

| Single Family Homes Year-over-Year March-22 vs. March-21 |           |        |          |              |        |          |              |             |          |               |             |          |                 |                 |          |                    |        |          |              |        |          |                          |        |          |        |        |
|--|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|--------|--------|
| County   | Inventory |        |          | Closed Sales |        |          | Median Price |             |          | Average Price |             |          | Total Dollars   |                 |          | Med Days on Market |        |          | New Listings |        |          | % to List Price Received |        |          |        |        |
|  | Mar-22    | Mar-21 | % Change | Mar-22       | Mar-21 | % Change | Mar-22       | Mar-21      | % Change | Mar-22        | Mar-21      | % Change | Mar-22          | Mar-21          | % Change | Mar-22             | Mar-21 | % Change | Mar-22       | Mar-21 | % Change | Mar-22                   | Mar-21 | % Change | Mar-22 | Mar-21 |
| Monterey   | 294       | 406    | -28%     | 213          | 229    | -7%      | \$925,000    | \$930,000   | -1%      | \$1,615,510   | \$1,534,832 | 5%       | \$344,103,792   | \$351,476,588   | -2%      | 9                  | 10     | -10%     | 250          | 243    | 3%       | 102%                     | 101%   | 1%       |        |        |
| San Benito   | 69        | 101    | -32%     | 49           | 55     | -11%     | \$835,000    | \$750,000   | 11%      | \$886,652     | \$812,919   | 9%       | \$43,445,955    | \$44,710,599    | -3%      | 13                 | 7      | 86%      | 61           | 64     | -5%      | 102%                     | 103%   | -1%      |        |        |
| San Mateo  | 343       | 475    | -28%     | 415          | 425    | -2%      | \$2,060,000  | \$1,850,000 | 11%      | \$2,631,248   | \$2,306,057 | 14%      | \$1,091,968,009 | \$980,074,348   | 11%      | 8                  | 8      | 0%       | 532          | 555    | -4%      | 115%                     | 107%   | 7%       |        |        |
| Santa Clara  | 632       | 824    | -23%     | 969          | 974    | -1%      | \$1,920,000  | \$1,586,500 | 21%      | \$2,298,419   | \$1,916,313 | 20%      | \$2,227,168,053 | \$1,866,489,238 | 19%      | 7                  | 7      | 0%       | 1334         | 1322   | 1%       | 118%                     | 109%   | 8%       |        |        |
| Santa Cruz   | 189       | 238    | -21%     | 138          | 151    | -9%      | \$1,612,500  | \$1,115,000 | 45%      | \$1,661,158   | \$1,257,743 | 32%      | \$229,239,929   | \$189,919,220   | 21%      | 9                  | 8      | 13%      | 198          | 208    | -5%      | 110%                     | 105%   | 5%       |        |        |

| Condo/Townhouse Year-over-Year - March 2022 vs. March 2021 |           |        |          |              |        |          |              |           |          |               |           |          |               |               |          |                    |        |          |              |        |          |                          |        |          |        |        |
|--|-----------|--------|----------|--------------|--------|----------|--------------|-----------|----------|---------------|-----------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|--------|--------|
| County   | Inventory |        |          | Closed Sales |        |          | Median Price |           |          | Average Price |           |          | Total Dollars |               |          | Med Days on Market |        |          | New Listings |        |          | % to List Price Received |        |          |        |        |
|  | Mar-22    | Mar-21 | % Change | Mar-22       | Mar-21 | % Change | Mar-22       | Mar-21    | % Change | Mar-22        | Mar-21    | % Change | Mar-22        | Mar-21        | % Change | Mar-22             | Mar-21 | % Change | Mar-22       | Mar-21 | % Change | Mar-22                   | Mar-21 | % Change | Mar-22 | Mar-21 |
| Monterey   | 41        | 51     | -20%     | 35           | 44     | -20%     | \$750,000    | \$609,000 | 23%      | \$715,430     | \$828,640 | -14%     | \$25,040,077  | \$36,460,188  | -31%     | 7                  | 9      | -22%     | 41           | 35     | 17%      | 101%                     | 101%   | 0%       |        |        |
| San Benito   | 9         | 7      | 29%      | 3            | 3      | 0%       | \$500,000    | \$395,000 | 27%      | \$516,666     | \$434,166 | 19%      | \$1,550,000   | \$1,302,500   | 19%      | 3                  | 7      | -57%     | 9            | 3      | 200%     | 96%                      | 102%   | -6%      |        |        |
| San Mateo  | 197       | 240    | -18%     | 172          | 171    | 1%       | \$938,500    | \$910,000 | 3%       | \$1,001,385   | \$973,555 | 3%       | \$172,238,277 | \$166,478,034 | 3%       | 8                  | 11     | -27%     | 197          | 198    | -1%      | 107%                     | 102%   | 5%       |        |        |
| Santa Clara  | 643       | 590    | 9%       | 522          | 507    | 3%       | \$1,027,778  | \$875,000 | 17%      | \$1,103,851   | \$961,941 | 15%      | \$576,210,623 | \$487,704,105 | 18%      | 7                  | 9      | -22%     | 643          | 661    | -3%      | 111%                     | 103%   | 8%       |        |        |
| Santa Cruz   | 42        | 53     | -21%     | 33           | 55     | -40%     | \$810,000    | \$640,000 | 27%      | \$879,240     | \$694,699 | 27%      | \$29,014,933  | \$38,208,478  | -24%     | 8                  | 9      | -11%     | 42           | 48     | -13%     | 107%                     | 102%   | 5%       |        |        |