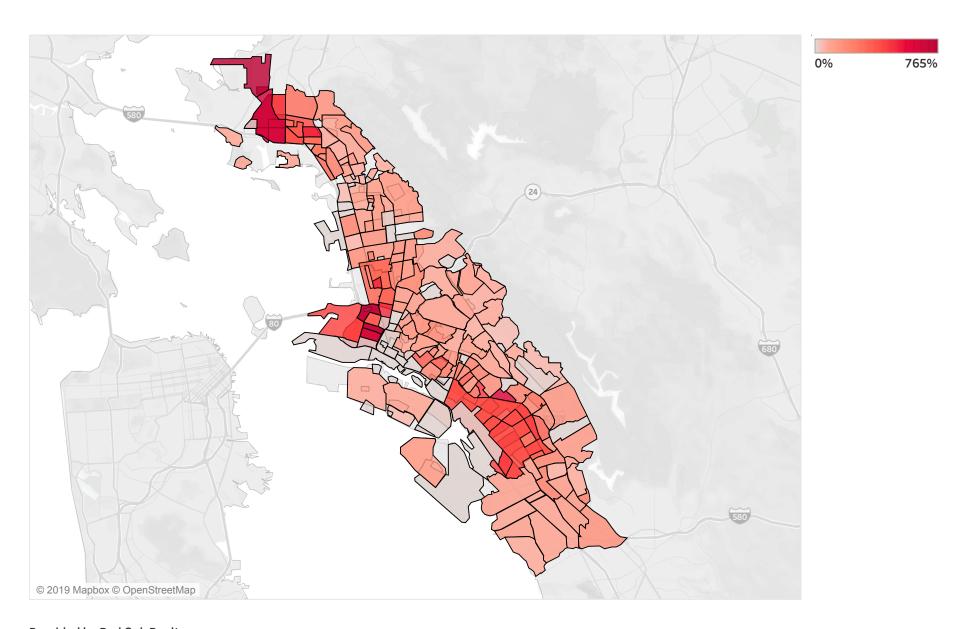


ORIGINAL LIST PRICE VS. SALE PRICE, SFRS - Q2 2019



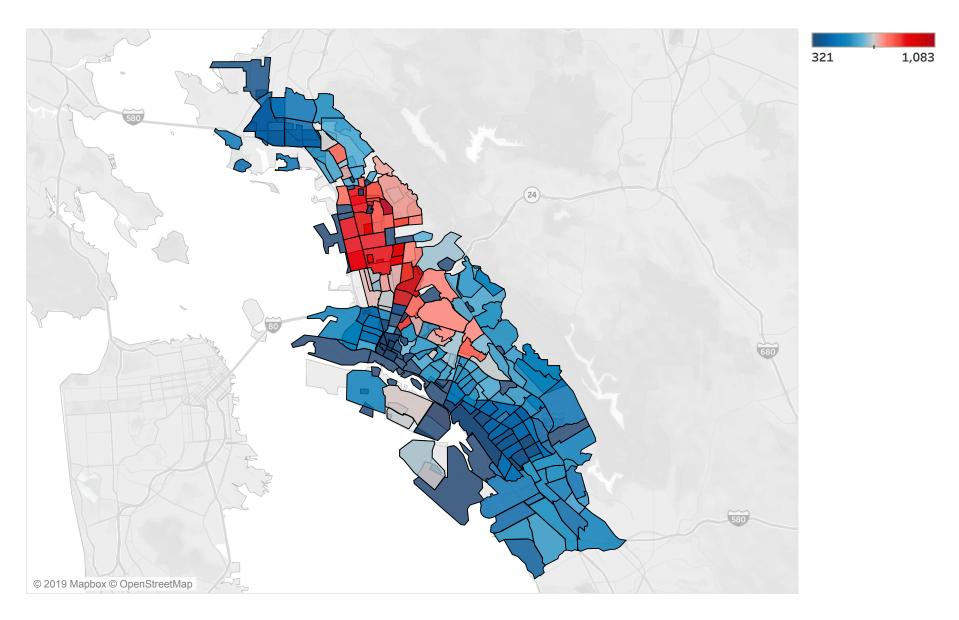
Provided by Red Oak Realty

PERCENT CHANGE IN MEDIAN SALE PRICE, SFRS - Q2 2019 VS. Q2 2009



Provided by Red Oak Realty

MED. \$/SF, DE - Q2 2019



Provided by Red Oak Realty

			# Sales		Median So	ld Price	Price Change	YOY	Avg. OLPS	P
City	Name	1	2018	2019	2018	2019	2018	2019	2018	2019
ALAMEDA	Bay Farm	1.	30	26	\$1,175,000	\$1,225,000	0%	4%	11%	5%
	Central		48	38	\$950,000	\$1,150,000	-4%	21%	10%	8%
	East End (Alameda)	1	53	44	\$1,075,000	\$1,170,000	7%	9%	17%	17%
	Fernside		24	21	\$1,255,000	\$1,325,000	30%	6%	17%	19%
	Gold Coast	5	9	10	\$1,750,000	\$1,490,000	20%	-15%	14%	9%
	Harbor Bay Isle		22	22	\$1,227,000	\$1,354,000	2%	10%	10%	5%
	Islandia	1.	5		\$934,278				9%	
	Southshore		6	5	\$1,132,500	\$1,105,000	10%	-2%	25%	16%
	West Alameda	7	20	29	\$952,375	\$1,112,500	8%	17%	6%	9%
ALBANY	Albany Hill		11	6	\$975,000	\$842,500	1%	-14%	12%	5%
	Central Albany	3.	31	28	\$1,055,000	\$1,071,500	3%	2%	18%	17%
	Memorial Park		5		\$997,000				26%	
	Solano Avenue	3.	11	8	\$1,000,000	\$1,053,500	5%	5%	13%	15%
BERKELEY	Bateman		5		\$1,066,070				26%	
	Berkeley Hills	3.	61	67	\$1,510,000	\$1,485,000	16%	-2%	18%	19%
	Central Berkeley		11	20	\$1,050,000	\$1,225,000	-9%	17%	30%	22%
	Claremont	4.	25	29	\$1,658,000	\$1,673,750	4%	1%	12%	8%
	Cragmont		7	14	\$1,531,000	\$1,580,000	27%	3%	11%	21%
	Elmwood	3.	14	14	\$1,807,500	\$1,797,500	7%	-1%	13%	10%
	Gourmet Ghetto			8		\$1,500,000		-12%		21%
	Live Oak	4.		5		\$1,450,000				21%
	NOBE Neighborhood		9	15	\$817,000	\$935,000	-9%	14%	12%	15%
	North Berkeley	4.	107	109	\$1,500,000	\$1,445,000	11%	-4%	19%	19%
	North Berkeley BART		6	13	\$1,357,500	\$1,325,000	9%	-2%	38%	30%
	Northbrae	4.	17	11	\$1,280,000	\$1,600,000	-4%	25%	26%	27%
	Oceanview		8	13	\$1,130,000	\$1,235,000	17%	9%	14%	21%
	Park Hills	4.		5		\$1,350,000				20%
	San Pablo Park		5		\$1,000,000		41%		32%	

Provided by Red Oak Realty

			# Sales		Median Sc	old Price	Price Change	YOY	Avg. OLPS	Р
City	Name	1	2018	2019	2018	2019	2018	2019	2018	2019
BERKELEY	South Berkeley	4.	52	56	\$1,027,500	\$1,020,000	15%	-1%	24%	20%
	Terrace View		11	12	\$1,350,000	\$1,155,000	8%	-14%	20%	19%
	Thousand Oaks	4.	15	13	\$1,665,000	\$1,275,000	12%	-23%	9%	10%
	West Berkeley		6	9	\$975,000	\$1,015,000	3%	4%	19%	19%
	Westbrae	4.	13	26	\$1,139,000	\$1,195,000	5%	5%	25%	29%
EL CERRITO	Arlington Hills		9	5	\$1,125,000	\$1,100,000	-10%	-2%	15%	21%
	Berkeley Country	5.		5		\$1,175,000		24%		22%
	Del Norte		10	15	\$840,000	\$750,000	8%	-11%	19%	19%
	El Cerrito Hills	5.	46	45	\$1,003,500	\$1,100,000	-3%	10%	17%	18%
	Fat Apples		6	8	\$1,045,000	\$840,000		-20%	25%	7%
	Midtown	6.	10	9	\$905,500	\$801,500	28%	-11%	14%	15%
	Mira Vista			5		\$890,000		-22%		9%
	Plaza	5.	10	12	\$1,028,750	\$821,000	37%	-20%	27%	9%
	St. Jeromes			5		\$1,200,000		40%		26%
KENSINGTON	Kensington Circle	6.	5		\$1,290,000		17%		10%	
	Upper Kensington		11	14	\$1,450,000	\$1,322,500	24%	-9%	17%	15%
OAKLAND	Adams Point	6.		5		\$1,192,500		-5%		7%
	Allendale		8	13	\$610,000	\$595,000	7%	-2%	15%	2%
	Arroyo Viejo	1.	23	19	\$430,000	\$415,000	30%	-3%	10%	4%
	Bartlett		7	9	\$655,000	\$610,000	-7%	-7%	9%	5%
	Brookfield Village	7.	26	17	\$418,000	\$450,000	21%	8%	4%	-3%
	Bushrod		17	24	\$970,000	\$1,150,000	-13%	19%	26%	21%
	Castlemont	1.	6	8	\$420,000	\$450,000	21%	7%	10%	3%
	Chabot Park		23	14	\$852,000	\$950,000	5%	12%	8%	2%
	Claremont	4.	8	10	\$1,775,000	\$1,625,000	1%	-8%	21%	10%
	Clawson		12		\$950,000		87%		3%	
	Cleveland Heights	4.	5	5	\$935,000	\$965,000	-2%	3%	19%	23%
	Clinton		5	7	\$825,000	\$750,000	49%	-9%	15%	18%

Provided by Red Oak Realty

			# Sales		Median Sc	old Price	Price Change	YOY	Avg. OLPS	P
City	Name	1	2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Coliseum	1.	7	6	\$369,500	\$378,000	14%	2%	3%	6%
	Columbia Gardens		5	8	\$402,500	\$440,000		9%	3%	-3%
	Cox	1.	5	5	\$445,000	\$378,500	29%	-15%	10%	1%
	Crestmont			9		\$1,138,000				25%
	Crocker Highlands	4.	39	37	\$1,600,000	\$1,625,000	14%	2%	23%	23%
	Dimond		13	25	\$910,000	\$855,000	6%	-6%	25%	24%
	Dogtown	8.	5		\$1,025,000				8%	
	Durant Manor		6	5	\$550,000	\$620,000		13%	16%	15%
	Eastmont	1.	13	15	\$435,000	\$475,000	12%	9%	5%	4%
	Eastmont Hills		16	25	\$725,000	\$695,000	16%	-4%	9%	7%
	Elmhurst Park	1.	10	9	\$393,000	\$455,000	-6%	16%	5%	-2%
	Fairfax		11	12	\$715,000	\$737,500	24%	3%	6%	10%
	Fairview Park	2.	6	17	\$1,635,000	\$1,325,000	19%	-19%	34%	29%
	Fitchburg		5	7	\$420,000	\$454,000		8%	1%	-2%
	Foothill Square	1.	9	6	\$582,500	\$485,000	15%	-17%	2%	1%
	Forestland		21	15	\$1,300,000	\$1,275,000	13%	-2%	15%	5%
	Fremont	1.	8	5	\$540,000	\$470,000	20%	-13%	7%	8%
	Frick		10	19	\$590,000	\$650,000	5%	10%	4%	13%
	Fruitvale	4.	9	9	\$635,000	\$538,823	38%	-15%	13%	-2%
	Gaskill		7	12	\$800,000	\$1,107,500	2%	38%	14%	21%
	Glen Highlands	1.	9		\$1,432,500		7%		21%	
	Glenview		28	43	\$1,142,500	\$1,002,750	42%	-12%	28%	26%
	Golden Gate	8.	8	8	\$830,500	\$760,000		-8%	20%	9%
	Grand Lake		11	14	\$1,300,000	\$1,331,500	-6%	2%	22%	23%
	Harrington	1.	7	7	\$455,000	\$580,000	-4%	27%	3%	12%
	Harrison St.		6		\$932,500		-1%		6%	
	Havenscourt	1.	19	24	\$470,000	\$560,000	10%	19%	9%	8%
	Highland		7	6	\$433,000	\$425,000	17%	-2%	9%	-5%

Provided by Red Oak Realty

			# Sales		Median So	old Price	Price Change	YOY	Avg. OLPS	P
City	Name	1	2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Highland Terrace	9.	6	8	\$534,050	\$655,444	-7%	23%	24%	2%
	Hoover		7	8	\$595,000	\$712,500	2%	20%	2%	0%
	Iveywood	1.	8	13	\$410,000	\$465,000	-1%	13%	3%	1%
	JAMMI		19	17	\$864,000	\$805,000	28%	-7%	26%	21%
	Jefferson	2.	11	10	\$530,000	\$527,500	2%	0%	4%	4%
	King's Estate		9	9	\$715,000	\$760,000	13%	6%	7%	6%
	Lake Merritt	4.	21	25	\$1,065,000	\$1,255,000	-8%	18%	19%	19%
	Lakeshore		7	5	\$1,650,000	\$1,870,000	14%	13%	23%	35%
	Las Palmas	1.	12	7	\$497,500	\$510,000	17%	3%	9%	2%
	Laurel		40	40	\$752,500	\$812,500	-2%	8%	15%	16%
	Leona Heights	1.	5	8	\$845,000	\$782 <i>,</i> 500		-7%	-5%	11%
	Lincoln Highlands		17	15	\$1,035,000	\$1,160,000	7%	12%	18%	26%
	Longfellow	9.	16	13	\$890,000	\$858,500	35%	-4%	28%	26%
	Lynn		7	8	\$820,000	\$617,500		-25%	29%	6%
	Maxwell Park	1.	36	39	\$750,000	\$772,000	11%	3%	24%	11%
	McClymonds		9		\$828,000		31%		15%	
	Meadow Brook	1.	8	11	\$577,500	\$545,000		-6%	22%	3%
	Merriewood		44	28	\$1,200,000	\$1,152,500	12%	-4%	24%	11%
	Millsmont	1.	33	26	\$730,000	\$700,000	17%	-4%	13%	6%
	Montclair		123	87	\$1,256,000	\$1,200,000	5%	-4%	22%	11%
	NOBE Neighborhood	4.	69	58	\$832,500	\$923,000	14%	11%	20%	18%
	North Oakland		90	101	\$974,000	\$1,184,400	-8%	22%	22%	20%
	North Stonehurst	1.	13	20	\$460,000	\$477,500	28%	4%	9%	6%
	Oak Knoll - Golf Links		13	13	\$701,000	\$760,000	8%	8%	9%	3%
	Oakland Hills	4.	214	170	\$1,200,000	\$1,180,000	9%	-2%	17%	12%
	Oakmore		14	12	\$1,262,500	\$1,150,000	-10%	-9%	32%	35%
	Paradise Park	3.	12		\$777,500		-6%		19%	
	Peralta Hacienda			8		\$532,500				4%

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		# Sal	es	Median So	old Price	Price Change	YOY	Avg. OLPS	;P
City	Name	I 2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Piedmont Ave	3. 9	9	\$1,115,000	\$1,500,000	-19%	35%	20%	14%
	Piedmont Pines	23	22	\$1,325,000	\$1,307,500	13%	-1%	19%	13%
	Piedmont Side of Mon	4. 12	11	\$1,550,000	\$1,875,000	14%	21%	17%	11%
	Prescott	16	13	\$712,500	\$1,050,000	2%	47%	9%	15%
	Ralph Bunche	1. 5	6	\$815,000	\$622,500		-24%	17%	-11%
	Rancho San Antonio		5		\$518,000		-6%		-9%
	Redwood Heights	1. 19	12	\$1,105,000	\$982,500	22%	-11%	28%	19%
	Reservoir Hill	6	9	\$577,500	\$753,000		30%	11%	13%
	Ridgemont	2. 11	10	\$1,345,000	\$1,414,000	-1%	5%	5%	17%
	Rockridge (Lower)	27	41	\$1,740,000	\$1,450,000	29%	-17%	30%	24%
	Santa Fe (Oakland)	1. 19	12	\$760,000	\$962,500	4%	27%	13%	17%
	Sausal Creek		12		\$802,500		27%		16%
	School	1.	5		\$560,000				2%
	Seminary	18	10	\$455,000	\$475,000	13%	4%	8%	4%
	Sequoyah	1. 27	19	\$940,000	\$950,000	2%	1%	5%	9%
	Sheffield Village	10	8	\$829,190	\$842,500		2%	13%	10%
	Skyline-Hillcrest Esta	1. 10	9	\$1,340,000	\$1,450,000	1%	8%	6%	18%
	Sobrante Park	13	5	\$470,000	\$455,000	19%	-3%	4%	5%
	St. Elizabeth	4. 7		\$635,000				12%	
	Temescal	20	13	\$1,182,500	\$1,400,000	31%	18%	32%	33%
	Toler Heights	1. 12	7	\$635,000	\$658,000	15%	4%	10%	4%
	Trestle Glen	18	11	\$1,518,000	\$1,250,750	17%	-18%	21%	26%
	Upper Dimond	4. 11	22	\$953,061	\$894,500	11%	-6%	27%	25%
	Upper Rockridge	32	34	\$1,600,000	\$1,800,000	-4%	13%	17%	16%
	Village Bottoms	1. 16	13	\$712,500	\$1,050,000	2%	47%	9%	15%
	Webster	17	17	\$432,500	\$405,000	8%	-6%	4%	2%
	Wentworth Holland	1. 6		\$497,500				7%	
	West Oakland	45	37	\$780,000	\$765,000	14%	-2%	10%	6%

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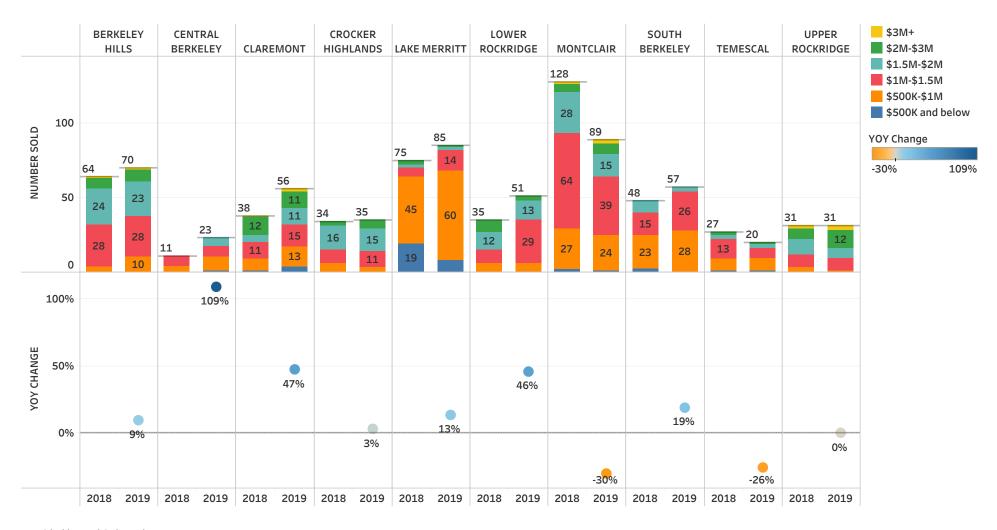
			# Sales		Median So	ld Price	Price Change	YOY	Avg. OLPS	Р
City	Name	1	2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Woodminster	2.	8	10	\$1,200,000	\$1,230,000		3%	28%	28%
RICHMOND	Belding Woods		13	19	\$403,000	\$420,000	17%	4%	10%	1%
	Carriage Hills	2.	5	7	\$730,000	\$728,000	7%	0%	3%	-1%
	Central Richmond		38	21	\$395,000	\$415,000	25%	5%	6%	1%
	City Center (Richmond)	3.	6		\$412,250		29%		2%	
	Coronado			8		\$449,050		43%		4%
	Cortez	2.	12		\$410,000		9%		3%	
	Country Club		22		\$582,500		4%		3%	
	Hilltop	2.	16	26	\$508,500	\$526,500	5%	4%	3%	-1%
	Hilltop College		8	15	\$486,000	\$505,000	5%	4%	0%	-2%
	Iron Triangle	2.	20	8	\$366,000	\$395,000	13%	8%	6%	-1%
	Laurel Park		5	8	\$540,000	\$582,500		8%	2%	2%
	Marina Bay	3.	10	8	\$805,000	\$867,500	14%	8%	4%	4%
	May Valley		20	24	\$600,000	\$590,000	13%	-2%	11%	5%
	North & East Richmond	2.	71	72	\$500,000	\$520,000	23%	4%	12%	3%
	North Richmond		12	7	\$400,000	\$425,000	19%	6%	6%	4%
	Panhandle Annex	2.	5		\$500,000				14%	
	Parchester VIIIage		5		\$385,000		26%		4%	
	Park Plaza	2.	7	5	\$440,000	\$505,000	9%	15%	12%	3%
	Point Richmond		11	8	\$982,500	\$785,000	9%	-20%	1%	-2%
	Pullman	2.	11	8	\$410,000	\$416,000	5%	1%	7%	6%
	Richmond Annex		31	30	\$640,000	\$667,500	17%	4%	18%	17%
	Richmond View	3.	34	35	\$758,000	\$710,000	17%	-6%	15%	12%
	Santa Fe (Richmond)		5		\$401,000		31%		7%	
	South Richmond	2.	45	32	\$436,750	\$481,500	11%	10%	6%	5%
SANLEANDRO	Ashland		16	14	\$620,000	\$536,500	21%	-13%	9%	1%
	Assumption Parish	3.	20	19	\$720,000	\$731,000	11%	2%	10%	0%
	Bay-O-Vista		18	15	\$800,000	\$970,000	-6%	21%	5%	5%

Provided by Red Oak Realty

			# Sales		Median Sol	d Price	Price Change	YOY	Avg. OLPS	P
City	Name	l	2018	2019	2018	2019	2018	2019	2018	2019
SANLEANDRO	Broadmoor District		13	19	\$794,000	\$830,000	30%	5%	11%	6%
	Davis Tract		23	18	\$588,000	\$585,000	-2%	-1%	5%	0%
	Estudillo Estates		25	16	\$860,000	\$877,500	9%	2%	10%	5%
	Farrelly Pond District		13	13	\$710,000	\$659,000	10%	-7%	11%	3%
	Floresta Gardens - Br		16	13	\$670,000	\$675,000	10%	1%	5%	2%
	Heron Bay		9		\$875,000		12%		7%	
	Hillcrest Knolls		6		\$710,000		12%		4%	
	Lower Bal		16	14	\$655,000	\$735,000	15%	12%	7%	3%
	Marina Faire		6	7	\$678,500	\$762,500		12%	7%	2%
	Mulford Gardens		6	6	\$680,000	\$668,750	11%	-2%	6%	-3%
	Old San Leandro		7	10	\$693,000	\$758 <i>,</i> 500	22%	9%	10%	8%
	Upper Bal		10	15	\$649,000	\$646,350	14%	0%	5%	1%
	Washington Manor/B	3.	53	49	\$675,000	\$675,150	12%	0%	5%	1%

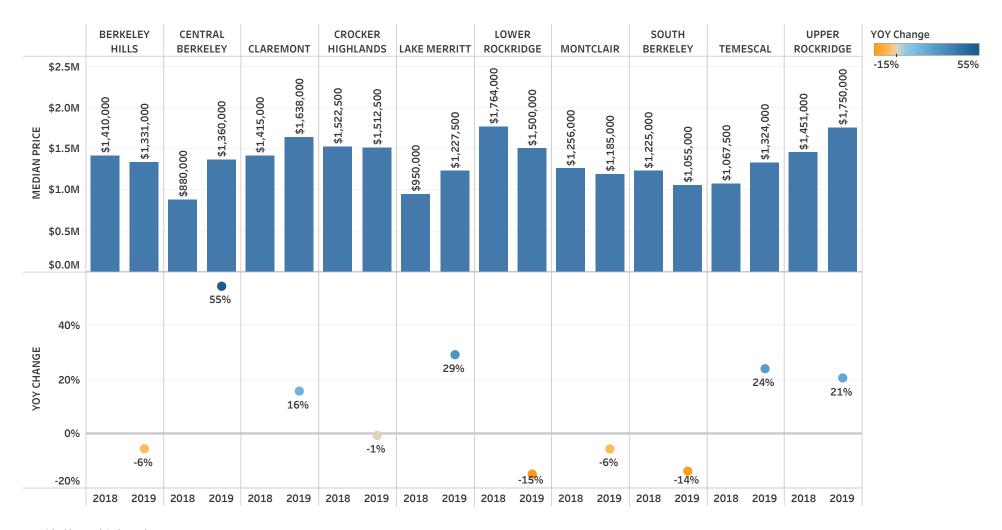
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NUMBER OF SINGLE UNIT DWELLINGS SOLD BY NEIGHBORHOOD - Q1-Q2 2019 vs. 2018



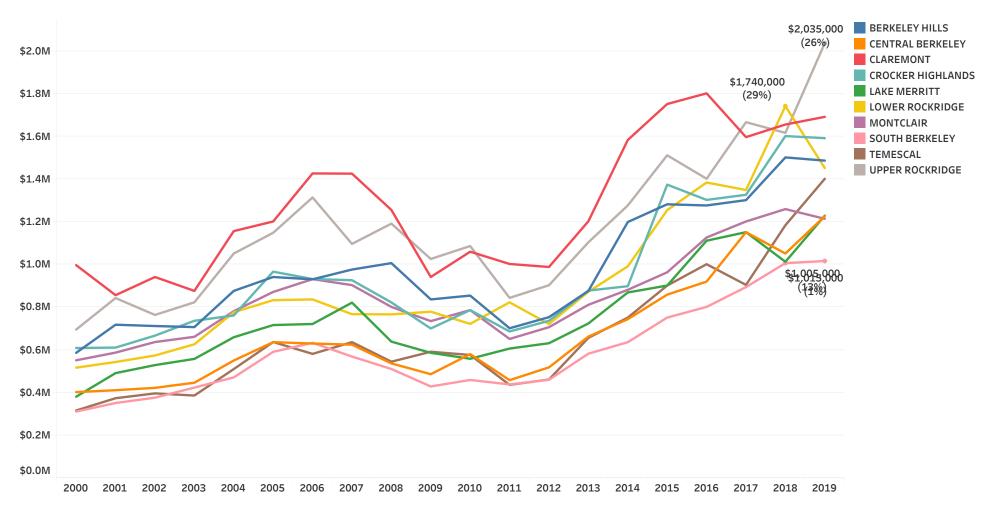
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MEDIAN SALE PRICE OF 3BD SFRS SOLD BY NEIGHBORHOOD - Q1-Q2 2019 vs. 2018



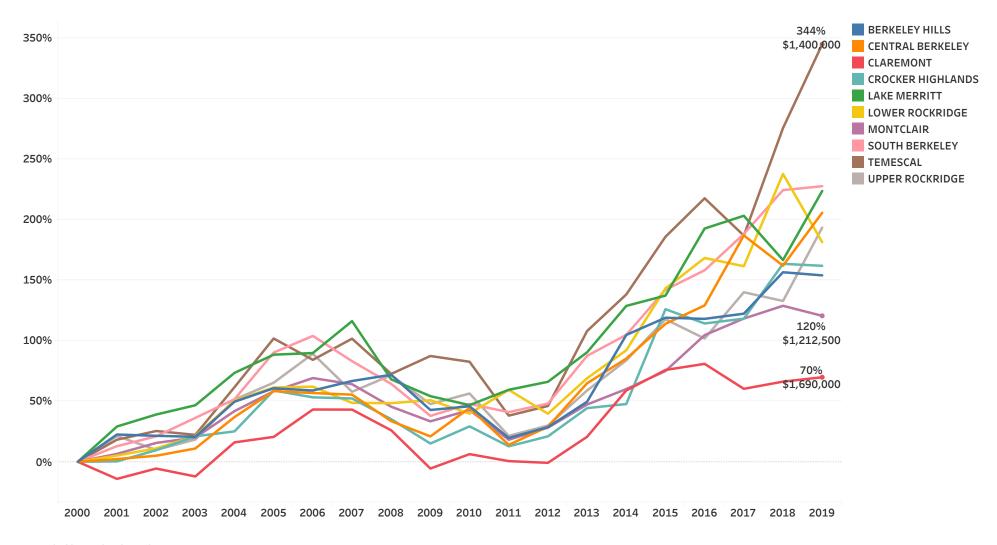
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MEDIAN SALE PRICE OF SFRS SOLD BY NEIGHBORHOOD - Q1-Q2 2019



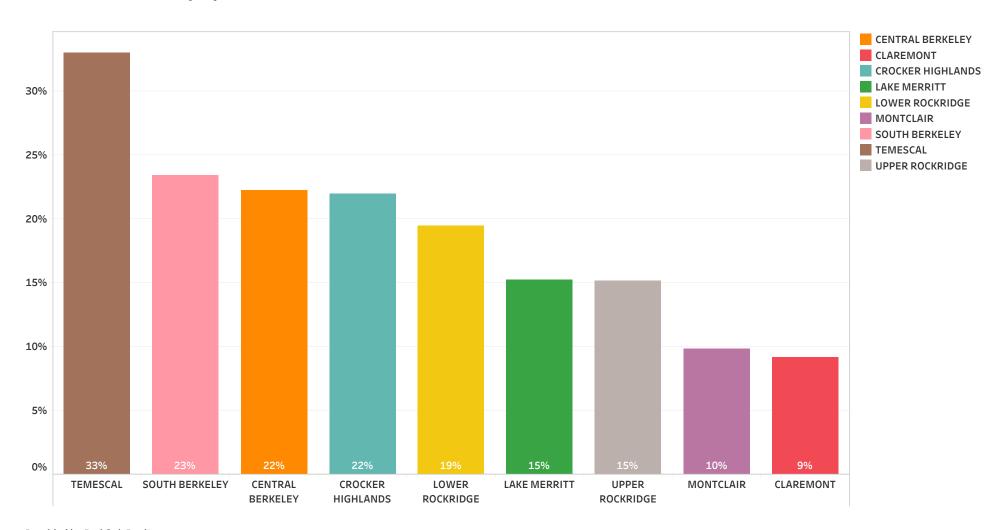
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APPRECIATION SINCE 2000 MEDIAN SALE PRICE OF SFRS BY NEIGHBORHOOD - Q1-Q2



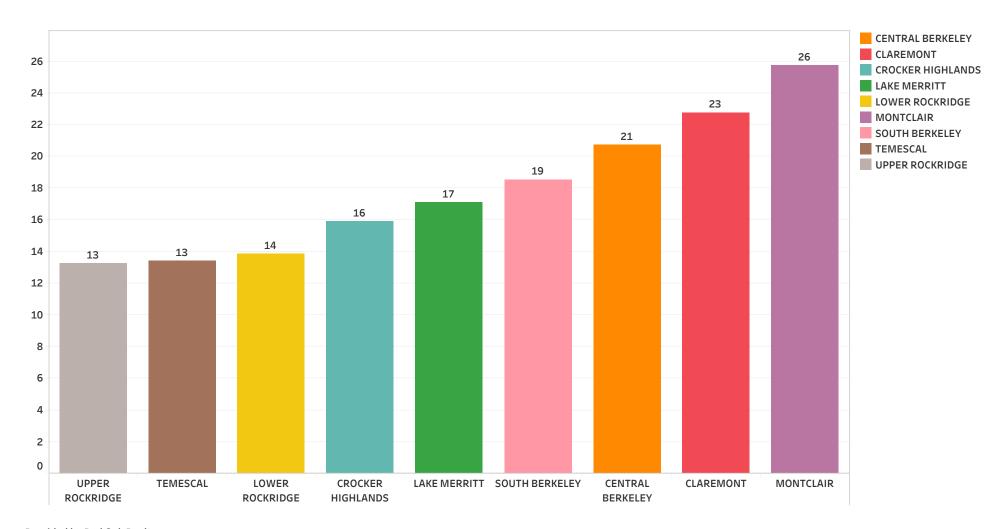
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SFR AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE BY NEIGHBORHOOD - Q1-Q2 2019



Provided by Red Oak Realty

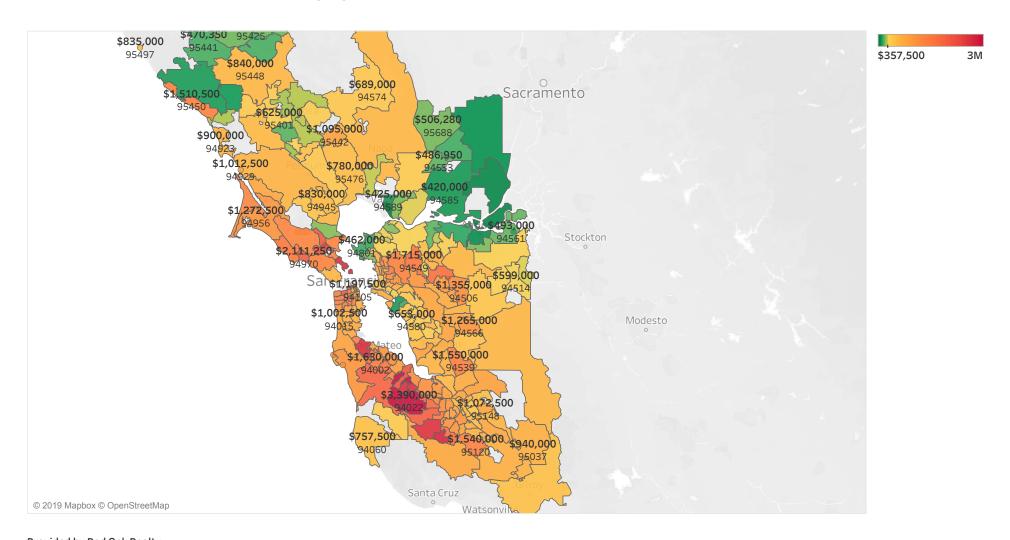
SFR AVERAGE DAYS ON MARKET BY NEIGHBORHOOD - Q1-Q2 2019



Provided by Red Oak Realty

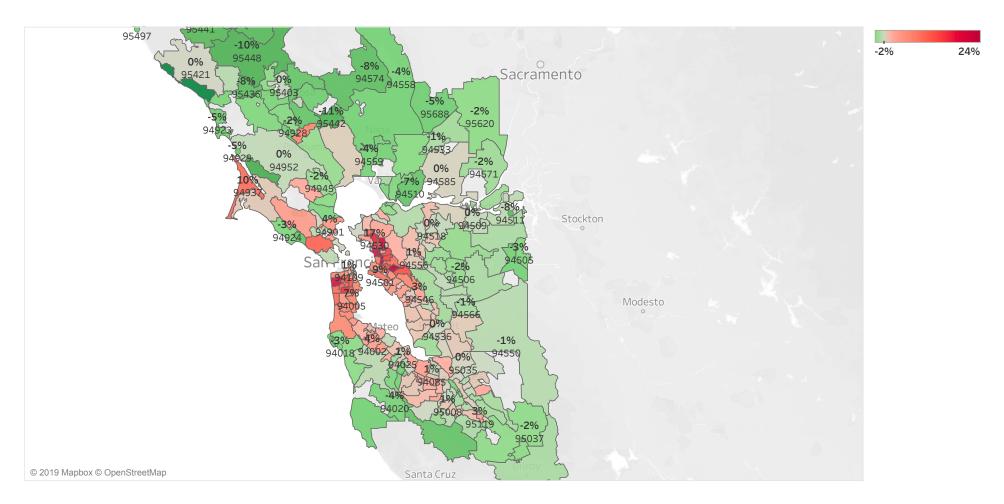


SFR AND CONDO MEDIAN SALE PRICE - Q1-Q2 2019



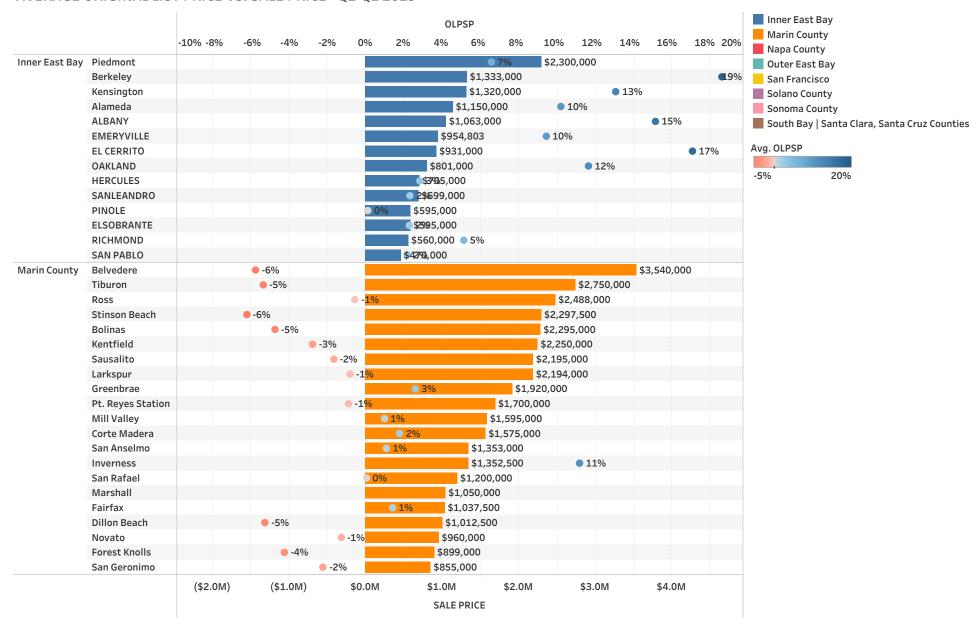
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SFR AND CONDO AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1-Q2 2019



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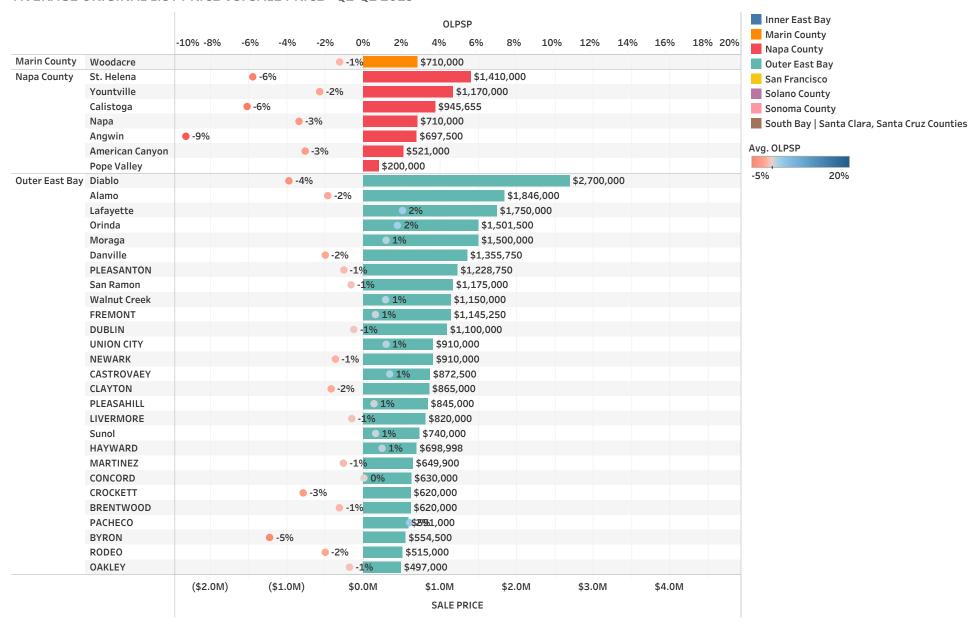
BAY AREA SFR MEDIAN SALE PRICE AND AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1-Q2 2019



20%

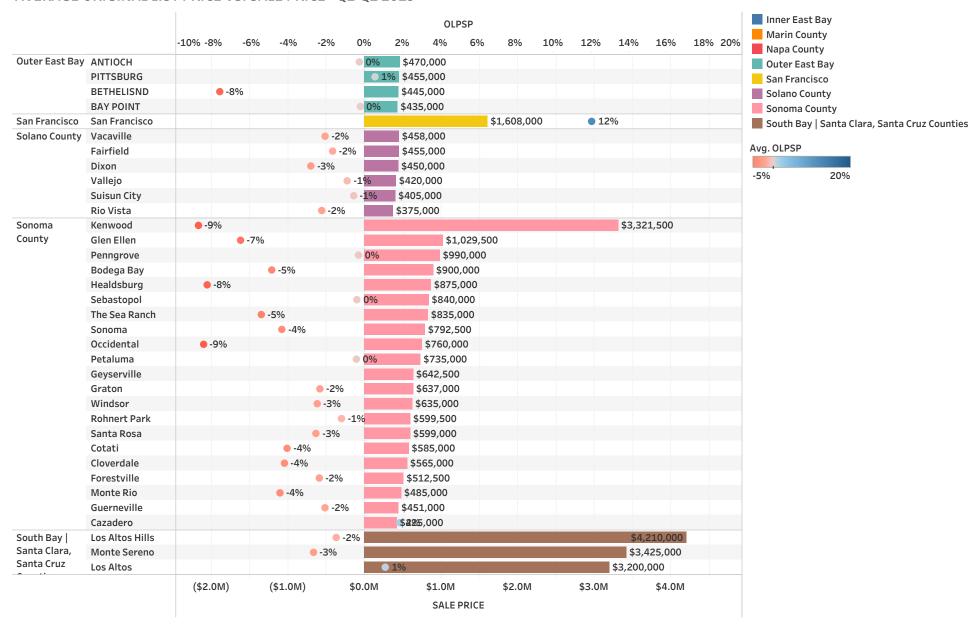
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BAY AREA SFR MEDIAN SALE PRICE AND AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1-Q2 2019



Provided by Red Oak Realty

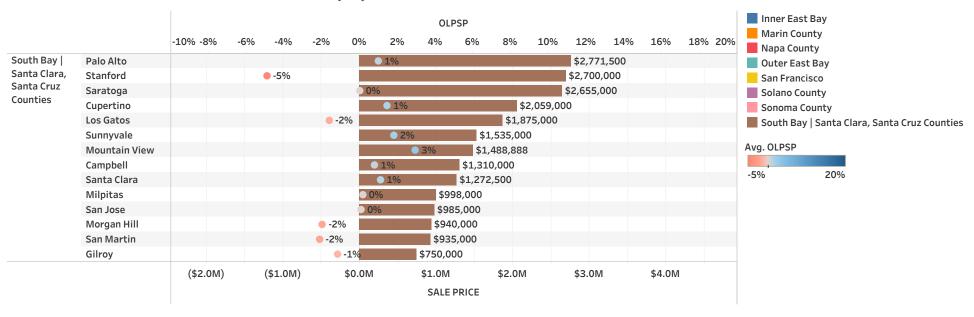
BAY AREA SFR MEDIAN SALE PRICE AND AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1-Q2 2019



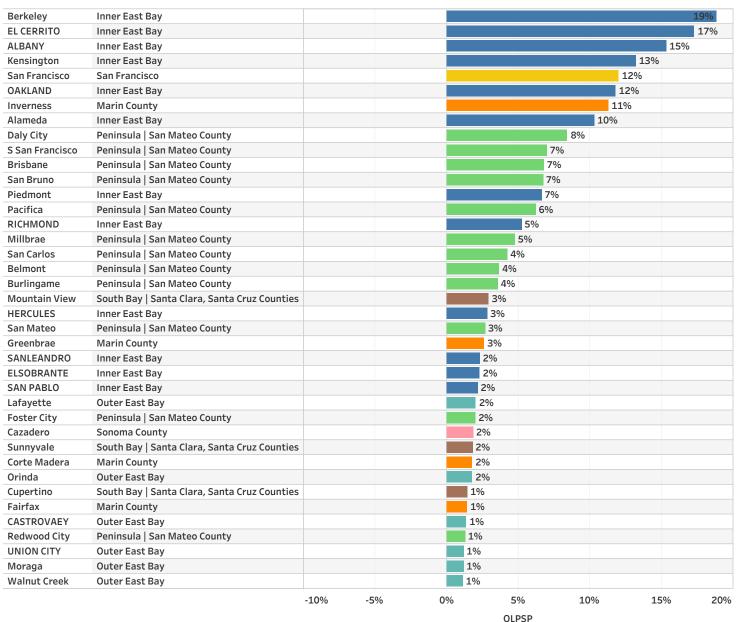
20%

Provided by Red Oak Realty

BAY AREA SFR MEDIAN SALE PRICE AND AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1-Q2 2019



Provided by Red Oak Realty



Inner East Bay

Marin County

Napa County

Outer East Bay

San Francisco

Solano County

Sonoma County

Peninsula | San Mateo County

South Bay | Santa Clara, Santa Cruz Counties

Provided by Red Oak Realty

Santa Clara	South Bay Santa Clara, Santa Cruz Counties		1%		
San Anselmo	Marin County		1%		
Los Altos	South Bay Santa Clara, Santa Cruz Counties		1%		
Mill Valley	Marin County		1%		
Palo Alto	South Bay Santa Clara, Santa Cruz Counties		1%		
HAYWARD	Outer East Bay		1%		
Colma	Peninsula San Mateo County		1%		
Campbell	South Bay Santa Clara, Santa Cruz Counties		1%		
Sunol	Outer East Bay		1%		
FREMONT	Outer East Bay		1%		
Menlo Park	Peninsula San Mateo County		1%		
PITTSBURG	Outer East Bay		1%		
PLEASAHILL	Outer East Bay		1%		
Milpitas	South Bay Santa Clara, Santa Cruz Counties		0%		
PINOLE	Inner East Bay		0%		
San Jose	South Bay Santa Clara, Santa Cruz Counties		0%		
San Rafael	Marin County		0%		
CONCORD	Outer East Bay		0%		
Saratoga	South Bay Santa Clara, Santa Cruz Counties		0%		
BAY POINT	Outer East Bay	0%			
ANTIOCH	Outer East Bay	0%			
Penngrove	Sonoma County	0%			
Sebastopol	Sonoma County	0%			
Petaluma	Sonoma County	0%			
DUBLIN	Outer East Bay	-1%			
Ross	Marin County	-1%			
Suisun City	Solano County	-1%			
IVERMORE	Outer East Bay	-1%			
San Ramon	Outer East Bay	-1%			
DAKLEY	Outer East Bay	-1%			
arkspur	Marin County	-1%			
/allejo	Solano County	-1%			
PLEASANTON	Outer East Bay	-1%			
MARTINEZ	Outer East Bay	-1%			
Gilroy	South Bay Santa Clara, Santa Cruz Counties	-1%			
Rohnert Park	Sonoma County	-1%			
Woodacre	Marin County	-1%			
BRENTWOOD	Outer East Bay	-1%			
Novato	Marin County	-1%			

Inner East Bay
Marin County
Napa County
Outer East Bay

San Francisco
Solano County
Sonoma County

Peninsula | San Mateo County

South Bay | Santa Clara, Santa Cruz Counties

Provided by Red Oak Realty

NEWARK	Outer East Bay		1%				
Los Altos Hills	South Bay Santa Clara, Santa Cruz Counties		2%				
Redwood Shores	Peninsula San Mateo County		2%				
Los Gatos	South Bay Santa Clara, Santa Cruz Counties	-	2%				
Atherton	Peninsula San Mateo County	-	2%				
Sausalito	Marin County	-	2%				
Fairfield	Solano County	-	2%				
CLAYTON	Outer East Bay	-	2%				
Hillsborough	Peninsula San Mateo County	-	2%				
Alamo	Outer East Bay	-2	%				
Morgan Hill	South Bay Santa Clara, Santa Cruz Counties	-2	%				
Danville	Outer East Bay	-2	%				
RODEO	Outer East Bay	-2	%				
Vacaville	Solano County	-2	%				
Guerneville	Sonoma County	-2	%				
Half Moon Bay	Peninsula San Mateo County	-2	%				
San Martin	South Bay Santa Clara, Santa Cruz Counties	-2	%				
San Geronimo	Marin County	-29	6				
Rio Vista	Solano County	-29	6				
Yountville	Napa County	-29	ó				
Graton	Sonoma County	-2%	5				
Forestville	Sonoma County	-2%					
Windsor	Sonoma County	-3%					
Santa Rosa	Sonoma County	-3%					
El Granada	Peninsula San Mateo County	-3%					
Monte Sereno	South Bay Santa Clara, Santa Cruz Counties	-3%					
Kentfield	Marin County	-3%					
Dixon	Solano County	-3%					
American Canyon	Napa County	-3%					
CROCKETT	Outer East Bay	-3%					
Portola Valley	Peninsula San Mateo County	-3%					
Napa	Napa County	-3%					
Woodside	Peninsula San Mateo County	-4%					
Diablo	Outer East Bay	-4%					
La Honda	Peninsula San Mateo County	-4%					
Cotati	Sonoma County	-4%					
Cloverdale	Sonoma County	-4%					
Forest Knolls	Marin County	-4%					
Sonoma	Sonoma County	-4%					
	•	-10% -5%			10%	15%	20%

Inner East Bay
Marin County
Napa County
Outer East Bay

San Francisco
Solano County
Sonoma County

Peninsula | San Mateo County

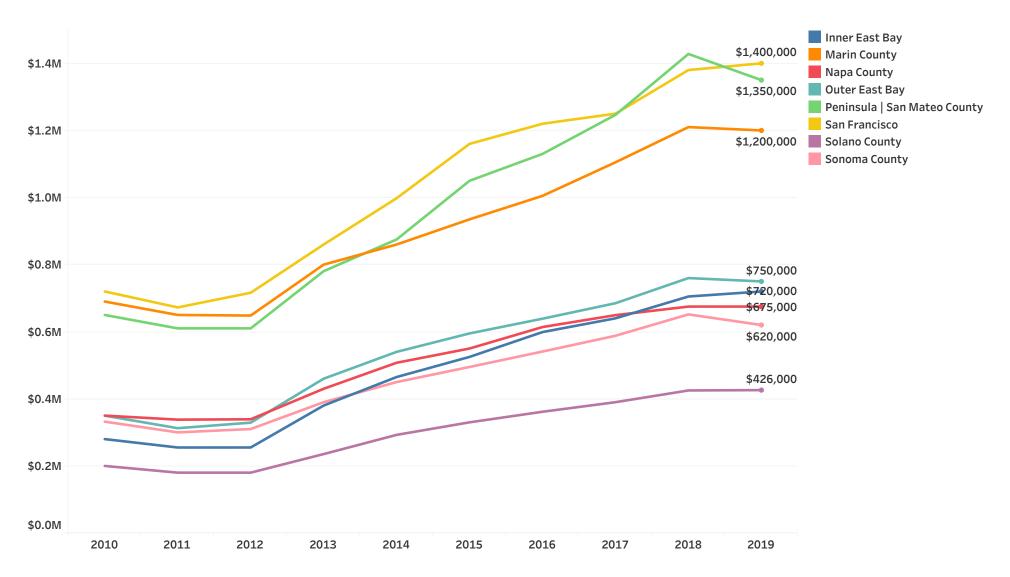
South Bay | Santa Clara, Santa Cruz Counties

Provided by Red Oak Realty

Montara	Peninsula San Mateo County		-4%						Inner East Bay
Monte Rio	Sonoma County		-4%						Marin County
Pescadero	Peninsula San Mateo County		-4%						Napa County
Bolinas	Marin County		-5%						Outer East Bay
Stanford	South Bay Santa Clara, Santa Cruz Counties		-5%						Peninsula San Mateo County
Bodega Bay	Sonoma County		-5%						San Francisco
BYRON	Outer East Bay		-5%						Solano County
Dillon Beach	Marin County	-5	5%						Sonoma County
Tiburon	Marin County	-5	5%						South Bay Santa Clara, Santa Cruz Counties
The Sea Ranch	Sonoma County	-5	%						
Belvedere	Marin County	-6%	6						
St. Helena	Napa County	-6%	6						
Calistoga	Napa County	-6%							
Stinson Beach	Marin County	-6%							
Glen Ellen	Sonoma County	-7%							
Moss Beach	Peninsula San Mateo County	-7%							
BETHELISND	Outer East Bay	-8%							
Healdsburg	Sonoma County	-8%							
Occidental	Sonoma County	-9%							
Angwin	Napa County	-9%							
Geyserville	Sonoma County	-10%							
Pope Valley	Napa County	-11%							
		-10%	-5%	0%	5%	10%	15%	20%	
					OLPSP				

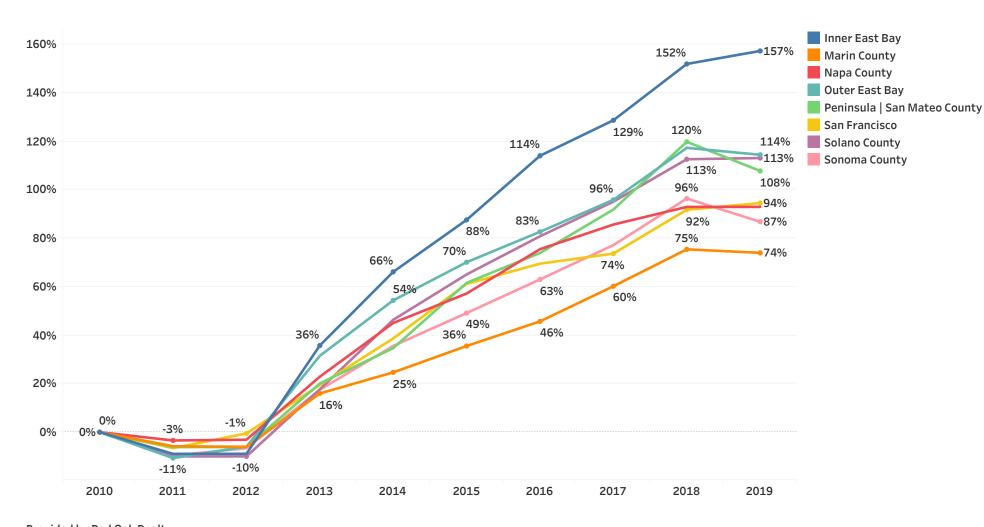
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SFR AND CONDO MEDIAN SALE PRICE BY BAY AREA REGION - Q1-Q2



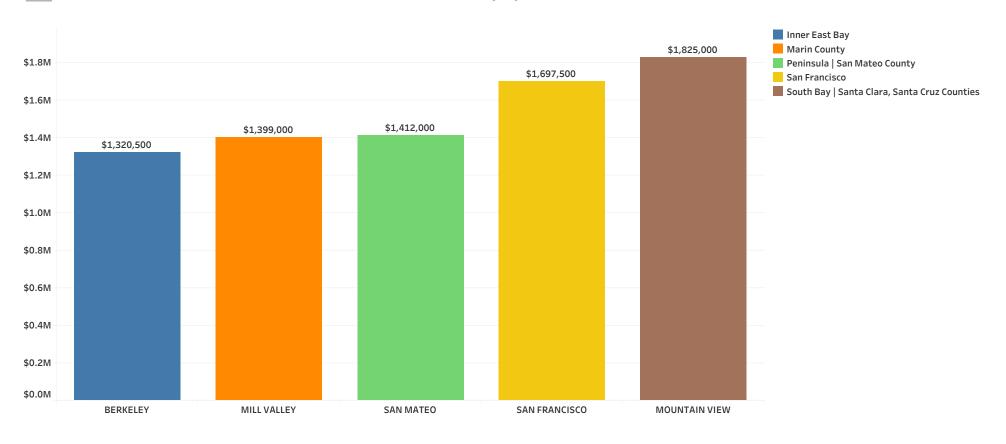
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APPRECIATION OF SFR AND CONDO MEDIAN SALE PRICE BY BAY AREA REGION - Q1-Q2



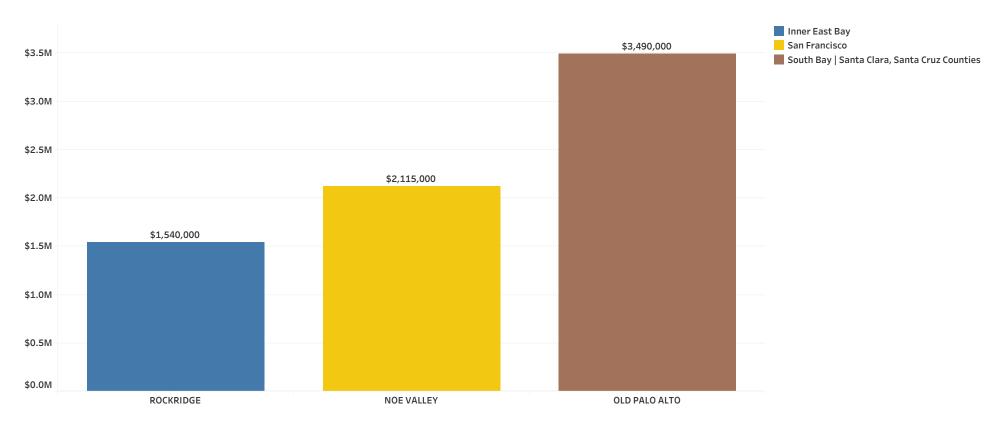
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3BD SFR AND CONDO MEDIAN SALE PRICE IN SIMILAR BAY AREA CITIES - Q1-Q2 2019



Provided by Red Oak Realty

3BD SFR AND CONDO MEDIAN SALE PRICE IN SIMILAR BAY AREA NEIGHBORHOODS - Q1-Q2 2019



Provided by Red Oak Realty