

The REAL Trend Report

Bay

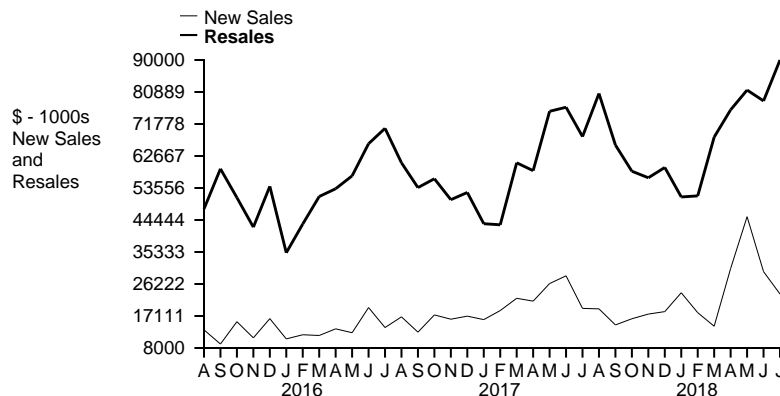
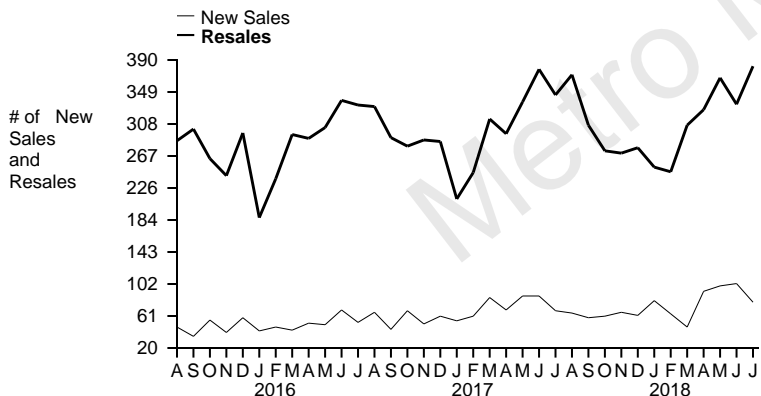
Real Estate Sales Activity

Number of Sales	JUL 2018	JUL 2017	% Chg	YTD 2018	YTD 2017	% Chg
Single Family						
Total New Sales	79	68	16.18	567	512	10.74
Total ReSales	383	346	10.69	2,219	2,131	4.13
Total Single Family	462	414	11.59	2,786	2,643	5.41
Condominium/Townhomes						
Total New Sales	1	1	.00	3	6	-50.00
Total ReSales	252	187	34.76	1,510	1,235	22.27
Total Condo/Townhome	253	188	34.57	1,513	1,241	21.92
Mobile/Manufactured Homes	43	32	34.38	315	296	6.42
Residential Lots	105	145	-27.59	976	808	20.79
Commercial & Other IMPRV	38	39	-2.56	232	214	8.41
Commercial & Other VACNT	7	2	250.00	65	47	38.30
Total	908	820	10.73	5,887	5,249	12.15
Total Foreclosures	15	30	-50.00	131	202	-35.15
Total Lis Pendens	37	38	-2.63	313	338	-7.40

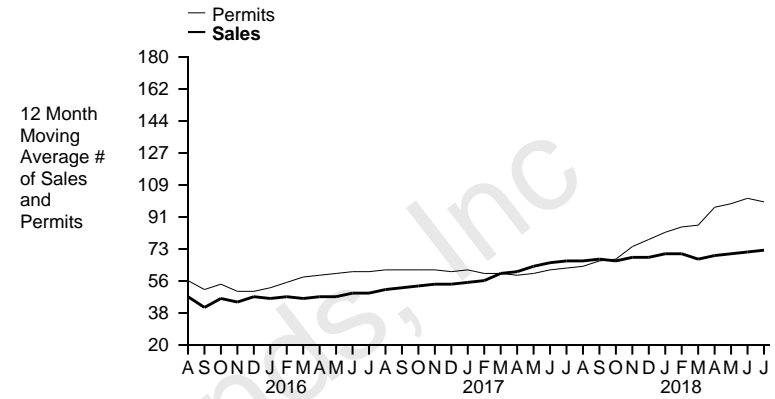
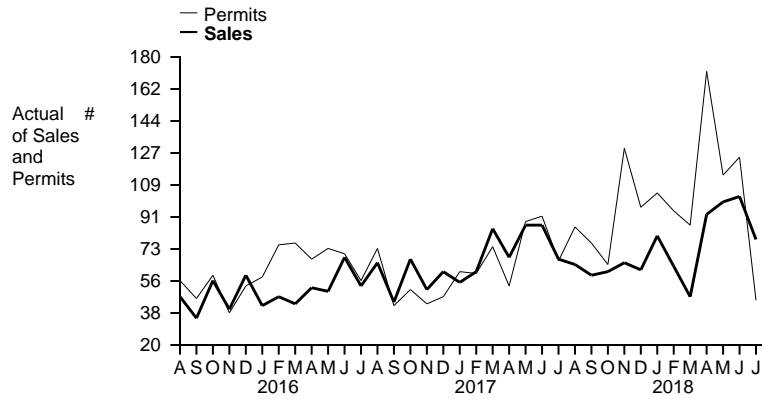
Dollar Volume of Sales	JUL 2018	JUL 2017	% Chg	YTD 2018	YTD 2017	% Chg
Single Family						
Total New Sales	23,369,400	19,278,094	21.22	185,121,664	152,411,411	21.46
Total ReSales	89,988,400	68,197,200	31.95	495,964,500	425,816,400	16.47
Total Single Family	113,357,800	87,475,294	29.59	681,086,164	578,227,811	17.79
Condominium/Townhomes						
Total New Sales	142,000	187,500	-24.27	513,413	1,703,130	-69.85
Total ReSales	65,183,600	43,153,900	51.05	380,405,700	272,455,000	39.62
Total Condo/Townhome	65,325,600	43,341,400	50.72	380,919,113	274,158,130	38.94
Mobile/Manufactured Homes	3,591,600	1,799,200	99.62	24,355,700	16,820,700	44.80
Residential Lots	12,796,900	7,539,700	69.73	79,723,300	50,572,500	57.64
Commercial & Other IMPRV	17,438,100	10,829,400	61.03	205,276,400	100,544,900	104.16
Commercial & Other VACNT	4,164,300	755,500	451.20	22,347,900	33,801,900	-33.89
Total	216,674,300	151,740,494	42.79	1,393,708,577	1,054,125,941	32.21
Total Foreclosures *	6,196,224	3,232,102	91.71	19,519,922	23,078,643	-15.42
Total Lis Pendens *	4,602,945	5,822,127	-20.94	38,097,558	60,571,960	-37.10

* 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
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	81	71	-24	-12
02/2018	95	86	64	71	-31	-15
03/2018	87	87	47	68	-40	-19
04/2018	173	97	93	70	-80	-27
05/2018	115	99	100	71	-15	-28
06/2018	125	102	103	72	-22	-30
07/2018	45	100	79	73	34	-27

Total Single Family

