

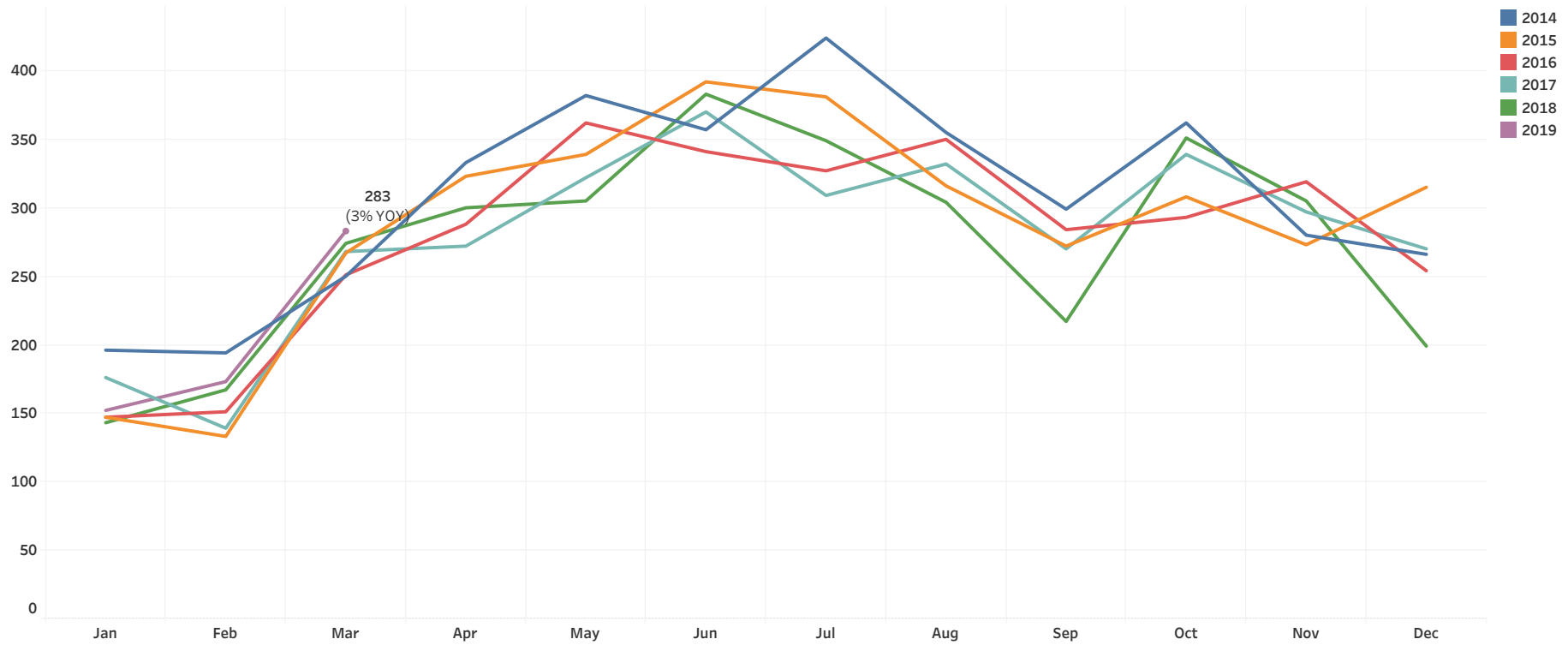
**EAST BAY  
REAL ESTATE MARKET UPDATE  
Q1 2019**

6450 Moraga Ave., Piedmont  
1891 Solano Ave., Berkeley  
[redoakrealty.com](http://redoakrealty.com)



## Market Overview

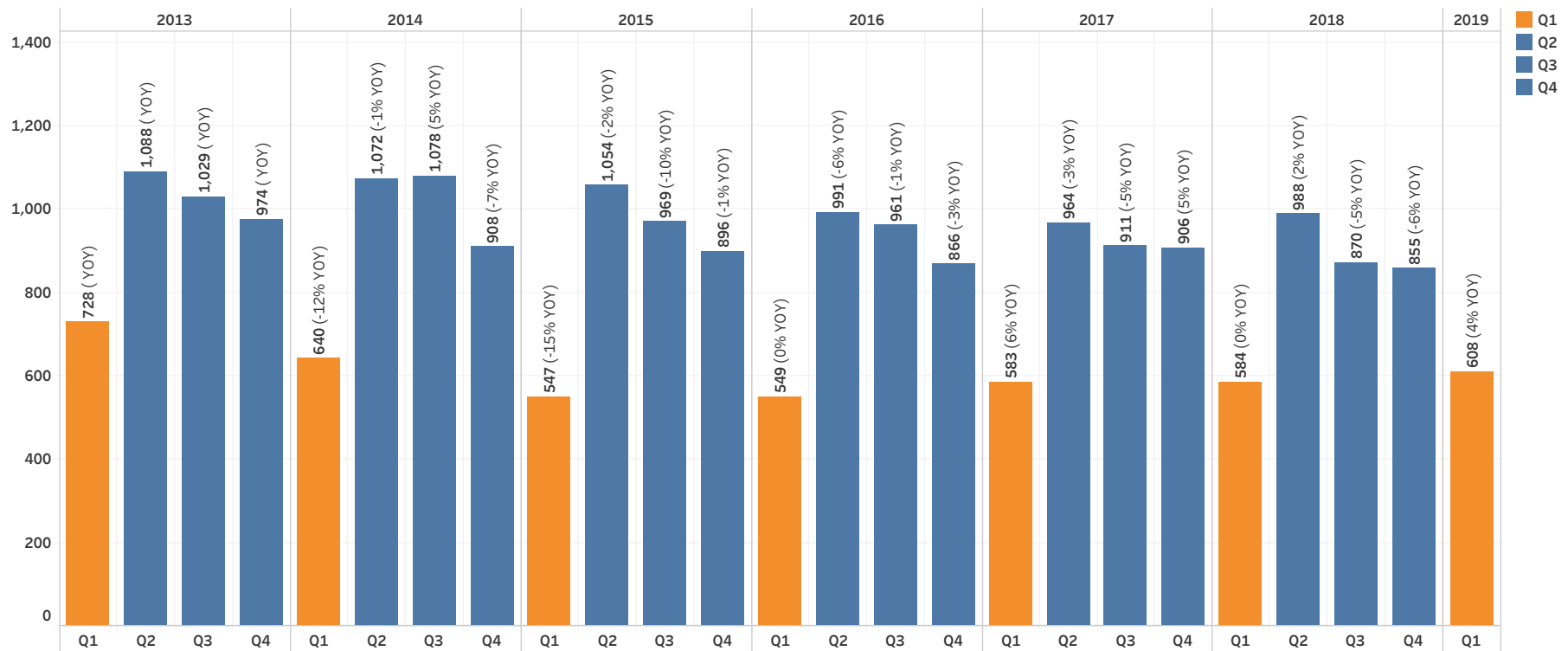
## QUANTITY OF SFRS SOLD BY MONTH



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

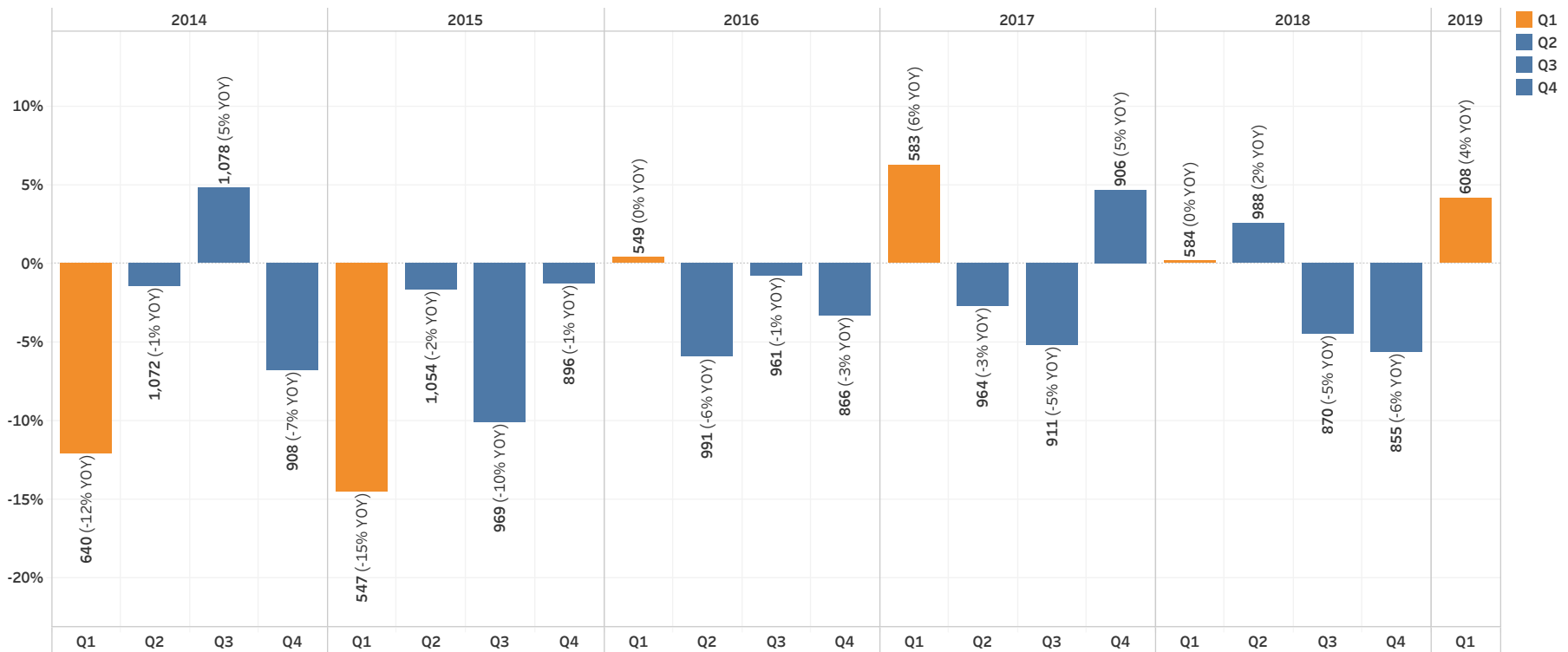
## QUANTITY OF SFRS SOLD BY QUARTER



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

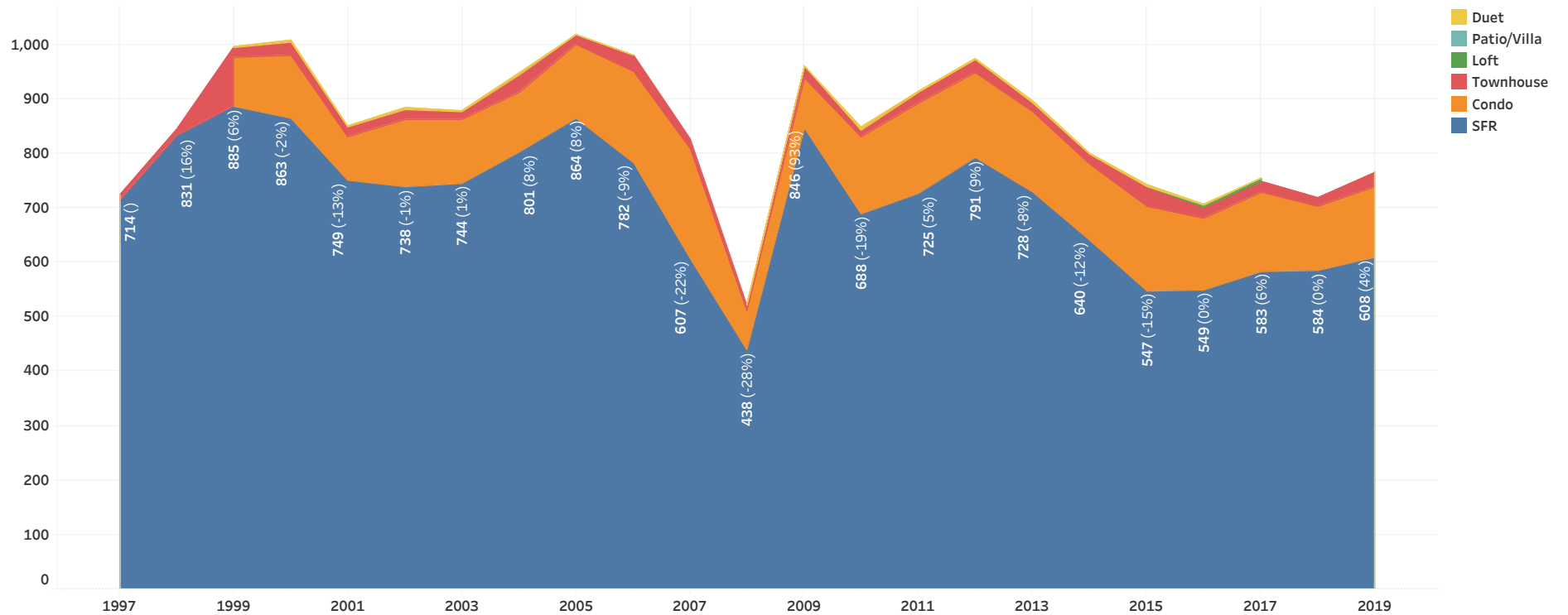
## YOY PERCENT CHANGE OF SFR QUANTITY SOLD BY QUARTER



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

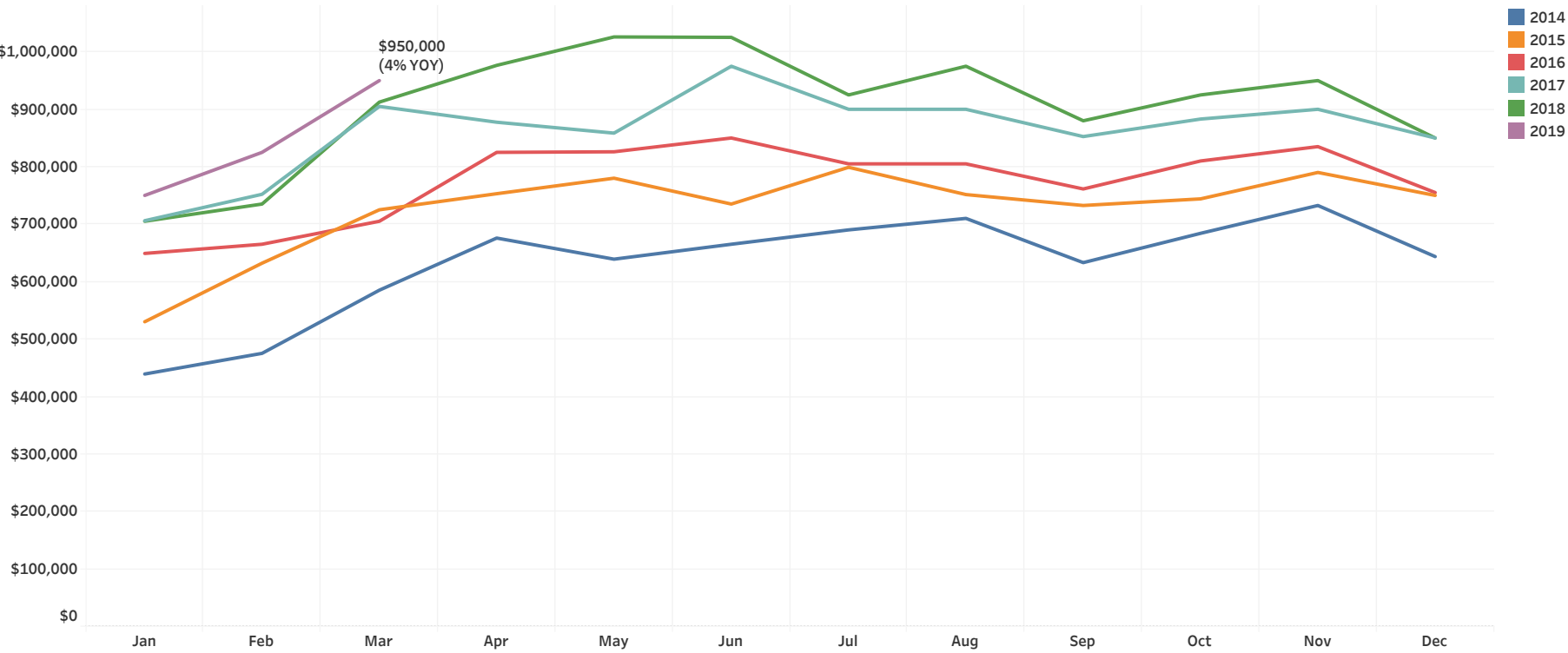
## QUANTITY OF SINGLE UNIT DWELLINGS SOLD BY YEAR - Q1 ONLY



### Provided by Red Oak Realty

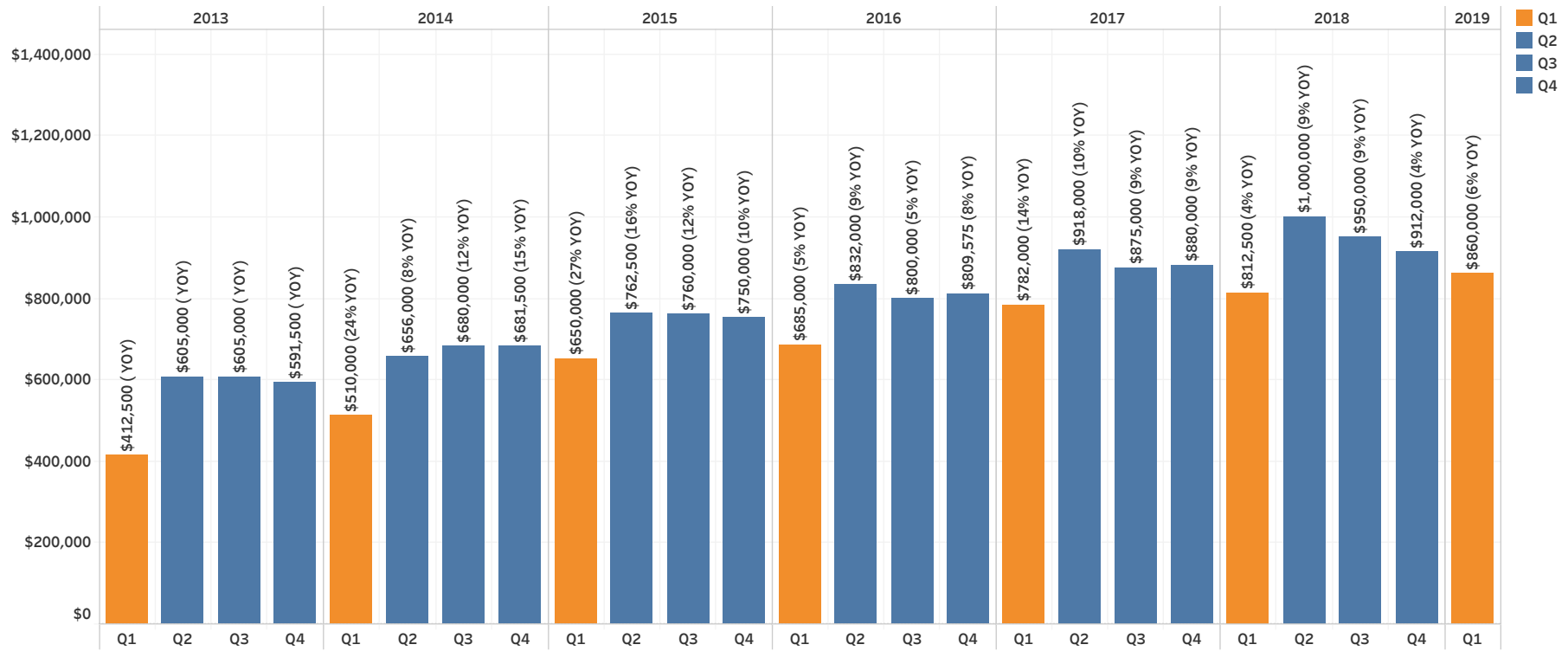
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance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

MEDIAN SALE PRICE OF SFRS SOLD BY MONTH



Provided by Red Oak Realty  
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

## MEDIAN SALE PRICE OF SFRS SOLD BY QUARTER

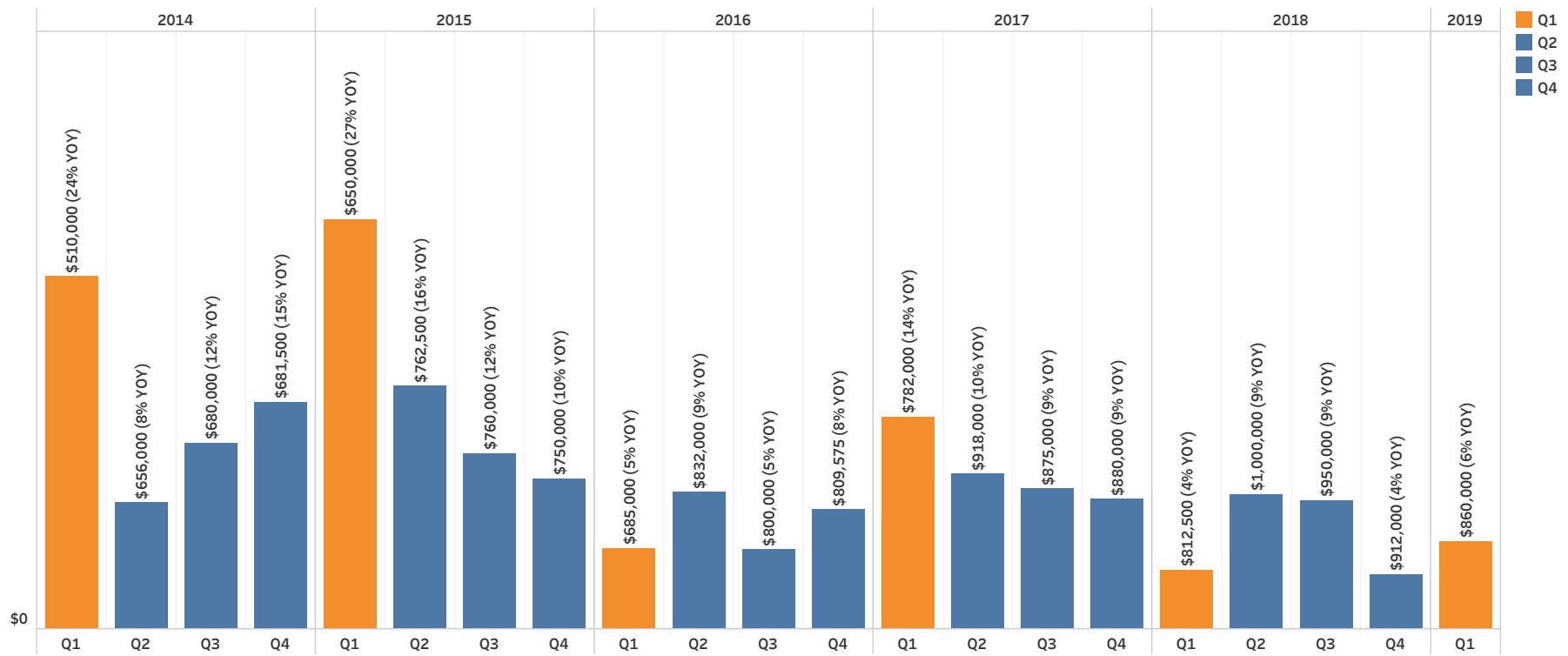


Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.



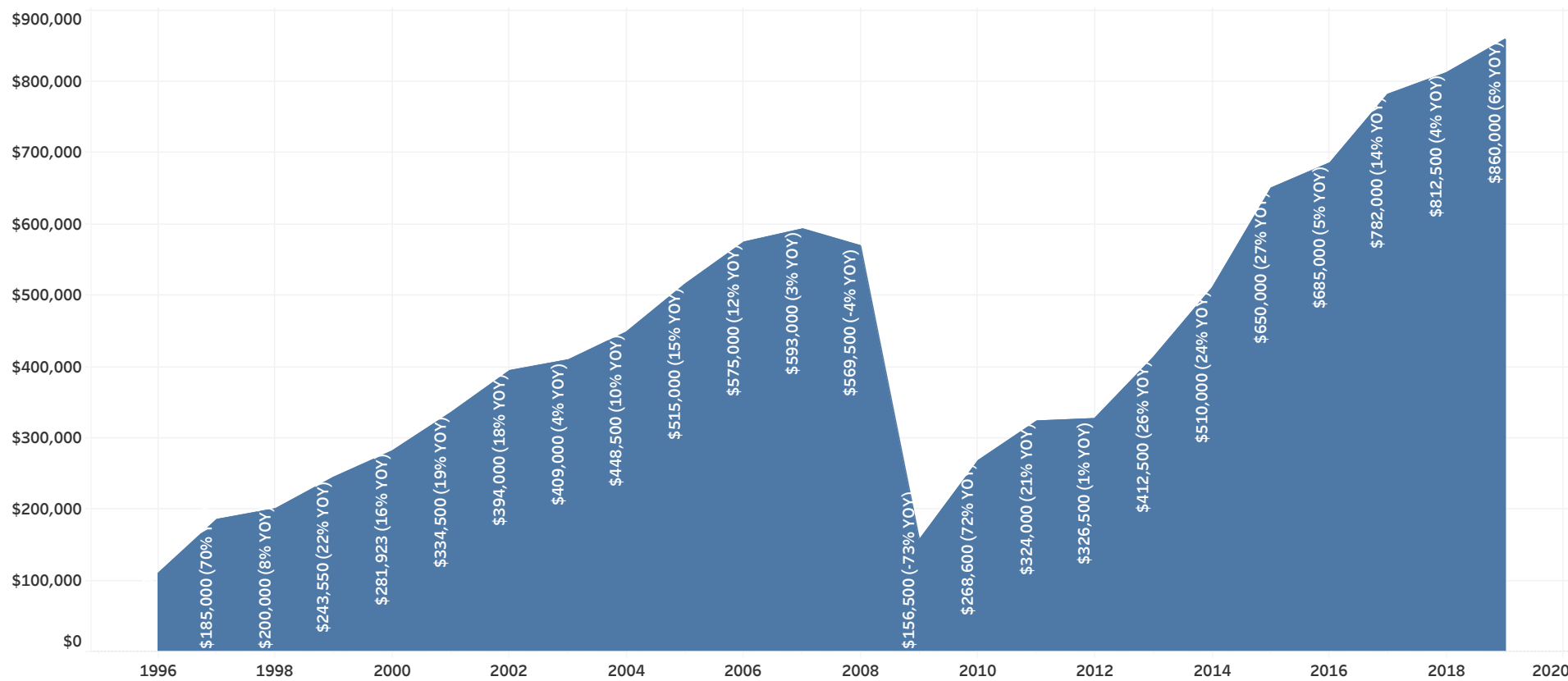
## YOY PERCENT CHANGE IN MEDIAN SALE PRICE OF SFRS SOLD BY QUARTER



Provided by Red Oak Realty

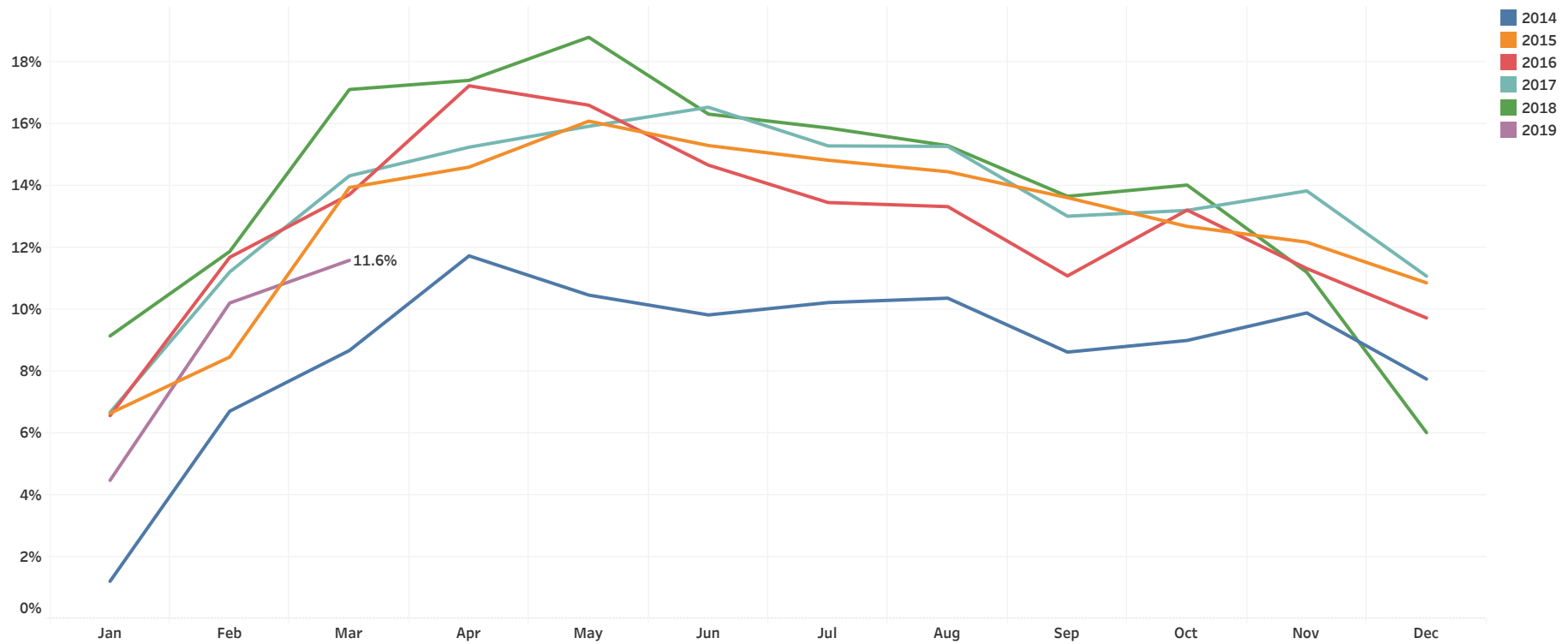
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance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

MEDIAN SALE PRICE OF SFRS SOLD BY YEAR - Q1 ONLY



Provided by Red Oak Realty  
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

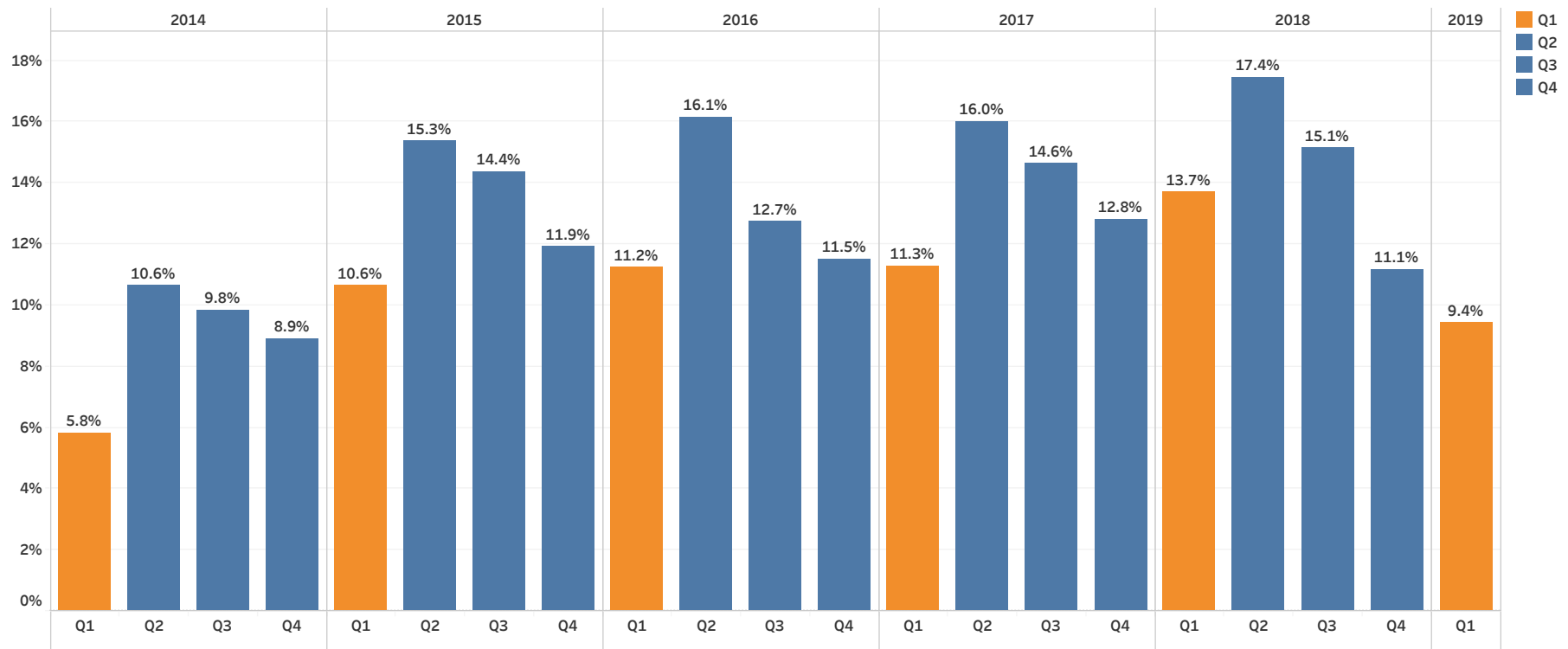
## AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE OF SFRS BY MONTH



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

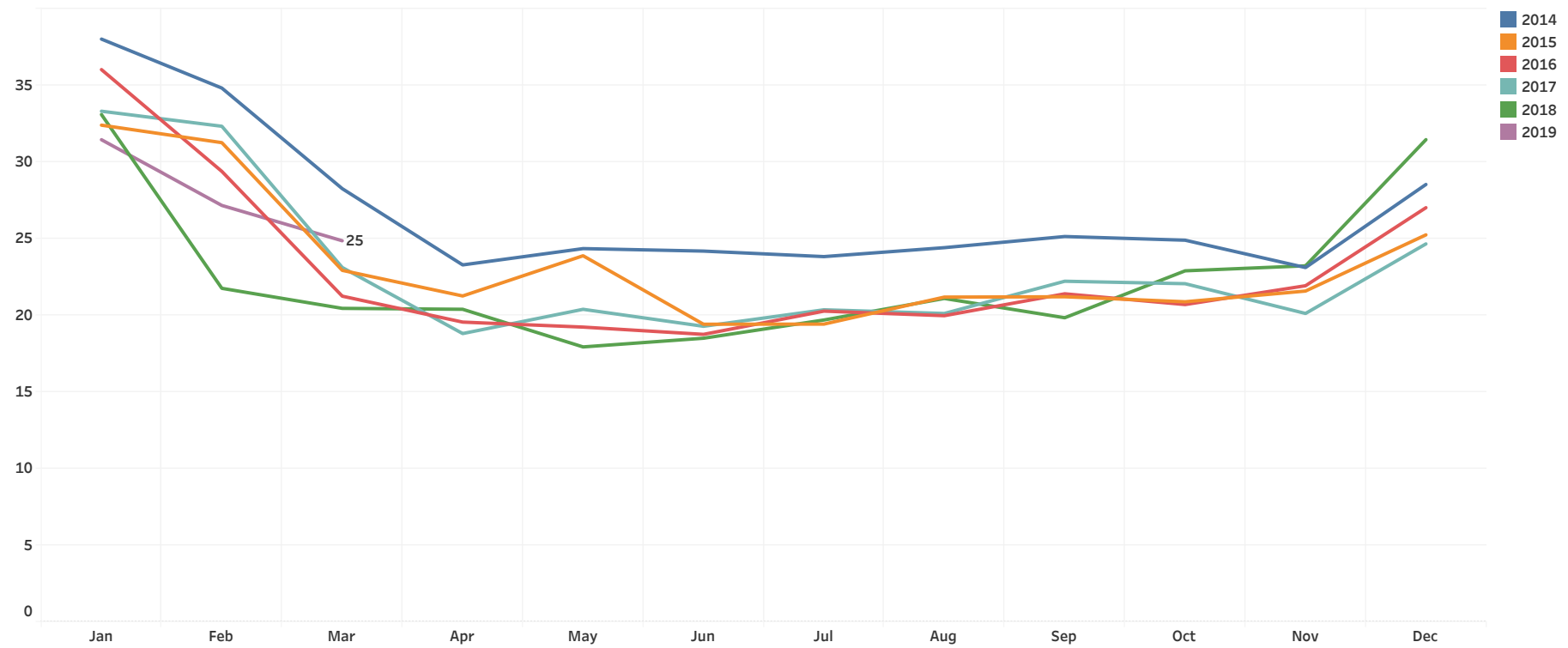
## AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE OF SFRS BY QUARTER



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

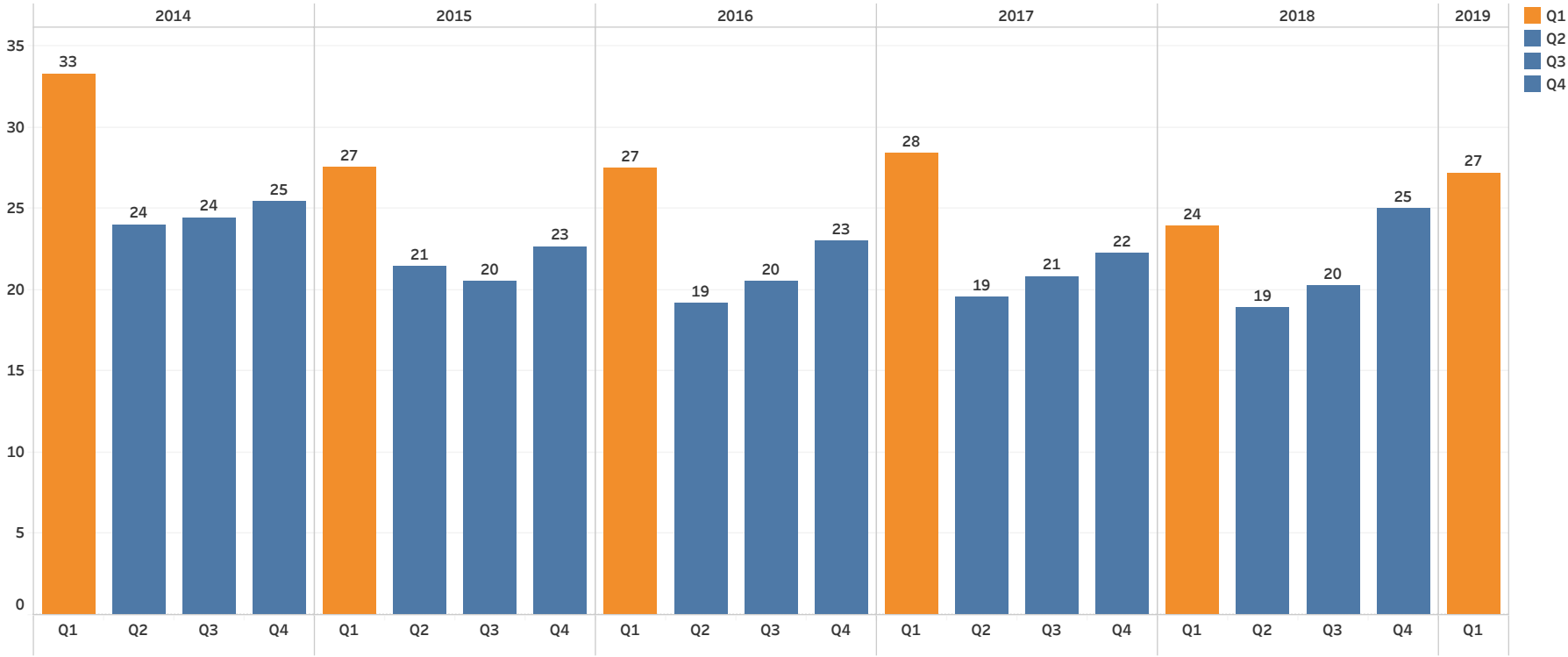
## AVERAGE DAYS ON MARKET OF SFRS BY MONTH



Provided by Red Oak Realty

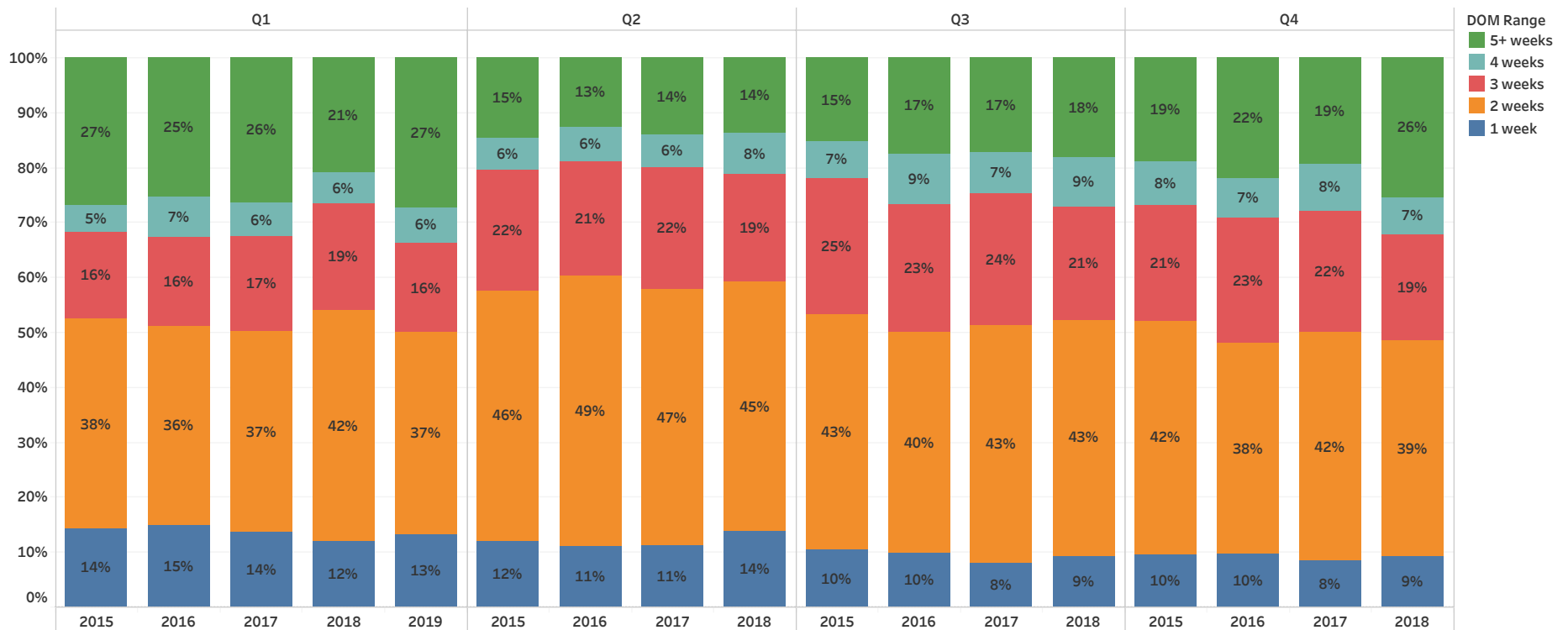
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance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

AVERAGE DAYS ON MARKET OF SFRS BY QUARTER



**Provided by Red Oak Realty**  
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

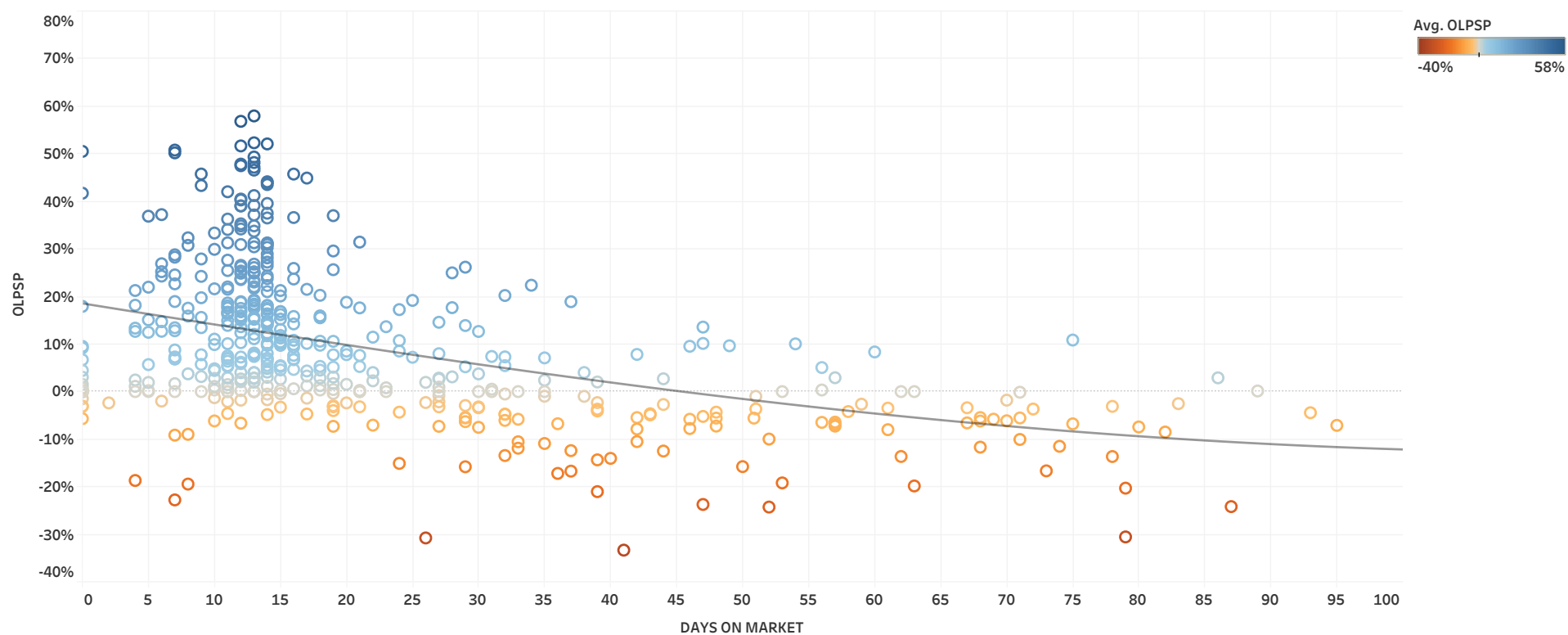
## RANGE OF DAYS ON MARKET - SFRS BY QUARTER



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

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

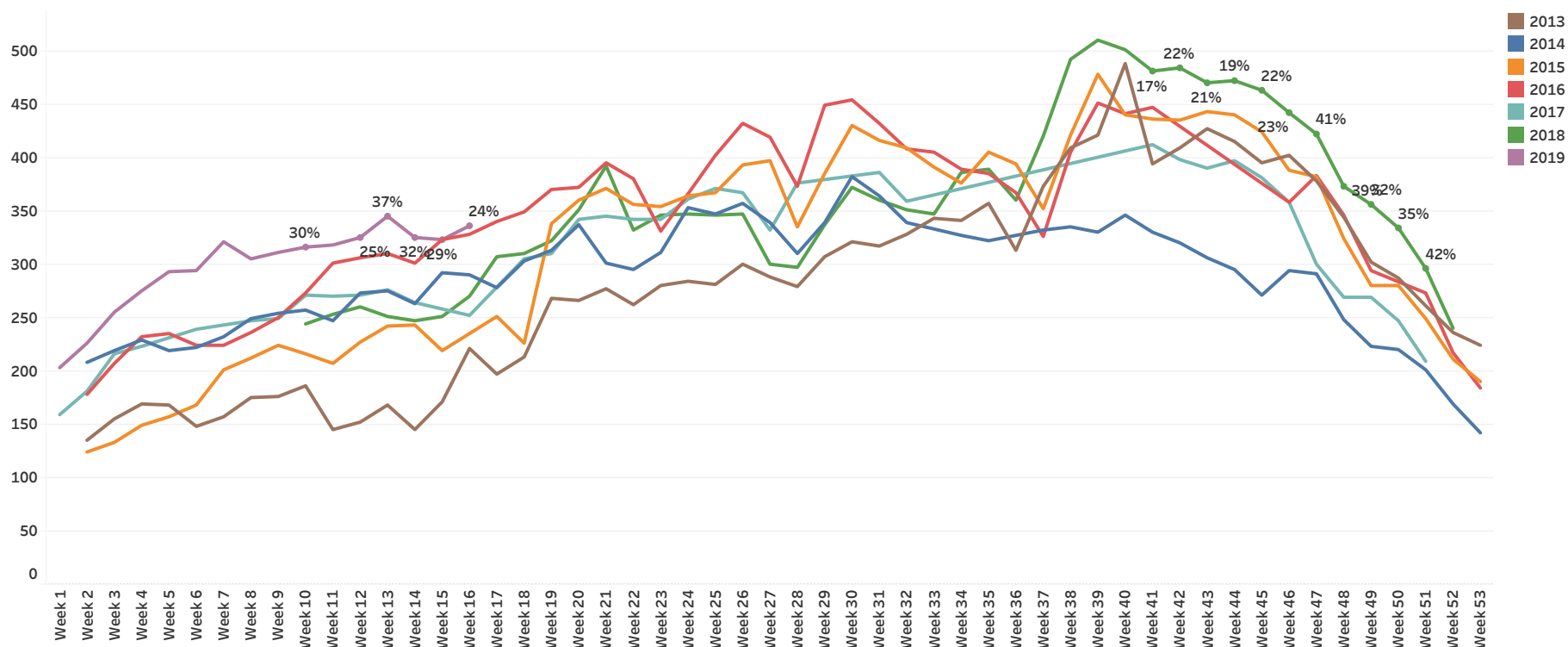


Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.



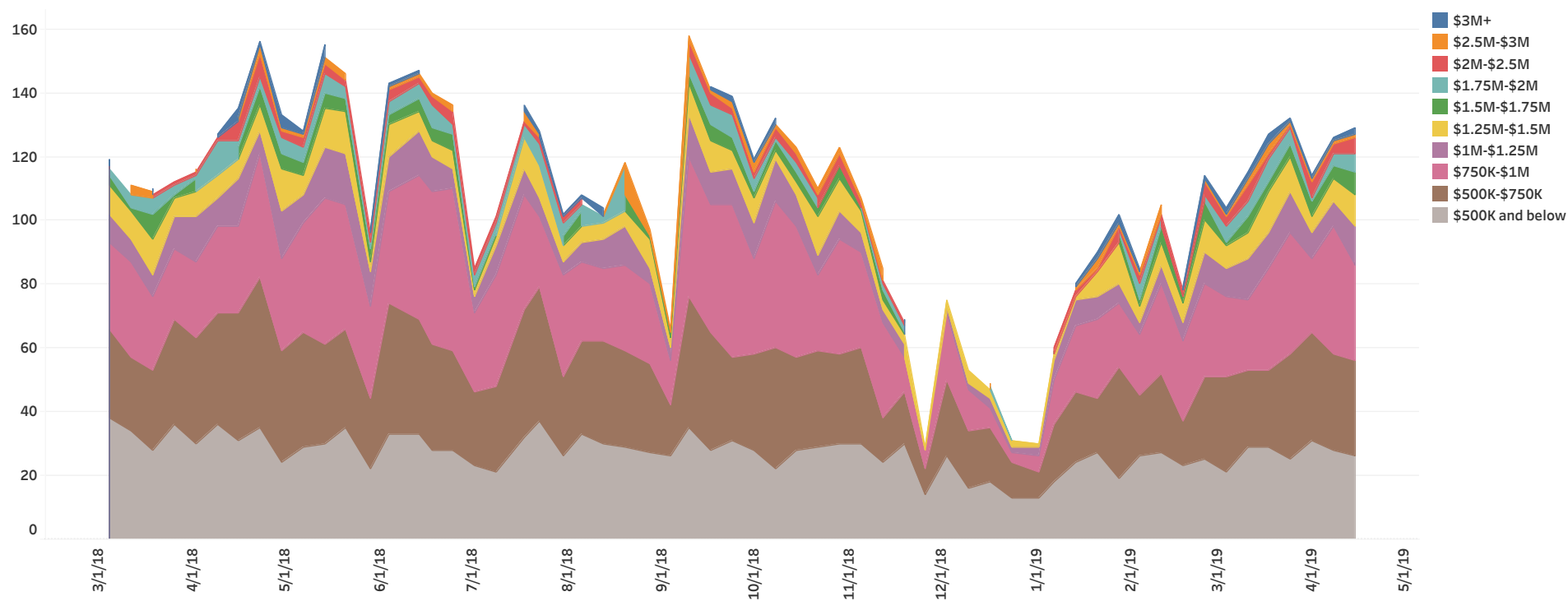
## QUANTITY OF ACTIVE SFERS



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

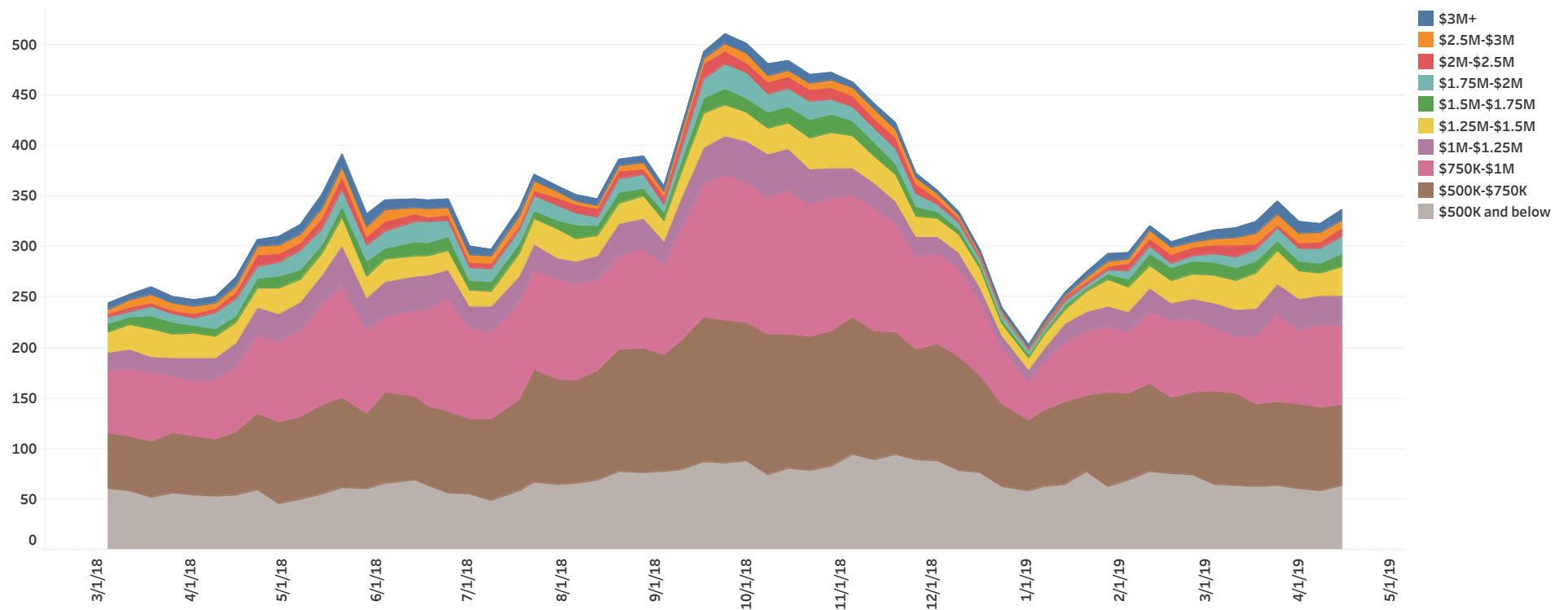
## QUANTITY OF NEW SFR LISTINGS BY PRICE RANGE - 2018-2019



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

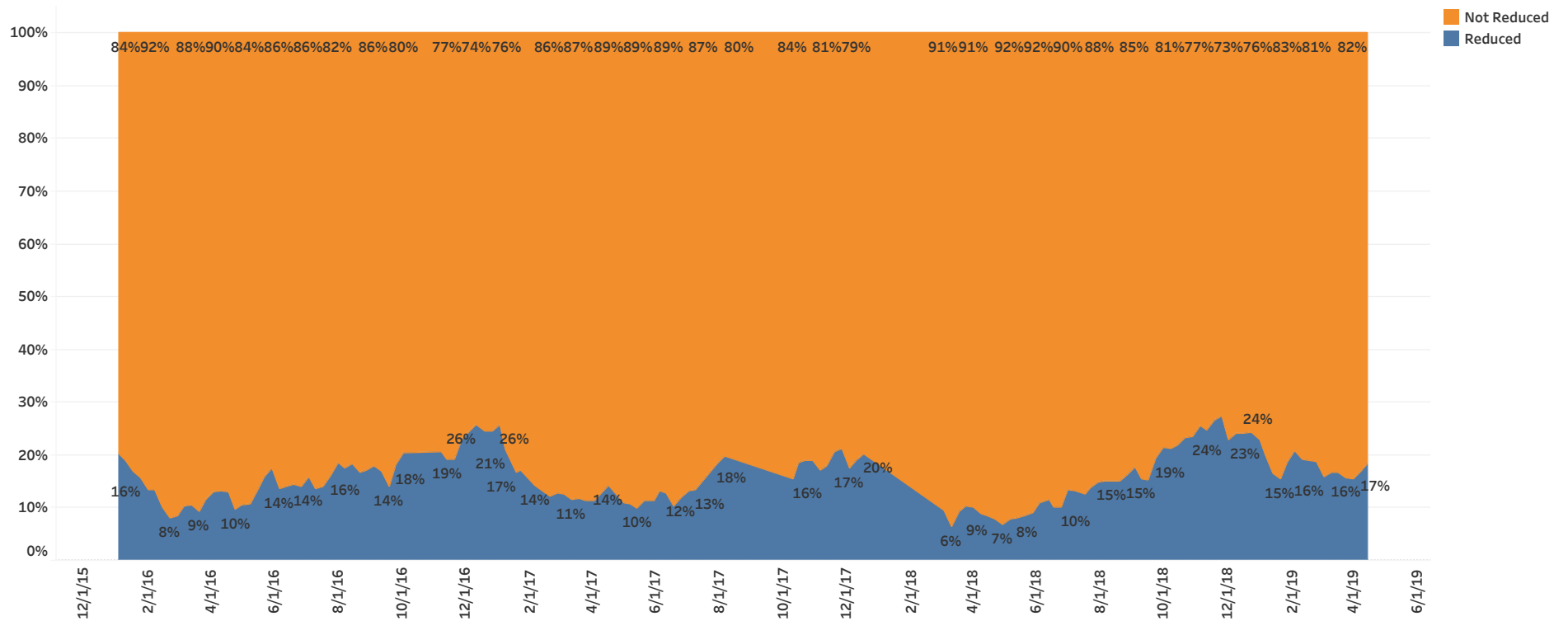
## ACTIVE SFR INVENTORY BY PRICE RANGE - 2018-2019



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

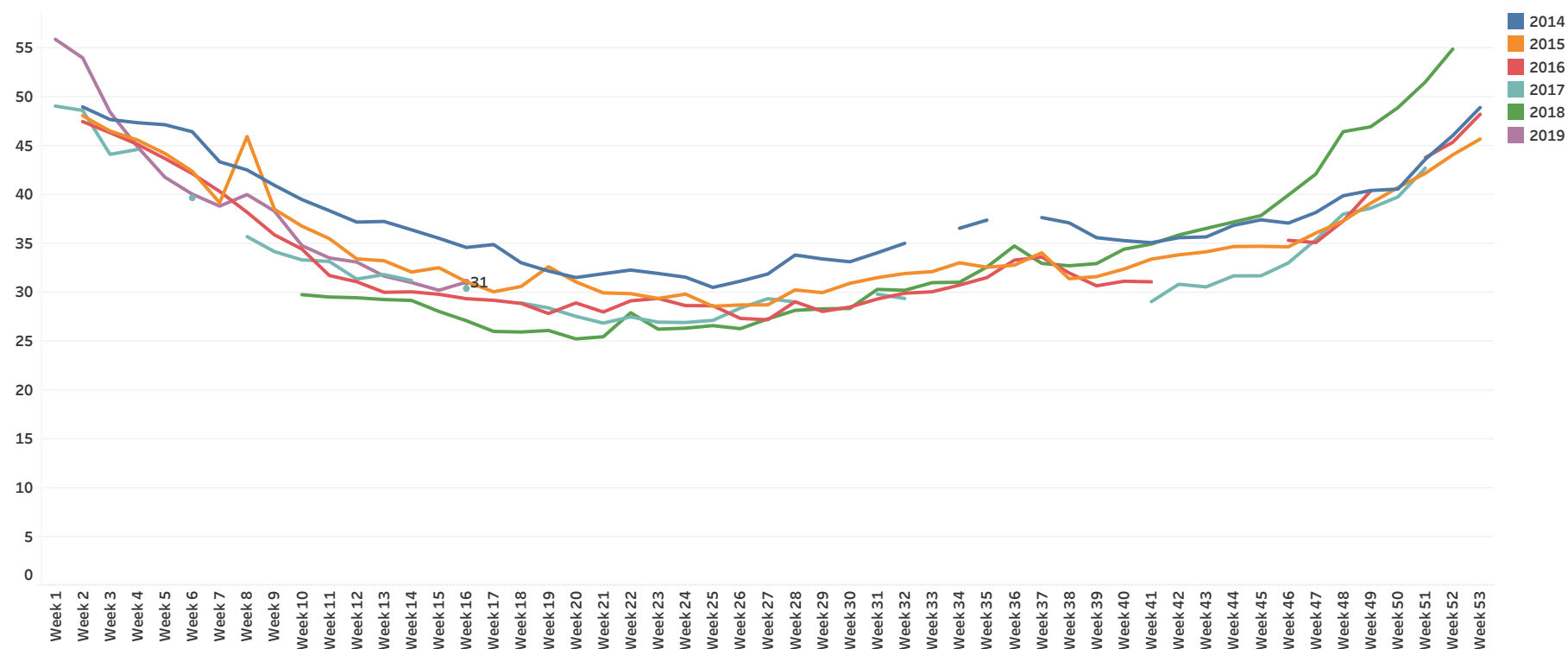
## ACTIVE SFR INVENTORY BY REDUCED LIST PRICE



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

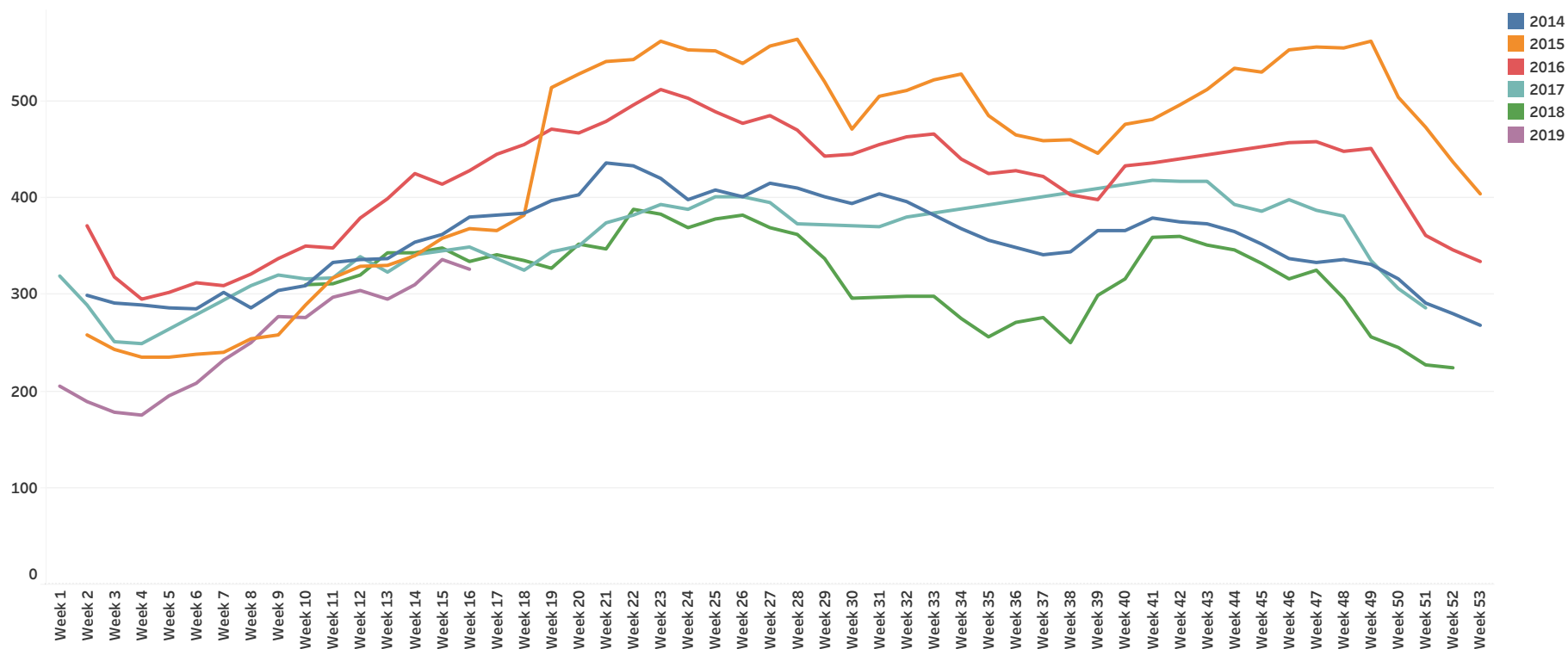
## AVERAGE DAYS ON MARKET OF ACTIVE/PENDING SFR INVENTORY



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

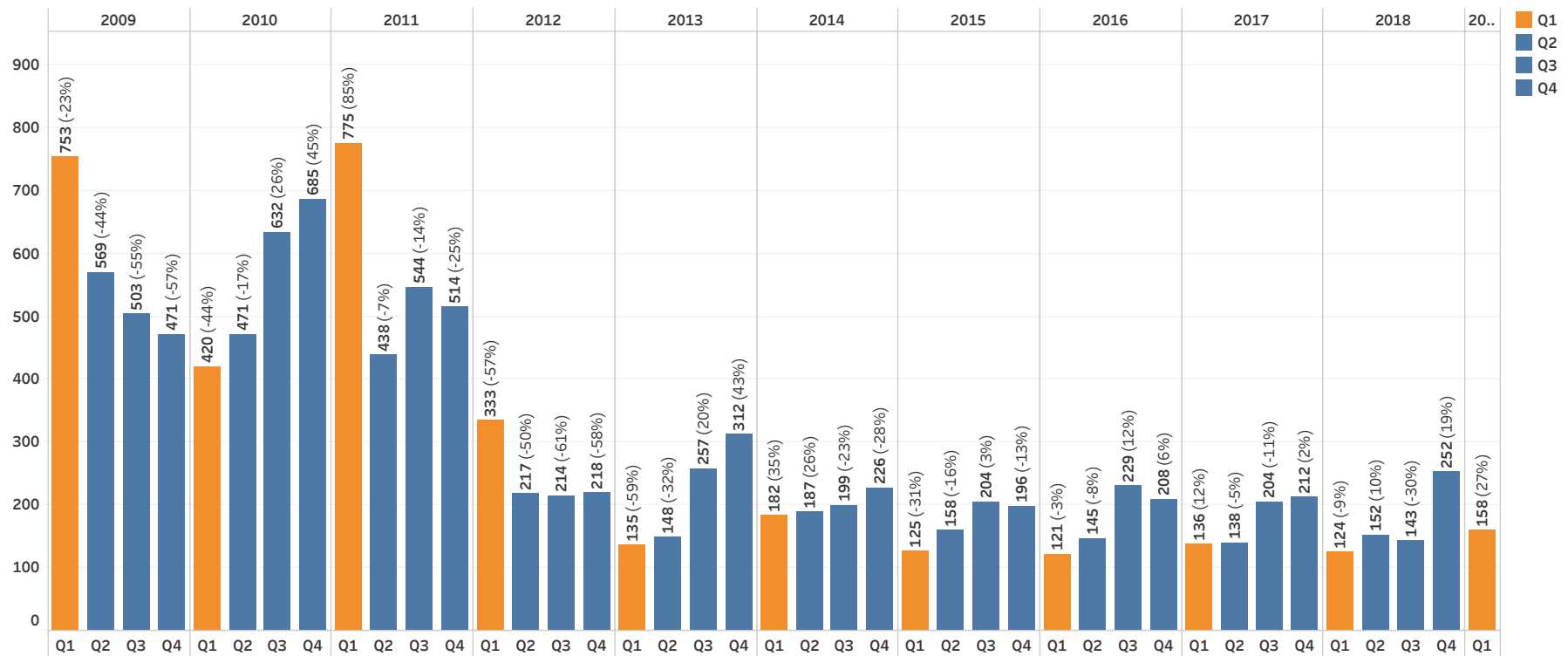
## QUANTITY OF PENDING SFRS



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

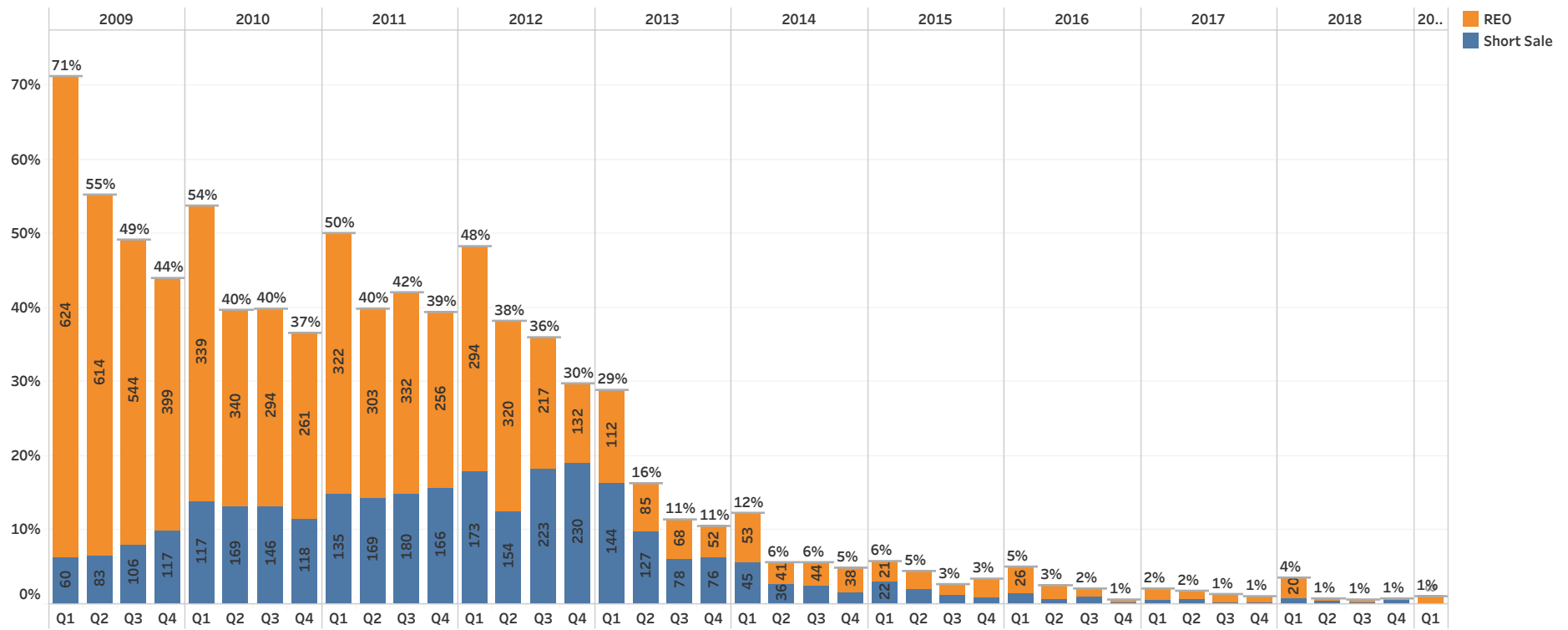
## QUANTITY OF CANCELLED SFRS



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

## DISTRESSED SFR SALES AS A PERCENT OF TOTAL SFR SALES

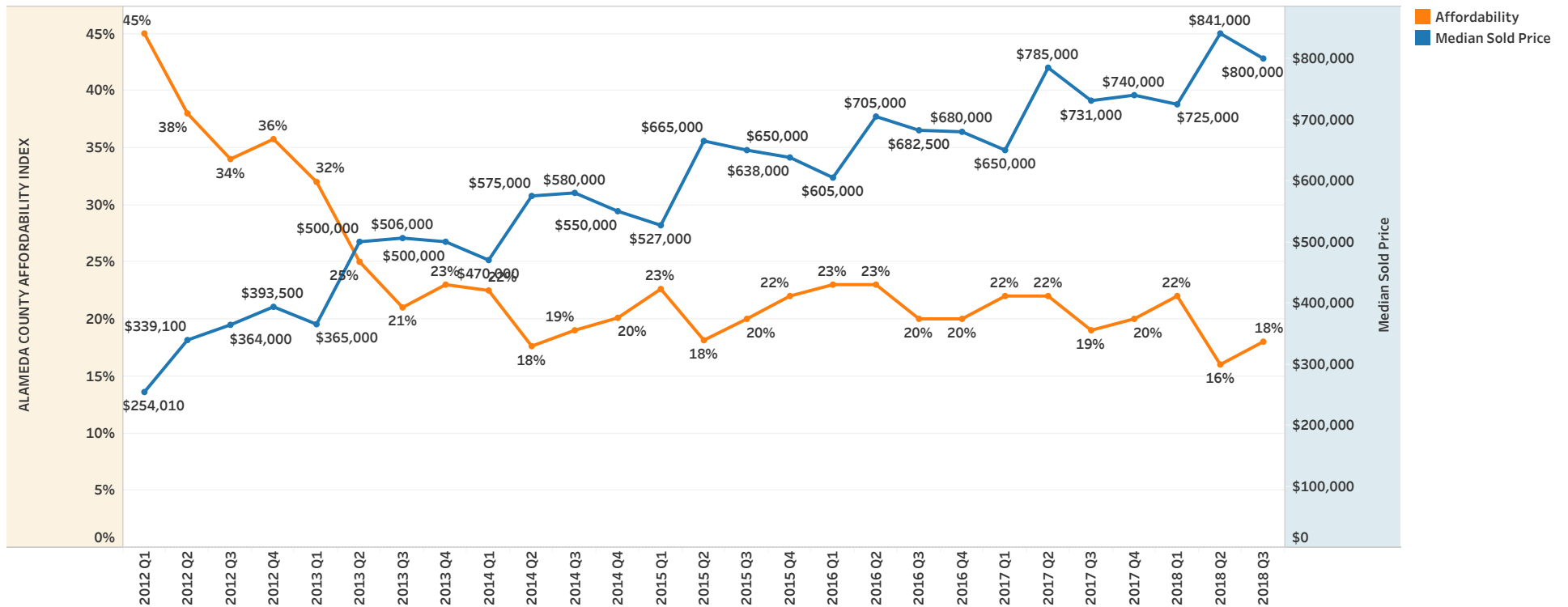


Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.



## HOUSING AFFORDABILITY VS. SINGLE UNIT MEDIAN SALE PRICE

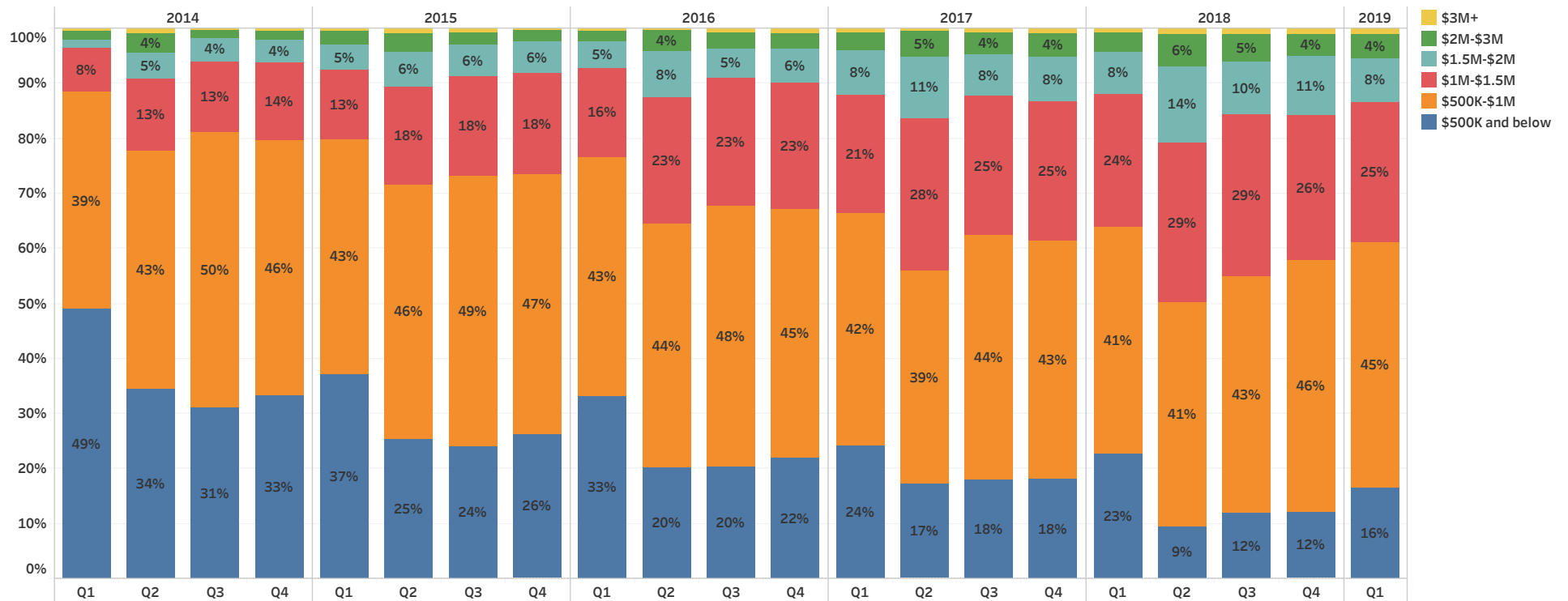


Provided by Red Oak Realty

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/>

Price Range

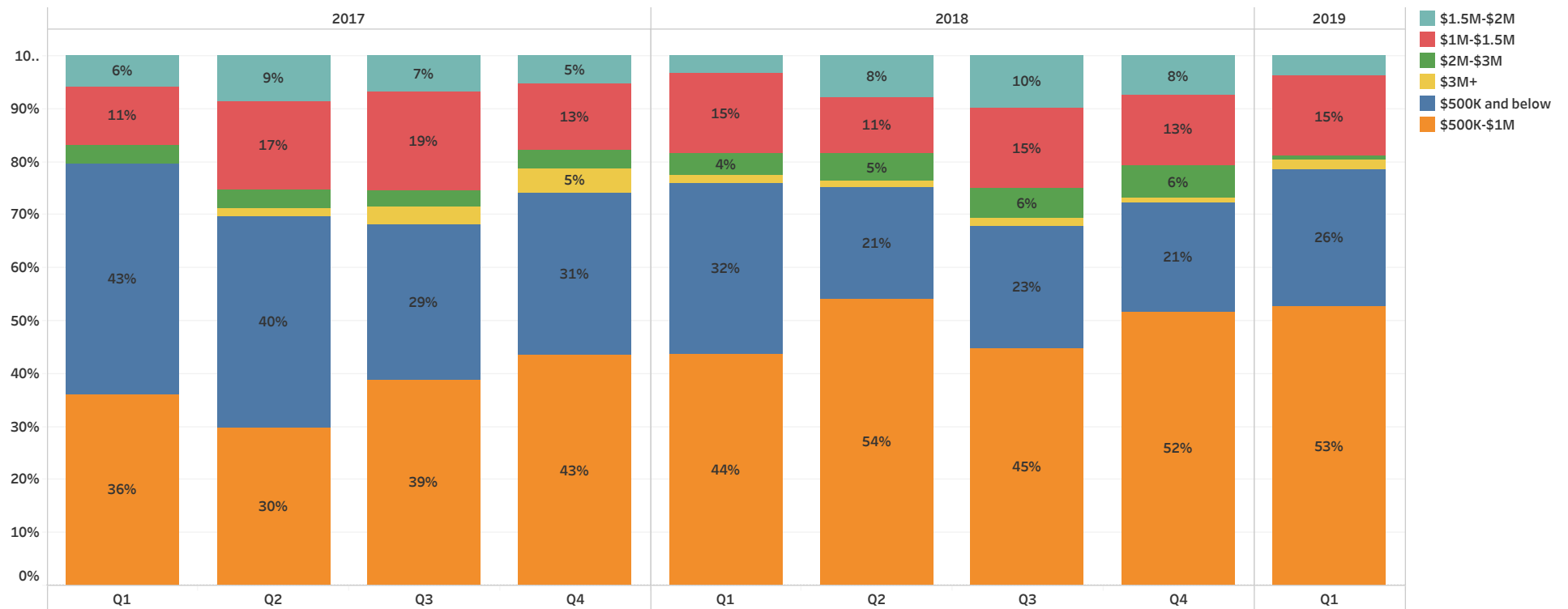
## SFRS SOLD BY PRICE RANGE



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

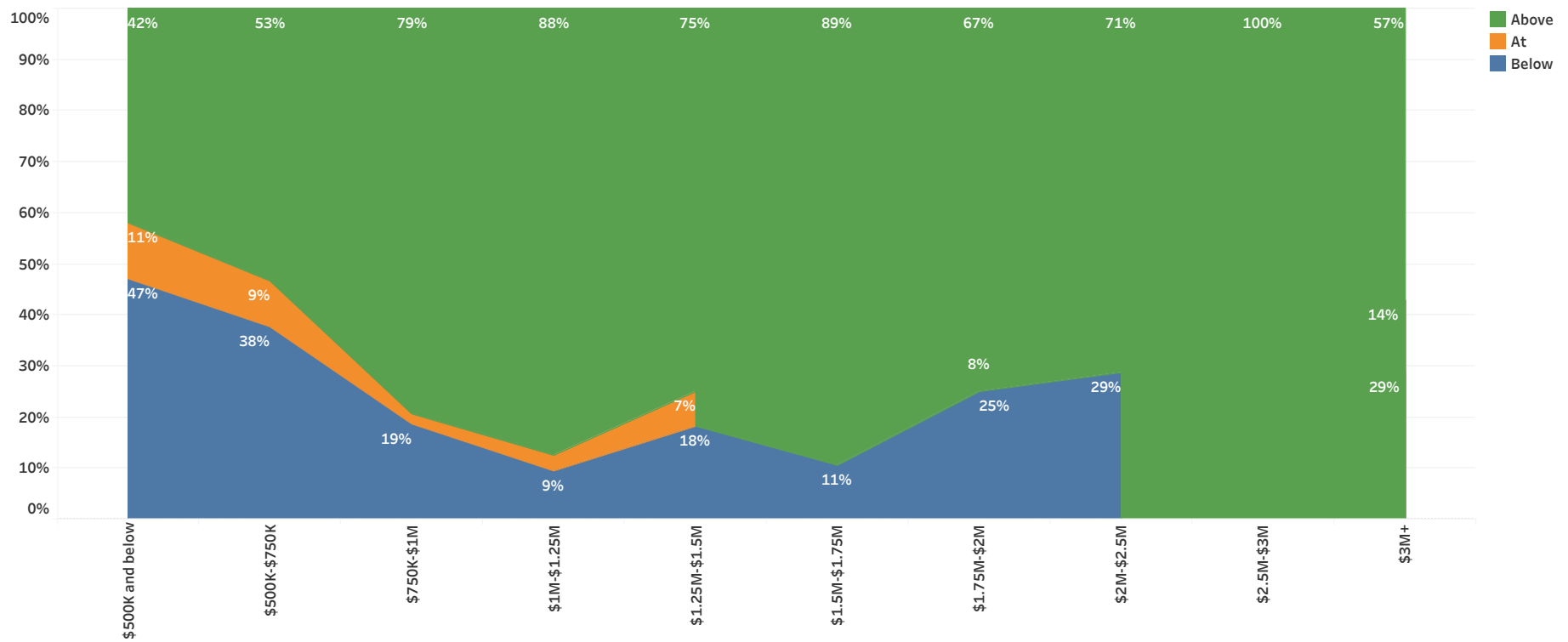
## CANCELLED SFRS BY PRICE RANGE



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

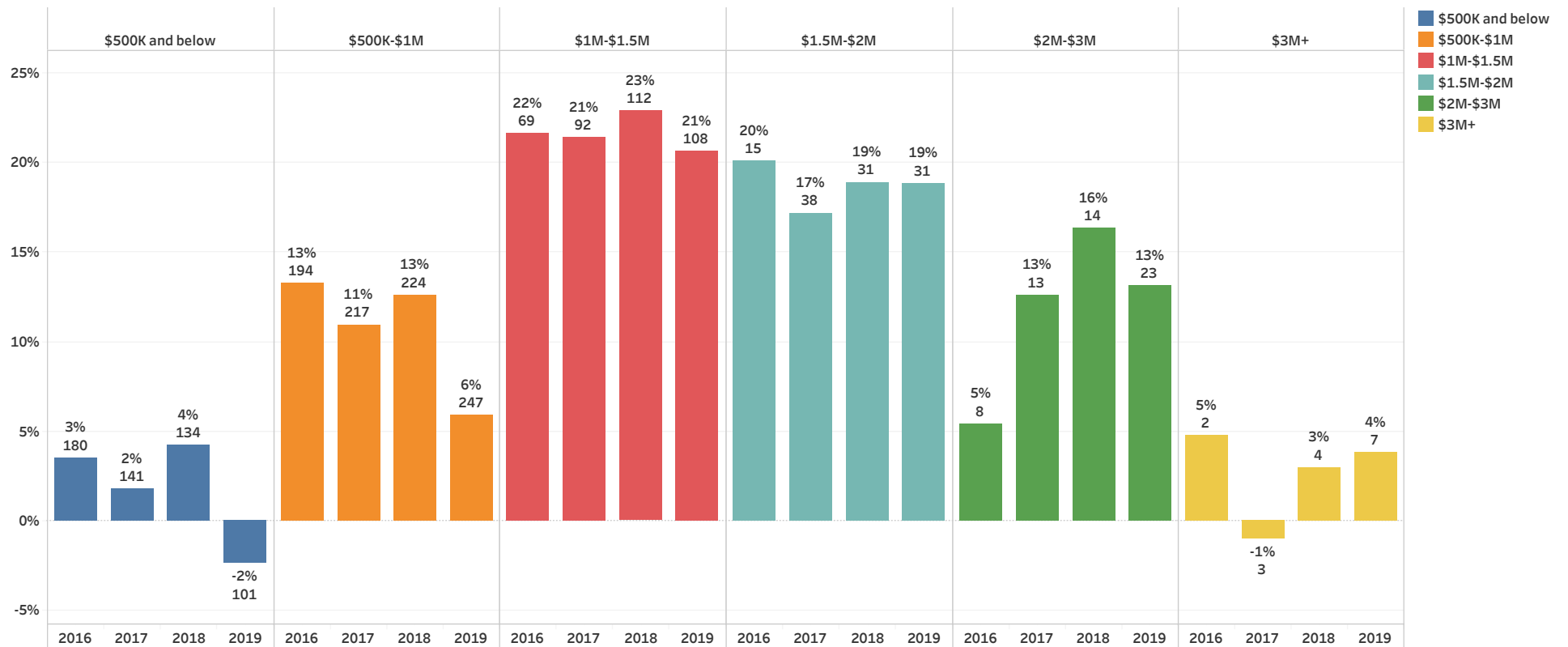
## PERCENT OF SFRS SOLD ABOVE/AT/BELOW ORIGINAL LIST PRICE BY PRICE RANGE - Q1 2019



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

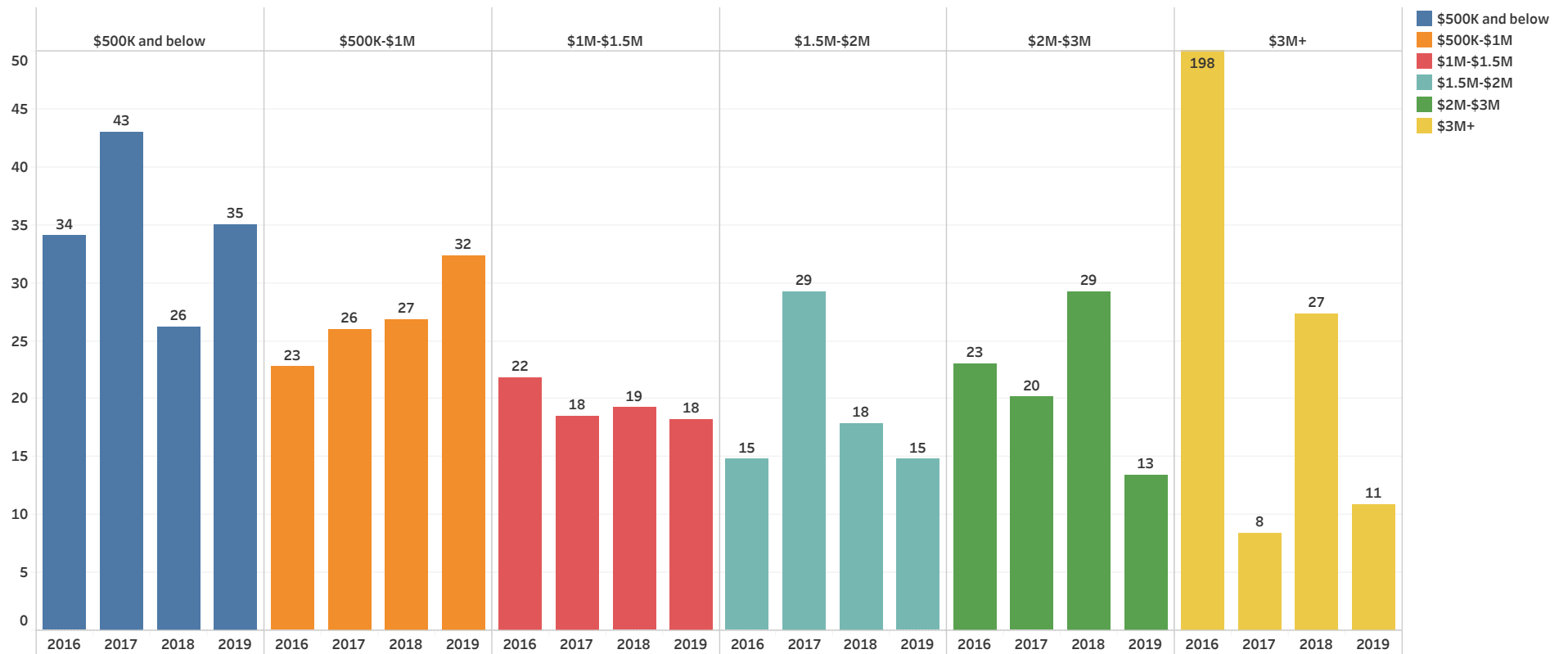
## SFR AVERAGE PERCENT DIFFERENCE ORIGINAL LIST BY PRICE RANGE - Q1 ONLY



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

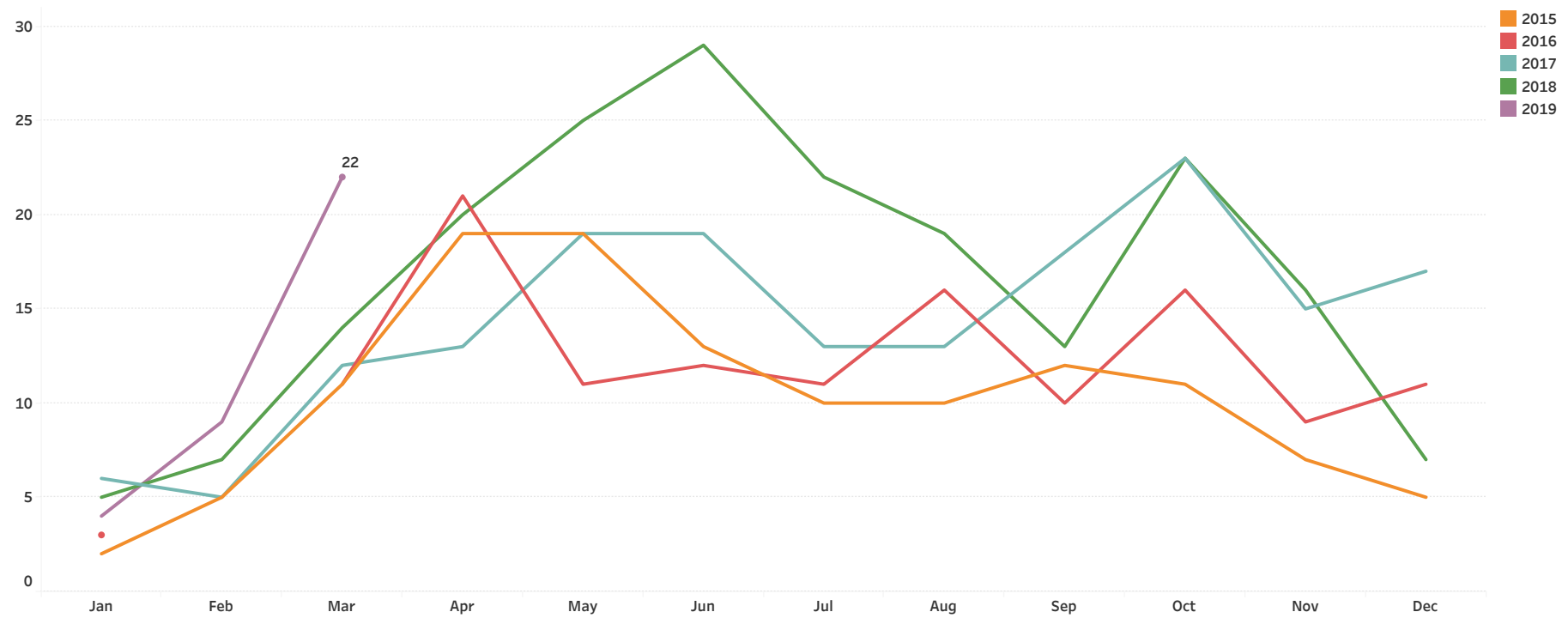
## SFR AVERAGE DAYS ON MARKET BY PRICE RANGE - Q1 ONLY



Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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 LUXURY SFRS SOLD BY MONTH (\$2M+, TOP 5% OF 2018 MARKET)

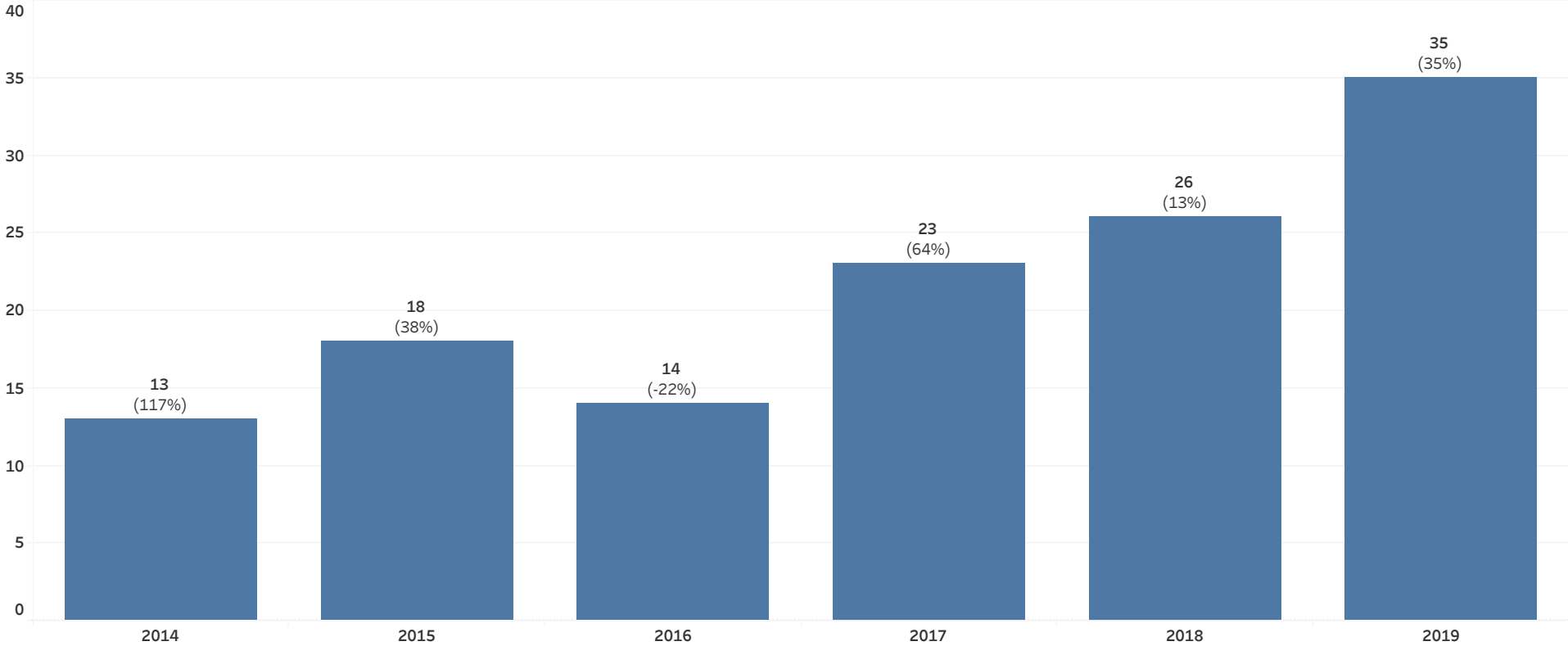


Provided by Red Oak Realty

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

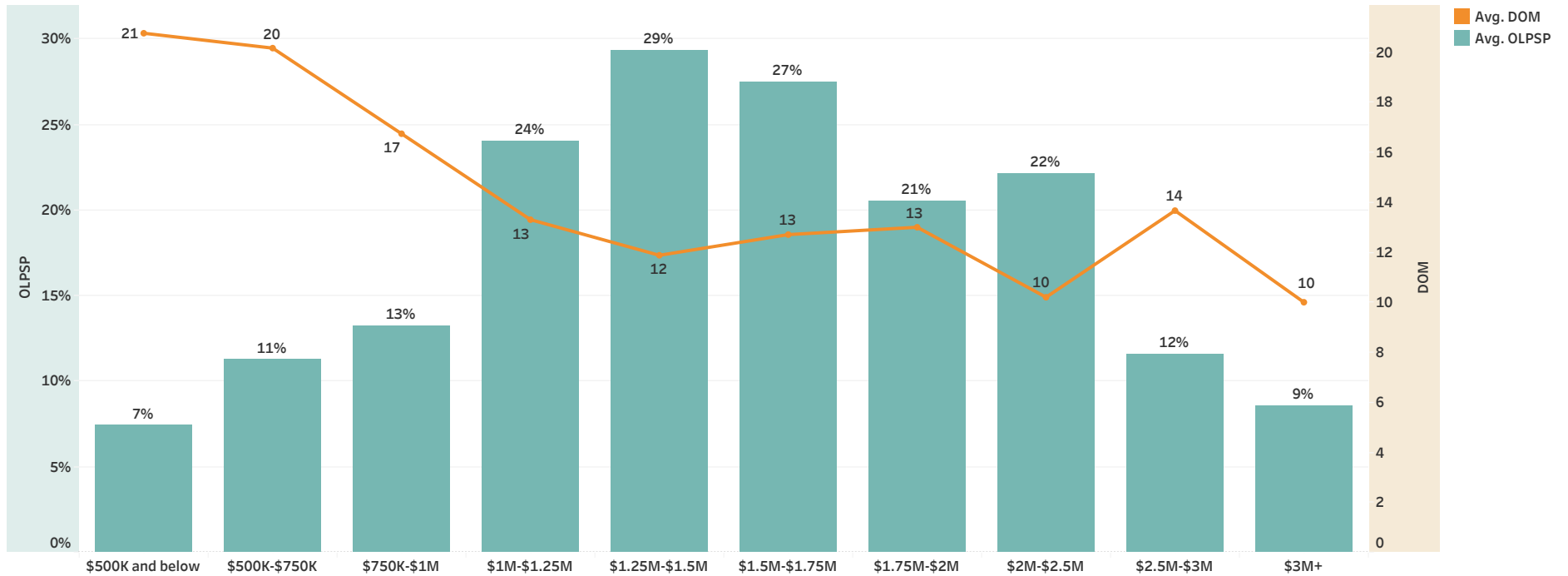


QUANTITY OF LUXURY SFRS SOLD BY YEAR - Q1 ONLY  
(\$2M+, TOP 5% OF 2018 MARKET)



Provided by Red Oak Realty  
Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

**AVERAGE ORIGINAL LIST VS. SALE PRICE BY PRICE RANGE  
AMONG SFRS THAT SOLD ABOVE LIST - Q1 2019**

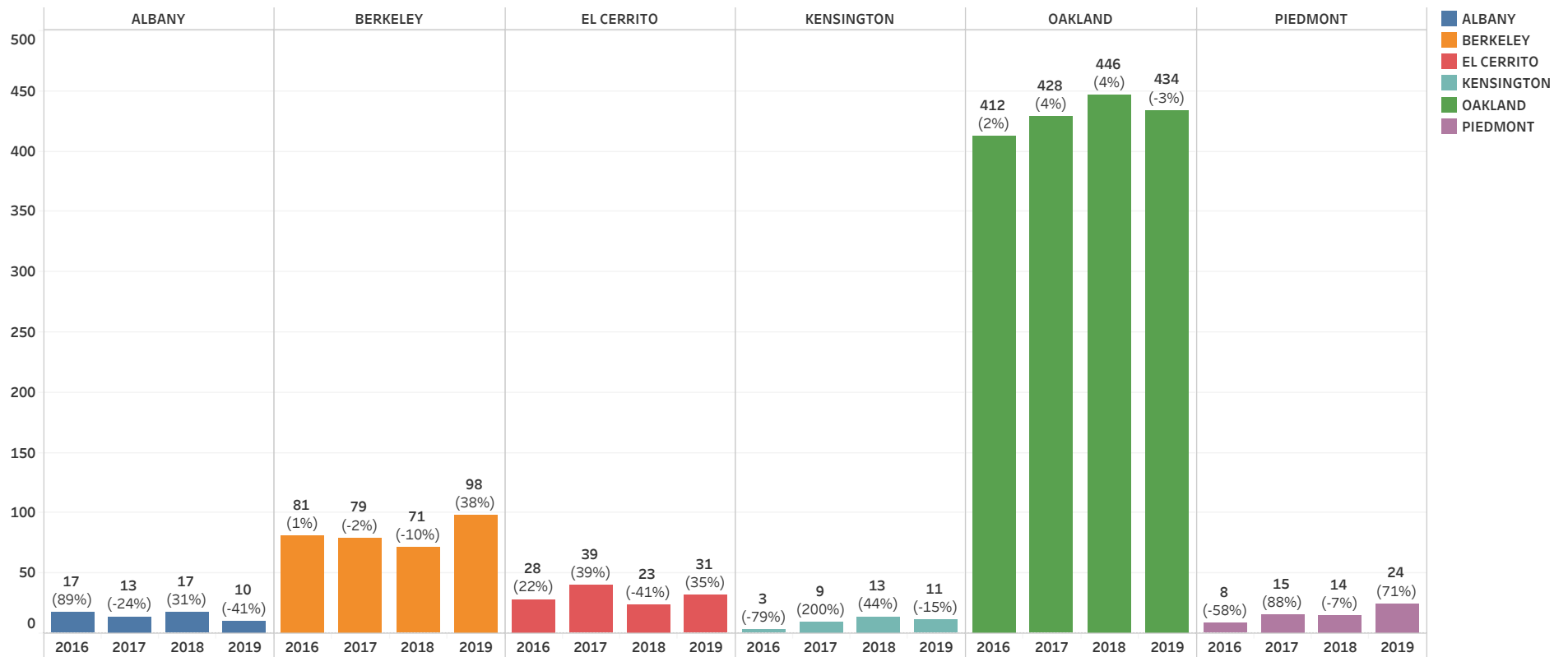


**Provided by Red Oak Realty**

Albany, Berkeley, El Cerrito, Kensington, Oakland and Piedmont. 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.

East Bay Cities

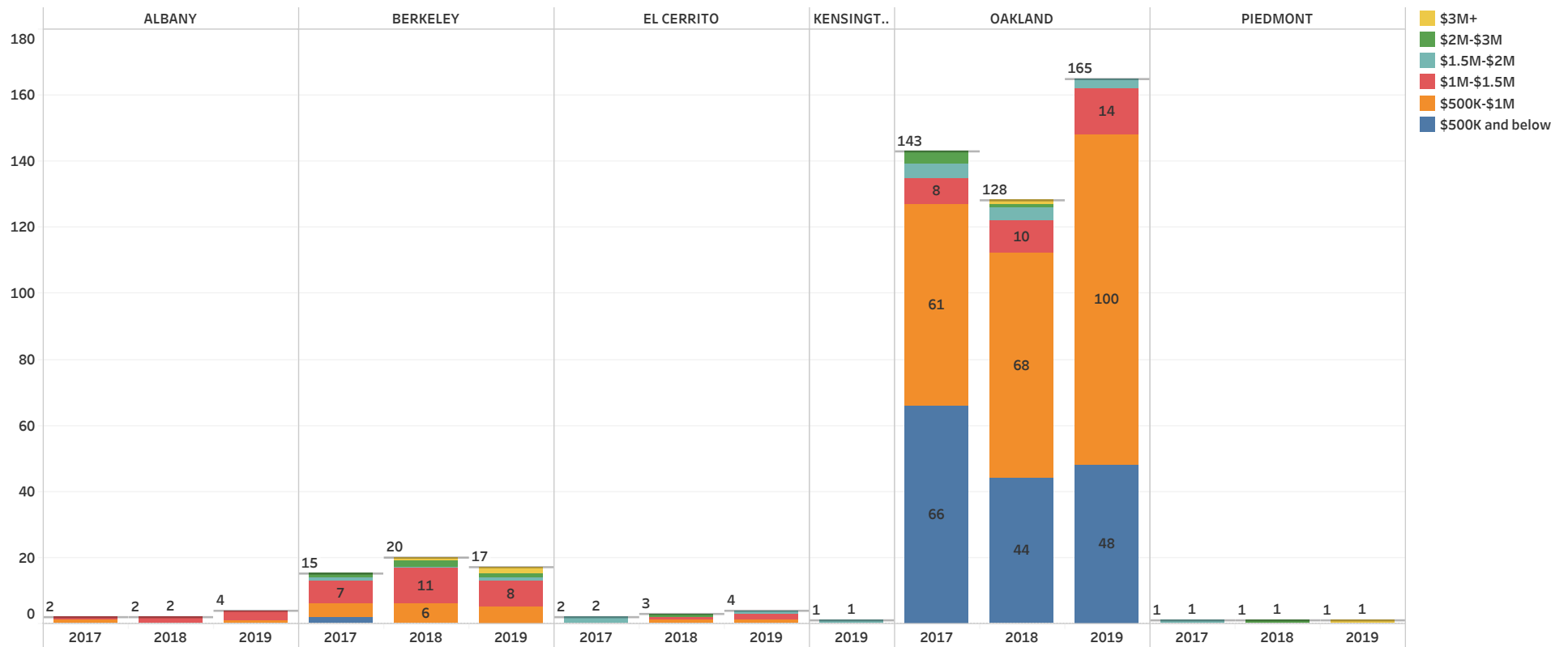
## QUANTITY OF SFRS SOLD BY CITY - Q1 2019



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.

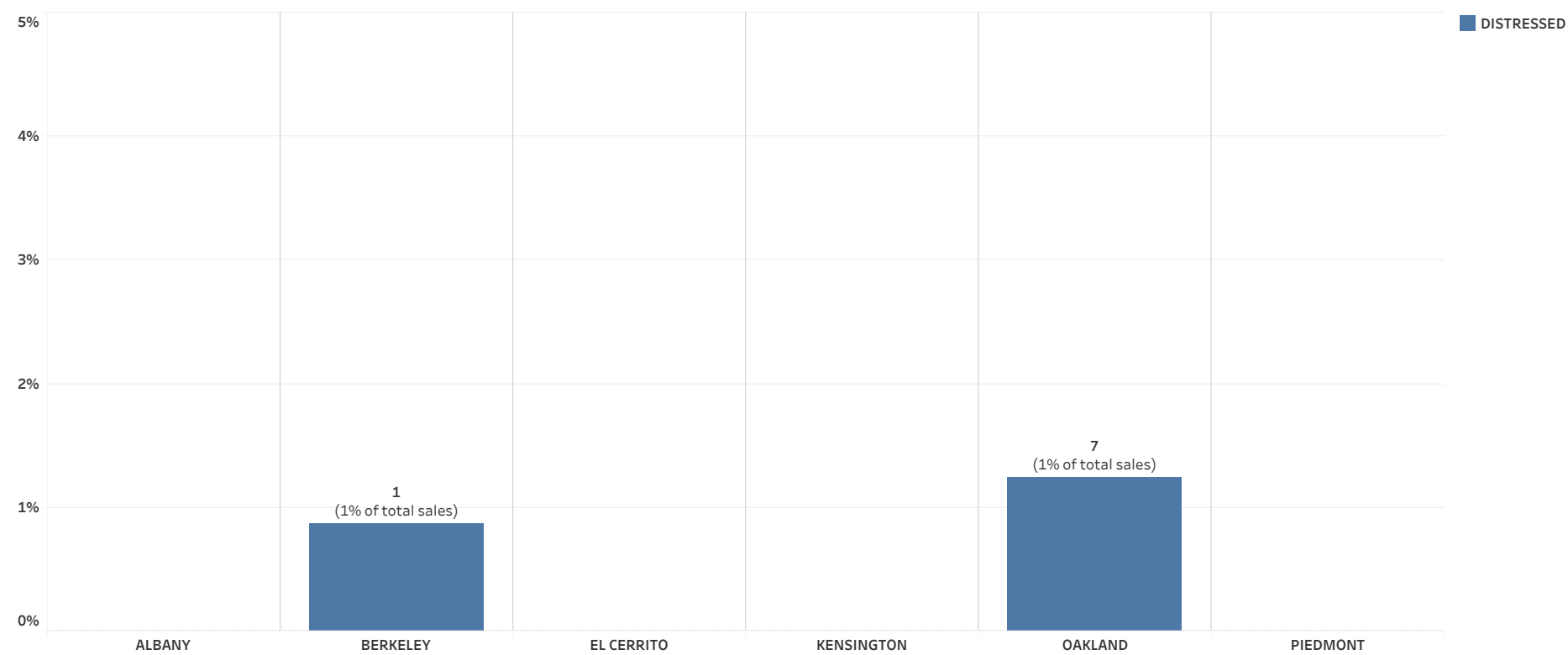
## QUANTITY OF SFRS CANCELLED BY CITY - Q1 ONLY



Provided by Red Oak Realty

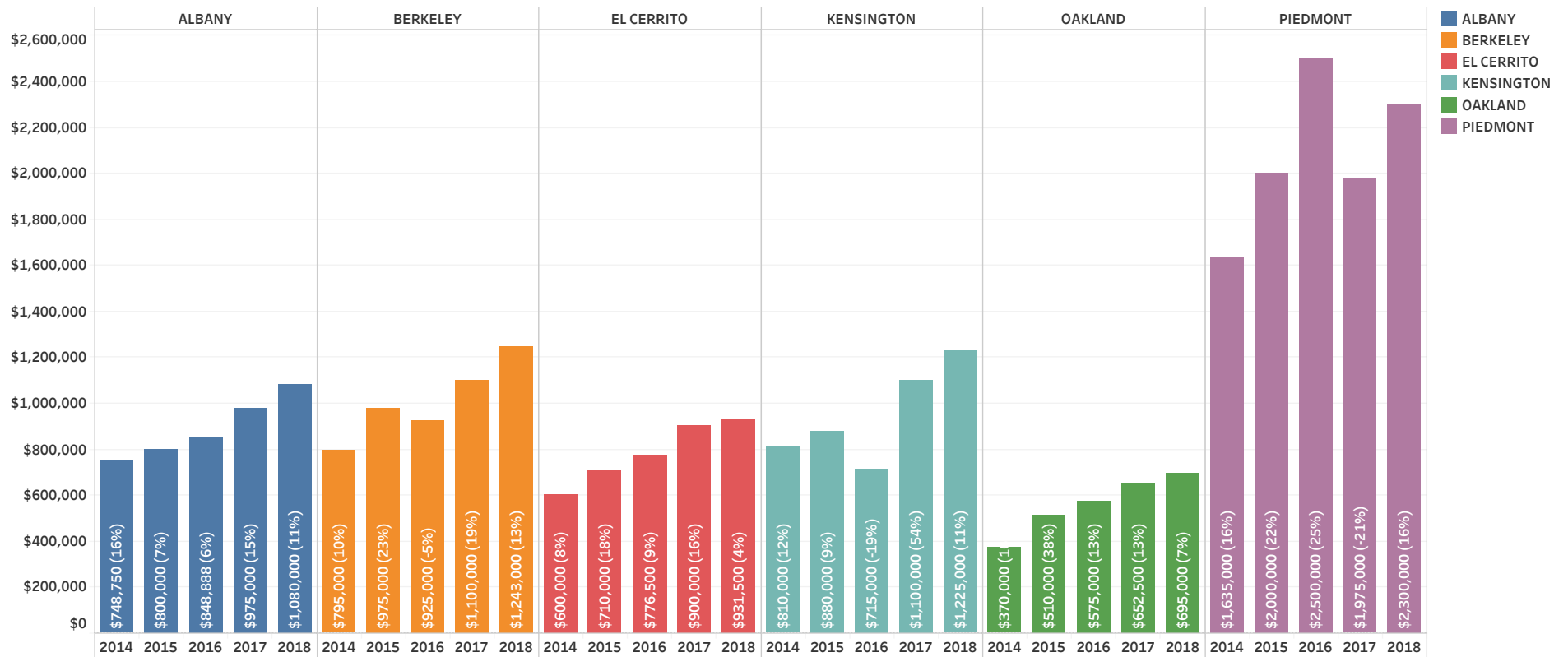
Data is sourced from the Multiple Listing Service (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance does not guarantee future performance.

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

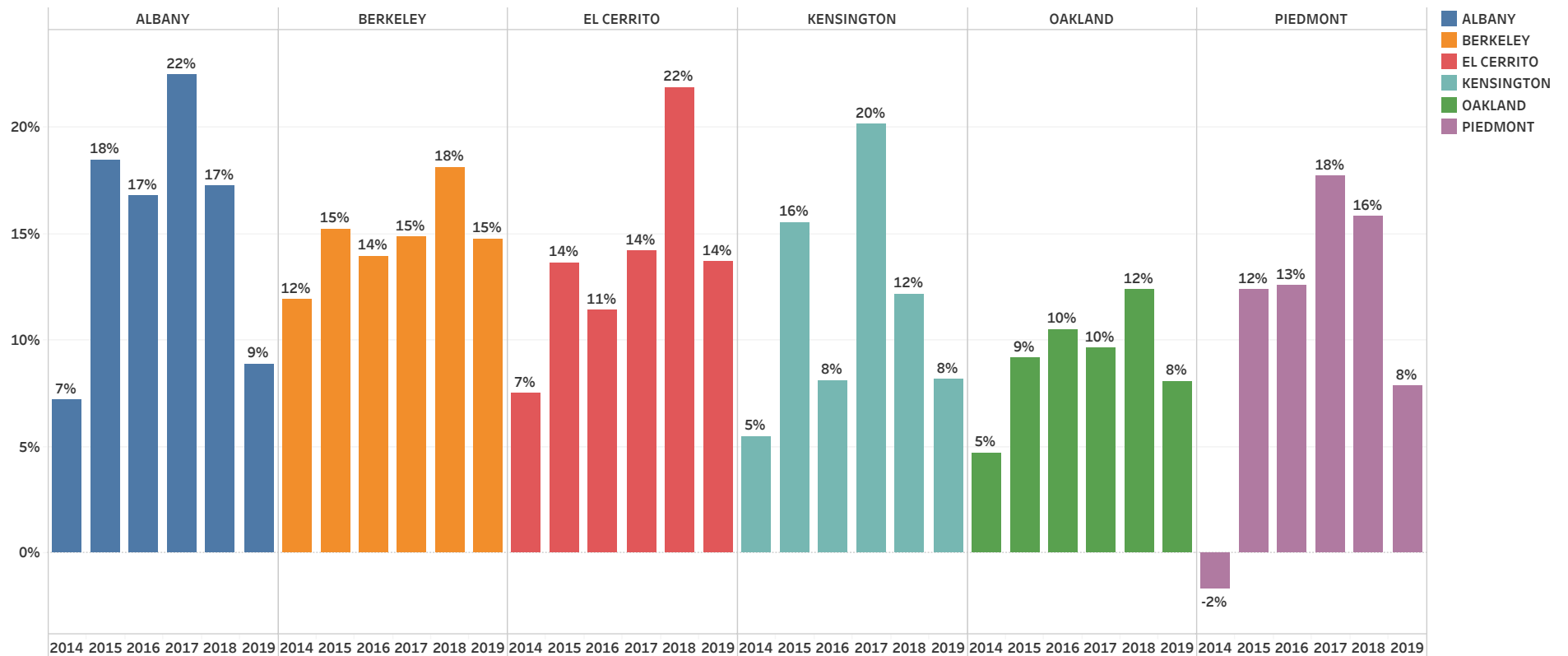
## MEDIAN SALE PRICE OF SFRS BY CITY - Q1 ONLY



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.

## SFR AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE BY CITY - Q1 ONLY

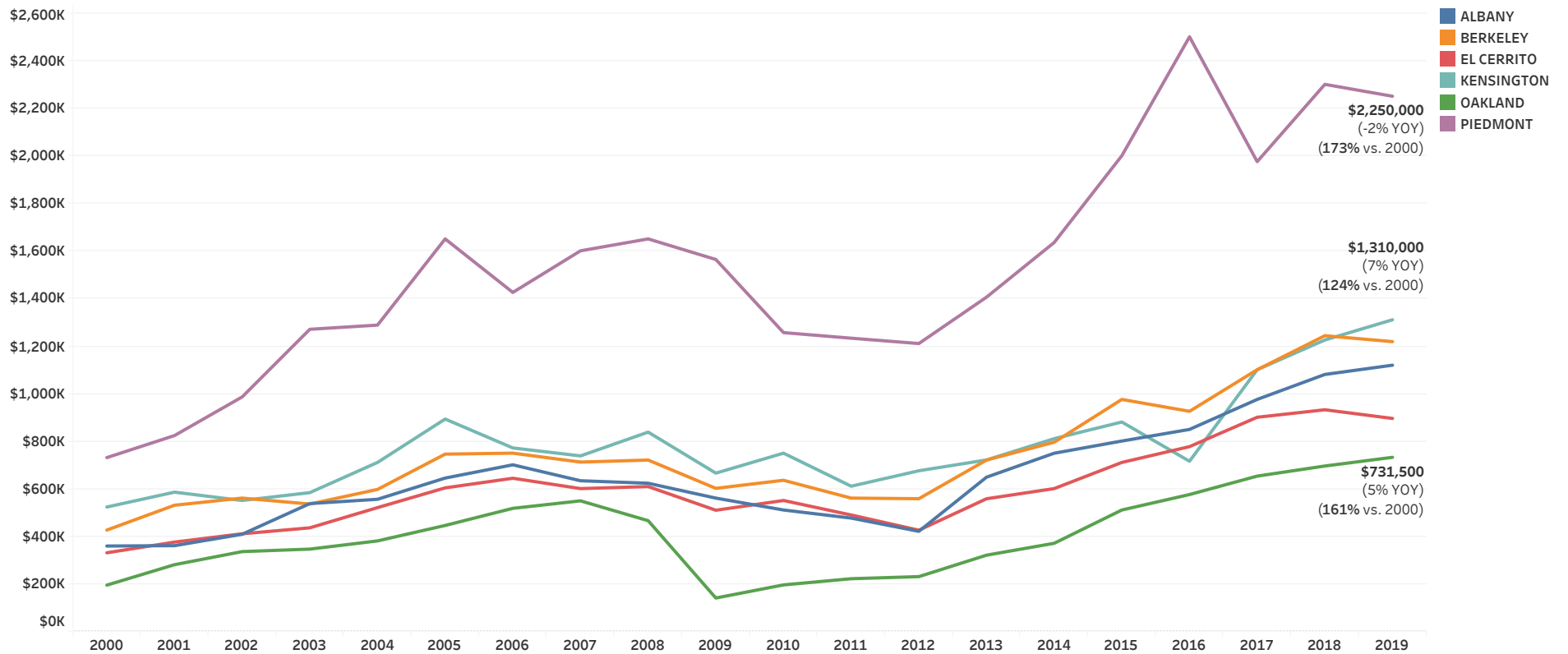


Provided by Red Oak Realty

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.



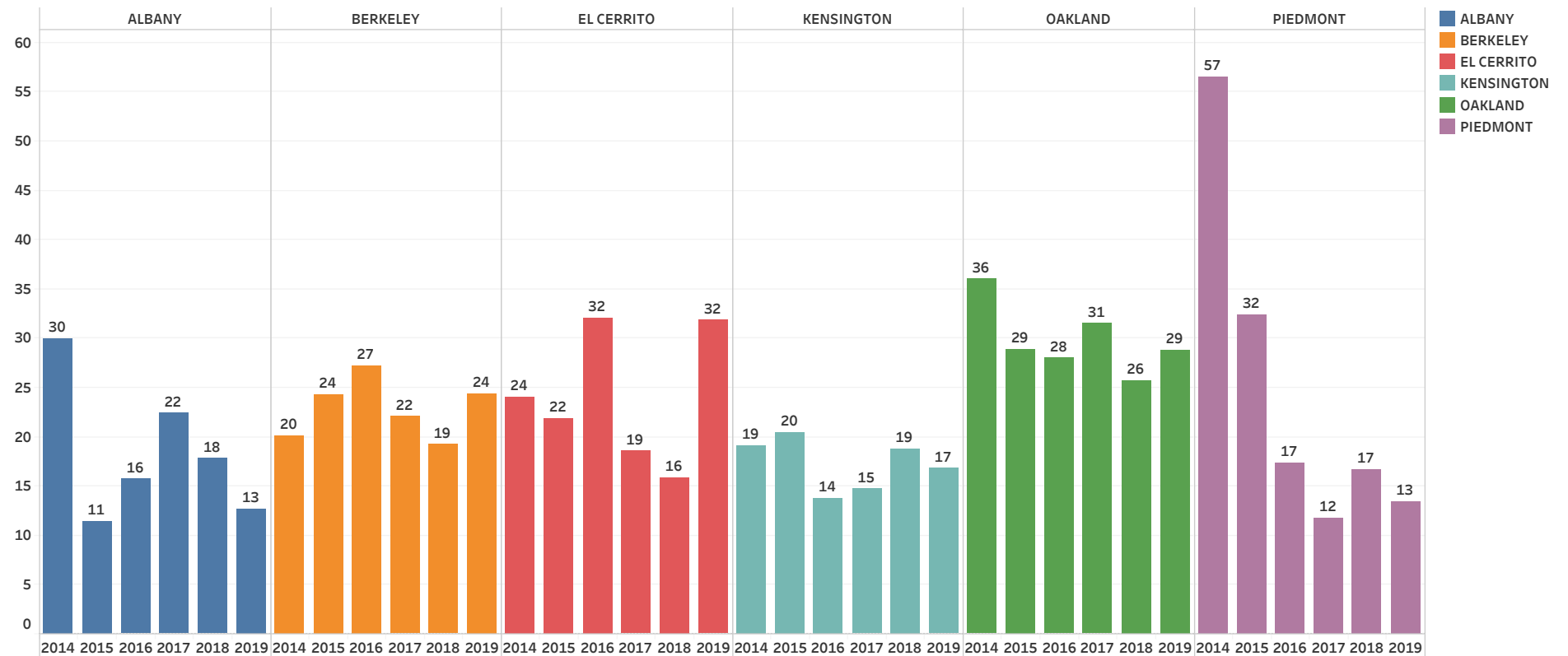
## MEDIAN SALE PRICE OF SFRS BY YEAR - Q1 ONLY



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.

## AVERAGE DAYS ON MARKET BY CITY - Q1 ONLY



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.

## East Bay Neighborhoods

## ACTIVITY BY EAST BAY NEIGHBORHOOD, SFRs 5+ UNITS SOLD ONLY - Q1 ONLY

City	Name	I..	# Sales		Median Sold Price		Price Change YOY		Avg. OLPSP	
			2018	2019	2018	2019	2018	2019	2018	2019
ALAMEDA	Bay Farm	1	8	7	\$1,158,888	\$1,140,500	9%	-2%	8%	0%
	Central		14	15	\$900,000	\$1,177,500	19%	31%	8%	9%
	East End (Alameda)	1	22	14	\$987,500	\$1,075,000	5%	9%	13%	12%
	Fernside		9	8	\$1,175,000	\$1,287,500	26%	10%	12%	12%
	Harbor Bay Isle	1	5	6	\$1,192,250	\$1,306,500	-7%	10%	9%	-3%
	West Alameda		8	11	\$835,000	\$1,060,000	-5%	27%	7%	7%
ALBANY	Central Albany	3	13	9	\$1,080,000	\$1,063,000	11%	-2%	20%	9%
	Solano Avenue		6		\$1,022,500		8%		18%	
BERKELEY	Berkeley Hills	3	18	23	\$1,452,500	\$1,296,000	21%	-11%	19%	16%
	Central Berkeley			5		\$935,000		-15%		16%
	Claremont	4	7	6	\$1,246,600	\$1,672,500	-18%	34%	14%	0%
	Elmwood		7	7	\$1,815,000	\$1,745,000		-4%	14%	9%
	NOBE Neighborhood	4	5	8	\$800,000	\$902,500	-21%	13%	9%	16%
	North Berkeley		31	41	\$1,400,000	\$1,300,000	8%	-7%	22%	14%
	North Berkeley BART	4		6		\$1,362,500				27%
	Northbrae		6		\$1,300,000				28%	
	Oceanview	4		8		\$1,175,000		40%		24%
	South Berkeley		17	20	\$950,000	\$922,500	1%	-3%	22%	11%
	Thousand Oaks	4		8		\$1,292,825				7%
	Westbrae			10		\$1,257,500		30%		29%
EL CERRITO	El Cerrito Hills	5	15	18	\$931,500	\$1,050,000	-11%	13%	20%	15%
KENSINGTON	Upper Kensington		5	7	\$1,225,000	\$1,325,000		8%	8%	7%
LAFAYETTE	Moraga Blvd	3	5		\$1,250,000				9%	
	Mountain View			6		\$2,335,000				2%
	Northridge	3	6	5	\$1,318,500	\$2,285,000		73%	10%	1%
MORAGA	Moraga Country Club		6		\$1,718,750				2%	
OAKLAND	Arroyo Viejo	1	12	9	\$430,000	\$415,000	29%	-3%	12%	0%
	Brookfield Village		15	5	\$415,000	\$470,000		13%	4%	-3%
	Bushrod	7	8	10	\$925,500	\$1,103,000	-17%	19%	25%	23%
	Castlemont			6		\$490,000		42%		2%
	Chabot Park	7	11	8	\$778,000	\$932,500	-4%	20%	3%	2%
	Clawson		7		\$950,000				0%	
	Coliseum	1	5		\$369,500				-1%	
	Crocker Highlands		14	14	\$1,518,000	\$1,525,000	18%	0%	24%	21%
	Dimond	4		9		\$833,000		7%		16%
	East Oakland		129	107	\$430,000	\$455,000	16%	6%	7%	2%
	Eastmont	1	5	6	\$435,000	\$449,050	12%	3%	1%	3%
	Eastmont Hills			12		\$667,000		10%		2%

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.

**ACTIVITY BY EAST BAY NEIGHBORHOOD, SFRs**  
**5+ UNITS SOLD ONLY - Q1 ONLY**

City	Name	I..	# Sales		Median Sold Price		Price Change YOY		Avg. OLPSP	
			2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Elmhurst Park	1	9	5	\$386,000	\$482,500	-24%	25%	6%	-4%
	Fairfax			6		\$587,500		3%		2%
	Foothill Square	1	8		\$640,000				1%	
	Forestland		6		\$1,294,000				13%	
	Frick	1		9		\$575,000		5%		4%
	Glenview		9	15	\$910,000	\$970,000	24%	7%	19%	26%
	Grand Lake	4		5		\$1,100,000				7%
	Havenscourt		6	12	\$502,800	\$554,500	18%	10%	15%	5%
	Highland	1	5		\$435,000				10%	
	Hoover			7		\$707,000				0%
	Iveywood	1		9		\$462,500		2%		3%
	JAMMI		5	9	\$840,000	\$720,000	29%	-14%	26%	11%
	Jefferson	2	5		\$522,000		5%		-3%	
	Lake Merritt		6	9	\$1,146,319	\$950,000	25%	-17%	23%	7%
	Las Palmas	1	6		\$507,500		18%		8%	
	Laurel		15	15	\$670,771	\$825,000	-11%	23%	17%	16%
	Longfellow	9		5		\$810,000				17%
	Maxwell Park		14	15	\$705,000	\$740,000	8%	5%	16%	8%
	McClymonds	1	5		\$828,000				16%	
	Meadow Brook			5		\$525,000				1%
	Merriewood	1	16	11	\$1,175,000	\$1,250,000	15%	6%	22%	8%
	Millsmont		10	7	\$727,500	\$707,500	29%	-3%	12%	6%
	Montclair	3	33	30	\$1,225,000	\$1,262,500	2%	3%	22%	8%
	NOBE Neighborhood		25	24	\$795,000	\$816,000	13%	3%	17%	9%
	North Oakland	4	34	37	\$925,500	\$1,025,000	-7%	11%	22%	14%
	North Stonehurst		5	12	\$475,000	\$487,500		3%	11%	6%
	Oak Knoll - Golf Links	1	8	5	\$544,000	\$760,000	-16%	40%	6%	-1%
	Oakland Hills		68	61	\$1,111,000	\$1,140,000	7%	3%	13%	10%
	Oakmore	4	5		\$1,350,000		29%		37%	
	Piedmont Pines		5	7	\$1,150,000	\$1,280,000	-2%	11%	8%	9%
	Prescott	1		7		\$1,100,000		57%		19%
	Redwood Heights		11	5	\$1,065,000	\$950,000	22%	-11%	25%	14%
	Rockridge (Lower)	3	9	13	\$1,600,000	\$1,550,000	13%	-3%	36%	15%
	Santa Fe (Oakland)		5	5	\$750,000	\$860,000	3%	15%	18%	10%
	Seminary	1	8		\$462,500		14%		5%	
	Sequoyah		12	6	\$965,000	\$905,500	7%	-6%	4%	0%
	Sobrante Park	1	8		\$462,500		18%		6%	
	Temescal		7	5	\$1,025,000	\$1,132,210	21%	10%	19%	27%

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.

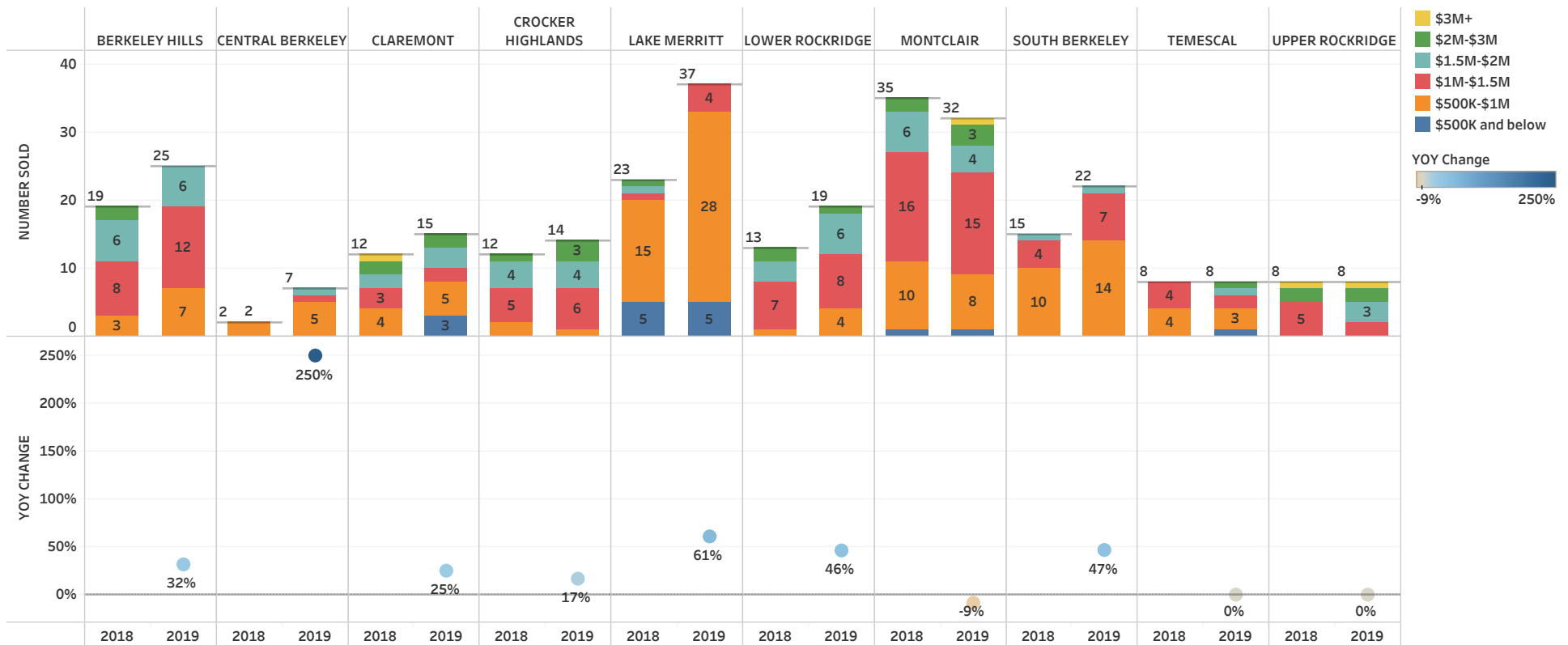
## ACTIVITY BY EAST BAY NEIGHBORHOOD, SFRs 5+ UNITS SOLD ONLY - Q1 ONLY

City	Name	I..	# Sales		Median Sold Price		Price Change YOY		Avg. OLPSP	
			2018	2019	2018	2019	2018	2019	2018	2019
OAKLAND	Trestle Glen	1	10	5	\$1,445,500	\$1,250,750		-13%	22%	17%
	Upper Dimond			9		\$833,000		7%		16%
	Upper Rockridge	1	8	9	\$1,350,000	\$1,650,000	-19%	22%	22%	11%
	Village Bottoms			7		\$1,100,000		57%		19%
	Webster	1	11	9	\$412,000	\$416,000		1%	5%	-2%
	West Oakland		19	18	\$815,000	\$710,000	25%	-13%	9%	4%
ORINDA	Northwood-Tara	2		5		\$1,825,000				-1%
	Orinda Country Club		5		\$1,325,000				1%	
	Tiger Tail	2		5		\$1,375,000				-5%
RICHMOND	Belding Woods			9		\$410,000		19%		-1%
	Central Richmond	2	17	9	\$395,000	\$410,000	27%	4%	8%	-1%
	Coronado			5		\$415,000		33%		3%
	Cortez	2	7		\$445,000				3%	
	Country Club		11		\$577,000				3%	
	Hilltop	2	5	17	\$516,000	\$505,999	9%	-2%	6%	-2%
	Hilltop College			10		\$497,500		7%		-3%
	Iron Triangle	2	7		\$368,000		21%		7%	
	Laurel Park			6		\$525,000				1%
	Marina Bay	3	5		\$795,000		12%		3%	
	May Valley		8	9	\$616,389	\$570,000	15%	-8%	9%	2%
	North & East Richmond	2	30	28	\$497,500	\$478,500	24%	-4%	12%	0%
	North Richmond		5		\$400,000		13%		5%	
	Richmond Annex	2	14	10	\$577,500	\$629,000	19%	9%	13%	15%
	Richmond View		13	16	\$755,000	\$723,250	32%	-4%	13%	10%
	South Richmond	2	18	16	\$405,000	\$467,500	5%	15%	3%	4%
SANLEANDRO	Ashland		6	6	\$599,444	\$490,000	22%	-18%	10%	-3%
	Assumption Parish	3	9	6	\$659,000	\$707,500	3%	7%	8%	-2%
	Bay-O-Vista		9		\$907,500		8%		5%	
	Broadmoor District	3		6		\$717,500		32%		2%
	Davis Tract		6	9	\$577,500	\$558,500	5%	-3%	3%	-1%
	Estudillo Estates	3	7		\$961,000				6%	
	Farrelly Pond District		5		\$730,000				16%	
	Floresta Gardens - Br..	3	10	6	\$666,500	\$665,000	11%	0%	4%	-2%
	Lower Bal		7	5	\$605,000	\$715,000	16%	18%	3%	0%
	Upper Bal	3	5	5	\$655,000	\$667,000	31%	2%	4%	1%
	Washington Manor/B..		19	26	\$677,000	\$665,000	17%	-2%	6%	-1%

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.

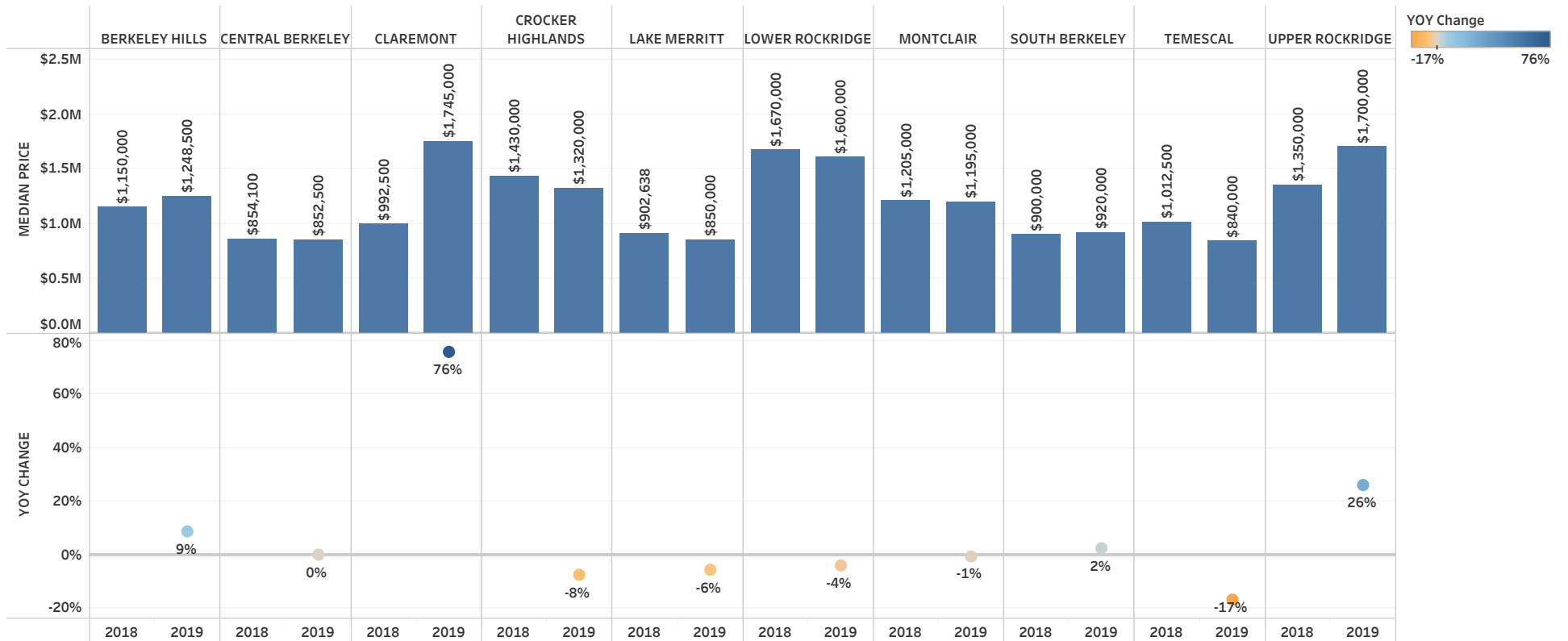
## NUMBER OF SINGLE UNIT DWELLINGS SOLD BY KEY NEIGHBORHOOD - Q1 2019 vs. 2018



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.

## MEDIAN SALE PRICE OF 3BD SFRS SOLD BY KEY NEIGHBORHOOD - 2018 vs. 2019

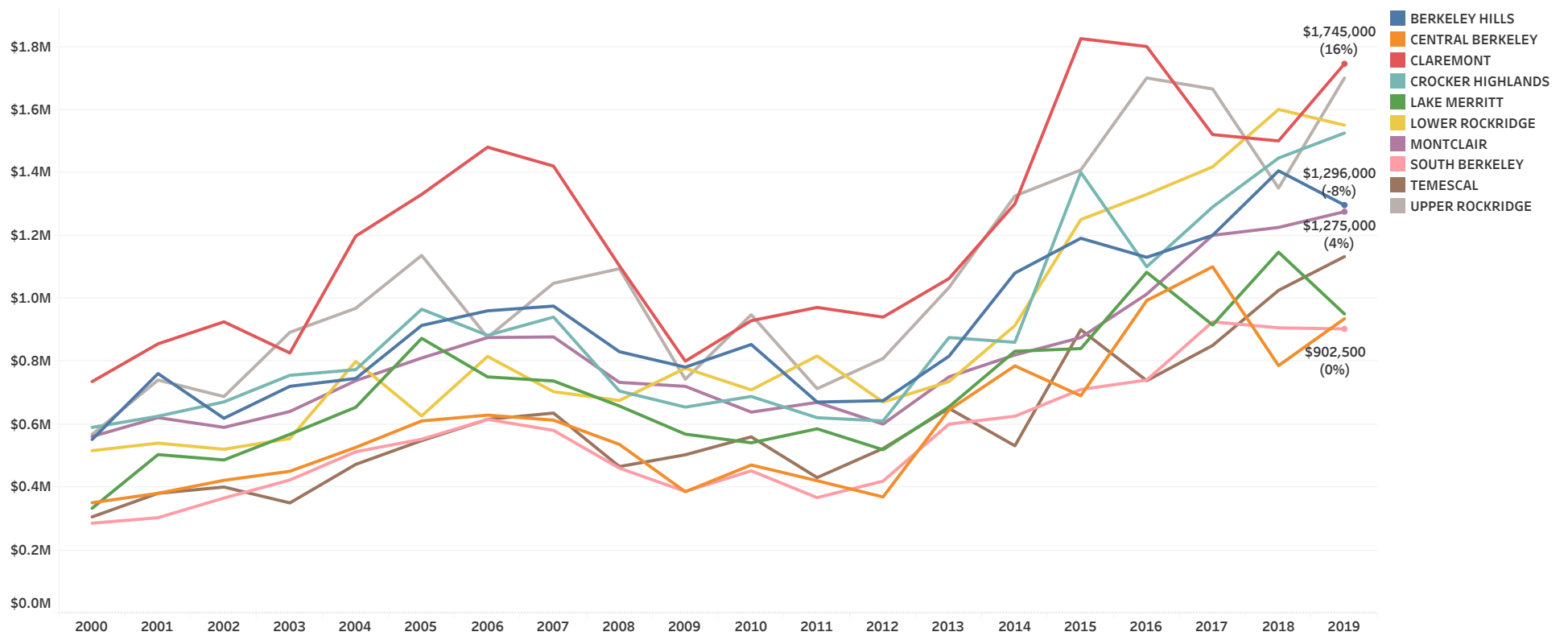


Provided by Red Oak Realty

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.



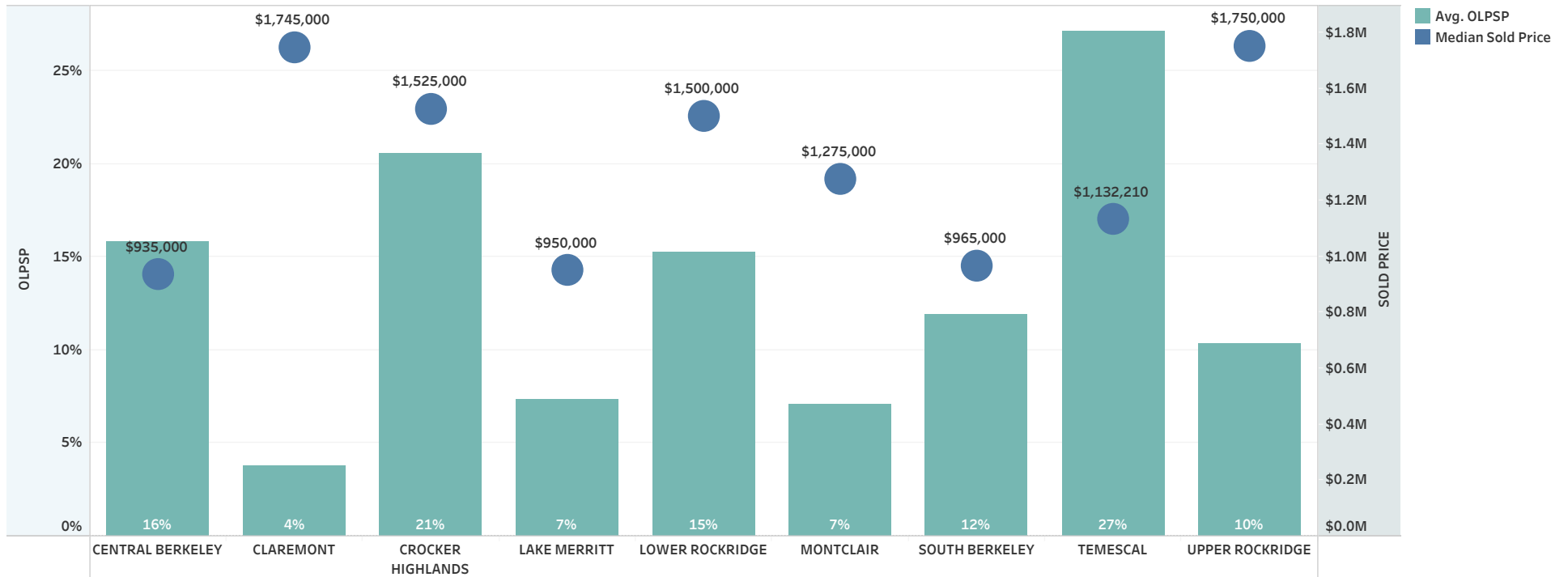
## MEDIAN SALE PRICE OF SFRS SOLD BY KEY NEIGHBORHOODS - Q1 ONLY



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.

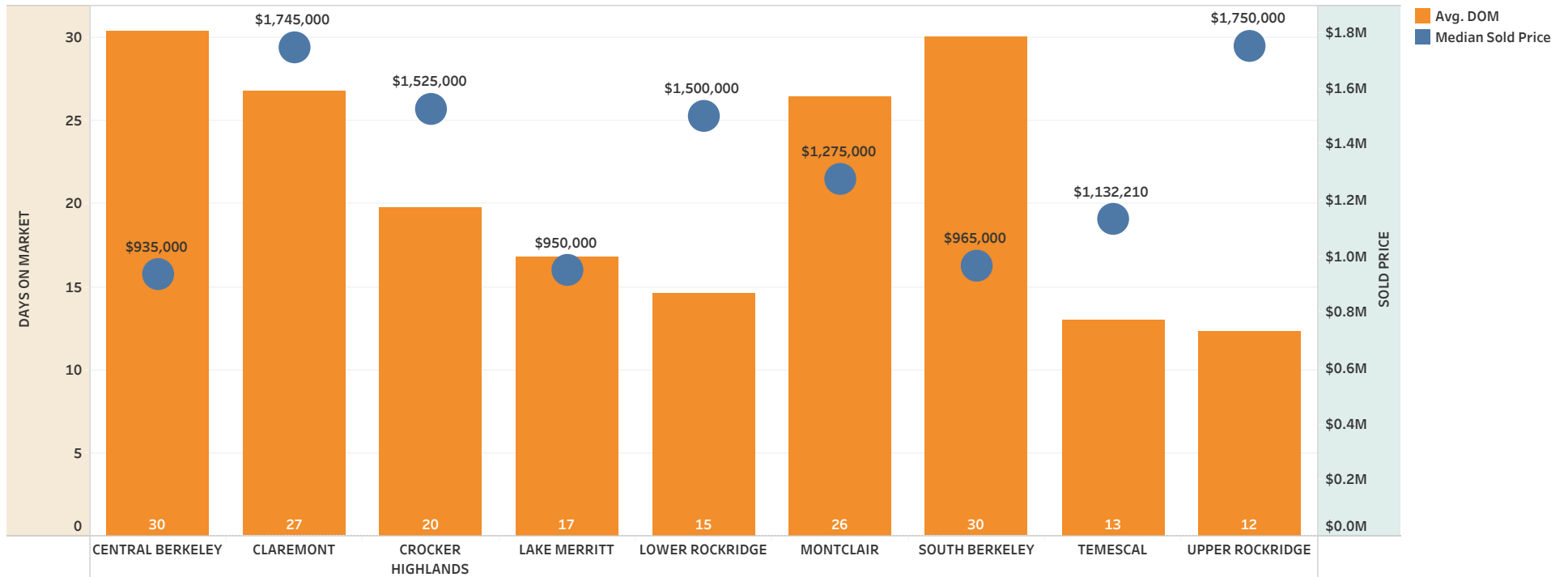
**SFR AVERAGE PERCENT DIFFERENCE ORIGINAL LIST VS. SALE PRICE  
VS. MEDIAN PRICE BY KEY NEIGHBORHOODS - Q1 2019**



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.

## SFR AVERAGE DAYS ON MARKET VS. MEDIAN PRICE BY KEY NEIGHBORHOODS - Q1 2019

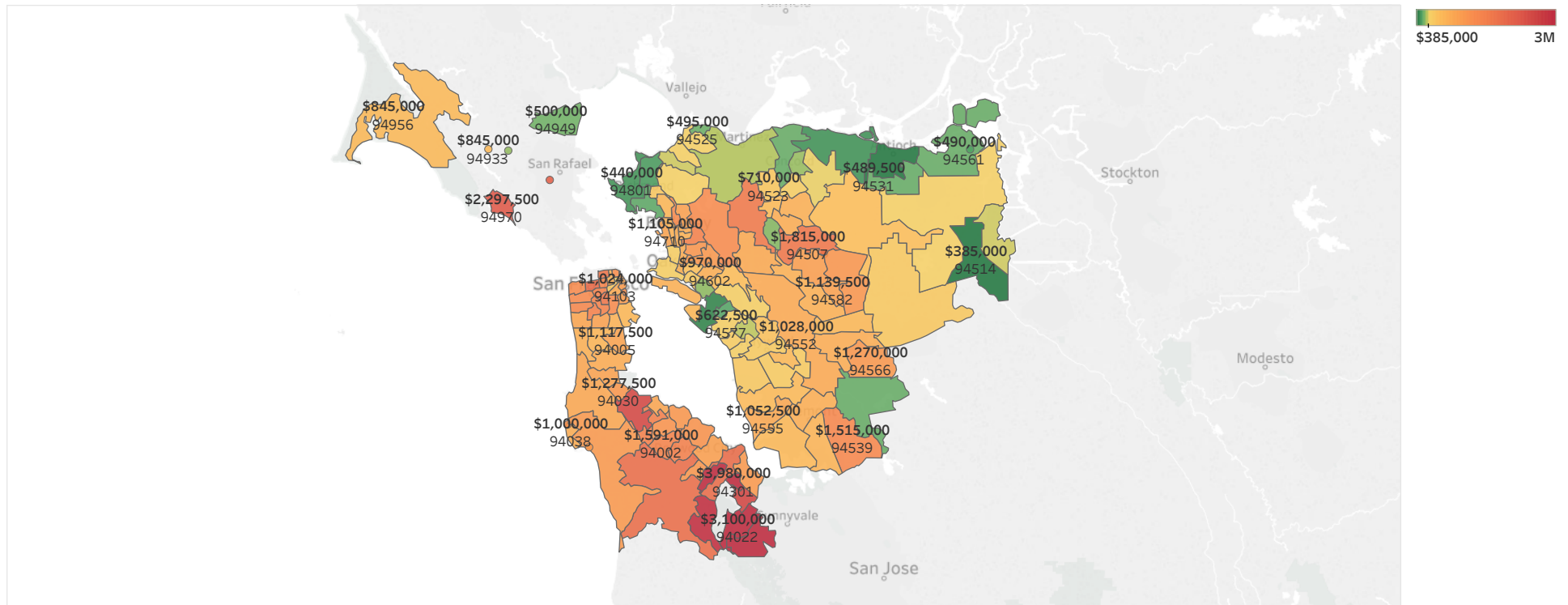


Provided by Red Oak Realty

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.

## Bay Area Overview

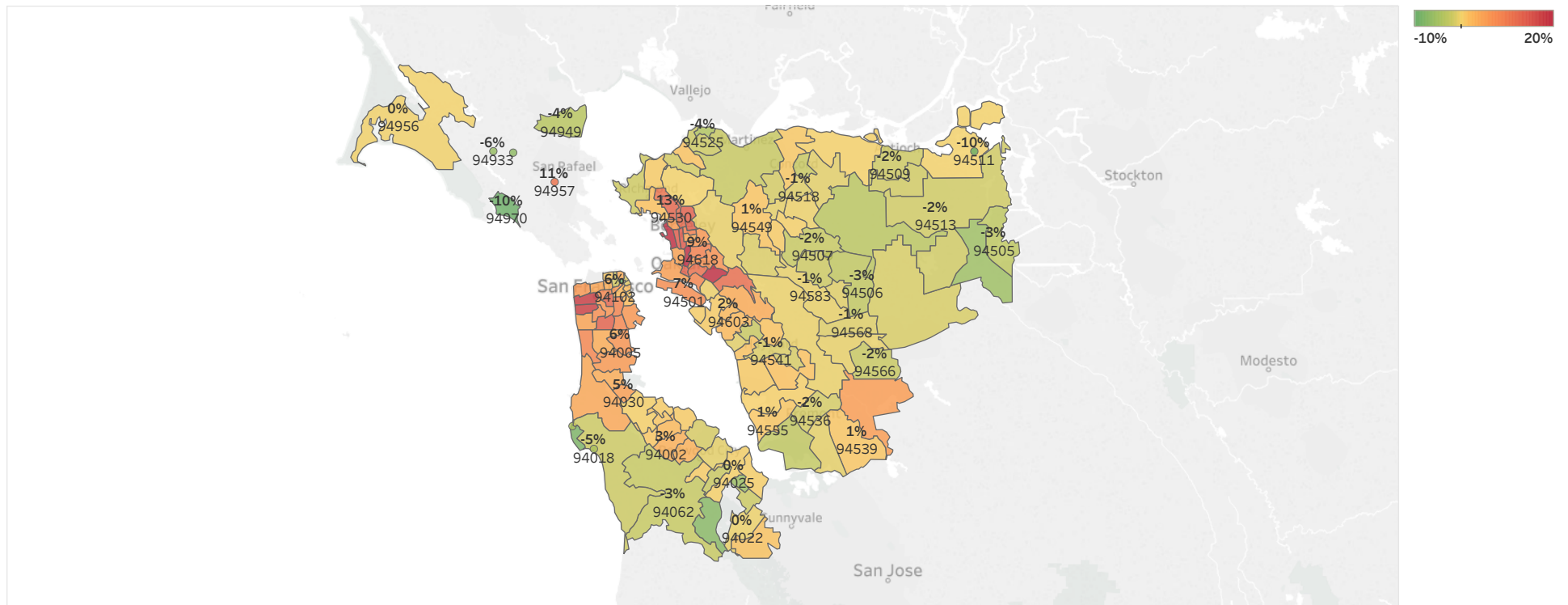
## SFR AND CONDO MEDIAN SALE PRICE - Q1 2019



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.

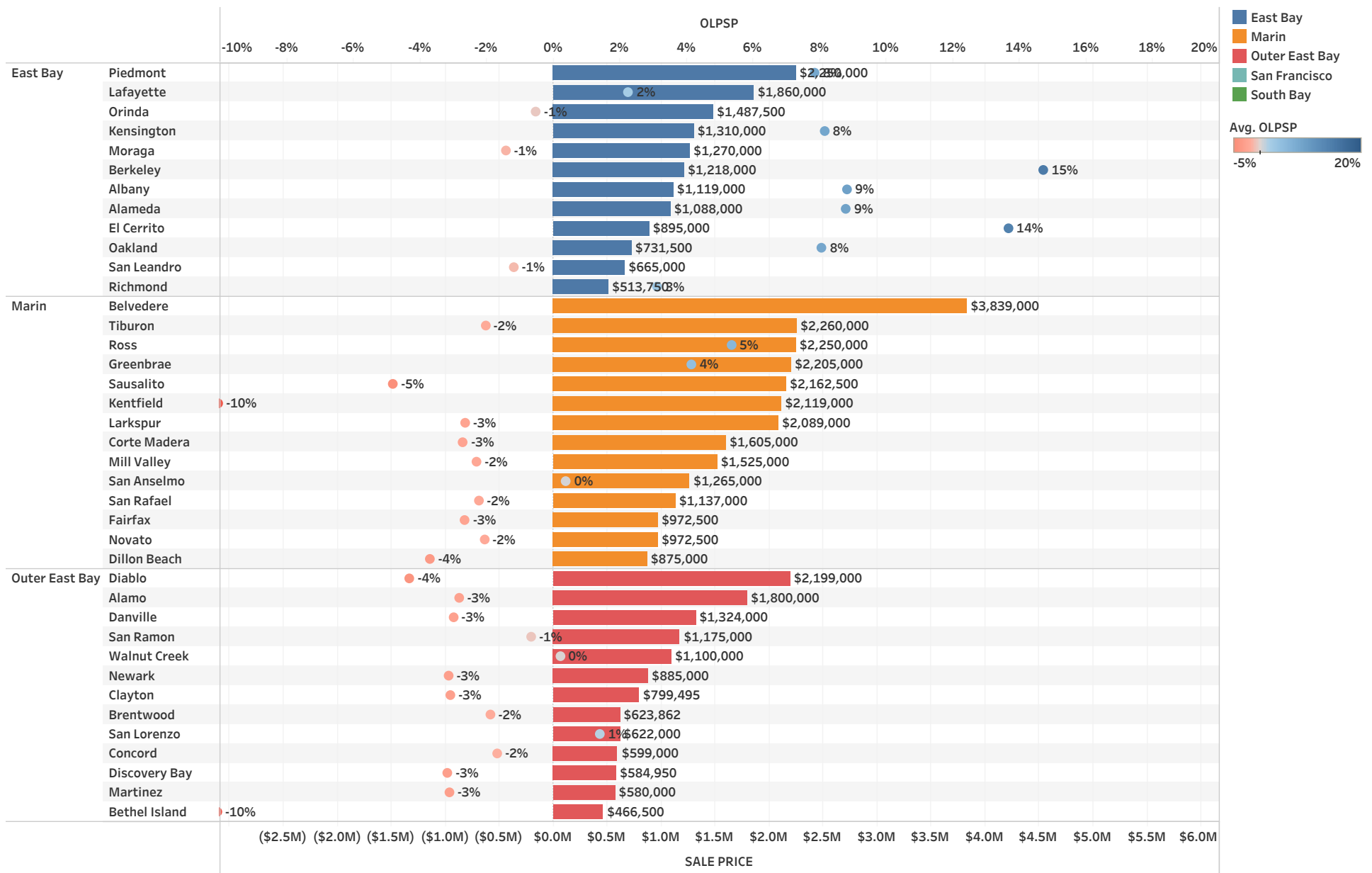
## SFR AND CONDO AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE - Q1 2019



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.

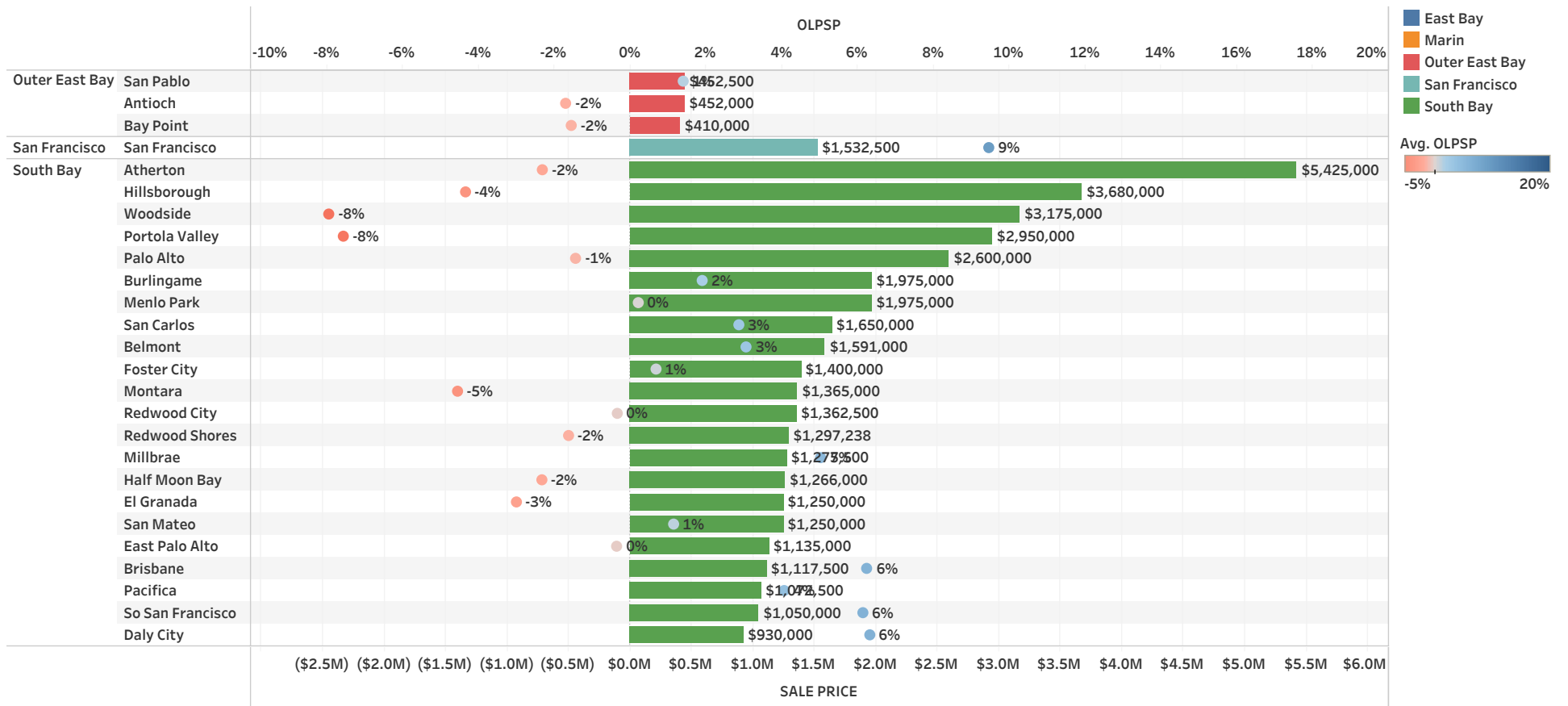
## SFR MEDIAN SALE PRICE VS. AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE OF BAY AREA CITIES - Q1 2019



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.

## SFR MEDIAN SALE PRICE VS. AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE OF BAY AREA CITIES - Q1 2019

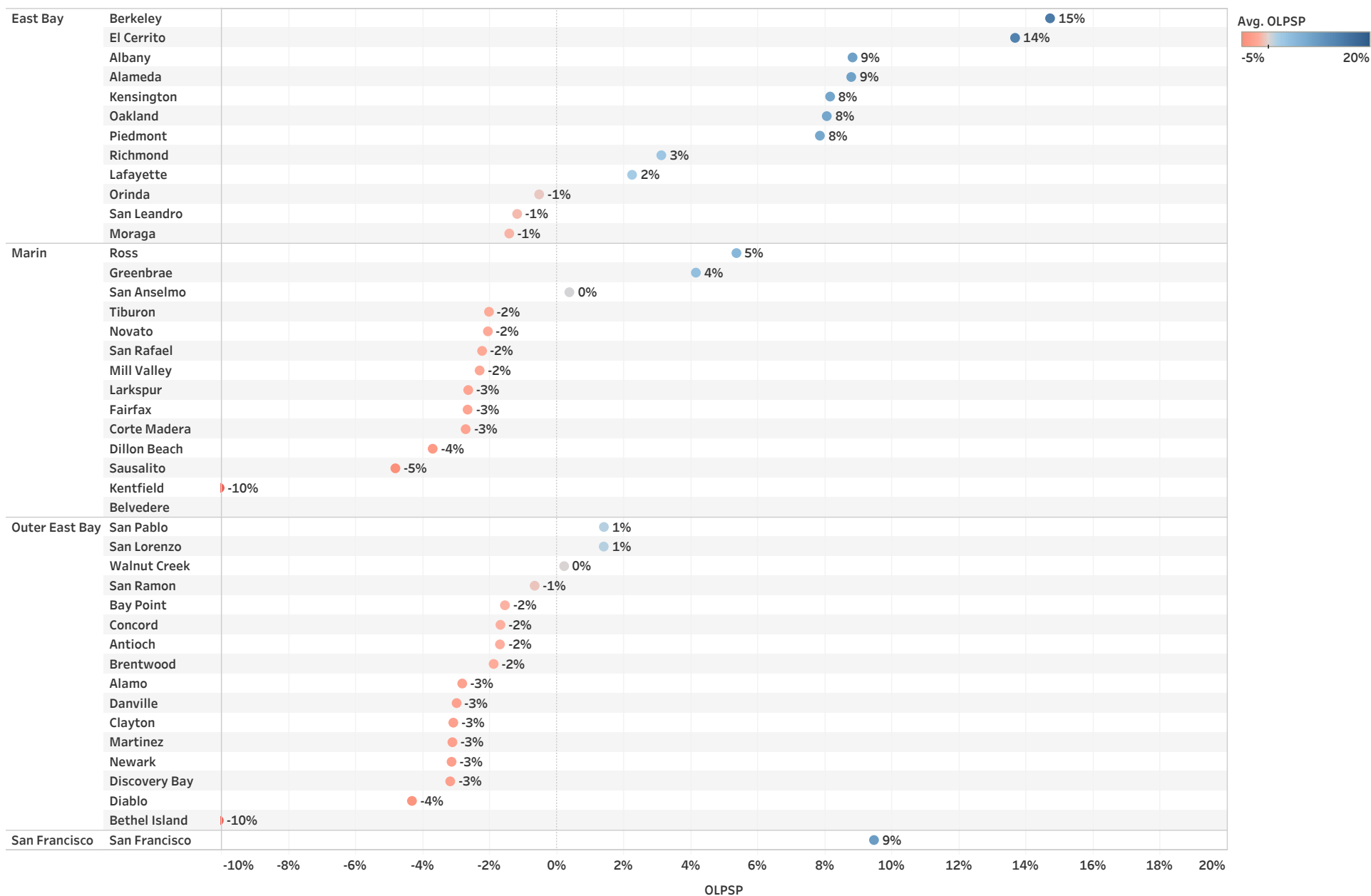


Provided by Red Oak Realty

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.



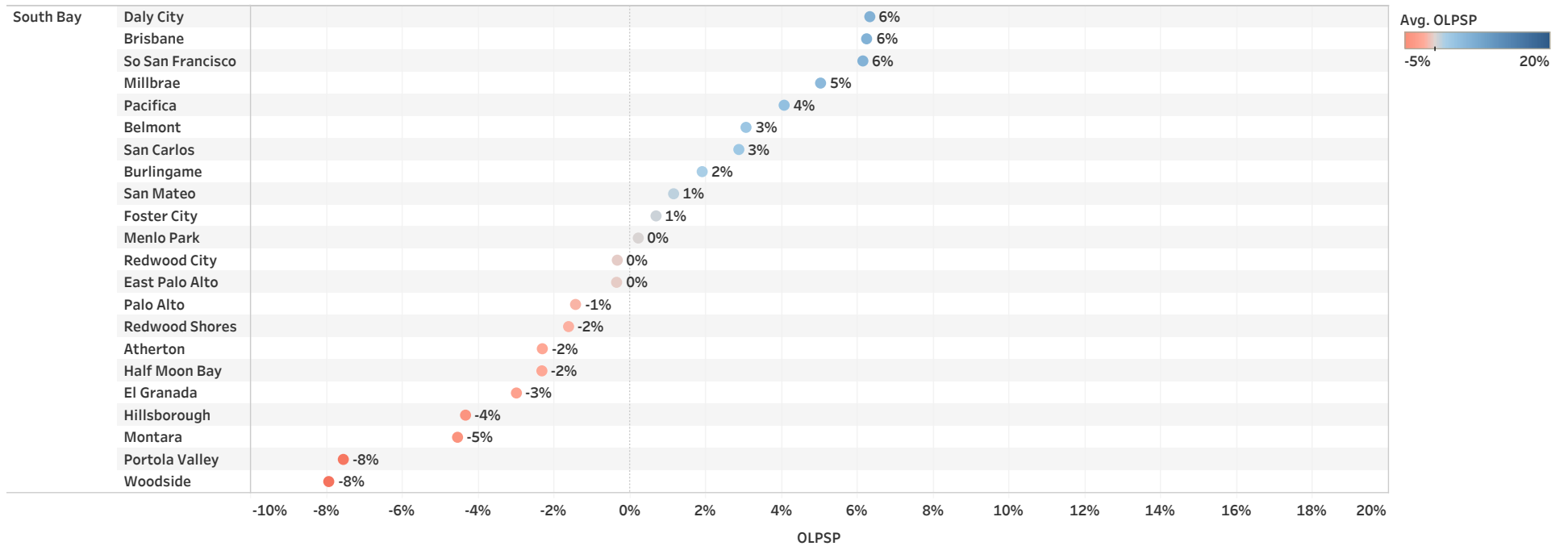
## SFR AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE OF BAY AREA CITIES - Q1 2019



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.

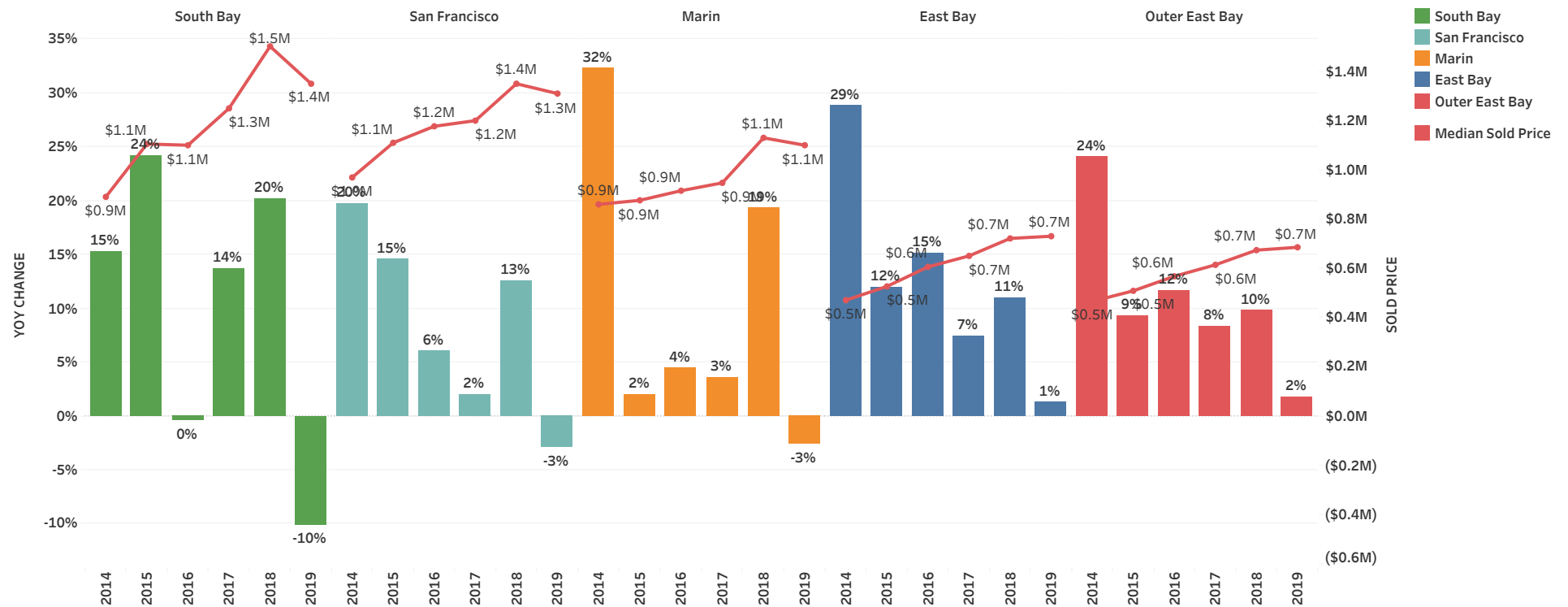
## SFR AVERAGE ORIGINAL LIST PRICE VS. SALE PRICE OF BAY AREA CITIES - Q1 2019



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.

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

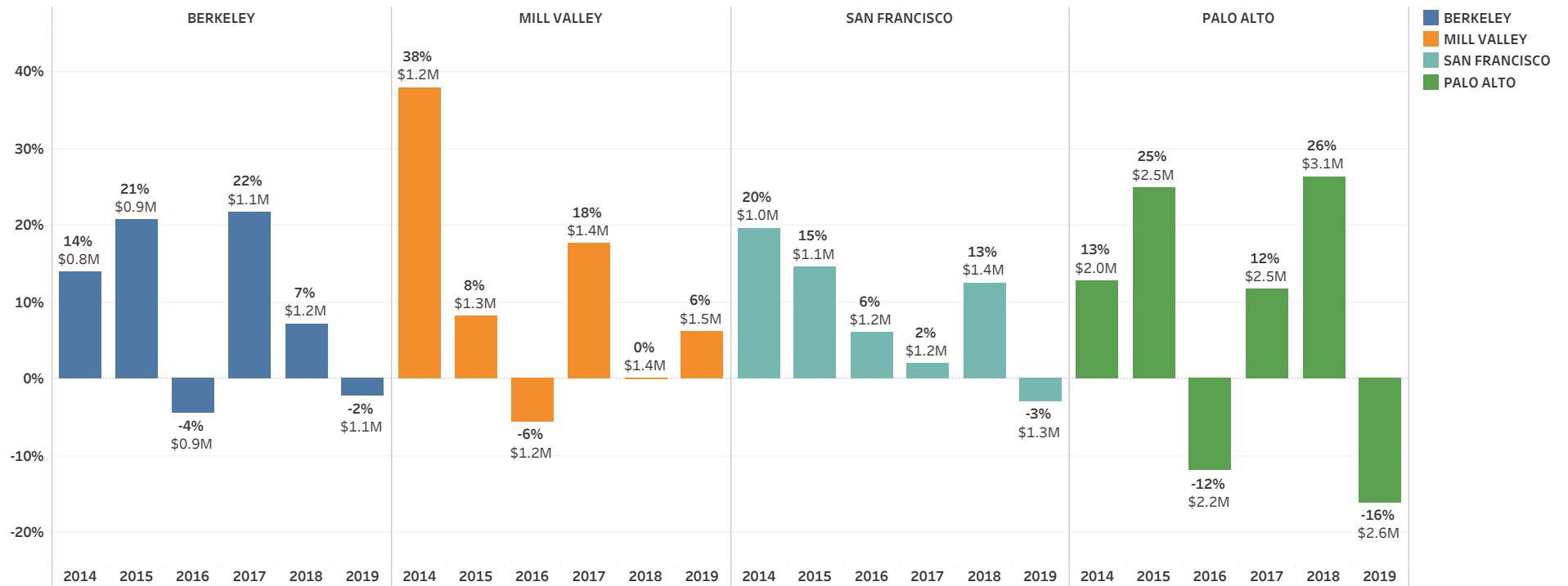
### 3BD SFR AND CONDO MEDIAN SALE PRICE IN SIMILAR BAY AREA CITIES - Q1 2019



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.

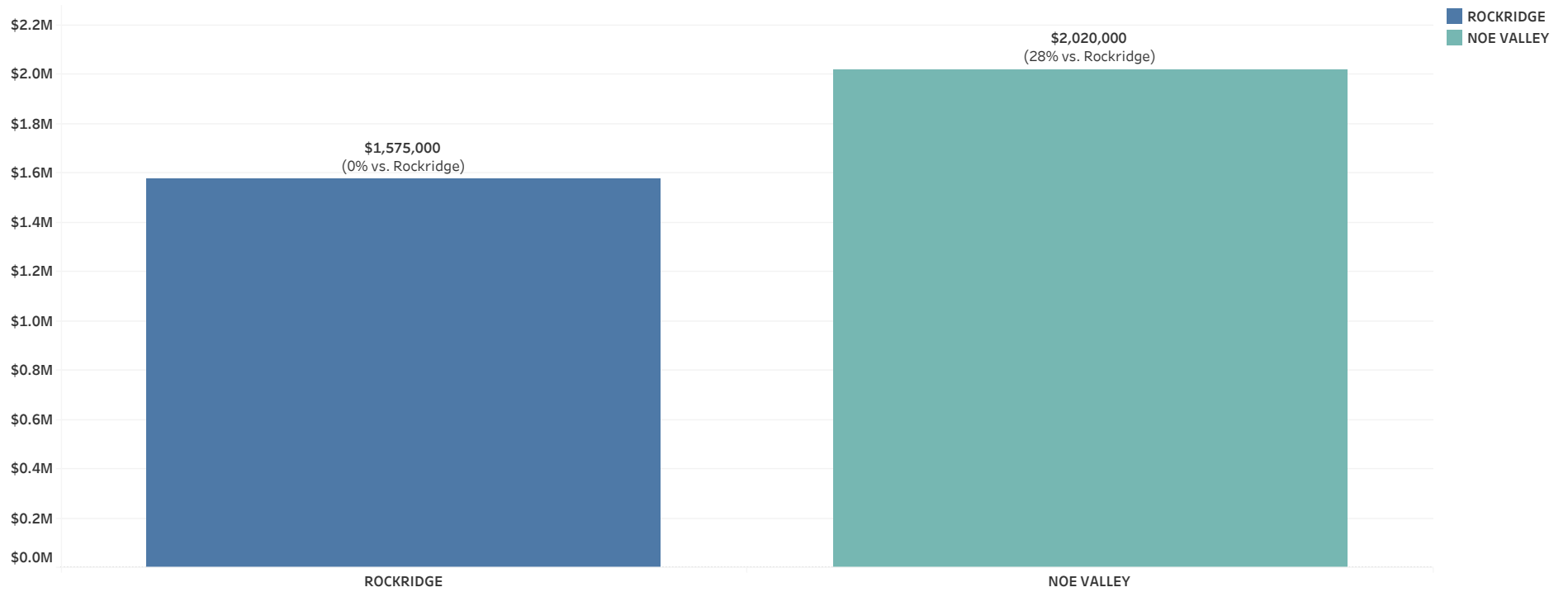
## YOY PERCENT CHANGE IN SFR AND CONDO MEDIAN SALE PRICE IN SIMILAR BAY AREA CITIES - Q1 2019



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.

**3BD SFR AND CONDO MEDIAN SALE PRICE  
IN SIMILAR BAY AREA NEIGHBORHOODS - Q1 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.