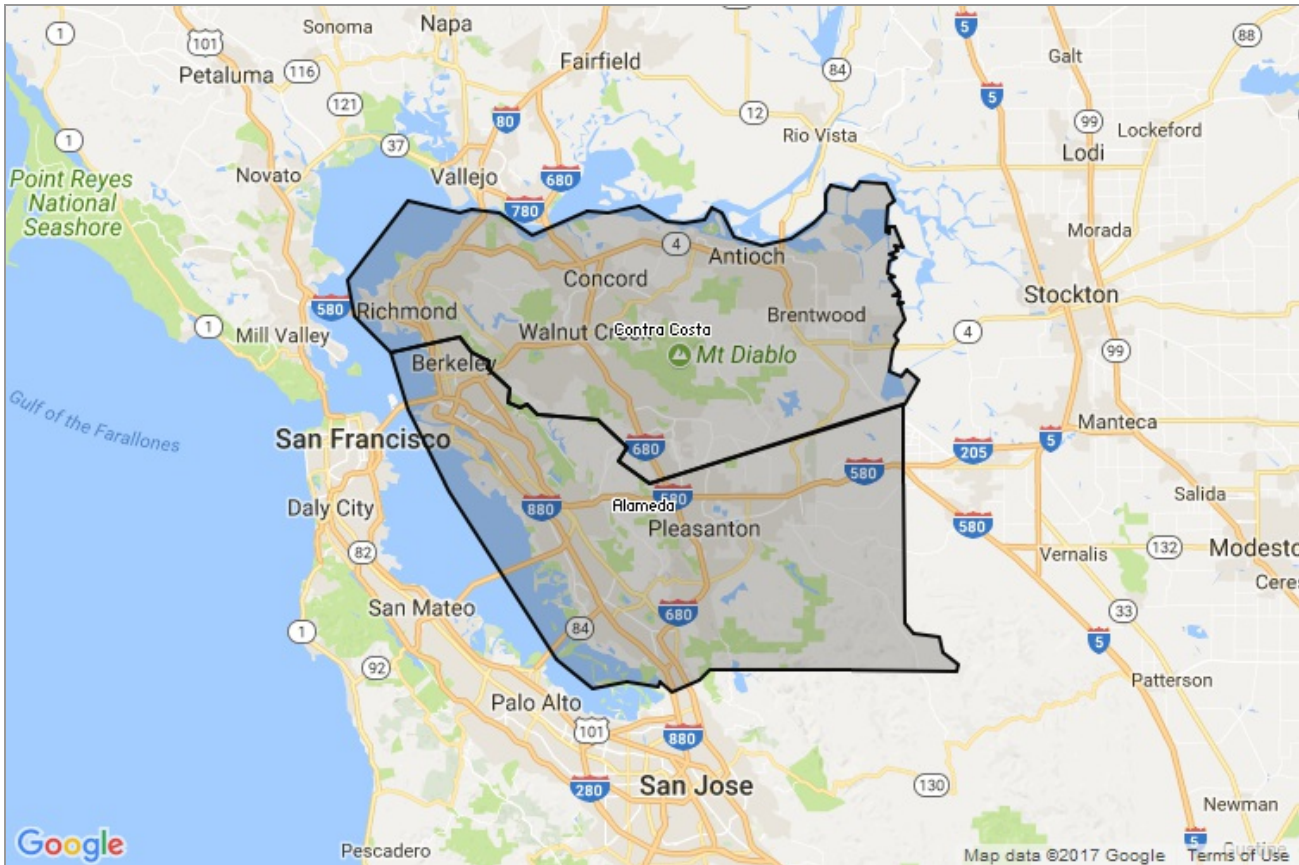


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2016 – 11/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/07/2017

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.bridgемls.com

7901 Stoneridge Drive
Pleasanton, CA 94588

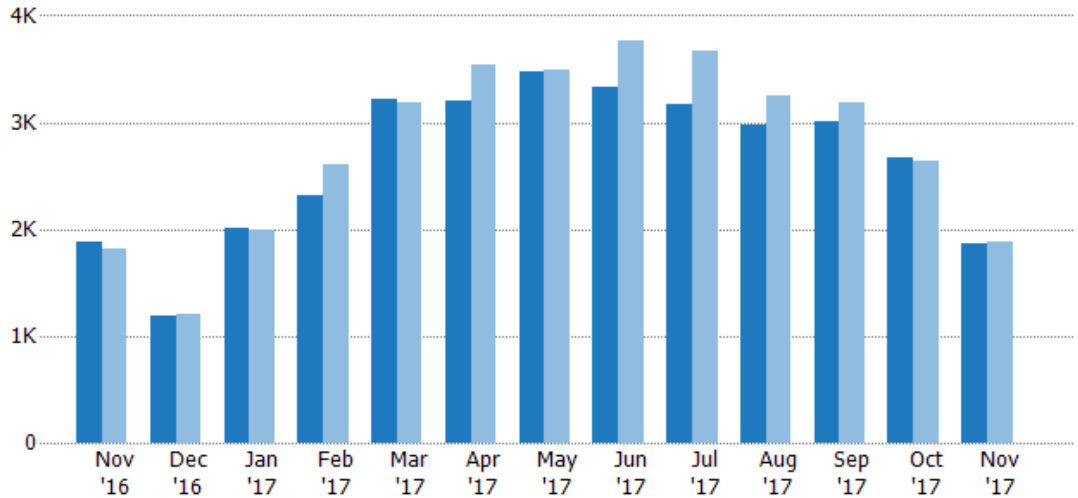
New Listings

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.
Nov '17	1.87K	-0.2%
Nov '16	1.88K	3.6%
Nov '15	1.81K	-5.1%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	1.88K	1.18K	2K	2.31K	3.22K	3.2K	3.48K	3.32K	3.17K	2.98K	3.02K	2.67K	1.87K
Prior Year	1.81K	1.21K	1.99K	2.6K	3.18K	3.54K	3.5K	3.76K	3.67K	3.26K	3.19K	2.63K	1.88K
Percent Change from Prior Year	4%	-2%	1%	-11%	1%	-10%	-1%	-12%	-14%	-9%	-6%	1%	0%

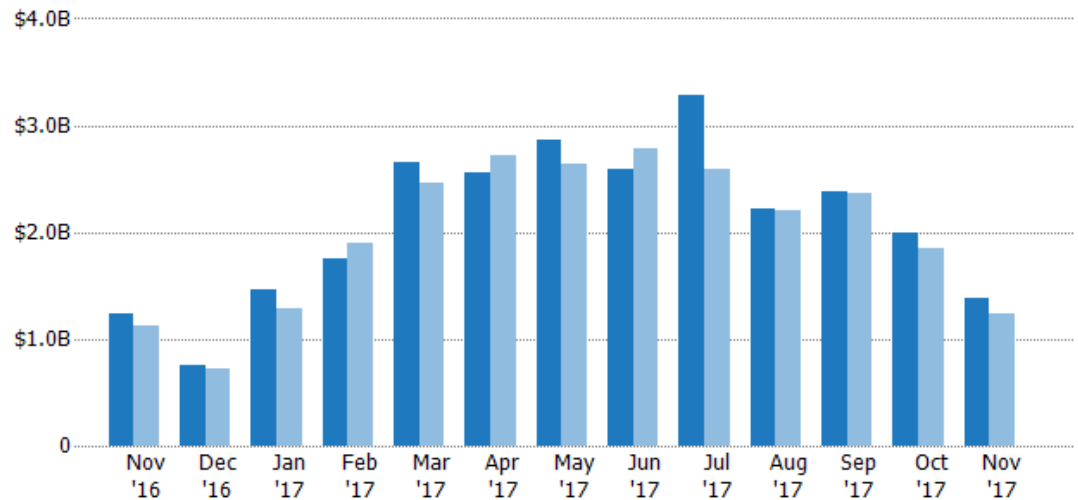
New Listing Volume

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.
Nov '17	\$1.38B	11.2%
Nov '16	\$1.24B	10.4%
Nov '15	\$1.12B	-15.8%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$1.24B	\$759M	\$1.46B	\$1.75B	\$2.65B	\$2.56B	\$2.86B	\$2.6B	\$3.28B	\$2.21B	\$2.38B	\$2B	\$1.38B
Prior Year	\$1.12B	\$718M	\$1.29B	\$1.9B	\$2.46B	\$2.72B	\$2.64B	\$2.78B	\$2.58B	\$2.2B	\$2.36B	\$1.84B	\$1.24B
Percent Change from Prior Year	10%	6%	13%	-7%	8%	-6%	8%	-7%	27%	1%	1%	8%	11%

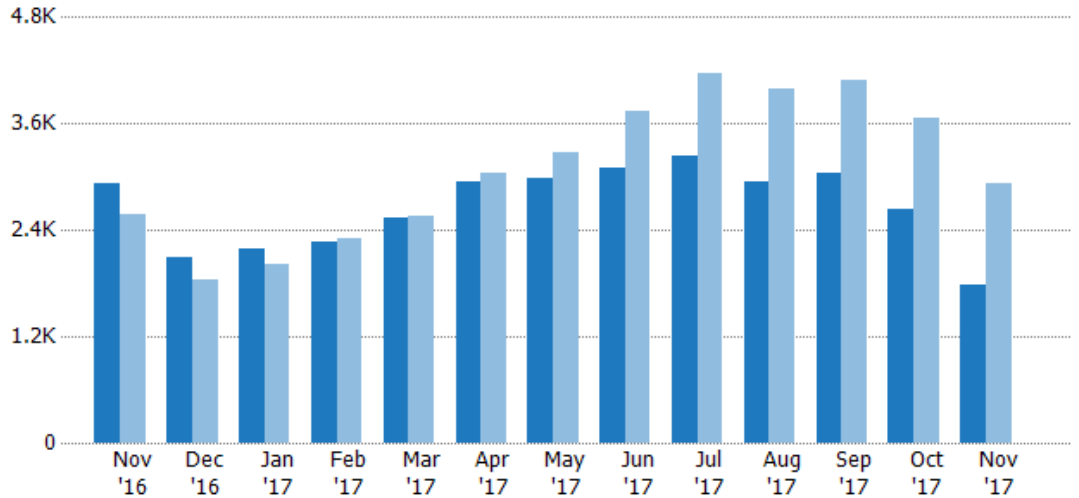
Active Listings

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.
Nov '17	1.79K	-39.1%
Nov '16	2.93K	14%
Nov '15	2.57K	13.8%



Current Year	2.93K	2.1K	2.19K	2.26K	2.54K	2.95K	2.99K	3.1K	3.23K	2.95K	3.05K	2.64K	1.79K
Prior Year	2.57K	1.84K	2.01K	2.31K	2.56K	3.03K	3.28K	3.73K	4.16K	3.98K	4.08K	3.66K	2.93K
Percent Change from Prior Year	14%	14%	9%	-2%	-1%	-3%	-9%	-17%	-22%	-26%	-25%	-28%	-39%

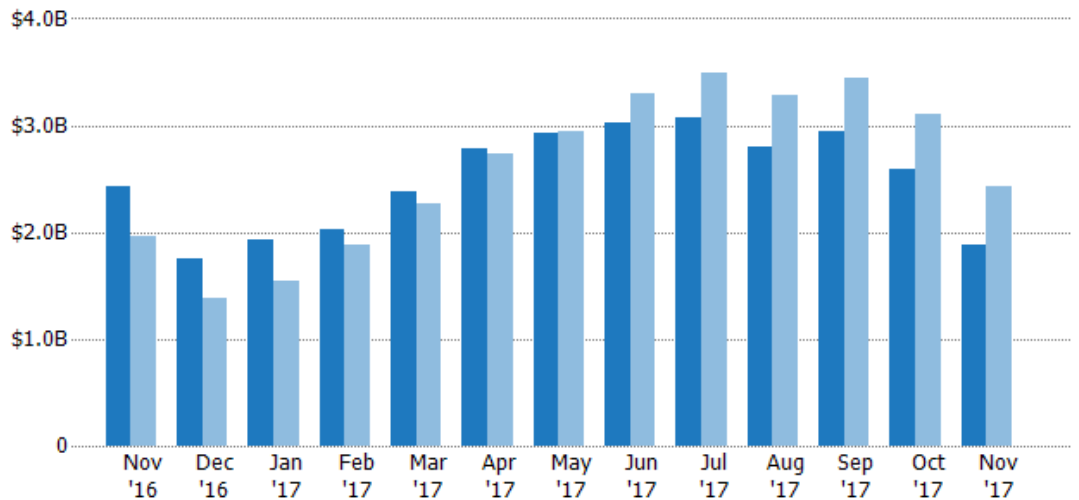
Active Listing Volume

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.
Nov '17	\$1.88B	-22.9%
Nov '16	\$2.44B	24.3%
Nov '15	\$1.96B	3.6%



Current Year	\$2.44B	\$1.75B	\$1.93B	\$2.02B	\$2.38B	\$2.79B	\$2.92B	\$3.02B	\$3.07B	\$2.81B	\$2.95B	\$2.59B	\$1.88B
Prior Year	\$1.96B	\$1.38B	\$1.55B	\$1.88B	\$2.26B	\$2.73B	\$2.95B	\$3.29B	\$3.5B	\$3.28B	\$3.44B	\$3.11B	\$2.44B
Percent Change from Prior Year	24%	27%	25%	8%	5%	2%	-1%	-8%	-12%	-14%	-14%	-17%	-23%

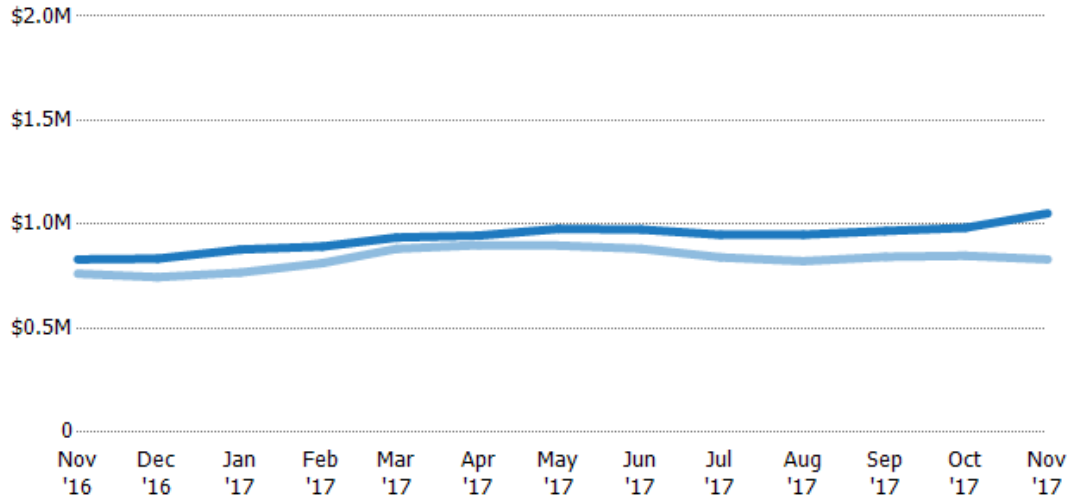
Average Listing Price

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.
Nov '17	\$1.05M	26.6%
Nov '16	\$831K	9%
Nov '15	\$762K	-8.9%



Current Year	\$831K	\$835K	\$878K	\$893K	\$936K	\$946K	\$978K	\$975K	\$949K	\$950K	\$968K	\$983K	\$1.05M
Prior Year	\$762K	\$746K	\$768K	\$813K	\$882K	\$900K	\$898K	\$882K	\$841K	\$823K	\$843K	\$849K	\$831K
Percent Change from Prior Year	9%	12%	14%	10%	6%	5%	9%	10%	13%	15%	15%	16%	27%

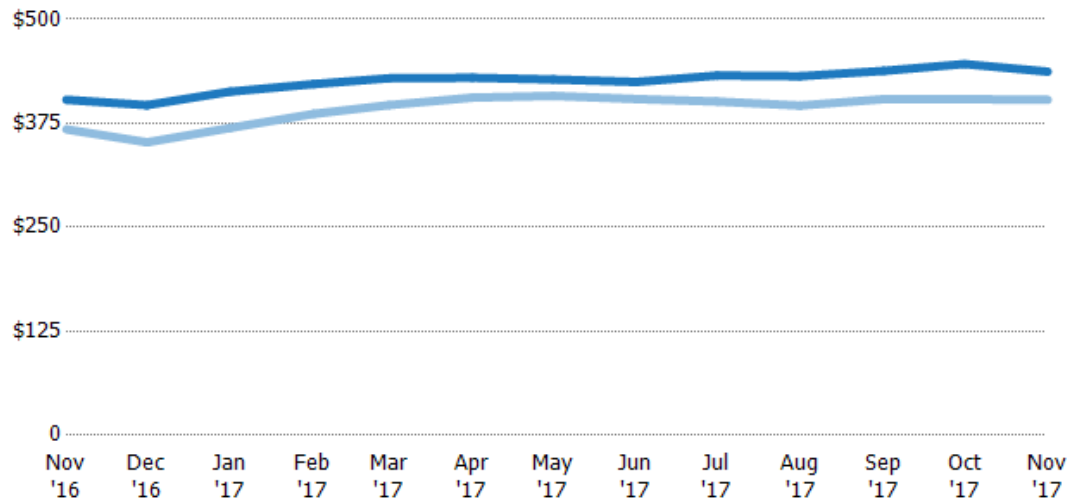
Average Listing Price per Sq Ft

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.
Nov '17	\$437	8.4%
Nov '16	\$403	9.7%
Nov '15	\$368	-11.4%



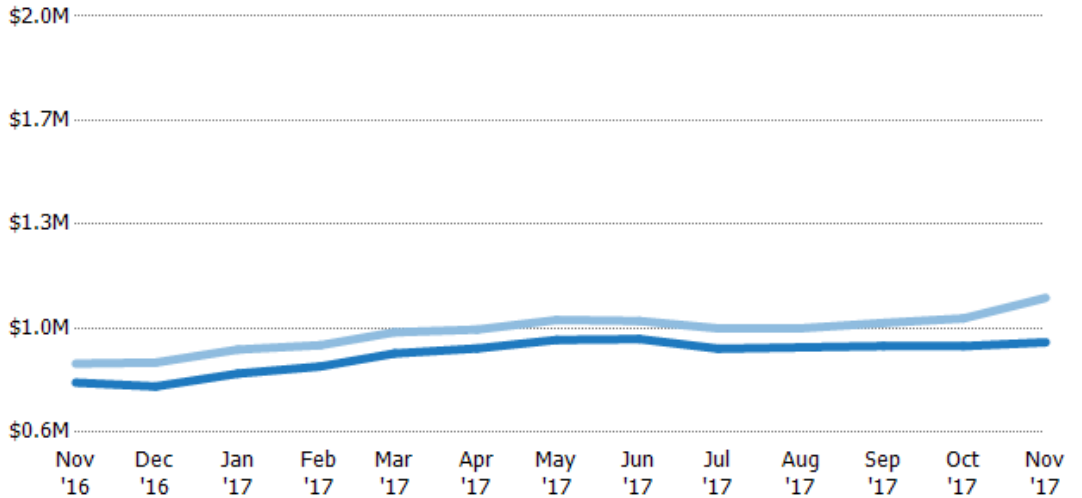
Current Year	\$403	\$397	\$413	\$422	\$429	\$430	\$428	\$425	\$432	\$432	\$438	\$446	\$437
Prior Year	\$368	\$352	\$369	\$386	\$397	\$406	\$408	\$404	\$401	\$396	\$404	\$404	\$403
Percent Change from Prior Year	10%	13%	12%	9%	8%	6%	5%	5%	8%	9%	8%	10%	8%

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

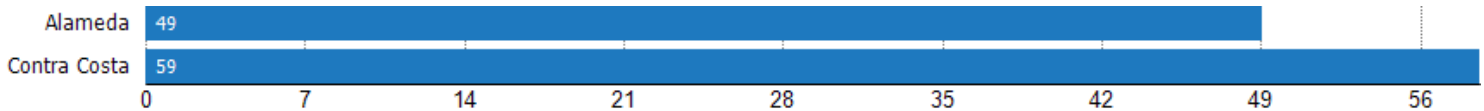


Avg Est Value	\$767K	\$754K	\$797K	\$821K	\$865K	\$882K	\$911K	\$914K	\$881K	\$886K	\$890K	\$890K	\$903K
Avg Listing Price	\$831K	\$835K	\$878K	\$893K	\$936K	\$946K	\$978K	\$975K	\$949K	\$950K	\$968K	\$983K	\$1.05M
Avg Listing Price as a % of Avg Est Value	108%	111%	110%	109%	108%	107%	107%	107%	108%	107%	109%	110%	117%

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



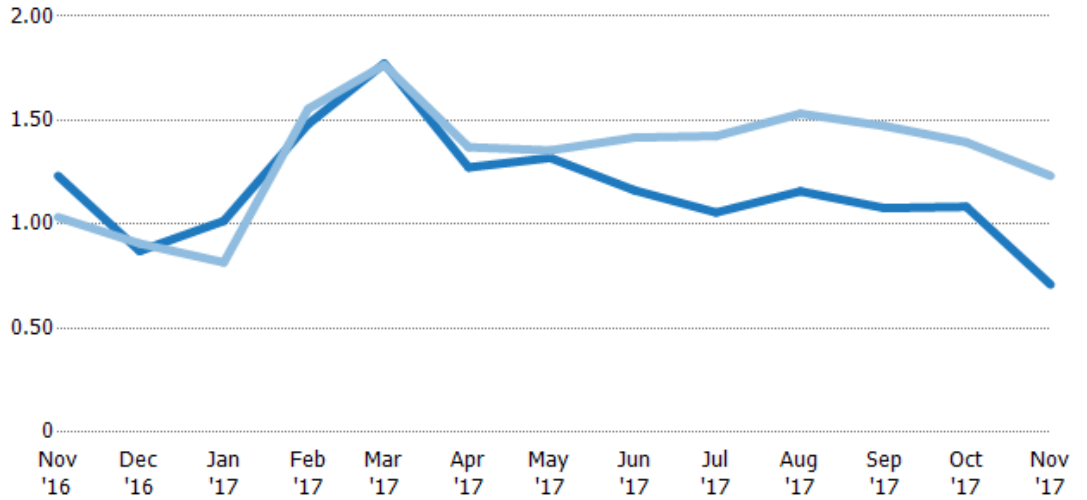
Months of Inventory

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.
Nov '17	0.71	-42.4%
Nov '16	1.23	19.2%
Nov '15	1.03	8.2%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	1.23	0.87	1.02	1.48	1.77	1.27	1.32	1.16	1.06	1.16	1.08	1.08	0.71
Prior Year	1.03	0.91	0.82	1.55	1.77	1.37	1.36	1.42	1.42	1.53	1.47	1.39	1.23
Percent Change from Prior Year	19%	-4%	24%	-5%	0%	-7%	-3%	-18%	-26%	-24%	-27%	-22%	-42%

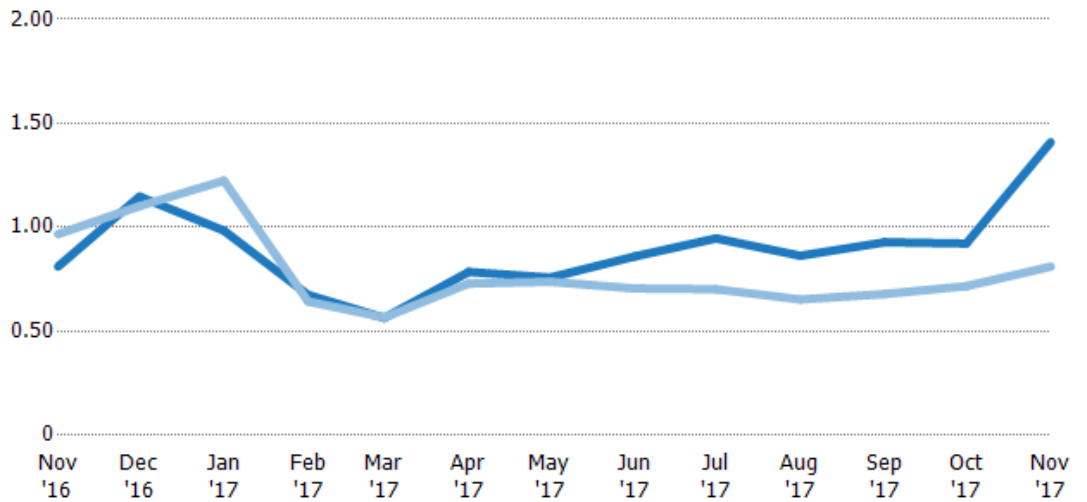
Absorption Rate

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.
Nov '17	141%	-59.8%
Nov '16	81%	15.6%
Nov '15	97%	-7.6%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	81%	115%	98%	67%	56%	79%	76%	86%	95%	86%	93%	92%	141%
Prior Year	97%	110%	122%	64%	57%	73%	74%	71%	70%	65%	68%	72%	81%
Change from Prior Year	16%	-5%	24%	-3%	0%	-6%	-2%	-15%	-24%	-21%	-25%	-21%	-60%

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



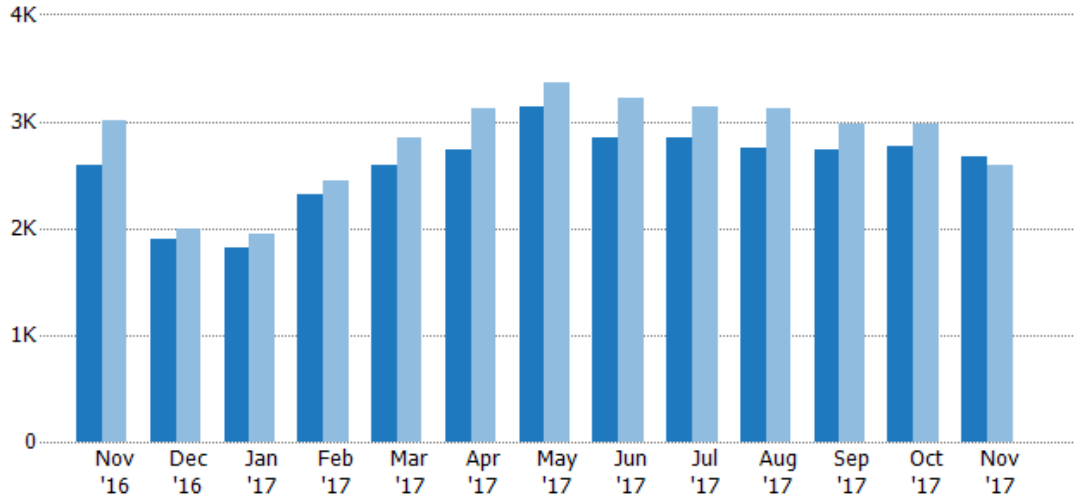
Pending Sales

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.
Nov '17	2.68K	3.6%
Nov '16	2.58K	-14.3%
Nov '15	3.02K	-9.6%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	2.58K	1.9K	1.82K	2.31K	2.58K	2.74K	3.14K	2.85K	2.84K	2.76K	2.74K	2.77K	2.68K
Prior Year	3.02K	2K	1.95K	2.45K	2.85K	3.12K	3.36K	3.21K	3.14K	3.12K	2.98K	2.98K	2.58K
Percent Change from Prior Year	-14%	-5%	-7%	-6%	-9%	-12%	-6%	-11%	-10%	-12%	-8%	-7%	4%

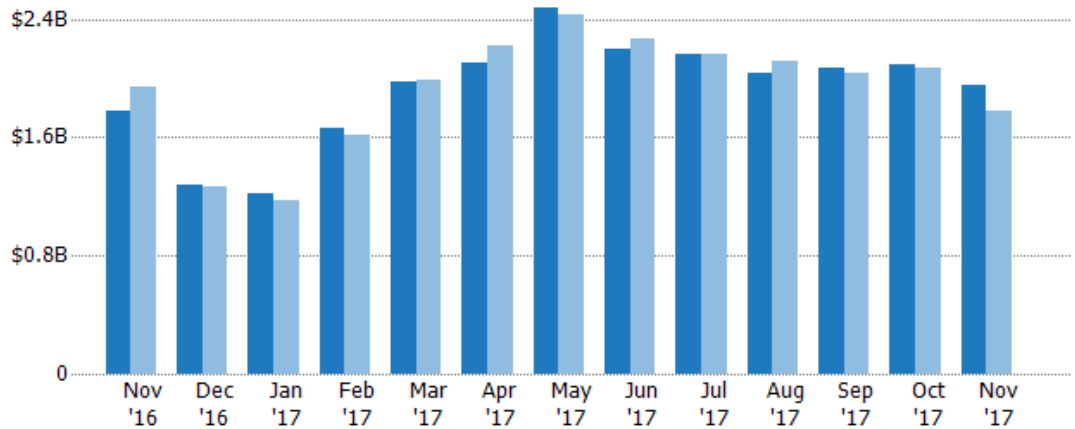
Pending Sales Volume

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.
Nov '17	\$1.96B	10.1%
Nov '16	\$1.78B	-8.4%
Nov '15	\$1.94B	-18.7%



Current Year	\$1.78B	\$1.27B	\$1.22B	\$1.66B	\$1.97B	\$2.11B	\$2.47B	\$2.2B	\$2.16B	\$2.03B	\$2.07B	\$2.09B	\$1.96B
Prior Year	\$1.94B	\$1.26B	\$1.18B	\$1.62B	\$1.98B	\$2.22B	\$2.43B	\$2.27B	\$2.16B	\$2.11B	\$2.03B	\$2.07B	\$1.78B
Percent Change from Prior Year	-8%	1%	4%	2%	0%	-5%	2%	-3%	0%	-4%	2%	1%	10%

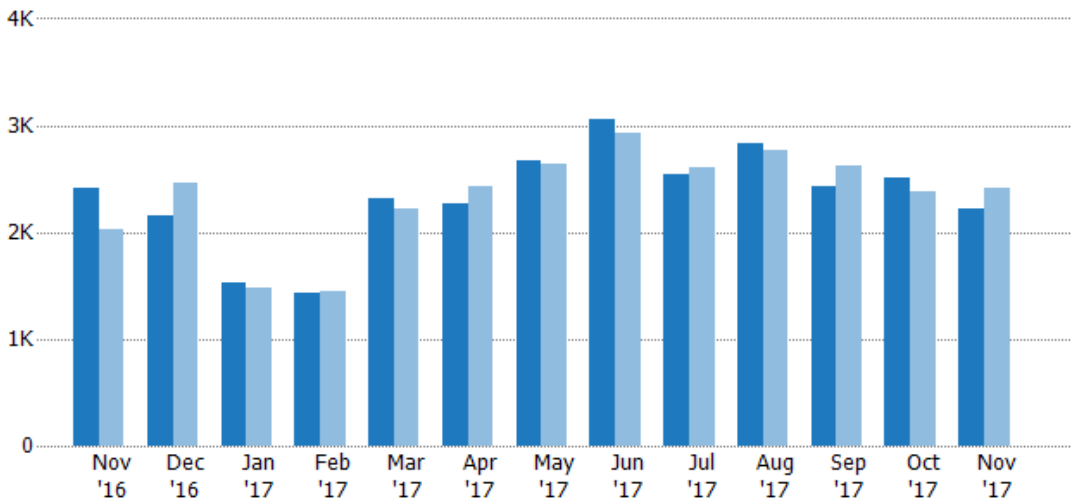
Closed Sales

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.
Nov '17	2.22K	-7.8%
Nov '16	2.41K	18.6%
Nov '15	2.03K	-0.5%



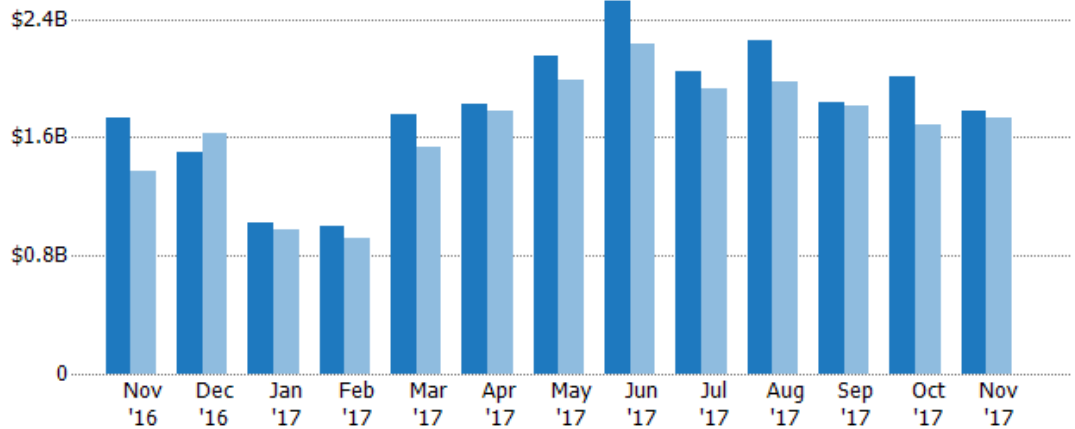
Current Year	2.41K	2.16K	1.53K	1.43K	2.31K	2.27K	2.67K	3.06K	2.55K	2.83K	2.43K	2.52K	2.22K
Prior Year	2.03K	2.47K	1.49K	1.45K	2.21K	2.42K	2.63K	2.92K	2.6K	2.77K	2.63K	2.38K	2.41K
Percent Change from Prior Year	19%	-12%	3%	-1%	5%	-6%	1%	5%	-2%	2%	-7%	6%	-8%

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.
Nov '17	\$1.78B	2.7%
Nov '16	\$1.73B	26%
Nov '15	\$1.37B	-9.9%

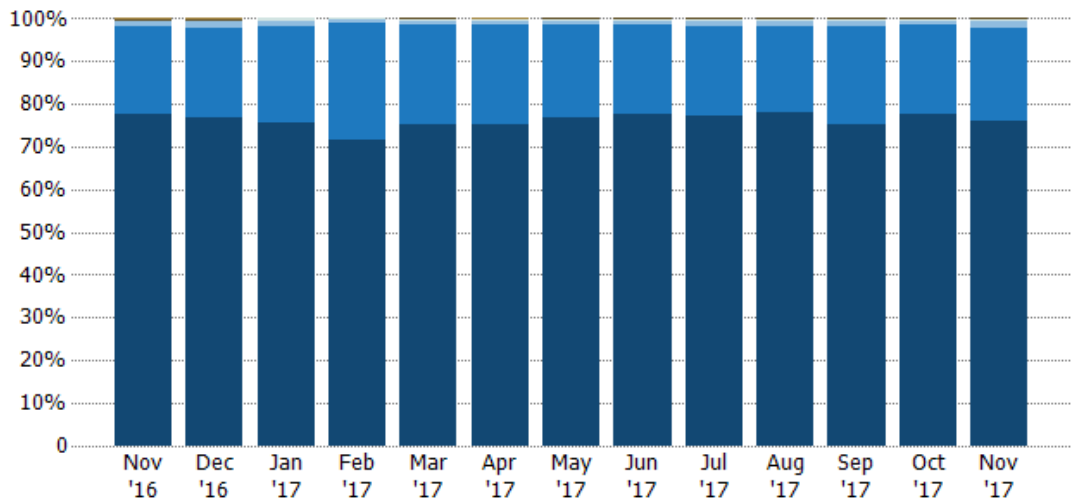
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '16	\$1.73B	\$1.37B	26%
Dec '16	\$1.5B	\$1.62B	-7%
Jan '17	\$1.03B	\$981M	5%
Feb '17	\$999M	\$921M	8%
Mar '17	\$1.75B	\$1.54B	14%
Apr '17	\$1.82B	\$1.78B	2%
May '17	\$2.15B	\$1.99B	8%
Jun '17	\$2.52B	\$2.23B	13%
Jul '17	\$2.04B	\$1.93B	6%
Aug '17	\$2.26B	\$1.98B	14%
Sep '17	\$1.84B	\$1.82B	1%
Oct '17	\$2.01B	\$1.68B	19%
Nov '17	\$1.78B	\$1.73B	3%

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

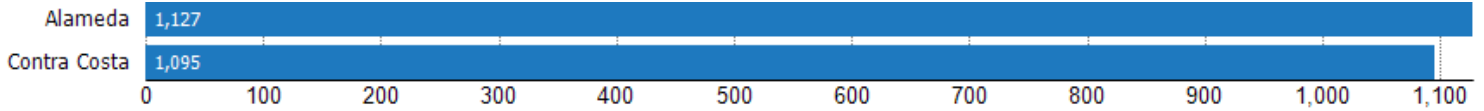


Month/Year	Other	Lot/Land	Multifamily/Multiplex	Mobile/Manufactured	Condo/Townhouse	Single Family Residence
Nov '16	0%	0%	0%	1%	21%	77%
Dec '16	0%	0%	1%	1%	21%	77%
Jan '17	-	-	1%	1%	23%	75%
Feb '17	-	0%	0%	1%	27%	71%
Mar '17	-	0%	0%	1%	24%	75%
Apr '17	0%	-	0%	1%	24%	75%
May '17	-	0%	0%	1%	22%	77%
Jun '17	-	0%	0%	1%	21%	78%
Jul '17	-	0%	0%	1%	21%	77%
Aug '17	-	0%	0%	1%	20%	78%
Sep '17	-	0%	0%	2%	23%	75%
Oct '17	-	0%	0%	1%	21%	77%
Nov '17	-	0%	0%	2%	22%	76%

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

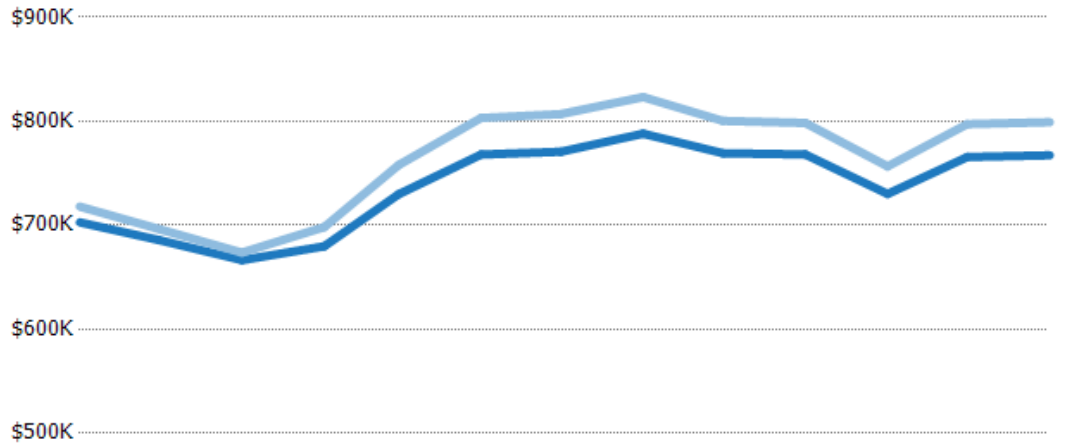


Average Sales Price vs Average Listing Price

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



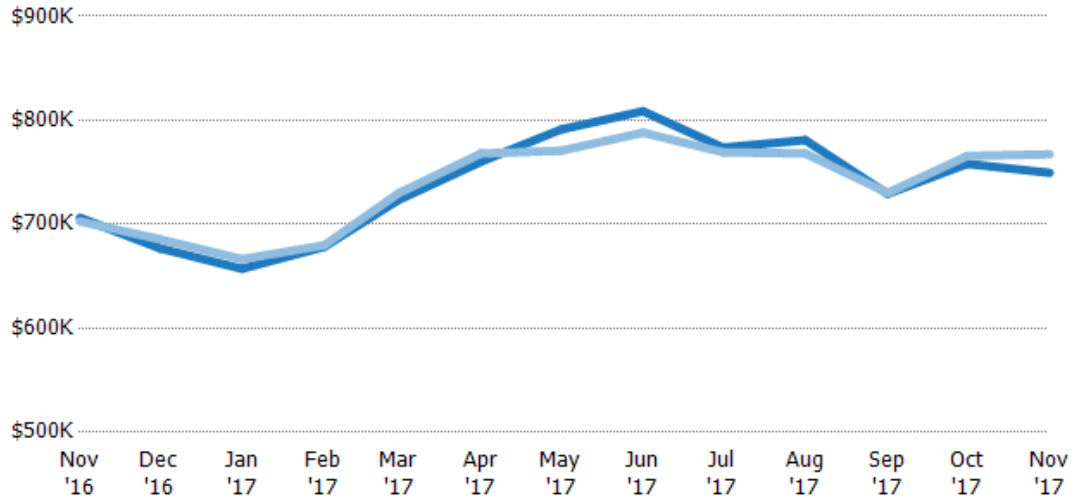
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg List Price	\$703K	\$686K	\$666K	\$680K	\$730K	\$768K	\$771K	\$788K	\$769K	\$768K	\$730K	\$766K	\$767K
Avg Sales Price	\$718K	\$696K	\$674K	\$698K	\$758K	\$803K	\$807K	\$823K	\$800K	\$798K	\$757K	\$797K	\$799K
Avg Sales Price as a % of Avg List Price	102%	102%	101%	103%	104%	105%	105%	104%	104%	104%	104%	104%	104%

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



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$706K	\$677K	\$657K	\$678K	\$724K	\$760K	\$791K	\$809K	\$774K	\$781K	\$729K	\$758K	\$749K
Avg Sales Price	\$703K	\$686K	\$666K	\$680K	\$730K	\$768K	\$771K	\$788K	\$769K	\$768K	\$730K	\$766K	\$767K
Avg Sales Price as a % of Avg Est Value	99%	101%	101%	100%	101%	101%	97%	97%	99%	98%	100%	101%	102%

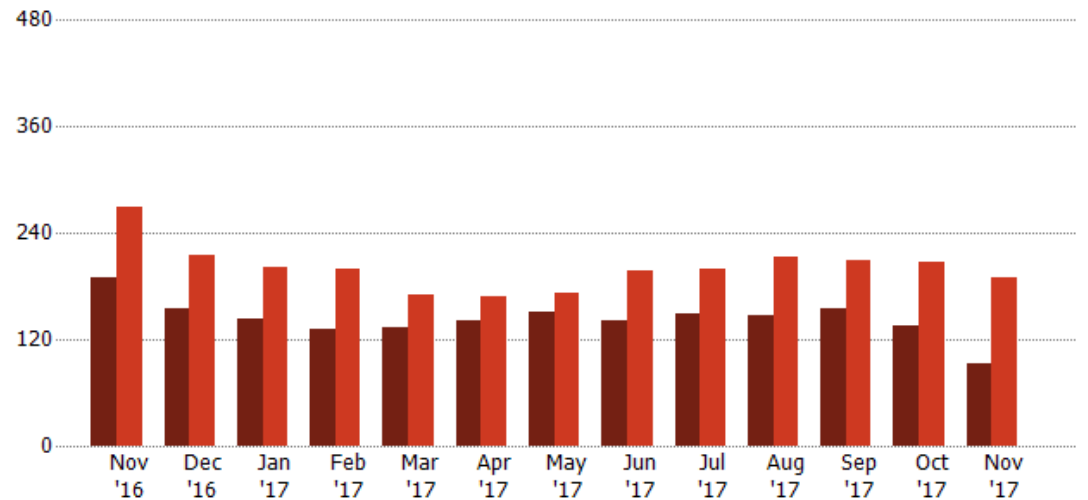
Distressed Listings

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.
Nov '17	93	-50.8%
Nov '16	189	-29.7%
Nov '15	269	58.4%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	189	154	143	132	133	142	150	141	149	147	154	135	93
Prior Year	269	215	201	199	170	168	172	197	200	213	209	207	189
Percent Change from Prior Year	-30%	-28%	-29%	-34%	-22%	-15%	-13%	-28%	-26%	-31%	-26%	-35%	-51%

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: 12/07/2017

Scheduled: Yes

Report Date Range: From 11/2016 To: 11/2017

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
- 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 11/2017 data

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