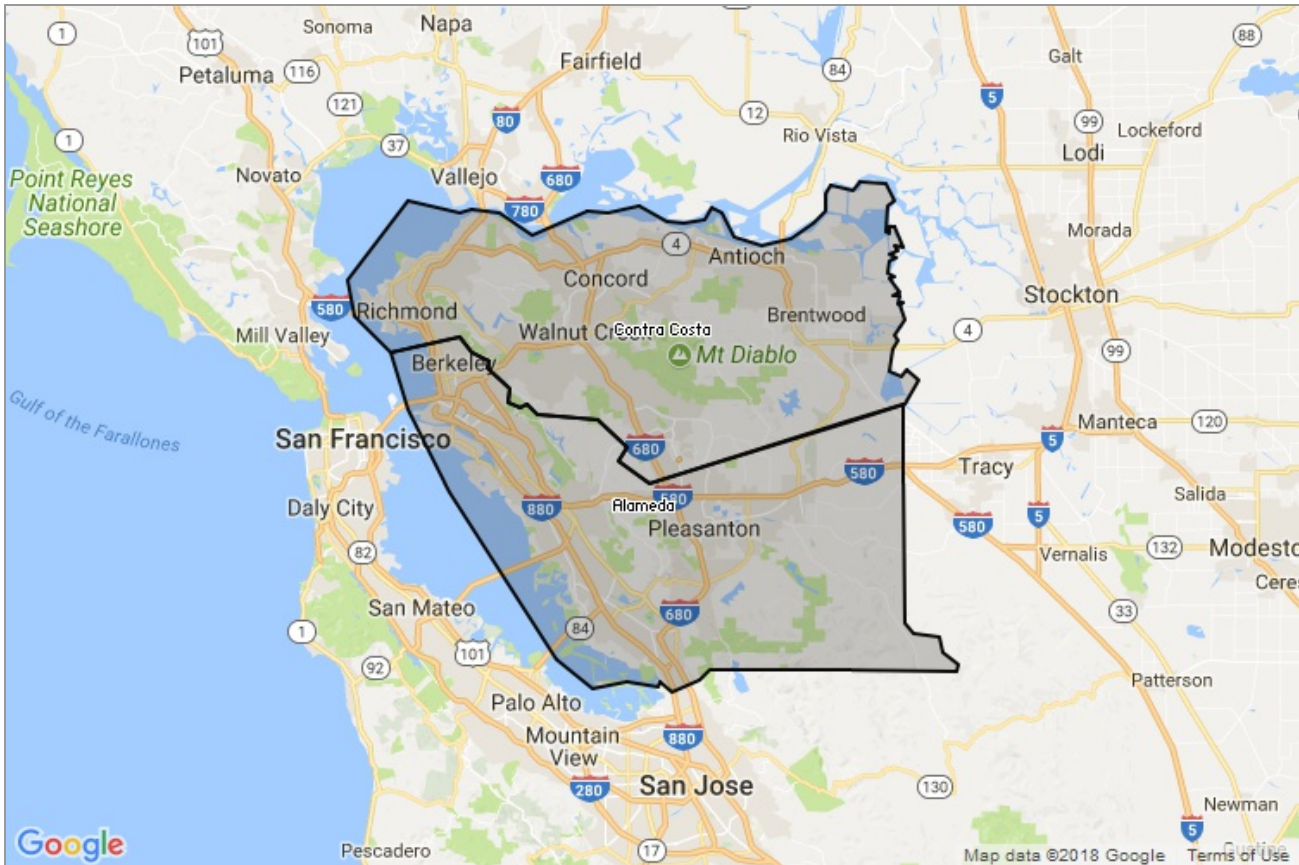


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2017 – 1/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/07/2018

**Scheduled:** Yes

Presented by

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

925.207.6446

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

7901 Stoneridge Drive  
Pleasanton, CA 94588

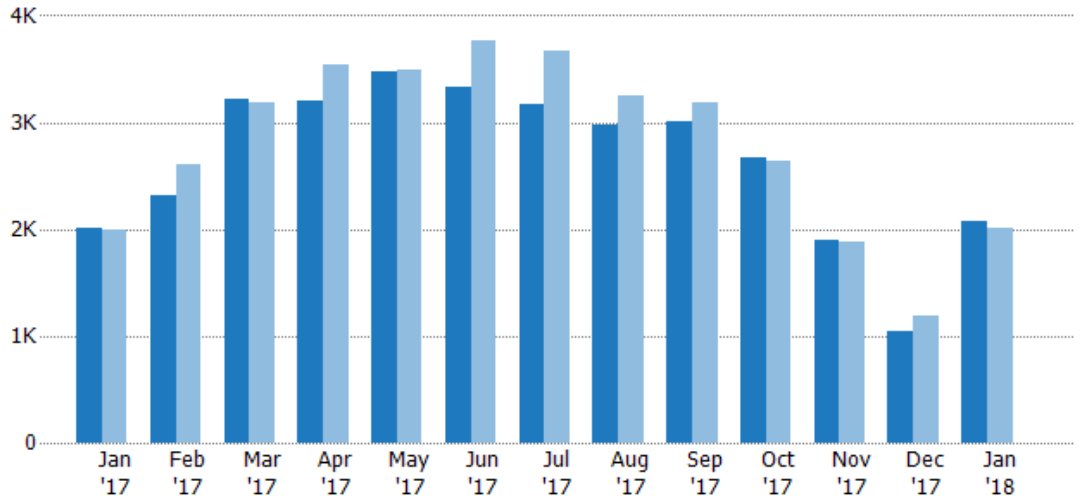
## New Listings

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.
Jan '18	2.07K	3.1%
Jan '17	2.01K	0.8%
Jan '16	1.99K	10.7%



Current Year	2.01K	2.31K	3.22K	3.2K	3.48K	3.32K	3.18K	2.98K	3.02K	2.67K	1.89K	1.04K	2.07K
Prior Year	1.99K	2.6K	3.18K	3.54K	3.5K	3.76K	3.68K	3.26K	3.19K	2.63K	1.88K	1.18K	2.01K
Percent Change from Prior Year	1%	-11%	1%	-10%	-1%	-12%	-14%	-8%	-5%	2%	1%	-12%	3%

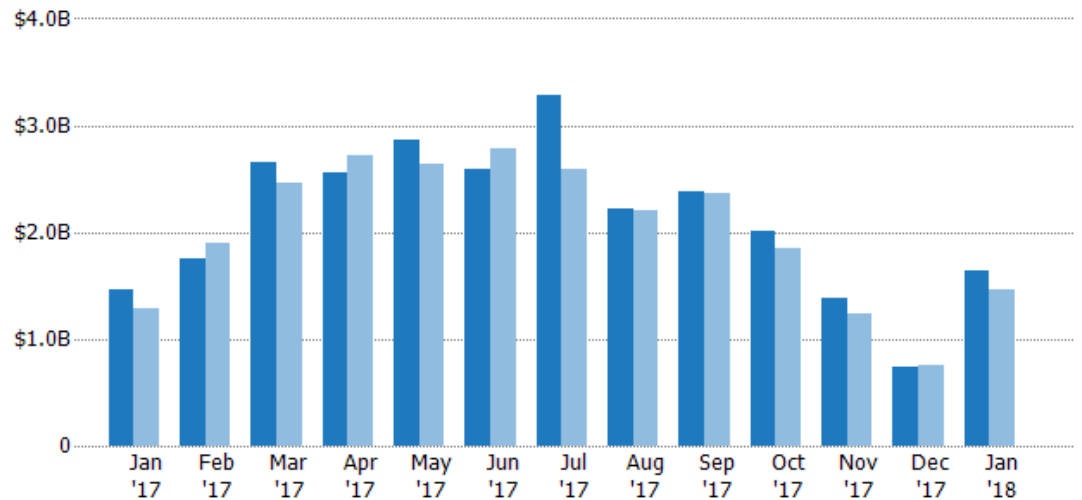
## New Listing Volume

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.
Jan '18	\$1.64B	12.1%
Jan '17	\$1.46B	13.1%
Jan '16	\$1.29B	4.1%



Current Year	\$1.46B	\$1.76B	\$2.65B	\$2.56B	\$2.86B	\$2.6B	\$3.28B	\$2.21B	\$2.38B	\$2B	\$1.39B	\$734M	\$1.64B
Prior Year	\$1.29B	\$1.9B	\$2.46B	\$2.72B	\$2.64B	\$2.78B	\$2.58B	\$2.2B	\$2.36B	\$1.84B	\$1.24B	\$759M	\$1.46B
Percent Change from Prior Year	13%	-7%	8%	-6%	8%	-7%	27%	1%	1%	9%	12%	-3%	12%

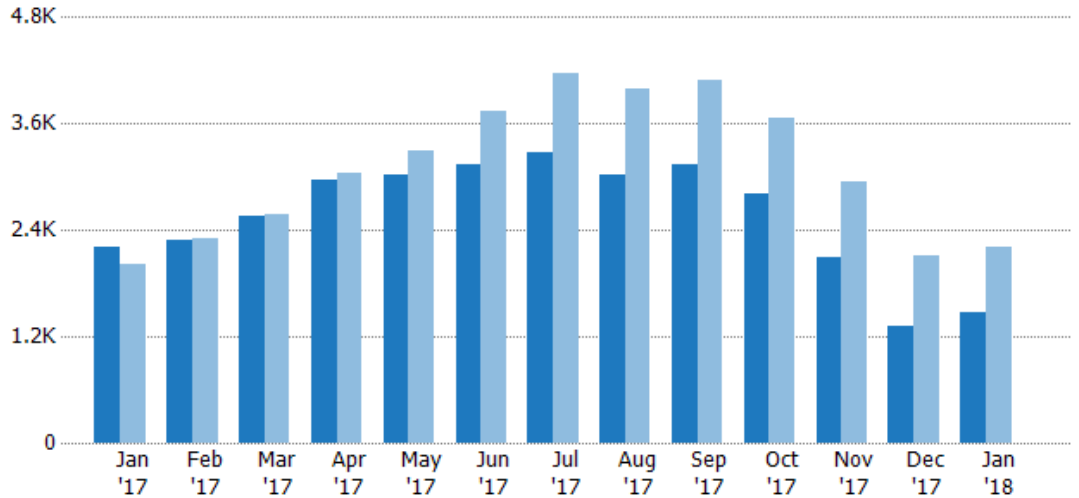
## Active Listings

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.
Jan '18	1.47K	-33.7%
Jan '17	2.21K	9.4%
Jan '16	2.02K	20.4%



Current Year	2.21K	2.28K	2.56K	2.97K	3.02K	3.14K	3.28K	3.02K	3.14K	2.81K	2.1K	1.32K	1.47K
Prior Year	2.02K	2.31K	2.57K	3.04K	3.29K	3.74K	4.17K	3.99K	4.09K	3.67K	2.94K	2.11K	2.21K
Percent Change from Prior Year	9%	-1%	0%	-2%	-8%	-16%	-21%	-24%	-23%	-23%	-29%	-37%	-34%

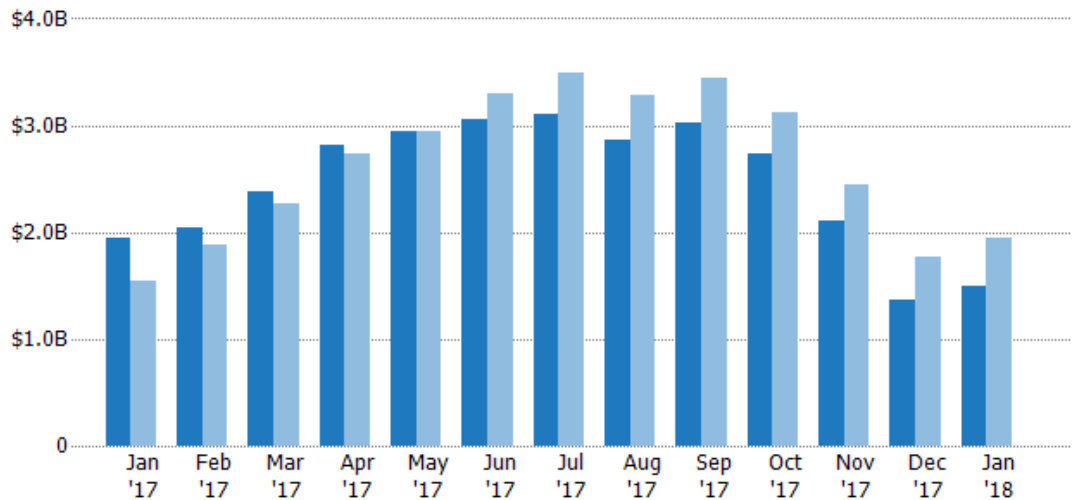
## Active Listing Volume

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.
Jan '18	\$1.5B	-22.6%
Jan '17	\$1.94B	25.2%
Jan '16	\$1.55B	7.2%



Current Year	\$1.94B	\$2.04B	\$2.39B	\$2.81B	\$2.95B	\$3.05B	\$3.11B	\$2.86B	\$3.03B	\$2.73B	\$2.11B	\$1.36B	\$1.5B
Prior Year	\$1.55B	\$1.88B	\$2.26B	\$2.73B	\$2.95B	\$3.29B	\$3.5B	\$3.28B	\$3.45B	\$3.11B	\$2.44B	\$1.76B	\$1.94B
Percent Change from Prior Year	25%	8%	5%	3%	0%	-7%	-11%	-13%	-12%	-12%	-14%	-23%	-23%

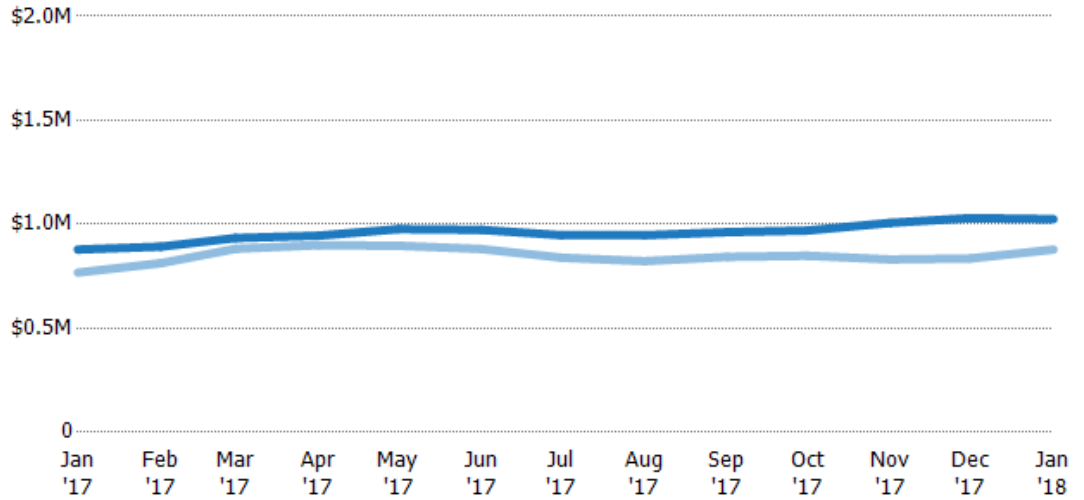
## Average Listing Price

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.
Jan '18	\$1.02M	16.7%
Jan '17	\$878K	14.4%
Jan '16	\$768K	-10.8%



Current Year	\$878K	\$892K	\$934K	\$945K	\$977K	\$973K	\$948K	\$947K	\$962K	\$970K	\$1.01M	\$1.03M	\$1.02M
Prior Year	\$768K	\$813K	\$882K	\$899K	\$897K	\$881K	\$839K	\$823K	\$843K	\$849K	\$831K	\$836K	\$878K
Percent Change from Prior Year	14%	10%	6%	5%	9%	10%	13%	15%	14%	14%	21%	23%	17%

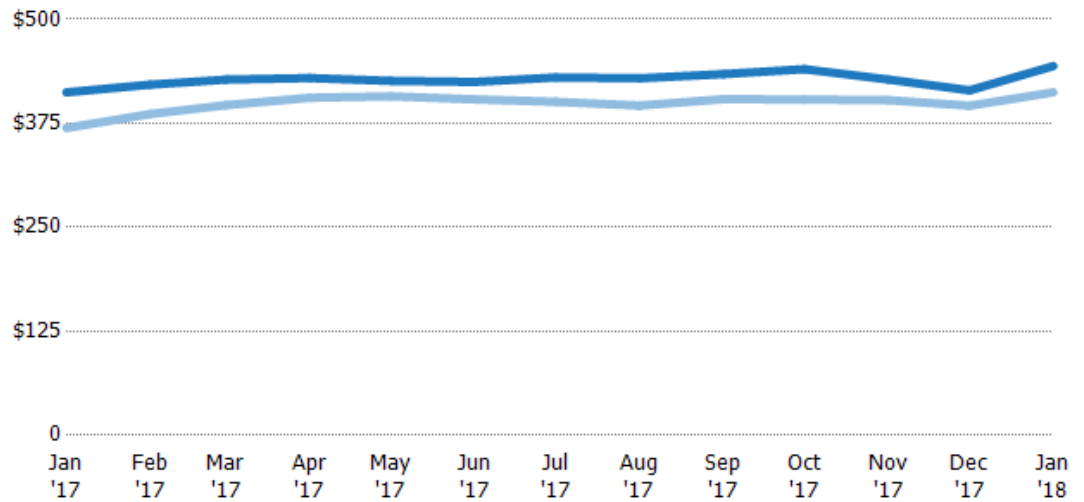
## Average Listing Price per Sq Ft

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.
Jan '18	\$444	7.7%
Jan '17	\$412	11.6%
Jan '16	\$369	-11%



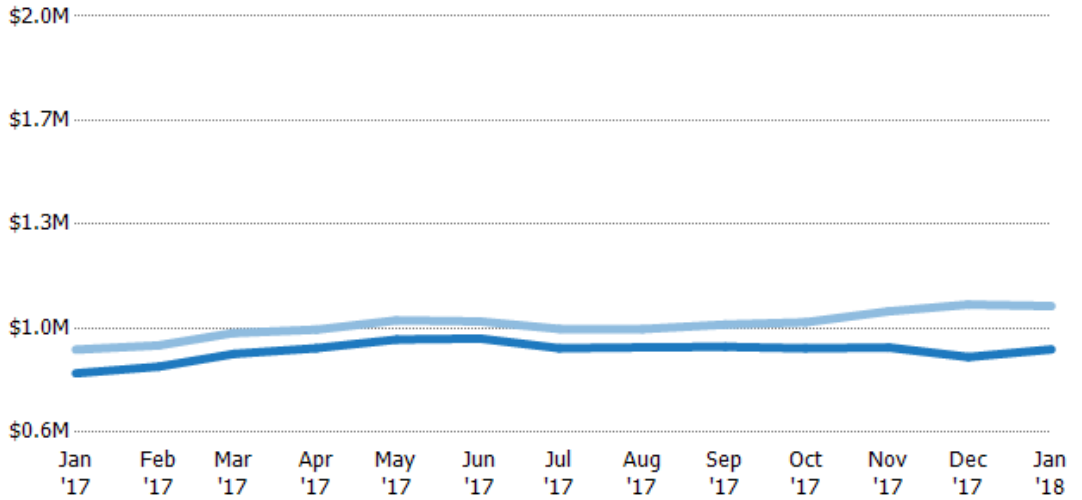
Current Year	\$412	\$421	\$427	\$429	\$426	\$425	\$430	\$429	\$434	\$440	\$428	\$415	\$444
Prior Year	\$369	\$386	\$397	\$406	\$407	\$404	\$401	\$396	\$404	\$403	\$403	\$396	\$412
Percent Change from Prior Year	12%	9%	8%	6%	5%	5%	7%	8%	7%	9%	6%	5%	8%

## 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

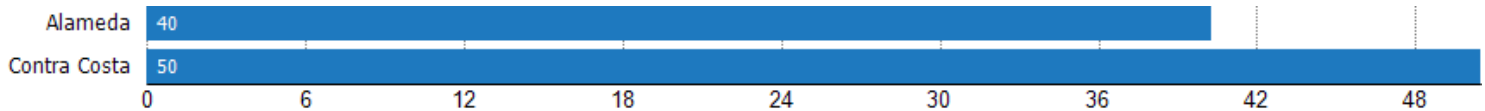


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$798K	\$821K	\$864K	\$883K	\$912K	\$916K	\$883K	\$886K	\$887K	\$882K	\$885K	\$853K	\$879K
Avg Listing Price	\$878K	\$892K	\$934K	\$945K	\$977K	\$973K	\$948K	\$947K	\$962K	\$970K	\$1.01M	\$1.03M	\$1.02M
Avg Listing Price as a % of Avg Est Value	110%	109%	108%	107%	107%	106%	107%	107%	108%	110%	114%	121%	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



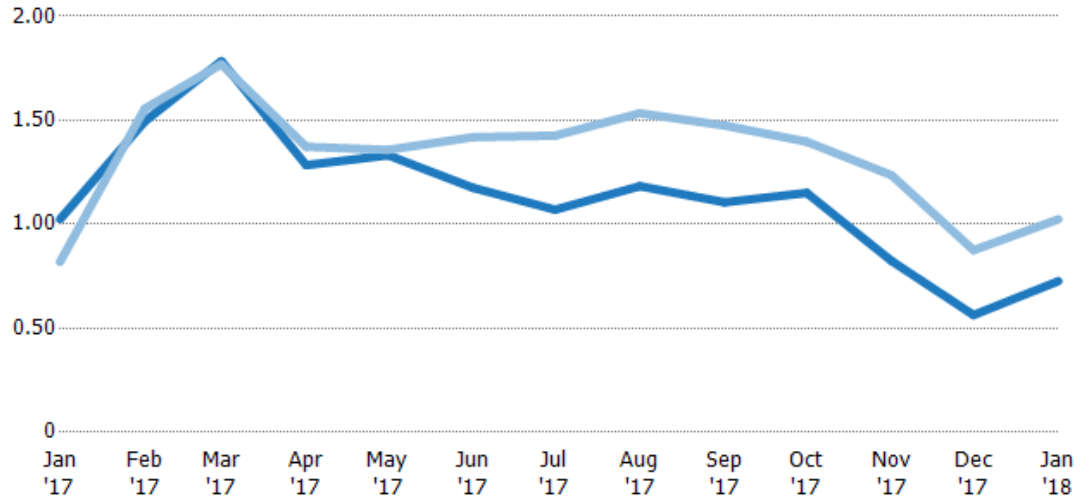
## Months of Inventory

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.
Jan '18	0.73	-29%
Jan '17	1.02	25.1%
Jan '16	0.82	37.1%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	1.02	1.49	1.78	1.28	1.33	1.18	1.07	1.18	1.11	1.15	0.82	0.56	0.73
Prior Year	0.82	1.56	1.77	1.37	1.36	1.42	1.43	1.53	1.47	1.4	1.24	0.88	1.02
Percent Change from Prior Year	25%	-4%	1%	-6%	-2%	-17%	-25%	-23%	-25%	-18%	-33%	-36%	-29%

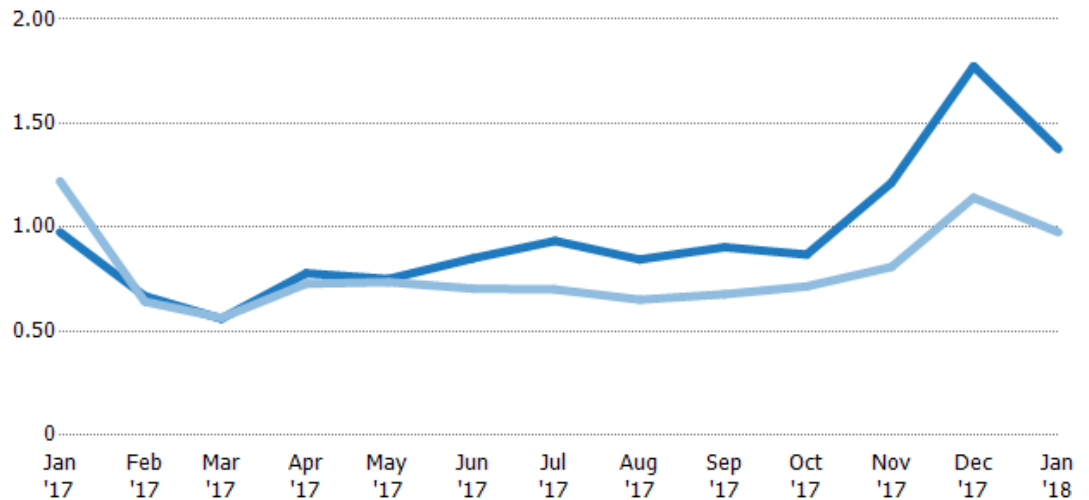
## Absorption Rate

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.
Jan '18	138%	-40%
Jan '17	98%	24.5%
Jan '16	122%	-27.1%

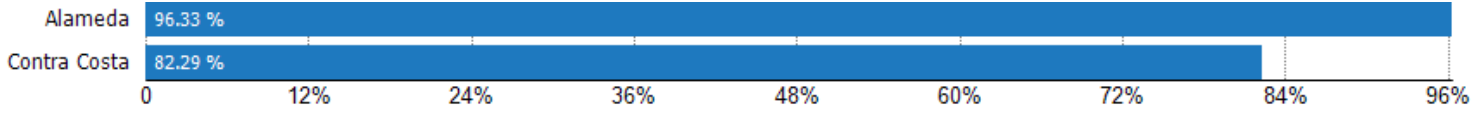


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	98%	67%	56%	78%	75%	85%	93%	85%	90%	87%	121%	177%	138%
Prior Year	122%	64%	57%	73%	74%	70%	70%	65%	68%	72%	81%	114%	98%
Change from Prior Year	24%	-3%	0%	-5%	-1%	-15%	-23%	-19%	-23%	-15%	-40%	-63%	-40%

## 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



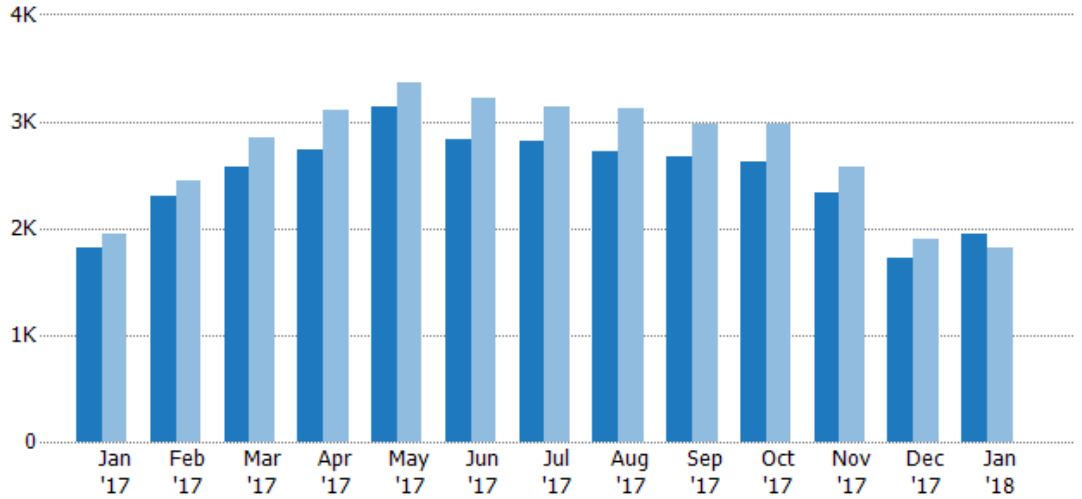
## Pending Sales

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.
Jan '18	1.95K	7.3%
Jan '17	1.81K	-6.7%
Jan '16	1.94K	6.8%



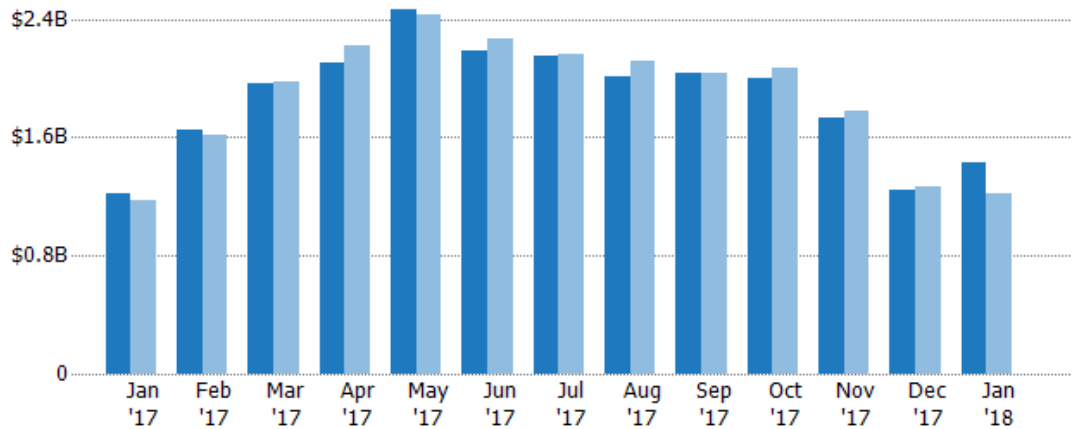
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	1.81K	2.3K	2.58K	2.73K	3.13K	2.83K	2.82K	2.72K	2.68K	2.63K	2.33K	1.72K	1.95K
Prior Year	1.94K	2.45K	2.85K	3.11K	3.36K	3.21K	3.14K	3.12K	2.98K	2.97K	2.58K	1.9K	1.81K
Percent Change from Prior Year	-7%	-6%	-9%	-12%	-7%	-12%	-10%	-13%	-10%	-12%	-10%	-9%	7%

## 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



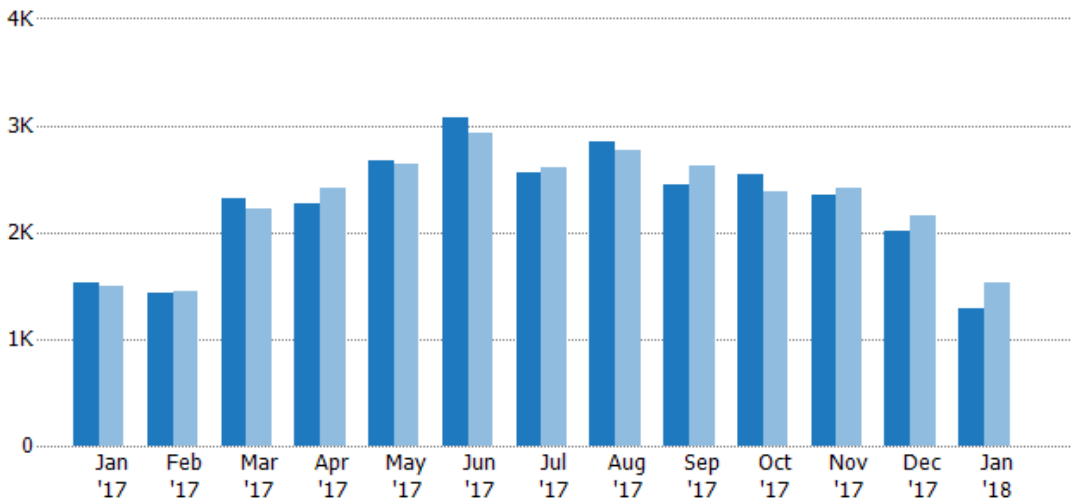
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '17	\$1.22B	\$1.17B	4%
Feb '17	\$1.65B	\$1.62B	2%
Mar '17	\$1.97B	\$1.98B	-1%
Apr '17	\$2.1B	\$2.22B	-5%
May '17	\$2.47B	\$2.43B	1%
Jun '17	\$2.19B	\$2.27B	-4%
Jul '17	\$2.15B	\$2.16B	0%
Aug '17	\$2.01B	\$2.11B	-5%
Sep '17	\$2.03B	\$2.03B	0%
Oct '17	\$1.99B	\$2.07B	-3%
Nov '17	\$1.73B	\$1.78B	-3%
Dec '17	\$1.24B	\$1.27B	-3%
Jan '18	\$1.43B	\$1.22B	18%

## 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
Jan '17	1.53K	1.49K	3%
Feb '17	1.43K	1.45K	-1%
Mar '17	2.32K	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	2.56K	2.6K	-2%
Aug '17	2.84K	2.77K	3%
Sep '17	2.44K	2.63K	-7%
Oct '17	2.54K	2.38K	7%
Nov '17	2.35K	2.41K	-3%
Dec '17	2.02K	2.16K	-7%
Jan '18	1.29K	1.53K	-15%

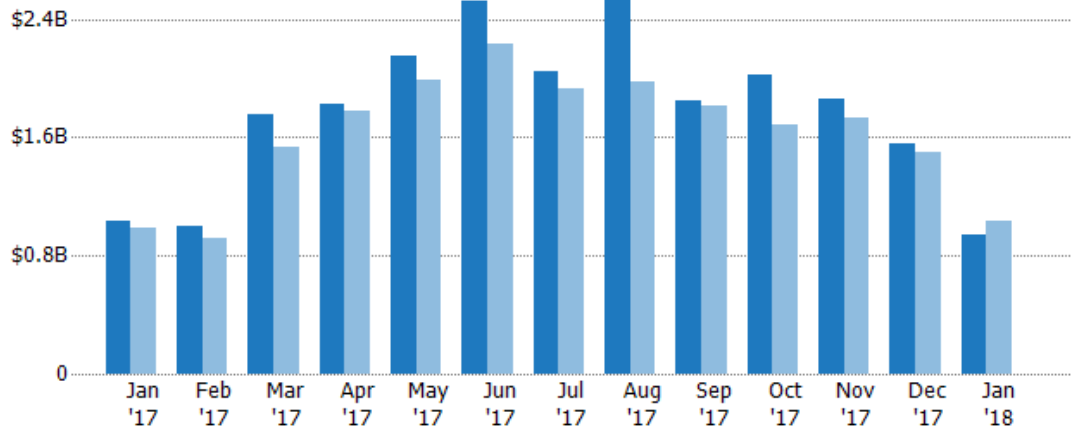


## Closed Sales Volume

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



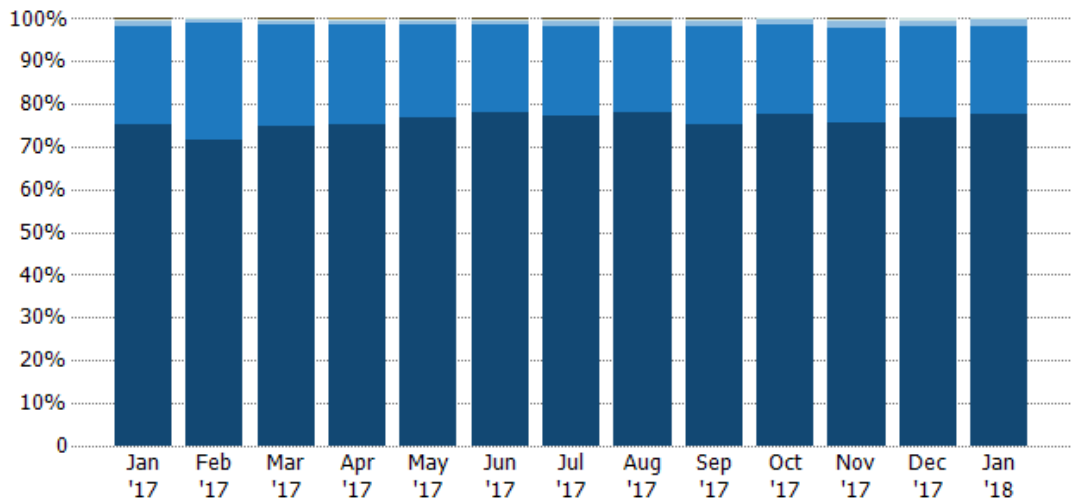
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '17	\$1.03B	\$982M	5%
Feb '17	\$1B	\$921M	9%
Mar '17	\$1.75B	\$1.54B	14%
Apr '17	\$1.82B	\$1.77B	3%
May '17	\$2.15B	\$1.99B	8%
Jun '17	\$2.53B	\$2.23B	13%
Jul '17	\$2.04B	\$1.93B	6%
Aug '17	\$2.6B	\$1.98B	32%
Sep '17	\$1.85B	\$1.82B	2%
Oct '17	\$2.03B	\$1.68B	20%
Nov '17	\$1.86B	\$1.73B	7%
Dec '17	\$1.56B	\$1.5B	4%
Jan '18	\$942M	\$1.03B	-8%

## 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	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Other	-	-	-	0%	-	-	-	-	-	-	-	-	-
Lot/Land	0%	-	0%	-	0%	0%	0%	0%	0%	-	0%	-	-
Multifamily/Multiplex	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Mobile/Manufactured	1%	1%	1%	1%	1%	1%	1%	1%	2%	1%	2%	1%	1%
Condo/Townhouse	23%	27%	24%	24%	22%	21%	21%	20%	23%	21%	22%	21%	21%
Single Family Residence	75%	71%	75%	75%	77%	78%	77%	78%	75%	78%	76%	77%	78%

## 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

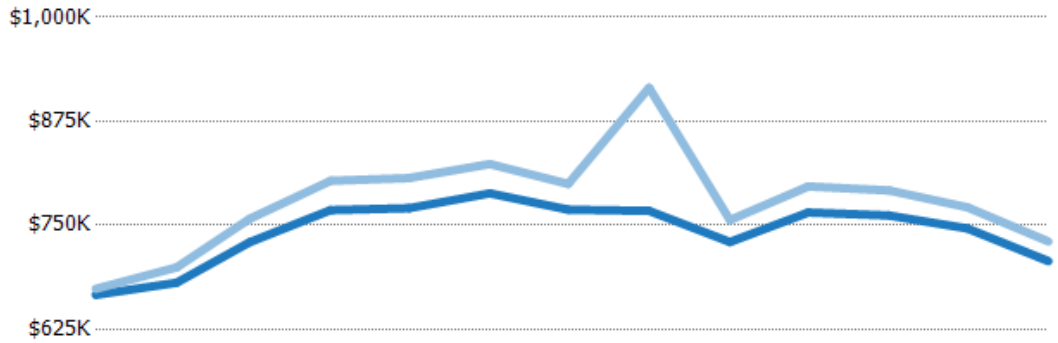


## Average Sales Price vs Average Listing Price

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



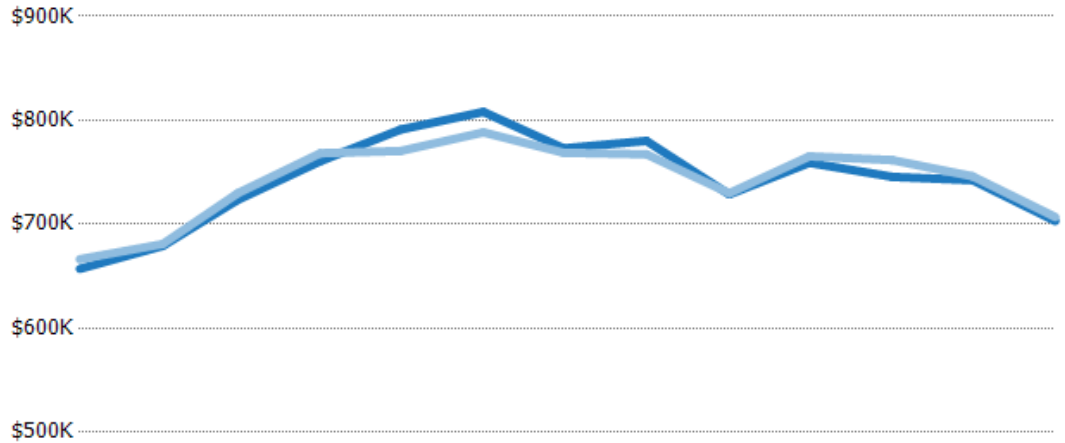
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$666K	\$681K	\$730K	\$768K	\$771K	\$788K	\$769K	\$767K	\$730K	\$765K	\$762K	\$746K	\$707K
Avg Sales Price	\$674K	\$699K	\$758K	\$804K	\$807K	\$824K	\$800K	\$915K	\$756K	\$797K	\$792K	\$772K	\$731K
Avg Sales Price as a % of Avg List Price	101%	103%	104%	105%	105%	104%	104%	119%	104%	104%	104%	103%	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



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$657K	\$679K	\$723K	\$761K	\$791K	\$808K	\$773K	\$780K	\$729K	\$759K	\$746K	\$742K	\$703K
Avg Sales Price	\$666K	\$681K	\$730K	\$768K	\$771K	\$788K	\$769K	\$767K	\$730K	\$765K	\$762K	\$746K	\$707K
Avg Sales Price as a % of Avg Est Value	101%	100%	101%	101%	97%	98%	99%	98%	100%	101%	102%	101%	101%

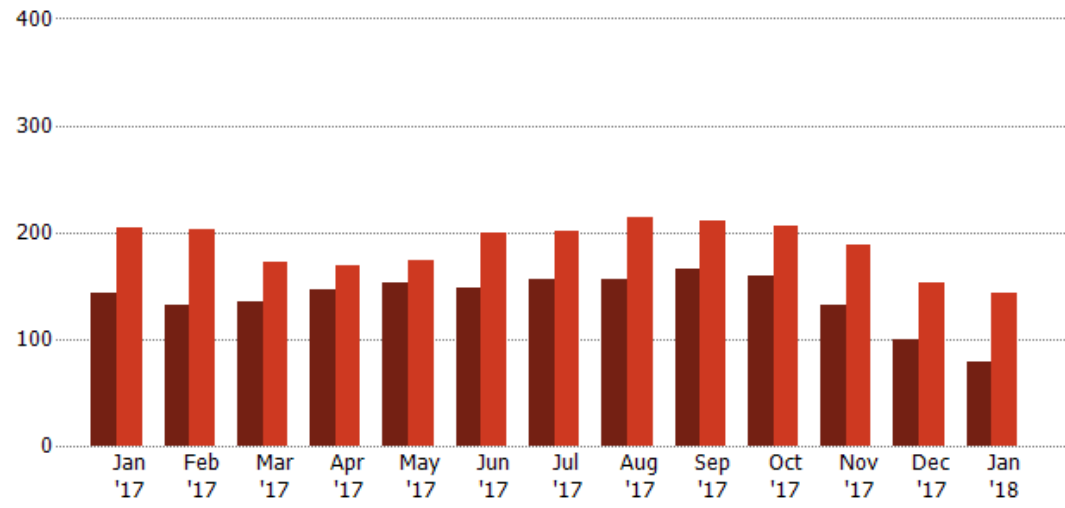
## Distressed Listings

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.
Jan '18	79	-44.8%
Jan '17	143	-30.2%
Jan '16	205	92.2%

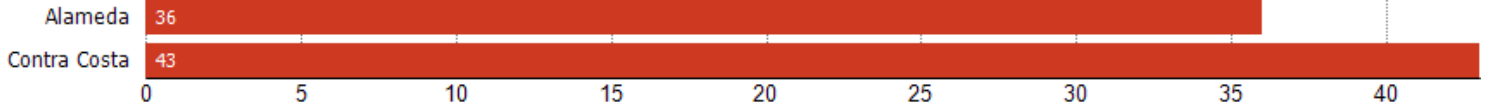


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	143	132	135	146	153	148	156	156	165	159	131	100	79
Prior Year	205	202	172	169	174	199	201	214	210	206	188	153	143
Percent Change from Prior Year	-30%	-35%	-22%	-14%	-12%	-26%	-22%	-27%	-21%	-23%	-30%	-35%	-45%

## 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:** 02/07/2018

**Scheduled:** Yes

**Report Date Range:** From 1/2017 To: 1/2018

### 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 1/2018 data

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