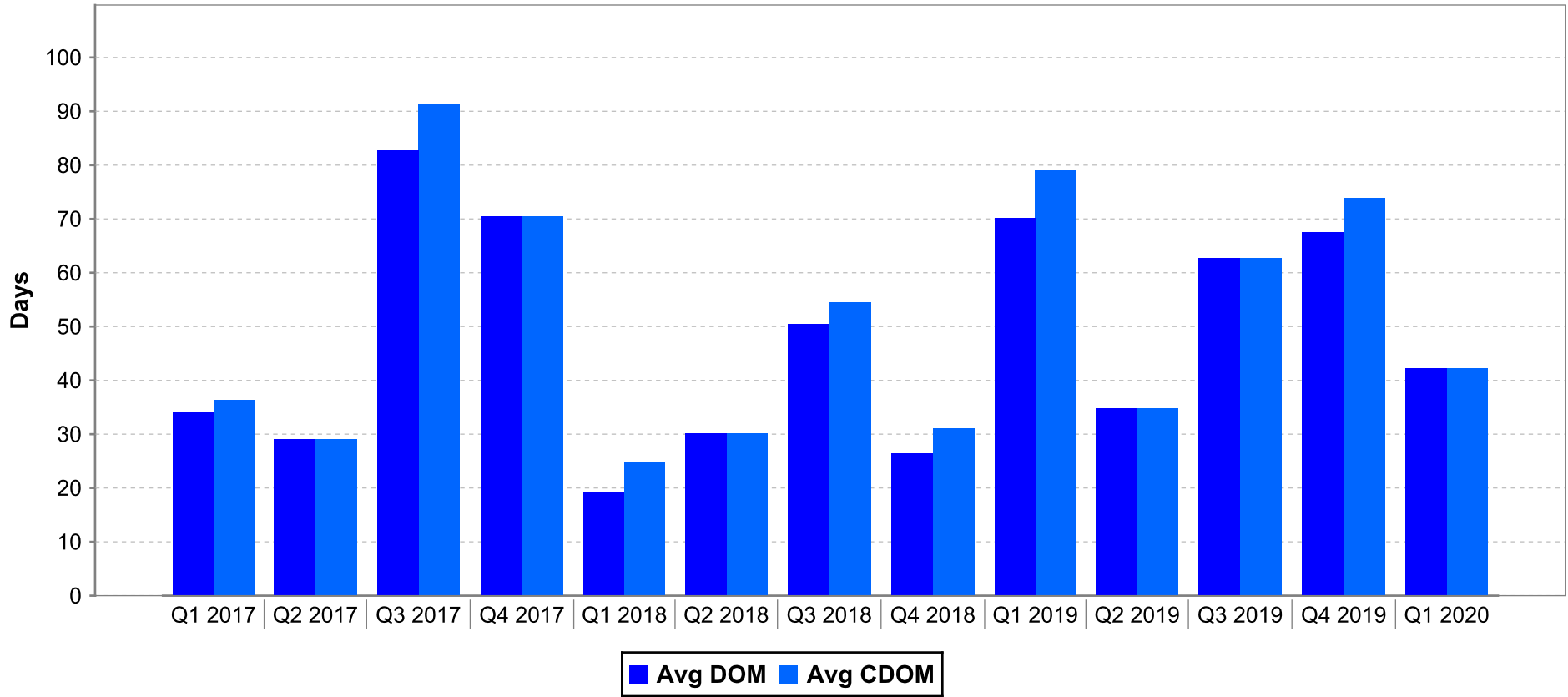


## Market Dynamics

### Average DOM vs. CDOM for Under Contract Properties 3 Years (Quarterly) Q1 2017 - Q1 2020



■ Avg DOM    ■ Avg CDOM

**KEY INFORMATION**

	Quarterly Change	Quarterly %	Total Change	Total % Change
DOM	0.77	1.81	10.03	23.49
CDOM	0.75	1.63	9.72	21.13



MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

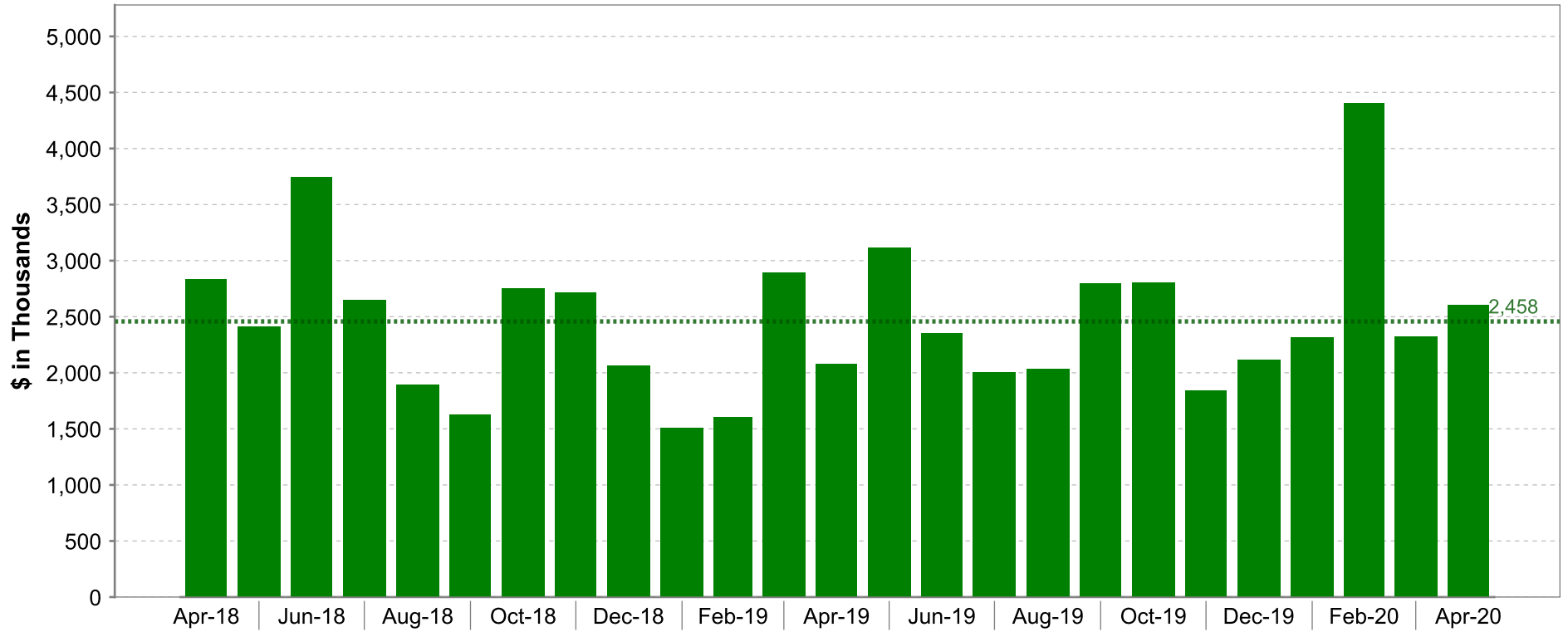
**Market Dynamics**  
**Average DOM vs. CDOM for Under Contract Properties**  
**3 Years (Quarterly) Q1 2017 - Q1 2020**

<b>Time Period</b>	<b># Under Contract</b>	<b>Avg DOM</b>	<b>Avg CDOM</b>
Q1 2020	10	42	42
Q4 2019	12	68	74
Q3 2019	21	63	63
Q2 2019	32	35	35
Q1 2019	18	70	79
Q4 2018	14	26	31
Q3 2018	22	50	54
Q2 2018	21	30	30
Q1 2018	15	19	25
Q4 2017	10	70	70
Q3 2017	22	83	91
Q2 2017	19	29	29
Q1 2017	21	34	36

# Market Dynamics

## Median Price (Sold)

### 2 Years (Monthly) 04/01/18 - 04/30/20



■ Sold

**KEY INFORMATION**

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	5,190.27	0.22	124,566.49	5.20

Sold +5.2%

MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 04/01/18 - 04/30/20**

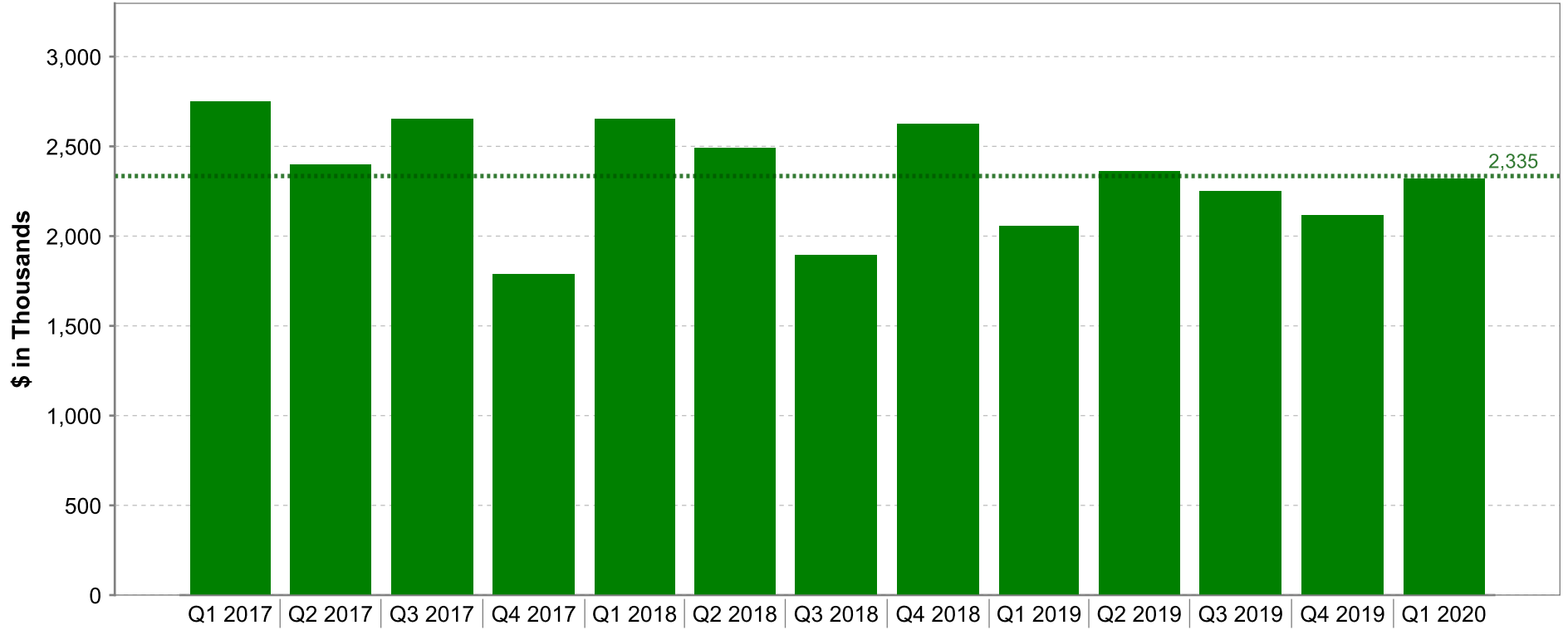
Compass

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Apr-20	3,145,000	14	1,587,500	2	2,600,000	3	3,295,000	1	2,375,000	7
Mar-20	3,295,000	15	2,700,000	5	2,320,000	3	5,250,000	3	3,195,000	9
Feb-20	4,449,000	9	2,995,000	2	4,400,000	3	2,499,000	1	2,645,000	4
Jan-20	4,449,000	9	2,595,000	3	2,315,000	3	1,549,900	1	2,595,000	3
Dec-19	3,800,000	9	2,448,000	3	2,115,000	5		0		0
Nov-19	2,473,500	16	1,995,000	3	1,840,000	3	4,622,500	4	2,240,000	5
Oct-19	2,712,500	18	2,200,000	6	2,800,000	7	4,795,000	1	1,647,000	2
Sep-19	2,595,000	25	2,356,655	6	2,795,000	5	3,695,000	3	2,349,000	10
Aug-19	2,901,000	24	2,825,000	7	2,033,500	8	1,845,000	2	3,145,000	4
Jul-19	2,330,000	28	1,997,500	8	2,000,000	7		0	1,750,000	7
Jun-19	2,986,000	30	2,695,000	7	2,350,000	14	3,845,000	2	2,695,000	9
May-19	2,901,000	36	2,547,500	14	3,117,500	12	2,650,000	1	3,486,000	12
Apr-19	2,650,000	35	2,395,000	11	2,075,000	9		0	2,365,000	19
Mar-19	2,995,000	26	2,247,500	8	2,895,000	3	6,495,000	2	2,522,500	10
Feb-19	2,895,000	21	1,995,000	5	1,600,000	7		0	2,200,000	11
Jan-19	3,047,500	16	2,275,000	5	1,509,500	2	3,295,000	1	3,495,000	4
Dec-18	2,412,500	18	1,225,000	3	2,062,500	4	2,475,000	3	3,295,000	1
Nov-18	2,435,000	22	2,588,000	1	2,714,125	2	6,695,000	4	2,350,000	7
Oct-18	2,725,000	29	2,847,500	10	2,750,000	14	3,195,000	4	2,185,000	8
Sep-18	2,595,000	29	2,495,000	8	1,627,500	8		0	2,495,000	15
Aug-18	2,689,500	30	1,762,500	10	1,895,500	8	3,695,000	6	2,431,500	8
Jul-18	2,687,000	26	1,694,500	4	2,650,000	6		0	2,032,500	6
Jun-18	2,995,000	29	2,595,000	5	3,746,500	4	2,745,000	4	2,487,000	12
May-18	2,995,000	25	2,872,000	8	2,410,000	11		0	3,642,000	12
Apr-18	2,495,000	21	2,345,000	8	2,831,000	7		0	2,195,000	11

# Market Dynamics

## Median Price (Sold)

### 3 Years (Quarterly) Q1 2017 - Q1 2020



■ Sold

**KEY INFORMATION**

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
Sold	-27,024.56	-1.08	-324,294.73	-12.99

Sold -13.0%

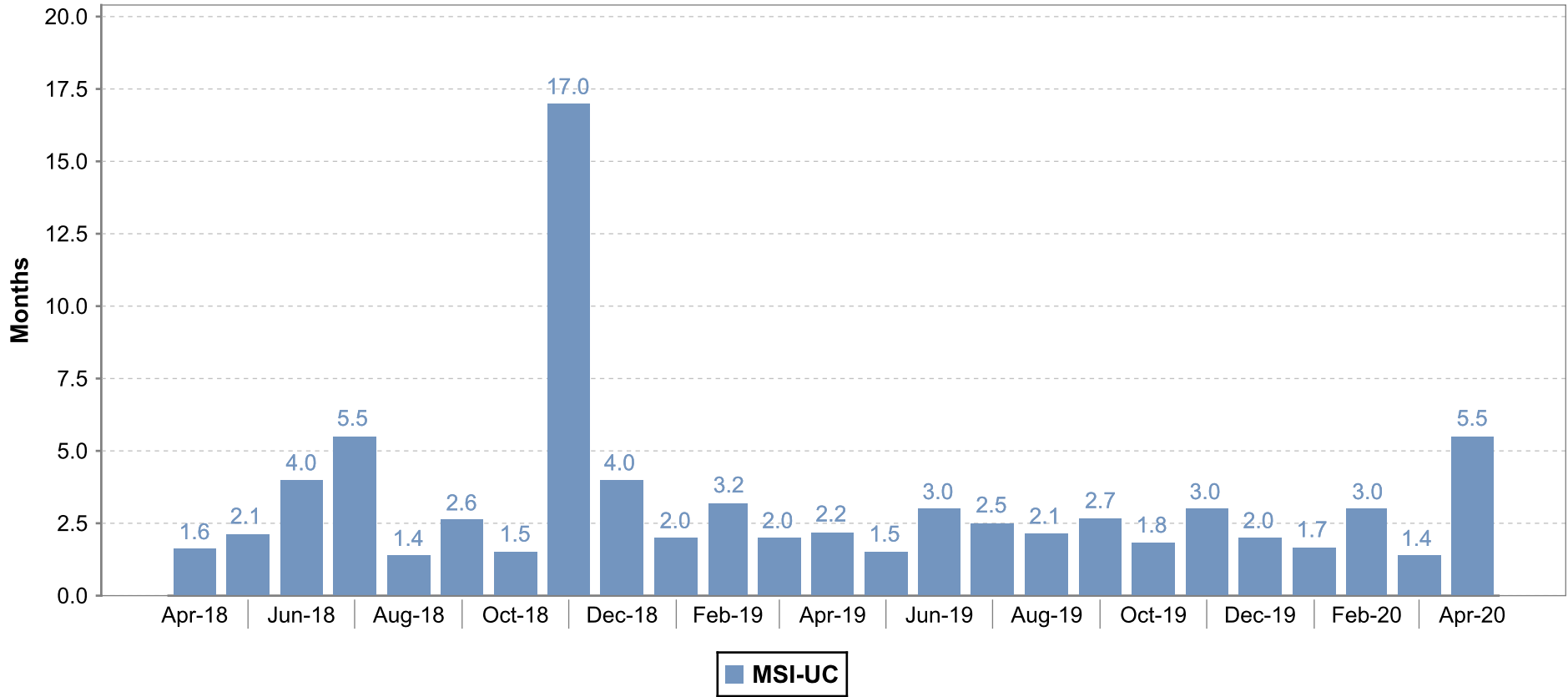
MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

**Market Dynamics**  
**Median Price (Sold)**  
**3 Years (Quarterly) Q1 2017 - Q1 2020**

Compass

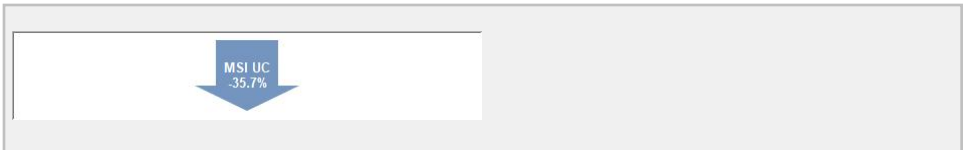
Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Q1 2020	3,095,000	22	2,647,500	10	2,320,000	9	4,150,000	5	2,847,500	16
Q4 2019	2,448,000	23	2,170,000	12	2,115,000	15	4,795,000	5	1,995,000	7
Q3 2019	2,406,500	42	2,150,000	21	2,251,000	20	2,295,000	5	2,128,310	21
Q2 2019	2,760,000	56	2,547,500	32	2,360,000	35	2,650,000	3	2,547,500	40
Q1 2019	2,725,000	37	2,237,500	18	2,057,000	12	5,995,000	3	2,650,000	25
Q4 2018	2,595,000	37	2,541,500	14	2,625,000	20	3,195,000	11	2,422,500	16
Q3 2018	2,588,000	49	1,942,500	22	1,895,500	22	3,695,000	6	2,475,000	29
Q2 2018	2,779,000	45	2,595,000	21	2,492,500	22	2,745,000	4	2,779,000	35
Q1 2018	2,482,500	26	2,375,000	15	2,650,000	9	5,500,000	1	2,435,000	24
Q4 2017	3,495,000	15	3,445,000	10	1,788,000	11	2,150,000	3	3,445,000	6
Q3 2017	2,472,500	34	2,472,500	22	2,650,000	21	2,199,000	3	2,150,000	15
Q2 2017	2,472,500	44	2,400,000	19	2,400,000	27	2,175,000	6	2,400,000	29
Q1 2017	2,625,000	39	2,495,000	21	2,747,500	11	3,495,000	3	2,495,000	27

### Market Dynamics Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 04/01/18 - 04/30/20



**MSI-UC**  
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	-0.06	-1.49	-1.38	-35.66



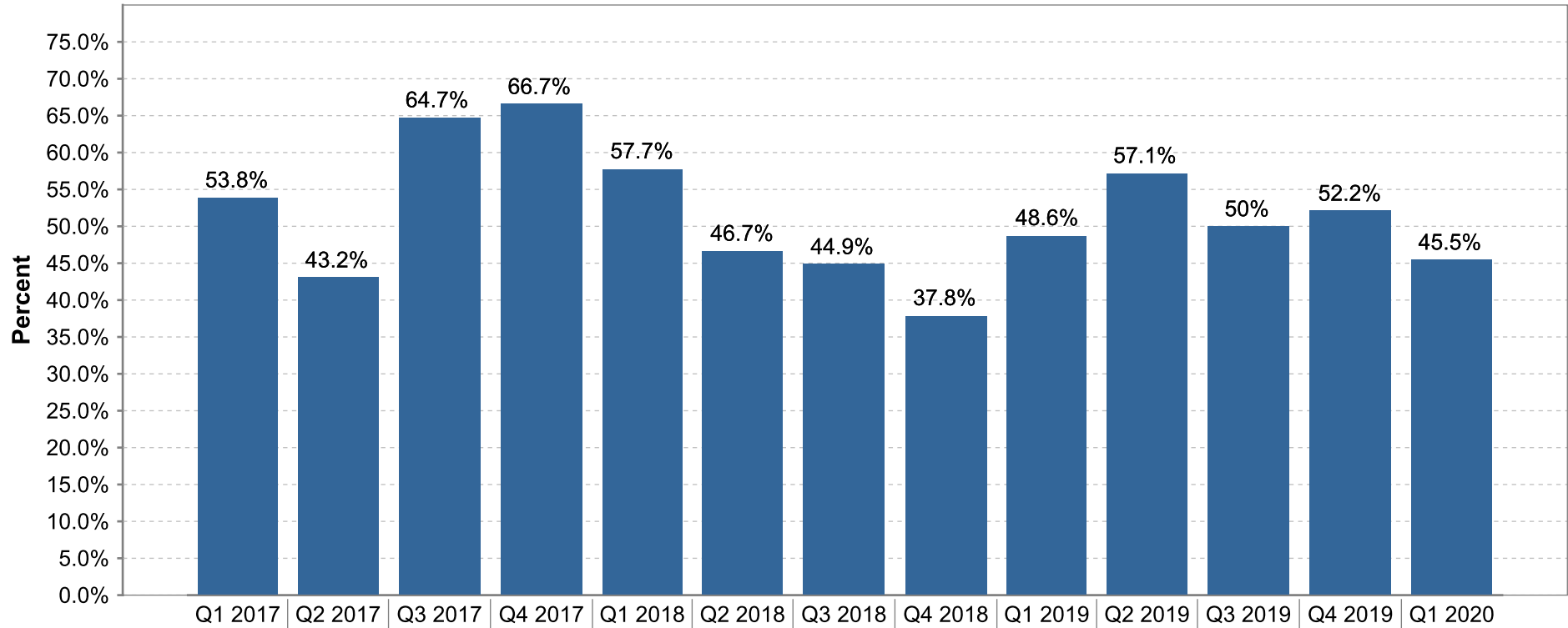
MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

**Market Dynamics**  
**Months Supply of Inventory (UC Calculation)**  
**2 Years (Monthly) 04/01/18 - 04/30/20**

<b>Time Period</b>	<b>MSI</b>	<b>NAR MSI</b>	<b># For Sale Last Day of Month</b>	<b># Under Contract</b>	<b># Sold</b>
Apr-20	5.5	3.7	11	2	3
Mar-20	1.4	2.3	7	5	3
Feb-20	3.0	2.0	6	2	3
Jan-20	1.7	1.7	5	3	3
Dec-19	2.0	1.2	6	3	5
Nov-19	3.0	3.0	9	3	3
Oct-19	1.8	1.6	11	6	7
Sep-19	2.7	3.2	16	6	5
Aug-19	2.1	1.9	15	7	8
Jul-19	2.5	2.9	20	8	7
Jun-19	3.0	1.5	21	7	14
May-19	1.5	1.8	21	14	12
Apr-19	2.2	2.7	24	11	9
Mar-19	2.0	5.3	16	8	3
Feb-19	3.2	2.3	16	5	7
Jan-19	2.0	5.0	10	5	2
Dec-18	4.0	3.0	12	3	4
Nov-18	17.0	8.5	17	1	2
Oct-18	1.5	1.1	15	10	14
Sep-18	2.6	2.6	21	8	8
Aug-18	1.4	1.8	14	10	8
Jul-18	5.5	3.7	22	4	6
Jun-18	4.0	5.0	20	5	4
May-18	2.1	1.5	17	8	11
Apr-18	1.6	1.9	13	8	7



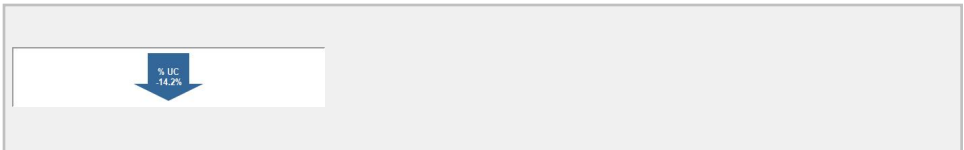
### Market Dynamics Sales Absorption 3 Years (Quarterly) Q1 2017 - Q1 2020



■ % Under Contract

**KEY INFORMATION**

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
% Under Contract	-0.61	-1.10	-7.89	-14.25



MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

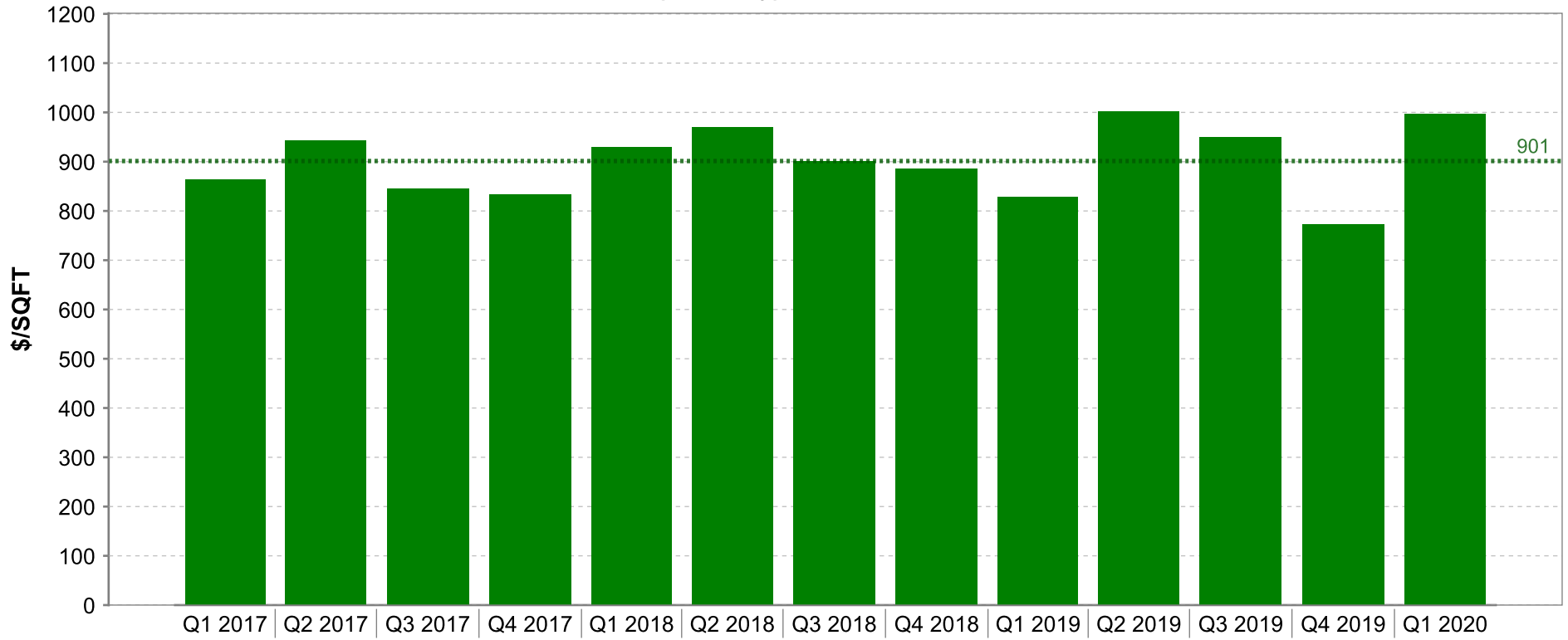
**Market Dynamics**  
**Sales Absorption**  
**3 Years (Quarterly) Q1 2017 - Q1 2020**

<b>Time Period</b>	<b>% of Properties Under Contract</b>	<b>% of Properties Sold</b>	<b># Properties For Sale</b>	<b># Properties Under Contract</b>	<b># Properties Sold</b>
Q1 2020	45.4	40.9	22	10	9
Q4 2019	52.2	65.2	23	12	15
Q3 2019	50.0	47.6	42	21	20
Q2 2019	57.1	62.5	56	32	35
Q1 2019	48.6	32.4	37	18	12
Q4 2018	37.8	54.0	37	14	20
Q3 2018	44.9	44.9	49	22	22
Q2 2018	46.7	48.9	45	21	22
Q1 2018	57.7	34.6	26	15	9
Q4 2017	66.7	73.3	15	10	11
Q3 2017	64.7	61.8	34	22	21
Q2 2017	43.2	61.4	44	19	27
Q1 2017	53.8	28.2	39	21	11

## Market Dynamics

### Average \$/SQFT (Sold)

#### 3 Years (Quarterly) Q1 2017 - Q1 2020



■ Sold

**KEY INFORMATION**

	Quarterly Change	Quarterly %	Total Change	Total % Change
Sold \$/SQFT	3.18	0.36	38.17	4.33

Sold  
+4.3%

MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Kentfield					

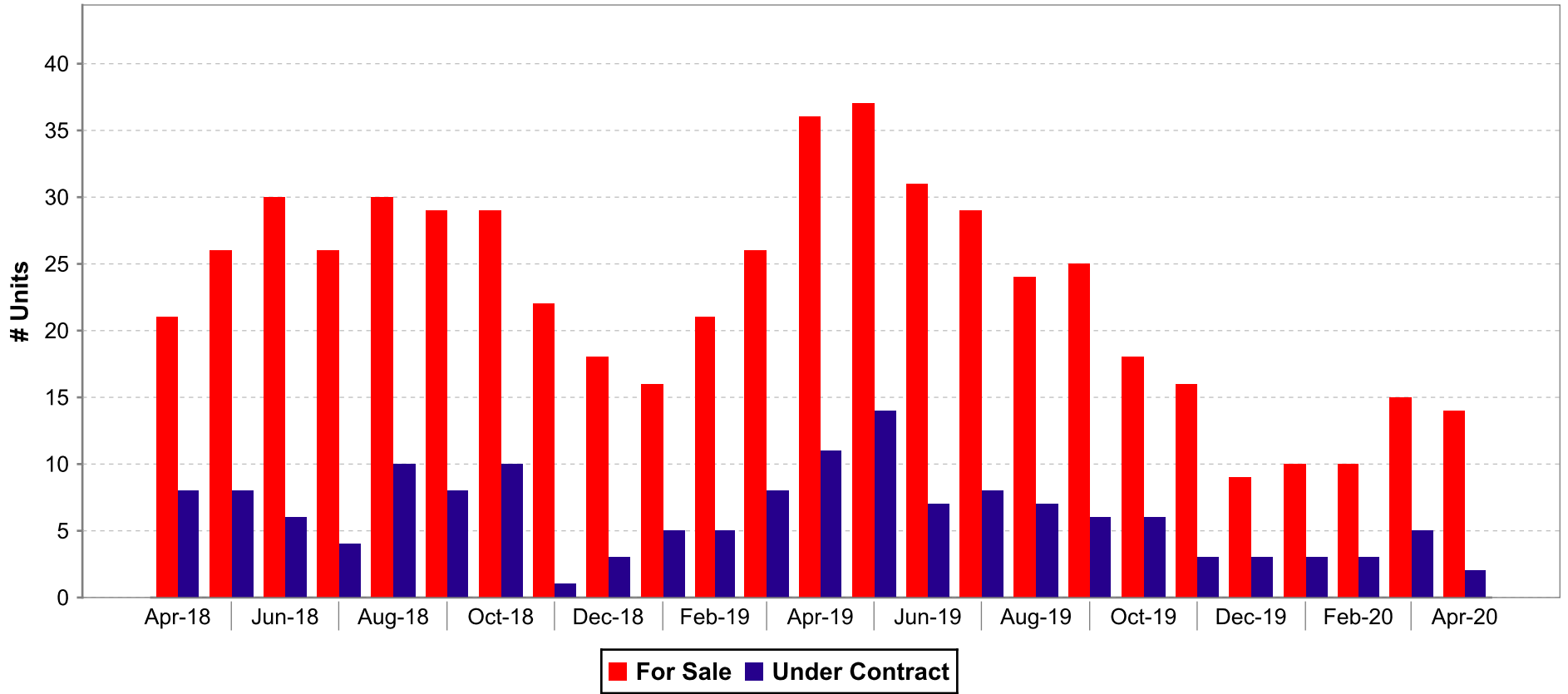
**Market Dynamics**  
**Average \$/SQFT (Sold)**  
**3 Years (Quarterly) Q1 2017 - Q1 2020**

Compass

Time Period	FOR SALE				UNDER CONTRACT				SOLD				EXPIRED				NEW LISTINGS			
	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT
Q1 2020	22	3,730,495	3,615	1,032	10	3,050,900	3,015	1,012	9	2,787,000	2,797	996	5	4,688,780	3,577	1,311	16	3,408,875	3,359	1,015
Q4 2019	23	3,489,691	3,452	1,011	12	2,310,333	2,643	874	15	2,425,950	3,140	773	5	5,002,000	4,379	1,142	7	2,174,000	2,209	984
Q3 2019	42	3,239,362	3,528	926	21	2,638,253	3,116	855	20	2,625,340	2,802	949	5	3,121,000	3,684	847	21	2,470,062	2,850	867
Q2 2019	56	3,611,552	3,616	1,011	32	3,366,406	3,248	1,037	35	3,182,271	3,181	1,001	3	3,446,667	3,279	1,173	40	3,237,298	3,315	985
Q1 2019	37	3,506,135	3,533	999	18	2,260,389	2,690	840	12	2,140,750	2,584	828	3	5,428,333	4,254	1,276	25	3,430,000	3,631	954
Q4 2018	37	3,621,297	3,502	1,034	14	2,813,071	3,136	897	20	2,813,062	3,175	886	11	4,602,545	4,148	1,110	16	2,914,562	2,860	1,019
Q3 2018	49	3,223,203	3,252	991	22	2,055,680	2,309	890	22	2,044,750	2,269	901	6	4,226,167	4,121	1,026	29	2,661,240	2,816	945
Q2 2018	45	3,476,044	3,552	979	21	2,986,000	3,064	974	22	2,999,164	3,066	969	4	3,238,750	4,451	728	35	3,253,829	3,329	977
Q1 2018	26	3,280,577	3,410	936	15	2,483,800	2,638	860	9	2,535,778	2,726	930	1	5,500,000	4,990	1,102	24	3,116,667	3,216	937
Q4 2017	15	4,029,600	4,211	983	10	3,197,900	3,457	842	11	2,866,636	3,108	833	3	5,990,000	6,169	1,390	6	3,420,000	3,655	936
Q3 2017	34	3,236,941	3,683	894	22	2,770,136	3,335	850	21	2,810,024	3,409	845	3	3,063,000	3,776	811	15	3,462,267	3,611	965
Q2 2017	44	2,758,907	3,311	853	19	2,533,421	2,830	919	27	2,603,211	2,813	942	6	2,522,483	3,478	725	29	2,717,483	3,165	890
Q1 2017	39	2,991,254	3,470	844	21	2,973,048	3,361	885	11	3,380,568	3,911	864	3	3,880,000	3,836	814	27	2,905,774	3,469	838

## Market Dynamics

**Supply & Demand - # Units (FS, UC)**  
**2 Years (Monthly) 04/01/18 - 04/30/20**



**KEY INFORMATION**

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-0.59	-1.98	-14.16	-47.51
Under Contract	-0.15	-1.92	-3.69	-46.09

For Sale  
-47.5%

UC  
-46.1%

MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Cities:	Kentfield					

## Market Dynamics

### Supply & Demand - # Units (FS, UC) 2 Years (Monthly) 04/01/18 - 04/30/20

Compass

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Apr-20	14	94	2	4	3	25	1	1	7
Mar-20	15	80	5	19	4	20	3	13	9
Feb-20	10	119	3	50	3	95	1	96	4
Jan-20	10	146	3	71	3	53	1	108	4
Dec-19	9	164	3	78	5	52	0		0
Nov-19	16	116	3	24	3	125	4	131	5
Oct-19	18	108	6	84	7	53	1	34	2
Sep-19	25	84	6	61	5	73	3	99	10
Aug-19	24	96	7	71	8	47	2	108	4
Jul-19	29	79	8	57	7	47	1	66	7
Jun-19	31	65	7	25	14	33	2	128	9
May-19	37	49	14	33	12	52	1	56	12
Apr-19	36	42	11	44	9	33	0		20
Mar-19	26	61	8	45	3	40	2	174	10
Feb-19	21	58	5	30	7	90	0		11
Jan-19	16	101	5	150	2	89	1	22	4
Dec-18	18	95	3	32	4	35	3	94	1
Nov-18	22	78	1	20	2	60	4	114	7
Oct-18	29	62	10	25	14	36	4	105	8
Sep-18	29	59	8	56	8	51	0		15
Aug-18	30	64	10	49	8	43	6	82	8
Jul-18	26	57	4	44	6	26	0		6
Jun-18	30	49	6	18	5	26	4	141	12
May-18	26	39	8	42	11	35	0		13
Apr-18	21	33	8	27	7	13	0		11