

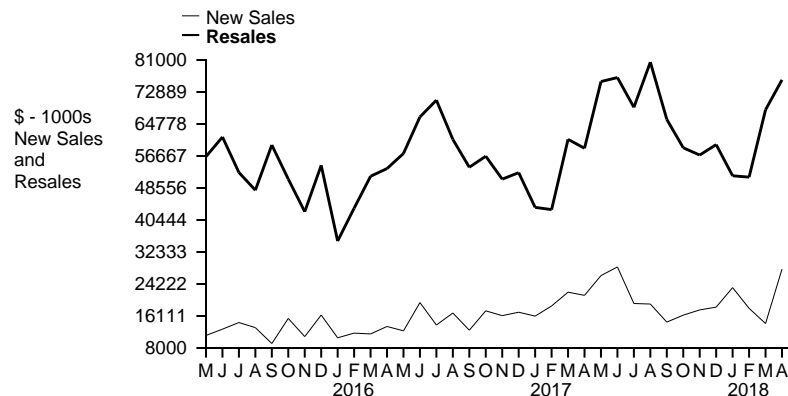
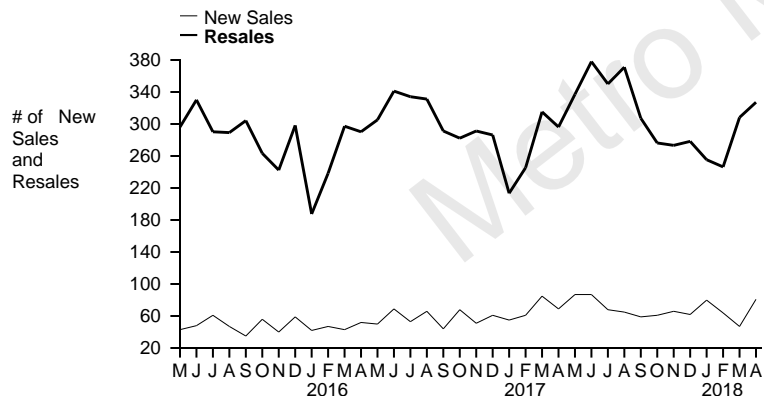
# The REAL Trend Report Bay Real Estate Sales Activity

Number of Sales	APR 2018	APR 2017	% Chg	YTD 2018	YTD 2017	% Chg
<b>Single Family</b>						
Total New Sales	81	69	17.39	272	270	.74
Total ReSales	328	297	10.44	1,140	1,073	6.24
Total Single Family	409	366	11.75	1,412	1,343	5.14
<b>Condominium/Townhomes</b>						
Total New Sales	0	2	-100.00	1	4	-75.00
Total ReSales	250	188	32.98	792	643	23.17
Total Condo/Townhome	250	190	31.58	793	647	22.57
<b>Mobile/Manufactured Homes</b>	61	38	60.53	175	178	-1.69
<b>Residential Lots</b>	234	102	129.41	628	377	66.58
<b>Commercial &amp; Other IMPRV</b>	42	34	23.53	135	113	19.47
<b>Commercial &amp; Other VACNT</b>	11	3	266.67	41	32	28.13
<b>Total</b>	1,007	733	37.38	3,184	2,690	18.36
Total Foreclosures	20	28	-28.57	84	132	-36.36
Total Lis Pendens	45	56	-19.64	177	195	-9.23

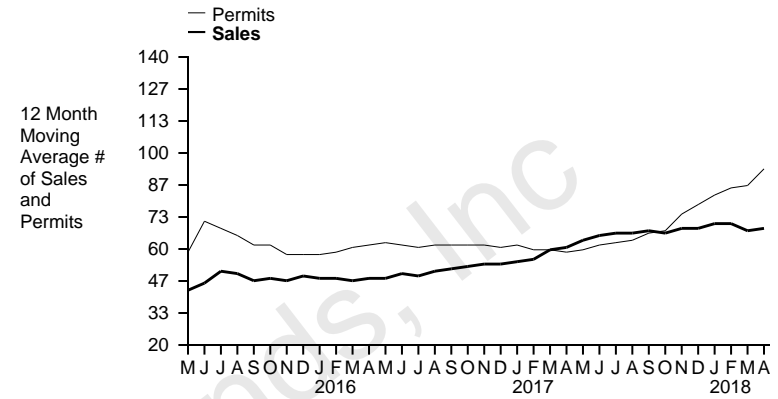
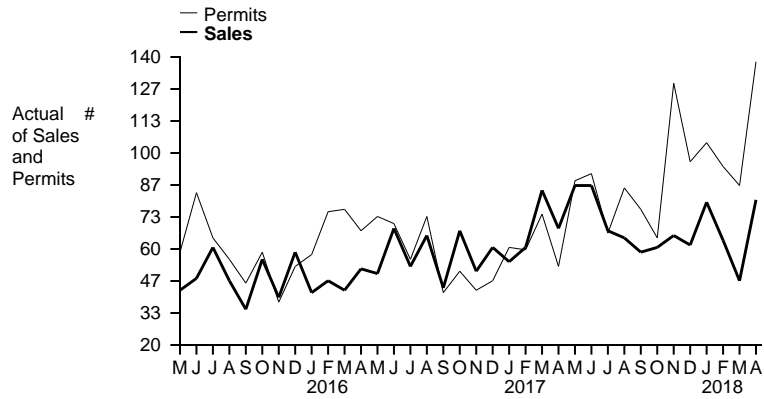
Dollar Volume of Sales	APR 2018	APR 2017	% Chg	YTD 2018	YTD 2017	% Chg
<b>Single Family</b>						
Total New Sales	27,997,254	21,343,498	31.17	83,559,573	78,235,989	6.80
Total ReSales	75,967,300	58,632,700	29.56	247,305,200	206,245,000	19.91
Total Single Family	103,964,554	79,976,198	29.99	330,864,773	284,480,989	16.30
<b>Condominium/Townhomes</b>						
Total New Sales	0	385,982	-100.00	227,913	906,982	-74.87
Total ReSales	62,678,800	38,968,200	60.85	197,083,100	141,531,200	39.25
Total Condo/Townhome	62,678,800	39,354,182	59.27	197,311,013	142,438,182	38.52
<b>Mobile/Manufactured Homes</b>	4,713,200	2,533,300	86.05	12,990,300	9,427,400	37.79
<b>Residential Lots</b>	14,566,000	3,646,400	299.46	44,051,800	19,380,800	127.30
<b>Commercial &amp; Other IMPRV</b>	28,632,100	25,689,900	11.45	117,201,700	51,178,500	129.01
<b>Commercial &amp; Other VACNT</b>	4,724,700	13,287,500	-64.44	13,518,500	21,835,000	-38.09
<b>Total</b>	219,279,354	164,487,480	33.31	715,938,086	528,740,871	35.40
Total Foreclosures *	2,017,342	3,475,441	-41.95	9,548,639	15,091,880	-36.73
Total Lis Pendens *	6,739,751	7,844,641	-14.08	21,211,162	38,477,688	-44.87

\* Foreclosures and Lis Pendens Dollar Volume Amounts represent the Market Value of the Parcels

## Single Family New and Resales



# New Single Family Permit and Sales Trends Bay



Date	Single Family Permits		Single Family Sales		Sales versus Permits	
	# of	12 Month Avg	# of	12 Month Avg	# of	12 Month Avg
05/2017	89	60	87	64	-2	4
06/2017	92	62	87	66	-5	4
07/2017	67	63	68	67	1	4
08/2017	86	64	65	67	-21	3
09/2017	77	67	59	68	-18	1
10/2017	65	68	61	67	-4	-1
11/2017	130	75	66	69	-64	-6
12/2017	97	79	62	69	-35	-10
01/2018	105	83	80	71	-25	-12
02/2018	95	86	64	71	-31	-15
03/2018	87	87	47	68	-40	-19
04/2018	139	94	81	69	-58	-25

## Total Single Family

