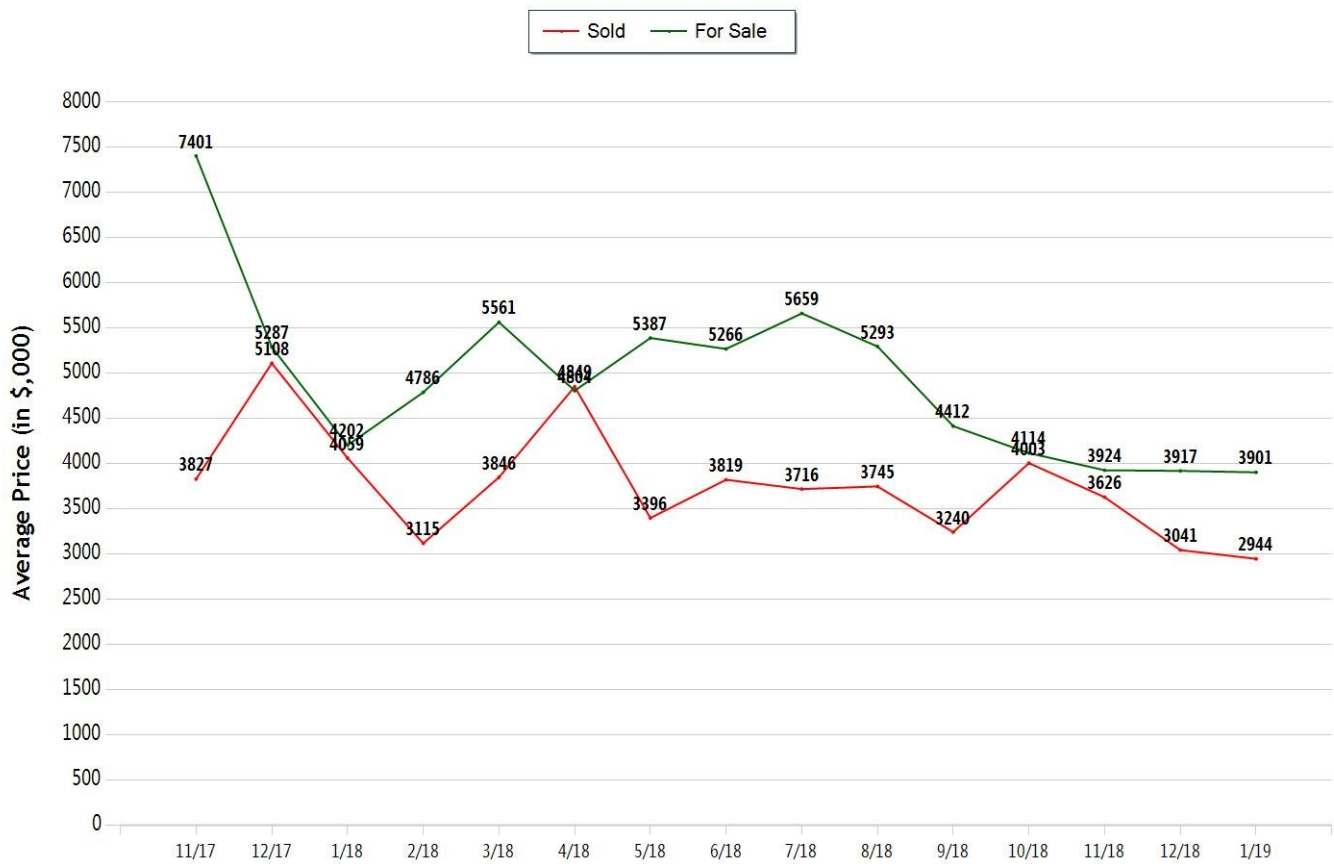


PALO ALTO Home Sales (1/2019 vs 1/2018)

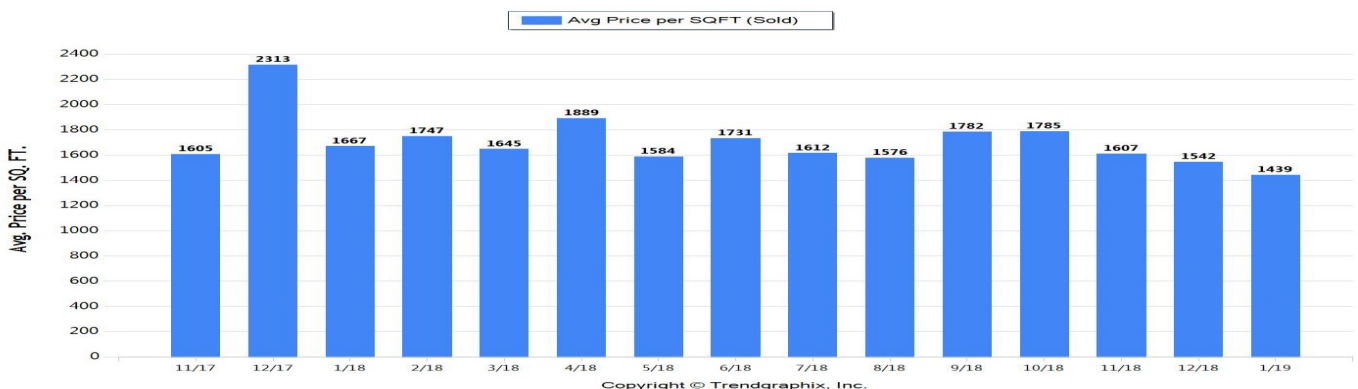
15-Month Market Trend Homes for 1/2019 compared to last year, Updated 2/2019

PALO ALTO, 1/2019	2019	Change	Comment
Sale Price	\$2.944M	Decreased 28%	Lower sale price, lowest in last 15 months
Avg Price/Sqft	\$1439	Decreased 14%	Lower price per sqft, in last 15 months
Sold/List %	91%	Decreased 10%	Lower Price over asking, 6% under asking
Number of Solds	19	Increased 46%	Slightly more sold
Days on Market	41	Increased 242%	Average sold in 41days
Months Inventory	2.0	Increased 119%	More Inventory

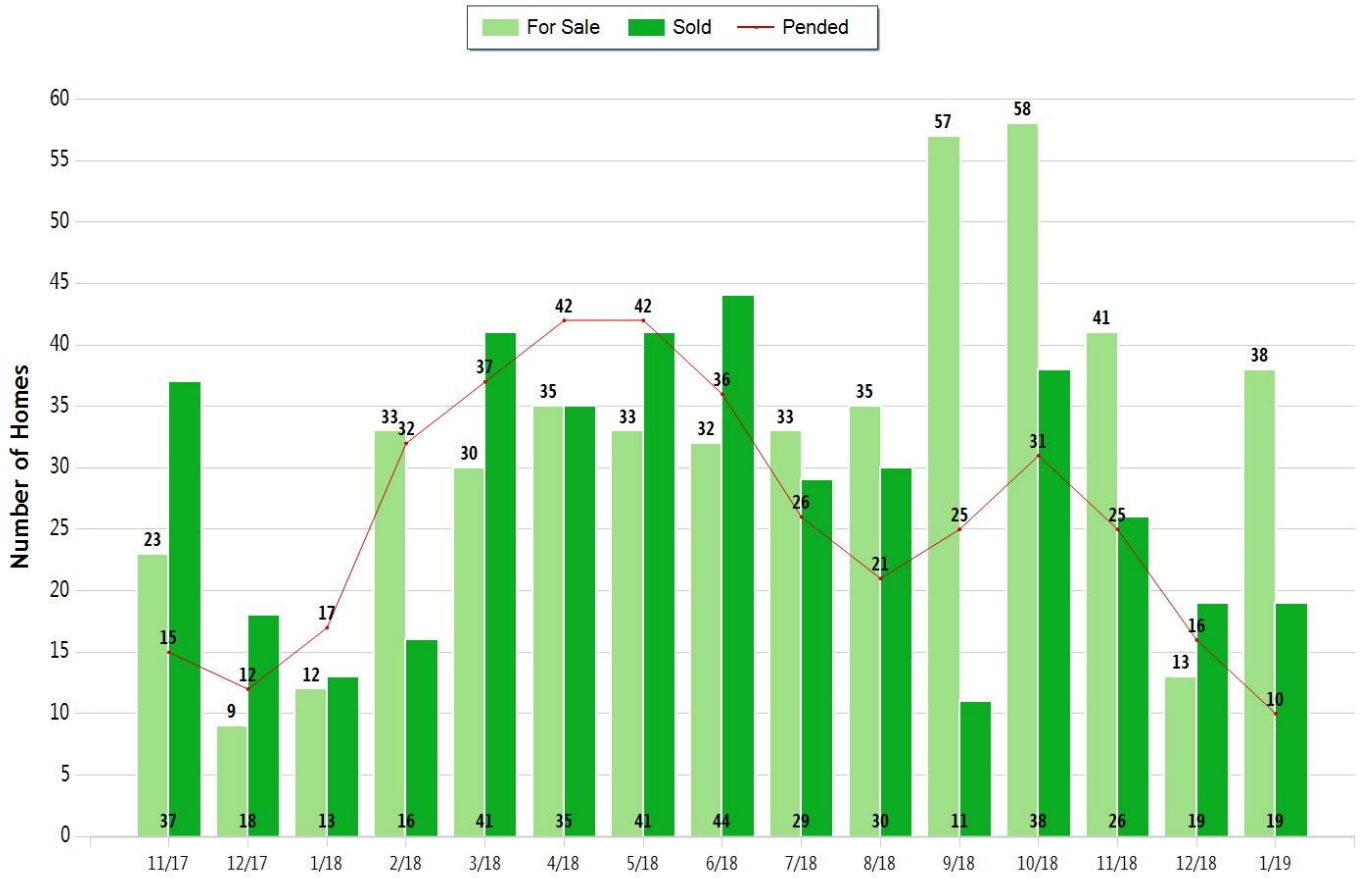
- ◆ Lower sale price compared to last year and lowest in last 15 months. Price per sqft at \$1439/sqft
- ◆ Average Sold\$/List\$ = 91%, which is 10% lower than last year. Buyers willing to pay 9% less than asking price.
- ◆ More inventory at 2.0 month available.



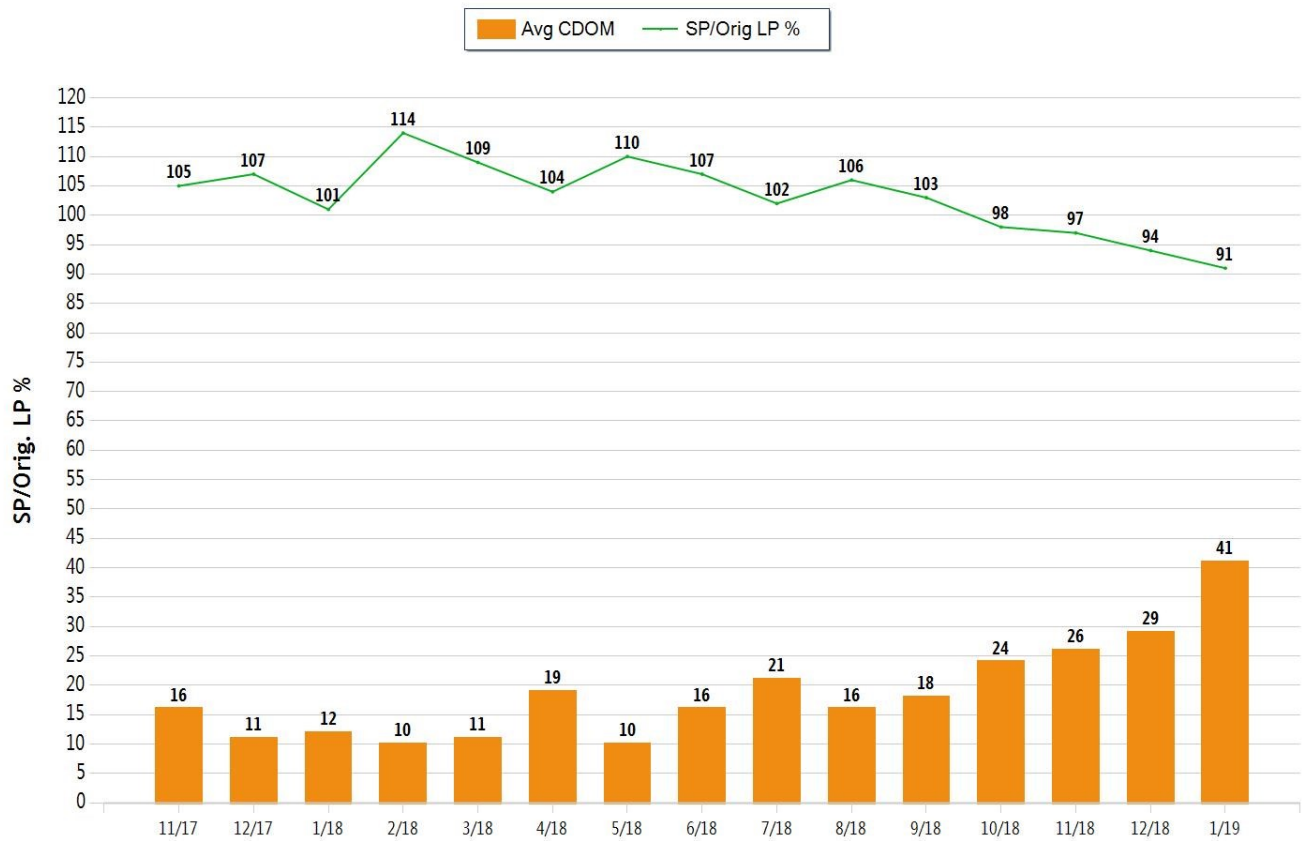
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