

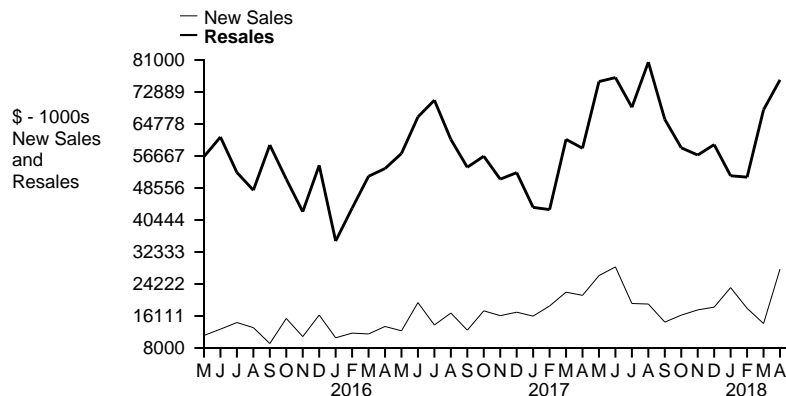
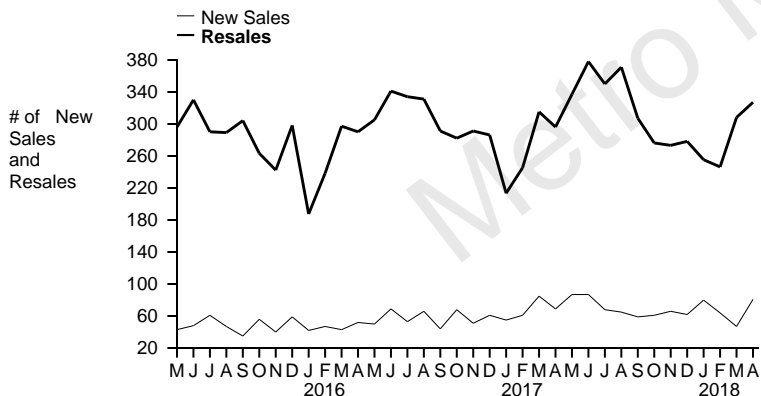
The REAL Trend Report Bay Real Estate Sales Activity

Number of Sales	APR 2018	APR 2017	% Chg	YTD 2018	YTD 2017	% Chg
Single Family						
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
Condominium/Townhomes						
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
Mobile/Manufactured Homes						
Total New Sales	61	38	60.53	175	178	-1.69
Residential Lots						
Total New Sales	234	102	129.41	628	377	66.58
Commercial & Other IMPRV						
Total New Sales	42	34	23.53	135	113	19.47
Commercial & Other VACNT						
Total New Sales	11	3	266.67	41	32	28.13
Total	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

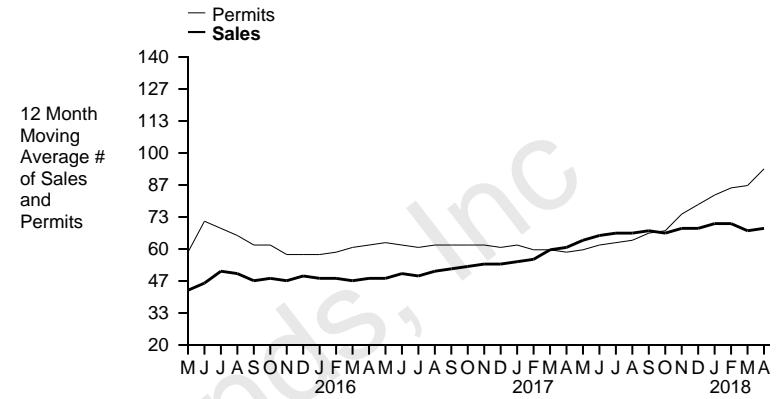
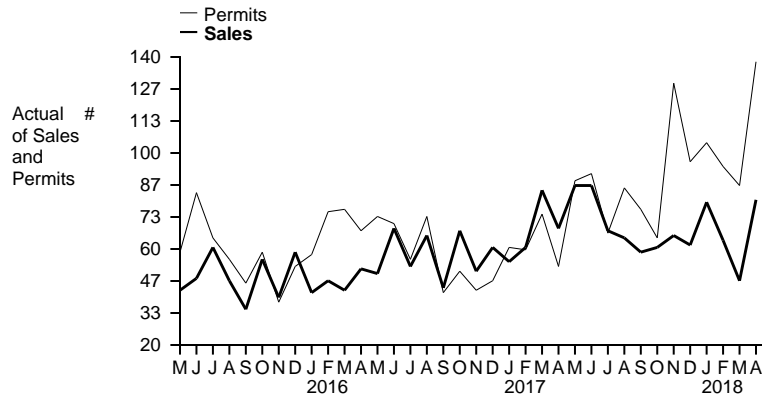
Dollar Volume of Sales	APR 2018	APR 2017	% Chg	YTD 2018	YTD 2017	% Chg
Single Family						
Total New Sales	27,997,254	21,343,498	31.17	83,559,573	78,235,989	6.80
Total ReSales	75,967,300	58,632,700	29.56	247,305,200	206,245,000	19.91
Total Single Family	103,964,554	79,976,198	29.99	330,864,773	284,480,989	16.30
Condominium/Townhomes						
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
Mobile/Manufactured Homes						
Total New Sales	4,713,200	2,533,300	86.05	12,990,300	9,427,400	37.79
Residential Lots						
Total New Sales	14,566,000	3,646,400	299.46	44,051,800	19,380,800	127.30
Commercial & Other IMPRV						
Total New Sales	28,632,100	25,689,900	11.45	117,201,700	51,178,500	129.01
Commercial & Other VACNT						
Total New Sales	4,724,700	13,287,500	-64.44	13,518,500	21,835,000	-38.09
Total	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

