



Oakland, Berkeley, Piedmont & the City of Alameda

Market Overview Trends

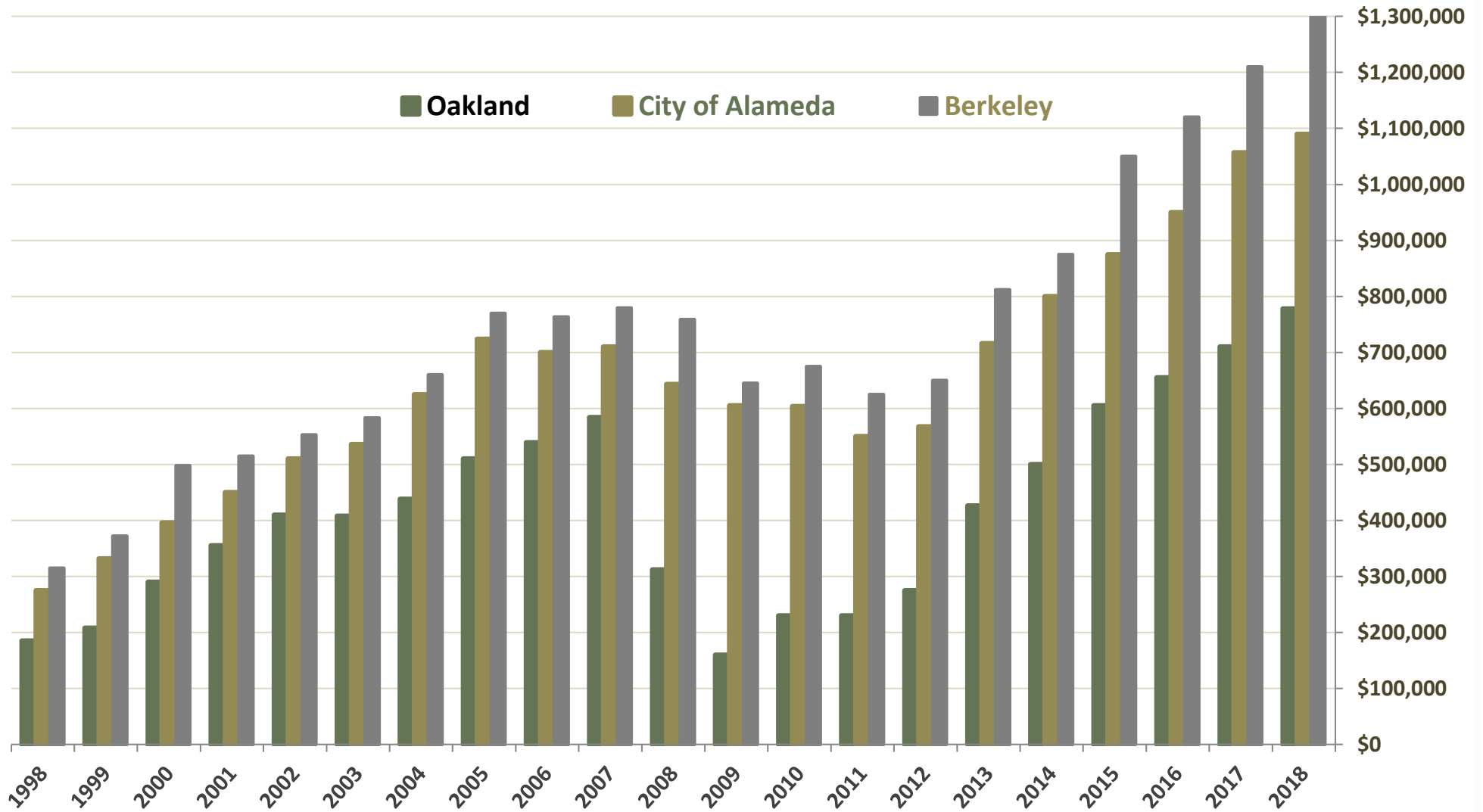
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate. Data from partial years should be considered preliminary until full year sales data is available.

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Oakland, Berkeley & City of Alameda Price Trends

Detached House Median Sales Prices, 1998 – Present

Sales reported to MLS



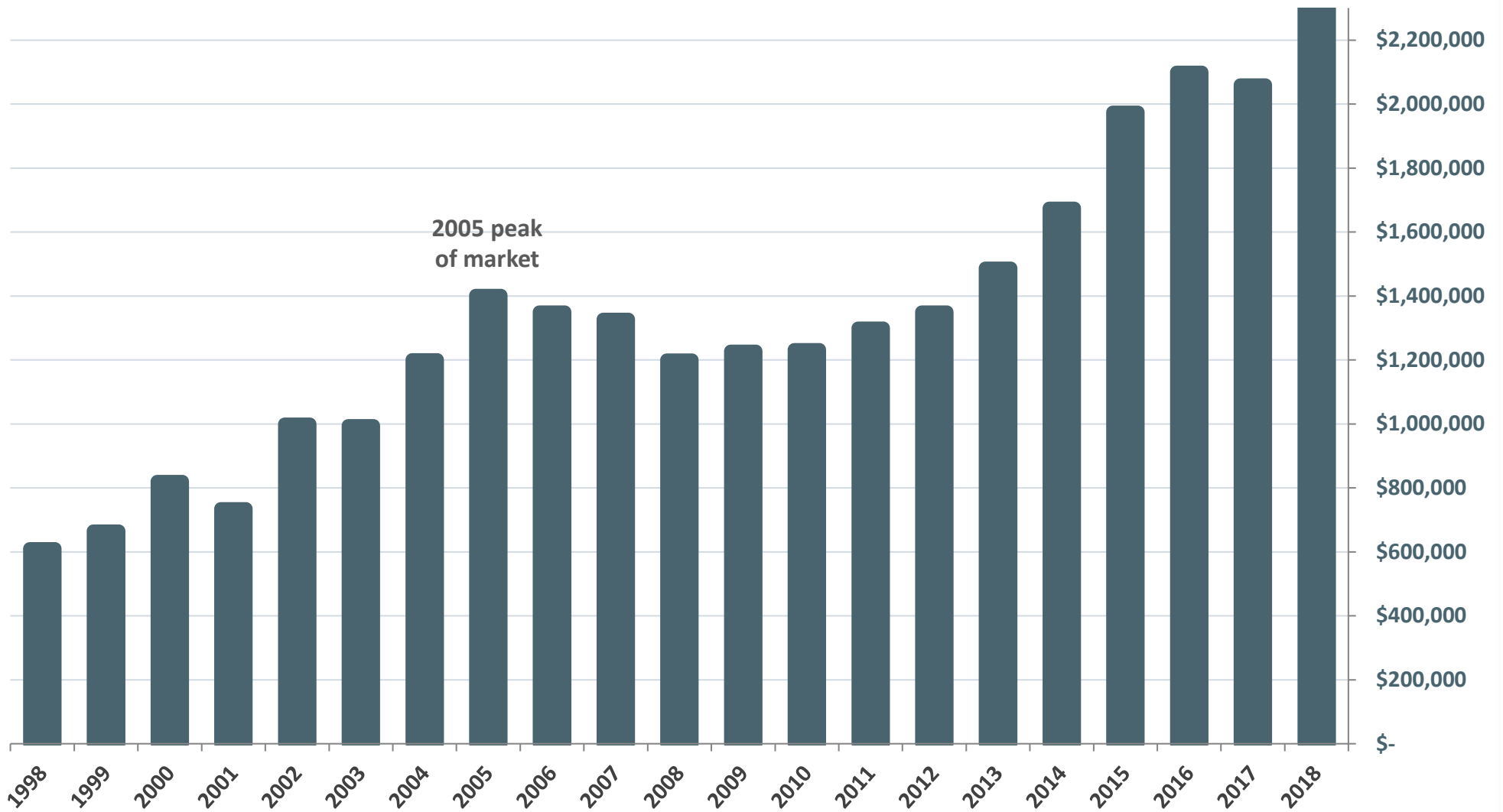
Median price is that price at which half the sales occurred for more and half for less. It is a very general statistic and often disguises a wide range of prices in the underlying individual sales. Data from MLS deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.



Piedmont: Median House Sales Prices

Detached Single Family Home Sales, 1998 – Present

Sales reported to MLS

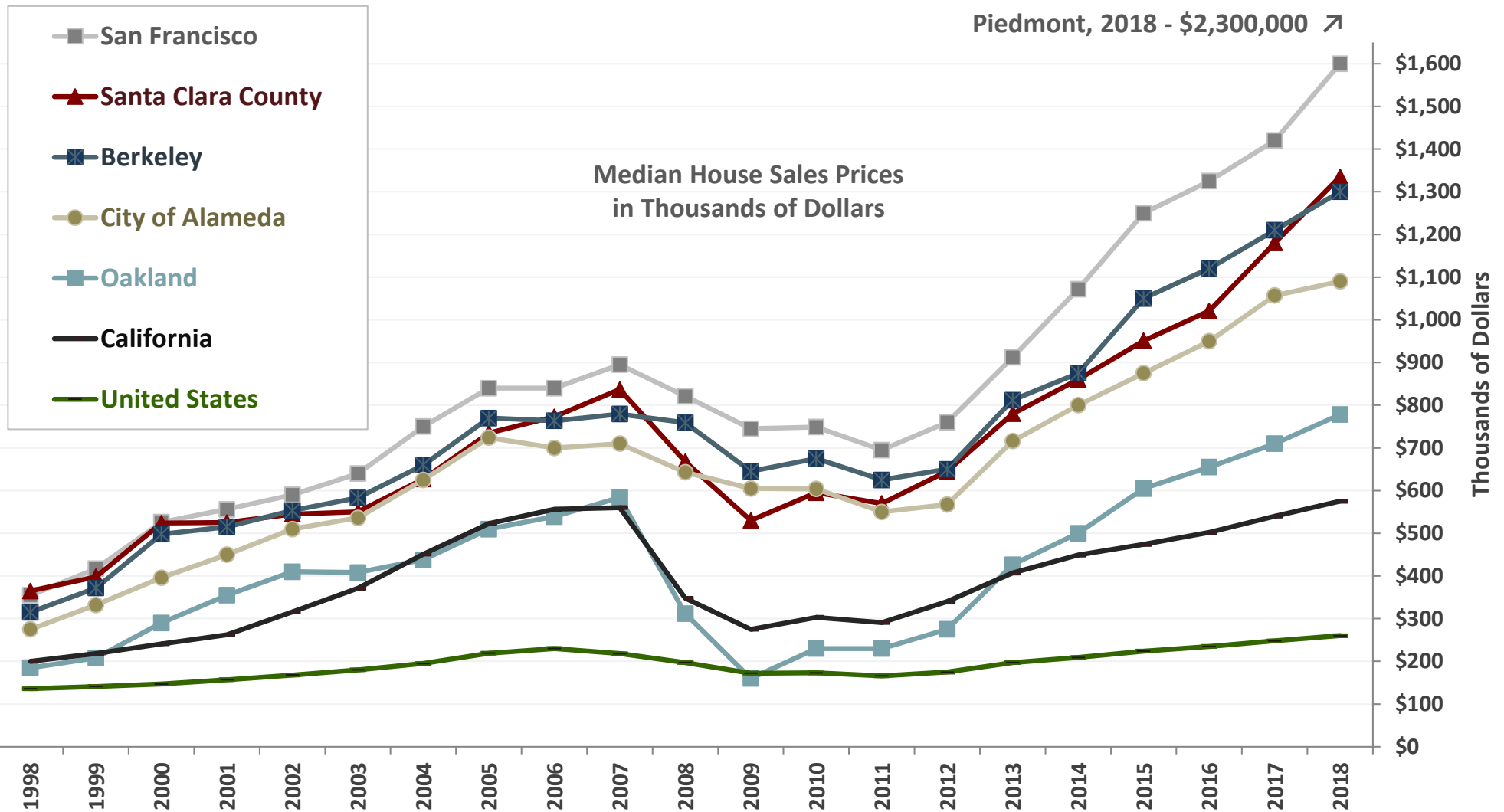


Median price is that price at which half the sales occurred for more and half for less. It is a very general statistic and often disguises a wide range of prices in the underlying individual sales. Data from MLS deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Median House Sales Prices by Year since 1998

Selected Bay Area Counties & Cities, CA & U.S.



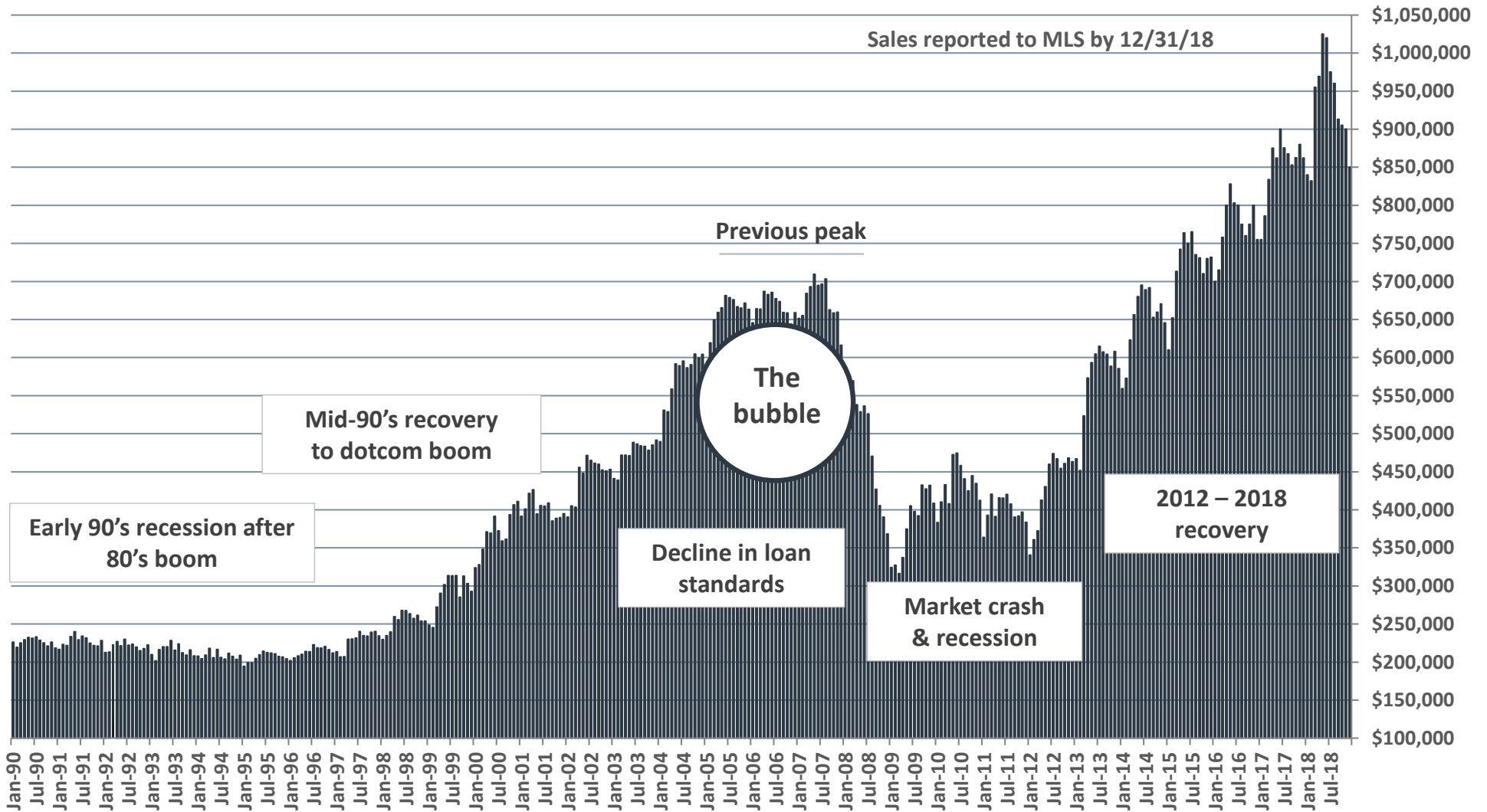
Data from the San Francisco Bay Area, California and National Associations of Realtors: deemed reliable but may contain errors and is subject to revision. All numbers are approximate. *2018 medians for US and CA are estimates based on monthly data.



Alameda County Home Price Appreciation

Median House Sales Prices, 1990 - Present

Median sales prices for existing houses per
MLS & CA Association of Realtors.



Monthly median sales prices for "existing" houses since 1990, per CA Association of Realtors. Analysis may contain errors and subject to revision. All numbers are approximate.



Oakland, Berkeley, City of Alameda

Median House Sales Prices, 2015 – Present, by Quarter

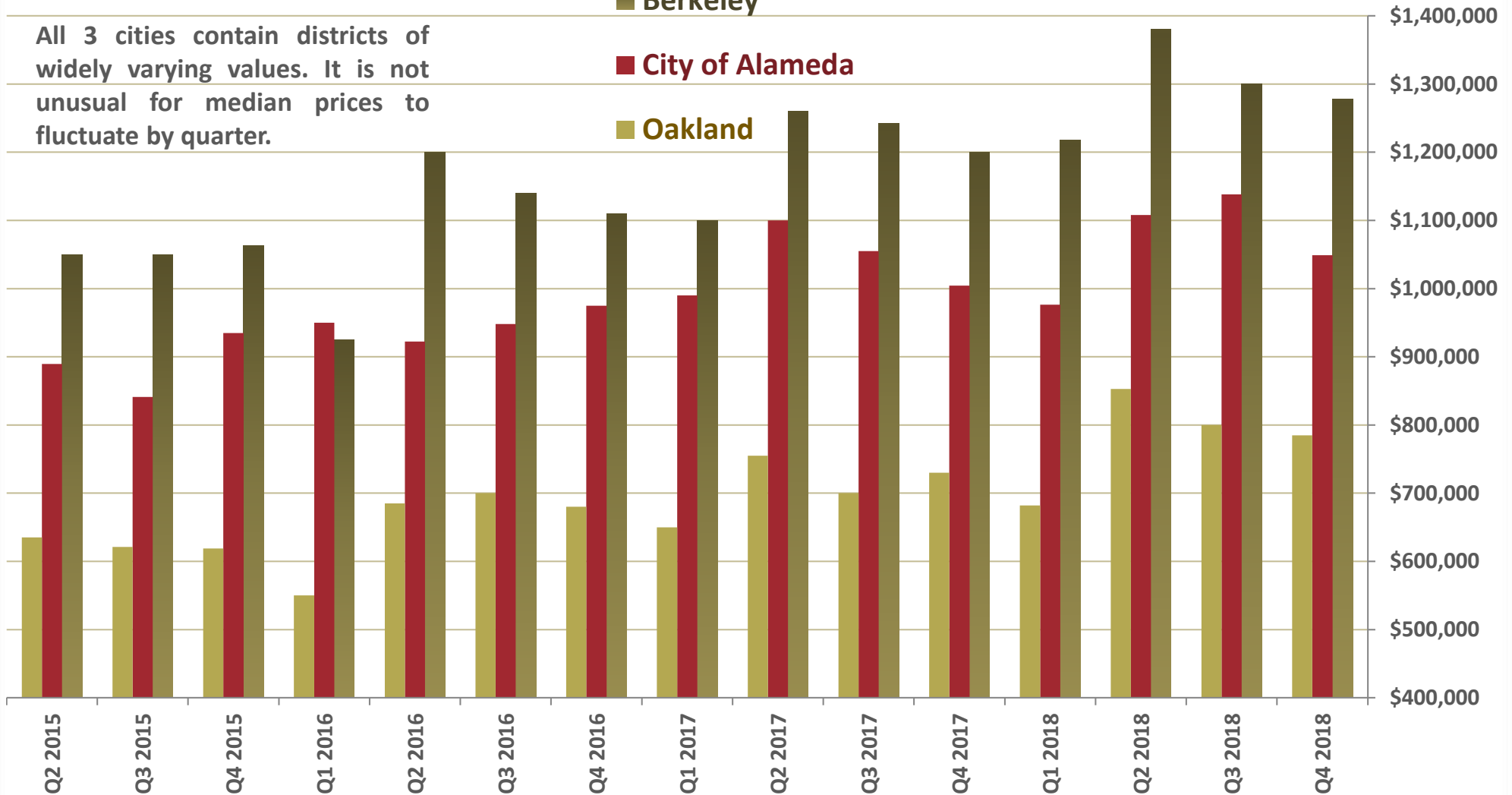
As reported to MLS, per
Broker Metrics

■ Berkeley

■ City of Alameda

■ Oakland

All 3 cities contain districts of widely varying values. It is not unusual for median prices to fluctuate by quarter.



Sales reported by 1/2/19. Median sales price is that price at which half the sales occurred for more and half for less. It is a general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

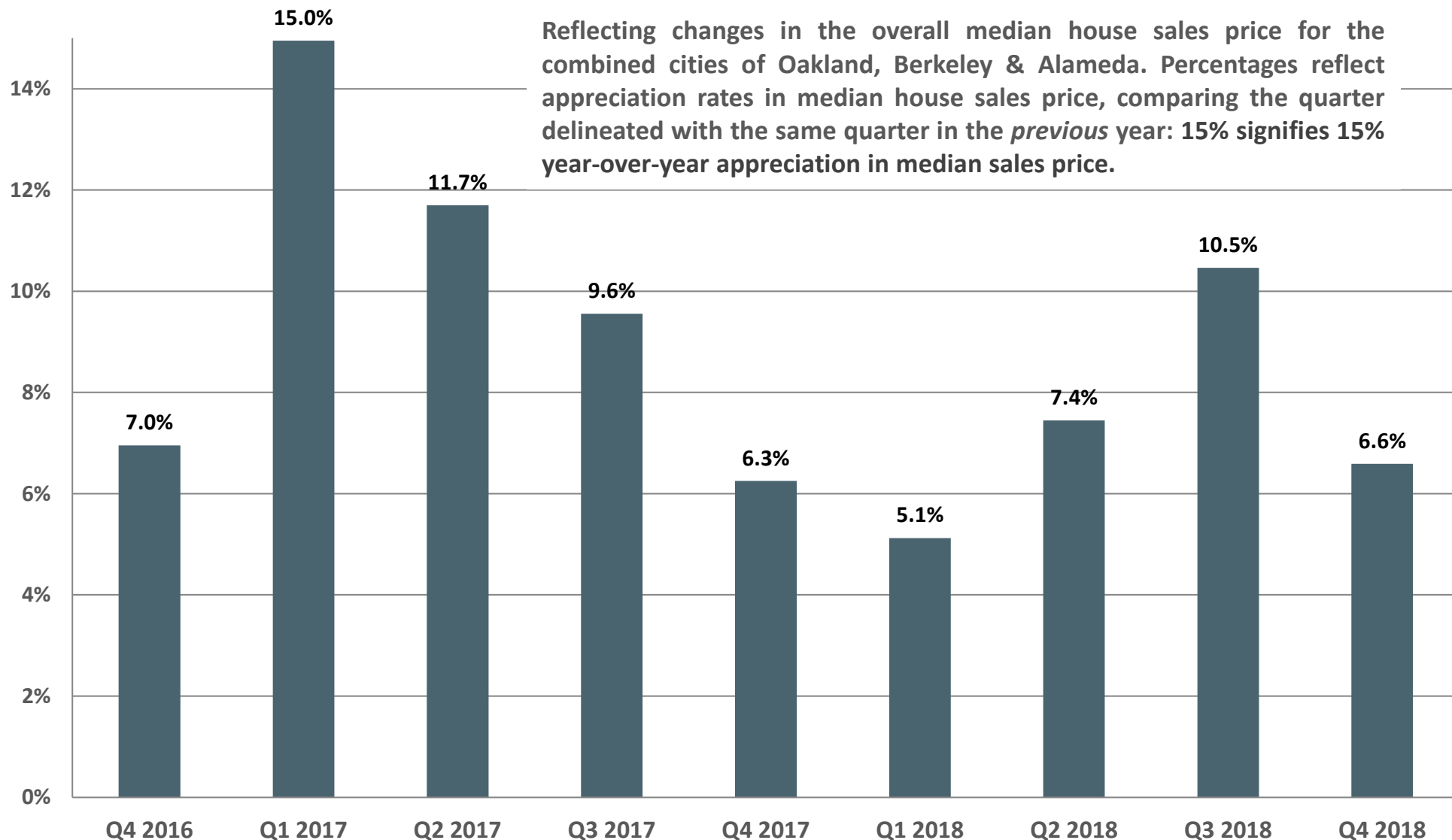
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Year-over-Year Appreciation Rates by Quarter

Oakland, Berkeley & City of Alameda

Percentage Changes in Median House Sales Prices

Sales reported to MLS, per Broker Metrics

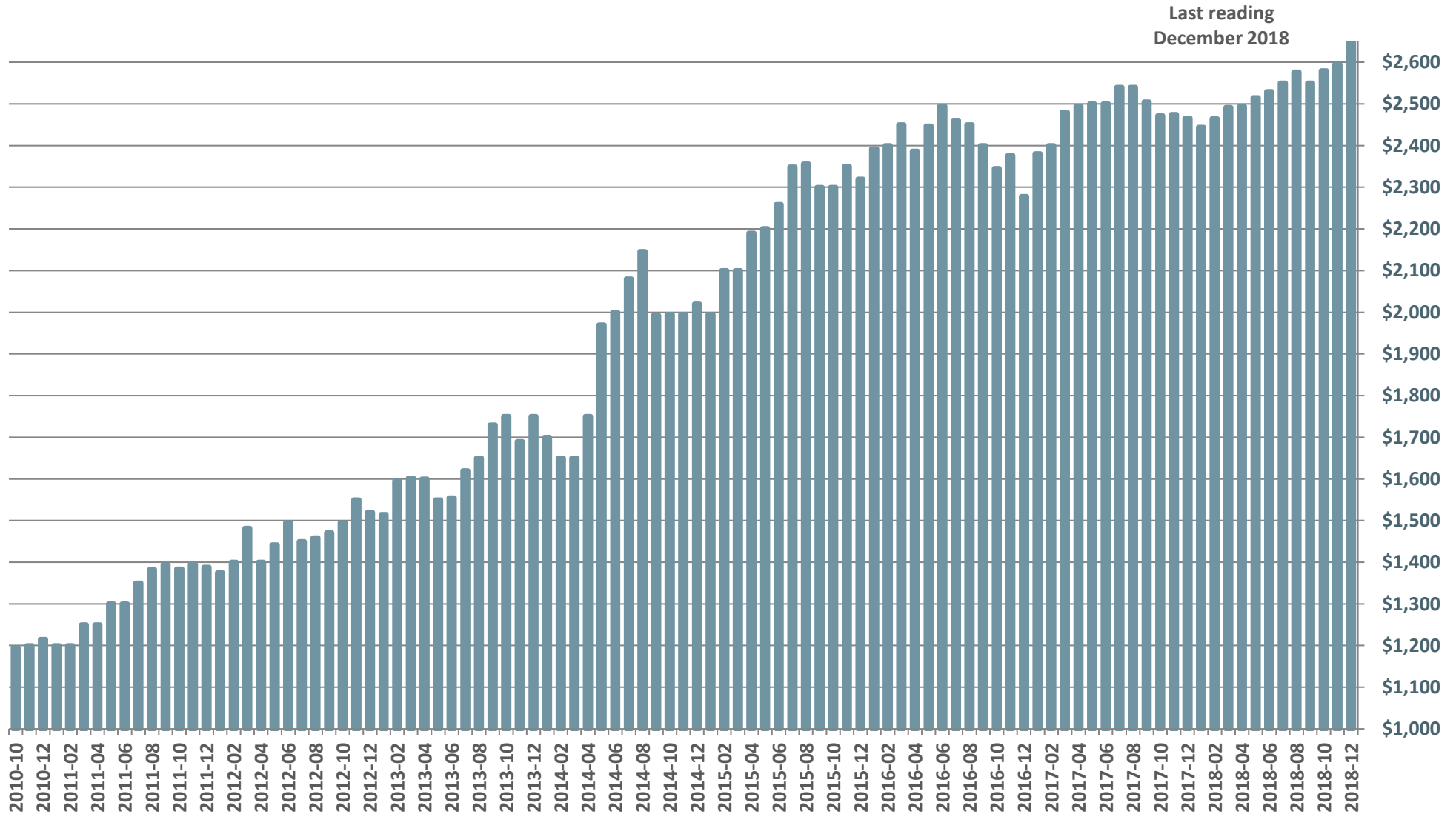


Median sales prices are prone to fluctuation, sometimes without great meaningfulness as to changes in fair market value. Longer term trends are always more important than short-term changes. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



Median List Rents, 5+ Unit Properties

Alameda County, 2010 – Present, by Month



Last reading
December 2018

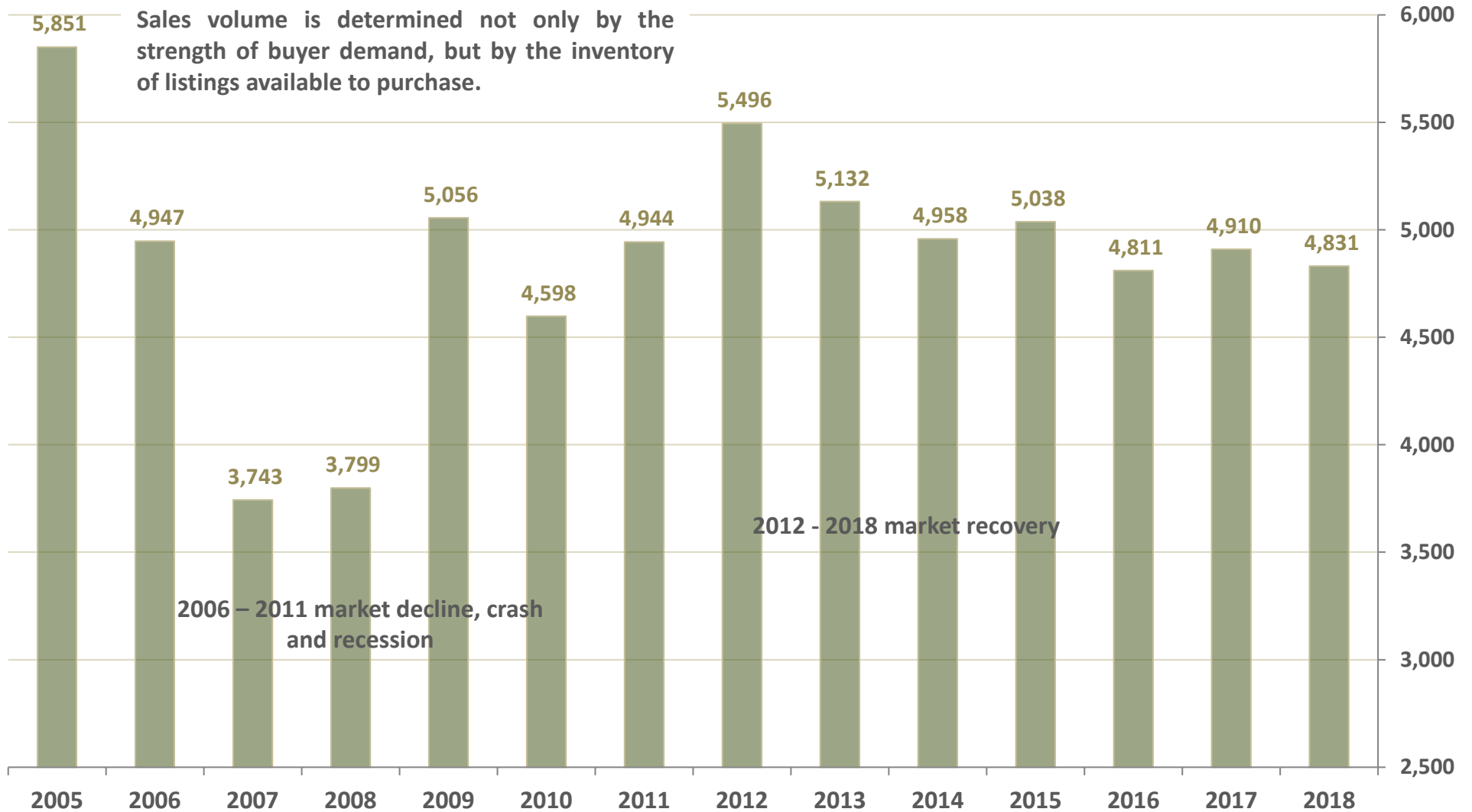
Per Zillow Research Rent Index: <https://www.zillow.com/research/data/#rental-data>. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.



Annual Home Sales Volumes since 2005

Oakland, Berkeley, Piedmont & City of Alameda

MLS residential sales data.



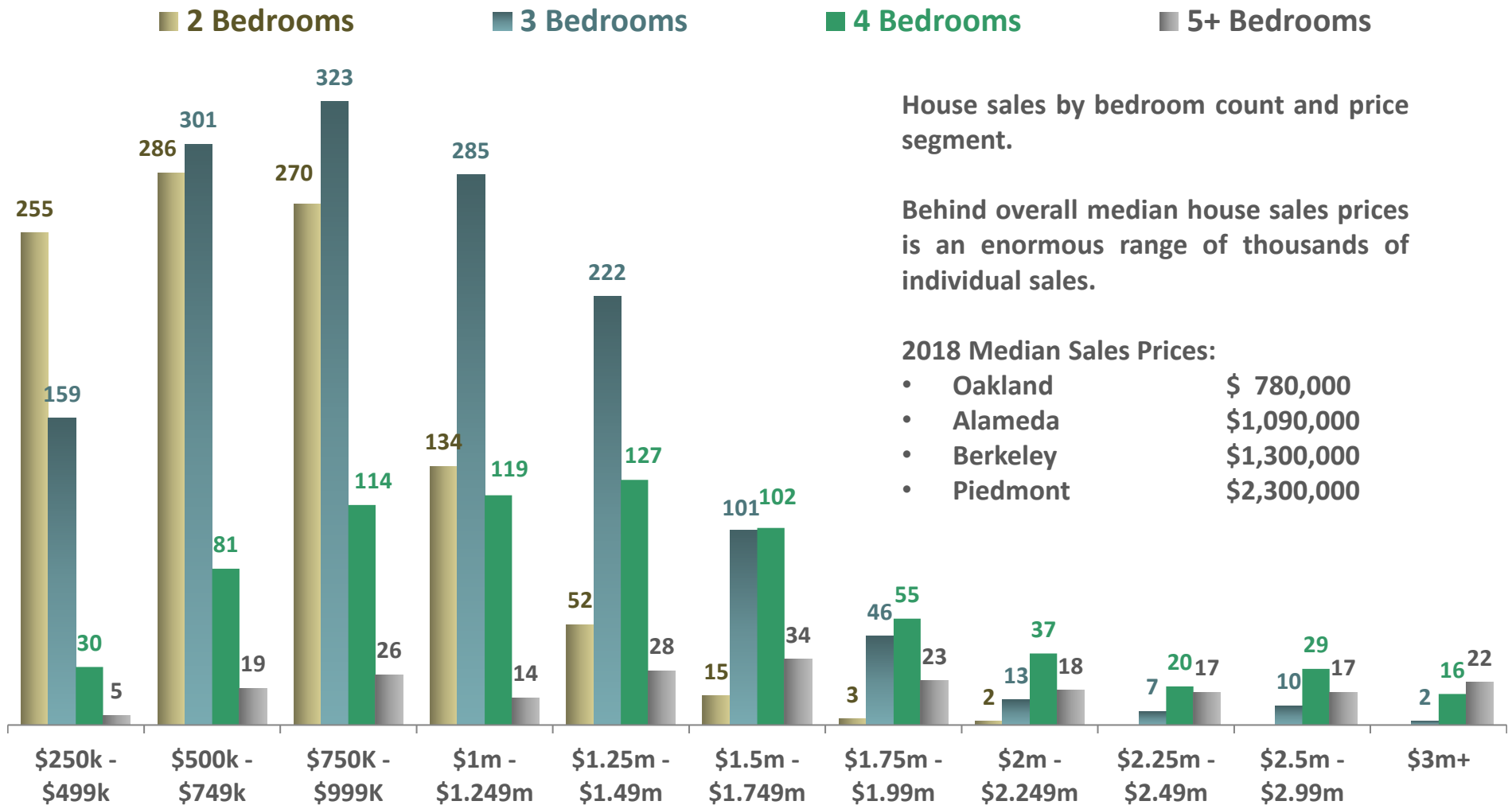
These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and are subject to revision. All numbers to be considered approximate.

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Oakland, Berkeley, Piedmont, City of Alameda

12 Months House Sales by Bedroom Count [as of 12/28/18]

House sales reported to MLS, per Broker Metrics.



House sales by bedroom count and price segment.

Behind overall median house sales prices is an enormous range of thousands of individual sales.

2018 Median Sales Prices:

- Oakland \$ 780,000
- Alameda \$1,090,000
- Berkeley \$1,300,000
- Piedmont \$2,300,000

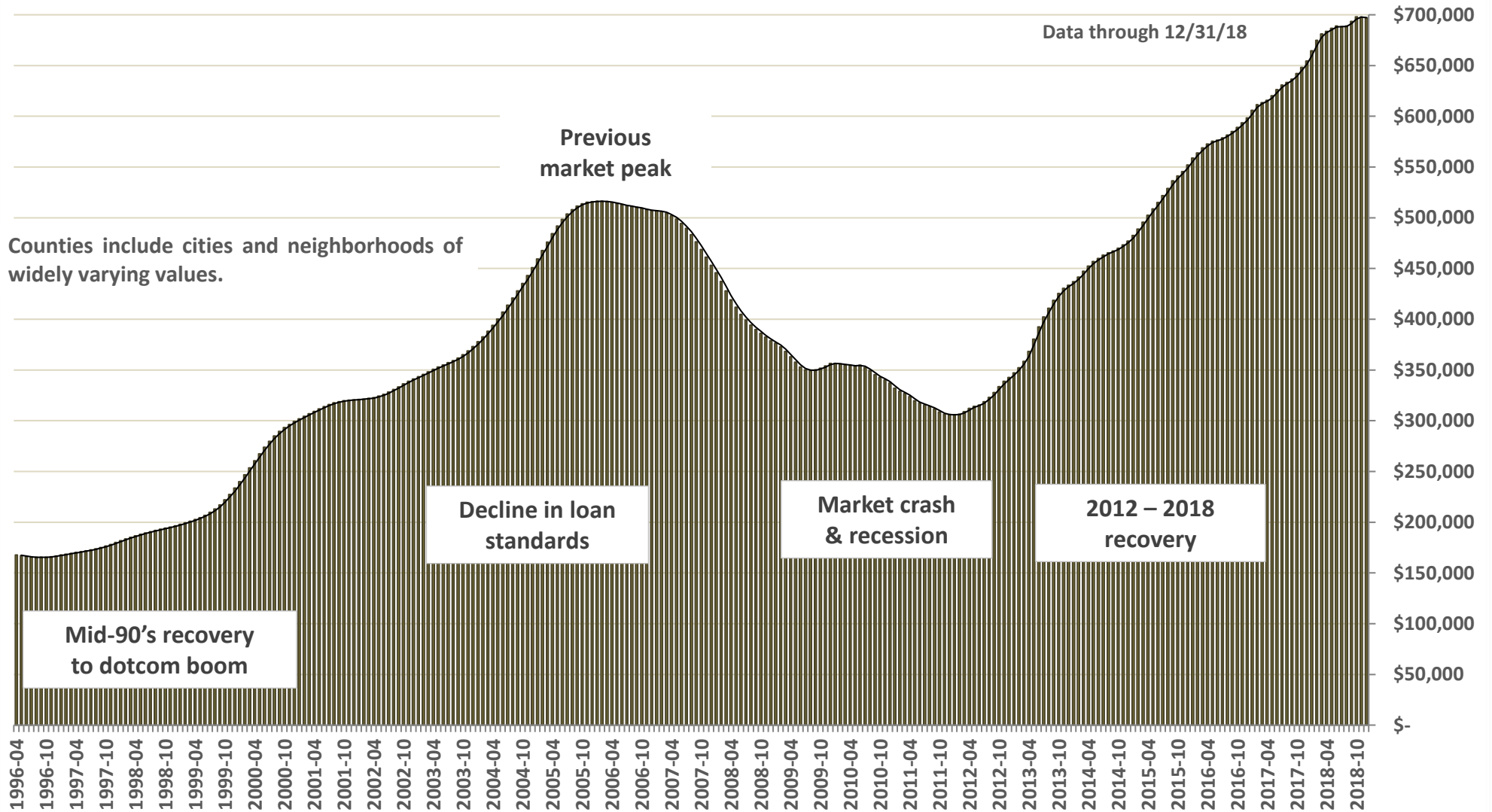
Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.



Alameda County Condo Values

Median CONDO Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.



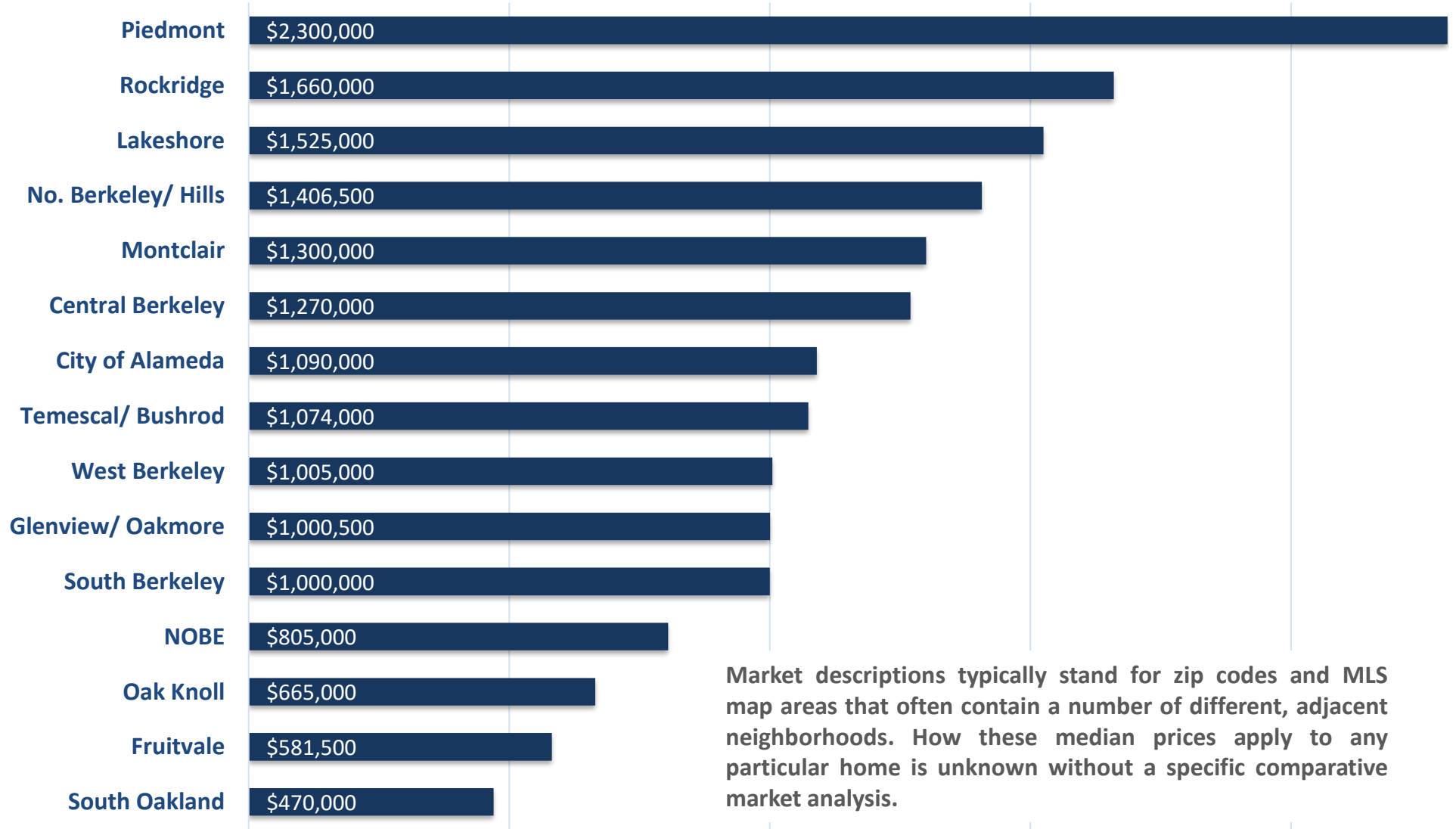
Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that price at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers to be considered approximate. Zillow's calculations may vary from median sales price data.



Median House Sales Prices in 2018

Oakland-Berkeley-Piedmont-City of Alameda*

Sales reported to MLS



Market descriptions typically stand for zip codes and MLS map areas that often contain a number of different, adjacent neighborhoods. How these median prices apply to any particular home is unknown without a specific comparative market analysis.

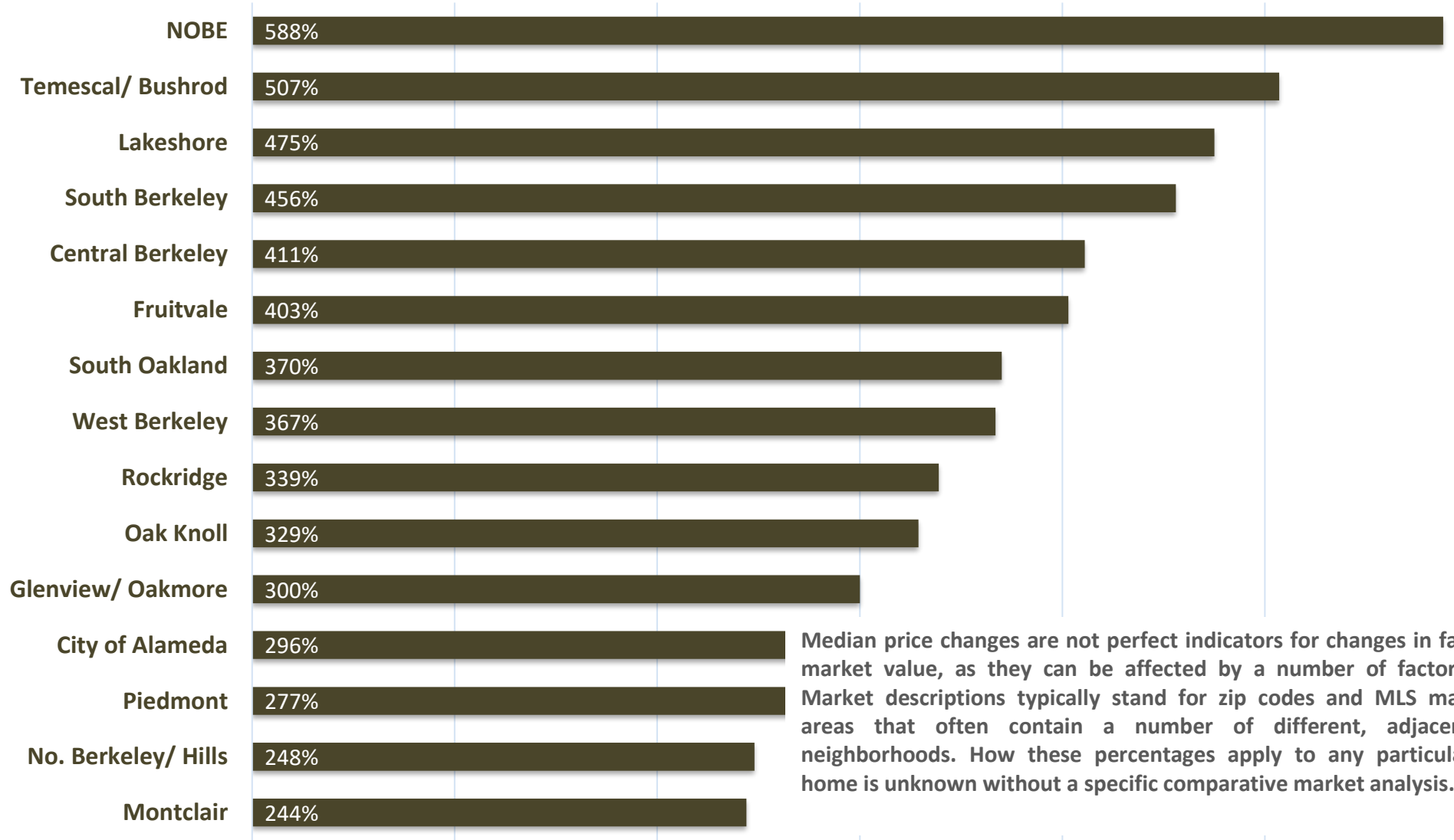
Detached house sales reported to MLS in 2018. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



Median House Sales Price % Appreciation, 1998-2018

Oakland-Berkeley-Piedmont-City of Alameda

Sales reported to MLS



Median price changes are not perfect indicators for changes in fair market value, as they can be affected by a number of factors. Market descriptions typically stand for zip codes and MLS map areas that often contain a number of different, adjacent neighborhoods. How these percentages apply to any particular home is unknown without a specific comparative market analysis.

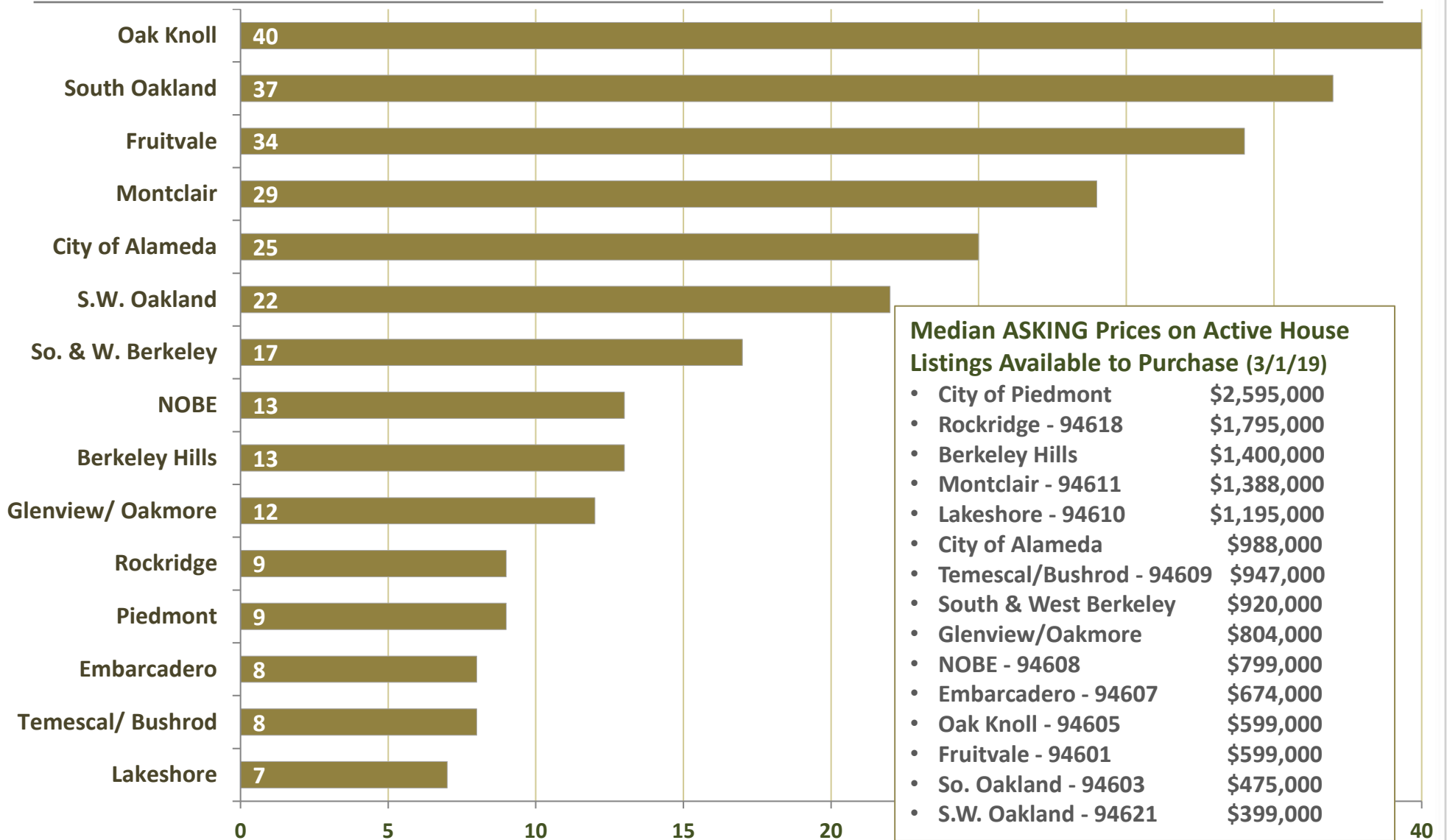
Comparing 1998 and 2018 annual median detached-house sales prices, as reported to MLS. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



For Sale in Oakland, Berkeley, Piedmont, City of Alameda

of Active House Listings on Market as of 3/1/19, Selected MLS Areas

Listings posted on MLS



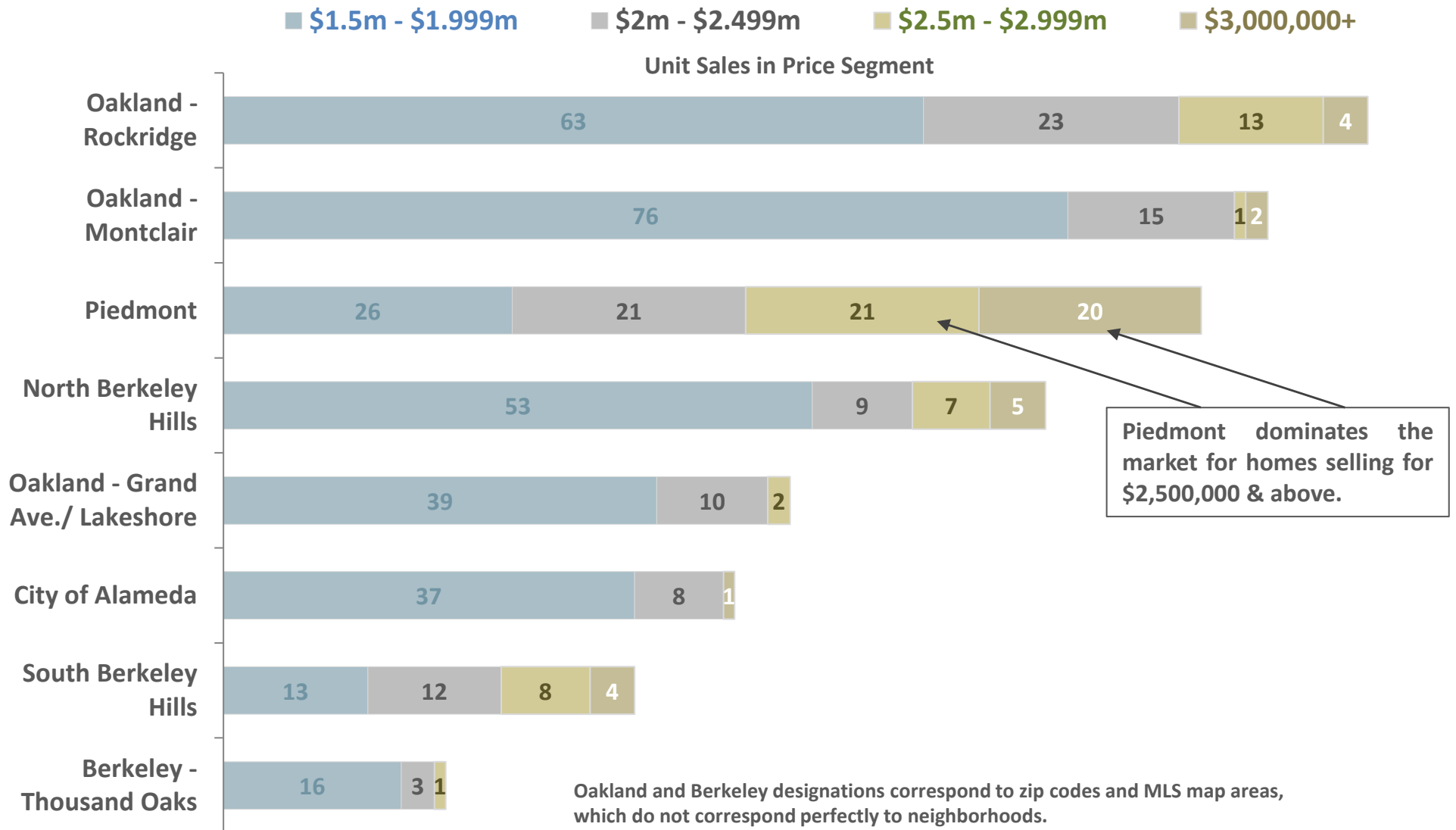
Active listings on market with no offer reported as yet being accepted. MLS listings of detached houses only. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Neighborhood names refer to MLS areas.



Oakland, Piedmont, Berkeley & City of Alameda

2018 High-End Home Sales, \$1,500,000+

Sales reported to MLS

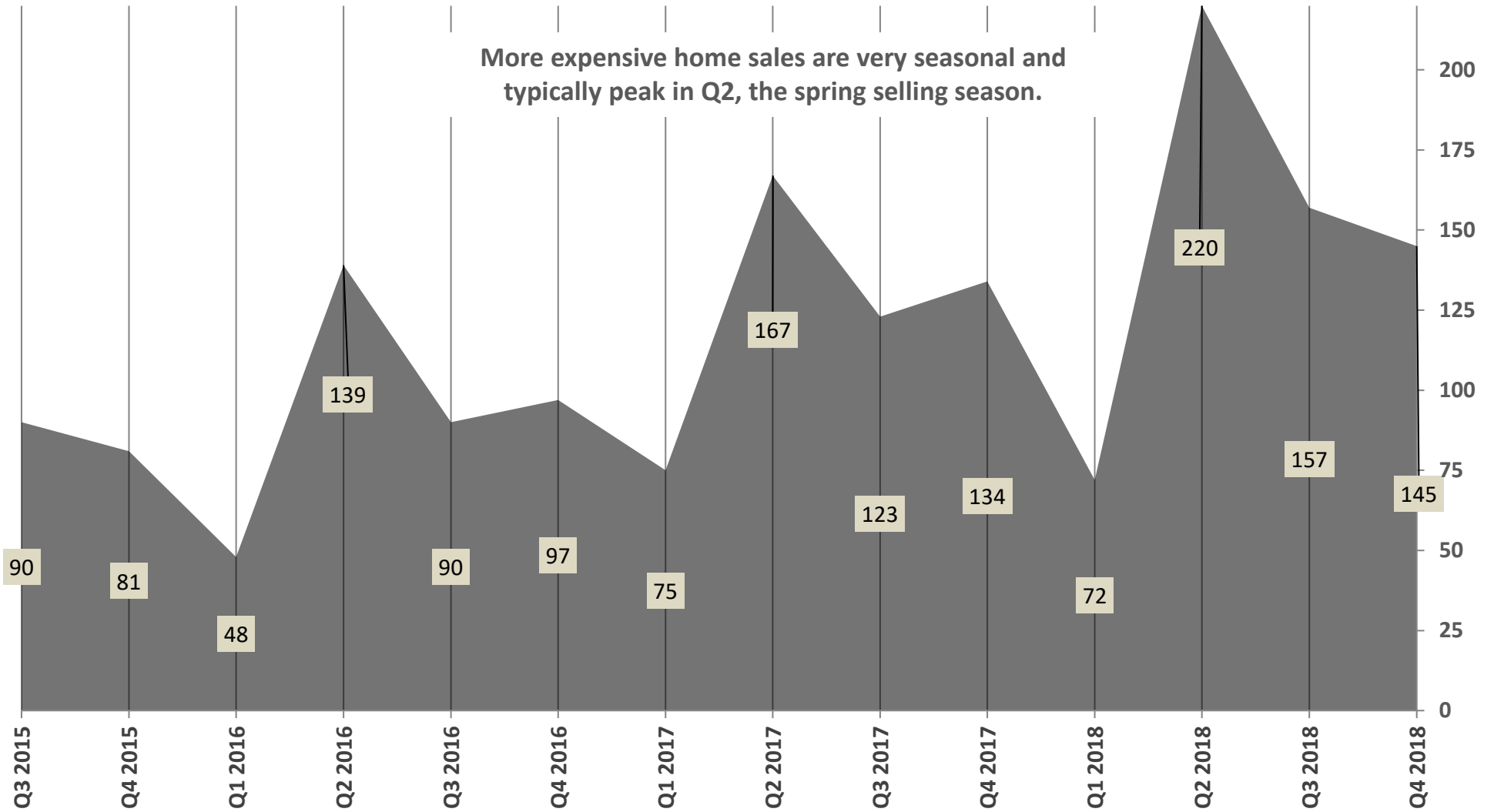


Sales reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

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Oakland, Piedmont, Berkeley, City of Alameda

Houses Selling for \$1,500,000+, by Quarter since Q3 2015



Sales reported to MLS per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

Oakland, Berkeley, Piedmont, City of Alameda

Average Days on Market by Price Segment



The lower the average days on market, the faster buyers are snapping up new listings. Homes selling from \$1 million to \$1,499,000 are selling most quickly.

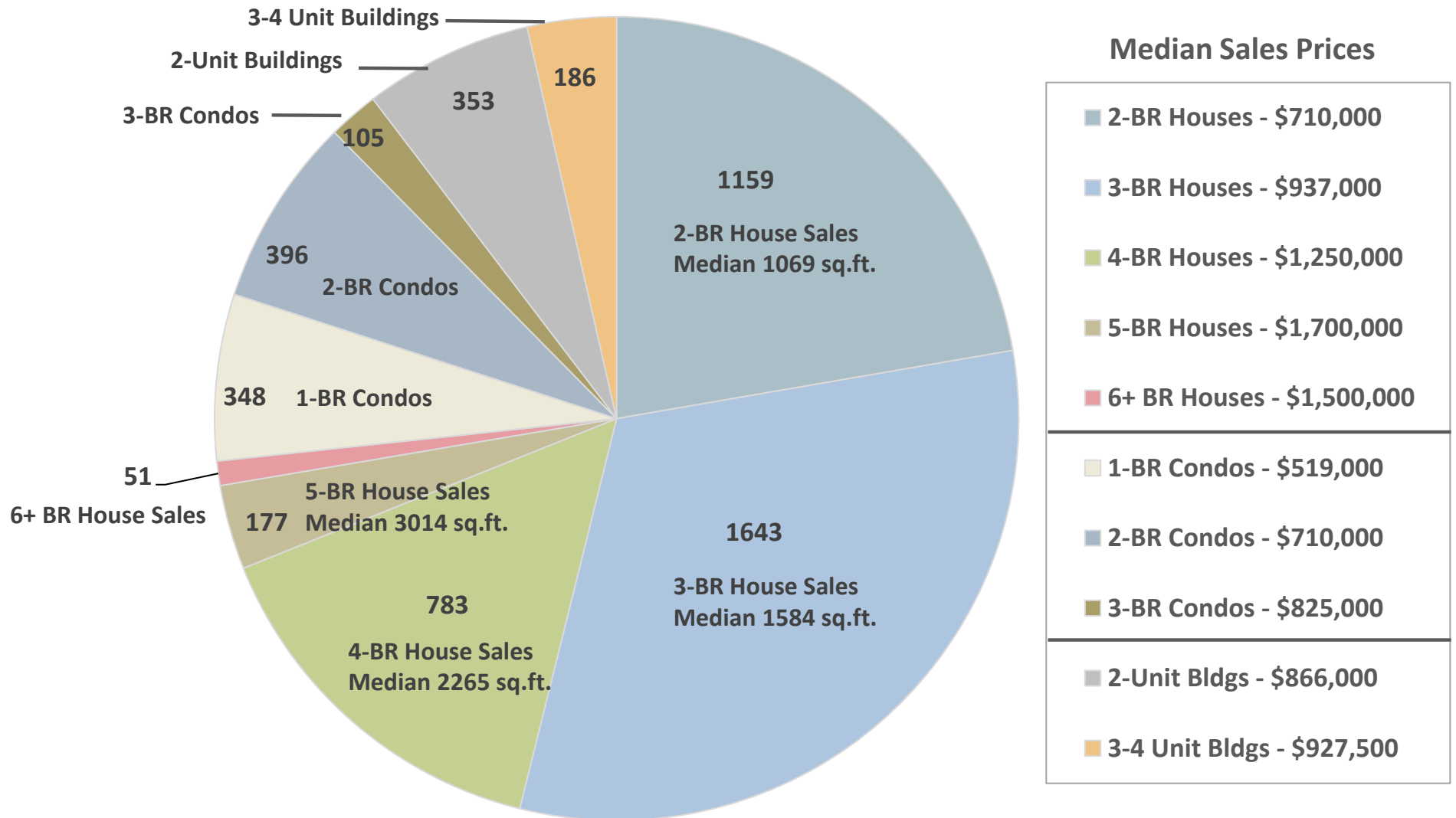
MLS sales of houses and condos, per Broker Metrics. These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.

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Oakland, Berkeley, Piedmont, City of Alameda

2018 Sales by Property Type & Bedroom Count

House & condo sales reported to MLS



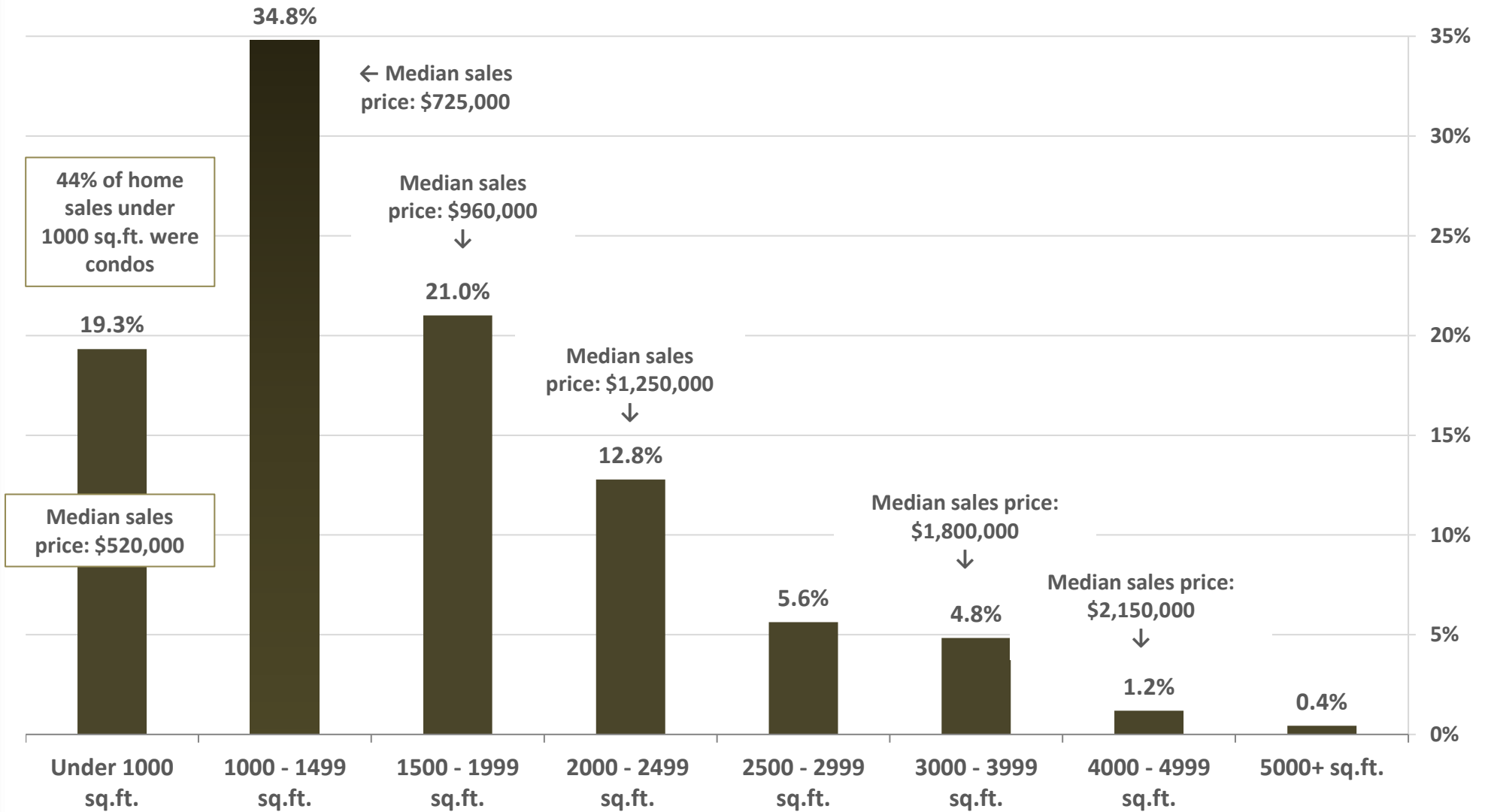
These percentages are estimates based upon data sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

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Oakland, Berkeley, Piedmont, City of Alameda

Percentage of Home Sales by Square Footage in 2018

Sales reporting home square footage to MLS



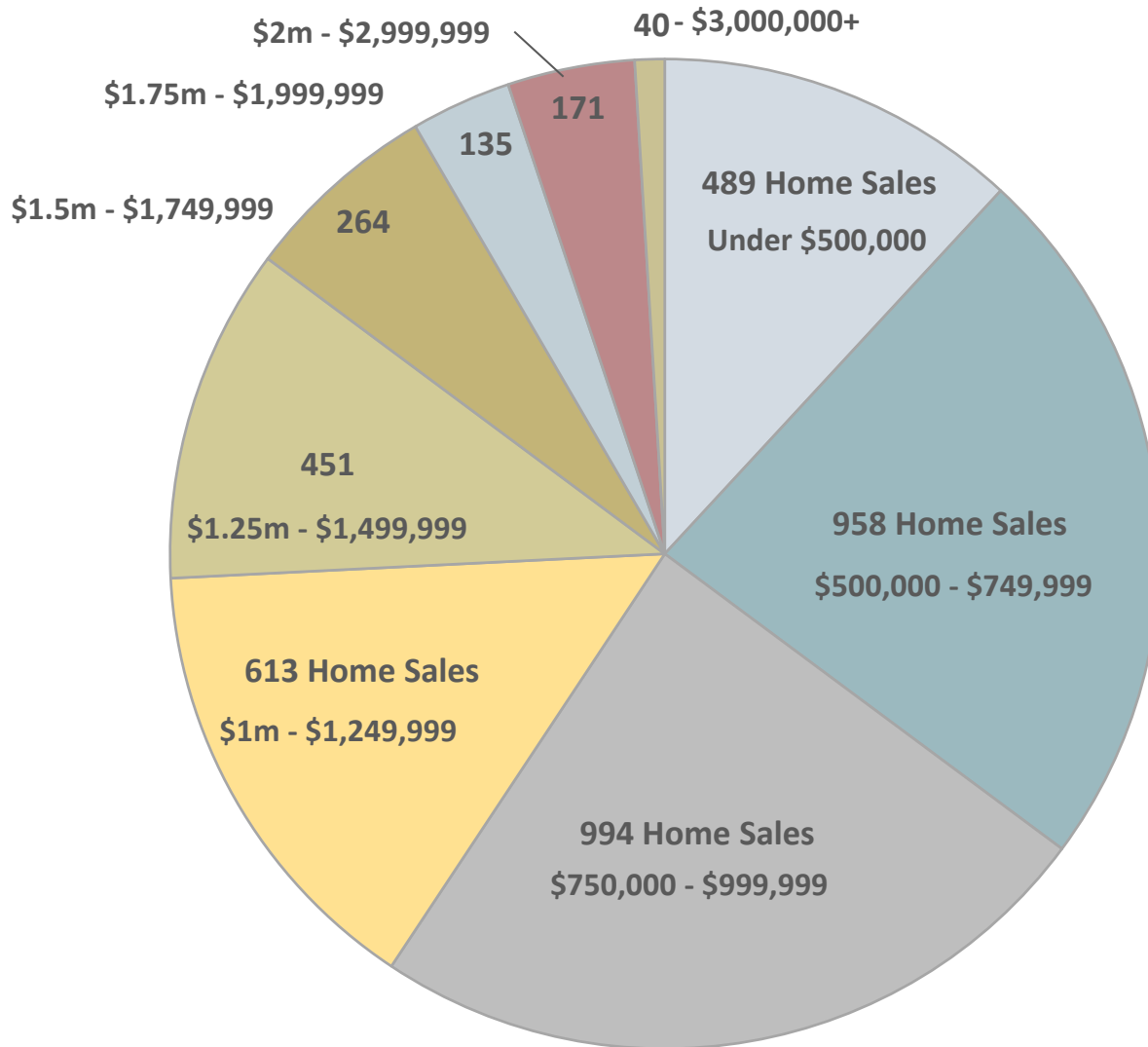
House and condo sales reported to MLS. Size figures are for "livable square footage" which does not include garages, storage, rooms built without permit, or outdoor spaces. Not all sales report square footage. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Oakland, Berkeley, Piedmont, City of Alameda

2018 Sales, 2-Bedroom+ Homes, by Price Segment

2-BR+ house, condo, town- house sales reported to MLS



Sales by Price Segment

- Under \$500k
- \$500k - \$749,999
- \$750k - \$999,999
- \$1m - \$1,249,999
- \$1.25m - \$1,499,999
- \$1.5m - \$1,749,999
- \$1.75m - \$1,999,999
- \$2m - \$2,999,999
- \$3m+

MLS Sales

- 81% Houses
- 19% Condos*

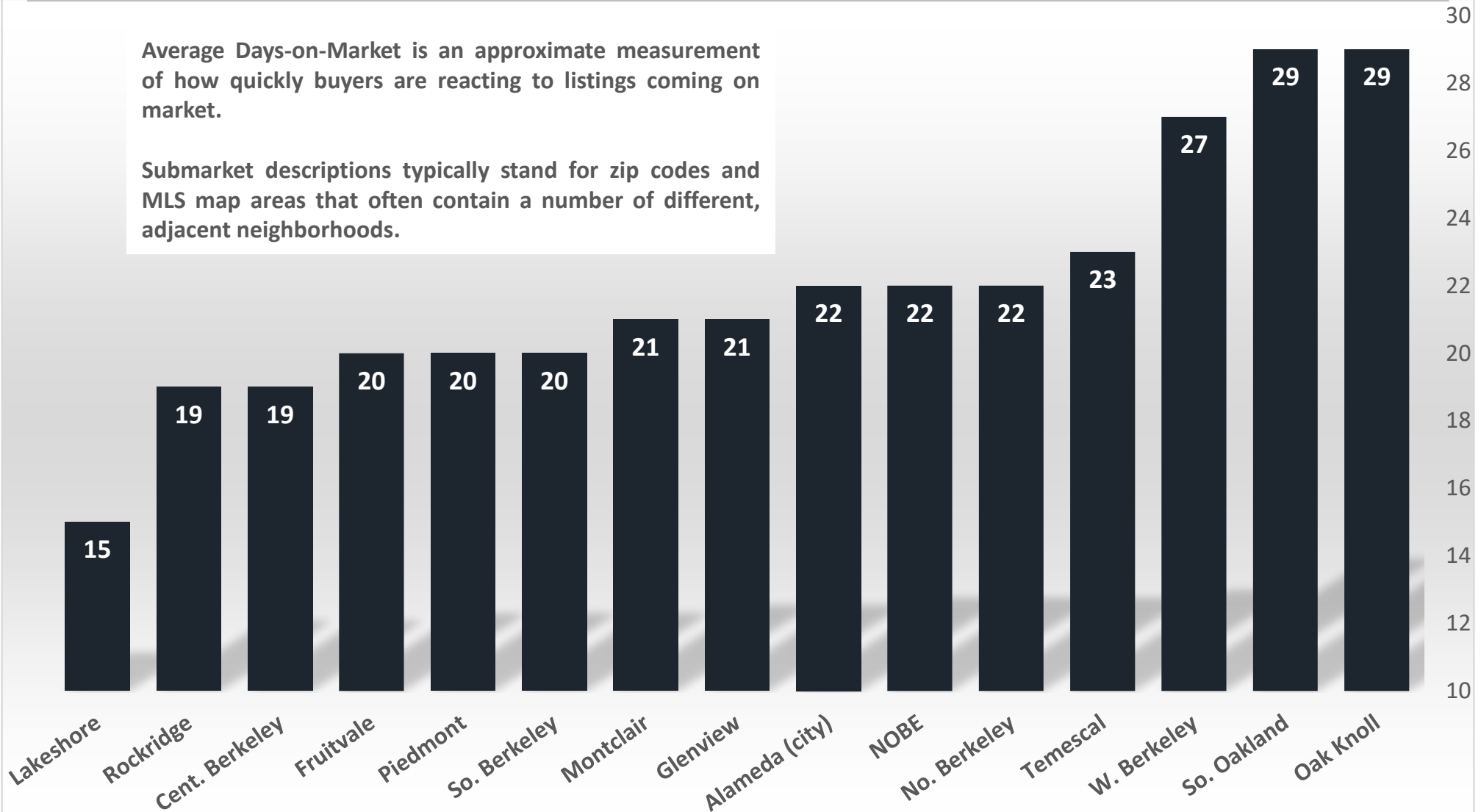
* Does not include new-project condo sales unreported to MLS. Per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

Average Days on Market Prior to Acceptance of Offer Oakland-Berkeley-Piedmont-City of Alameda*

House and condo sales reported to
MLS, per Broker Metrics

Average Days-on-Market is an approximate measurement of how quickly buyers are reacting to listings coming on market.

Submarket descriptions typically stand for zip codes and MLS map areas that often contain a number of different, adjacent neighborhoods.



* An average of the Q3 & Q4 2018 readings. Data derived from sources deemed reliable, but may contain errors and subject to revision. Adjusted for outlier sales data, when identified. All numbers are approximate.

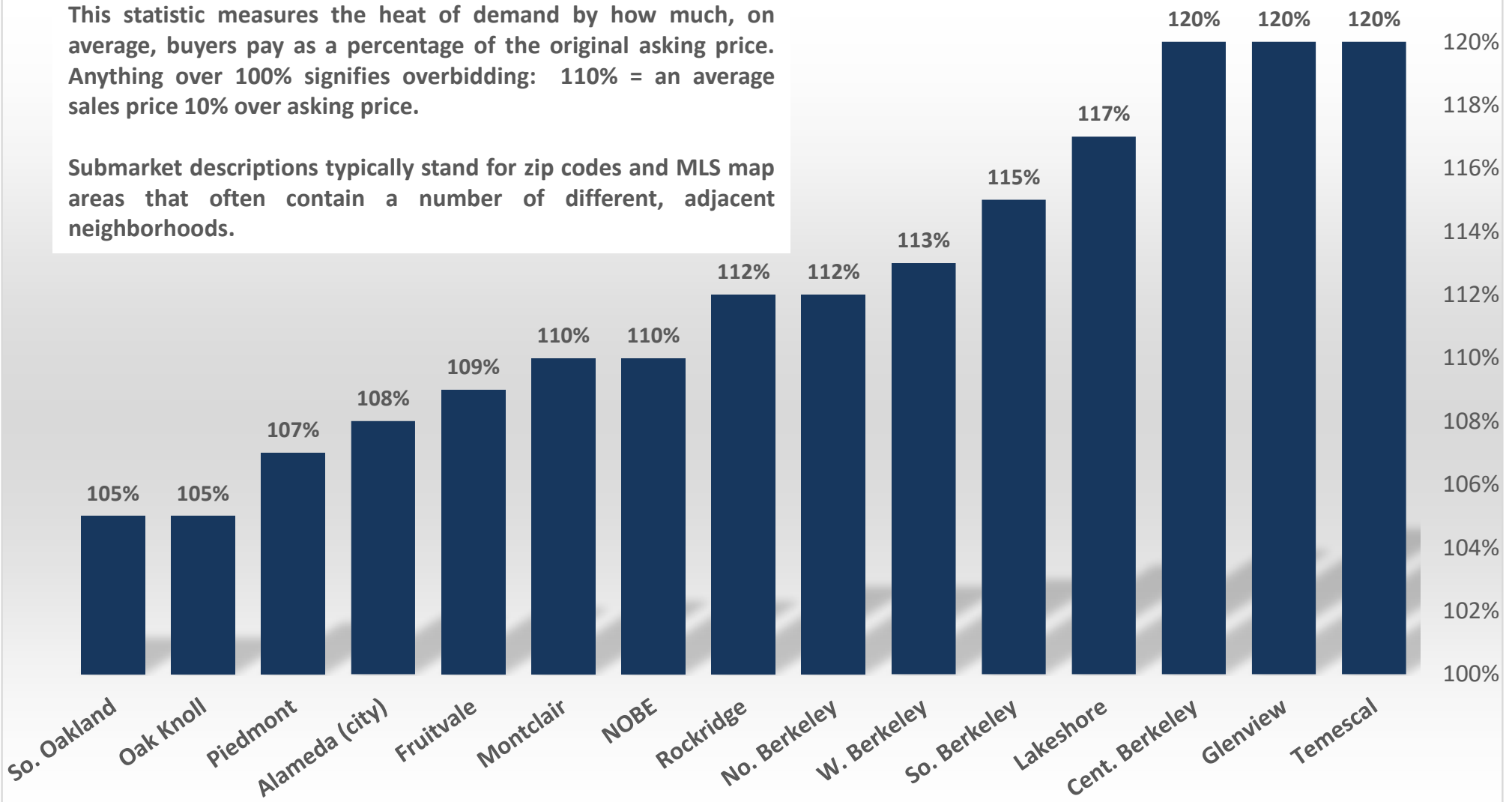
Sales Price to Original List Price Percentage

Oakland-Berkeley-Piedmont-City of Alameda*

House & condo sales reported to MLS, per Broker Metrics

This statistic measures the heat of demand by how much, on average, buyers pay as a percentage of the original asking price. Anything over 100% signifies overbidding: 110% = an average sales price 10% over asking price.

Submarket descriptions typically stand for zip codes and MLS map areas that often contain a number of different, adjacent neighborhoods.



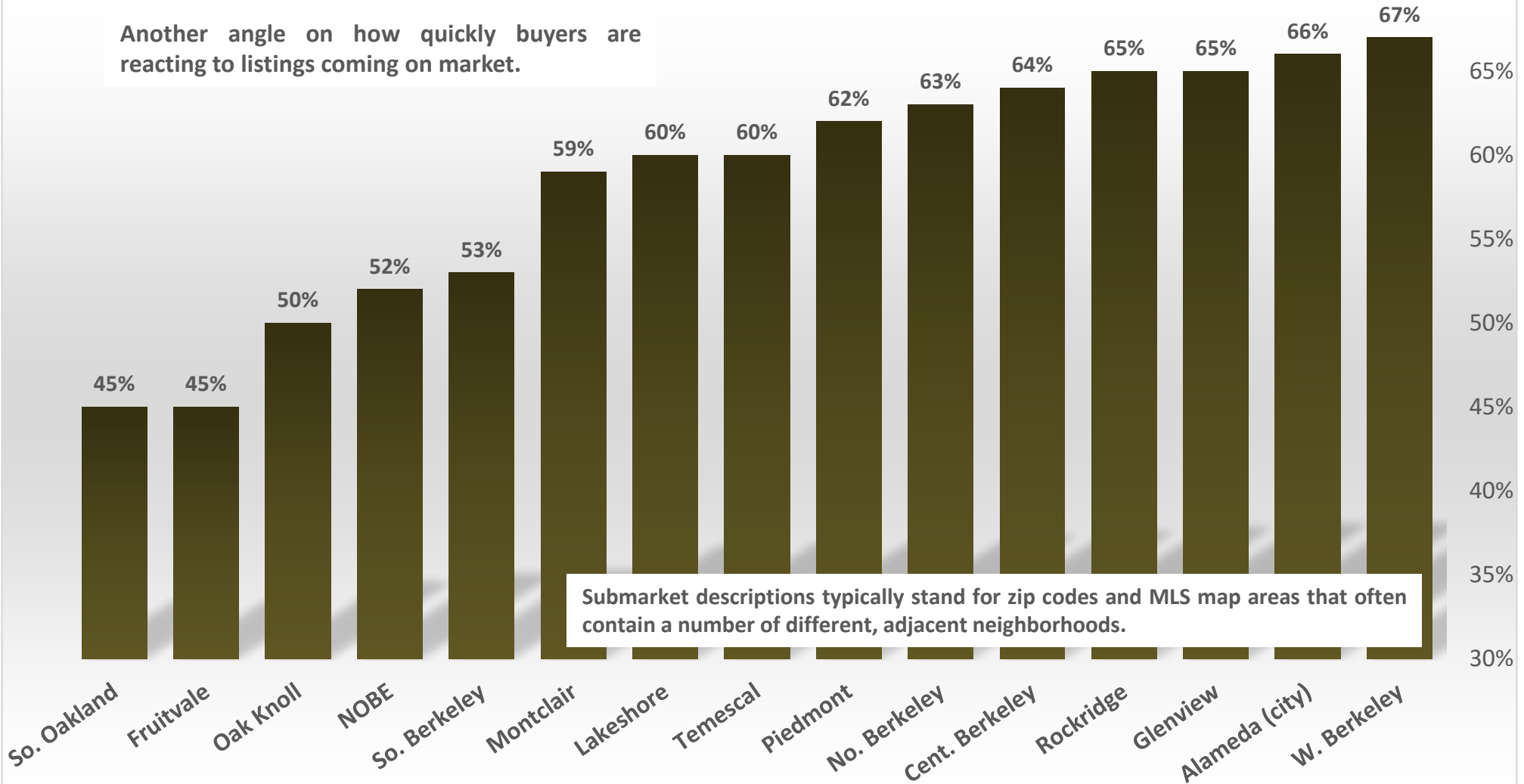
* An average of the Q3 & Q4 2018 readings. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

Percentage of Listings Accepting Offers in Quarter

Oakland-Berkeley-Piedmont-City of Alameda*

House & condo sales reported to MLS, per Broker Metrics

Another angle on how quickly buyers are reacting to listings coming on market.



Submarket descriptions typically stand for zip codes and MLS map areas that often contain a number of different, adjacent neighborhoods.

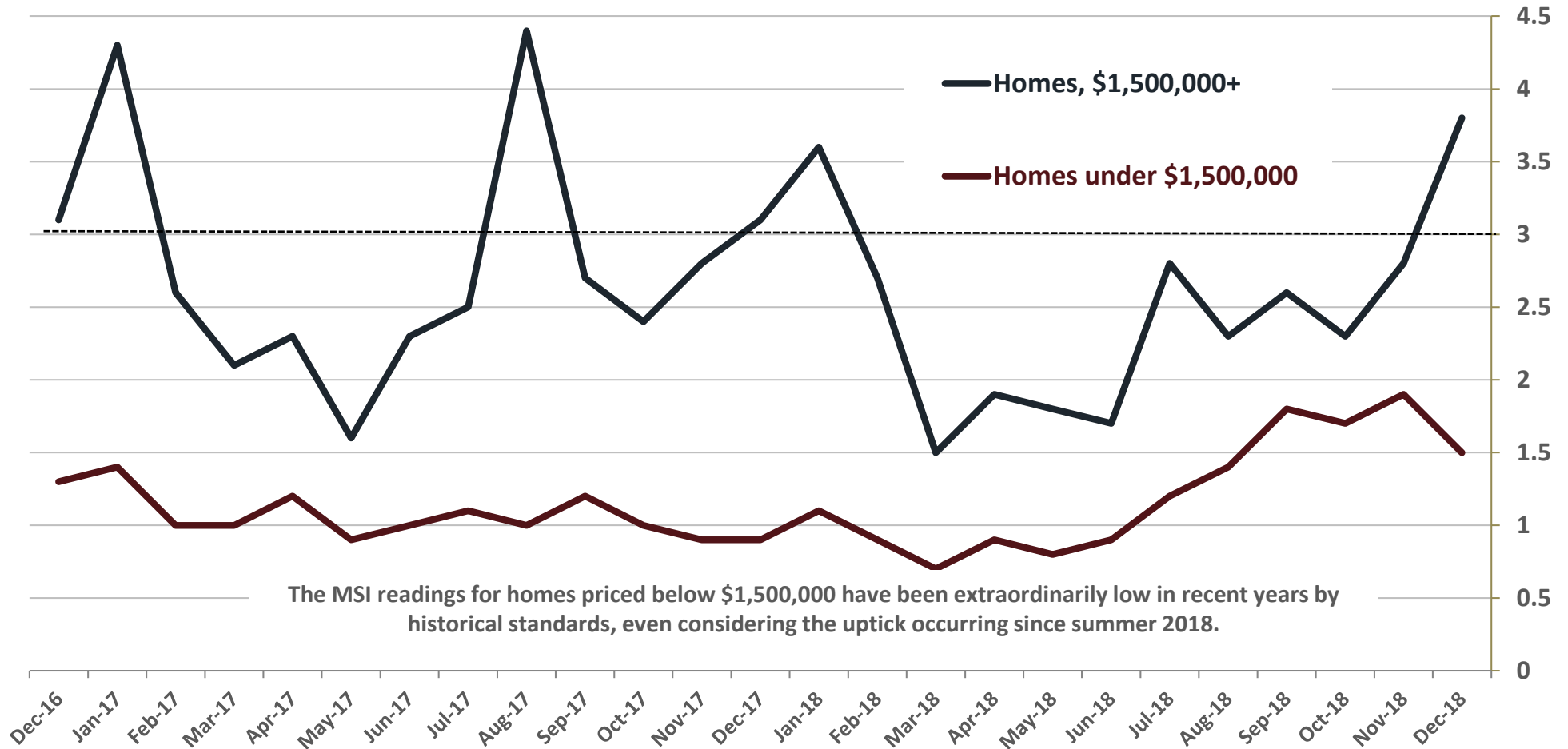
* An average of the Q3 & Q4 2018 readings. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

Months Supply of Inventory (MSI)

Alameda County Market Dynamics by Price Segment

Data reported to MLS,
per Broker Metrics

The lower the MSI, the stronger the buyer demand as compared to the supply of listings.
Under 3 months is typically considered to signify a seller's market in our area.



The MSI readings for homes priced below \$1,500,000 have been extraordinarily low in recent years by historical standards, even considering the uptick occurring since summer 2018.

Months Supply of Inventory (MSI) calculates how long it would take to sell the inventory of homes for sale on the last day of month. Data from sources deemed reliable, but may contain errors and is subject to revision. All numbers should be considered approximate.

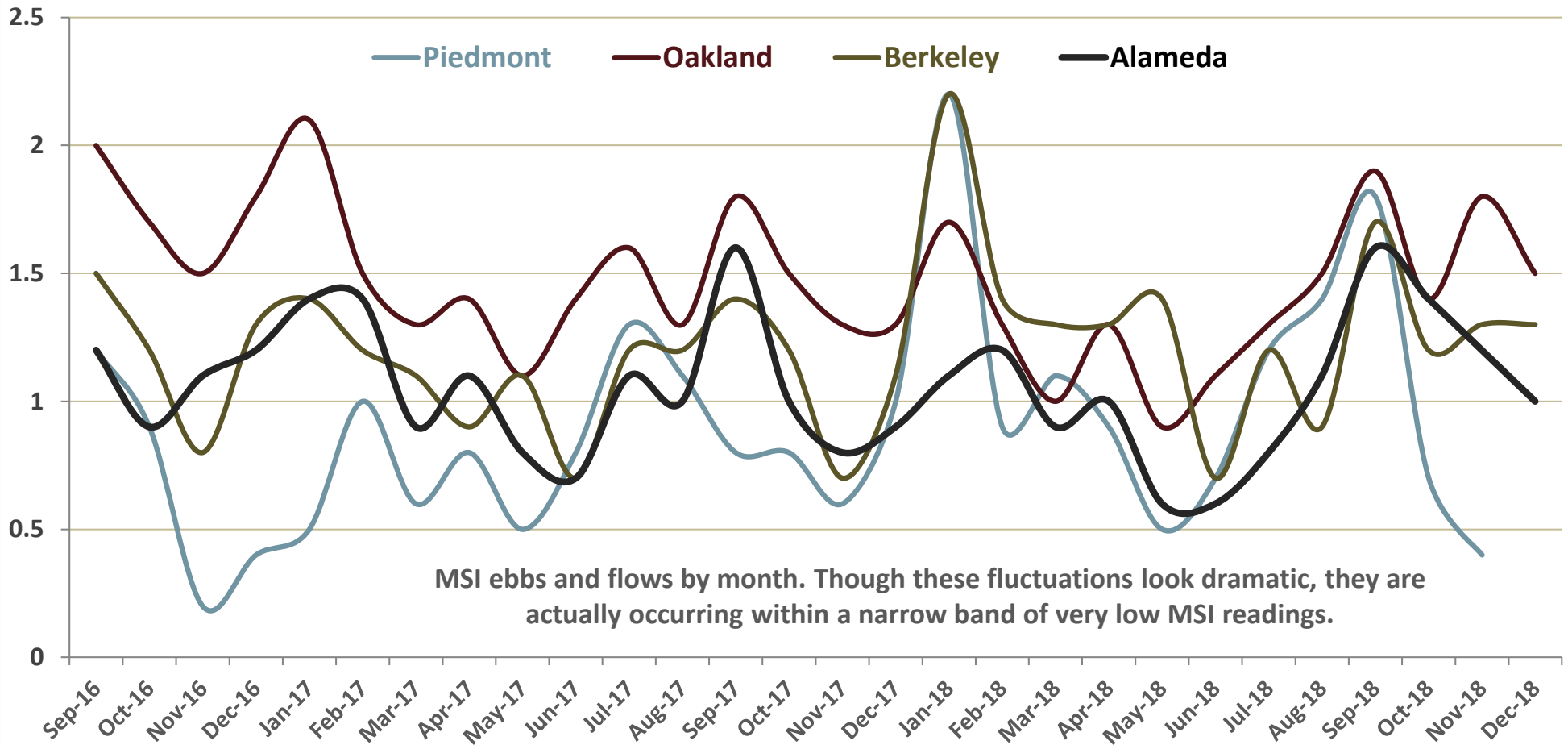


Months Supply of Inventory (MSI)

Supply & Demand Dynamics

Residential market activity for houses and condos, per Broker Metrics.

MSI measures the number of months it would take to sell the existing inventory of listings for sale at current rates of market activity. Typically, a reading below 3 months signifies a “sellers’ market.” These recent readings – under 2, 1.5 and 1 month of inventory – are extremely low by historical measures.



Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

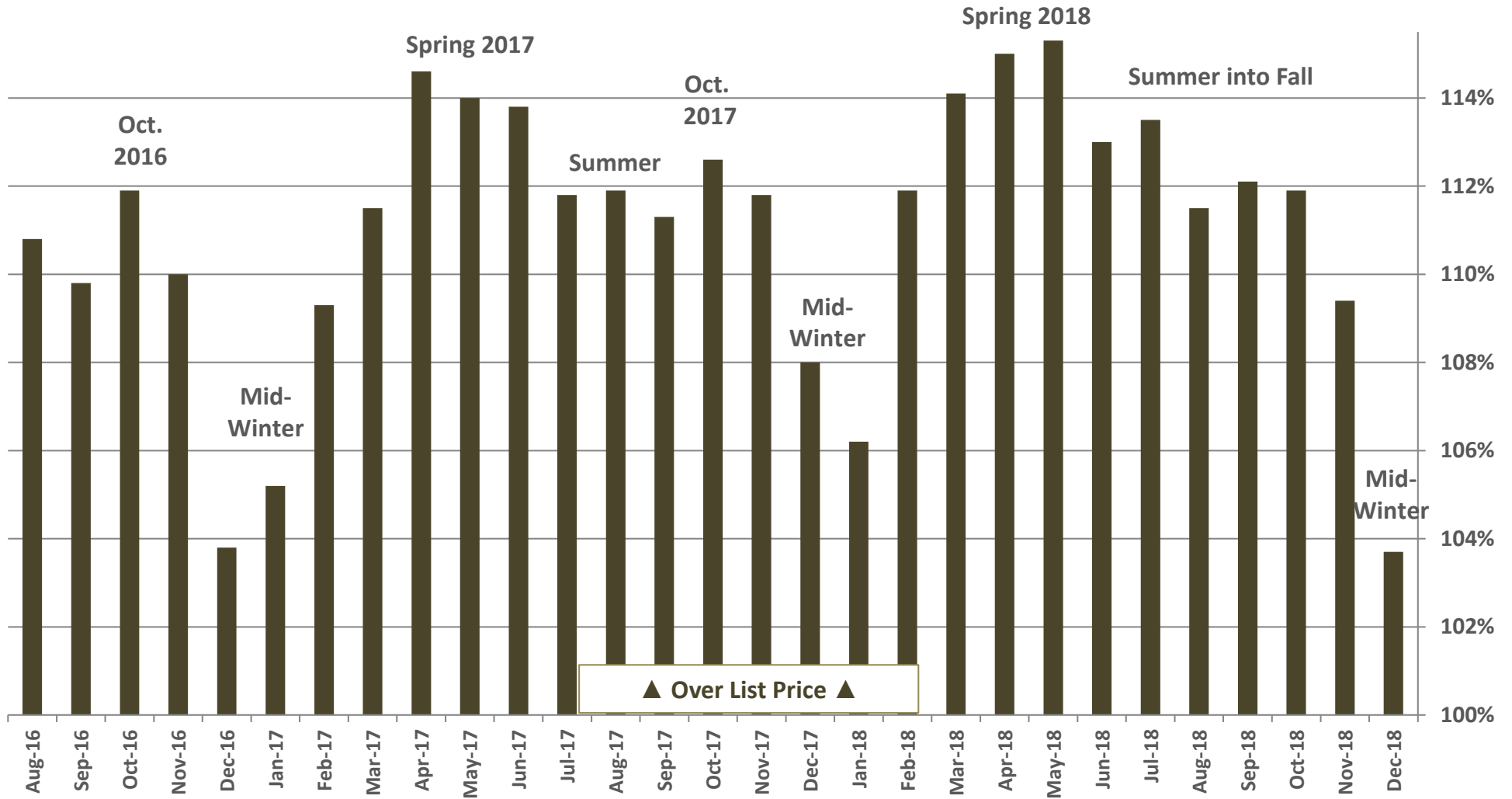


Oakland, Berkeley, Piedmont, City of Alameda

Avg. Sales Price to Original List Price % - Overbidding

MLS sales of houses and condos, per Broker Metrics.

112% signifies an average sales price 12% over asking price.



These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.

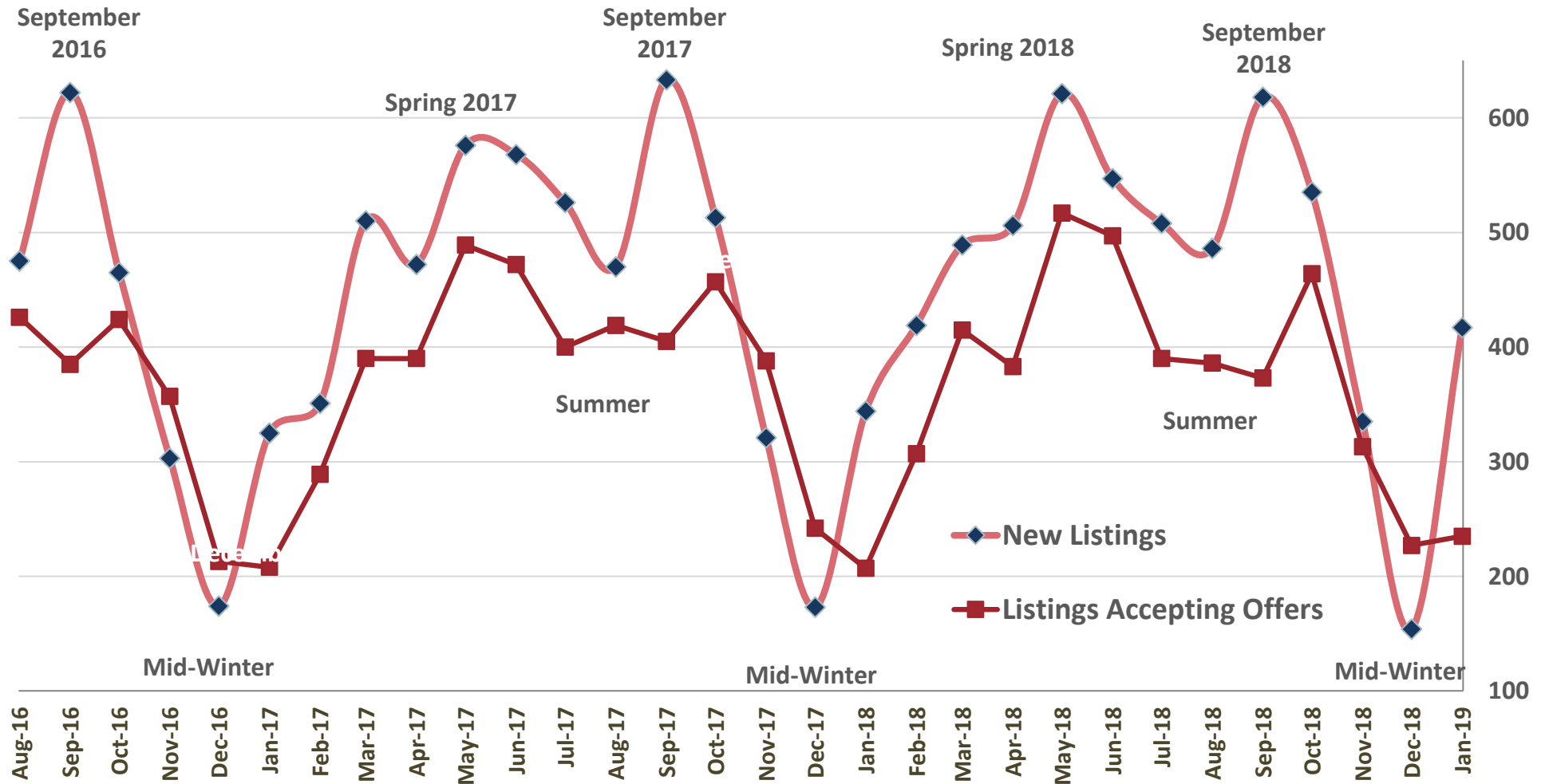


Oakland, Berkeley, Piedmont, City of Alameda

New Listings & Listings Accepting Offers, by Month

As reported to MLS,
per Broker Metrics

Typically, the number of new listings climbs rapidly from the beginning of the year through spring, declines in summer, jumps back up to peak in September, and falls rapidly to its low point in December.



Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

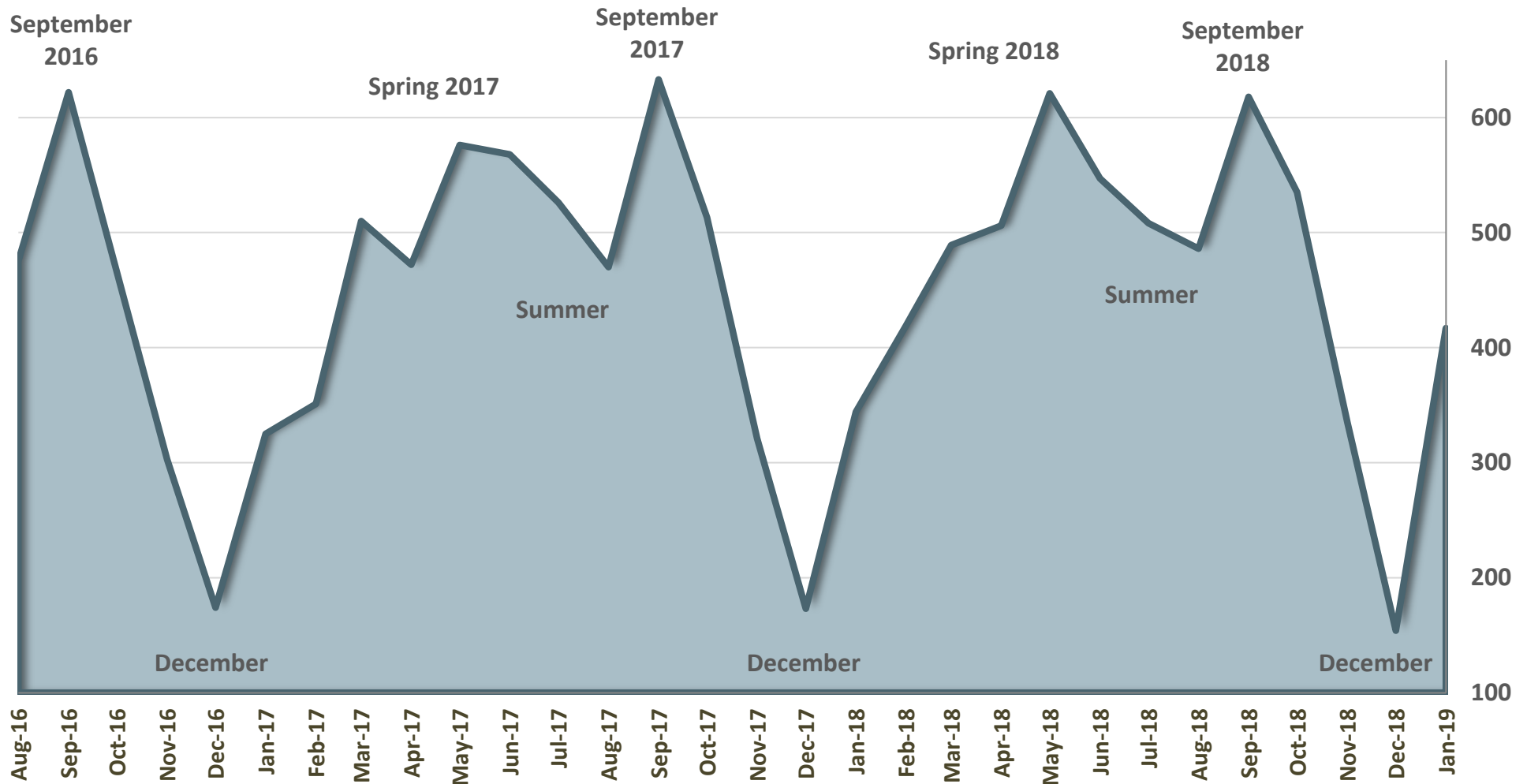


Oakland, Berkeley, Piedmont, City of Alameda

Seasonality: New Listings Coming on Market, by Month

As reported to MLS,
per Broker Metrics

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Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

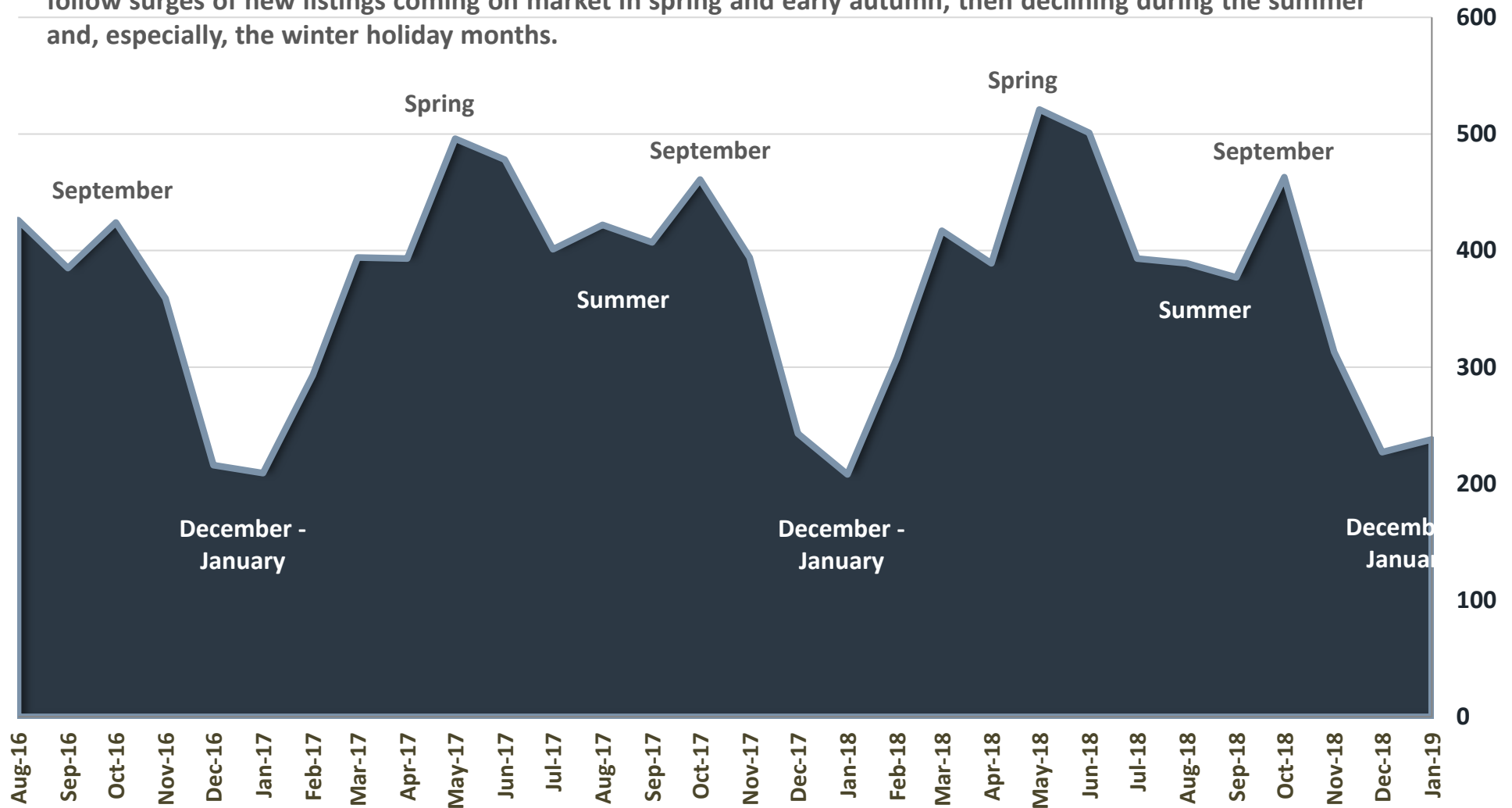


Oakland, Berkeley, Piedmont, City of Alameda

Listing Accepting Offers (Going into Contract) by Month

As reported to MLS,
per Broker Metrics

When the buyer demand is very strong, as it has been in recent years, surges in listings going into contract follow surges of new listings coming on market in spring and early autumn, then declining during the summer and, especially, the winter holiday months.



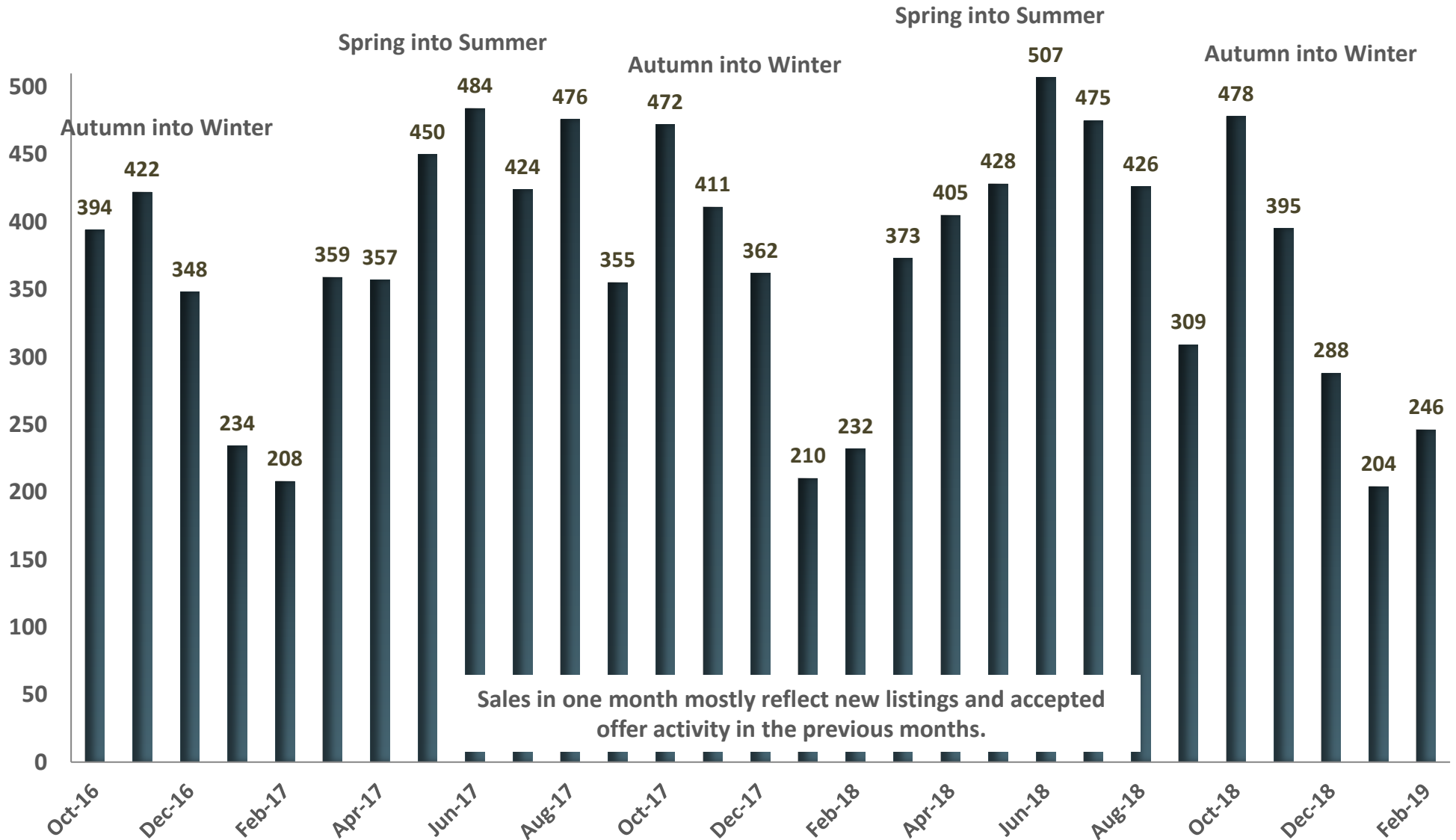
Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Oakland, Piedmont, Berkeley & City of Alameda

Seasonality: Unit Home Sales by Month

Sales of houses, condos, townhouses & duets reported to MLS, per Broker Metrics



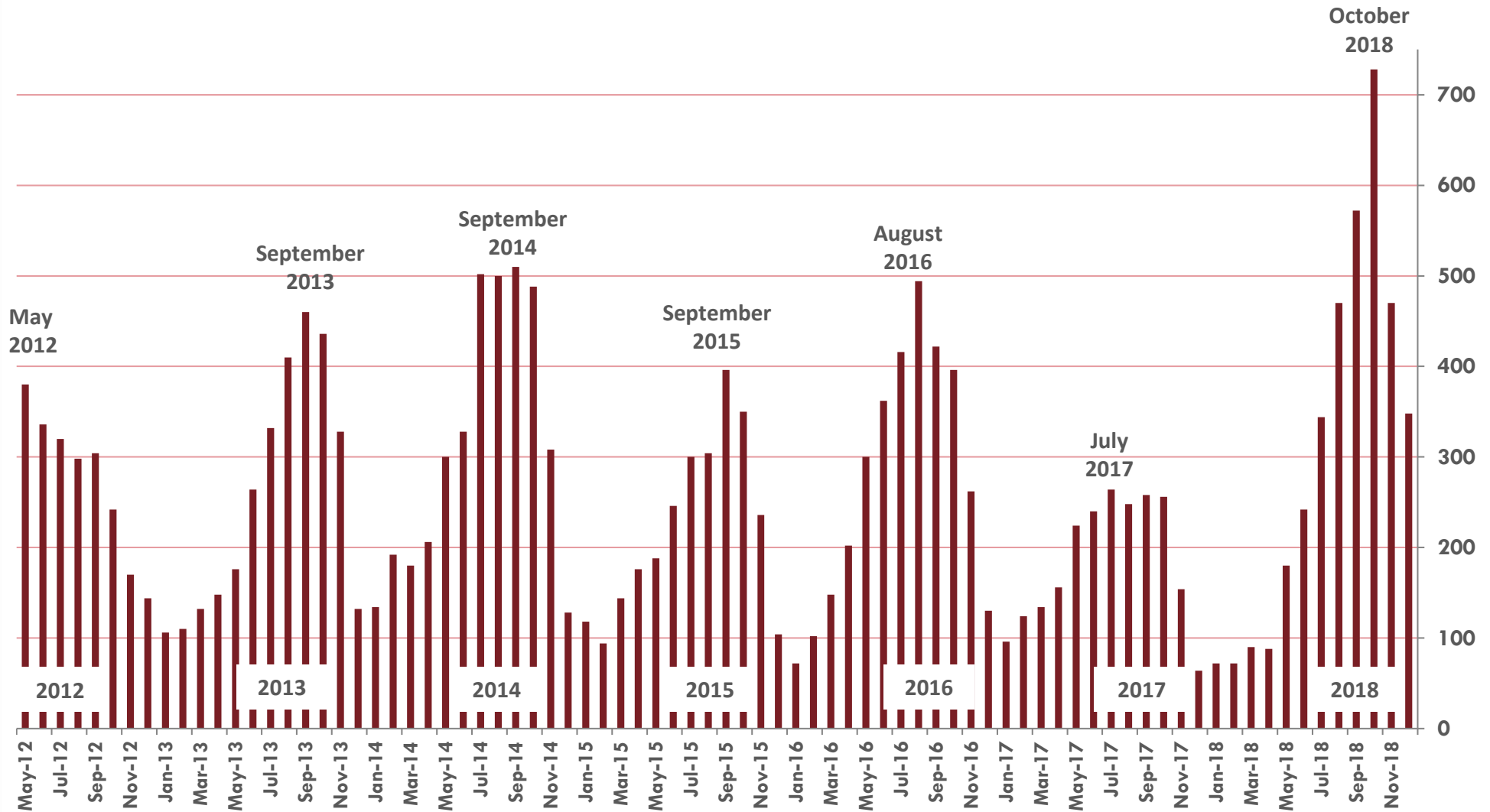
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Number of Price Reductions on Active Listings

Alameda County Market Seasonality, by Month since 2012

Houses, condos and townhomes



Per Realtor.com Real Estate Data Library: <https://www.realtor.com/research/data/>
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

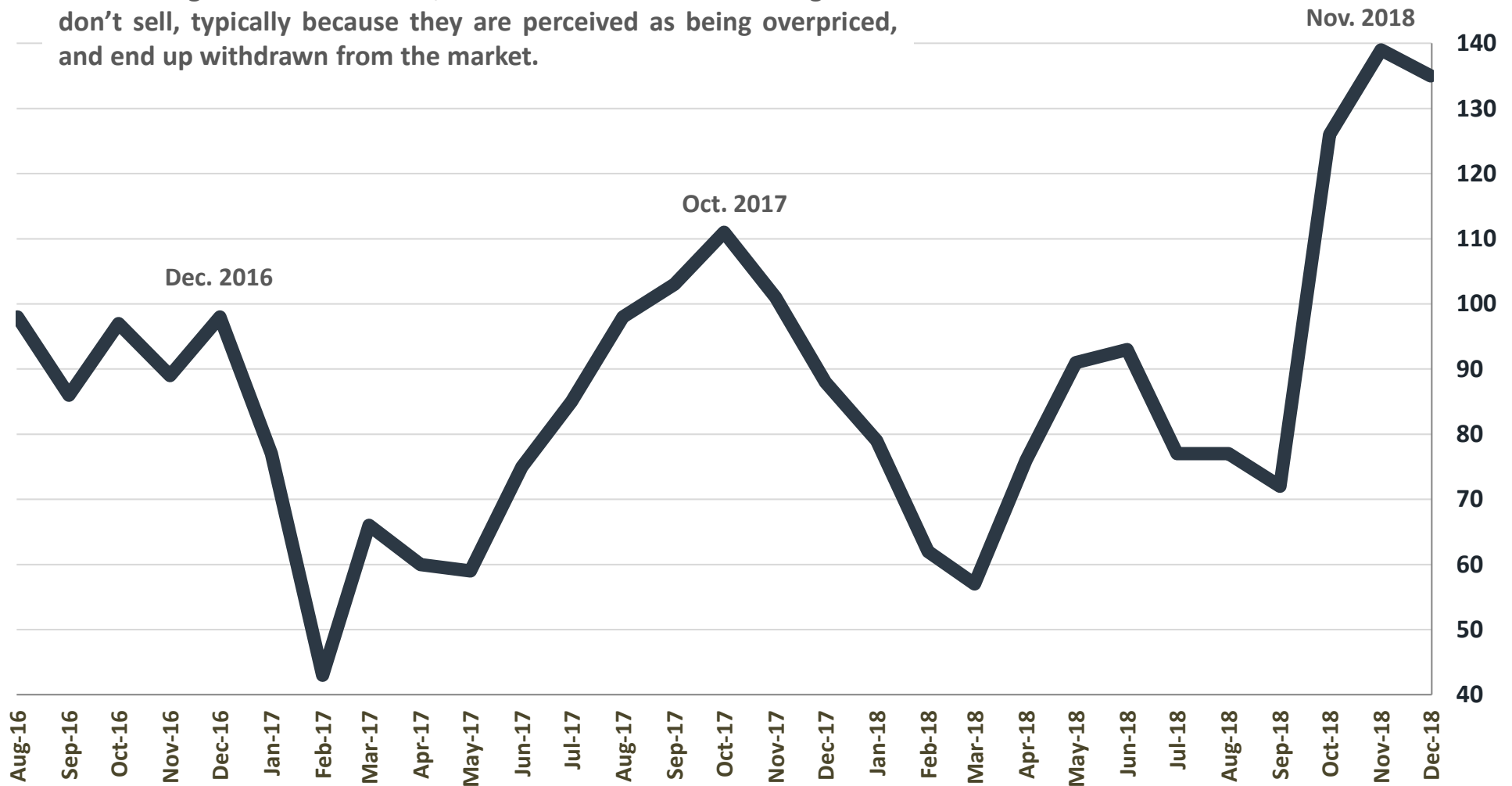


Oakland, Berkeley, Piedmont, City of Alameda

Listings Expired/Withdrawn (No Sale)

As reported to MLS,
per Broker Metrics

Even in high-demand markets, there are hundreds of listings that don't sell, typically because they are perceived as being overpriced, and end up withdrawn from the market.

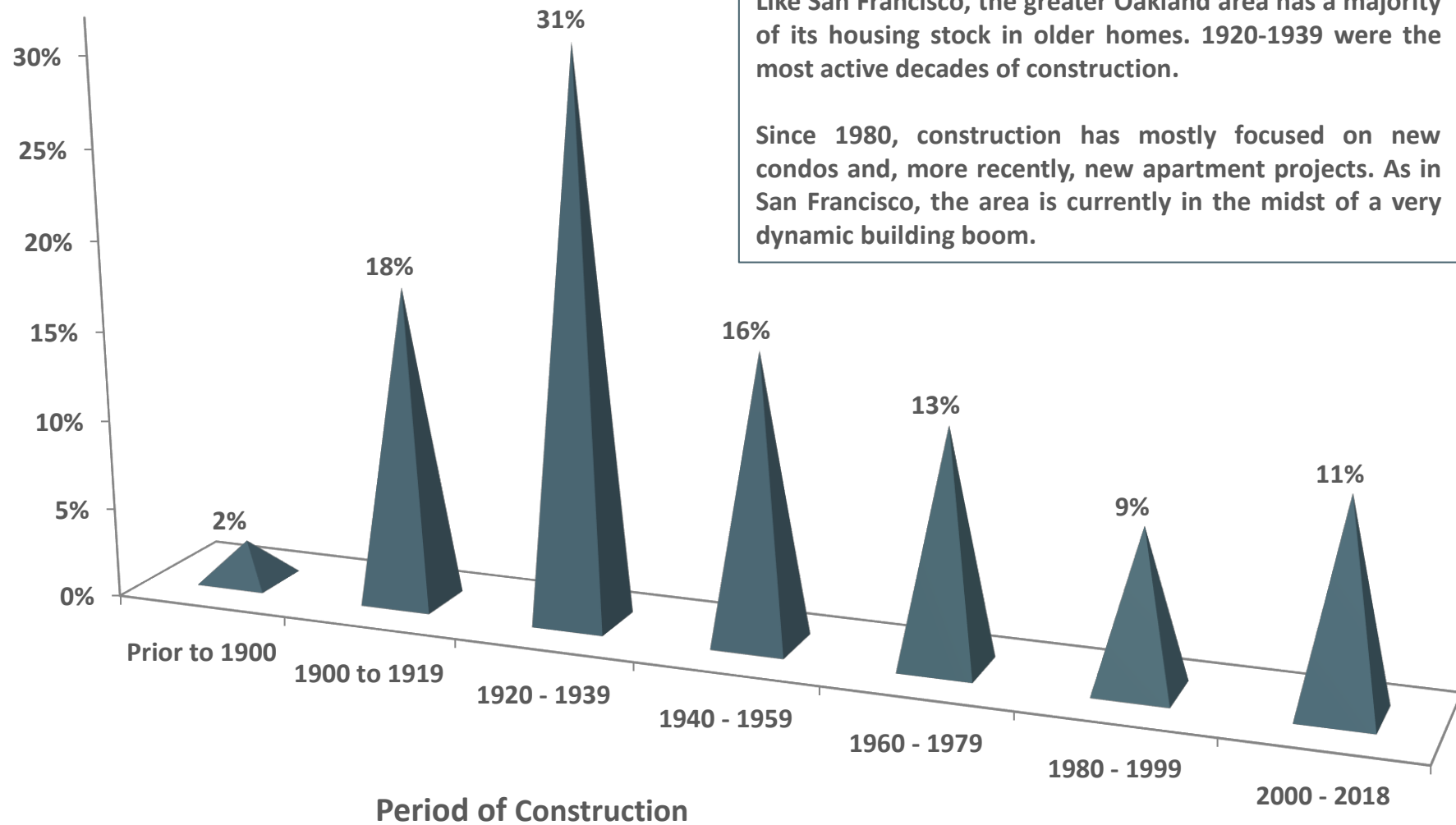


Residential activity reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Oakland, Berkeley, Piedmont, City of Alameda

Percentage of Home Sales by Era of Construction



Like San Francisco, the greater Oakland area has a majority of its housing stock in older homes. 1920-1939 were the most active decades of construction.

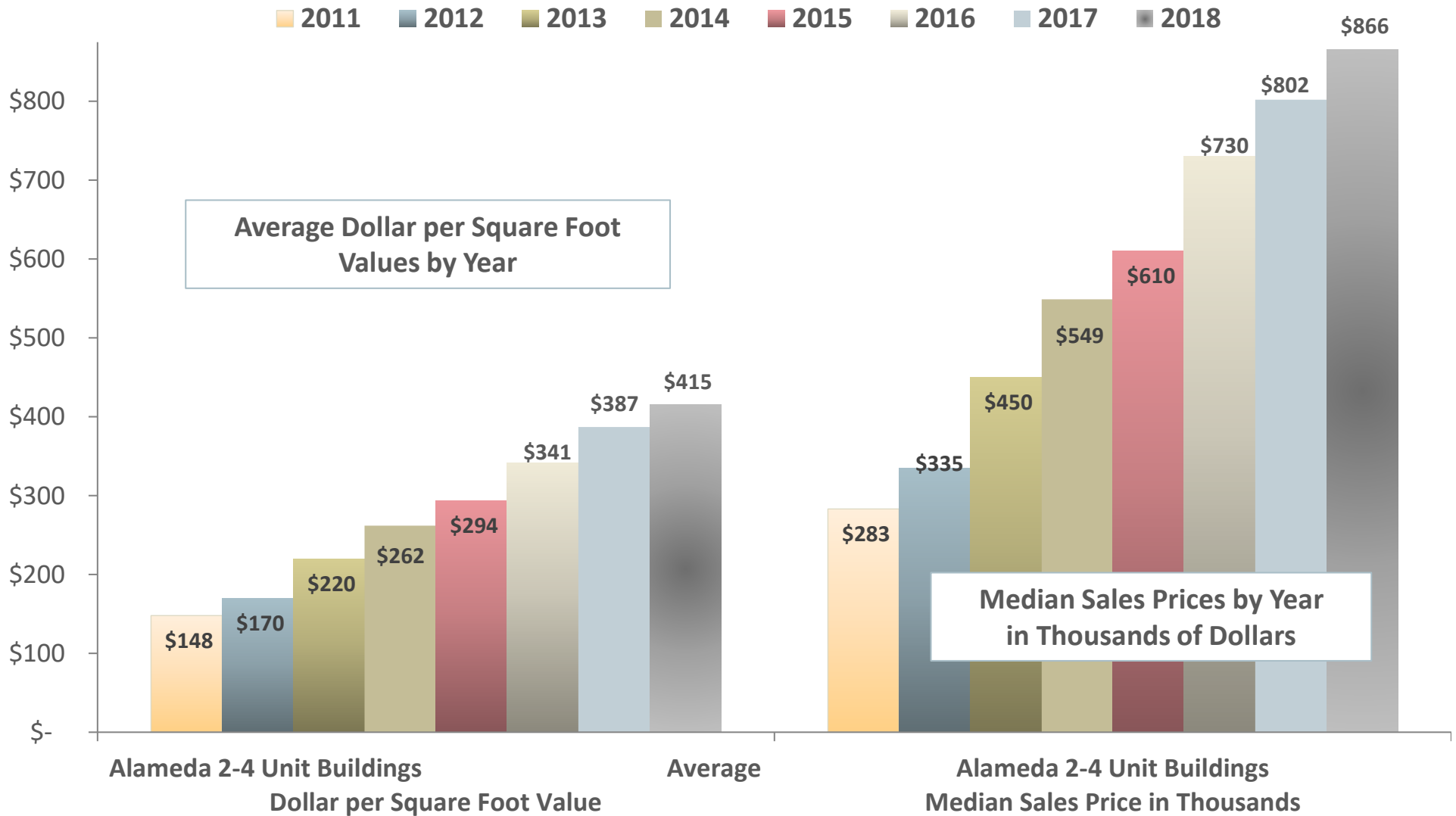
Since 1980, construction has mostly focused on new condos and, more recently, new apartment projects. As in San Francisco, the area is currently in the midst of a very dynamic building boom.

Estimates based on 2017-2018 house and condo sales reported to MLS. These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers are approximate.

Alameda County 2-4 Unit Building Market

Average Dollar per Square Foot Values & Median Sales Prices

Residential 2-4 unit building sales reported to MLS



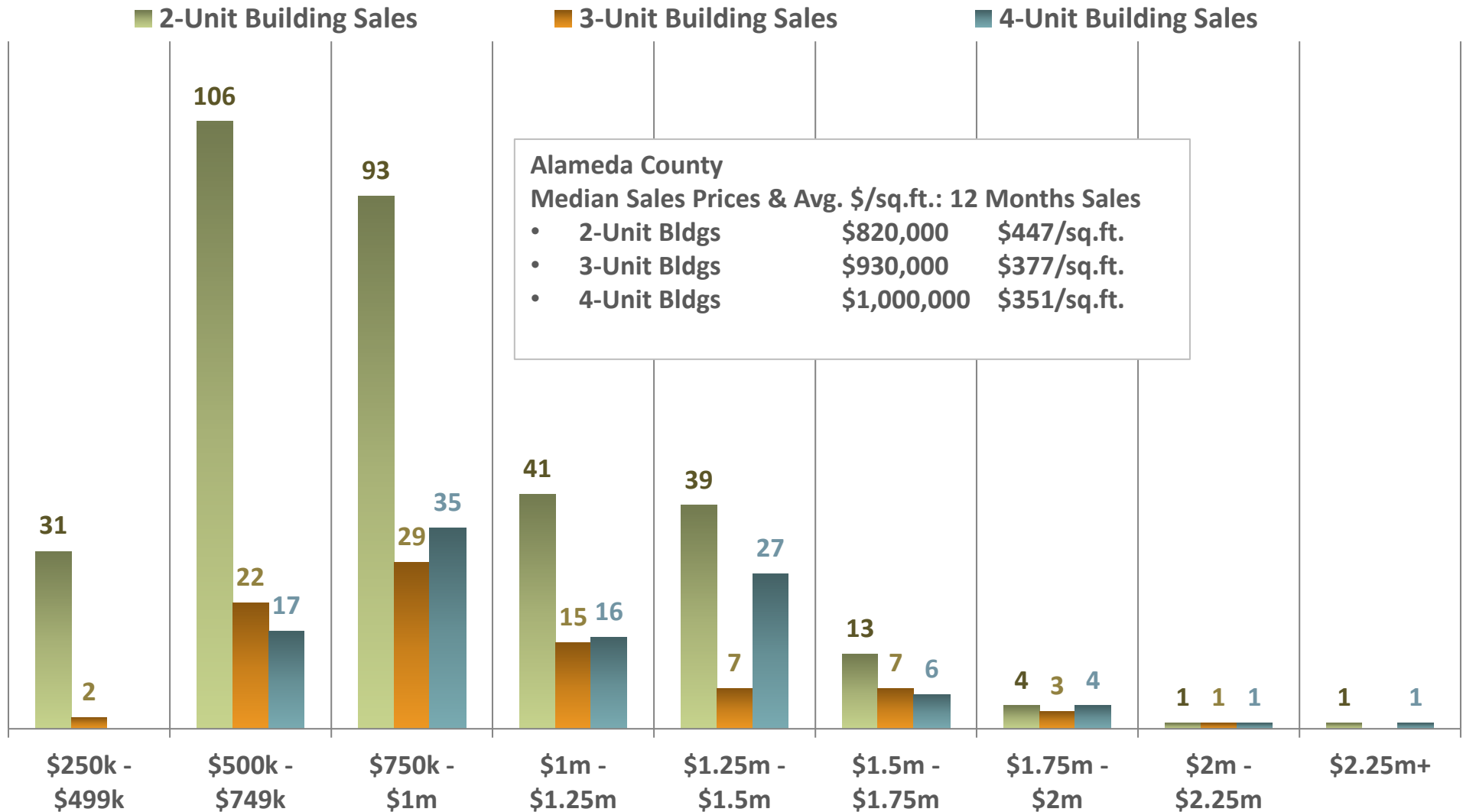
Sales reported to MLS by 12/26/18. These values are generalities reflecting sales of a wide variety of buildings in locations of differing values. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximations.



Alameda County 2-4 Unit Residential Building Sales

By Price Segment, 12 Months Sales through 12/24/18

Sales reported to MLS.



“M” signifies millions of dollars. Sales reported to MLS per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers to be considered approximate.



Oakland, Berkeley, Piedmont, City of Alameda

Active Listings on Market, by Month

Residential listings in MLS per Broker Metrics

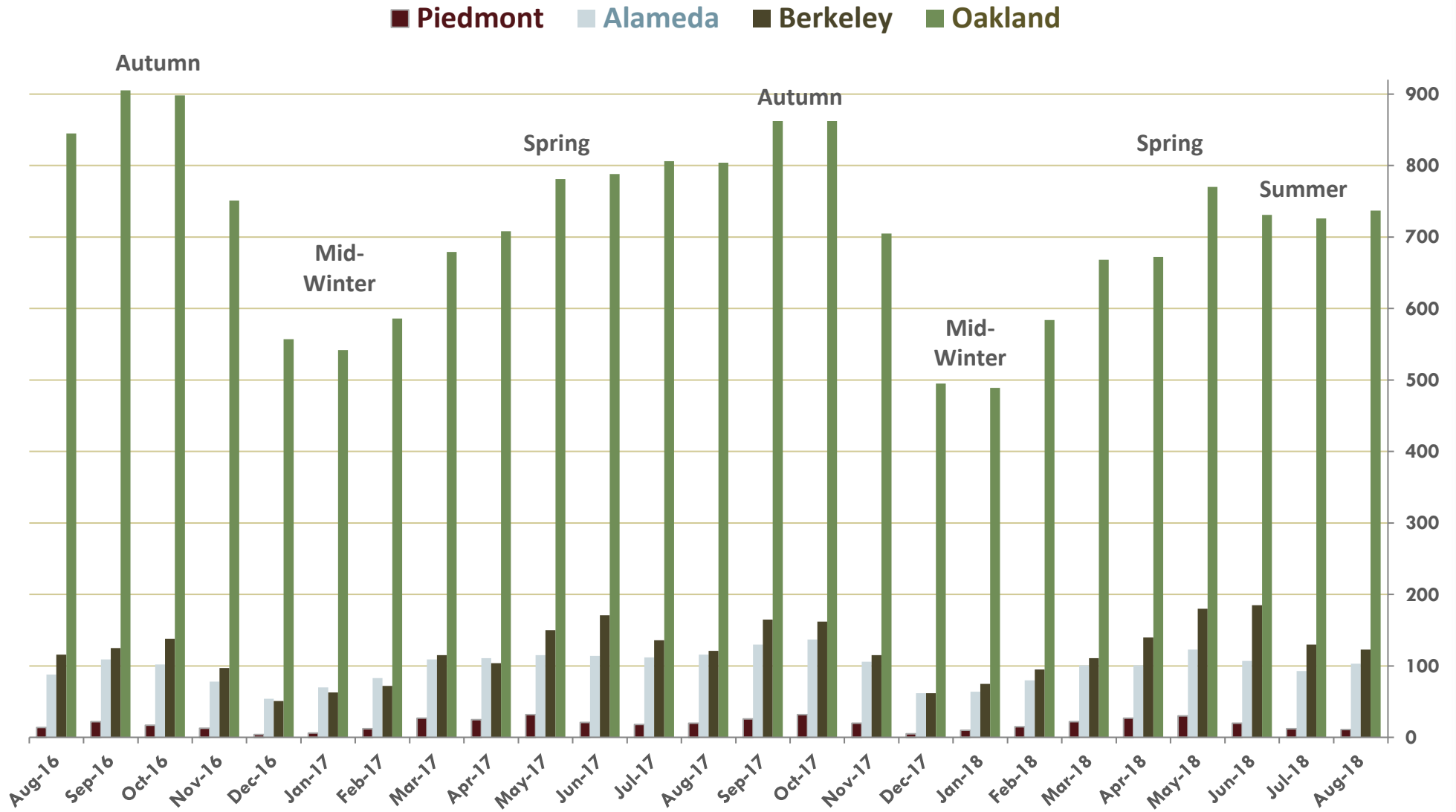


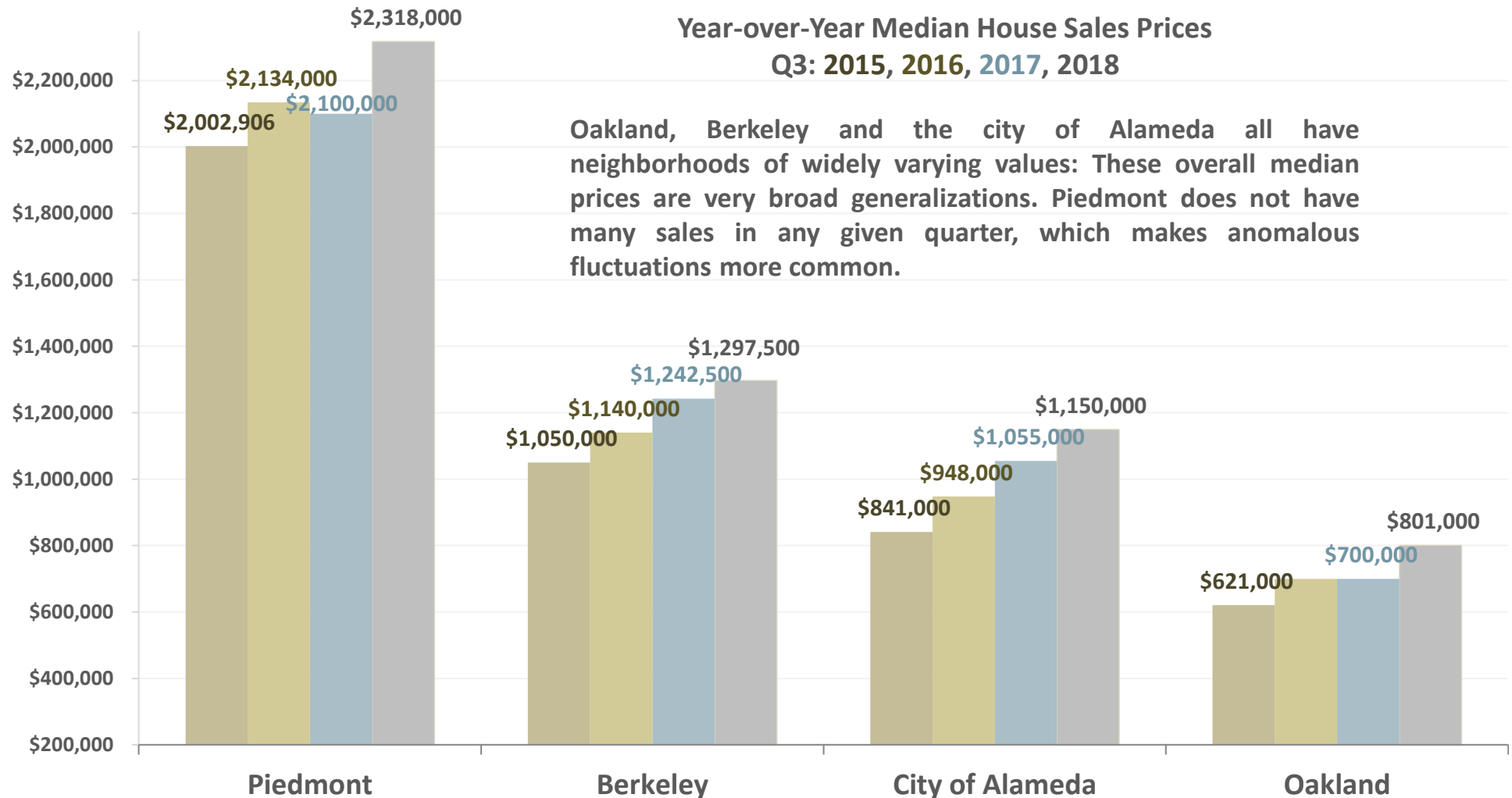
Chart line and columns reflect listings in MLS. Data from sources deemed reliable, but may contain errors and subject to revision.



Median Sales Price Trends

Year-over-Year Q3 Comparisons since 2015

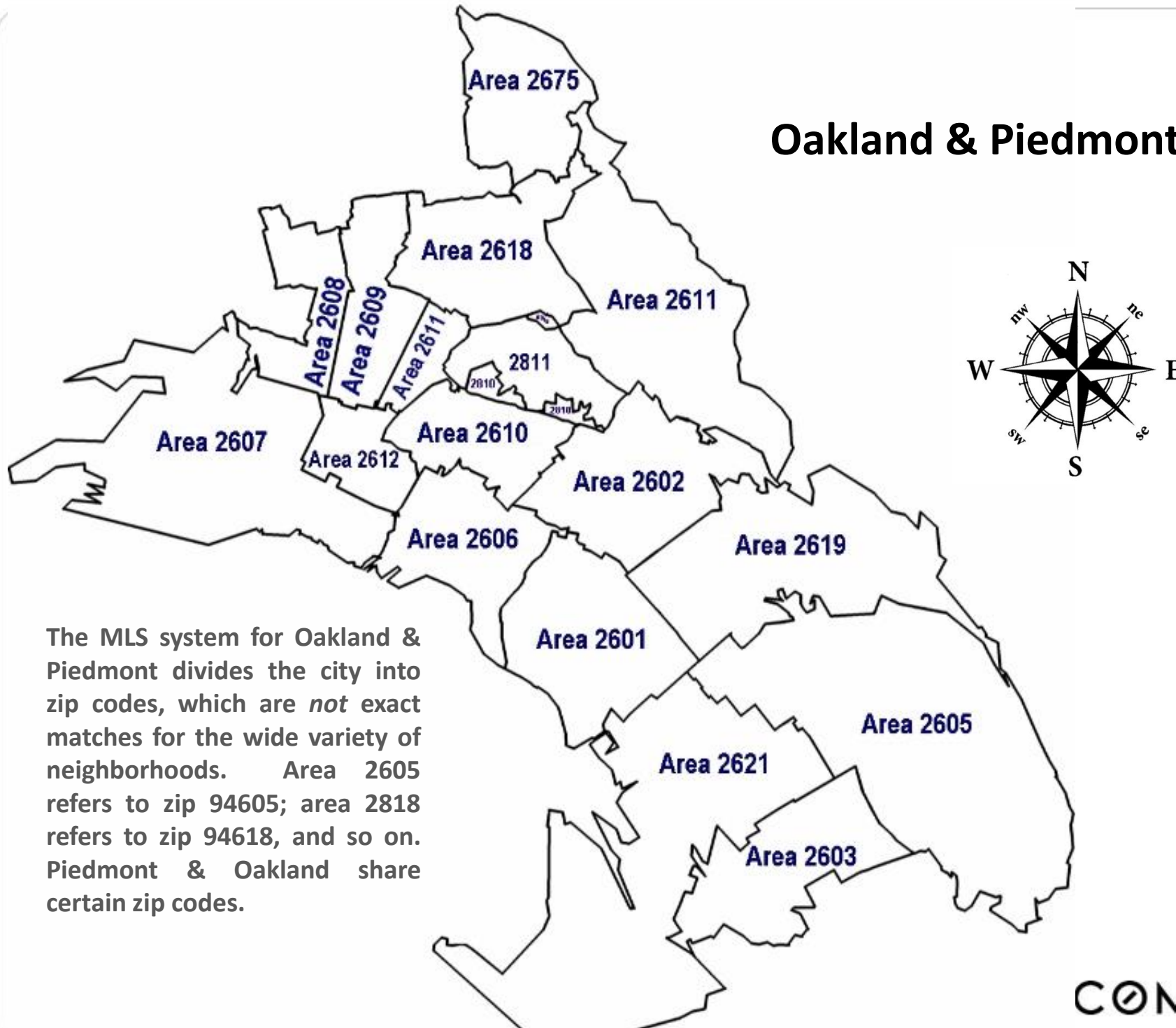
Detached house sales reported to MLS



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Median sales prices typically disguise a huge variety of sales prices in the individual underlying sales. Data from sources deemed reliable, but may contain errors and is subject to revision. All numbers are approximate.



Oakland & Piedmont



The MLS system for Oakland & Piedmont divides the city into zip codes, which are *not* exact matches for the wide variety of neighborhoods. Area 2605 refers to zip 94605; area 2818 refers to zip 94618, and so on. Piedmont & Oakland share certain zip codes.

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