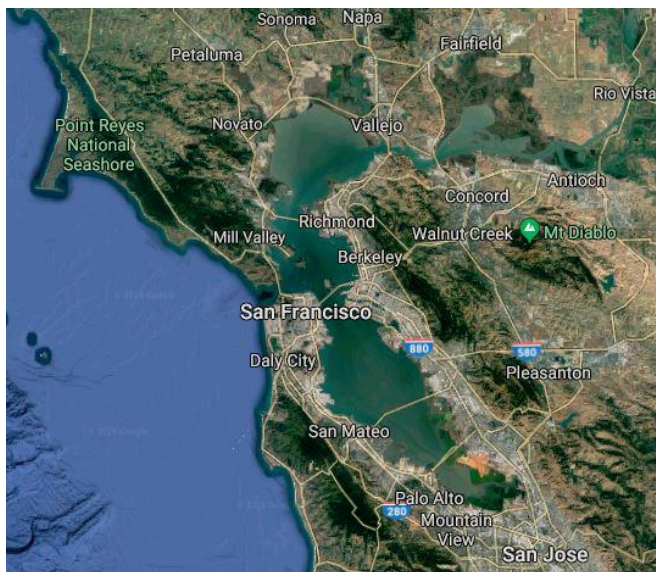


# San Francisco Bay Area Real Estate Selected Supply & Demand Statistics

Quantifying the Effects of the Coronavirus:

Market Activity Continues to Bounce Back

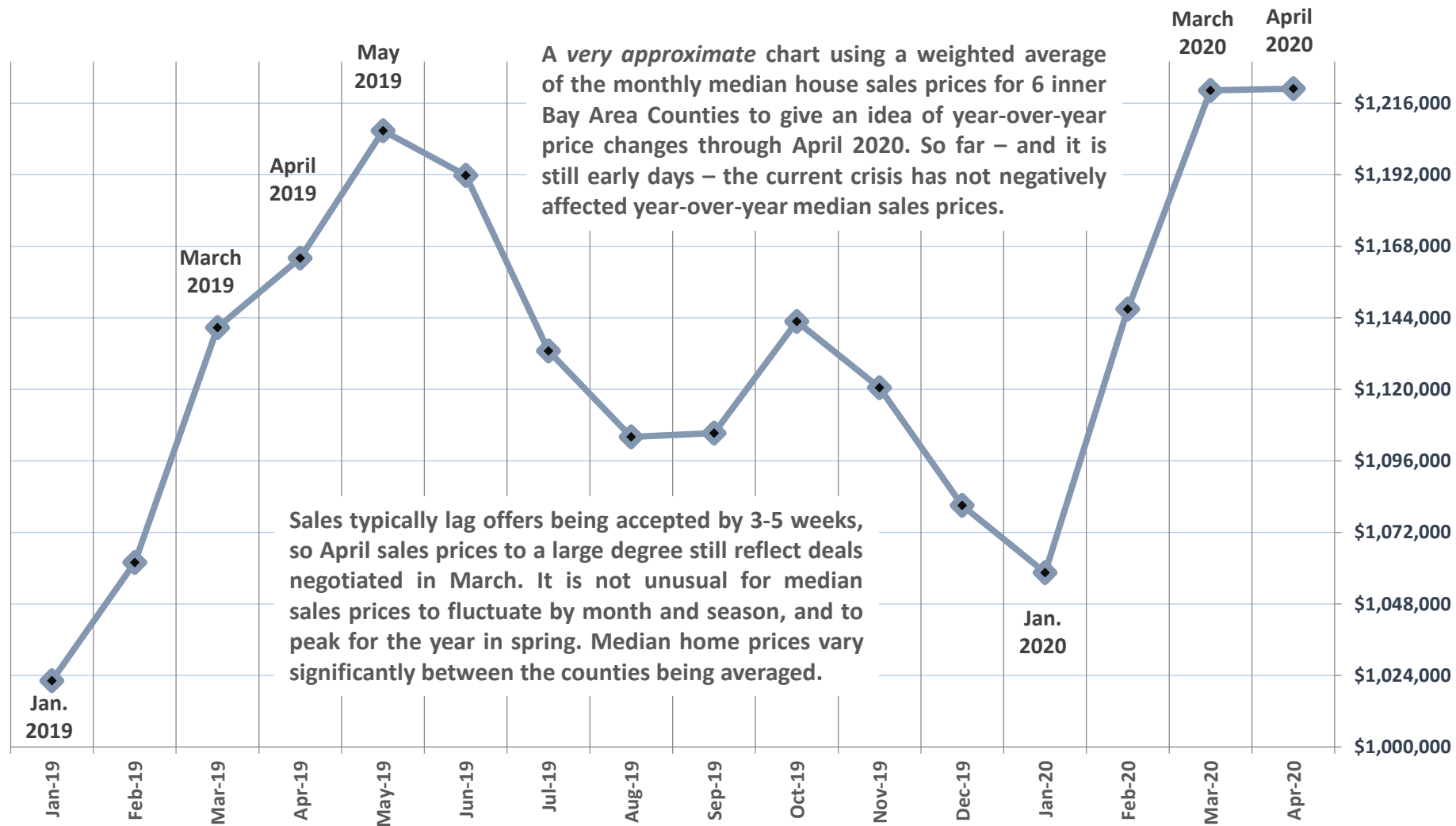
Mid-May 2020 Update



\* MLS reported data for 6-10 counties (depending on the analysis) in the greater Bay Area, per Broker Metrics. Last period's data on each chart is estimated based on available data and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

# Approximate Bay Area Median Home Price Trends

Averaging Monthly Median HOUSE Sales Prices since January 2019

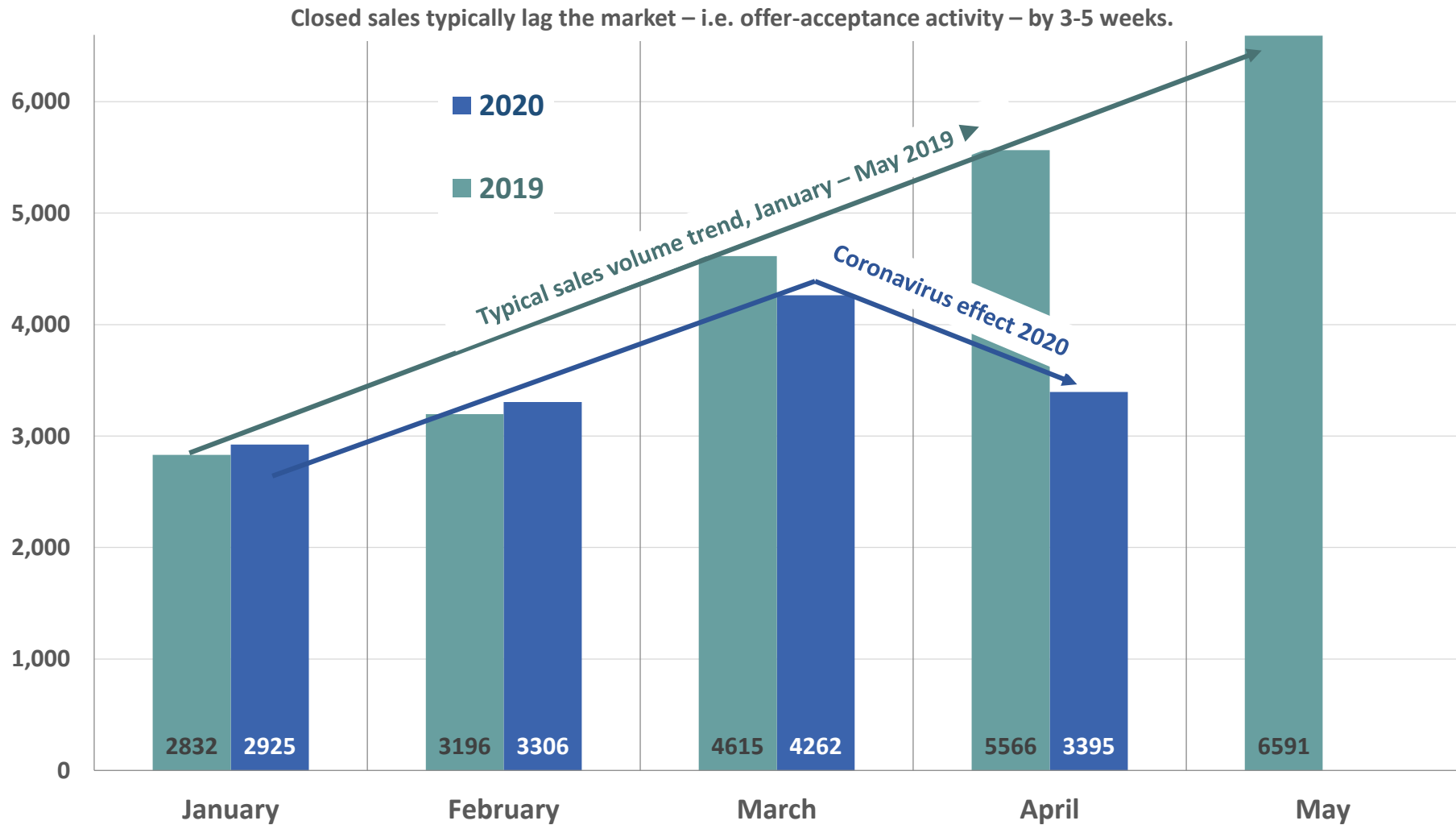


An approximate weighted average of median house sales prices reported to MLS, per Broker Metrics for San Francisco, San Mateo, Santa Clara, Marin, Alameda & Contra Costa Counties. May contain errors and subject to revision.

COMPASS

# San Francisco Bay Area Home Sales Volume

Year-over-Year Comparison by Month, Early 2020 vs. Early 2019



Residential sales reported to MLS for 8 Bay Area counties, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

COMPASS

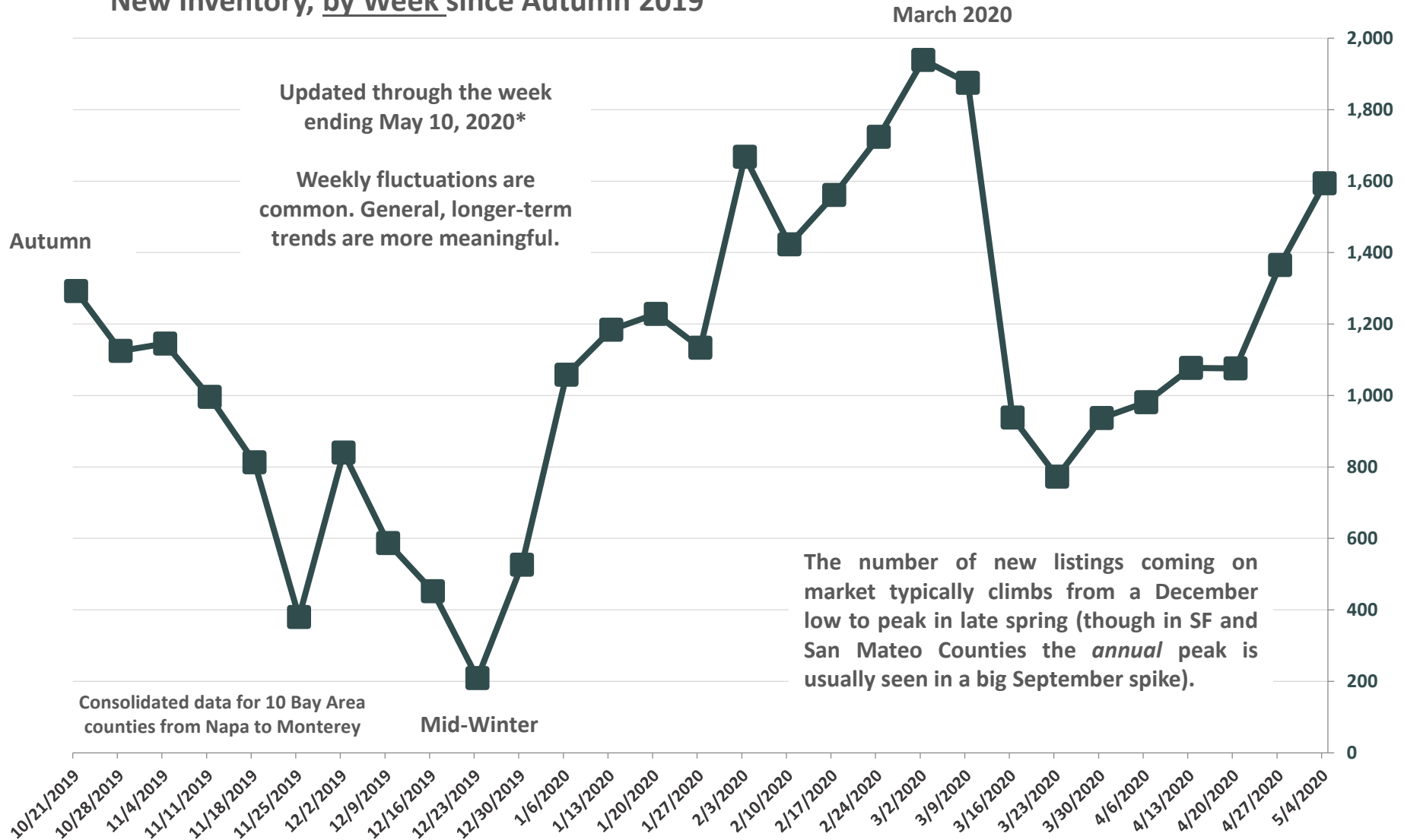


The next series of weekly charts does the best job of illustrating the sudden, dramatic impact on market activity of shelter-in-place in mid-March – and the bounce back that began after the low point in late March-early April.

Generally speaking, the trends illustrated have been consistent across Bay Area markets.

# San Francisco Bay Area: New Listings Coming on Market

## New Inventory, by Week since Autumn 2019

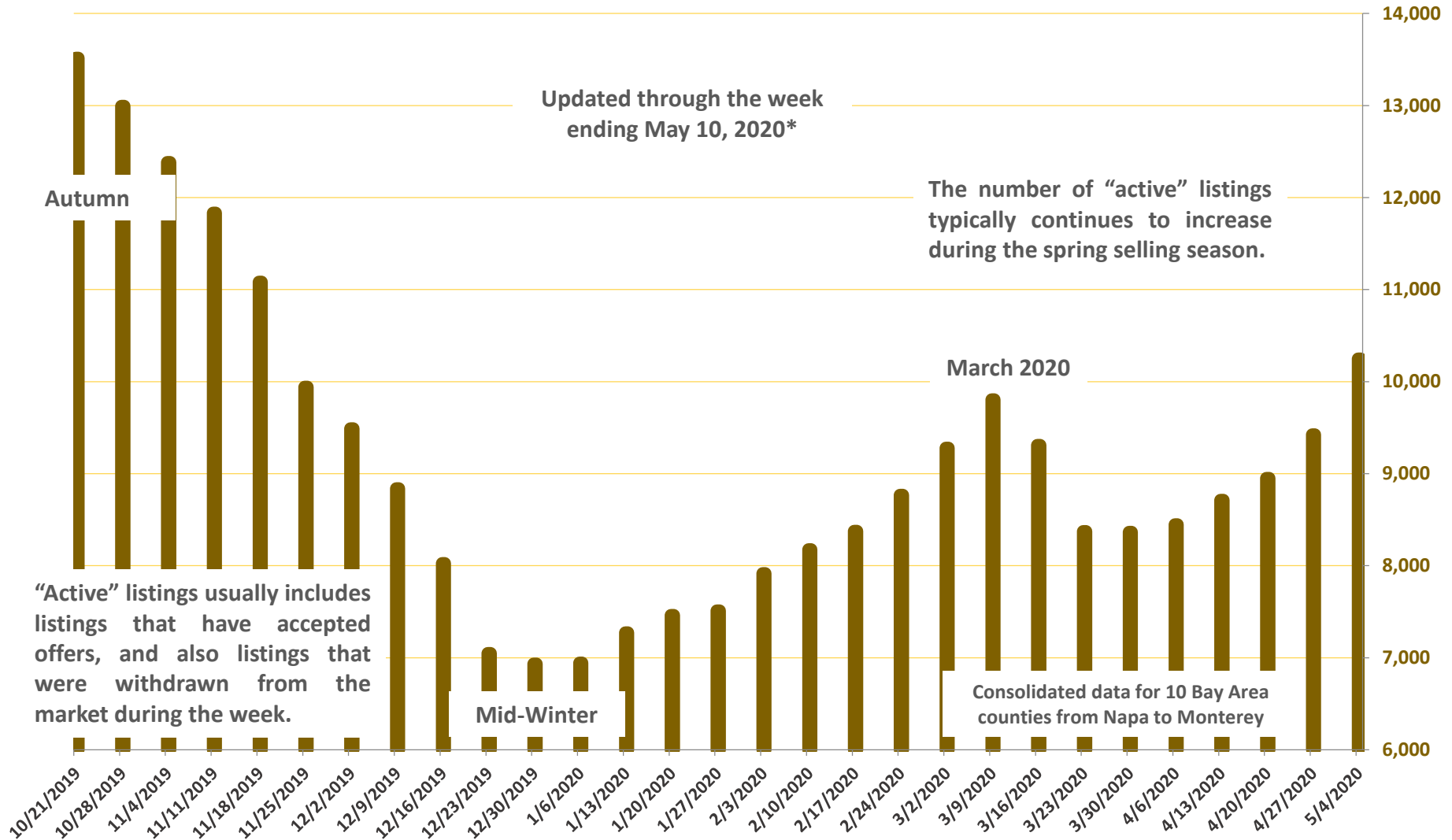


\* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. Anomalies adjusted when identified. All numbers are approximate.

COMPASS

# San Francisco Bay Area: Homes for Sale

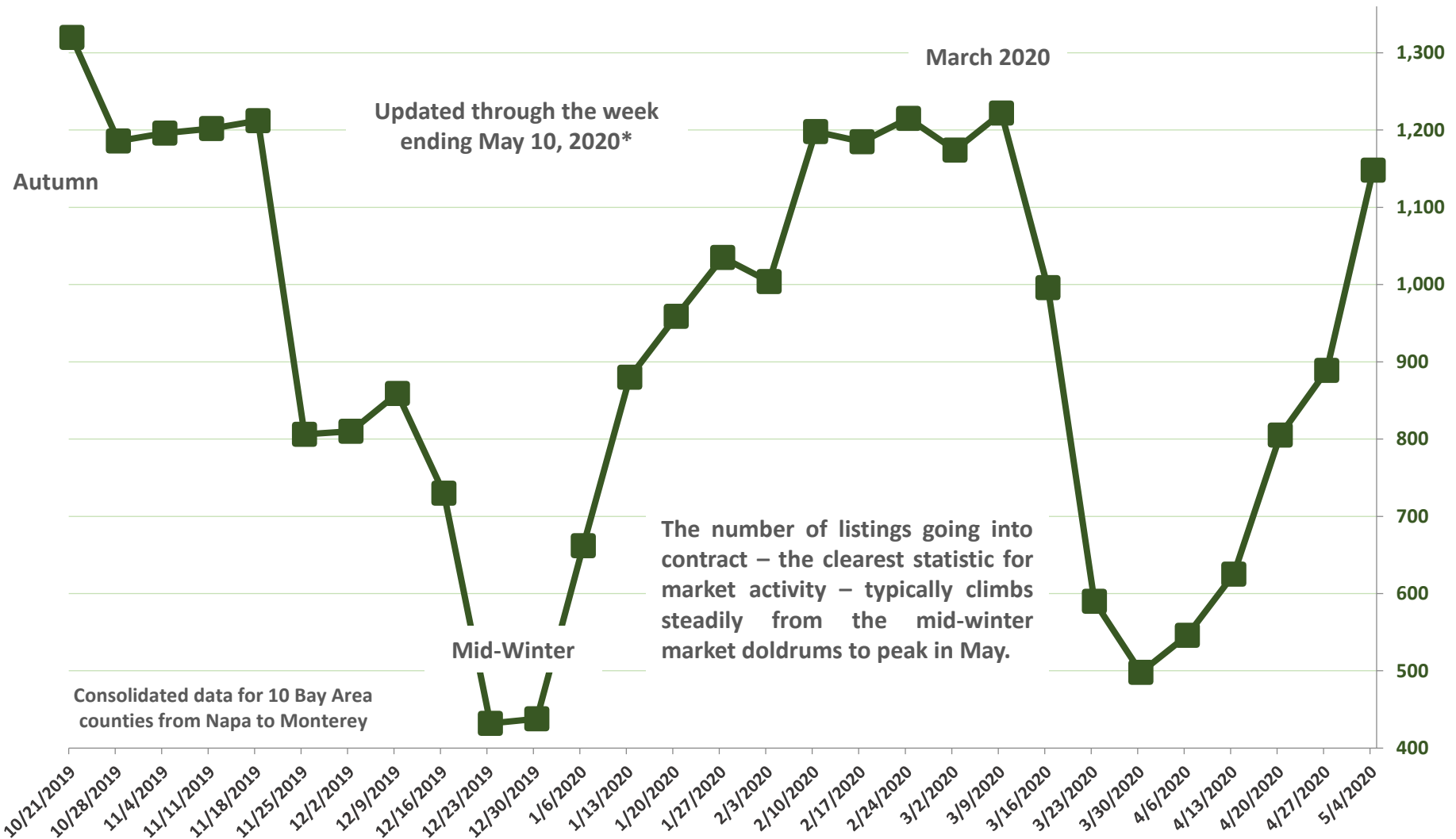
## Active Listings on Market, by Week since Autumn 2019



\* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

# San Francisco Bay Area: Listings Accepting Offers

Number of Listings Going into Contract, by Week since Autumn 2019

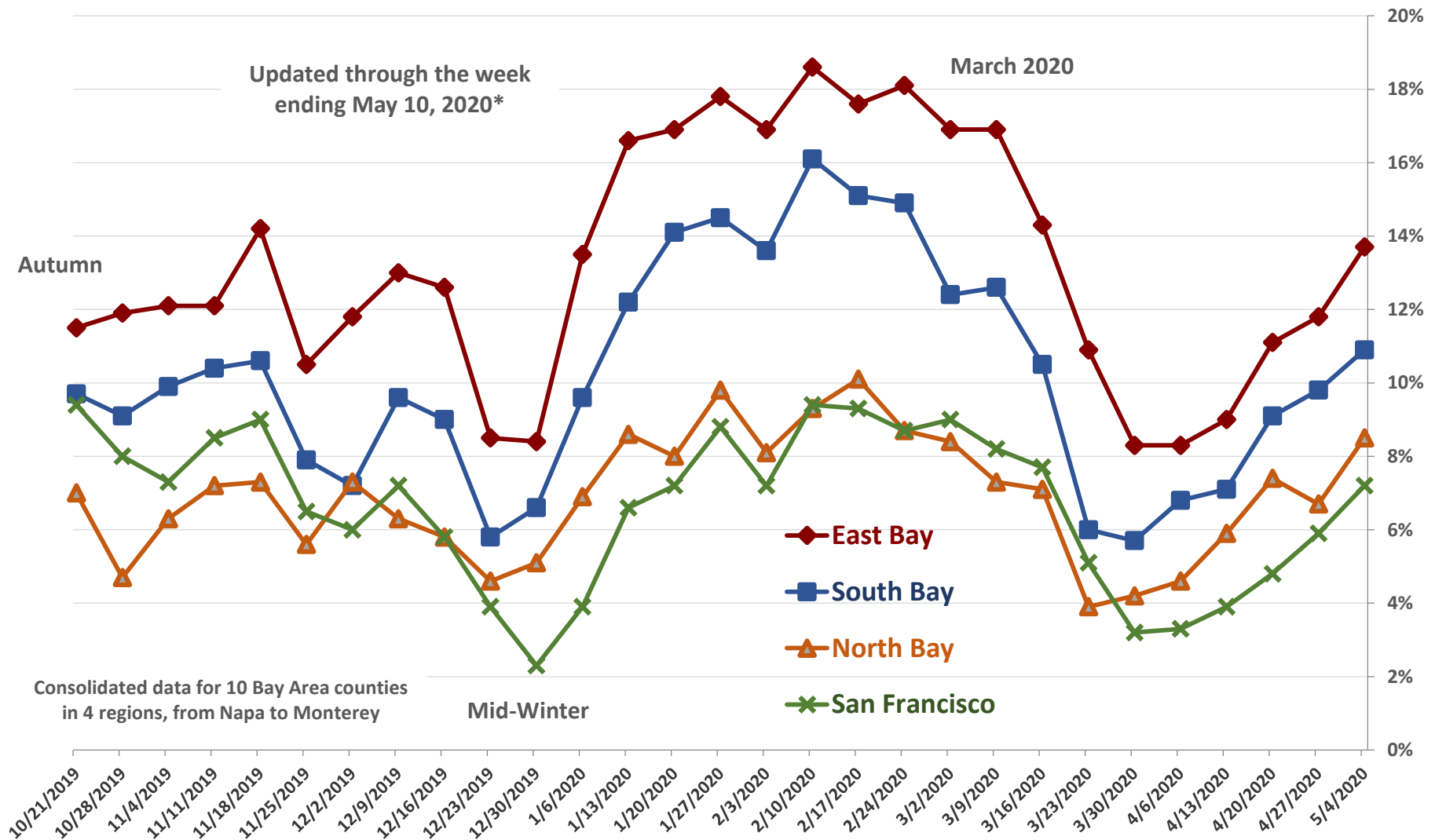


\* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

COMPASS

# San Francisco Bay Area: Percentage of Listings Accepting Offers

% of Listings Going into Contract, by Week since Autumn 2019



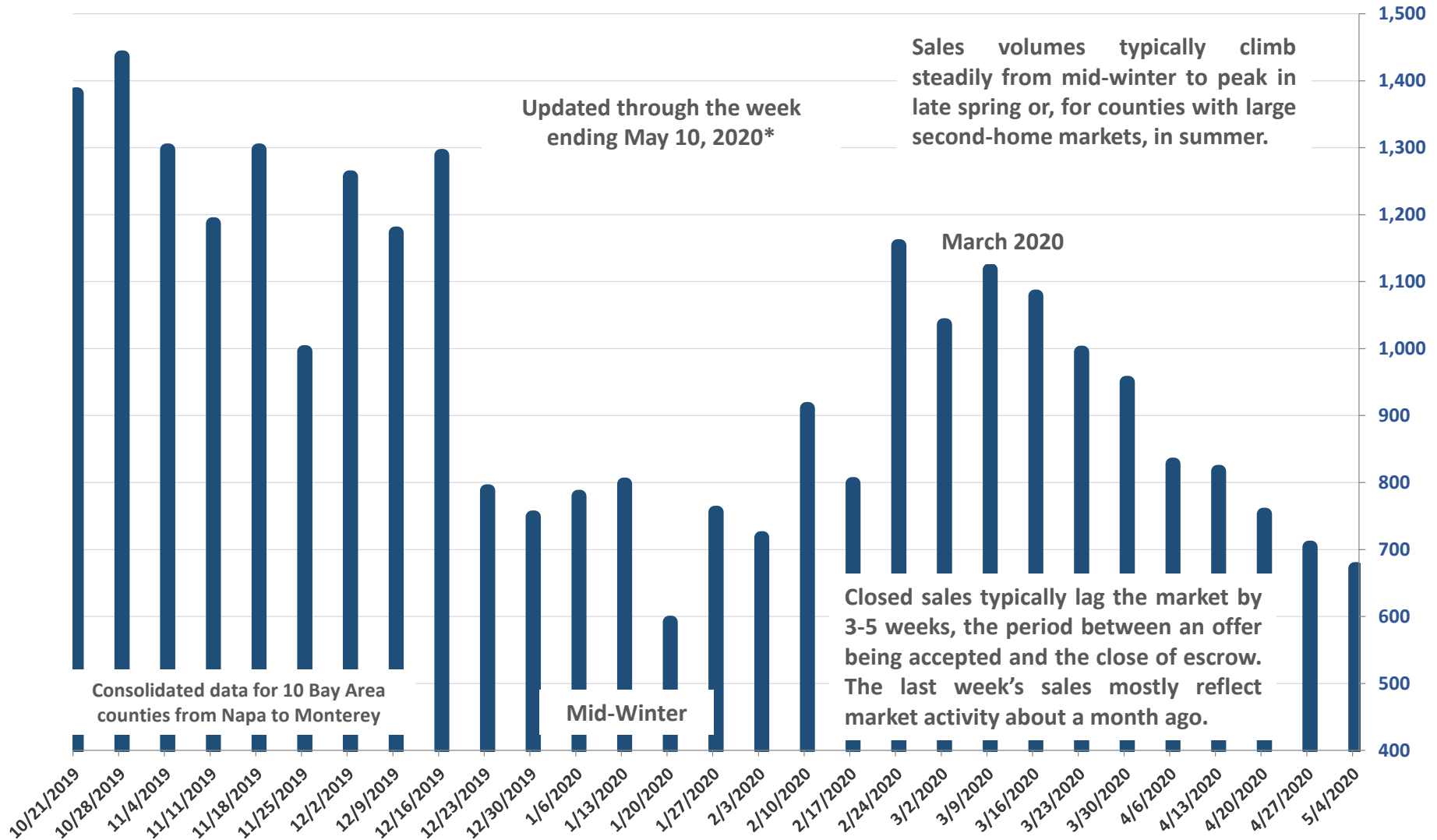
\* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

COMPASS



# San Francisco Bay Area: Home Sales

## Listings Closing Escrow, by Week since Autumn 2019



\* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data may change with late reported activity, but typically not of a magnitude to affect general trend lines significantly. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

MLS reported data for 6-10 counties (depending on the analysis) in the greater Bay Area, per Broker Metrics. Not all activity is reported to MLS. Last period's data on each chart is estimated based on available data and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

It is impossible to know how market statistics apply to any particular home without a specific comparative market analysis.

These analyses were made in good faith and it is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in San Francisco and the Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

Compass Bay Area Market Reports: <https://www.bayareamarketreports.com/>

*Compass is a real estate broker licensed by the State of California, DRE 01527235. Equal Housing Opportunity. This report has been prepared solely for information purposes. The information herein is based on or derived from information generally available to the public and/or from sources believed to be reliable. No representation or warranty can be given with respect to the accuracy or completeness of the information. Compass disclaims any and all liability relating to this report, including without limitation any express or implied representations or warranties for statements contained in, and omissions from, the report. Nothing contained herein is intended to be or should be read as any regulatory, legal, tax, accounting or other advice and Compass does not provide such advice. All opinions are subject to change without notice. Compass makes no representation regarding the accuracy of any statements regarding any references to the laws, statutes or regulations of any state are those of the author(s). Past performance is no guarantee of future results.*