

MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
4/2016 – 4/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 05/08/2017

**Scheduled:** Yes

Presented by

Contra Costa Association of  
**REALTORS®**, Bay East Association of  
**REALTORS®**, and bridgeMLS

925.207.6446

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

7901 Stoneridge Drive  
Pleasanton, CA 94588

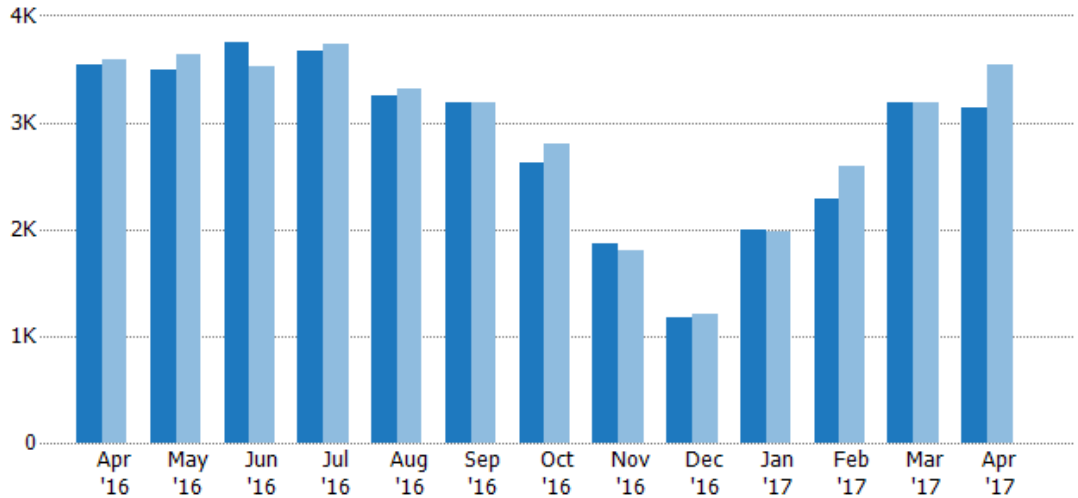
## New Listings

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Apr '17	3.14K	-11%
Apr '16	3.53K	-1.7%
Apr '15	3.59K	-1.9%



Current Year	3.53K	3.49K	3.75K	3.67K	3.24K	3.18K	2.63K	1.87K	1.17K	1.99K	2.29K	3.19K	3.14K
Prior Year	3.59K	3.64K	3.53K	3.73K	3.32K	3.19K	2.8K	1.8K	1.21K	1.98K	2.59K	3.18K	3.53K
Percent Change from Prior Year	-2%	-4%	6%	-2%	-2%	0%	-6%	4%	-3%	0%	-12%	0%	-11%

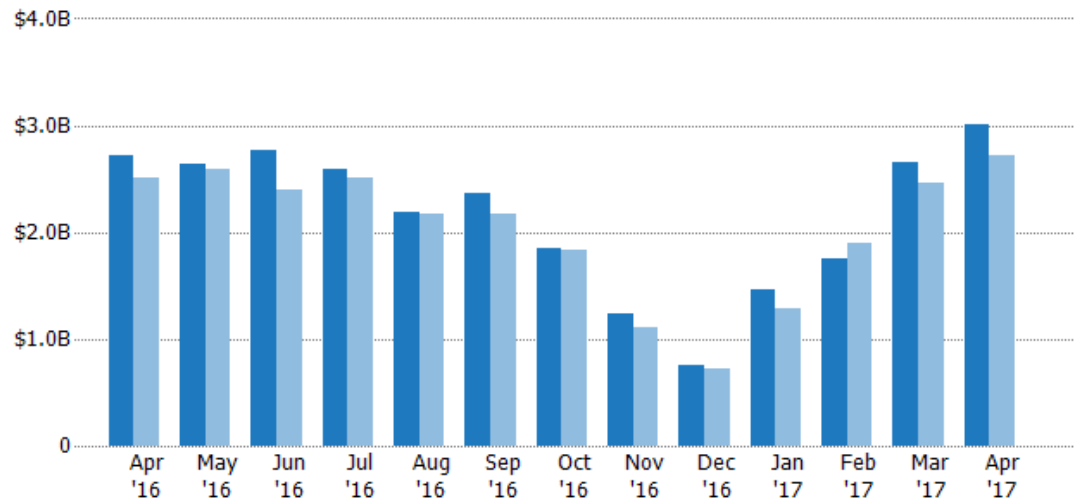
## New Listing Volume

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Apr '17	\$3.01B	11.1%
Apr '16	\$2.71B	7.9%
Apr '15	\$2.51B	-9.8%



Current Year	\$2.71B	\$2.63B	\$2.77B	\$2.58B	\$2.19B	\$2.36B	\$1.84B	\$1.24B	\$759M	\$1.46B	\$1.76B	\$2.65B	\$3.01B
Prior Year	\$2.51B	\$2.59B	\$2.4B	\$2.5B	\$2.17B	\$2.18B	\$1.84B	\$1.11B	\$716M	\$1.29B	\$1.89B	\$2.46B	\$2.71B
Percent Change from Prior Year	8%	2%	15%	3%	1%	8%	0%	11%	6%	13%	-7%	8%	11%

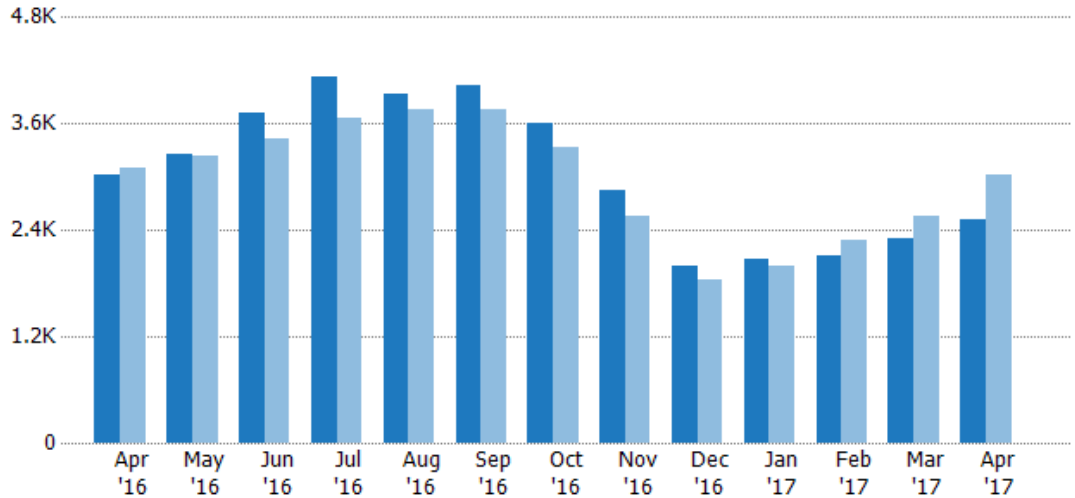
## Active Listings

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Apr '17	2.51K	-16.6%
Apr '16	3.02K	-3%
Apr '15	3.11K	12.8%



Current Year	3.02K	3.26K	3.71K	4.13K	3.94K	4.03K	3.6K	2.86K	2K	2.07K	2.1K	2.31K	2.51K
Prior Year	3.11K	3.24K	3.44K	3.66K	3.75K	3.77K	3.33K	2.56K	1.83K	2K	2.29K	2.55K	3.02K
Percent Change from Prior Year	-3%	1%	8%	13%	5%	7%	8%	12%	9%	4%	-8%	-9%	-17%

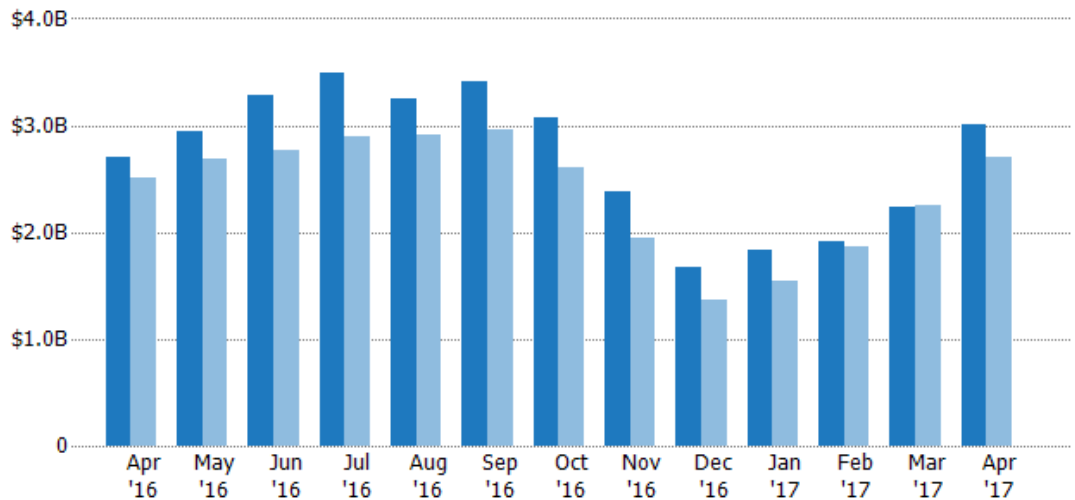
## Active Listing Volume

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Apr '17	\$3B	10.7%
Apr '16	\$2.71B	8.1%
Apr '15	\$2.51B	1.3%



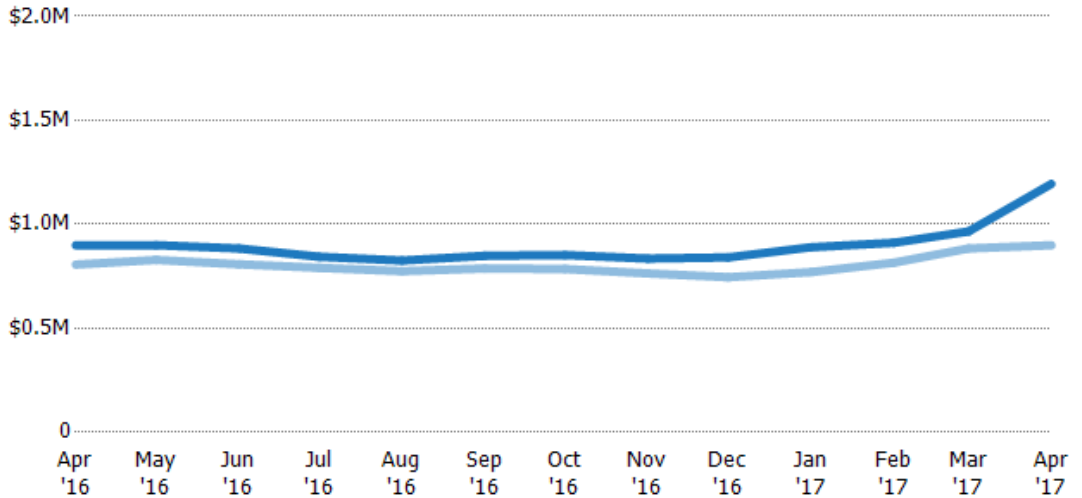
Current Year	\$2.71B	\$2.94B	\$3.28B	\$3.49B	\$3.25B	\$3.42B	\$3.07B	\$2.39B	\$1.68B	\$1.84B	\$1.91B	\$2.23B	\$3B
Prior Year	\$2.51B	\$2.68B	\$2.77B	\$2.9B	\$2.91B	\$2.97B	\$2.61B	\$1.95B	\$1.37B	\$1.54B	\$1.87B	\$2.25B	\$2.71B
Percent Change from Prior Year	8%	9%	18%	20%	12%	15%	18%	22%	23%	20%	2%	-1%	11%

## 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 bridgeMLS  
 County: Alameda County, California, Contra Costa County, California



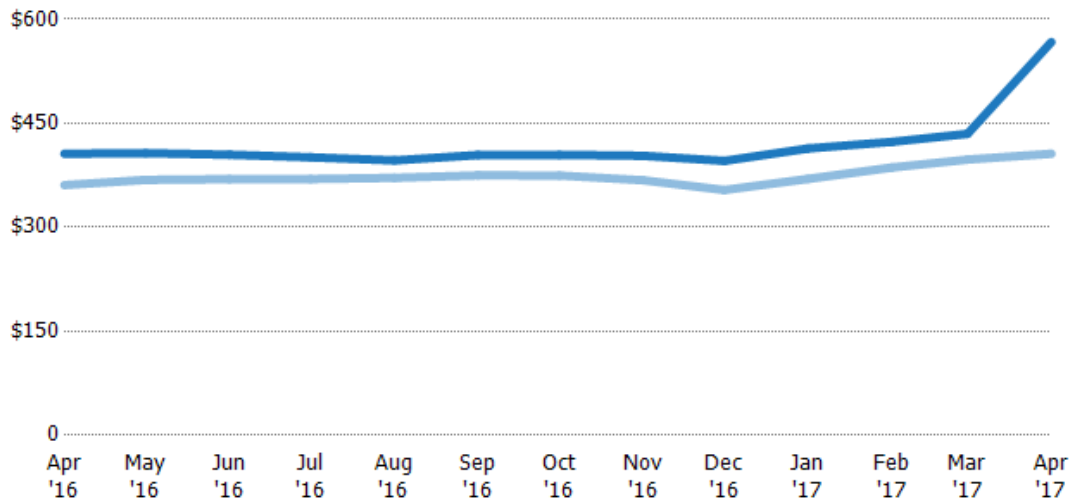
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$899K	\$900K	\$884K	\$844K	\$826K	\$848K	\$852K	\$835K	\$841K	\$890K	\$911K	\$965K	\$1.19M
Prior Year	\$806K	\$829K	\$808K	\$791K	\$775K	\$788K	\$785K	\$764K	\$745K	\$770K	\$815K	\$884K	\$899K
Percent Change from Prior Year	11%	9%	9%	7%	7%	8%	9%	9%	13%	16%	12%	9%	33%

## 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 bridgeMLS  
 County: Alameda County, California, Contra Costa County, California



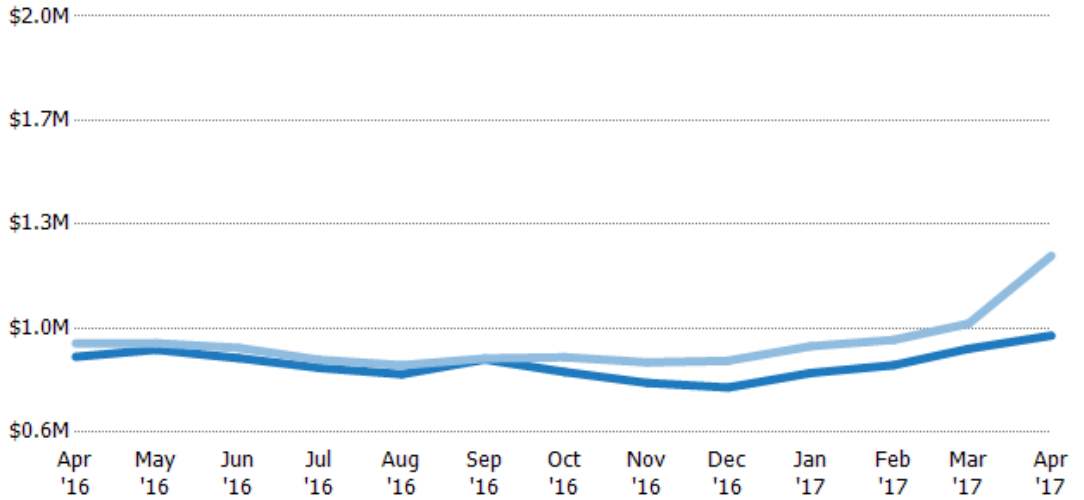
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$406	\$407	\$405	\$401	\$397	\$404	\$404	\$403	\$396	\$414	\$423	\$435	\$567
Prior Year	\$361	\$368	\$369	\$370	\$371	\$375	\$375	\$368	\$354	\$370	\$386	\$398	\$406
Percent Change from Prior Year	13%	10%	10%	8%	7%	8%	8%	10%	12%	12%	10%	9%	40%

## 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 bridgeMLS  
 County: Alameda County, California, Contra Costa County, California



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$854K	\$878K	\$849K	\$817K	\$795K	\$845K	\$803K	\$766K	\$751K	\$799K	\$826K	\$881K	\$925K
Avg Listing Price	\$899K	\$900K	\$884K	\$844K	\$826K	\$848K	\$852K	\$835K	\$841K	\$890K	\$911K	\$965K	\$1.19M
Avg Listing Price as a % of Avg Est Value	105%	102%	104%	103%	104%	100%	106%	109%	112%	111%	110%	110%	129%

## 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 bridgeMLS; County: Alameda County, California, Contra Costa County, California



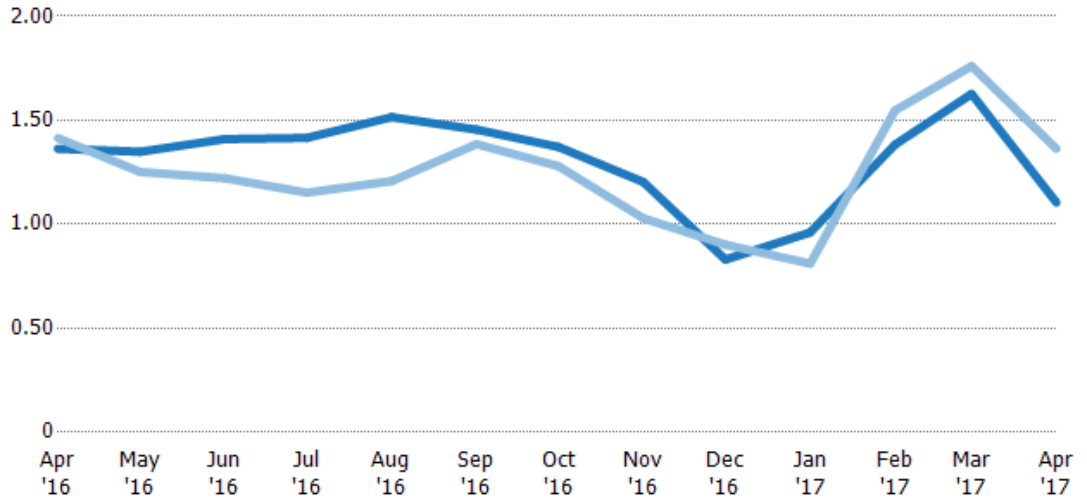
## Months of Inventory

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Months	% Chg.
Apr '17	1.1	-19%
Apr '16	1.36	-3.6%
Apr '15	1.41	19.6%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	1.36	1.35	1.41	1.42	1.52	1.46	1.37	1.2	0.83	0.96	1.38	1.63	1.1
Prior Year	1.41	1.25	1.22	1.15	1.21	1.39	1.28	1.03	0.9	0.81	1.55	1.76	1.36
Percent Change from Prior Year	-4%	8%	15%	23%	25%	5%	7%	17%	-8%	19%	-11%	-8%	-19%

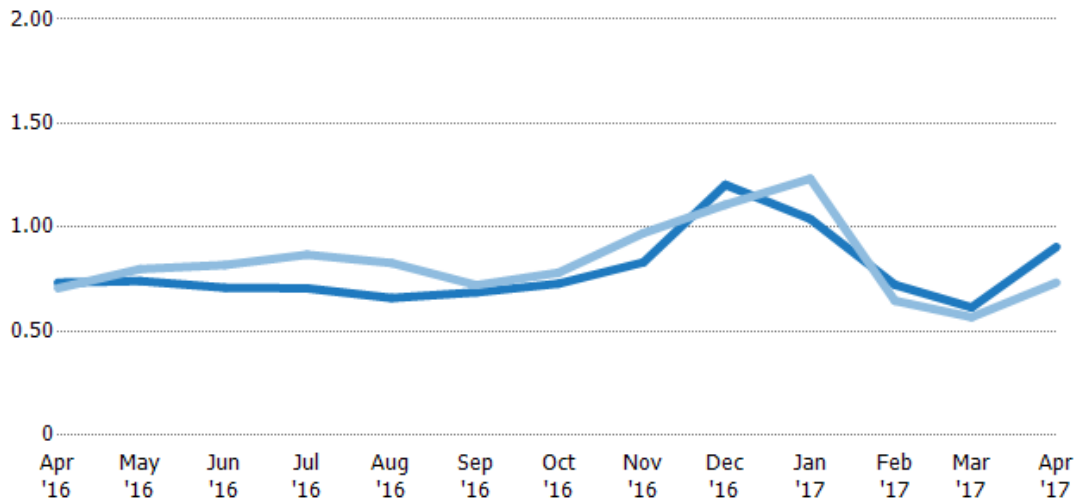
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Apr '17	91%	-17.2%
Apr '16	73%	-2.7%
Apr '15	71%	-16.4%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	73%	74%	71%	71%	66%	69%	73%	83%	120%	104%	72%	61%	91%
Prior Year	71%	80%	82%	87%	83%	72%	78%	97%	111%	123%	65%	57%	73%
Change from Prior Year	-3%	6%	11%	16%	17%	3%	5%	14%	-10%	19%	-8%	-5%	-17%

## 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 bridgeMLS; County: Alameda County, California, Contra Costa County, California



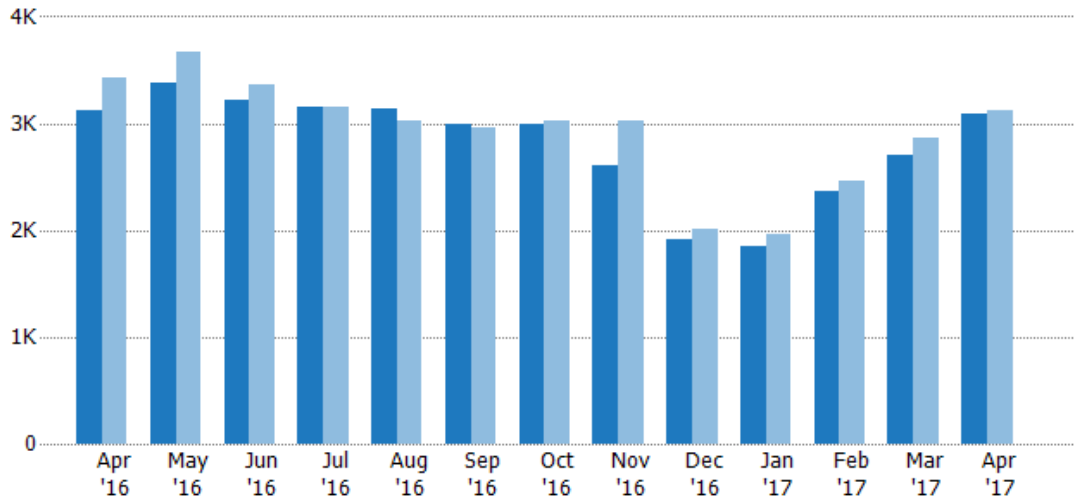
## Pending Sales

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Apr '17	3.09K	-1%
Apr '16	3.13K	-8.9%
Apr '15	3.43K	-11.1%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	3.13K	3.37K	3.23K	3.15K	3.14K	3K	3K	2.61K	1.92K	1.85K	2.37K	2.7K	3.09K
Prior Year	3.43K	3.67K	3.37K	3.15K	3.03K	2.96K	3.03K	3.02K	2K	1.96K	2.46K	2.86K	3.13K
Percent Change from Prior Year	-9%	-8%	-4%	0%	4%	1%	-1%	-14%	-4%	-6%	-4%	-6%	-1%

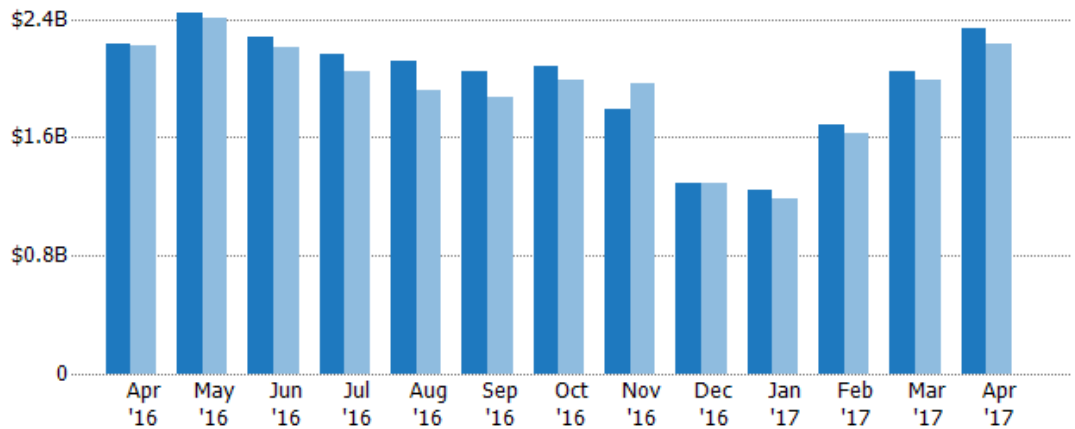
## Pending Sales Volume

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Volume	% Chg.
Apr '17	\$2.33B	4.6%
Apr '16	\$2.23B	0.5%
Apr '15	\$2.22B	-17.3%



Current Year	\$2.23B	\$2.44B	\$2.28B	\$2.16B	\$2.12B	\$2.04B	\$2.08B	\$1.79B	\$1.29B	\$1.24B	\$1.69B	\$2.05B	\$2.33B
Prior Year	\$2.22B	\$2.41B	\$2.2B	\$2.04B	\$1.92B	\$1.87B	\$1.99B	\$1.96B	\$1.28B	\$1.18B	\$1.62B	\$1.99B	\$2.23B
Percent Change from Prior Year	0%	1%	3%	6%	10%	9%	5%	-9%	0%	5%	4%	3%	5%

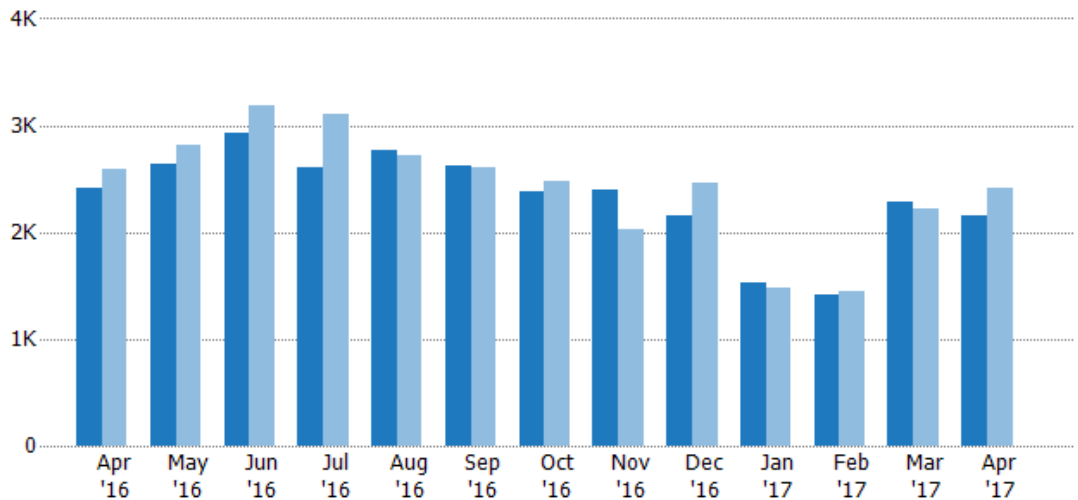
## Closed Sales

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Apr '17	2.16K	-10.7%
Apr '16	2.42K	-6.5%
Apr '15	2.59K	-6.8%



Current Year	2.42K	2.63K	2.92K	2.6K	2.77K	2.63K	2.37K	2.4K	2.15K	1.52K	1.42K	2.28K	2.16K
Prior Year	2.59K	2.81K	3.18K	3.11K	2.72K	2.6K	2.48K	2.03K	2.47K	1.48K	1.45K	2.21K	2.42K
Percent Change from Prior Year	-6%	-6%	-8%	-16%	2%	1%	-4%	18%	-13%	3%	-2%	3%	-11%

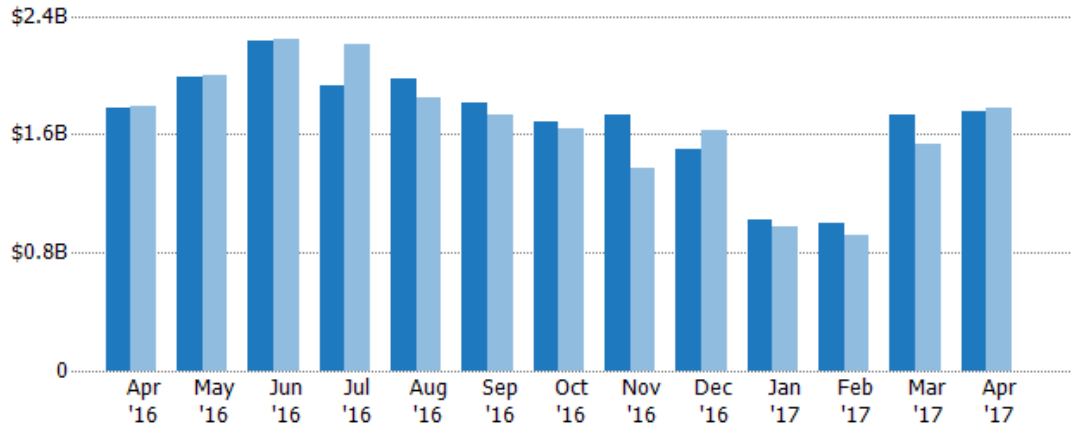


## Closed Sales Volume

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California



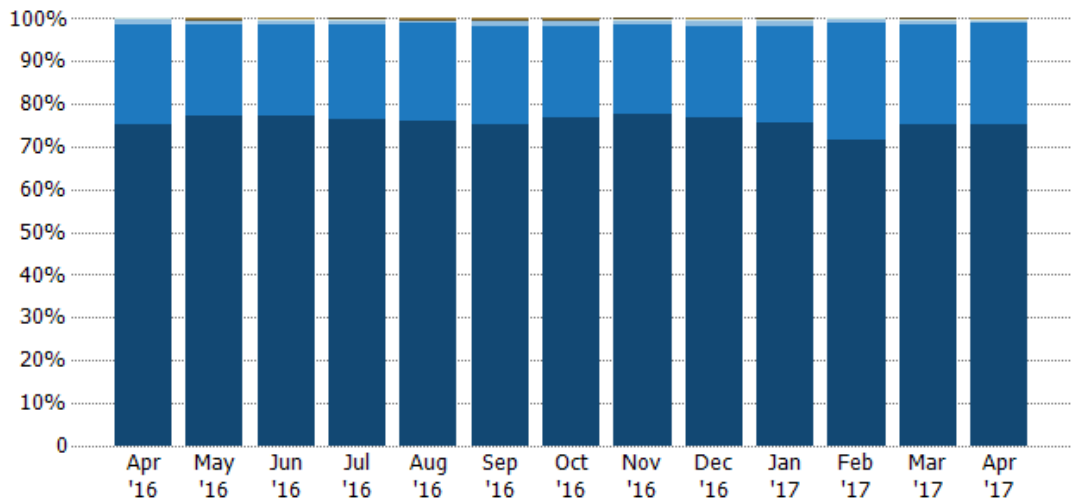
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '16	\$1.77B	\$1.79B	-1%
May '16	\$1.98B	\$2B	-1%
Jun '16	\$2.23B	\$2.24B	-1%
Jul '16	\$1.93B	\$2.21B	-13%
Aug '16	\$1.97B	\$1.84B	7%
Sep '16	\$1.82B	\$1.74B	5%
Oct '16	\$1.68B	\$1.64B	2%
Nov '16	\$1.73B	\$1.37B	26%
Dec '16	\$1.5B	\$1.62B	-8%
Jan '17	\$1.02B	\$978M	5%
Feb '17	\$994M	\$920M	8%
Mar '17	\$1.73B	\$1.54B	12%
Apr '17	\$1.75B	\$1.77B	-1%

## 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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

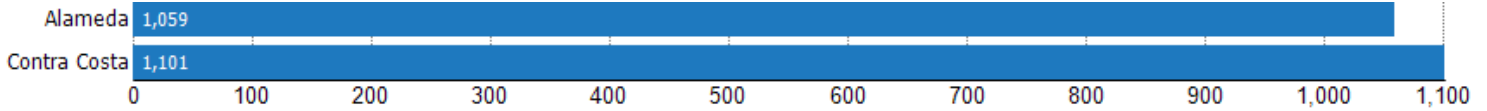


Month/Year	Other	Lot/Land	Multifamily/Multiplex	Mobile/Manufactured	Condo/Townhouse	Single Family Residence
Apr '16	-	-	0%	1%	23%	75%
May '16	0%	0%	0%	1%	21%	77%
Jun '16	0%	-	0%	1%	21%	77%
Jul '16	-	0%	0%	1%	22%	77%
Aug '16	0%	0%	0%	1%	23%	76%
Sep '16	0%	0%	0%	1%	23%	75%
Oct '16	0%	0%	0%	1%	21%	77%
Nov '16	-	0%	0%	1%	21%	78%
Dec '16	0%	0%	1%	1%	21%	77%
Jan '17	-	0%	0%	1%	23%	76%
Feb '17	-	0%	0%	1%	27%	72%
Mar '17	-	0%	0%	1%	24%	75%
Apr '17	0%	-	0%	1%	24%	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 bridgeMLS; County: Alameda County, California, Contra Costa County, California

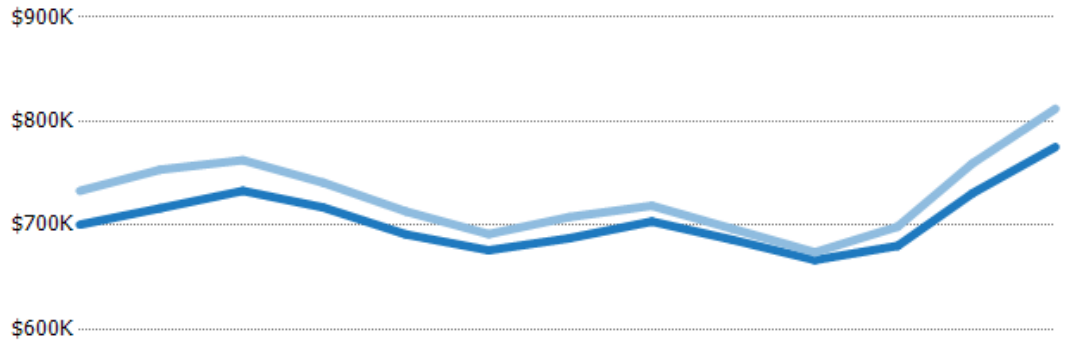


## Average Sales Price vs Average Listing Price

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California



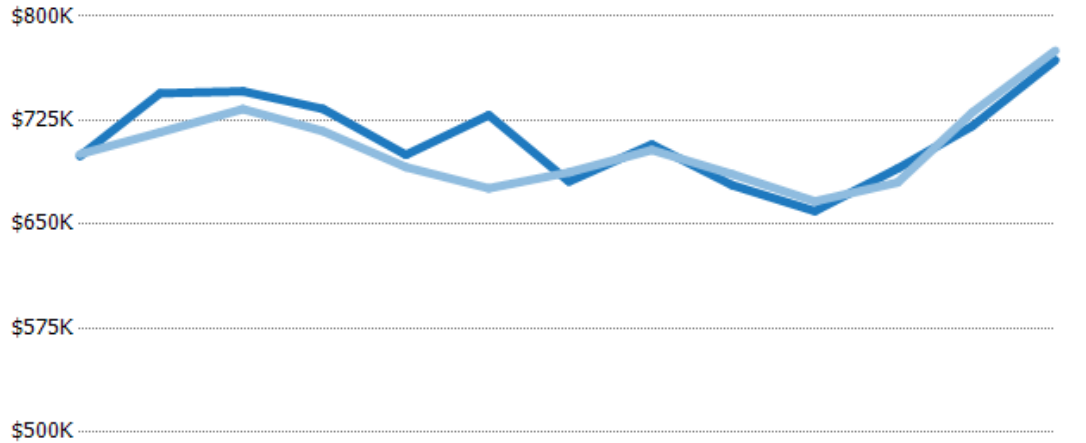
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg List Price	\$701K	\$716K	\$733K	\$717K	\$691K	\$676K	\$687K	\$704K	\$686K	\$667K	\$680K	\$731K	\$775K
Avg Sales Price	\$733K	\$753K	\$763K	\$741K	\$713K	\$691K	\$708K	\$719K	\$697K	\$674K	\$699K	\$760K	\$812K
Avg Sales Price as a % of Avg List Price	105%	105%	104%	103%	103%	102%	103%	102%	102%	101%	103%	104%	105%

## 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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$699K	\$744K	\$746K	\$733K	\$700K	\$729K	\$681K	\$708K	\$678K	\$660K	\$690K	\$721K	\$768K
Avg Sales Price	\$701K	\$716K	\$733K	\$717K	\$691K	\$676K	\$687K	\$704K	\$686K	\$667K	\$680K	\$731K	\$775K
Avg Sales Price as a % of Avg Est Value	100%	96%	98%	98%	99%	93%	101%	99%	101%	101%	99%	101%	101%

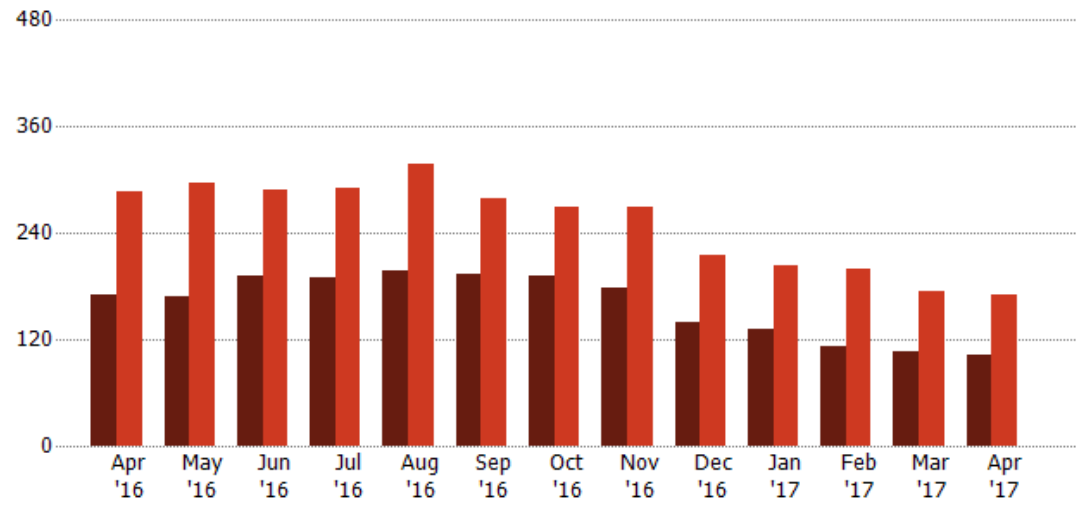
## Distressed Listings

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 bridgeMLS  
County: Alameda County, California, Contra Costa County, California

Month/Year	Count	% Chg.
Apr '17	102	-40.4%
Apr '16	171	-40.2%
Apr '15	286	68.9%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	171	168	192	189	198	194	192	178	139	131	113	107	102
Prior Year	286	296	289	290	317	279	270	269	214	203	200	175	171
Percent Change from Prior Year	-40%	-43%	-34%	-35%	-38%	-30%	-29%	-34%	-35%	-35%	-44%	-39%	-40%

## 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 bridgeMLS; 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:** 05/08/2017

**Scheduled:** Yes

**Report Date Range:** From 4/2016 To: 4/2017

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> 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
- Median 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 4/2017 data

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