

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2016 – 5/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/05/2017

Scheduled: Yes

Presented by

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

925.207.6446

www.ccartoday.com, www.bayeast.org, www.bridgertls.com

7901 Stoneridge Drive
Pleasanton, CA 94588

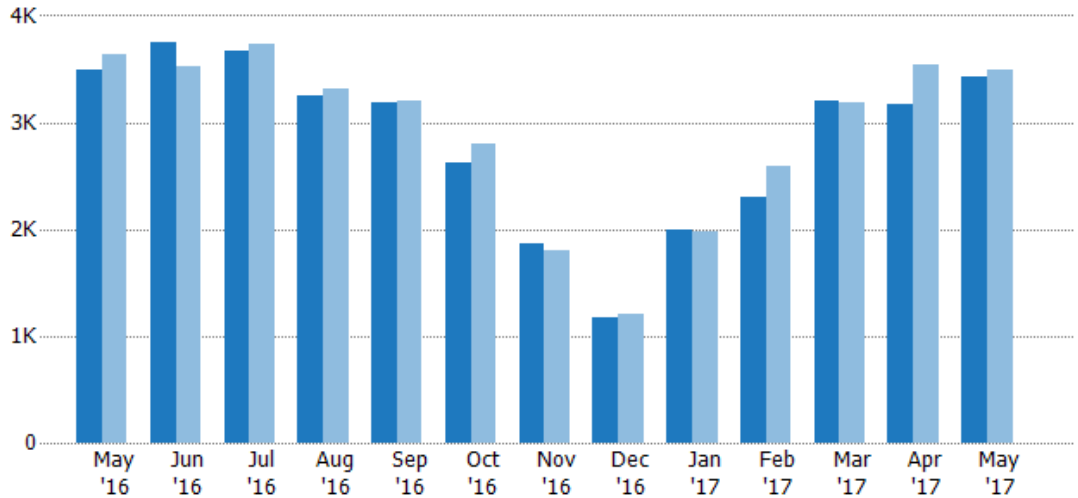
New Listings

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.
May '17	3.44K	-1.7%
May '16	3.49K	-3.9%
May '15	3.64K	-1.2%



Current Year	3.49K	3.75K	3.67K	3.25K	3.19K	2.63K	1.87K	1.18K	1.99K	2.29K	3.2K	3.18K	3.44K
Prior Year	3.64K	3.53K	3.73K	3.32K	3.19K	2.8K	1.81K	1.21K	1.98K	2.59K	3.18K	3.53K	3.49K
Percent Change from Prior Year	-4%	6%	-2%	-2%	0%	-6%	4%	-2%	0%	-12%	1%	-10%	-2%

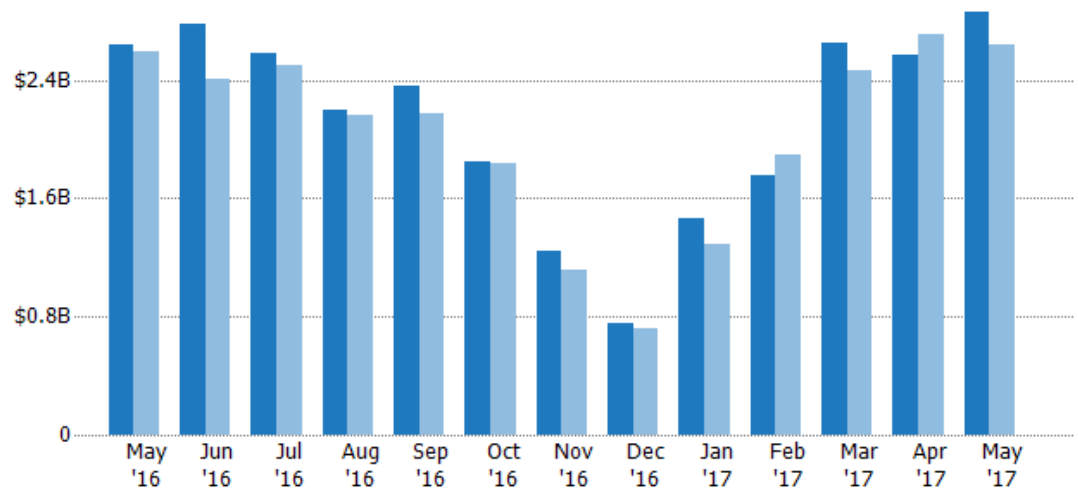
New Listing Volume

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.
May '17	\$2.86B	8.5%
May '16	\$2.64B	1.9%
May '15	\$2.59B	-10.5%



Current Year	\$2.64B	\$2.78B	\$2.58B	\$2.19B	\$2.36B	\$1.84B	\$1.24B	\$758M	\$1.46B	\$1.76B	\$2.66B	\$2.57B	\$2.86B
Prior Year	\$2.59B	\$2.4B	\$2.5B	\$2.17B	\$2.18B	\$1.84B	\$1.11B	\$716M	\$1.29B	\$1.89B	\$2.46B	\$2.71B	\$2.64B
Percent Change from Prior Year	2%	16%	3%	1%	8%	0%	11%	6%	13%	-7%	8%	-5%	9%

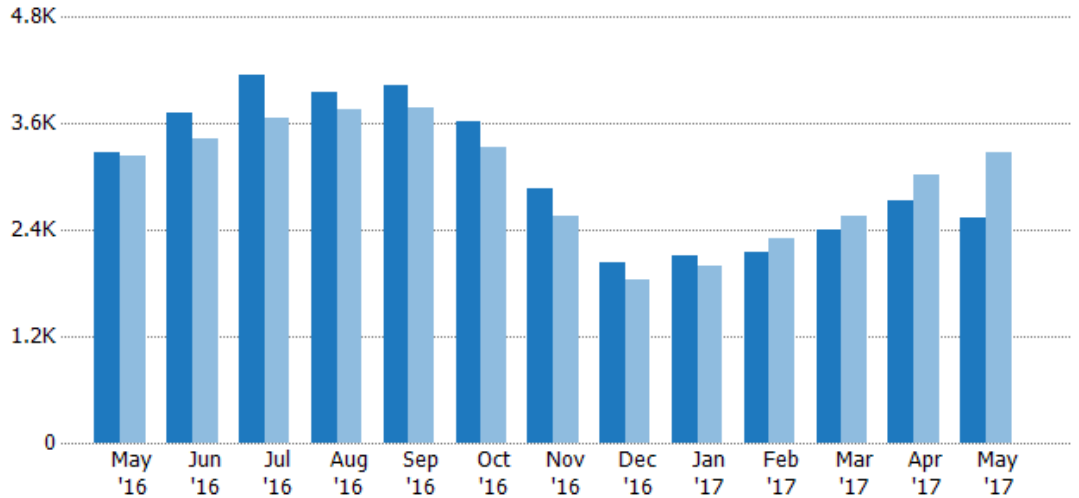
Active Listings

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.
May '17	2.53K	-22.7%
May '16	3.27K	0.9%
May '15	3.24K	15.2%



Current Year	3.27K	3.72K	4.14K	3.95K	4.04K	3.62K	2.87K	2.03K	2.11K	2.16K	2.4K	2.72K	2.53K
Prior Year	3.24K	3.43K	3.66K	3.75K	3.77K	3.33K	2.56K	1.83K	2K	2.3K	2.56K	3.02K	3.27K
Percent Change from Prior Year	1%	8%	13%	5%	7%	9%	12%	10%	5%	-6%	-6%	-10%	-23%

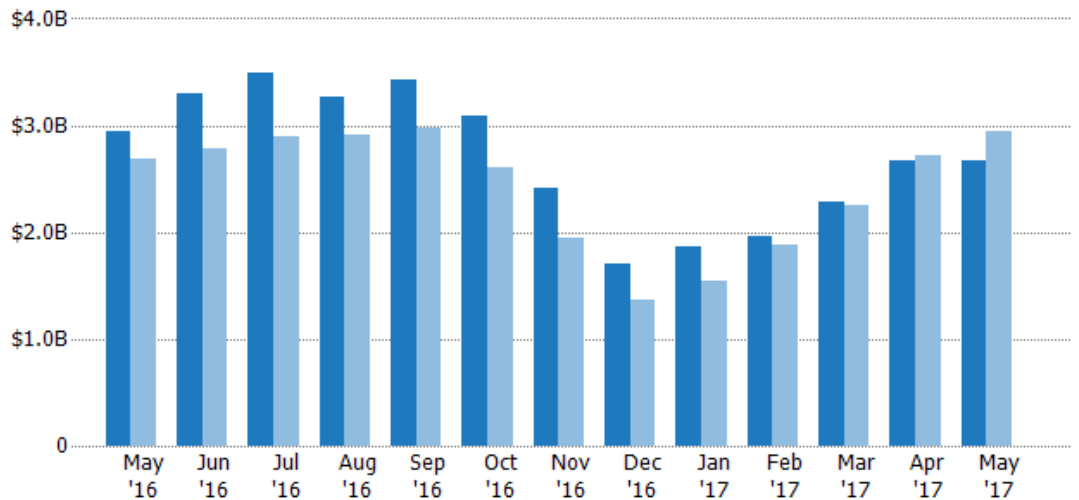
Active Listing Volume

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.
May '17	\$2.67B	-9.2%
May '16	\$2.94B	9.6%
May '15	\$2.69B	2.2%



Current Year	\$2.94B	\$3.29B	\$3.5B	\$3.27B	\$3.43B	\$3.09B	\$2.41B	\$1.7B	\$1.87B	\$1.96B	\$2.29B	\$2.67B	\$2.67B
Prior Year	\$2.69B	\$2.78B	\$2.9B	\$2.91B	\$2.97B	\$2.61B	\$1.95B	\$1.37B	\$1.54B	\$1.87B	\$2.26B	\$2.72B	\$2.94B
Percent Change from Prior Year	10%	19%	21%	12%	15%	18%	23%	24%	21%	4%	1%	-2%	-9%

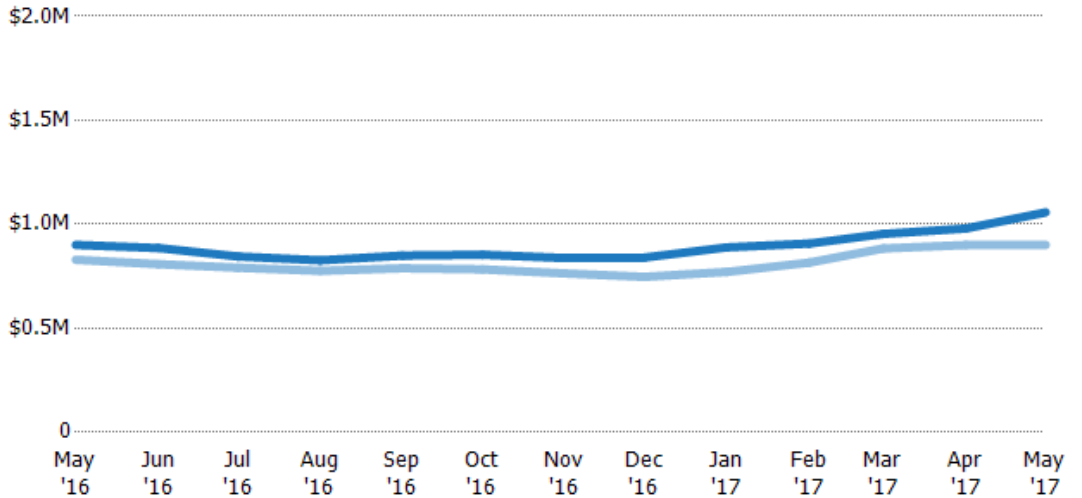
Average Listing Price

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

Month/Year	Price	% Chg.
May '17	\$1.06M	17.4%
May '16	\$901K	8.6%
May '15	\$829K	-11.3%



Current Year	\$901K	\$886K	\$845K	\$827K	\$850K	\$854K	\$838K	\$840K	\$889K	\$907K	\$954K	\$980K	\$1.06M
Prior Year	\$829K	\$808K	\$791K	\$776K	\$789K	\$784K	\$764K	\$747K	\$771K	\$816K	\$884K	\$900K	\$901K
Percent Change from Prior Year	9%	10%	7%	7%	8%	9%	10%	12%	15%	11%	8%	9%	17%

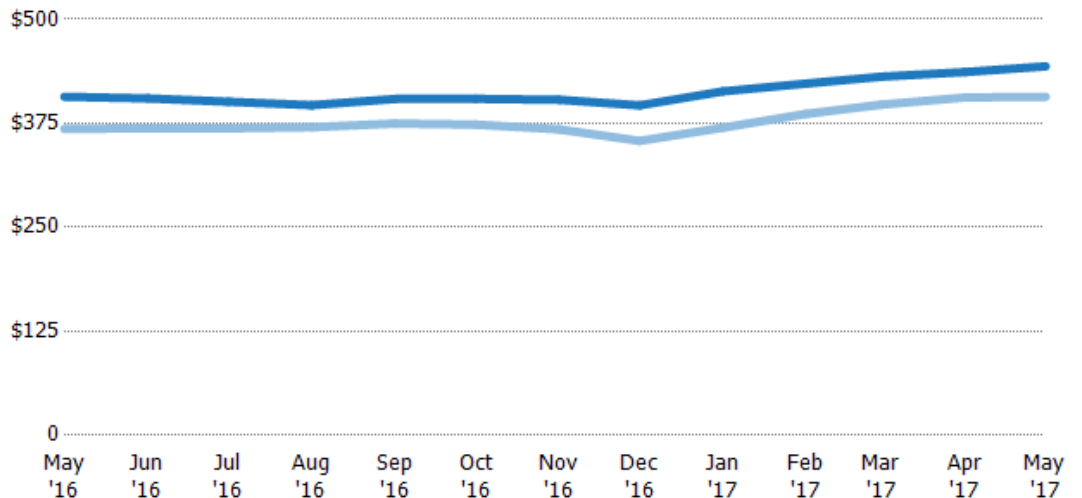
Average Listing Price per Sq Ft

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

Month/Year	Price/sq ft	% Chg.
May '17	\$443	9%
May '16	\$407	10.5%
May '15	\$368	-7.6%



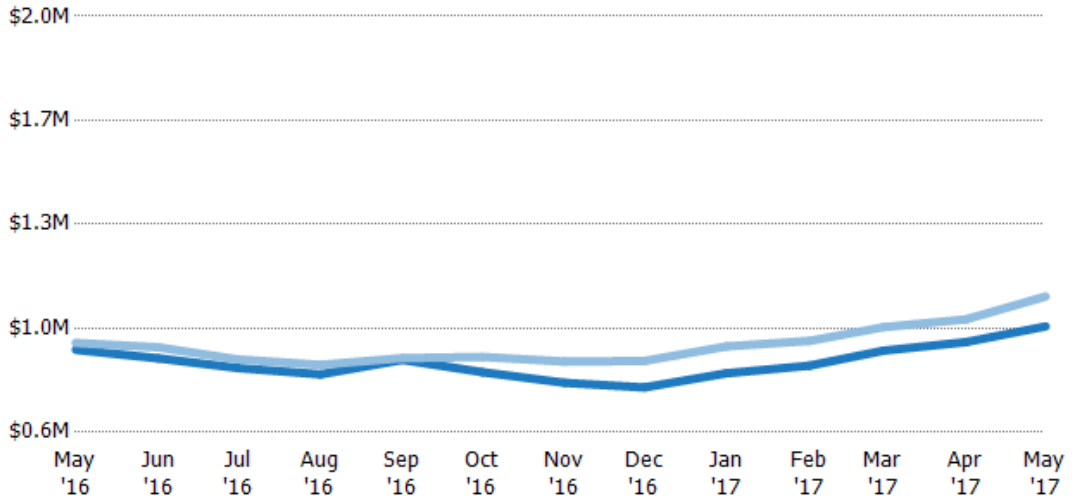
Current Year	\$407	\$405	\$401	\$397	\$404	\$404	\$403	\$397	\$413	\$423	\$431	\$437	\$443
Prior Year	\$368	\$369	\$369	\$370	\$375	\$373	\$368	\$354	\$370	\$386	\$397	\$406	\$407
Percent Change from Prior Year	10%	10%	9%	7%	8%	8%	10%	12%	12%	9%	8%	8%	9%

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

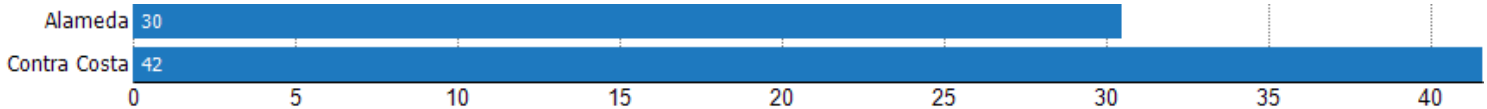


Avg Est Value	\$877K	\$849K	\$816K	\$795K	\$844K	\$802K	\$766K	\$751K	\$799K	\$824K	\$875K	\$903K	\$956K
Avg Listing Price	\$901K	\$886K	\$845K	\$827K	\$850K	\$854K	\$838K	\$840K	\$889K	\$907K	\$954K	\$980K	\$1.06M
Avg Listing Price as a % of Avg Est Value	103%	104%	104%	104%	101%	106%	109%	112%	111%	110%	109%	108%	111%

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



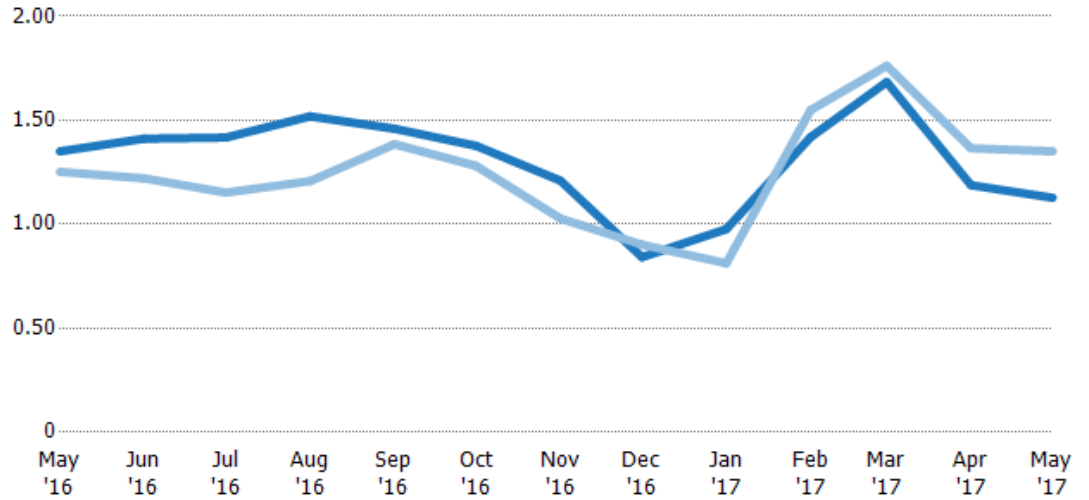
Months of Inventory

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.
May '17	1.13	-16.5%
May '16	1.35	7.9%
May '15	1.25	23.7%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	1.35	1.41	1.42	1.52	1.46	1.38	1.21	0.84	0.98	1.42	1.68	1.19	1.13
Prior Year	1.25	1.22	1.15	1.21	1.39	1.28	1.03	0.9	0.81	1.55	1.76	1.37	1.35
Percent Change from Prior Year	8%	16%	23%	26%	5%	8%	18%	-7%	20%	-8%	-4%	-13%	-17%

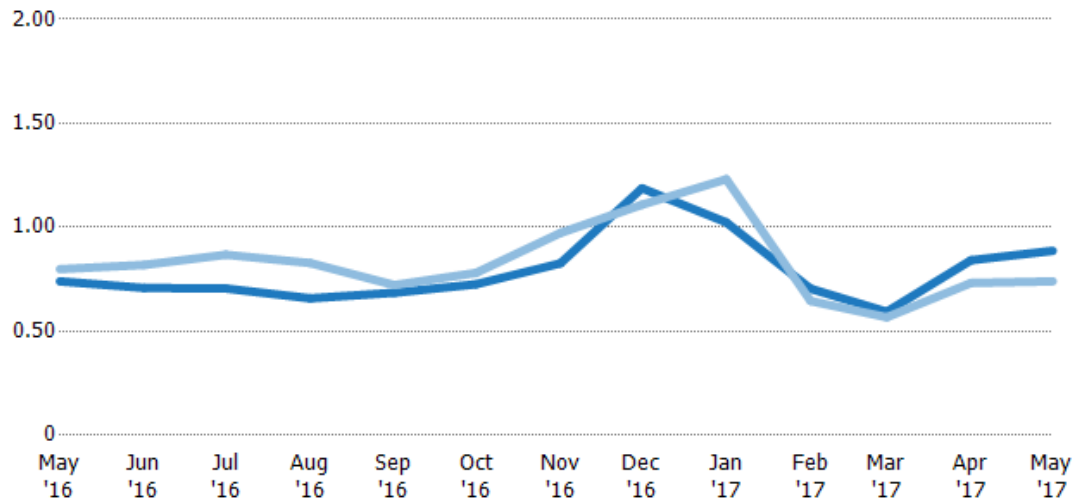
Absorption Rate

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.
May '17	89%	-14.7%
May '16	74%	5.9%
May '15	80%	-19.1%

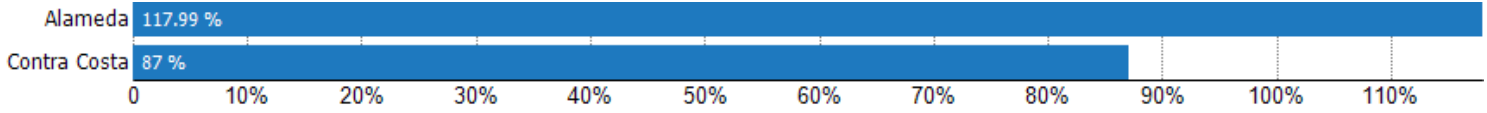


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	74%	71%	71%	66%	69%	73%	83%	119%	102%	70%	59%	84%	89%
Prior Year	80%	82%	87%	83%	72%	78%	97%	111%	123%	65%	57%	73%	74%
Change from Prior Year	6%	11%	16%	17%	4%	5%	15%	-8%	21%	-6%	-3%	-11%	-15%

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

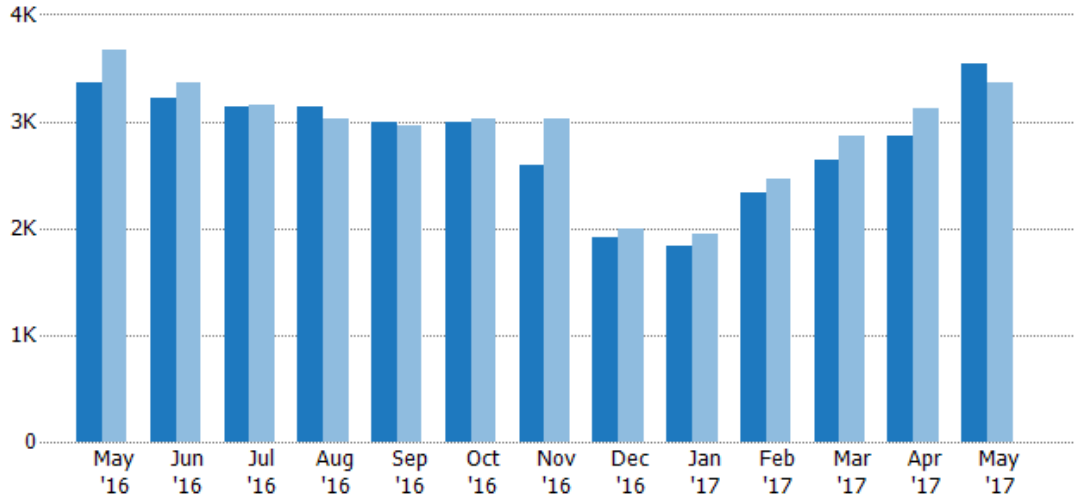


Pending Sales

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.
May '17	3.54K	5.3%
May '16	3.37K	-8.2%
May '15	3.67K	-12.3%

	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	3.37K	3.22K	3.14K	3.13K	2.99K	2.99K	2.6K	1.91K	1.84K	2.34K	2.64K	2.86K	3.54K
Prior Year	3.67K	3.37K	3.15K	3.03K	2.96K	3.03K	3.02K	2K	1.95K	2.46K	2.86K	3.12K	3.37K
Percent Change from Prior Year	-8%	-4%	0%	4%	1%	-1%	-14%	-5%	-6%	-5%	-8%	-8%	5%

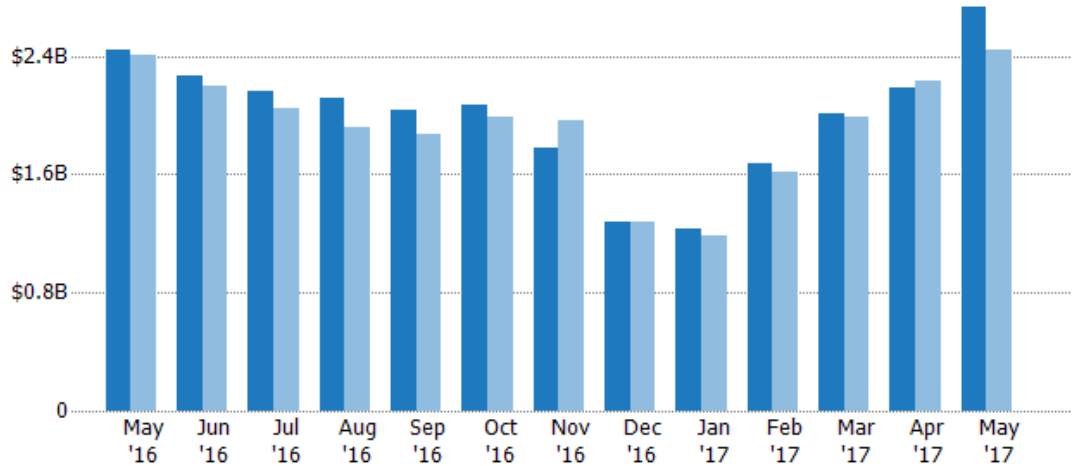
Pending Sales Volume

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.
May '17	\$2.73B	12.1%
May '16	\$2.44B	1.4%
May '15	\$2.41B	-17.9%



Current Year	\$2.44B	\$2.27B	\$2.16B	\$2.11B	\$2.04B	\$2.07B	\$1.78B	\$1.28B	\$1.23B	\$1.67B	\$2.01B	\$2.19B	\$2.73B
Prior Year	\$2.41B	\$2.2B	\$2.04B	\$1.92B	\$1.87B	\$1.99B	\$1.96B	\$1.28B	\$1.18B	\$1.62B	\$1.98B	\$2.23B	\$2.44B
Percent Change from Prior Year	1%	3%	6%	10%	9%	4%	-9%	0%	4%	3%	1%	-2%	12%

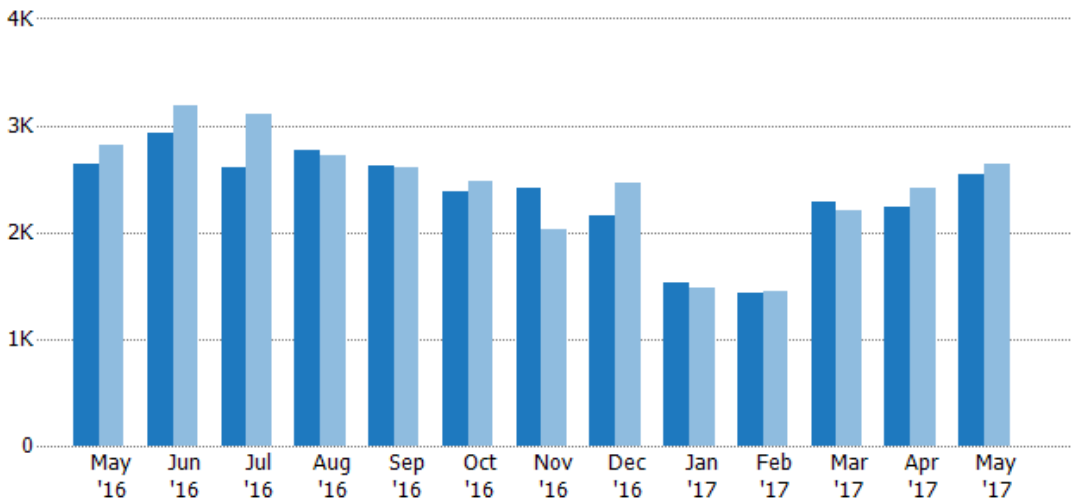
Closed Sales

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.
May '17	2.54K	-3.6%
May '16	2.63K	-6.4%
May '15	2.81K	-4.7%



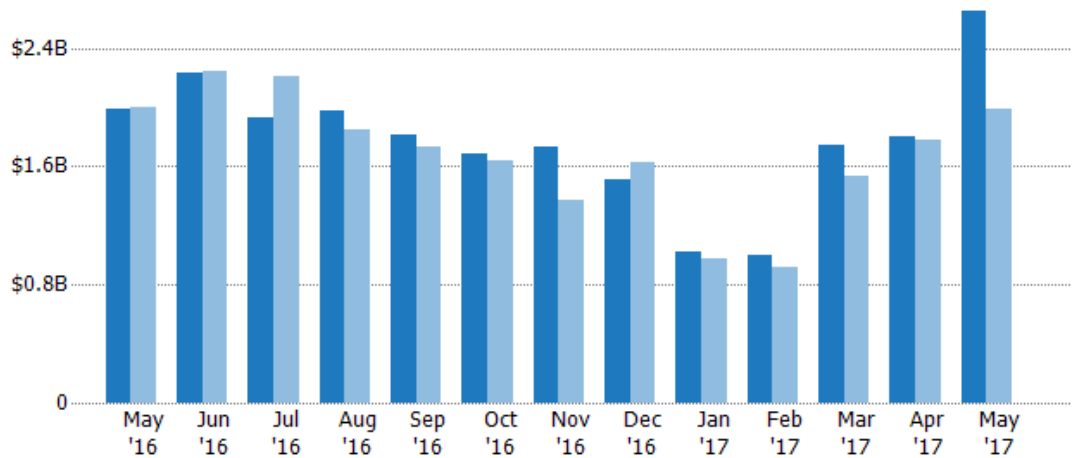
Current Year	2.63K	2.92K	2.6K	2.77K	2.63K	2.37K	2.41K	2.16K	1.52K	1.43K	2.29K	2.24K	2.54K
Prior Year	2.81K	3.18K	3.11K	2.72K	2.6K	2.49K	2.03K	2.47K	1.48K	1.45K	2.21K	2.42K	2.63K
Percent Change from Prior Year	-6%	-8%	-16%	2%	1%	-4%	18%	-13%	2%	-2%	4%	-7%	-4%

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



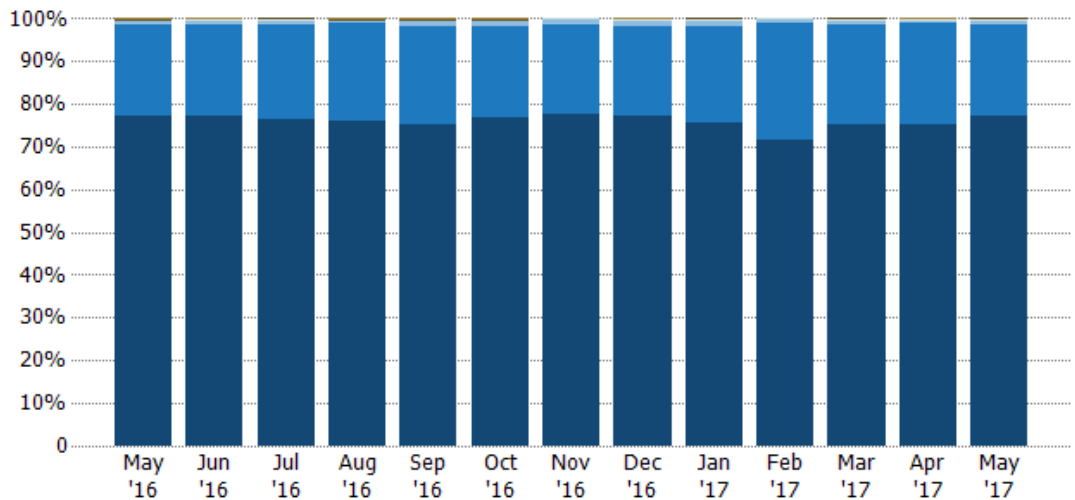
Month/Year	Volume	% Chg.
May '17	\$2.65B	33.3%
May '16	\$1.99B	-0.5%
May '15	\$2B	-13.2%

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

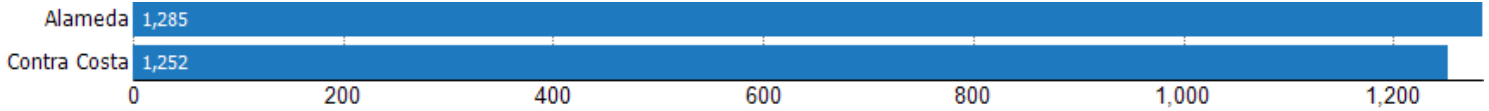


Property Type	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Other	0%	0%	-	0%	0%	0%	-	0%	-	-	-	0%	-
Lot/Land	0%	-	0%	0%	0%	0%	-	-	0%	-	0%	-	0%
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%
Mobile/Manufactured	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Condo/Townhouse	21%	21%	22%	23%	23%	21%	21%	21%	23%	27%	23%	24%	21%
Single Family Residence	77%	77%	77%	76%	75%	77%	78%	77%	76%	72%	75%	75%	77%

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

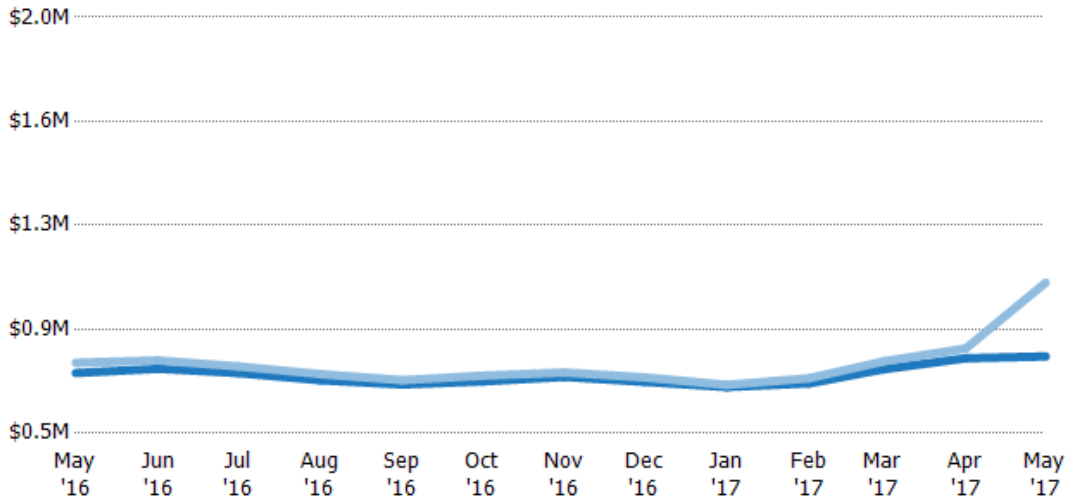


Average Sales Price vs Average Listing Price

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



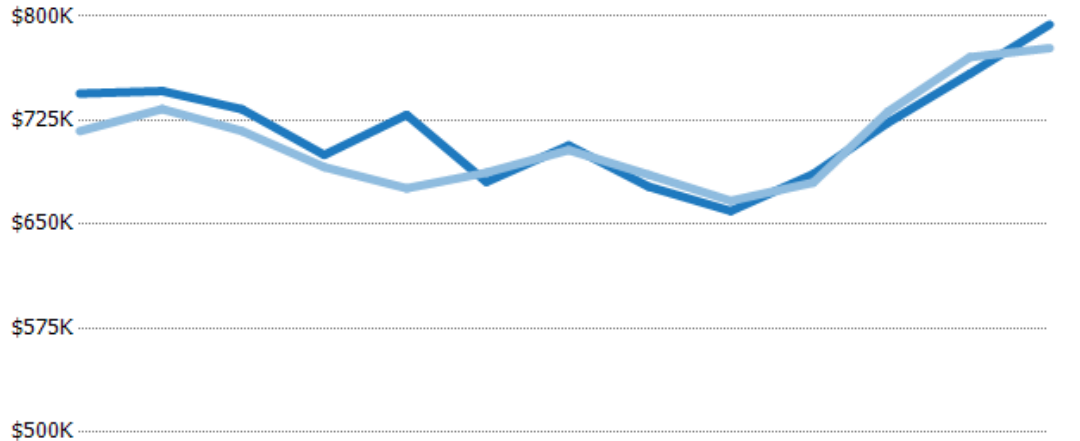
	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg List Price	\$717K	\$733K	\$717K	\$691K	\$676K	\$687K	\$704K	\$686K	\$667K	\$680K	\$731K	\$771K	\$777K
Avg Sales Price	\$754K	\$763K	\$741K	\$713K	\$692K	\$708K	\$719K	\$701K	\$674K	\$699K	\$759K	\$806K	\$1.04M
Avg Sales Price as a % of Avg List Price	105%	104%	103%	103%	102%	103%	102%	102%	101%	103%	104%	105%	134%

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



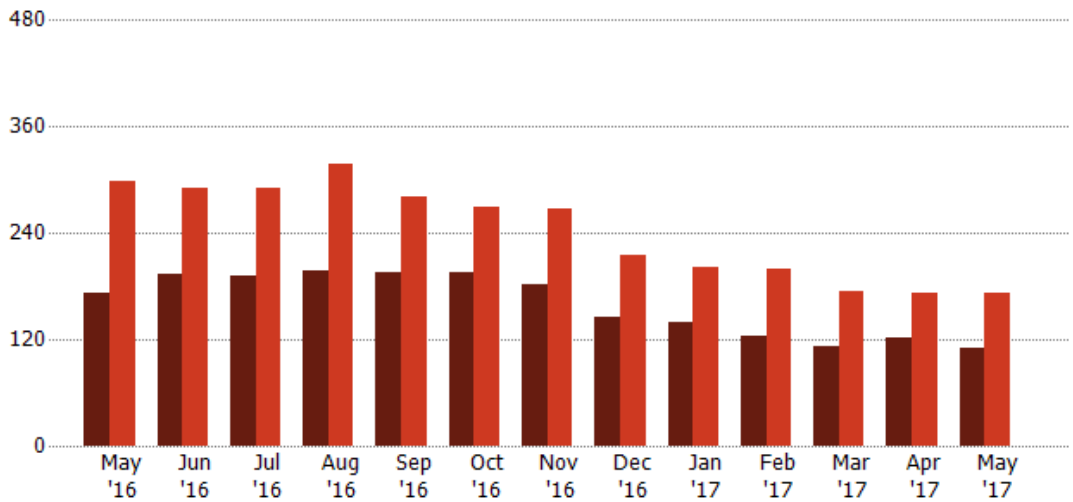
	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$744K	\$746K	\$733K	\$700K	\$729K	\$681K	\$707K	\$677K	\$660K	\$686K	\$723K	\$759K	\$794K
Avg Sales Price	\$717K	\$733K	\$717K	\$691K	\$676K	\$687K	\$704K	\$686K	\$667K	\$680K	\$731K	\$771K	\$777K
Avg Sales Price as a % of Avg Est Value	96%	98%	98%	99%	93%	101%	100%	101%	101%	99%	101%	102%	98%

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.
May '17	110	-36%
May '16	172	-42.5%
May '15	299	53.2%

	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	172	193	191	198	195	195	182	146	140	124	113	122	110
Prior Year	299	290	291	317	280	270	268	214	201	200	175	173	172
Percent Change from Prior Year	-42%	-33%	-34%	-38%	-30%	-28%	-32%	-32%	-30%	-38%	-35%	-29%	-36%

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: 06/05/2017

Scheduled: Yes

Report Date Range: From 5/2016 To: 5/2017

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 5/2017 data

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