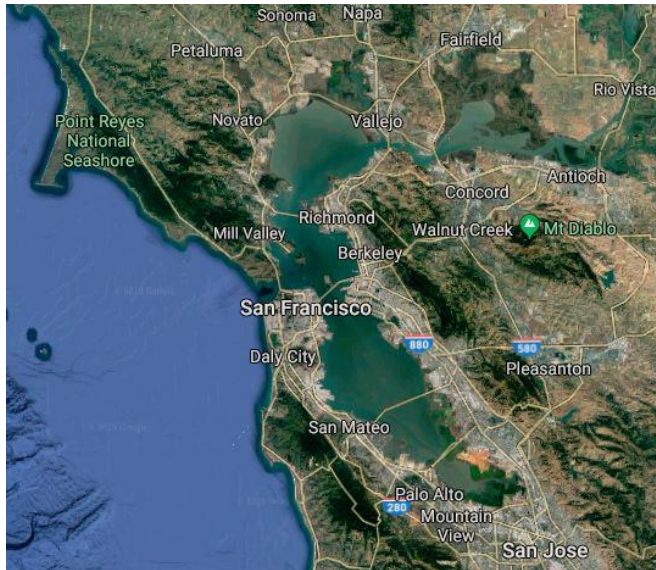


San Francisco Bay Area Real Estate Selected Supply & Demand Statistics

Effects of the Coronavirus

Due to the lag time – typically 3 to 5 weeks – between offers being accepted and sales closing escrow, and the decline in the number of listings going into contract, it is too soon for sales prices to clearly reflect the impact of the virus (if there is going to be an impact).

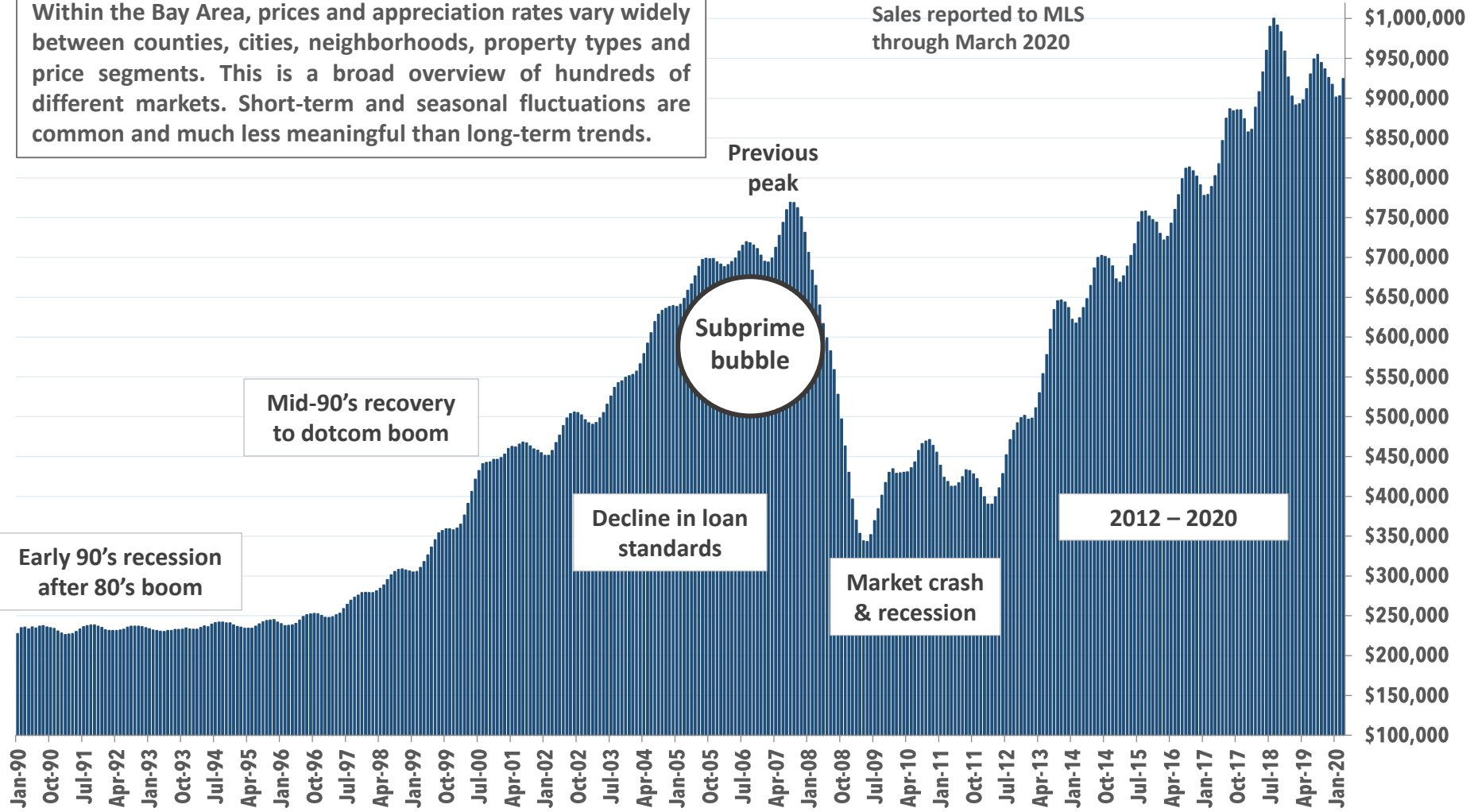


* MLS reported data for 10 counties of the greater Bay Area, per Broker Metrics. Except the chart tracking the Bay Area median house price since 1990 uses CAR data for 9 counties. Last period's data is estimated based on available data and may change with late reported activity, but typically not of a magnitude to significantly affect general trend lines. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

Bay Area Home Price Appreciation – Long-Term Overview

Monthly Median House Sales Prices, 1990 – Present, 6-Month Rolling Average

Within the Bay Area, prices and appreciation rates vary widely between counties, cities, neighborhoods, property types and price segments. This is a broad overview of hundreds of different markets. Short-term and seasonal fluctuations are common and much less meaningful than long-term trends.

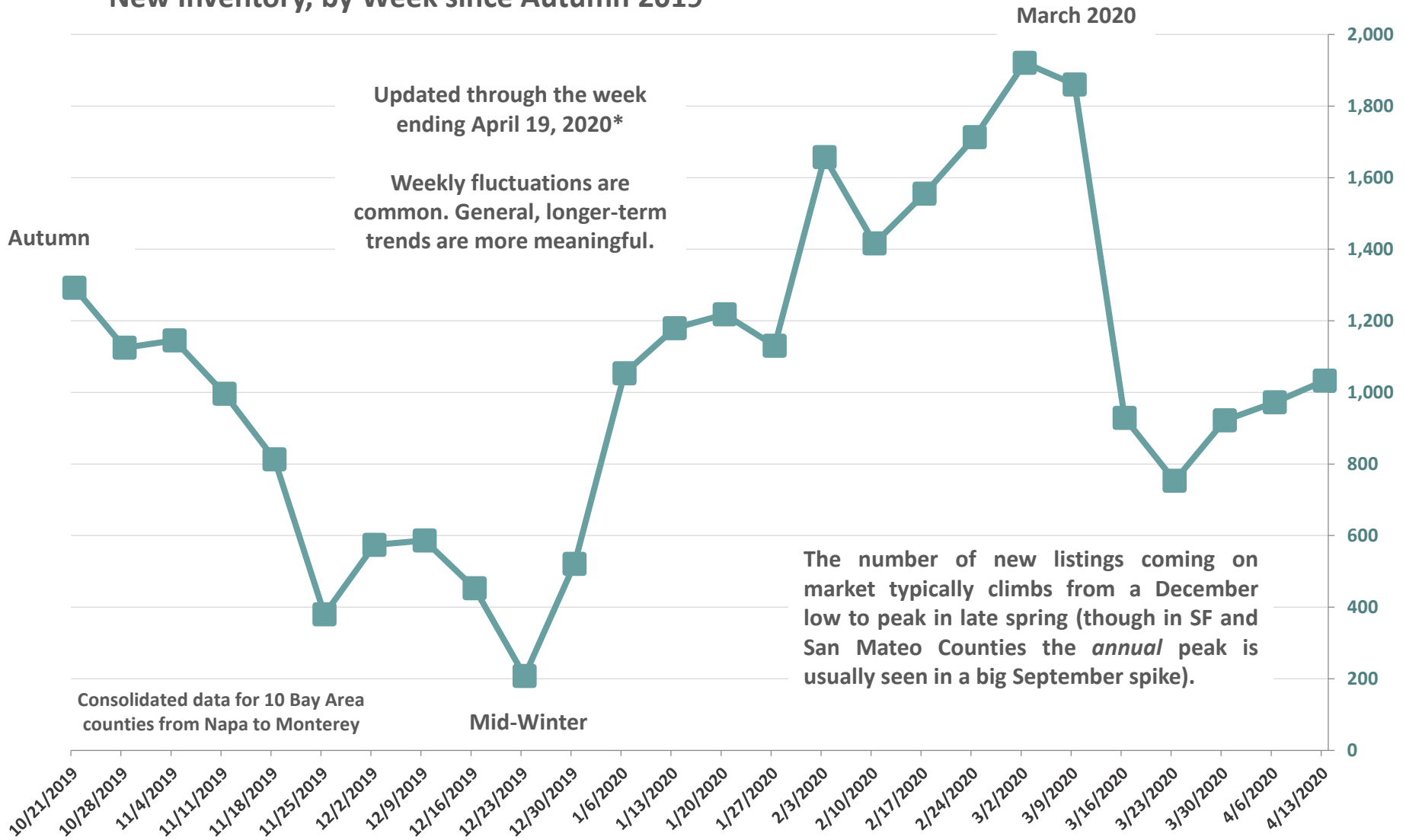


Each point reflects the 6 month rolling average of monthly median sales prices for existing houses, 9 Bay Area Counties, per CA Assoc. of Realtors. Analysis may contain errors and subject to revision. All numbers approximate.



San Francisco Bay Area: New Listings Coming on Market

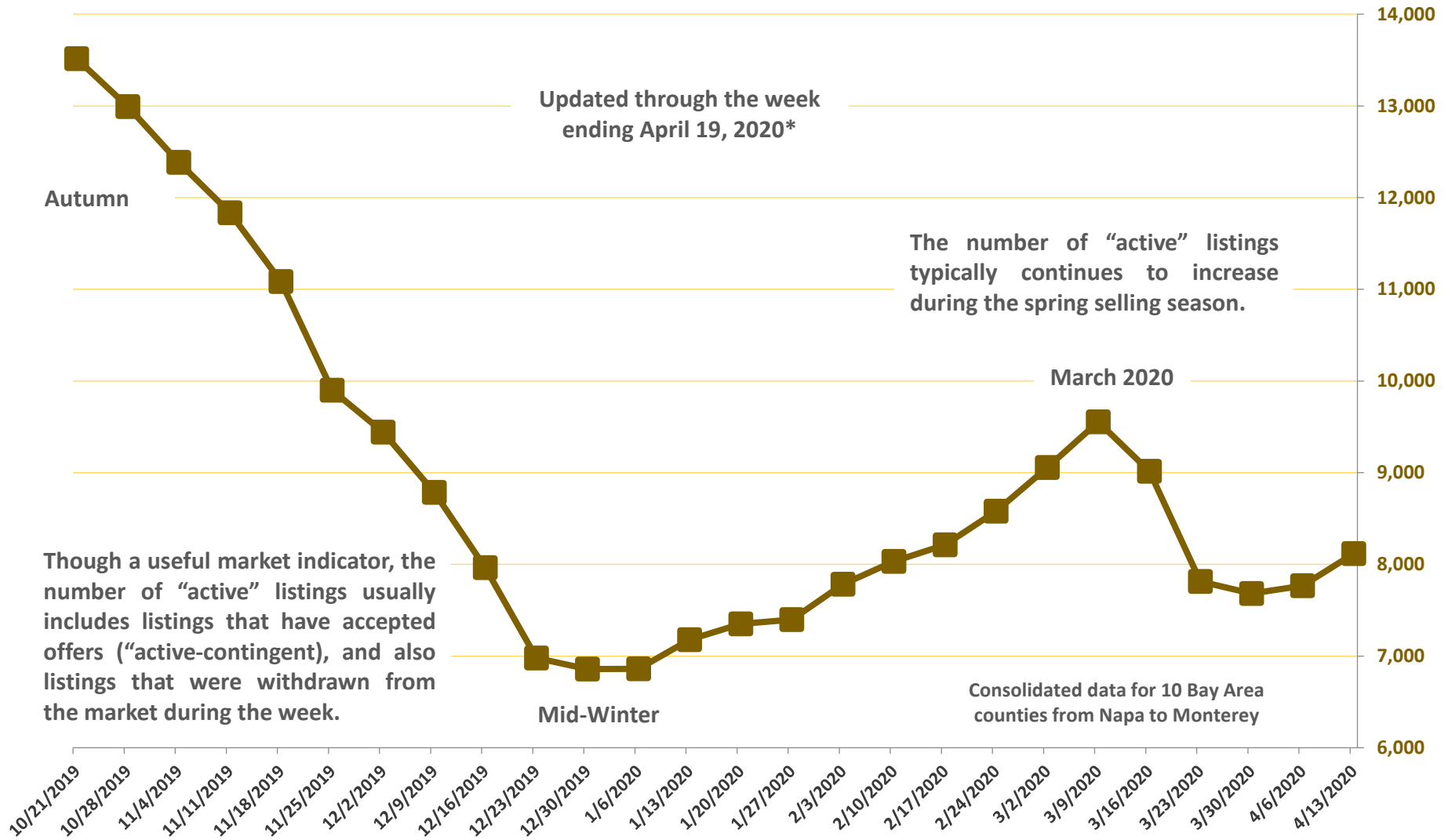
New Inventory, by Week since Autumn 2019



* 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.

San Francisco Bay Area: Homes for Sale

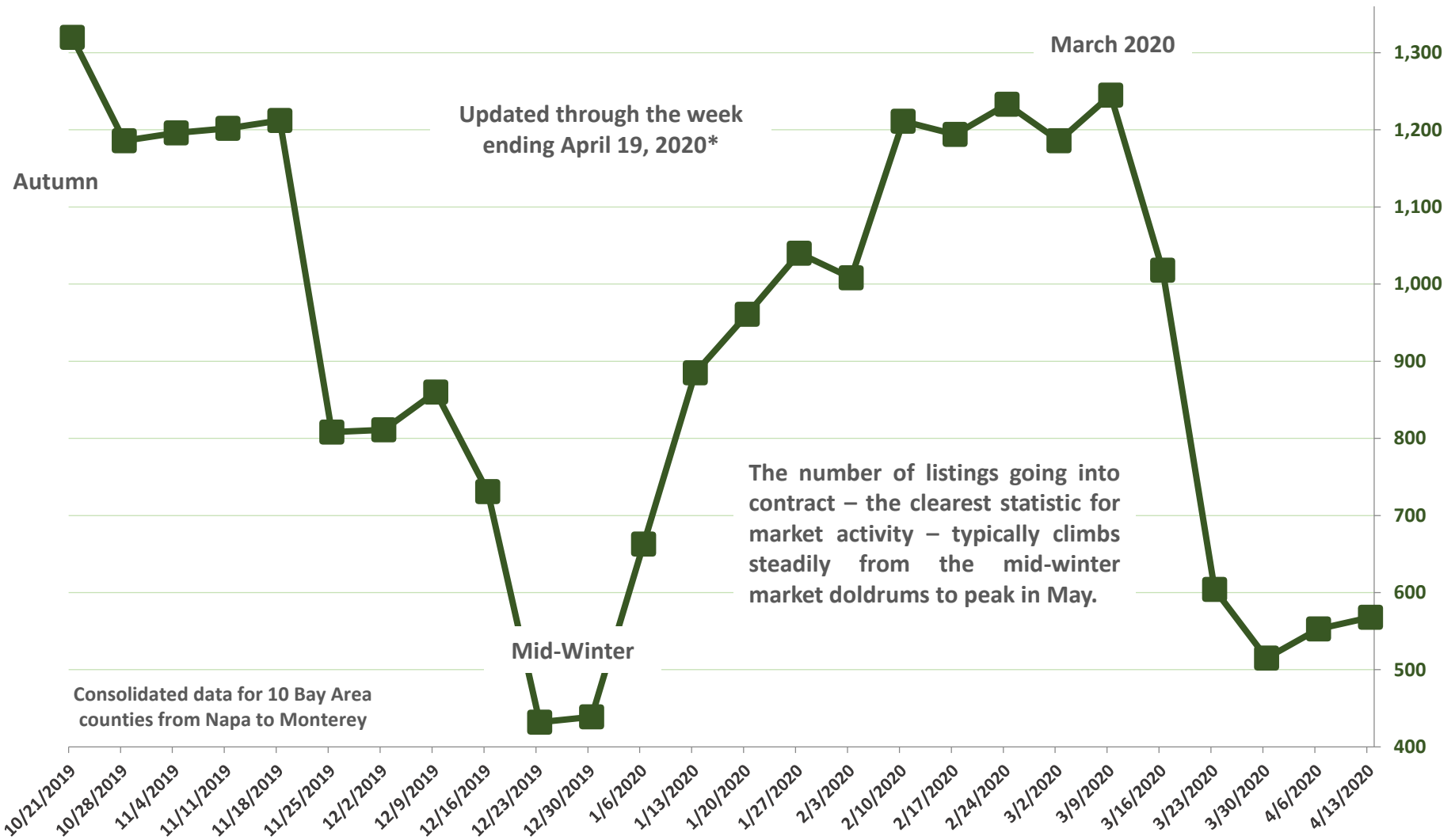
Active Listings on Market, by Week since Autumn 2019



* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated 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

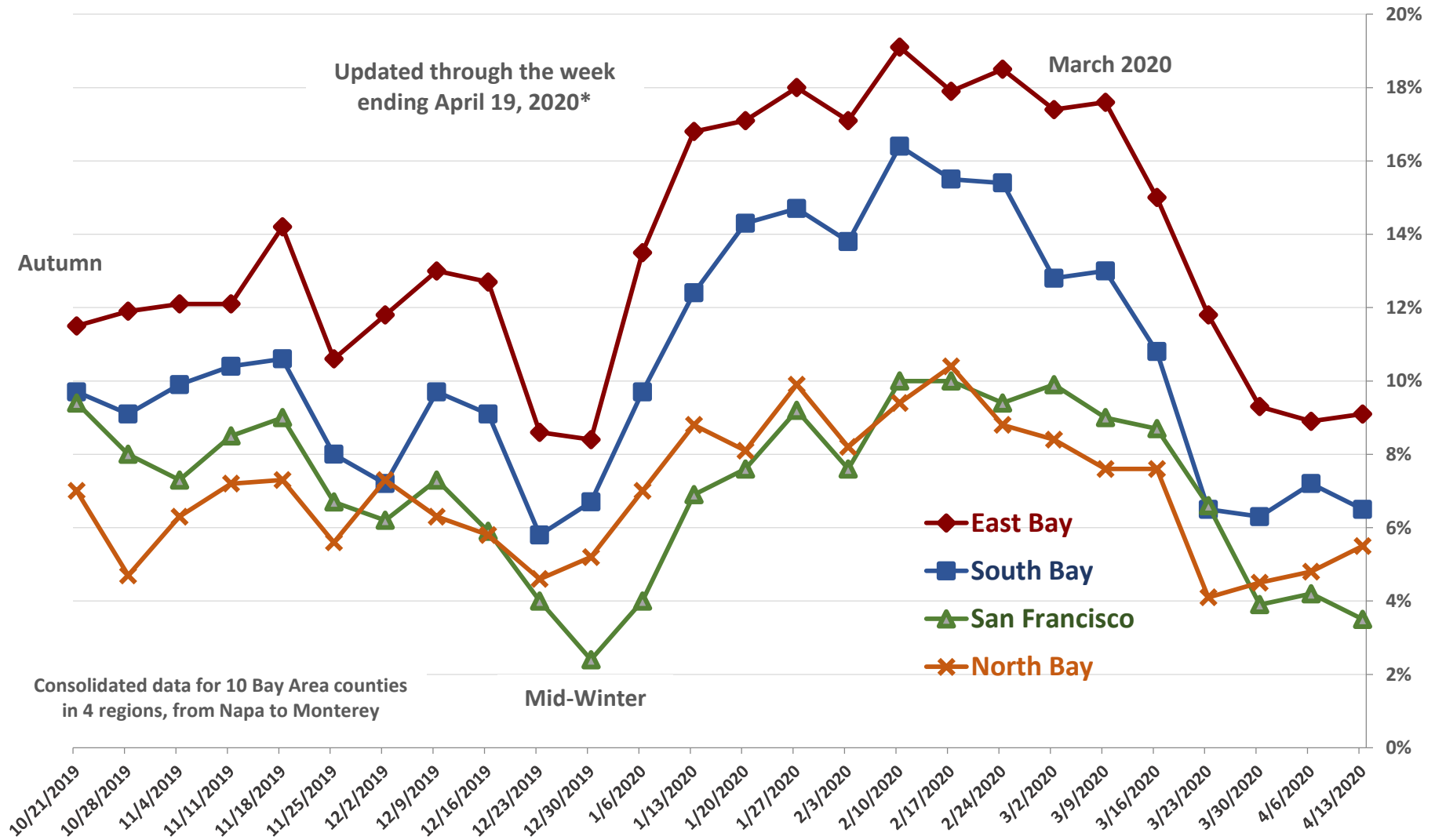
Number of Listings Going into Contract, by Week since Autumn 2019



* 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.

San Francisco Bay Area: Percentage of Listings Accepting Offers

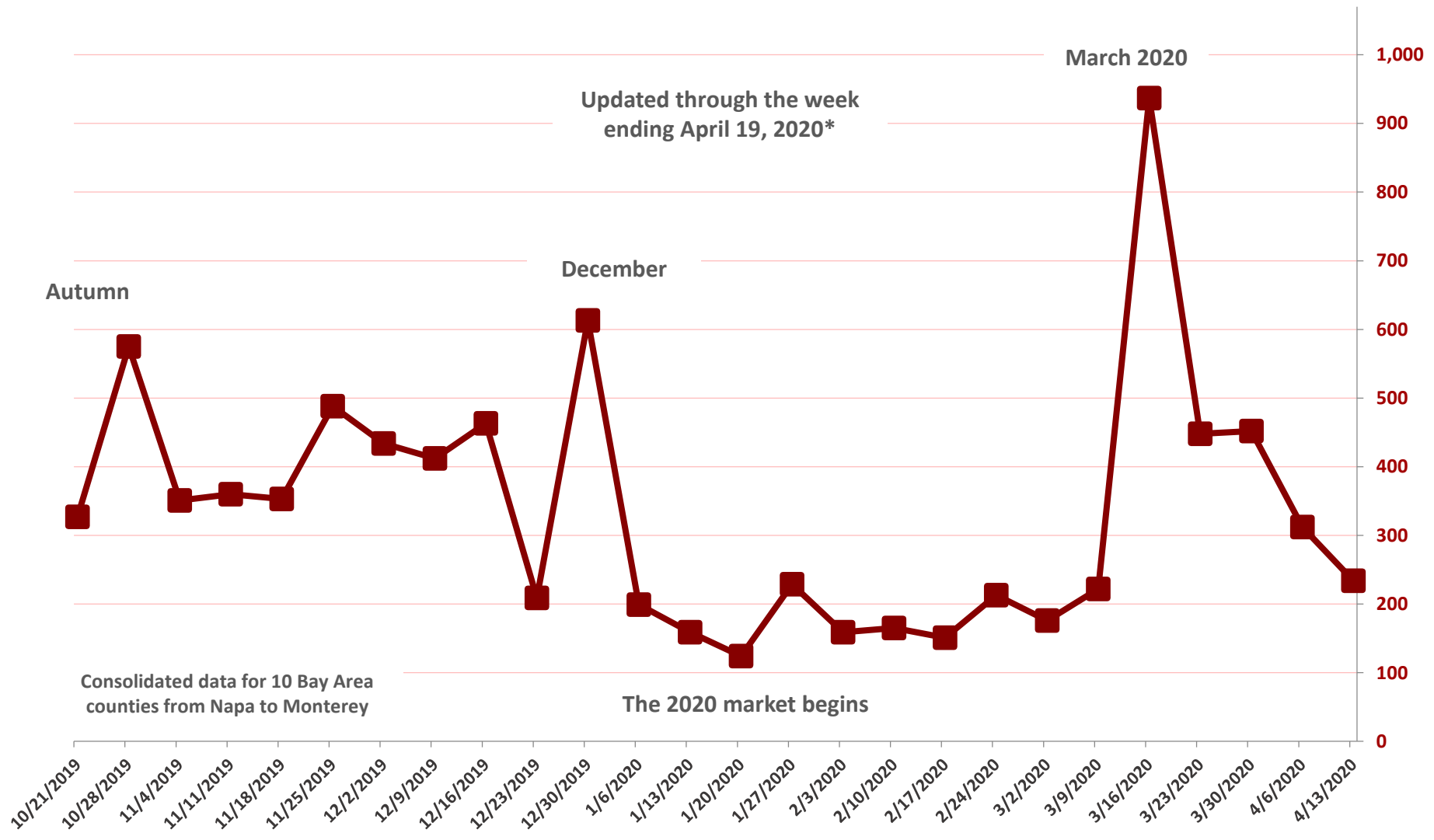
% of Listings Going into Contract, by Week since Autumn 2019



* 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.

San Francisco Bay Area: Listings Withdrawn from Market

Listings Pulled Off Market (Expired or Withdrawn), by Week since Autumn 2019



* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data 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.

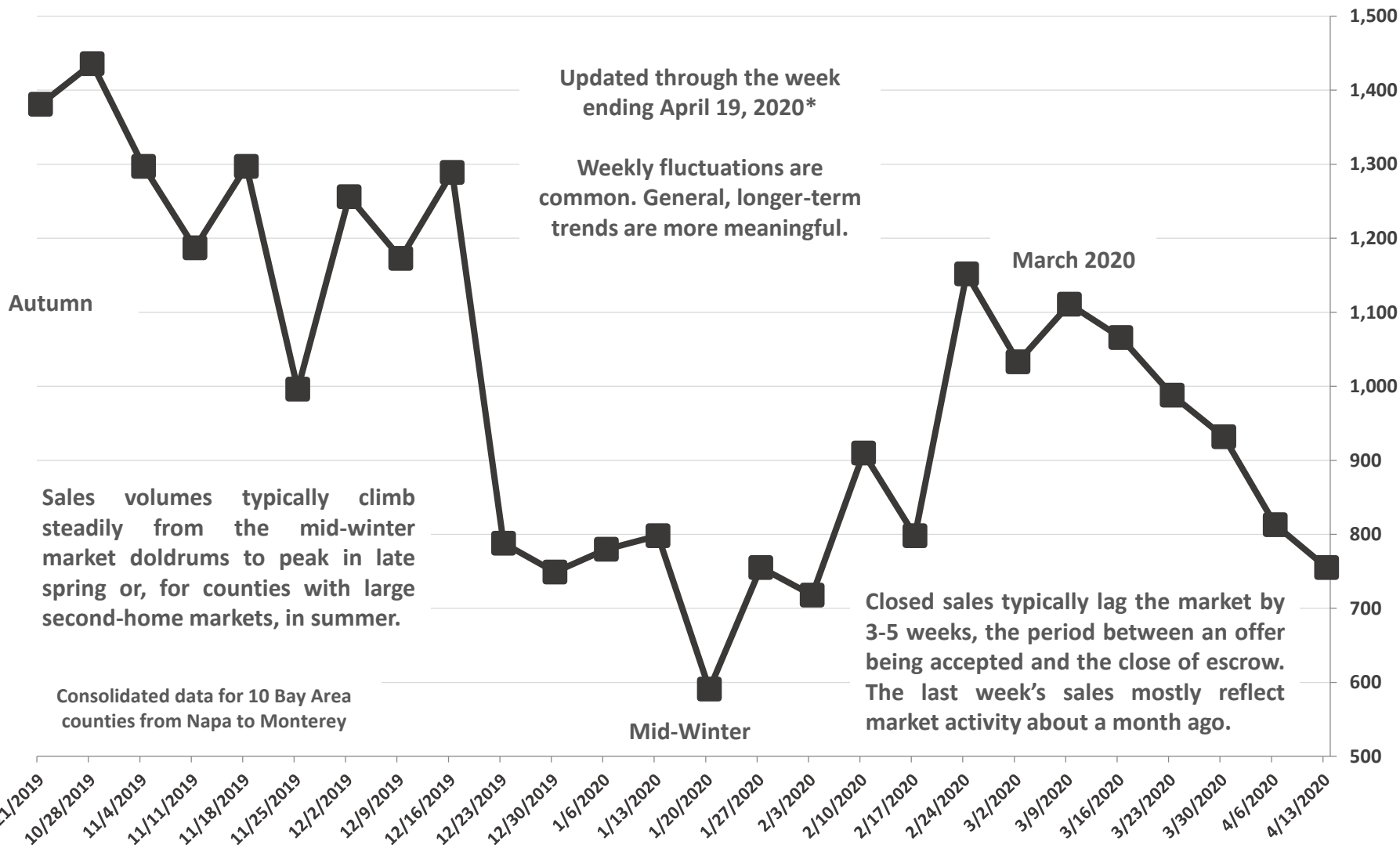


San Francisco Bay Area: Home Sales

Listings Closing Escrow, by Week since Autumn 2019

Updated through the week ending April 19, 2020*

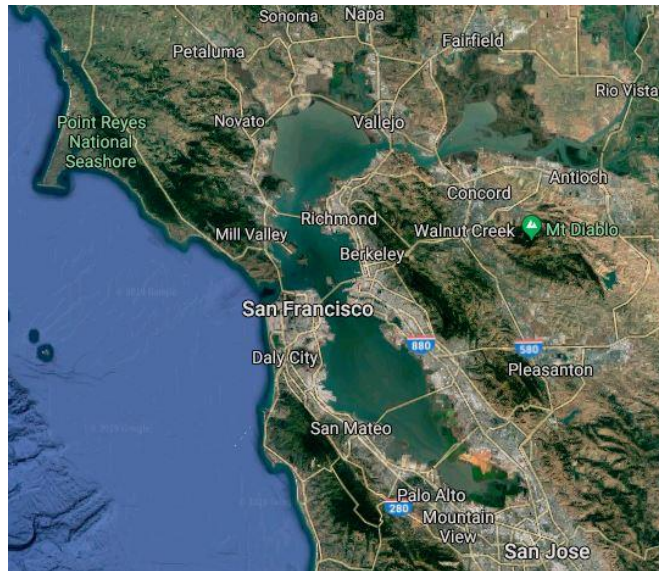
Weekly fluctuations are common. General, longer-term trends are more meaningful.



* 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.

San Francisco Bay Area Homes \$2 Million & Above

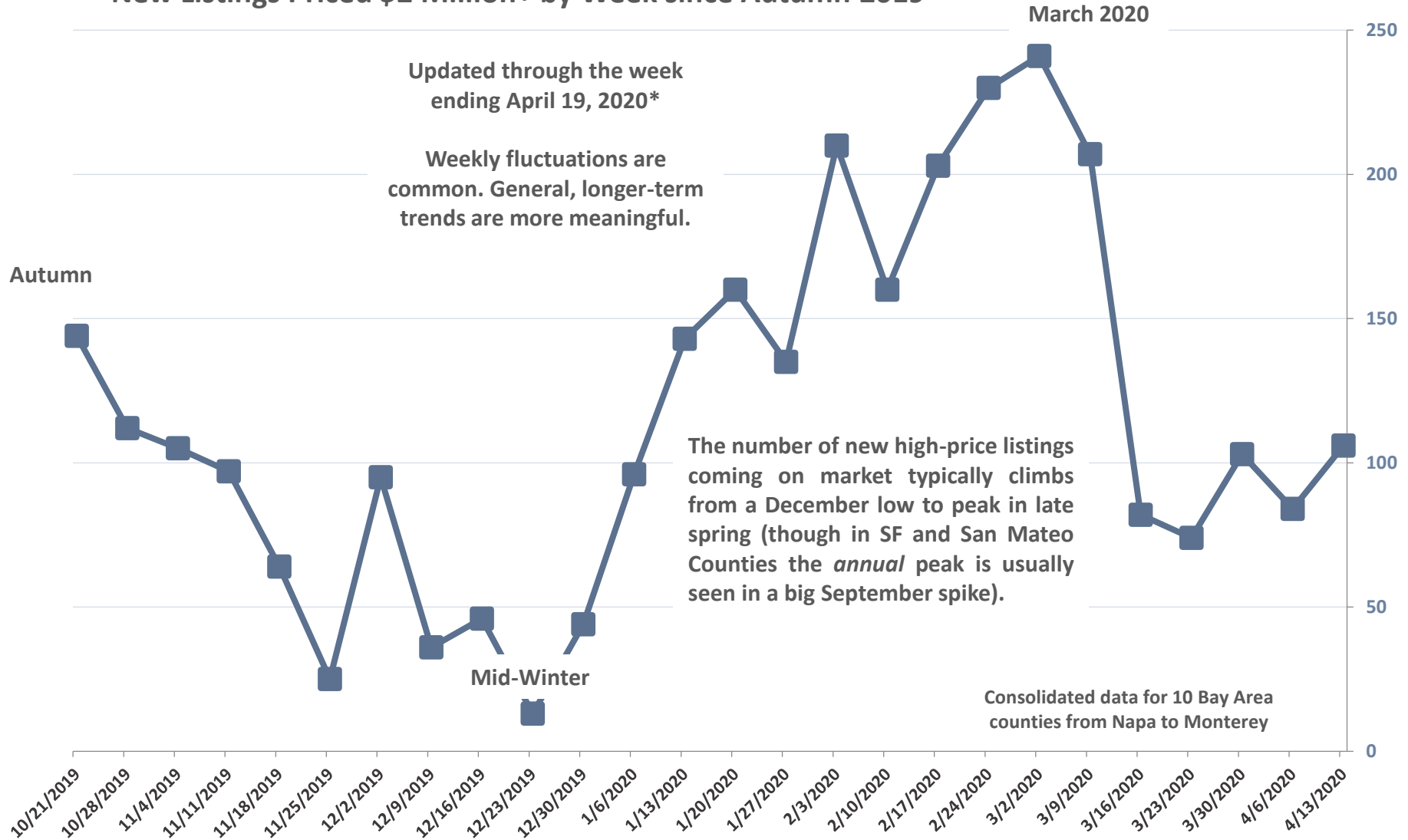
Effects of the Coronavirus on Standard Supply & Demand Statistics



* MLS reported data for 10 counties of the greater Bay Area, per Broker Metrics. Last week's data 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.

San Francisco Bay Area: New Higher-Price Listings Coming on Market

New Listings Priced \$2 Million+ by Week since Autumn 2019



* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data 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. Anomalies adjusted when identified. All numbers are approximate.

San Francisco Bay Area: Higher-Price Listings Accepting Offers

Listings Priced \$2 Million+ Going into Contract by Week since Autumn 2019

Updated through the week ending April 19, 2020*

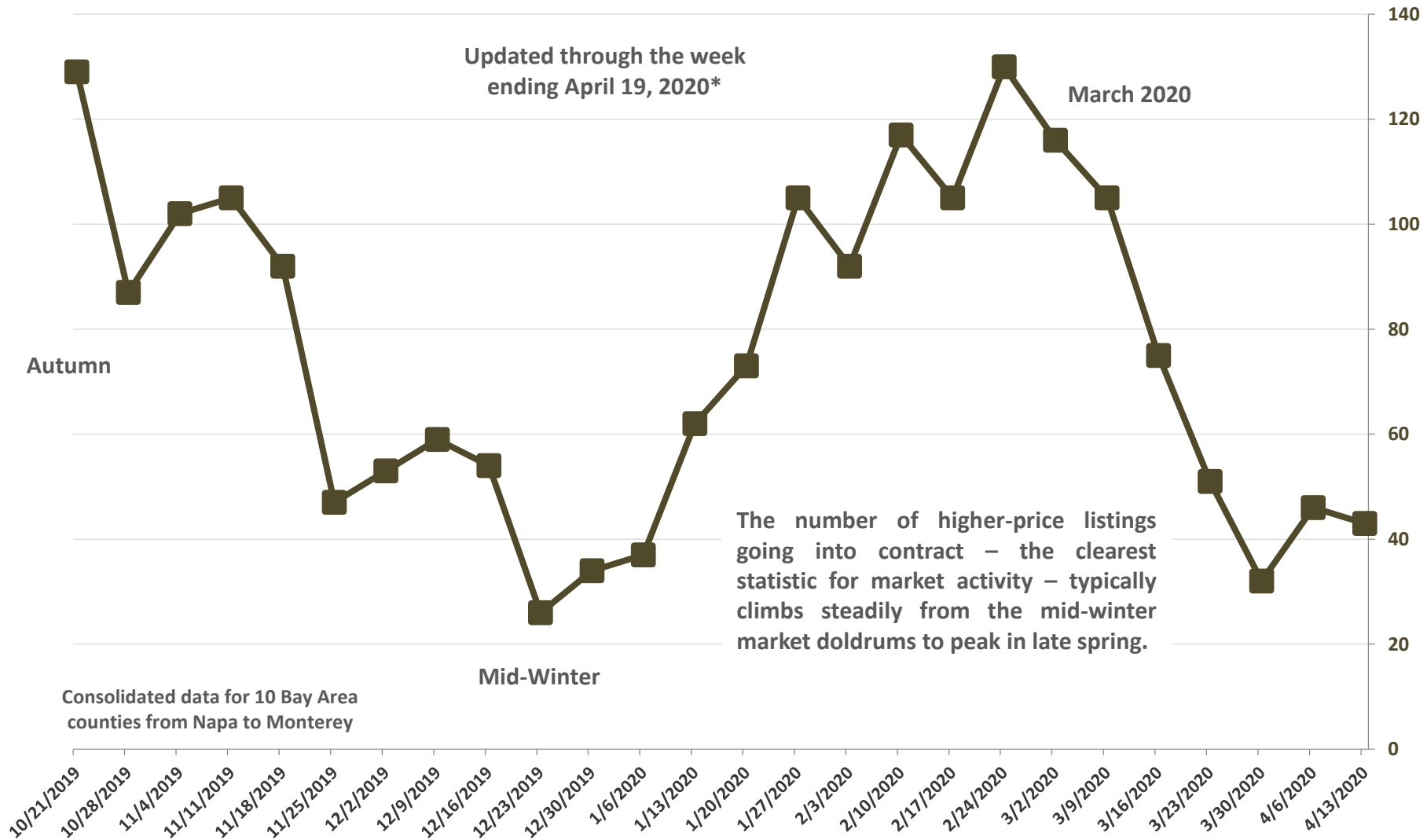
March 2020

Autumn

The number of higher-price listings going into contract – the clearest statistic for market activity – typically climbs steadily from the mid-winter market doldrums to peak in late spring.

Mid-Winter

Consolidated data for 10 Bay Area counties from Napa to Monterey

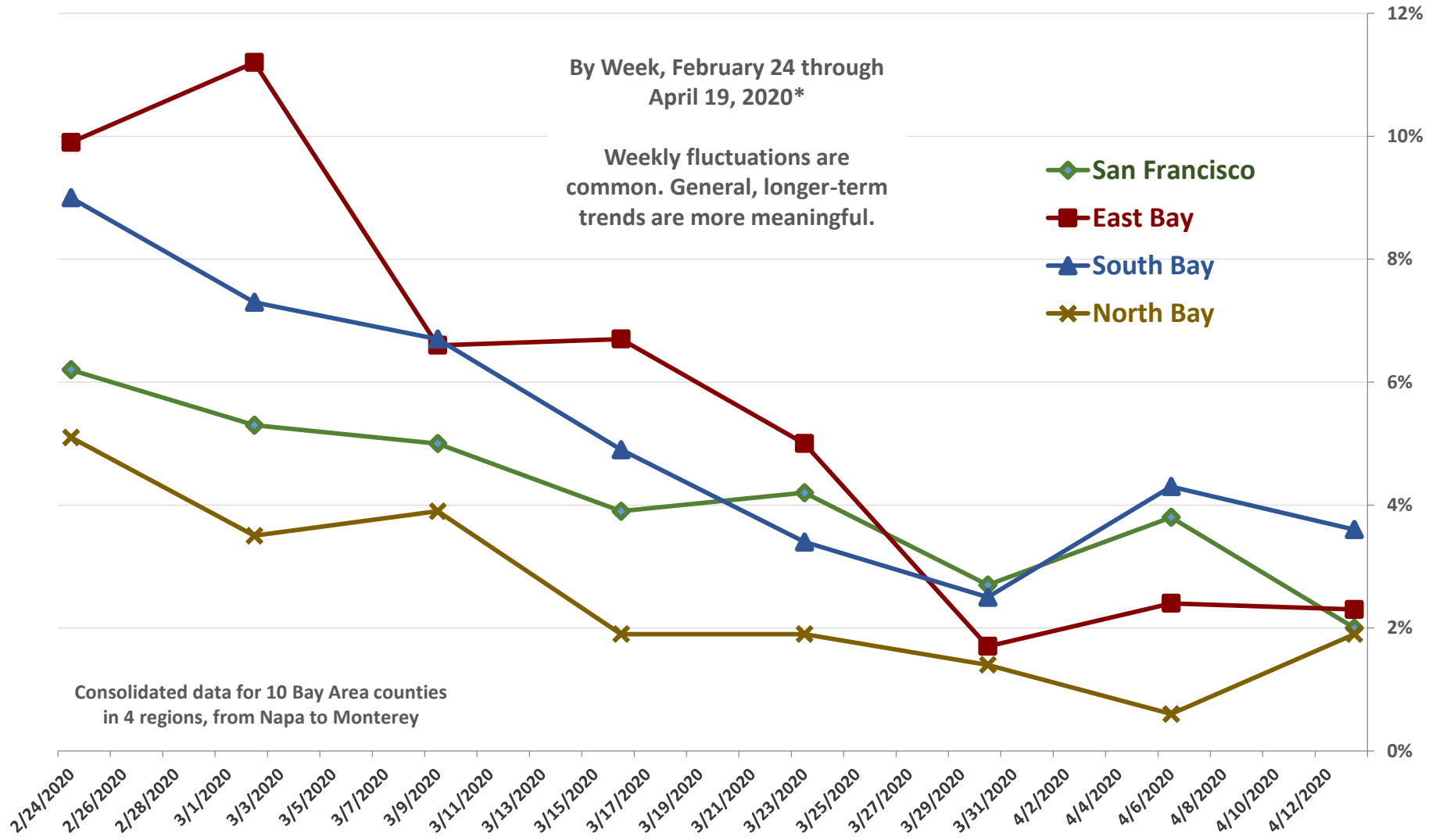


* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data is estimated based on available data and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.



San Francisco Bay Area: % of Higher Price Listings Accepting Offers

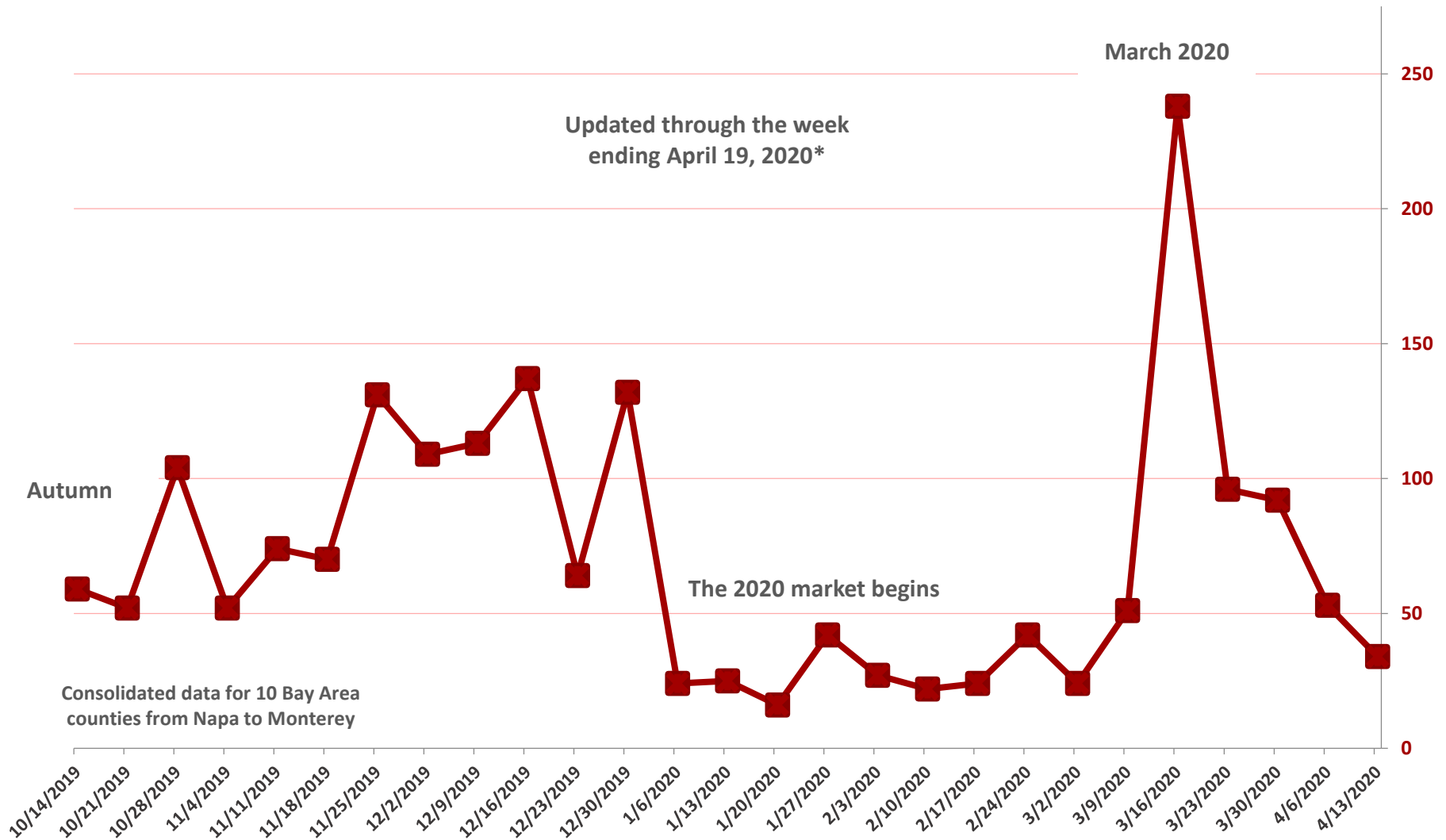
\$2 Million Listings: Percentage Going into Contract



* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data 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.

San Francisco Bay Area: Higher-Price Listings Withdrawn from Market

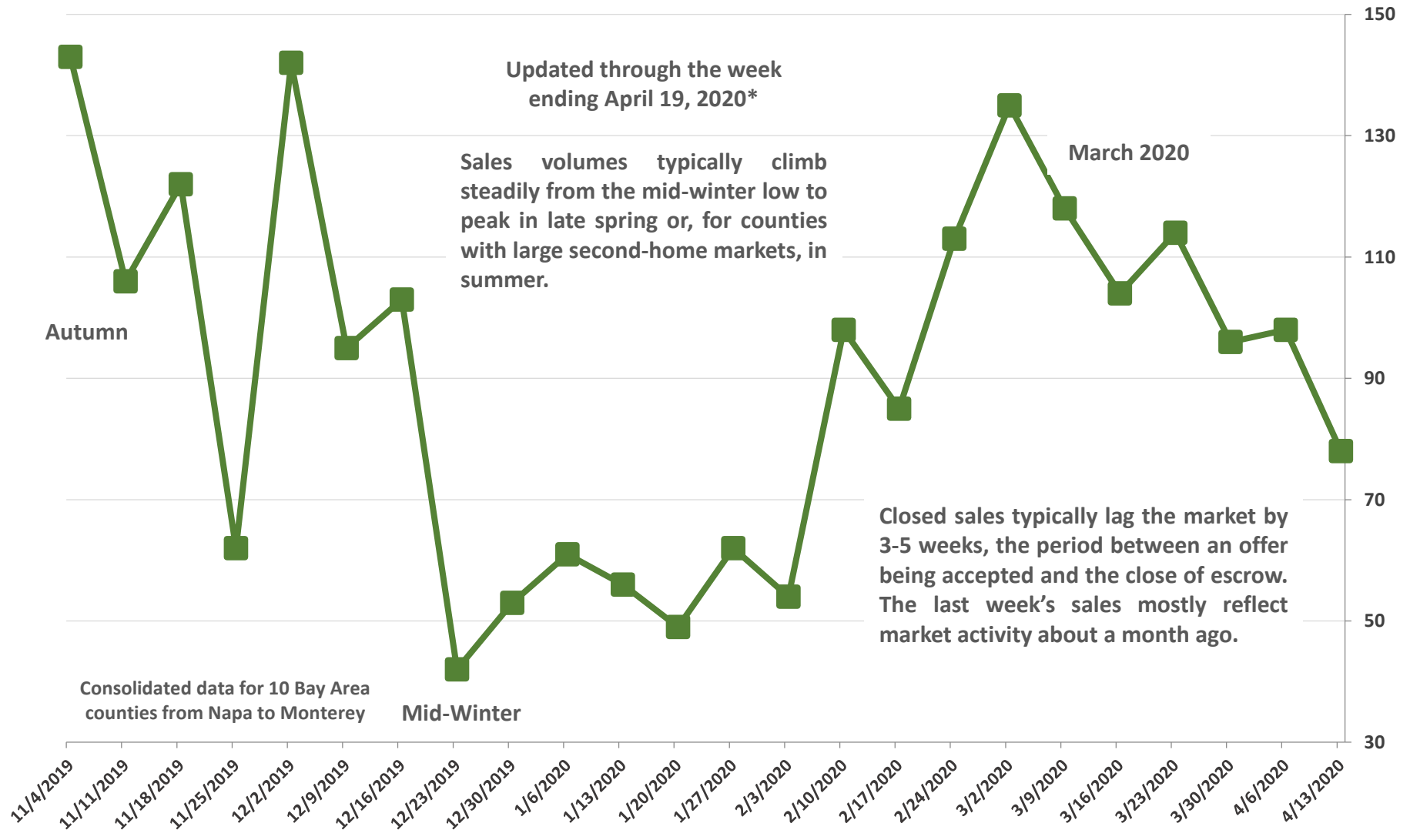
Expired/Withdrawn Listings, Priced \$2 Million+, by Week since Autumn 2019



* 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.

San Francisco Bay Area: Higher-Price Home Sales

\$2 Million+ Sales Prices, by Week since Late Autumn 2019



* MLS reported data 10 Bay Area Counties, per Broker Metrics. Last week's data 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.

Listings and sales reported to MLS – not all activity is reported. Data from sources deemed reliable, but may contain errors and subject to revision. Last data point is estimated based on available data and may change with late reported activity. All numbers to be considered approximate.

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

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