

MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2016 – 1/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/09/2017

**Scheduled:** Yes

Presented by

**Contra Costa Association of  
REALTORS®, Bay East Association of  
REALTORS®, and EBRDi MLS**

925.207.6446

[www.ccartoday.com](http://www.ccartoday.com), [www.bayeast.org](http://www.bayeast.org), [www.ebrdi.com](http://www.ebrdi.com)

7901 Stoneridge Drive  
Pleasanton, CA 94588

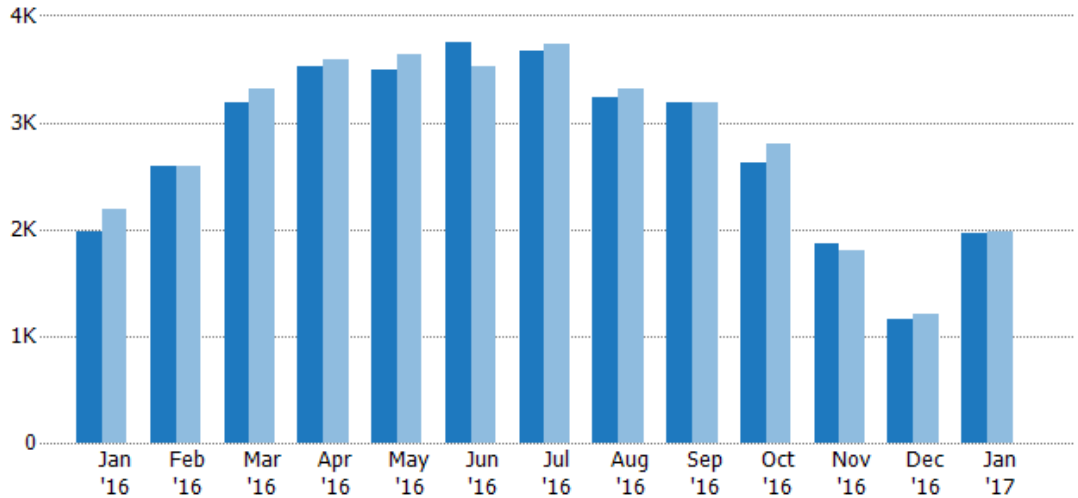
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Jan '17	1.97K	-0.6%
Jan '16	1.98K	-9.8%
Jan '15	2.19K	12.9%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	1.98K	2.59K	3.18K	3.53K	3.49K	3.75K	3.67K	3.24K	3.18K	2.62K	1.87K	1.16K	1.97K
Prior Year	2.19K	2.59K	3.31K	3.59K	3.63K	3.53K	3.73K	3.32K	3.19K	2.8K	1.8K	1.2K	1.98K
Percent Change from Prior Year	-10%	0	-4%	-2%	-4%	6%	-2%	-2%	0	-6%	4%	-3%	-1%

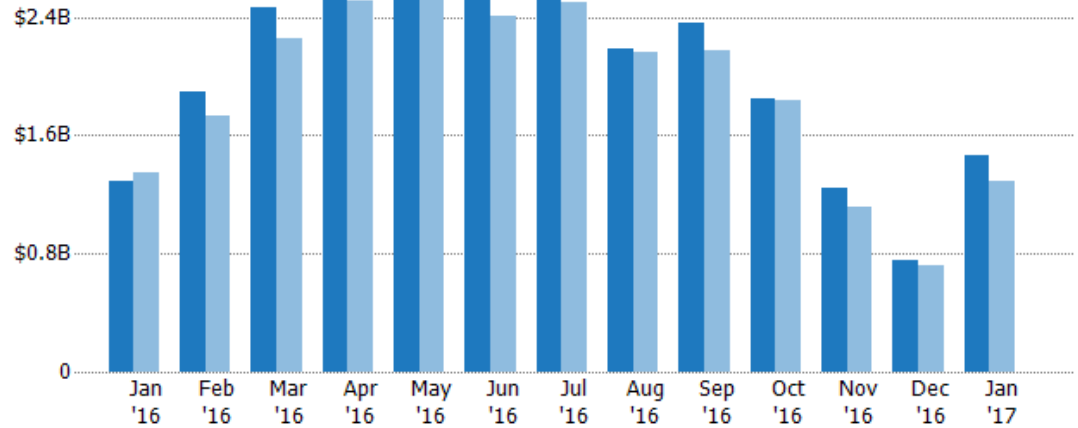
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Jan '17	\$1.46B	13.1%
Jan '16	\$1.29B	-3.9%
Jan '15	\$1.34B	-1.8%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$1.29B	\$1.89B	\$2.46B	\$2.71B	\$2.63B	\$2.77B	\$2.58B	\$2.19B	\$2.36B	\$1.85B	\$1.24B	\$756M	\$1.46B
Prior Year	\$1.34B	\$1.74B	\$2.25B	\$2.51B	\$2.59B	\$2.4B	\$2.5B	\$2.17B	\$2.18B	\$1.84B	\$1.11B	\$715M	\$1.29B
Percent Change from Prior Year	-4%	9%	9%	8%	2%	15%	3%	1%	8%	0	12%	6%	13%

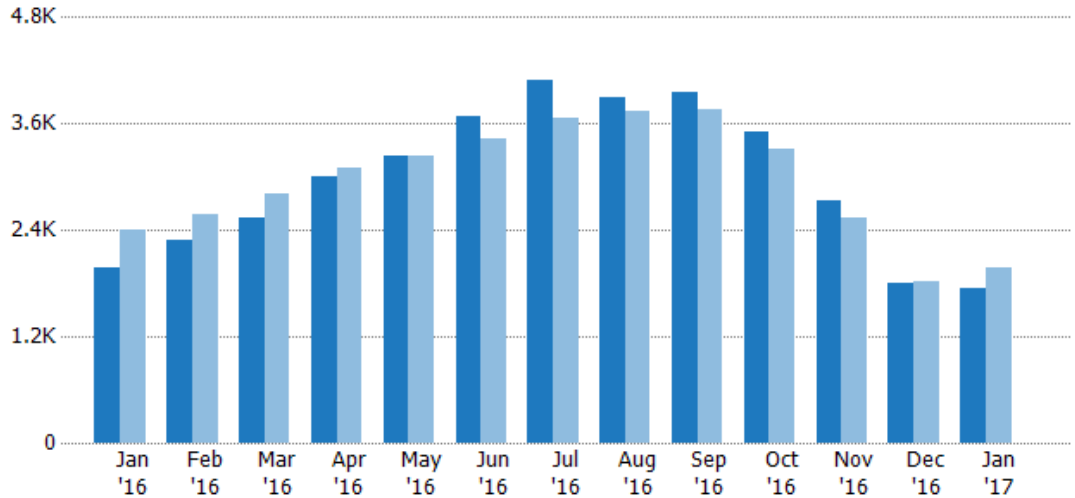
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Jan '17	1.73K	-12.4%
Jan '16	1.98K	-17.3%
Jan '15	2.39K	9.9%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	1.98K	2.28K	2.53K	2.99K	3.24K	3.68K	4.09K	3.89K	3.96K	3.51K	2.74K	1.79K	1.73K
Prior Year	2.39K	2.58K	2.82K	3.1K	3.23K	3.42K	3.65K	3.74K	3.76K	3.31K	2.54K	1.82K	1.98K
Percent Change from Prior Year	-17%	-12%	-10%	-3%	0	8%	12%	4%	5%	6%	8%	-1%	-12%

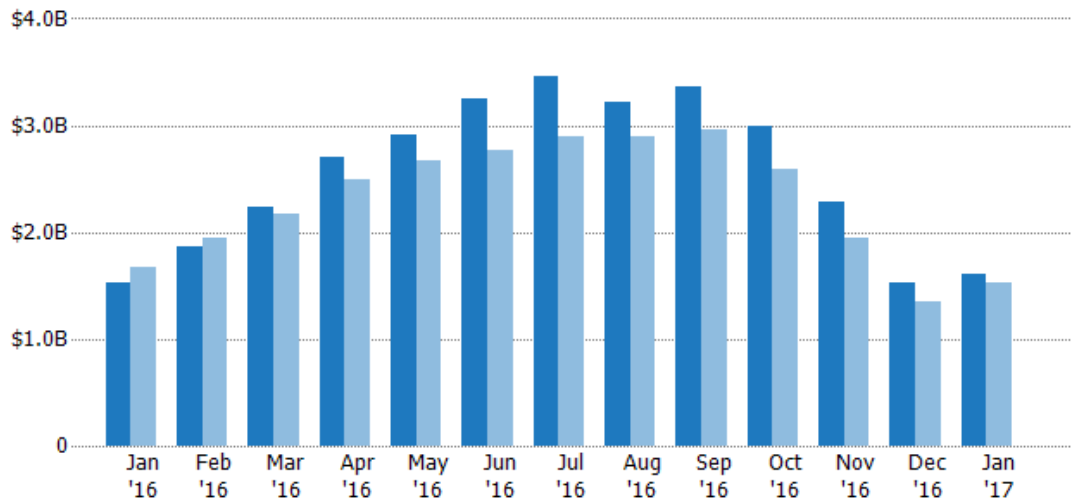
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Jan '17	\$1.61B	5%
Jan '16	\$1.53B	-8.1%
Jan '15	\$1.66B	1.1%



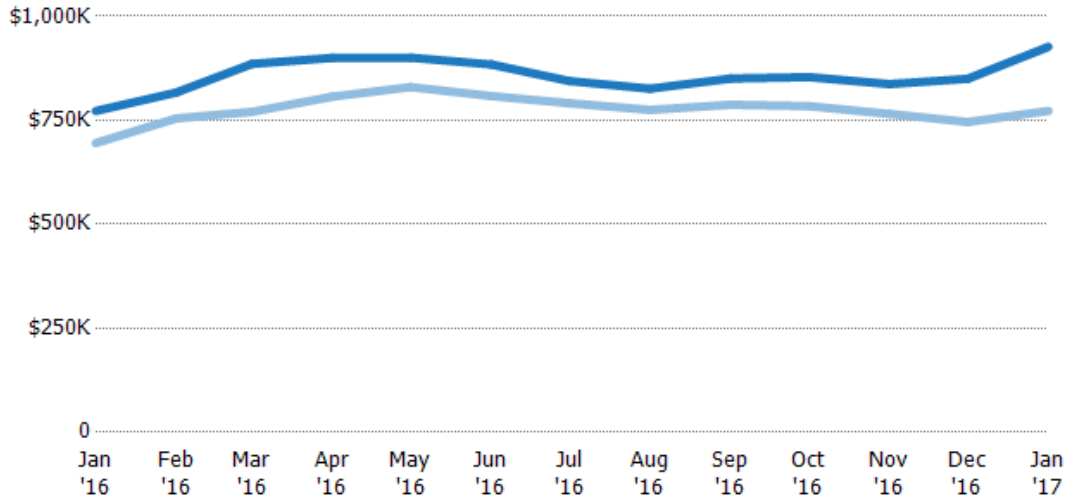
	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$1.53B	\$1.86B	\$2.24B	\$2.69B	\$2.92B	\$3.25B	\$3.46B	\$3.21B	\$3.37B	\$3B	\$2.29B	\$1.52B	\$1.61B
Prior Year	\$1.66B	\$1.95B	\$2.17B	\$2.5B	\$2.68B	\$2.76B	\$2.89B	\$2.9B	\$2.96B	\$2.6B	\$1.94B	\$1.35B	\$1.53B
Percent Change from Prior Year	-8%	-4%	3%	8%	9%	18%	20%	11%	14%	15%	18%	13%	5%

## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California



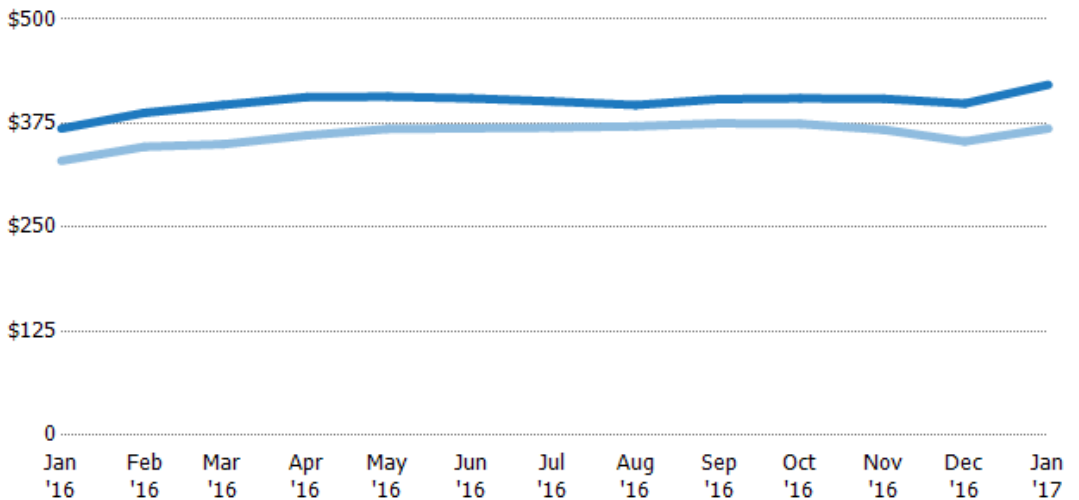
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '16	\$772K	\$695K	11%
Feb '16	\$817K	\$755K	8%
Mar '16	\$885K	\$770K	15%
Apr '16	\$900K	\$807K	12%
May '16	\$901K	\$830K	9%
Jun '16	\$884K	\$808K	9%
Jul '16	\$844K	\$791K	7%
Aug '16	\$826K	\$775K	7%
Sep '16	\$850K	\$787K	8%
Oct '16	\$854K	\$784K	9%
Nov '16	\$837K	\$765K	9%
Dec '16	\$850K	\$746K	14%
Jan '17	\$927K	\$772K	20%

## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California



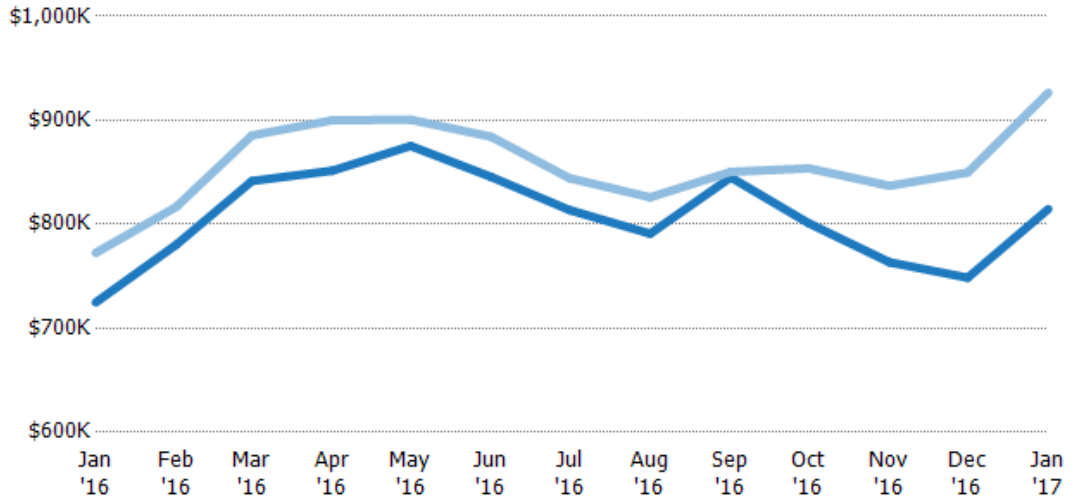
Month/Year	Current Year Price/sq ft	Prior Year Price/sq ft	Percent Change from Prior Year
Jan '16	\$369	\$330	12%
Feb '16	\$388	\$347	12%
Mar '16	\$397	\$350	13%
Apr '16	\$406	\$360	13%
May '16	\$407	\$368	11%
Jun '16	\$405	\$369	10%
Jul '16	\$401	\$370	9%
Aug '16	\$397	\$371	7%
Sep '16	\$404	\$375	8%
Oct '16	\$405	\$374	8%
Nov '16	\$404	\$367	10%
Dec '16	\$399	\$353	13%
Jan '17	\$421	\$369	14%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
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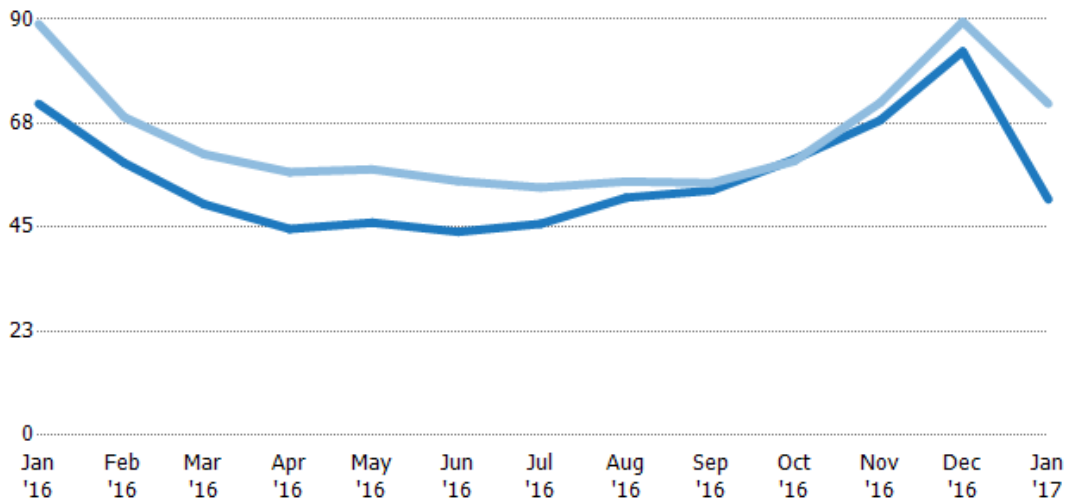
Avg Est Value	\$725K	\$780K	\$842K	\$852K	\$875K	\$845K	\$814K	\$791K	\$845K	\$801K	\$763K	\$749K	\$815K
Avg Listing Price	\$772K	\$817K	\$885K	\$900K	\$901K	\$884K	\$844K	\$826K	\$850K	\$854K	\$837K	\$850K	\$927K
Avg Listing Price as a % of Avg Est Value	107%	105%	105%	106%	103%	105%	104%	104%	101%	107%	110%	114%	114%

## Average Days in RPR

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California



Month/Year	Days	% Chg.
Jan '17	51	-28.9%
Jan '16	71.7	-19.4%
Jan '15	89	-10.5%

Current Year	71.7	58.9	50	44.6	46	44	45.7	51.4	53	59.7	68.1	83	51
Prior Year	89	68.9	60.8	56.9	57.5	55	53.6	54.9	54.6	59.3	71.9	89.5	71.7
Percent Change from Prior Year	-19%	-14%	-18%	-22%	-20%	-20%	-15%	-6%	-3%	1%	-5%	-7%	-29%

## Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS; County: Alameda County, California, Contra Costa County, California



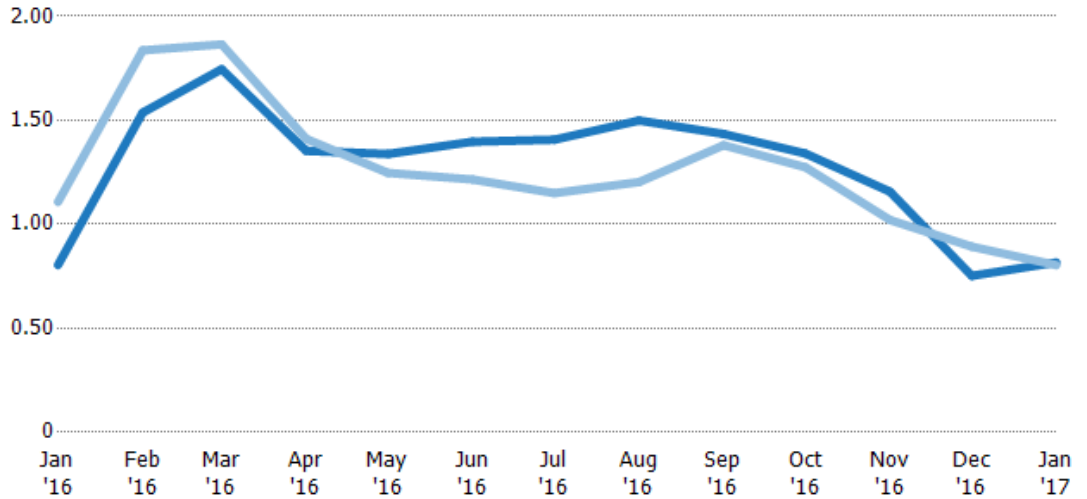
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Months	% Chg.
Jan '17	0.82	1.6%
Jan '16	0.8	-27.4%
Jan '15	1.11	10.6%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	0.8	1.54	1.75	1.35	1.34	1.4	1.41	1.5	1.43	1.34	1.16	0.75	0.82
Prior Year	1.11	1.84	1.86	1.41	1.25	1.22	1.15	1.2	1.38	1.27	1.02	0.89	0.8
Percent Change from Prior Year	-27%	-16%	-6%	-4%	7%	15%	22%	25%	4%	5%	13%	-16%	2%

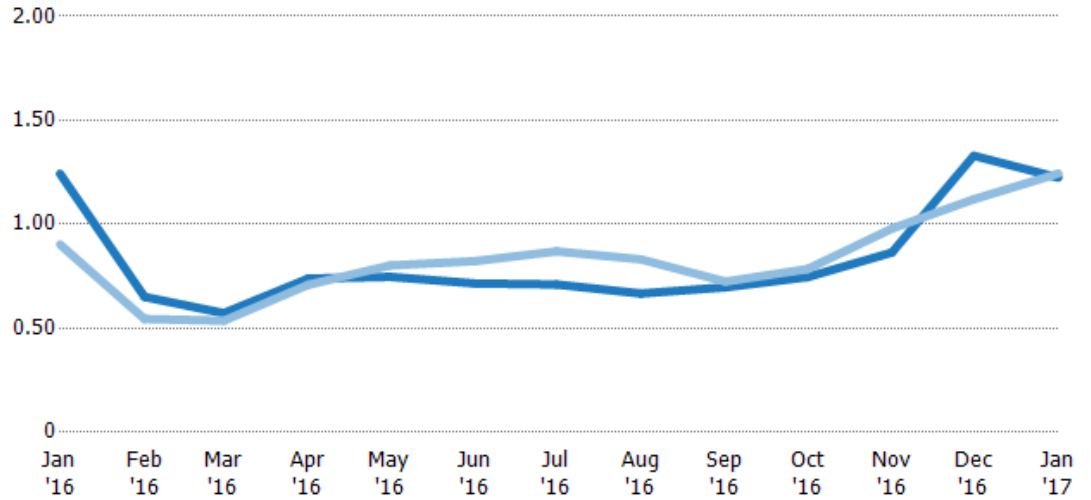
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Rate	Chg.
Jan '17	122%	2%
Jan '16	124%	-34.1%
Jan '15	90%	-9.6%

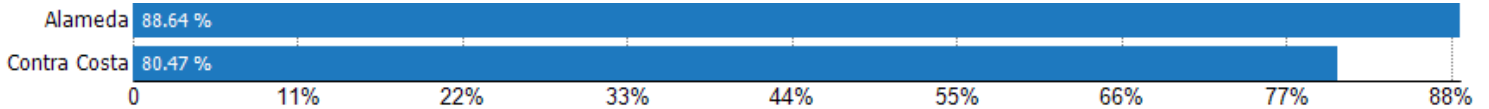


	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	124%	65%	57%	74%	75%	72%	71%	67%	70%	75%	86%	133%	122%
Prior Year	90%	54%	54%	71%	80%	82%	87%	83%	72%	78%	98%	112%	124%
Change from Prior Year	-34%	-11%	-4%	-3%	5%	11%	16%	16%	3%	4%	12%	-21%	2%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS; County: Alameda County, California, Contra Costa County, California





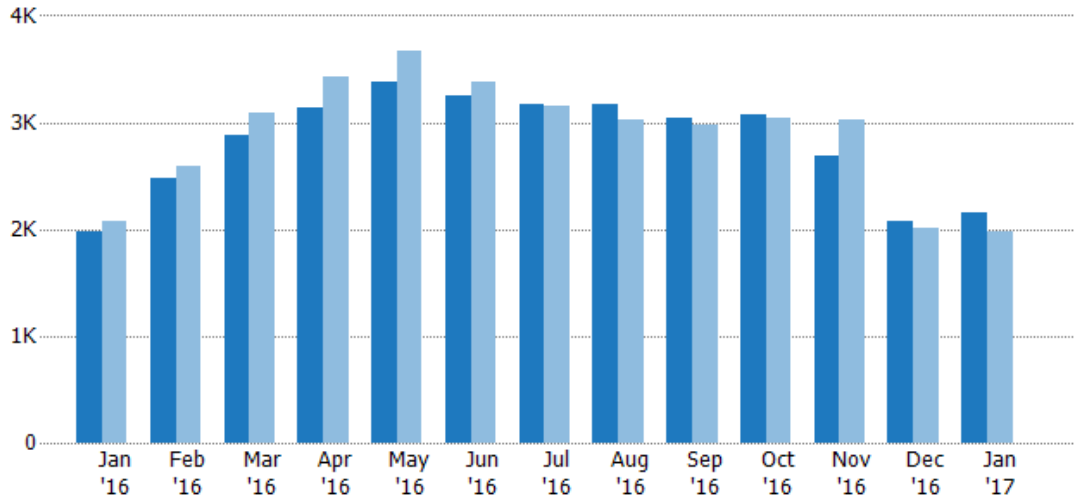
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Jan '17	2.16K	9.4%
Jan '16	1.97K	-5.1%
Jan '15	2.08K	-0.2%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	1.97K	2.48K	2.88K	3.14K	3.38K	3.25K	3.18K	3.17K	3.04K	3.07K	2.69K	2.07K	2.16K
Prior Year	2.08K	2.59K	3.09K	3.43K	3.67K	3.38K	3.15K	3.03K	2.97K	3.03K	3.03K	2.02K	1.97K
Percent Change from Prior Year	-5%	-5%	-7%	-8%	-8%	-4%	1%	5%	2%	1%	-11%	3%	9%

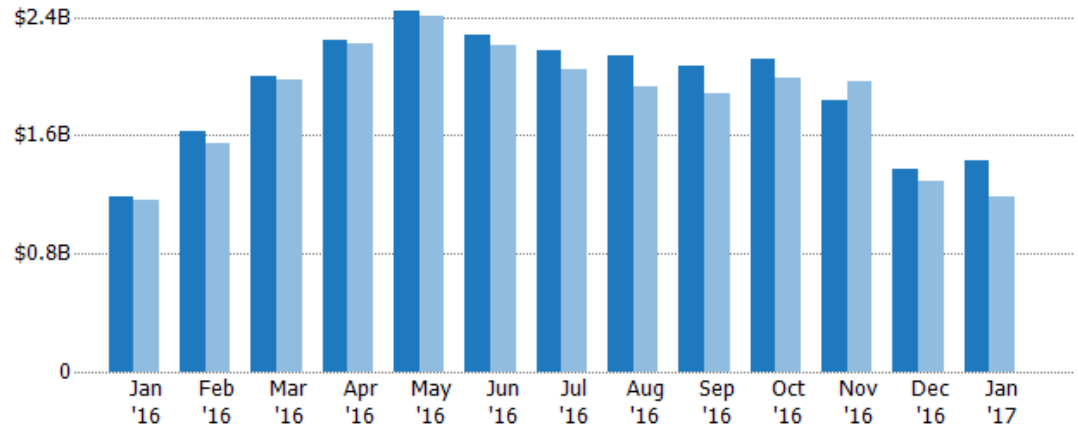
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Jan '17	\$1.43B	20.2%
Jan '16	\$1.19B	2.3%
Jan '15	\$1.16B	-9.4%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$1.19B	\$1.63B	\$2B	\$2.24B	\$2.45B	\$2.28B	\$2.18B	\$2.14B	\$2.07B	\$2.12B	\$1.84B	\$1.37B	\$1.43B
Prior Year	\$1.16B	\$1.54B	\$1.97B	\$2.22B	\$2.41B	\$2.21B	\$2.04B	\$1.92B	\$1.88B	\$1.99B	\$1.96B	\$1.29B	\$1.19B
Percent Change from Prior Year	2%	6%	1%	1%	2%	4%	7%	11%	10%	6%	-6%	7%	20%



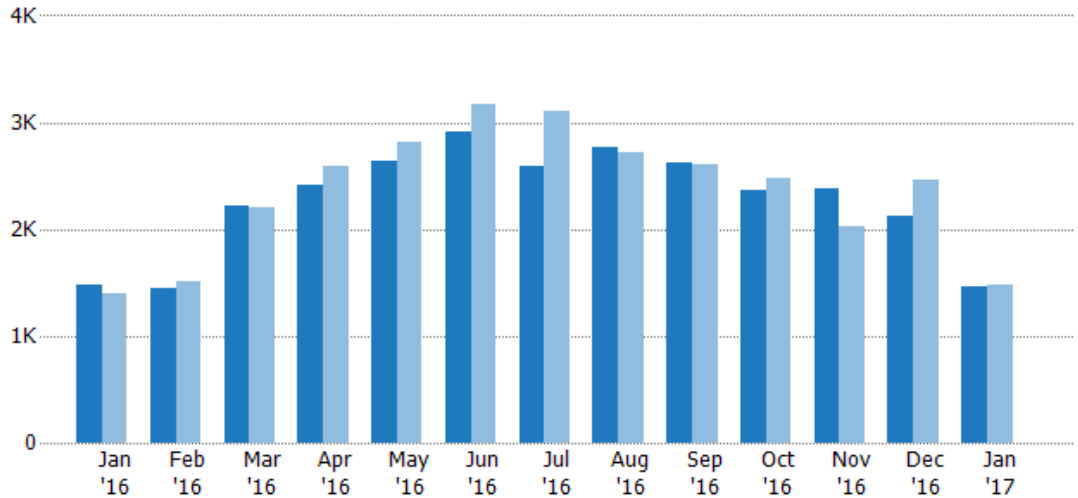
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Jan '17	1.46K	-1.8%
Jan '16	1.48K	5.6%
Jan '15	1.41K	5.8%



Current Year	1.48K	1.45K	2.21K	2.42K	2.63K	2.91K	2.6K	2.76K	2.62K	2.37K	2.39K	2.12K	1.46K
Prior Year	1.41K	1.51K	2.2K	2.59K	2.81K	3.18K	3.11K	2.72K	2.6K	2.48K	2.03K	2.46K	1.48K
Percent Change from Prior Year	6%	-4%	1%	-6%	-6%	-8%	-17%	2%	1%	-5%	17%	-14%	-2%

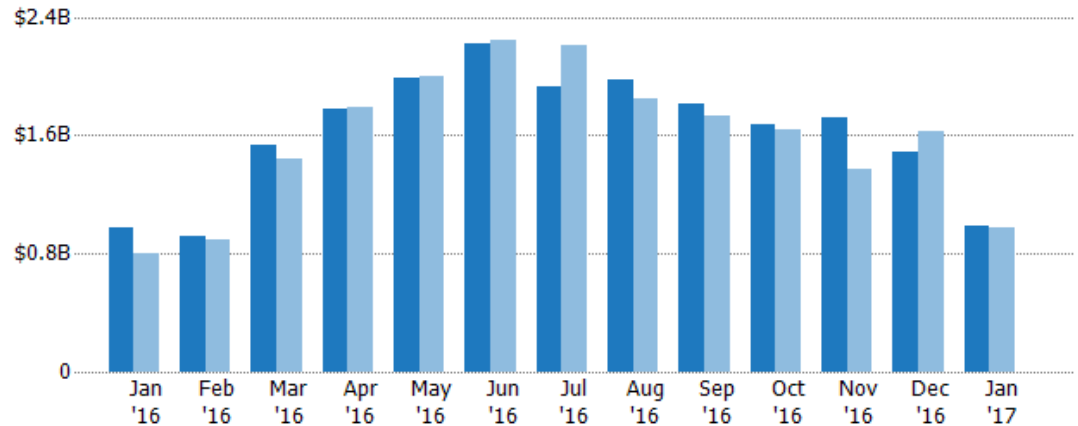
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Jan '17	\$983M	0.3%
Jan '16	\$980M	21.7%
Jan '15	\$805M	-5.2%



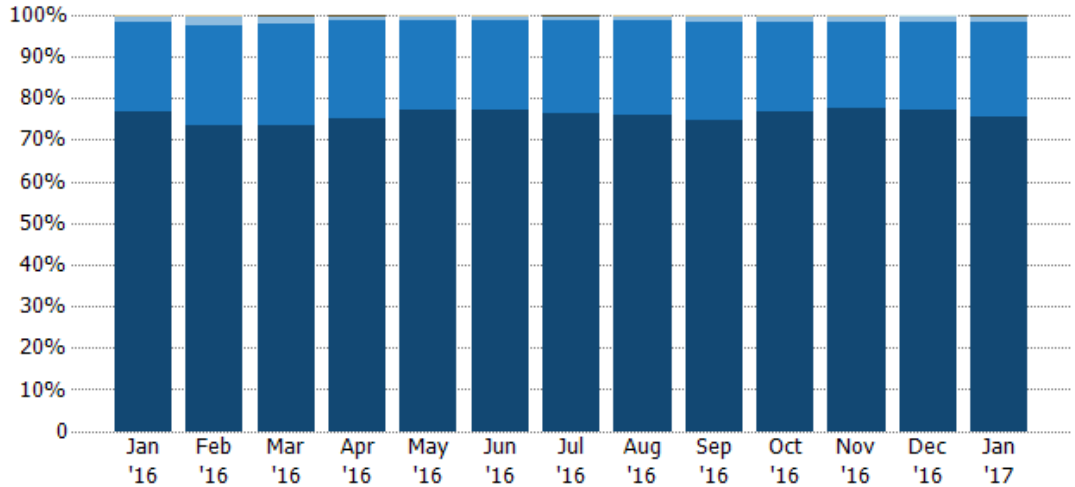
Current Year	\$980M	\$921M	\$1.54B	\$1.77B	\$1.98B	\$2.22B	\$1.93B	\$1.97B	\$1.81B	\$1.68B	\$1.72B	\$1.48B	\$983M
Prior Year	\$805M	\$899M	\$1.44B	\$1.79B	\$2B	\$2.24B	\$2.21B	\$1.85B	\$1.73B	\$1.64B	\$1.37B	\$1.62B	\$980M
Percent Change from Prior Year	22%	2%	7%	-1%	-1%	-1%	-13%	7%	4%	2%	25%	-9%	0

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California



Property Type	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Other	0	0	-	-	0	0	-	0	0	0	0	-	-
Farm/Ranch	-	-	-	-	-	-	-	-	-	-	0	-	-
Lot/Land	-	-	0	0	0	-	0	0	0	0	-	-	0
Multifamily/Multiplex	0	0	0	0	0	0	0	0	0	0	0	0	0
Mobile/Manufactured	2%	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Condo/Townhouse	21%	24%	24%	23%	21%	21%	22%	23%	23%	21%	21%	21%	23%
Single Family Residence	77%	73%	73%	75%	77%	77%	77%	76%	75%	77%	78%	77%	75%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS; County: Alameda County, California, Contra Costa County, California

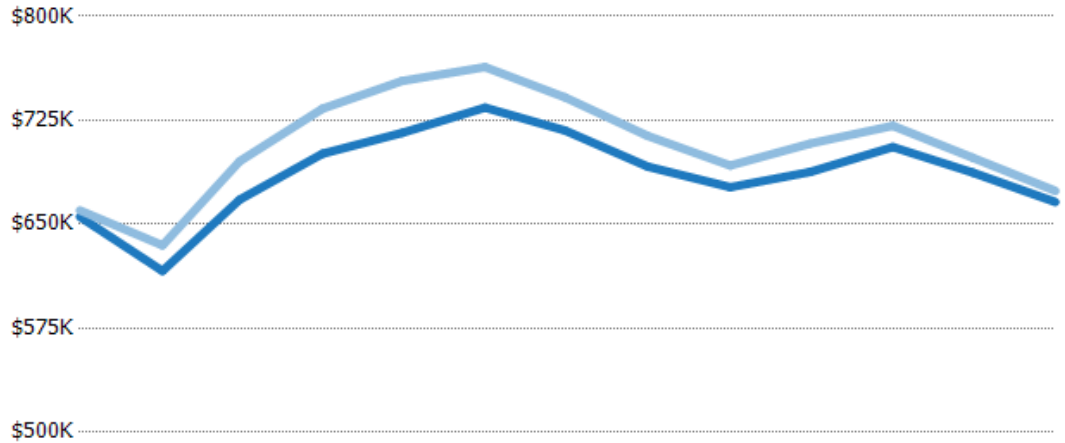


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California



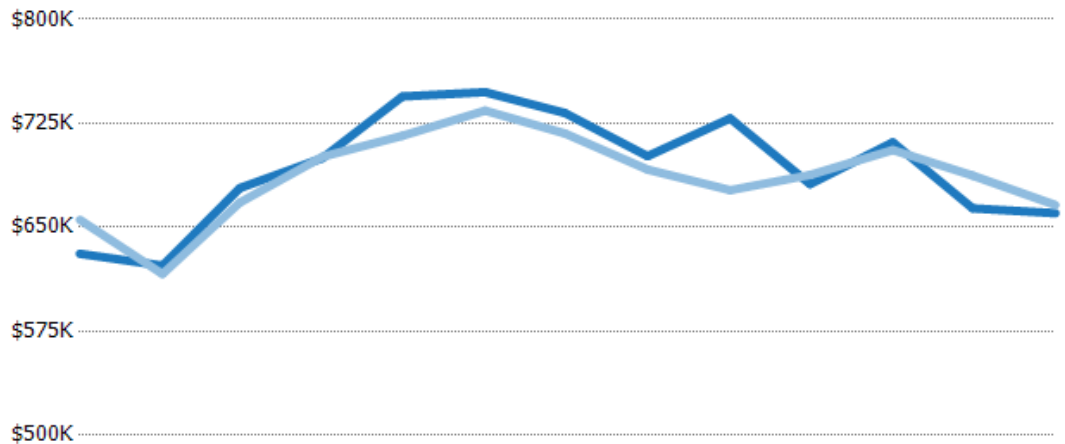
	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Avg List Price	\$655K	\$616K	\$668K	\$701K	\$716K	\$734K	\$718K	\$692K	\$677K	\$688K	\$706K	\$687K	\$666K
Avg Sales Price	\$660K	\$635K	\$696K	\$733K	\$753K	\$763K	\$742K	\$714K	\$692K	\$708K	\$721K	\$698K	\$674K
Avg Sales Price as a % of Avg List Price	101%	103%	104%	105%	105%	104%	103%	103%	102%	103%	102%	102%	101%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
County: Alameda County, California, Contra Costa County, California



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Avg Est Value	\$631K	\$622K	\$678K	\$700K	\$744K	\$747K	\$732K	\$701K	\$729K	\$681K	\$711K	\$664K	\$660K
Avg Sales Price	\$655K	\$616K	\$668K	\$701K	\$716K	\$734K	\$718K	\$692K	\$677K	\$688K	\$706K	\$687K	\$666K
Avg Sales Price as a % of Avg Est Value	104%	99%	98%	100%	96%	98%	98%	99%	93%	101%	99%	104%	101%

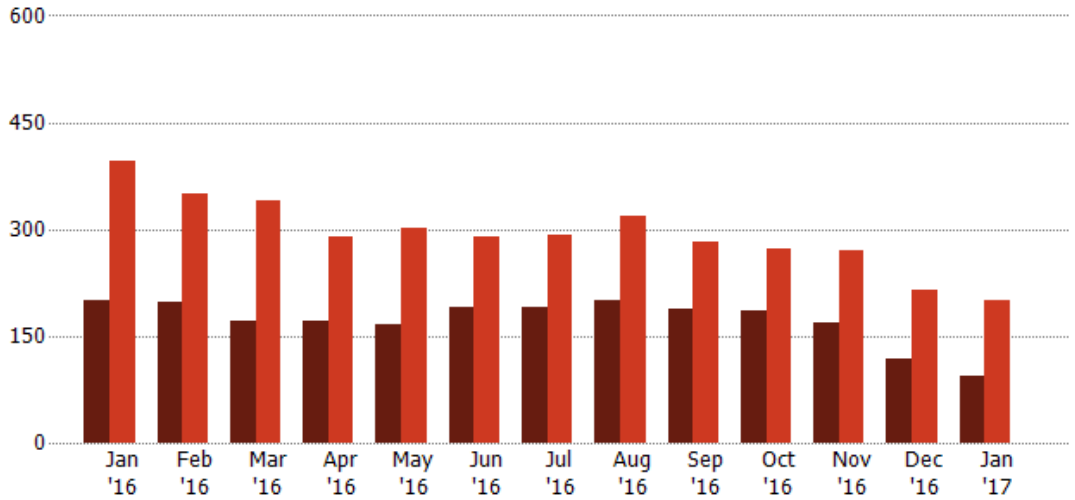
## Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

### Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS  
 County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Jan '17	94	-53.2%
Jan '16	201	-49.2%
Jan '15	396	29.3%

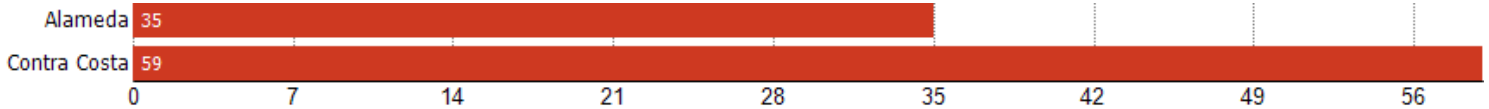


Current Year	201	197	170	170	167	191	190	200	189	186	169	119	94
Prior Year	396	349	339	290	301	289	292	319	281	272	271	215	201
Percent Change from Prior Year	-49%	-44%	-50%	-41%	-45%	-34%	-35%	-37%	-33%	-32%	-38%	-45%	-53%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and EBRDi MLS; County: Alameda County, California, Contra Costa County, California



## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report  
**Run Date:** 02/09/2017  
**Scheduled:** Yes  
**Report Date Range:** From 1/2016 To: 1/2017

### Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

### Listing Filters

**Property Types:** All  
**Sales Types:** All  
**Price Range:** None

### Location Filters

**State:** All  
**County:** Alameda County, California      Contra Costa County, California  
**ZIP Code:** All

### Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Average Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 1/2017 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area