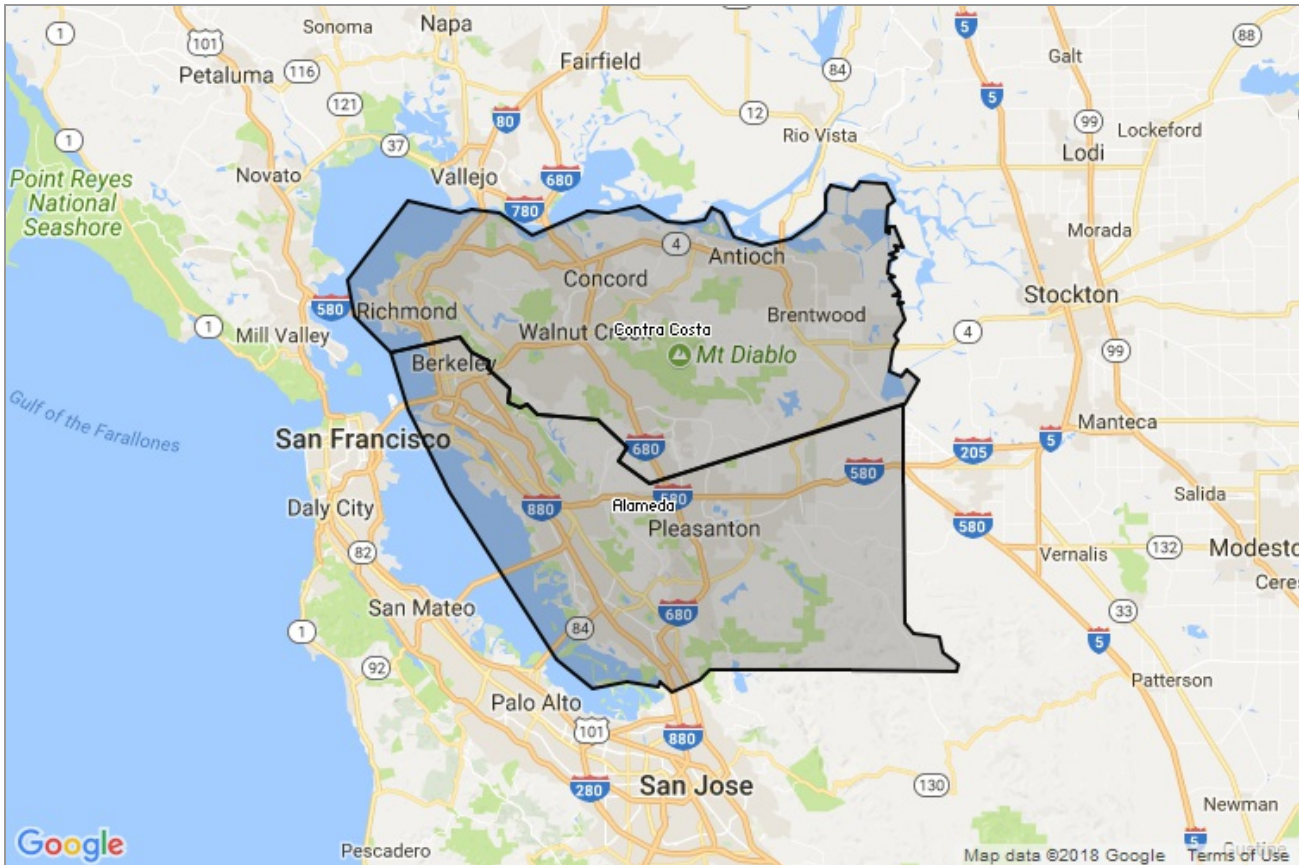


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2016 – 12/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/07/2018

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

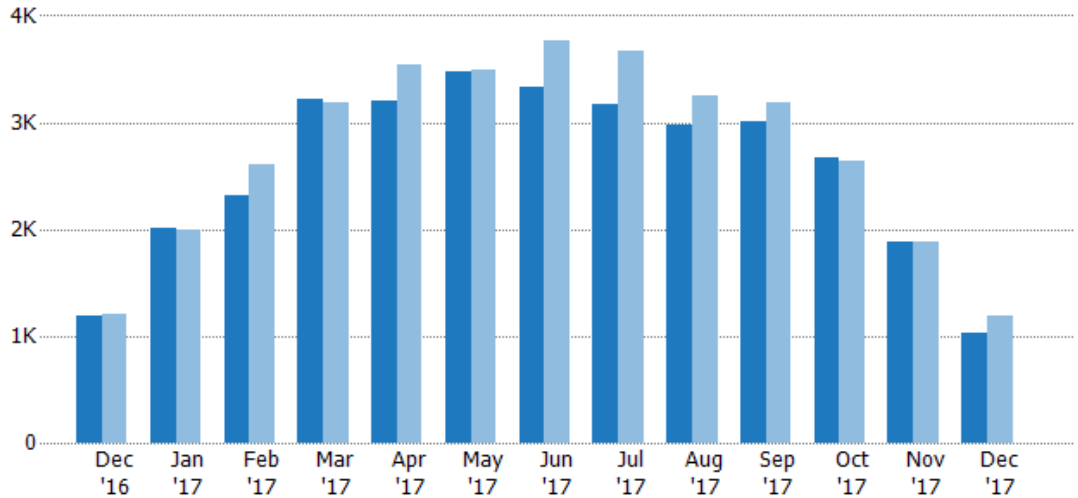
New Listings

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.
Dec '17	1.03K	-12.7%
Dec '16	1.18K	-2.1%
Dec '15	1.21K	0.6%



Current Year	1.18K	2.01K	2.31K	3.22K	3.2K	3.48K	3.32K	3.18K	2.98K	3.02K	2.67K	1.88K	1.03K
Prior Year	1.21K	1.99K	2.6K	3.18K	3.54K	3.5K	3.76K	3.68K	3.26K	3.19K	2.63K	1.88K	1.18K
Percent Change from Prior Year	-2%	1%	-11%	1%	-10%	-1%	-12%	-14%	-8%	-6%	2%	0%	-13%

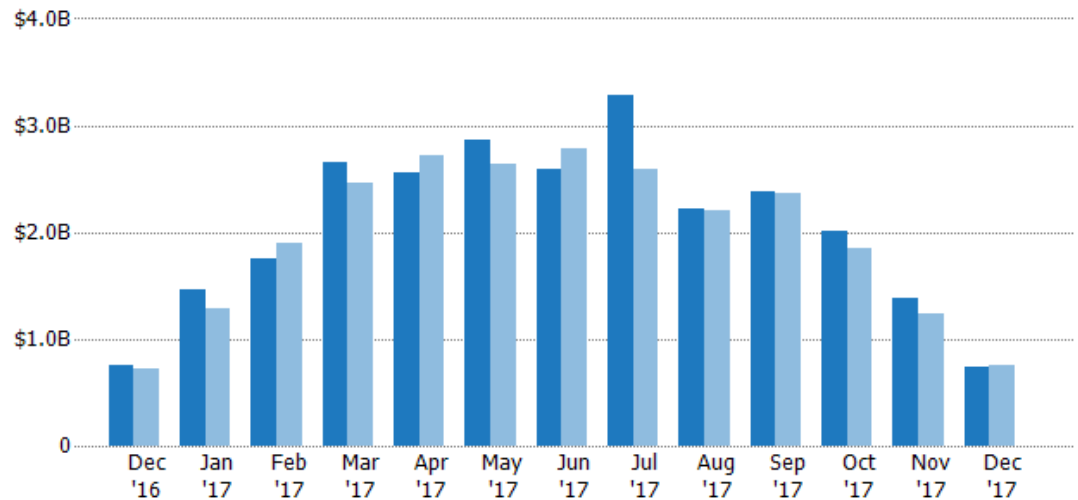
New Listing Volume

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.
Dec '17	\$736M	-3%
Dec '16	\$759M	5.6%
Dec '15	\$718M	-9.2%



Current Year	\$759M	\$1.46B	\$1.76B	\$2.65B	\$2.56B	\$2.86B	\$2.6B	\$3.28B	\$2.21B	\$2.38B	\$2B	\$1.38B	\$736M
Prior Year	\$718M	\$1.29B	\$1.9B	\$2.46B	\$2.72B	\$2.64B	\$2.78B	\$2.58B	\$2.2B	\$2.36B	\$1.84B	\$1.24B	\$759M
Percent Change from Prior Year	6%	13%	-7%	8%	-6%	8%	-7%	27%	1%	1%	9%	12%	-3%

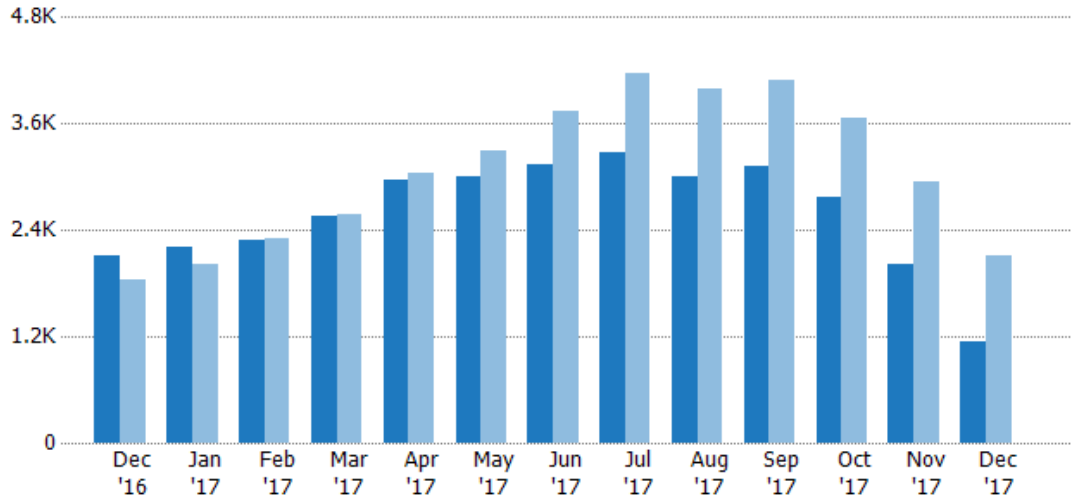
Active Listings

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.
Dec '17	1.15K	-45.5%
Dec '16	2.11K	14%
Dec '15	1.85K	20.6%



Current Year	2.11K	2.21K	2.28K	2.55K	2.97K	3.01K	3.13K	3.27K	3.01K	3.12K	2.77K	2.01K	1.15K
Prior Year	1.85K	2.02K	2.31K	2.57K	3.04K	3.29K	3.74K	4.17K	3.99K	4.09K	3.67K	2.94K	2.11K
Percent Change from Prior Year	14%	9%	-2%	-1%	-2%	-8%	-16%	-21%	-25%	-24%	-25%	-32%	-46%

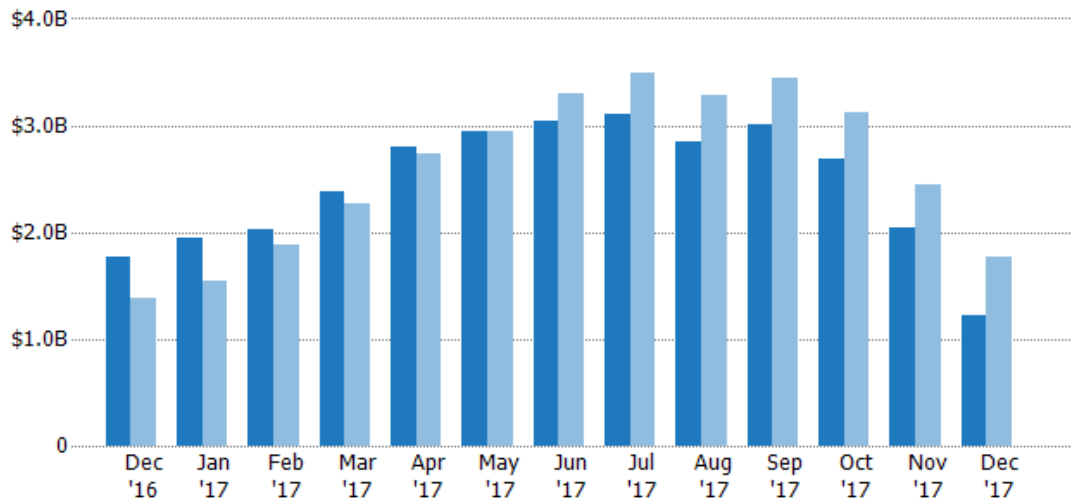
Active Listing Volume

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.
Dec '17	\$1.23B	-30.4%
Dec '16	\$1.76B	27.9%
Dec '15	\$1.38B	10.1%



Current Year	\$1.76B	\$1.94B	\$2.03B	\$2.39B	\$2.81B	\$2.94B	\$3.05B	\$3.1B	\$2.85B	\$3.01B	\$2.69B	\$2.03B	\$1.23B
Prior Year	\$1.38B	\$1.55B	\$1.88B	\$2.26B	\$2.73B	\$2.95B	\$3.29B	\$3.5B	\$3.28B	\$3.45B	\$3.12B	\$2.44B	\$1.76B
Percent Change from Prior Year	28%	25%	8%	5%	3%	0%	-7%	-11%	-13%	-13%	-14%	-17%	-30%

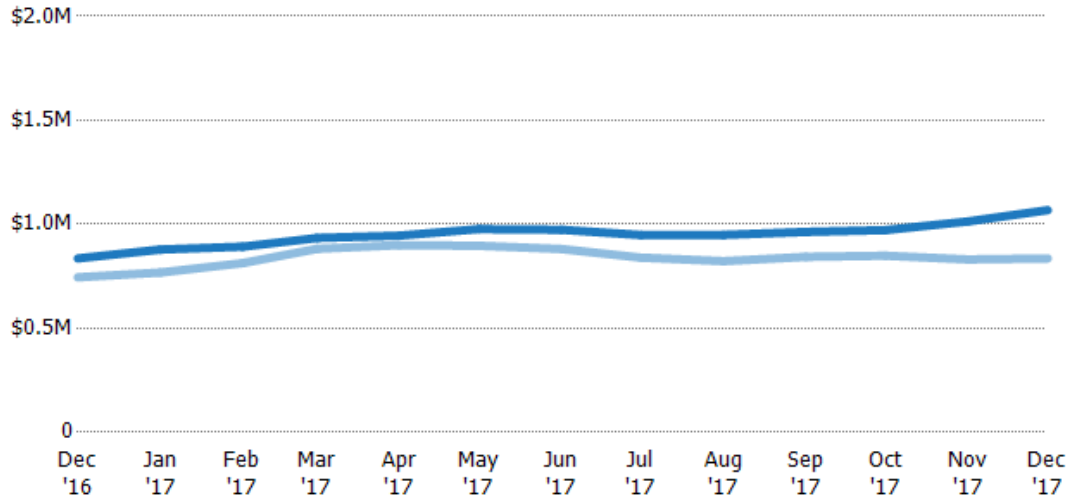
Average Listing Price

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.
Dec '17	\$1.07M	27.8%
Dec '16	\$836K	12.2%
Dec '15	\$745K	-8.7%



Current Year	\$836K	\$878K	\$892K	\$934K	\$945K	\$977K	\$974K	\$948K	\$949K	\$963K	\$972K	\$1.01M	\$1.07M
Prior Year	\$745K	\$768K	\$813K	\$882K	\$899K	\$897K	\$881K	\$840K	\$823K	\$843K	\$849K	\$831K	\$836K
Percent Change from Prior Year	12%	14%	10%	6%	5%	9%	10%	13%	15%	14%	15%	22%	28%

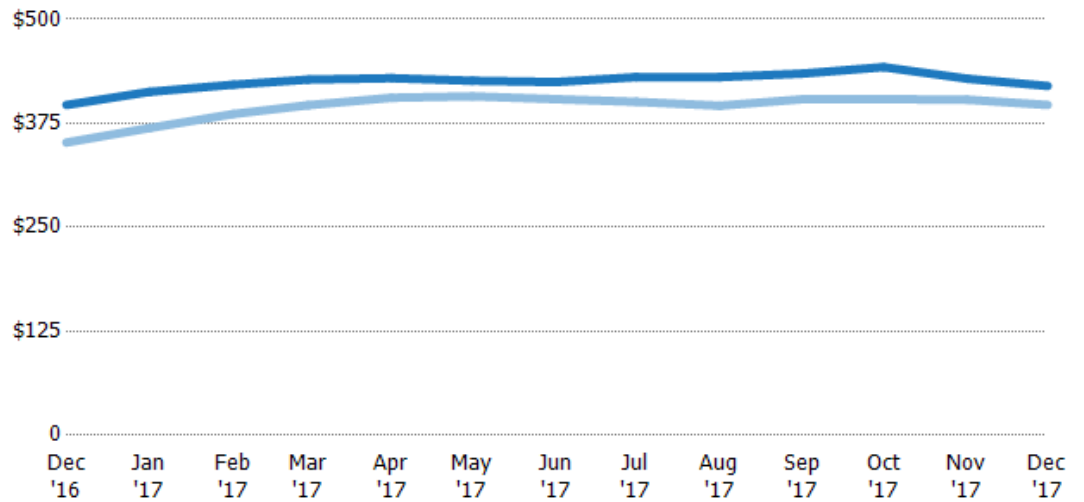
Average Listing Price per Sq Ft

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.
Dec '17	\$420	5.8%
Dec '16	\$397	12.8%
Dec '15	\$352	-10.6%



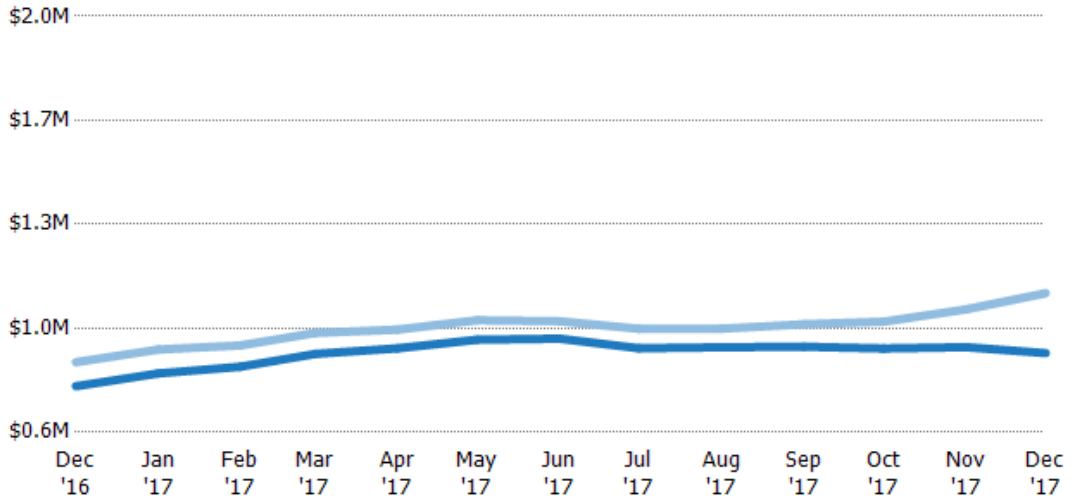
Current Year	\$397	\$413	\$421	\$428	\$429	\$426	\$425	\$430	\$431	\$435	\$443	\$429	\$420
Prior Year	\$352	\$369	\$386	\$397	\$406	\$407	\$404	\$401	\$396	\$404	\$404	\$403	\$397
Percent Change from Prior Year	13%	12%	9%	8%	6%	5%	5%	7%	9%	8%	10%	6%	6%

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

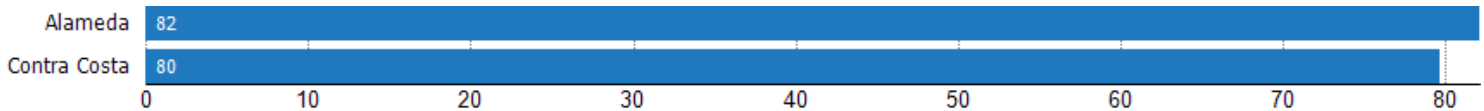


	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$755K	\$798K	\$821K	\$864K	\$882K	\$912K	\$915K	\$883K	\$886K	\$888K	\$882K	\$887K	\$866K
Avg Listing Price	\$836K	\$878K	\$892K	\$934K	\$945K	\$977K	\$974K	\$948K	\$949K	\$963K	\$972K	\$1.01M	\$1.07M
Avg Listing Price as a % of Avg Est Value	111%	110%	109%	108%	107%	107%	106%	107%	107%	108%	110%	114%	123%

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



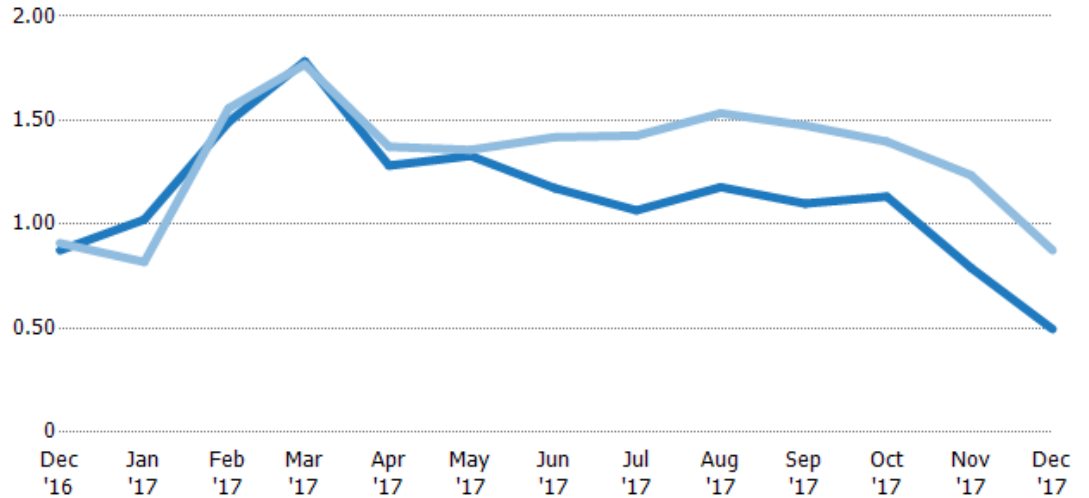
Months of Inventory

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.
Dec '17	0.5	-43.3%
Dec '16	0.88	-3.8%
Dec '15	0.91	21.3%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	0.88	1.02	1.49	1.78	1.28	1.33	1.17	1.07	1.18	1.1	1.13	0.79	0.5
Prior Year	0.91	0.82	1.56	1.77	1.37	1.36	1.42	1.43	1.53	1.47	1.4	1.24	0.88
Percent Change from Prior Year	-4%	25%	-4%	1%	-7%	-2%	-17%	-25%	-23%	-25%	-19%	-36%	-43%

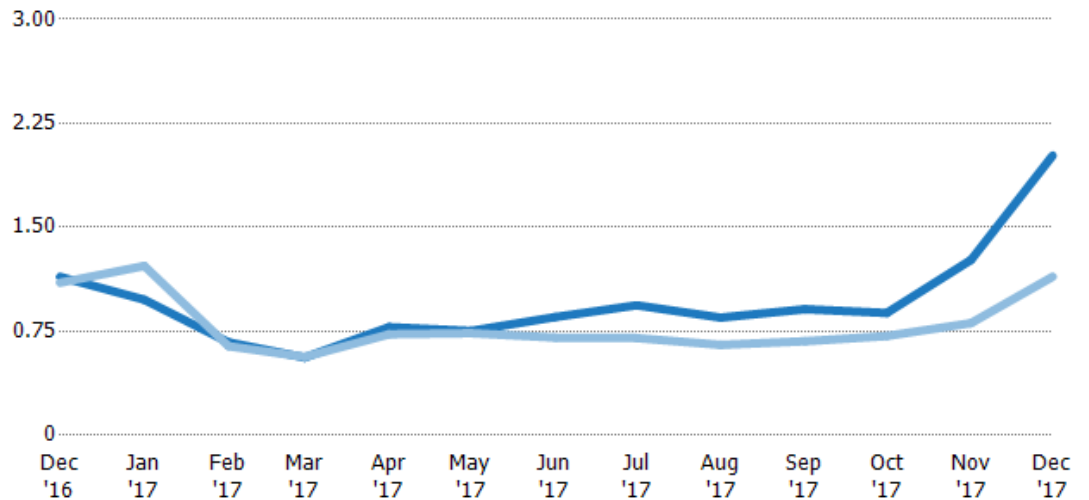
Absorption Rate

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.
Dec '17	202%	-87.4%
Dec '16	114%	-4.3%
Dec '15	110%	-17.6%

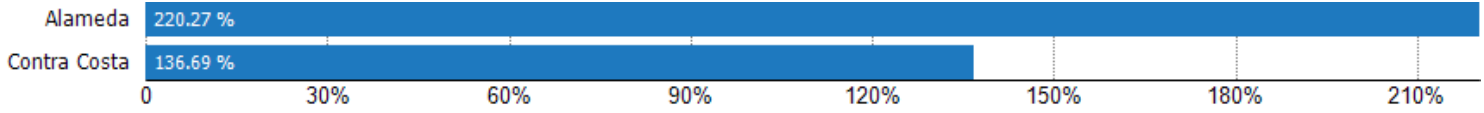


	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	114%	98%	67%	56%	78%	75%	85%	94%	85%	91%	88%	127%	202%
Prior Year	110%	122%	64%	57%	73%	74%	70%	70%	65%	68%	72%	81%	114%
Change from Prior Year	-4%	24%	-3%	0%	-5%	-2%	-15%	-24%	-20%	-23%	-17%	-46%	-87%

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



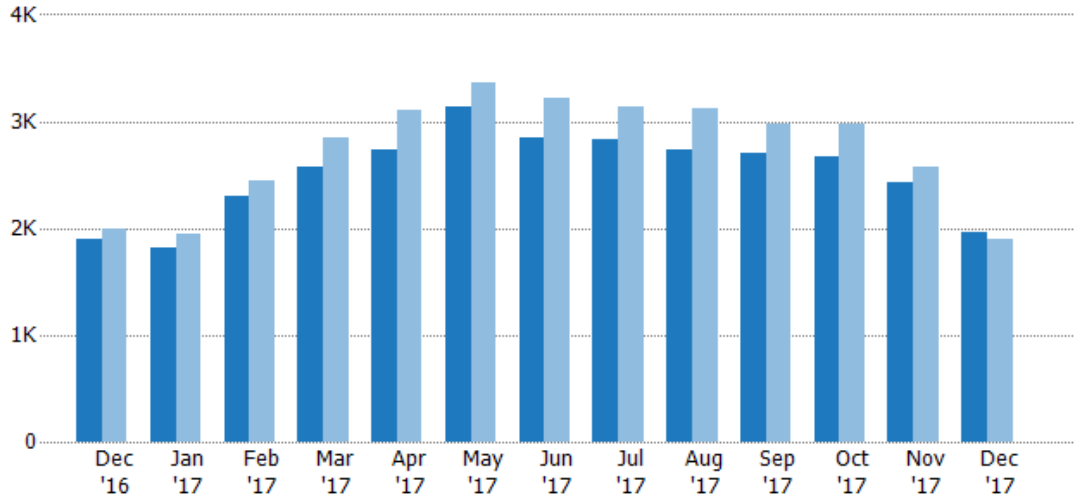
Pending Sales

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.
Dec '17	1.97K	3.6%
Dec '16	1.9K	-4.7%
Dec '15	1.99K	-4.6%



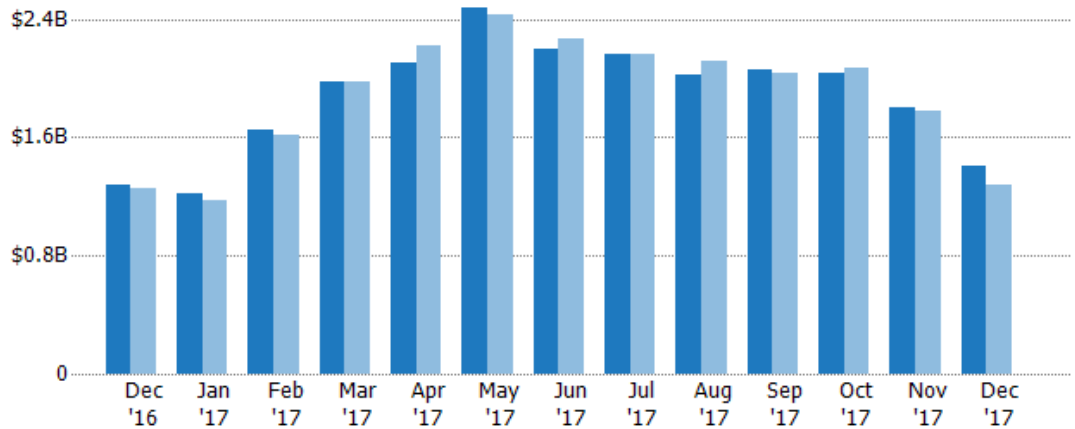
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	1.9K	1.81K	2.31K	2.58K	2.73K	3.14K	2.84K	2.83K	2.74K	2.71K	2.67K	2.44K	1.97K
Prior Year	1.99K	1.95K	2.45K	2.85K	3.11K	3.36K	3.21K	3.14K	3.12K	2.98K	2.98K	2.58K	1.9K
Percent Change from Prior Year	-5%	-7%	-6%	-9%	-12%	-7%	-12%	-10%	-12%	-9%	-10%	-6%	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



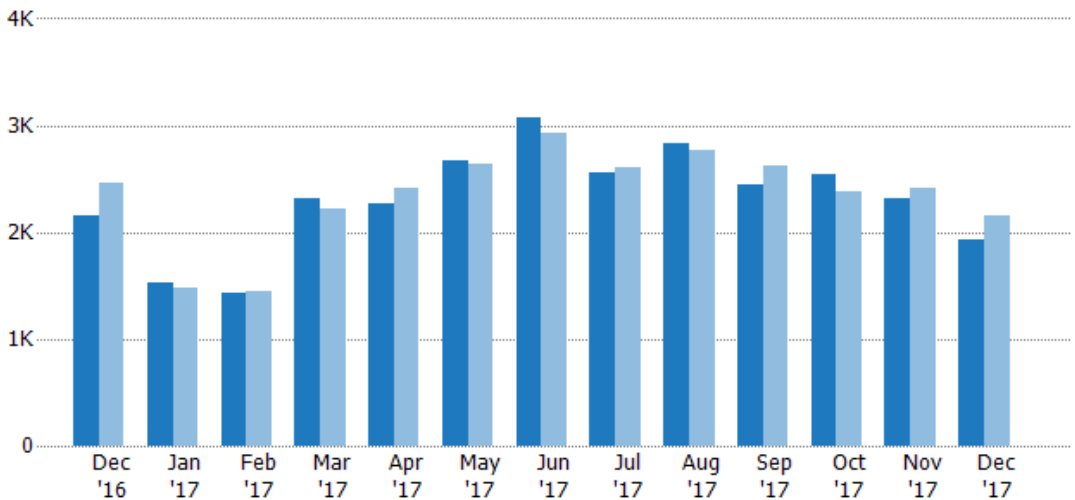
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Dec '16	\$1.27B	\$1.26B	1%
Jan '17	\$1.22B	\$1.18B	4%
Feb '17	\$1.65B	\$1.62B	2%
Mar '17	\$1.97B	\$1.98B	0%
Apr '17	\$2.11B	\$2.22B	-5%
May '17	\$2.47B	\$2.43B	2%
Jun '17	\$2.19B	\$2.27B	-3%
Jul '17	\$2.16B	\$2.16B	0%
Aug '17	\$2.02B	\$2.11B	-4%
Sep '17	\$2.05B	\$2.03B	1%
Oct '17	\$2.03B	\$2.07B	-2%
Nov '17	\$1.8B	\$1.78B	2%
Dec '17	\$1.4B	\$1.27B	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



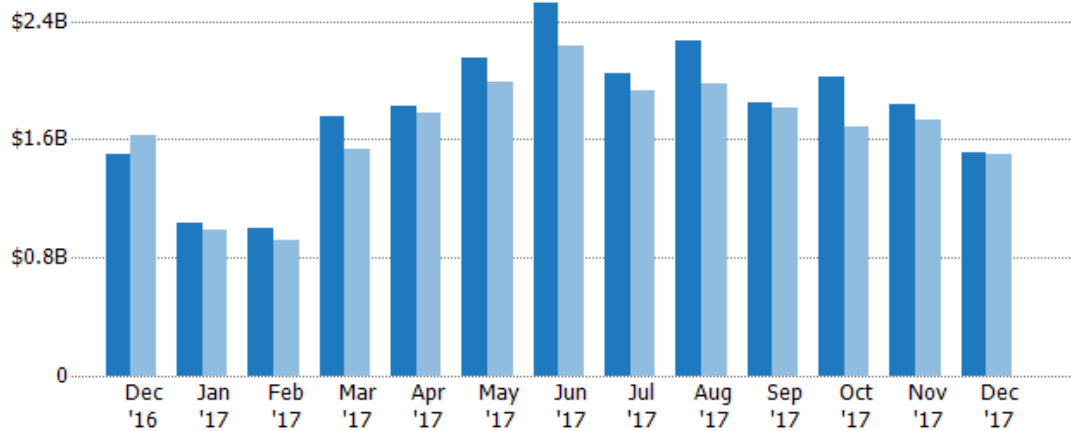
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Dec '16	2.16K	2.47K	-12%
Jan '17	1.53K	1.49K	3%
Feb '17	1.43K	1.45K	-1%
Mar '17	2.31K	2.21K	5%
Apr '17	2.27K	2.42K	-6%
May '17	2.67K	2.63K	1%
Jun '17	3.07K	2.92K	5%
Jul '17	2.55K	2.6K	-2%
Aug '17	2.84K	2.77K	2%
Sep '17	2.44K	2.63K	-7%
Oct '17	2.54K	2.38K	7%
Nov '17	2.32K	2.41K	-4%
Dec '17	1.93K	2.16K	-10%

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



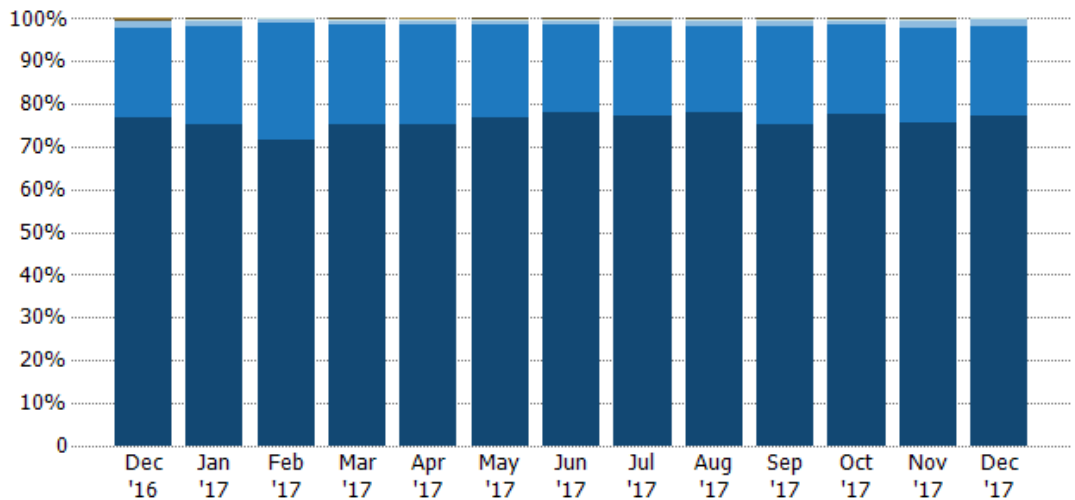
Month/Year	Volume	% Chg.
Dec '17	\$1.51B	0.2%
Dec '16	\$1.5B	-7.5%
Dec '15	\$1.62B	-19.3%

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

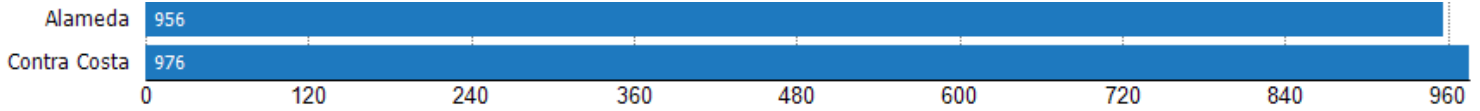


Month/Year	Other	Lot/Land	Multifamily/Multiplex	Mobile/Manufactured	Condo/Townhouse	Single Family Residence
Dec '16	0%	0%	1%	1%	21%	77%
Jan '17	-	0%	1%	1%	23%	75%
Feb '17	-	-	0%	1%	27%	72%
Mar '17	-	0%	0%	1%	24%	75%
Apr '17	0%	-	0%	1%	24%	75%
May '17	-	0%	0%	1%	22%	77%
Jun '17	-	0%	0%	1%	21%	78%
Jul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

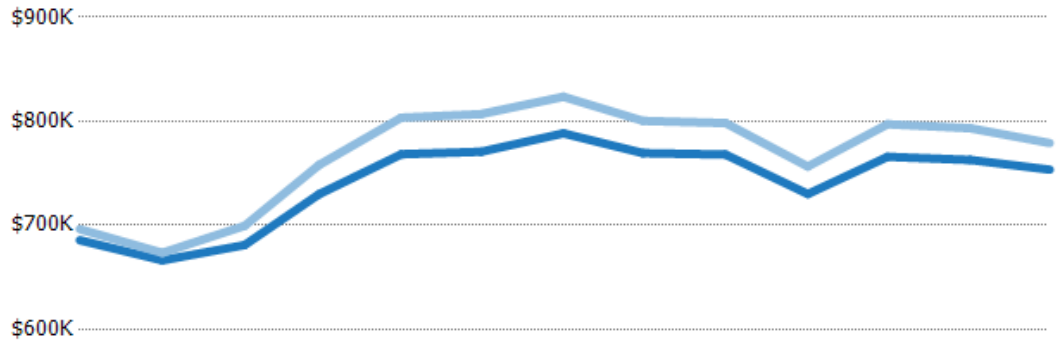


Average Sales Price vs Average Listing Price

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



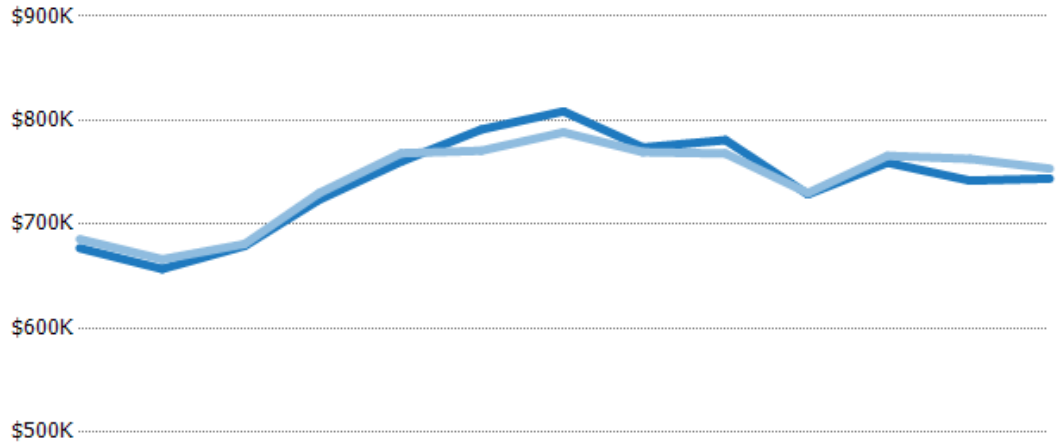
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$686K	\$666K	\$681K	\$730K	\$768K	\$771K	\$788K	\$769K	\$768K	\$730K	\$766K	\$763K	\$753K
Avg Sales Price	\$696K	\$673K	\$699K	\$758K	\$804K	\$807K	\$824K	\$800K	\$798K	\$757K	\$797K	\$793K	\$779K
Avg Sales Price as a % of Avg List Price	102%	101%	103%	104%	105%	105%	104%	104%	104%	104%	104%	104%	103%

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



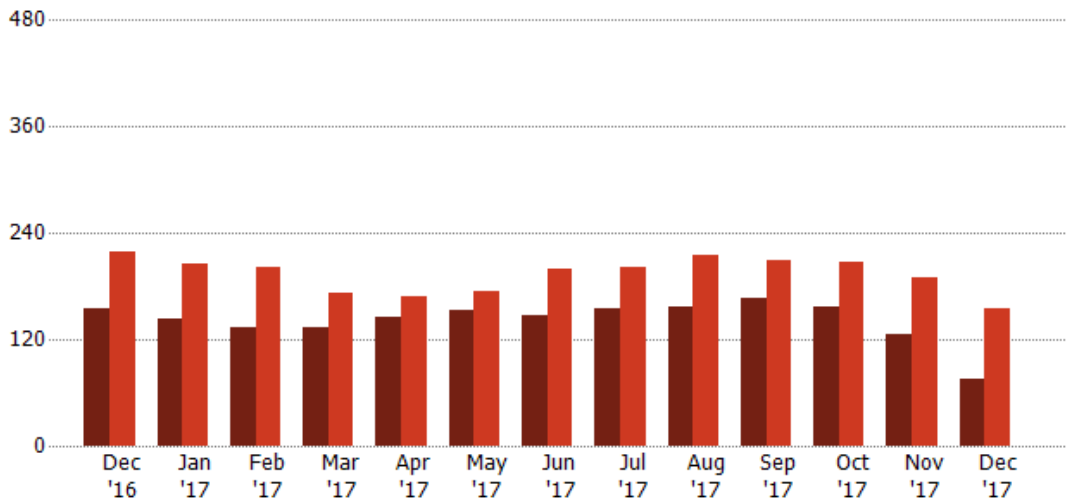
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$677K	\$657K	\$679K	\$724K	\$760K	\$791K	\$809K	\$774K	\$781K	\$729K	\$759K	\$742K	\$744K
Avg Sales Price	\$686K	\$666K	\$681K	\$730K	\$768K	\$771K	\$788K	\$769K	\$768K	\$730K	\$766K	\$763K	\$753K
Avg Sales Price as a % of Avg Est Value	101%	101%	100%	101%	101%	97%	98%	99%	98%	100%	101%	103%	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.
Dec '17	76	-50.6%
Dec '16	154	-29.4%
Dec '15	218	89.9%

	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	154	144	134	134	145	153	147	155	156	166	156	125	76
Prior Year	218	205	202	172	169	174	199	201	214	210	207	189	154
Percent Change from Prior Year	-29%	-30%	-34%	-22%	-14%	-12%	-26%	-23%	-27%	-21%	-25%	-34%	-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: 01/07/2018

Scheduled: Yes

Report Date Range: From 12/2016 To: 12/2017

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 12/2017 data

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