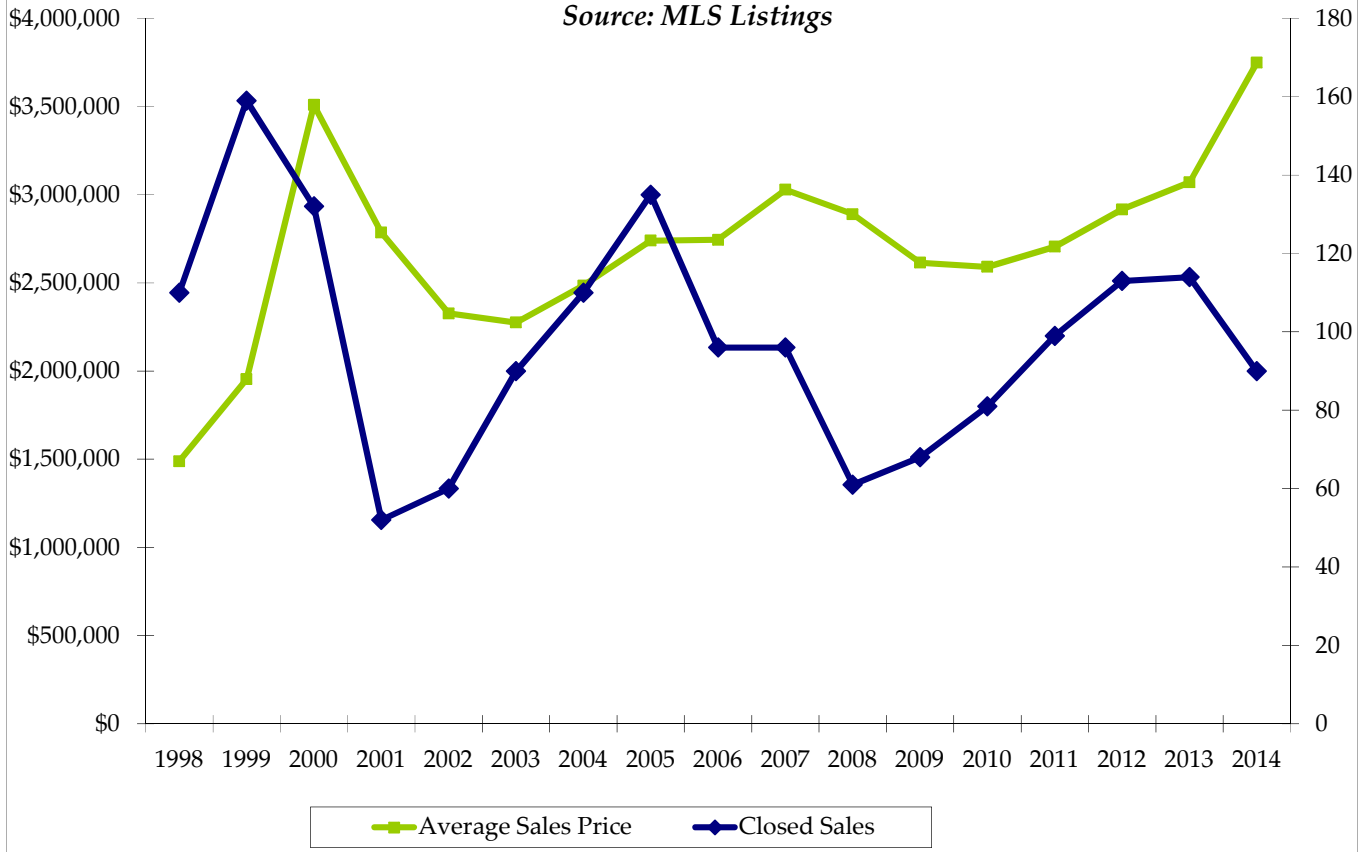




RESIDENTIAL BROKERAGE

LOS ALTOS HILLS Single Family Real Estate Trends 1998 - 2014

Source: MLS Listings



LOS ALTOS HILLS (Single Family)

Source: MLSListings, MLS Sales only

Years	New Listings	Current Inventory	Median Sales Price	Average Sales Price	Closed Sales	Average DOM	Total Sales Volume
1998	228	40	\$1,276,500	\$1,488,307	110	56	\$148,830,788
1999	212	9	\$1,565,000	\$1,954,302	159	66	\$306,825,510
2000	188	12	\$2,972,500	\$3,509,157	132	59	\$463,208,760
2001	165	25	\$2,400,000	\$2,785,403	52	93	\$144,841,000
2002	192	32	\$2,112,500	\$2,327,067	60	111	\$139,624,030
2003	177	28	\$1,940,000	\$2,275,465	90	98	\$204,791,888
2004	264	47	\$2,117,500	\$2,484,902	110	82	\$273,339,306
2005	282	41	\$2,400,000	\$2,739,577	135	95	\$369,842,997
2006	233	37	\$2,400,000	\$2,744,153	96	101	\$263,438,750
2007	165	35	\$2,575,000	\$3,028,274	96	92	\$290,714,361
2008	144	34	\$2,420,000	\$2,889,133	61	112	\$173,348,000
2009	167	37	\$2,435,000	\$2,614,368	68	98	\$175,162,713
2010	176	41	\$2,315,000	\$2,590,416	81	120	\$207,233,325
2011	149	32	\$2,294,250	\$2,705,218	99	82	\$267,816,605
2012	167	24	\$2,602,500	\$2,916,770	113	81	\$317,927,994
2013	162	15	\$2,796,500	\$3,069,500	114	63	\$337,645,018
2014	123	15	\$3,250,000	\$3,748,733	90	42	\$314,893,572