## Market Snapshot - December 2017 vs. December 2016

|             |        |         |          |        |          |          |             | S           | ingle Fam | ily Homes Ye | ar-over-Year | - Decemi | ber 2017 vs. Dece | mber 2016     |          |        |         |          |        |          |          |        |           |          |
|-------------|--------|---------|----------|--------|----------|----------|-------------|-------------|-----------|--------------|--------------|----------|-------------------|---------------|----------|--------|---------|----------|--------|----------|----------|--------|-----------|----------|
| Country     | Dec-17 | Invento | ry       | (      | Closed S | ales     | Me          | edian Price |           | Av           | erage Price  |          | То                | tal Dollars   |          | Ave    | Days or | Market   |        | New List | ings     | % to L | ist Price | Received |
| County      | Dec-17 | Dec-16  | % Change | Dec-17 | Dec-16   | % Change | Dec-17      | Dec-16      | % Change  | Dec-17       | Dec-16       | % Change | Dec-17            | Dec-16        | % Change | Dec-17 | Dec-16  | % Change | Dec-17 | Dec-16   | % Change | Dec-17 | Dec-16    | % Change |
| Monterey    | 632    | 718     | -12%     | 206    | 216      | -5%      | \$614,500   | \$494,500   | 24%       | \$904,357    | \$858,963    | 5%       | \$186,297,607     | \$185,536,120 | 0%       | 68     | 68      | 0%       | 151    | 140      | 8%       | 98%    | 98%       | 0%       |
| San Benito  | 116    | 136     | -15%     | 50     | 38       | 32%      | \$537,000   | \$475,000   | 13%       | \$561,604    | \$515,455    | 9%       | \$28,080,207      | \$19,587,299  | 43%      | 52     | 59      | -12%     | 43     | 27       | 59%      | 99%    | 98%       | 1%       |
| San Mateo   | 176    | 252     | -30%     | 309    | 315      | -2%      | \$1,500,000 | \$1,325,000 | 13%       | \$1,858,786  | \$1,752,022  | 6%       | \$574,364,938     | \$551,887,034 | 4%       | 30     | 35      | -14%     | 151    | 121      | 25%      | 110%   | 104%      | 6%       |
| Santa Clara | 363    | 693     | -48%     | 712    | 749      | -5%      | \$1,300,000 | \$961,000   | 35%       | \$1,557,588  | \$1,196,444  | 30%      | \$1,109,002,702   | \$896,137,261 | 24%      | 21     | 36      | -42%     | 402    | 296      | 36%      | 109%   | 101%      | 8%       |
| Santa Cruz  | 270    | 296     | -9%      | 166    | 133      | 25%      | \$825,000   | \$785,000   | 5%        | \$919,275    | \$838,215    | 10%      | \$152,599,725     | \$111,482,720 | 37%      | 48     | 56      | -14%     | 83     | 76       | 9%       | 99%    | 98%       | 1%       |

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|             |           |        |          |              |        |          |              | (         | Condo/To    | wnhouse Year | r-over-Year   | - Decemb | er 2017 vs. Decen | nber 2016     |          |        |                    |          |        |          |          |                         |        |          |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-----------|-------------|--------------|---------------|----------|-------------------|---------------|----------|--------|--------------------|----------|--------|----------|----------|-------------------------|--------|----------|
| County      | Inventory |        |          | Closed Sales |        |          | Median Price |           |             | Av           | Average Price |          |                   | Total Dollars |          |        | Ave Days on Market |          |        | New List | ings     | % to List Price Receive |        |          |
| County      | Dec-17    | Dec-16 | % Change | Dec-17       | Dec-16 | % Change | Dec-17       | Dec-16    | % Change    | Dec-17       | Dec-16        | % Change | Dec-17            | Dec-16        | % Change | Dec-17 | Dec-16             | % Change | Dec-17 | Dec-16   | % Change | Dec-17                  | Dec-16 | % Change |
| Monterey    | 66        | 61     | 8%       | 24           | 27     | -11%     | \$439,750    | \$375,000 | <b>17</b> % | \$476,166    | \$396,396     | 20%      | \$11,428,000      | \$10,702,700  | 7%       | 73     | 70                 | 4%       | 13     | 20       | -35%     | 97%                     | 98%    | -1%      |
| San Benito  | 11        | 11     | 0%       | 3            | 7      | -57%     | \$360,000    | \$319,000 | 13%         | \$358,666    | \$337,121     | 6%       | \$1,076,000       | \$2,359,850   | -54%     | 8      | 52                 | -85%     | 1      | 3        | -67%     | 100%                    | 96%    | 4%       |
| San Mateo   | 35        | 77     | -55%     | 83           | 105    | -21%     | \$875,000    | \$700,000 | 25%         | \$925,153    | \$781,733     | 18%      | \$76,787,779      | \$82,082,008  | -6%      | 17     | 38                 | -55%     | 39     | 53       | -26%     | 108%                    | 102%   | 6%       |
| Santa Clara | 47        | 230    | -80%     | 242          | 290    | -17%     | \$831,500    | \$644,000 | 29%         | \$909,058    | \$716,863     | 27%      | \$219,992,092     | \$207,890,480 | 6%       | 13     | 35                 | -63%     | 134    | 129      | 4%       | 111%                    | 102%   | 9%       |
| Santa Cruz  | 53        | 71     | -25%     | 32           | 37     | -14%     | \$607,500    | \$504,000 | 21%         | \$578,062    | \$538,080     | 7%       | \$18,498,000      | \$19,908,976  | -7%      | 40     | 49                 | -18%     | 17     | 18       | -6%      | 99%                     | 100%   | -1%      |

## Market Snapshot - December 2017 vs. November 2017

|             |           |        |          |              |        |          |              | Single Far  | nily Home | s - Current M | onth vs. Prid | or Month - | December 2017   | vs. November    | 2017     |        |         |          |        |              |          |        |                    |          |  |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|-----------|---------------|---------------|------------|-----------------|-----------------|----------|--------|---------|----------|--------|--------------|----------|--------|--------------------|----------|--|
| Country     | Inventory |        |          | Closed Sales |        |          | Median Price |             |           | Av            | Average Price |            |                 | Total Dollars   |          |        | Days or | n Market |        | New Listings |          |        | % to List Price Re |          |  |
| County      | Dec-17    | Nov-17 | % Change | Dec-17       | Nov-17 | % Change | Dec-17       | Nov-17      | % Change  | Dec-17        | Nov-17        | % Change   | Dec-17          | Nov-17          | % Change | Dec-17 | Nov-17  | % Change | Dec-17 | Nov-17       | % Change | Dec-17 | Nov-17             | % Change |  |
| Monterey    | 632       | 765    | -17%     | 206          | 209    | -1%      | \$614,500    | \$624,000   | -2%       | \$904,357     | \$924,444     | -2%        | \$186,297,607   | \$193,208,833   | -4%      | 68     | 56      | 21%      | 151    | 199          | -24%     | 98%    | 97%                | 1%       |  |
| San Benito  | 116       | 150    | -23%     | 50           | 39     | 28%      | \$537,000    | \$659,840   | -19%      | \$561,604     | \$652,252     | -14%       | \$28,080,207    | \$25,437,851    | 10%      | 52     | 45      | 16%      | 43     | 49           | -12%     | 99%    | 100%               | -1%      |  |
| San Mateo   | 176       | 347    | -49%     | 309          | 374    | -17%     | \$1,500,000  | \$1,475,000 | 2%        | \$1,858,786   | \$1,835,227   | 1%         | \$574,364,938   | \$686,375,135   | -16%     | 30     | 23      | 30%      | 151    | 286          | -47%     | 110%   | 108%               | 2%       |  |
| Santa Clara | 363       | 620    | -41%     | 712          | 797    | -11%     | \$1,300,000  | \$1,285,000 | 1%        | \$1,557,588   | \$1,622,897   | -4%        | \$1,109,002,702 | \$1,293,449,333 | -14%     | 21     | 24      | -13%     | 402    | 675          | -40%     | 109%   | 108%               | 1%       |  |
| Santa Cruz  | 270       | 413    | -35%     | 166          | 186    | -11%     | \$825,000    | \$850,000   | -3%       | \$919,275     | \$974,128     | -6%        | \$152,599,725   | \$181,187,947   | -16%     | 48     | 47      | 2%       | 83     | 130          | -36%     | 99%    | 99%                | 0%       |  |

| Condo/Townhouse - Current Month vs. Prior Month - December 2017  Inventory Closed Sales Median Price Average Price Total Dollars Ave Days on Market New Listings % to List Price Rec |                      |  |  |   |   |   |  |   |   |  |   |   |  |   |   |  |  |  |  |   |   |   |  |
|--|----------------------|--|--|---|---|---|--|---|---|--|---|---|--|---|---|--|--|--|--|---|---|---|--|
| Inventory  |                      |  | Closed Sales   |   |   | Median Price  |  |   | Average Price                           |  |   | Total Dollars   |  |   |   | Ave Days on Market   |  |  | New List   | ings  | % to L  | Received  |  |
| Dec-17   | Nov-17               | % Change   | Dec-17   | Nov-17  | % Change  | Dec-17  | Nov-17   | % Change                                | Dec-17                                  | Nov-17   | % Change  | Dec-17  | Nov-17   | % Change  | Dec-17  | Nov-17   | % Change   | Dec-17   | Nov-17   | % Change  | Dec-17  | Nov-17  | % Change   |
| 66   | 83                   | -20%   | 24   | 19  | 26%   | \$439,750   | \$510,000  | -14%                                    | \$476,166                               | \$590,184                                      | -19%  | \$11,428,000  | \$11,213,500   | 2%  | 73  | 43   | 70%  | 13   | 26   | -50%  | 97%   | 98%   | -1%  |
| 11   | 10                   | 10%  | 3  | 5   | -40%  | \$360,000   | \$325,000  | 11%                                     | \$358,666                               | \$351,849                                      | 2%  | \$1,076,000   | \$1,759,249  | -39%  | 8   | 35   | -77%   | 1  | 4  | -75%  | 100%  | 98%   | 2%   |
| 35   | 61                   | -43%   | 83   | 113   | -27%  | \$875,000   | \$920,000  | -5%                                     | \$925,153                               | \$1,007,219                                    | -8%   | \$76,787,779  | \$113,815,783  | -33%  | 17  | 24   | -29%   | 39   | 67   | -42%  | 108%  | 106%  | 2%   |
| 47   | 139                  | -66%   | 242  | 304   | -20%  | \$831,500   | \$763,630  | 8.9%                                    | \$909,058                               | \$848,967                                      | 7%  | \$219,992,092   | \$258,086,164  | -15%  | 13  | 14   | -7%  | 134  | 241  | -44%  | 111%  | 108%  | 3%   |
| 53   | 76                   | -30%   | 32   | 34  | -6%   | \$607,500   | \$595,000  | 2%                                      | \$578,062                               | \$616,113                                      | -6%   | \$18,498,000  | \$20,947,846   | -12%  | 40  | 38   | 5%   | 17   | 31   | -45%  | 99%   | 99%   | 0%   |
|  | 66<br>11<br>35<br>47 | Dec-17         Nov-17           66         83           11         10           35         61           47         139 | Dec-17         Nov-17         % Change           66         83         -20%           11         10         10%           35         61         -43%           47         139         -66% | Dec-17         Nov-17         % Change         Dec-17           66         83         -20%         24           11         10         10%         3           35         61         -43%         83           47         139         -66%         242 | Dec-17         Nov-17         % Change         Dec-17         Nov-17           66         83         -20%         24         19           11         10         10%         3         5           35         61         -43%         83         113           47         139         -66%         242         304 | Dec-17         Nov-17         % Change         Dec-17         Nov-17         % Change           66         83         -20%         24         19         26%           11         10         10%         3         5         -40%           35         61         -43%         83         113         -27%           47         139         -66%         242         304         -20% | Dec-17         Nov-17         % Change         Dec-17         Nov-17         % Change         Dec-17           66         83         -20%         24         19         26%         \$439,750           11         10         10%         3         5         -40%         \$360,000           35         61         -43%         83         113         -27%         \$875,000           47         139         -66%         242         304         -20%         \$831,500 | Inventory   Closed Sales   Median Price | Inventory   Closed Sales   Median Price | Inventory   Closed Sales   Median Price   Avg. | Inventory   Closed Sales   Median Price   Average Price | Inventory   Closed Sales   Median Price   Average Price | Inventory   Closed Sales   Median Price   Average Price   To | Inventory   Closed Sales   Median Price   Average Price   Total Dollars | Inventory   Closed Sales   Median Price   Average Price   Total Dollars | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   To | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days or Dec-17   Nov-17   % Change   Dec-17   Nov-17 | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market   New List | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market   New Listings | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market   New Listings   % to Lagrange   Dec-17   Nov-17   % Change   Dec-17   Nov-17   Nov-17   % Change   Dec-17   Nov-17   Nov-17 | Inventory   Closed Sales   Median Price   Average Price   Total Dollars   Ave Days on Market   New Listings   % to List Price   Dec-17   Nov-17   % Change   Dec-17   Nov-17   Nov-17   % Change   Dec-17   Nov-17   Nov |