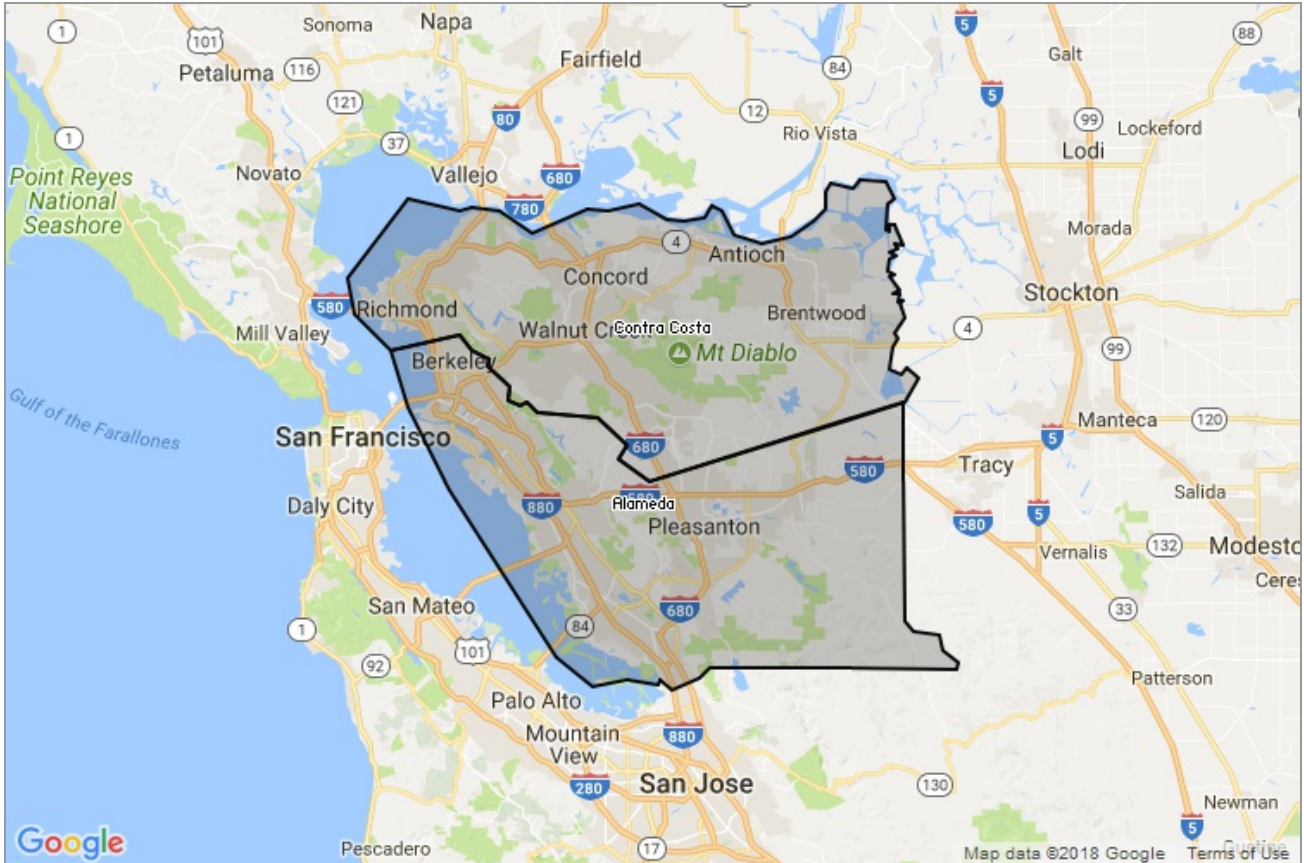


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2017 – 3/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/06/2018

Scheduled: Yes

Presented by

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

(925) 730-4071

www.ccartoday.com, www.bayeast.org, www.bridgемls.com

7021 Koll Center Parkway
Pleasanton, CA 94566

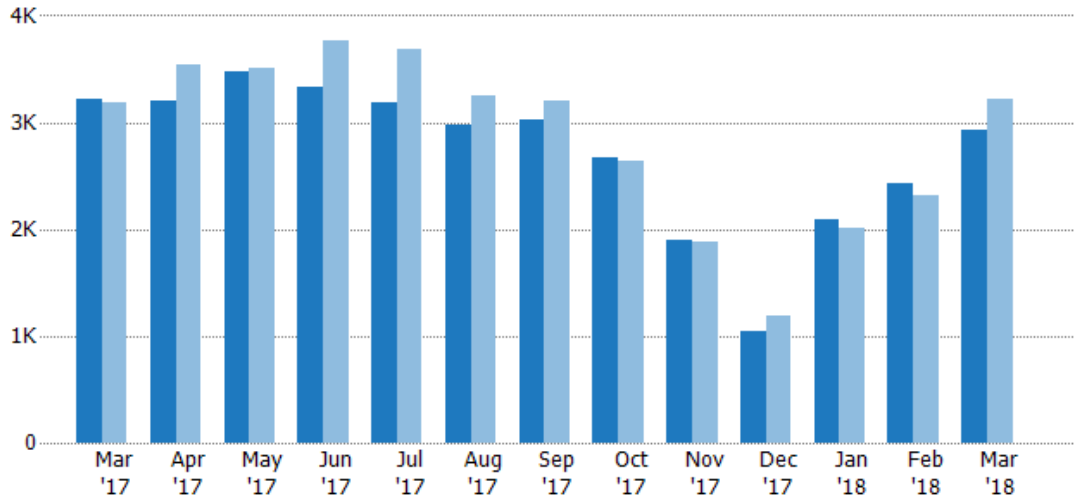
New Listings

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.
Mar '18	2.93K	-8.8%
Mar '17	3.22K	0.9%
Mar '16	3.19K	4.2%



Current Year	3.22K	3.2K	3.48K	3.33K	3.18K	2.98K	3.02K	2.68K	1.9K	1.05K	2.09K	2.44K	2.93K
Prior Year	3.19K	3.54K	3.5K	3.77K	3.68K	3.26K	3.2K	2.64K	1.88K	1.19K	2.01K	2.31K	3.22K
Percent Change from Prior Year	1%	-10%	-1%	-12%	-14%	-8%	-6%	1%	1%	-12%	4%	5%	-9%

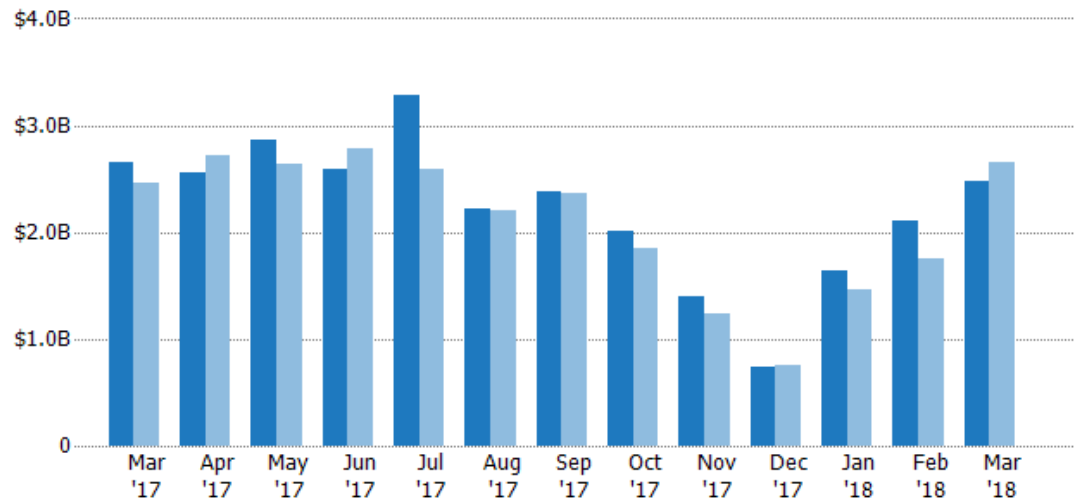
New Listing Volume

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.
Mar '18	\$2.48B	-6.6%
Mar '17	\$2.65B	7.7%
Mar '16	\$2.46B	-8.2%



Current Year	\$2.65B	\$2.56B	\$2.86B	\$2.6B	\$3.28B	\$2.21B	\$2.38B	\$2B	\$1.39B	\$737M	\$1.64B	\$2.11B	\$2.48B
Prior Year	\$2.46B	\$2.72B	\$2.64B	\$2.78B	\$2.58B	\$2.2B	\$2.36B	\$1.84B	\$1.24B	\$759M	\$1.46B	\$1.76B	\$2.65B
Percent Change from Prior Year	8%	-6%	8%	-7%	27%	1%	1%	9%	12%	-3%	12%	20%	-7%

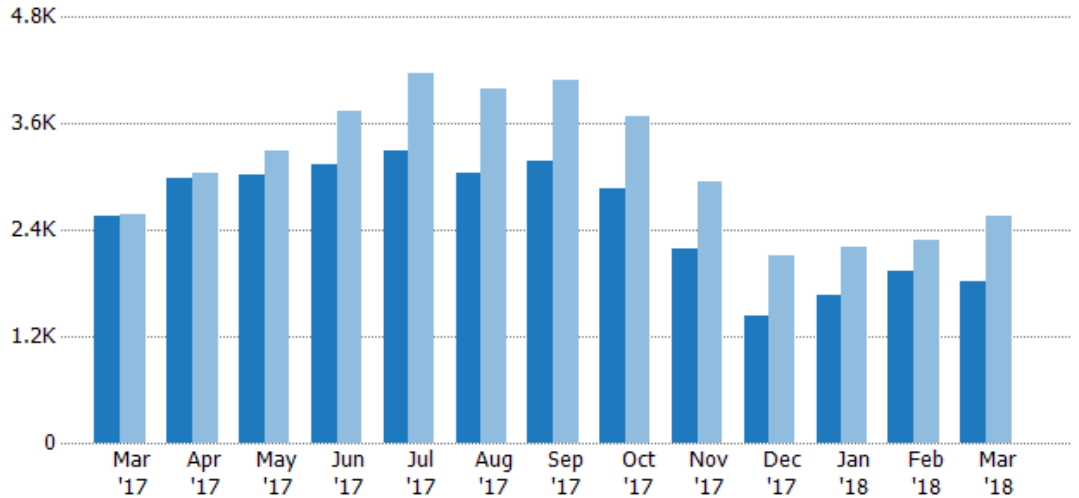
Active Listings

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.
Mar '18	1.83K	-28.5%
Mar '17	2.56K	-0.4%
Mar '16	2.57K	10.9%



Current Year	2.56K	2.98K	3.02K	3.15K	3.3K	3.04K	3.18K	2.86K	2.18K	1.44K	1.67K	1.94K	1.83K
Prior Year	2.57K	3.04K	3.29K	3.74K	4.17K	3.99K	4.1K	3.68K	2.94K	2.11K	2.21K	2.28K	2.56K
Percent Change from Prior Year	0%	-2%	-8%	-16%	-21%	-24%	-22%	-22%	-26%	-32%	-25%	-15%	-29%

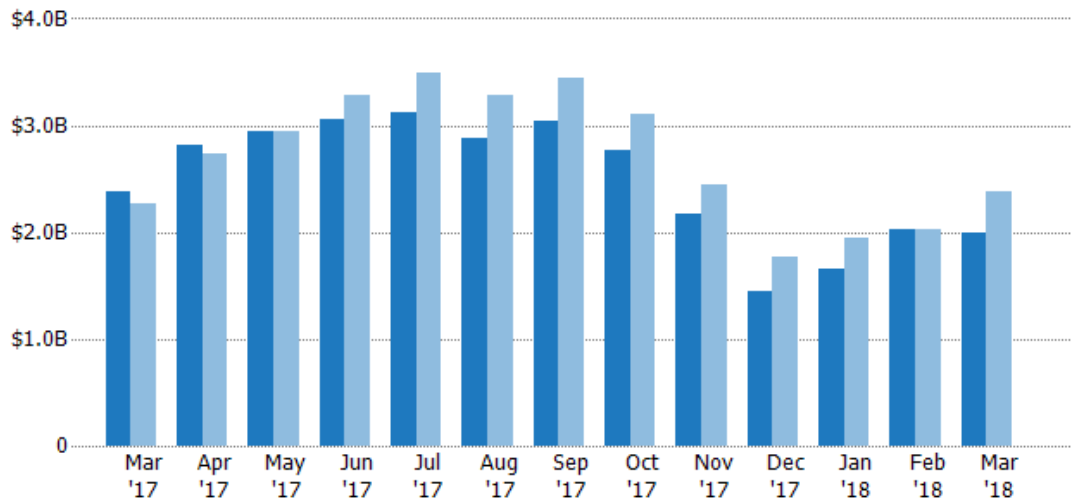
Active Listing Volume

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.
Mar '18	\$2B	-16.3%
Mar '17	\$2.39B	5.5%
Mar '16	\$2.26B	-4.2%



Current Year	\$2.39B	\$2.81B	\$2.95B	\$3.06B	\$3.12B	\$2.88B	\$3.05B	\$2.76B	\$2.17B	\$1.45B	\$1.65B	\$2.03B	\$2B
Prior Year	\$2.26B	\$2.73B	\$2.94B	\$3.29B	\$3.5B	\$3.28B	\$3.45B	\$3.11B	\$2.44B	\$1.76B	\$1.94B	\$2.03B	\$2.39B
Percent Change from Prior Year	5%	3%	0%	-7%	-11%	-12%	-12%	-11%	-11%	-18%	-15%	0%	-16%

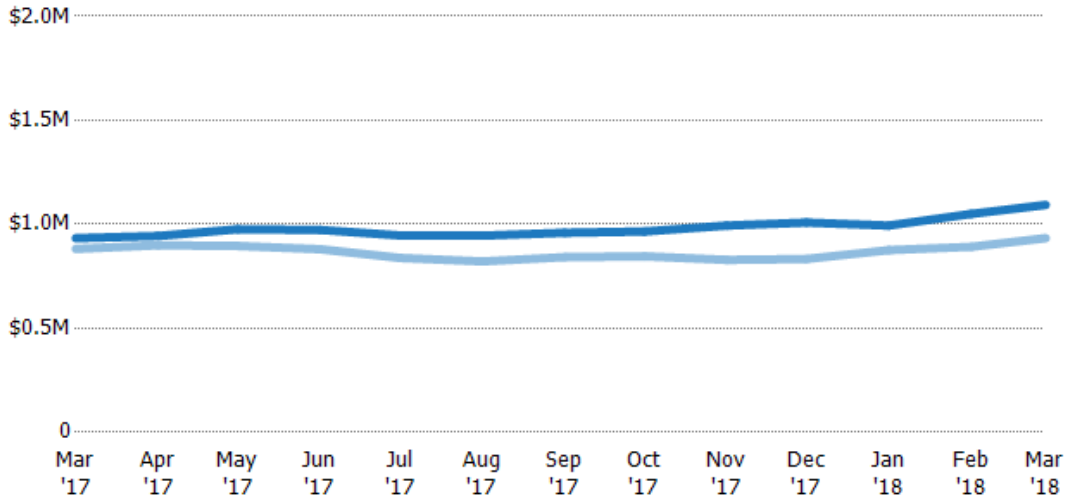
Average Listing Price

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.
Mar '18	\$1.09M	17.1%
Mar '17	\$933K	5.9%
Mar '16	\$882K	-13.6%



Current Year	\$933K	\$944K	\$976K	\$973K	\$946K	\$945K	\$959K	\$965K	\$994K	\$1.01M	\$994K	\$1.05M	\$1.09M
Prior Year	\$882K	\$899K	\$896K	\$880K	\$838K	\$821K	\$842K	\$846K	\$829K	\$833K	\$876K	\$892K	\$933K
Percent Change from Prior Year	6%	5%	9%	11%	13%	15%	14%	14%	20%	21%	13%	18%	17%

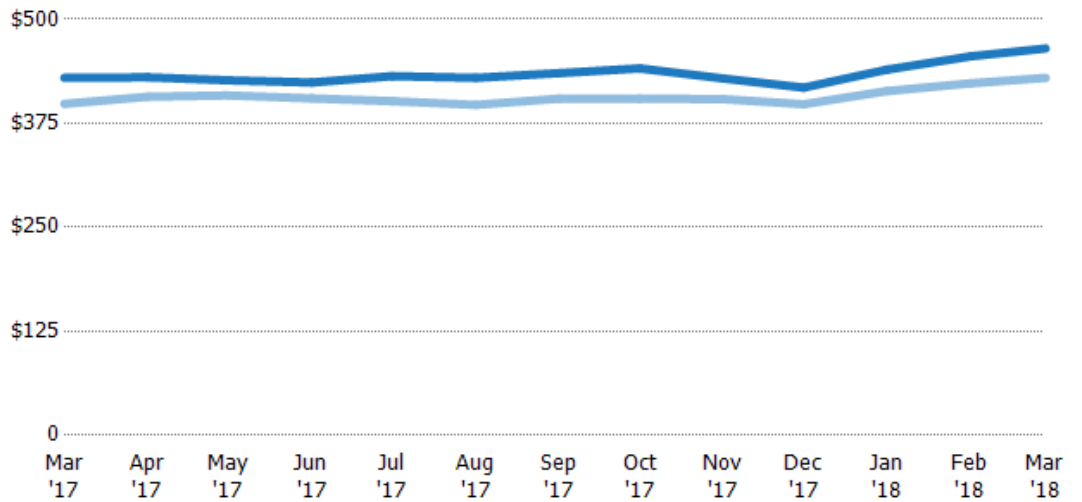
Average Listing Price per Sq Ft

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.
Mar '18	\$465	8.2%
Mar '17	\$430	7.8%
Mar '16	\$398	-12.2%



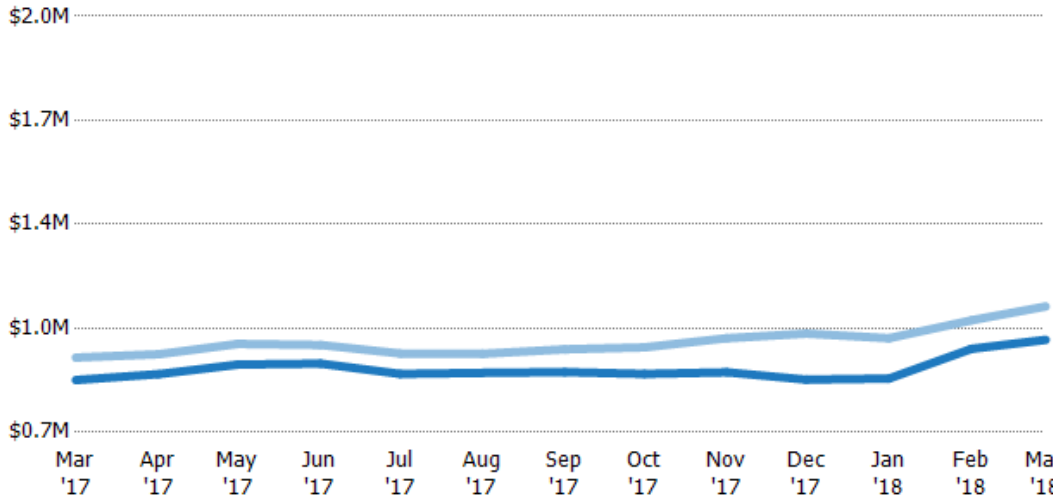
Current Year	\$430	\$430	\$427	\$424	\$432	\$430	\$435	\$441	\$429	\$418	\$440	\$455	\$465
Prior Year	\$398	\$407	\$408	\$405	\$402	\$397	\$405	\$405	\$404	\$398	\$414	\$423	\$430
Percent Change from Prior Year	8%	6%	4%	5%	7%	8%	8%	9%	6%	5%	6%	8%	8%

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

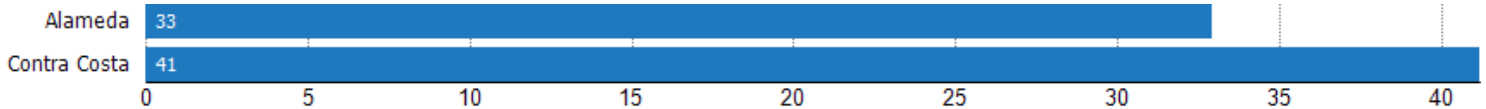


Avg Est Value	\$863K	\$882K	\$912K	\$915K	\$882K	\$886K	\$888K	\$882K	\$888K	\$864K	\$868K	\$961K	\$989K
Avg Listing Price	\$933K	\$944K	\$976K	\$973K	\$946K	\$945K	\$959K	\$965K	\$994K	\$1.01M	\$994K	\$1.05M	\$1.09M
Avg Listing Price as a % of Avg Est Value	108%	107%	107%	106%	107%	107%	108%	109%	112%	117%	115%	109%	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



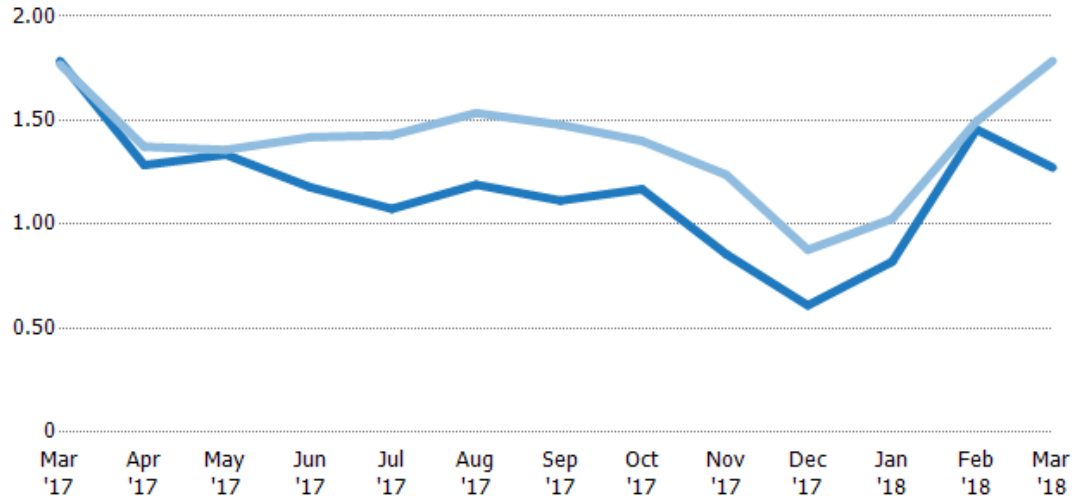
Months of Inventory

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.
Mar '18	1.27	-28.7%
Mar '17	1.79	0.9%
Mar '16	1.77	6.5%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	1.79	1.28	1.33	1.18	1.07	1.19	1.11	1.17	0.86	0.61	0.82	1.46	1.27
Prior Year	1.77	1.37	1.36	1.42	1.43	1.53	1.48	1.4	1.24	0.88	1.03	1.49	1.79
Percent Change from Prior Year	1%	-6%	-2%	-17%	-25%	-22%	-25%	-17%	-31%	-30%	-20%	-3%	-29%

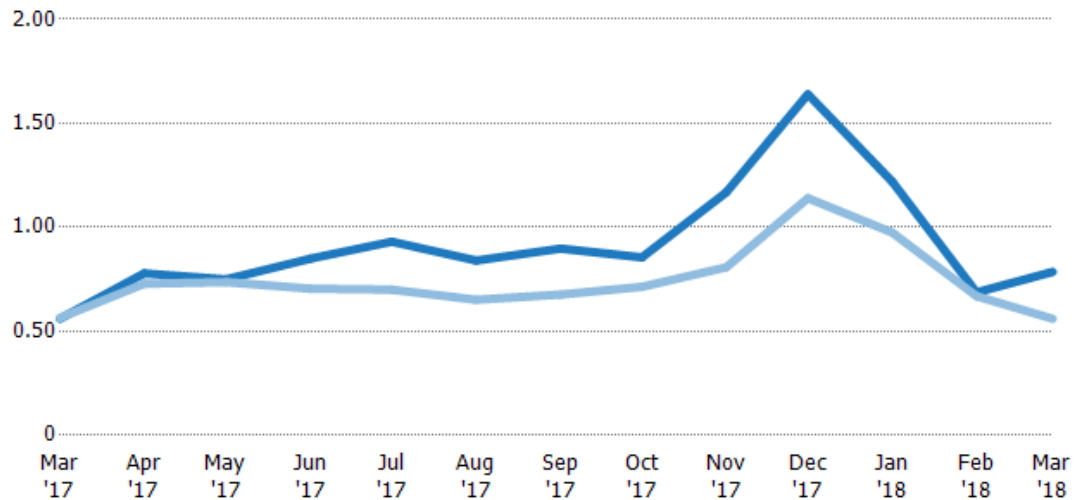
Absorption Rate

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.
Mar '18	79%	-22.5%
Mar '17	56%	0.5%
Mar '16	57%	-6.1%

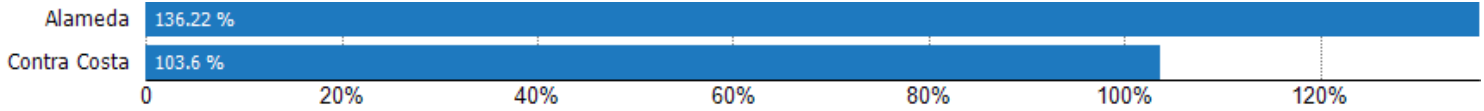


	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	56%	78%	75%	85%	93%	84%	90%	86%	117%	164%	122%	69%	79%
Prior Year	57%	73%	74%	70%	70%	65%	68%	71%	81%	114%	97%	67%	56%
Change from Prior Year	0%	-5%	-1%	-14%	-23%	-19%	-22%	-14%	-36%	-50%	-24%	-2%	-23%

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



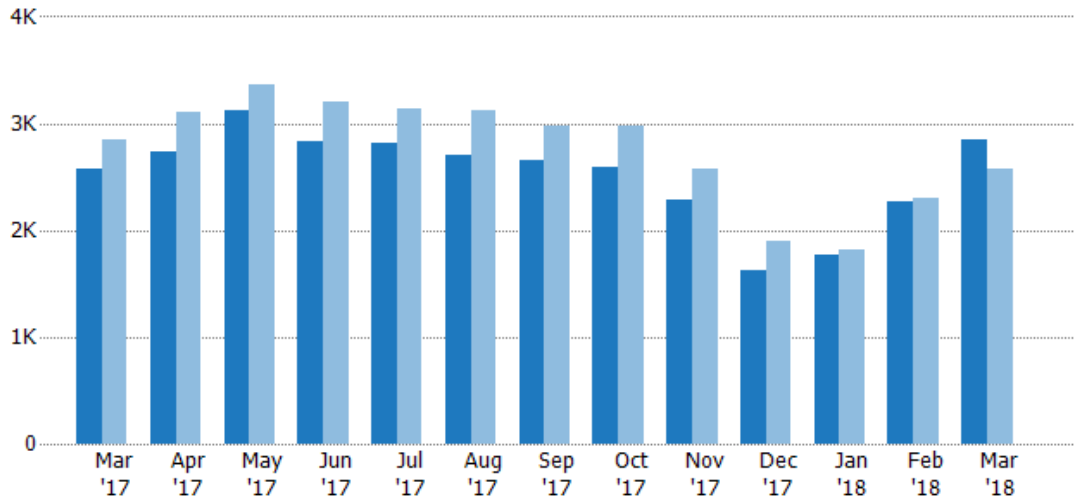
Pending Sales

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.
Mar '18	2.84K	10.7%
Mar '17	2.57K	-9.7%
Mar '16	2.85K	8.9%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	2.57K	2.73K	3.13K	2.83K	2.81K	2.7K	2.65K	2.59K	2.28K	1.62K	1.77K	2.27K	2.84K
Prior Year	2.85K	3.11K	3.36K	3.21K	3.13K	3.12K	2.97K	2.97K	2.58K	1.89K	1.81K	2.3K	2.57K
Percent Change from Prior Year	-10%	-12%	-7%	-12%	-10%	-13%	-11%	-13%	-12%	-14%	-2%	-1%	11%

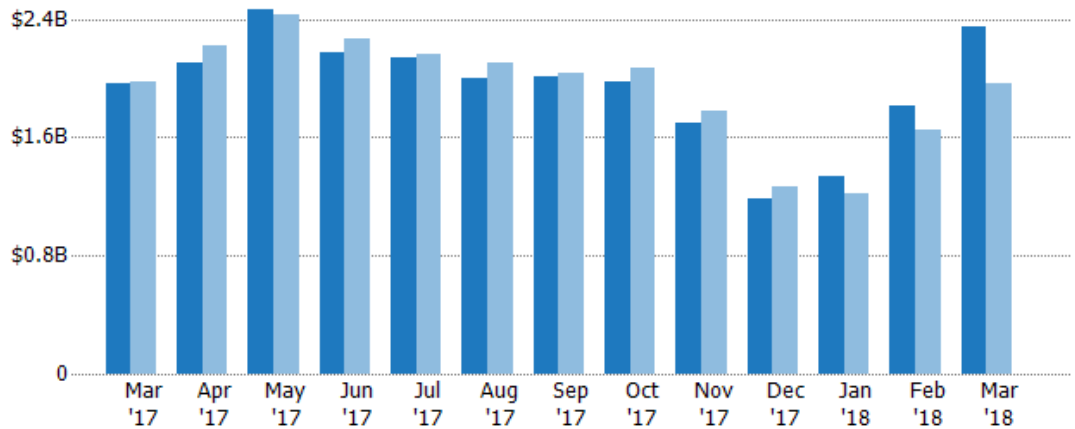
Pending Sales Volume

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.
Mar '18	\$2.35B	19.6%
Mar '17	\$1.97B	-0.7%
Mar '16	\$1.98B	-0.2%



Current Year	\$1.97B	\$2.1B	\$2.46B	\$2.18B	\$2.14B	\$1.99B	\$2.01B	\$1.97B	\$1.69B	\$1.18B	\$1.34B	\$1.82B	\$2.35B
Prior Year	\$1.98B	\$2.22B	\$2.43B	\$2.27B	\$2.16B	\$2.11B	\$2.03B	\$2.06B	\$1.77B	\$1.27B	\$1.22B	\$1.65B	\$1.97B
Percent Change from Prior Year	-1%	-5%	1%	-4%	-1%	-5%	-1%	-4%	-5%	-7%	10%	10%	20%

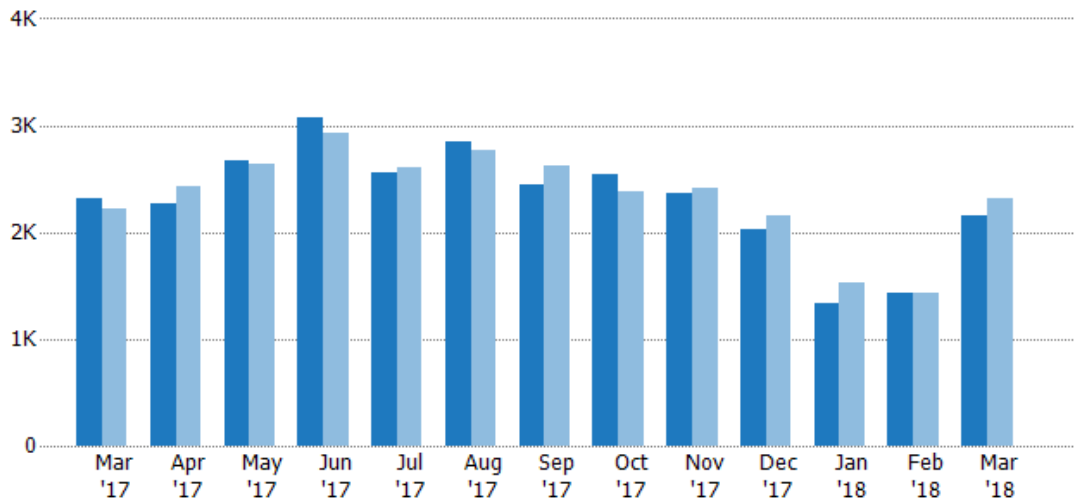
Closed Sales

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.
Mar '18	2.15K	-7.3%
Mar '17	2.32K	4.7%
Mar '16	2.21K	-0.6%



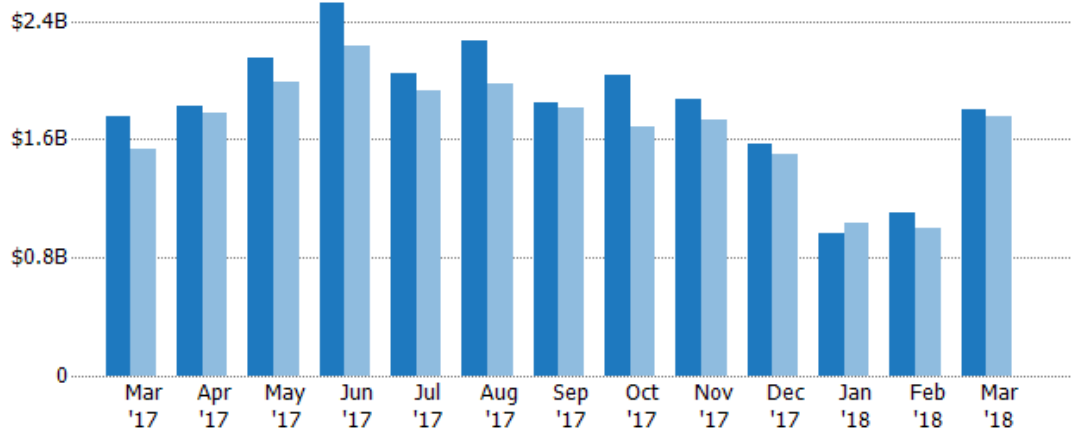
Current Year	2.32K	2.27K	2.67K	3.07K	2.56K	2.85K	2.45K	2.55K	2.36K	2.03K	1.33K	1.44K	2.15K
Prior Year	2.21K	2.42K	2.64K	2.92K	2.6K	2.77K	2.63K	2.38K	2.41K	2.16K	1.53K	1.43K	2.32K
Percent Change from Prior Year	5%	-6%	1%	5%	-2%	3%	-7%	7%	-2%	-6%	-13%	0%	-7%

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



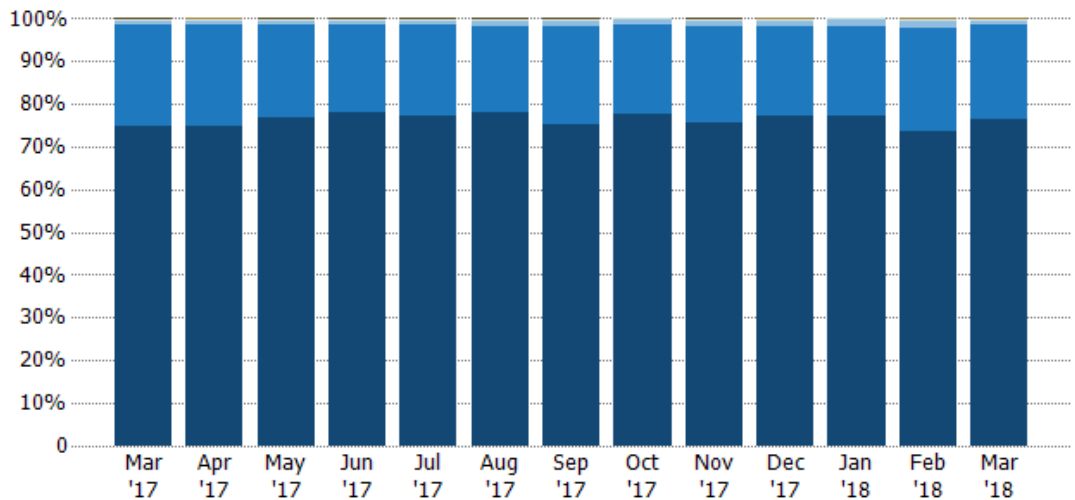
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '17	\$1.75B	\$1.54B	14%
Apr '17	\$1.82B	\$1.77B	3%
May '17	\$2.15B	\$1.99B	8%
Jun '17	\$2.53B	\$2.23B	13%
Jul '17	\$2.04B	\$1.93B	6%
Aug '17	\$2.27B	\$1.98B	15%
Sep '17	\$1.85B	\$1.82B	2%
Oct '17	\$2.03B	\$1.68B	21%
Nov '17	\$1.87B	\$1.73B	8%
Dec '17	\$1.56B	\$1.5B	4%
Jan '18	\$965M	\$1.03B	-6%
Feb '18	\$1.11B	\$1B	10%
Mar '18	\$1.81B	\$1.75B	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

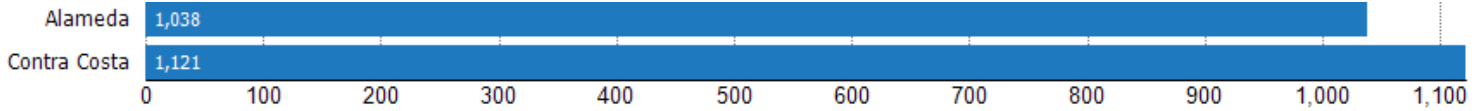


Month/Year	Other	Lot/Land	Multifamily/Multiplex	Mobile/Manufactured	Condo/Townhouse	Single Family Residence
Mar '17	-	0%	0%	1%	24%	75%
Apr '17	0%	-	0%	1%	24%	75%
May '17	-	0%	0%	1%	22%	77%
Jun '17	-	0%	0%	1%	21%	78%
Jul '17	-	0%	0%	1%	21%	77%
Aug '17	-	0%	0%	1%	20%	78%
Sep '17	-	0%	0%	2%	23%	75%
Oct '17	-	0%	0%	1%	21%	78%
Nov '17	-	0%	0%	2%	22%	76%
Dec '17	0%	-	0%	1%	21%	77%
Jan '18	-	-	0%	2%	21%	77%
Feb '18	0%	-	0%	2%	24%	74%
Mar '18	0%	-	0%	1%	22%	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

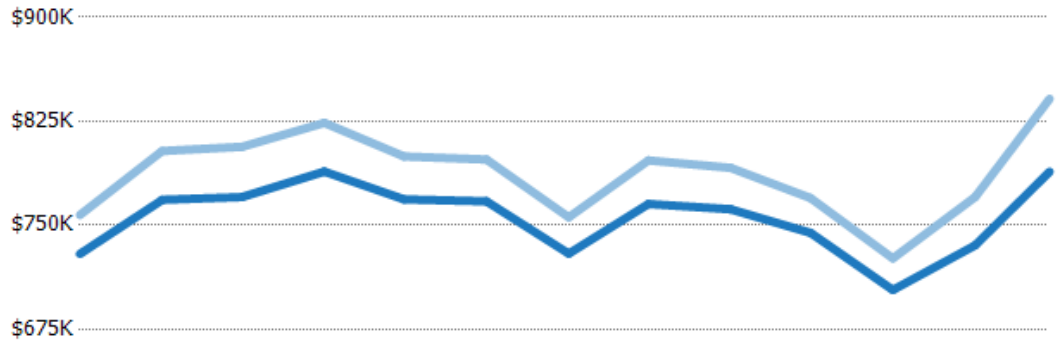


Average Sales Price vs Average Listing Price

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



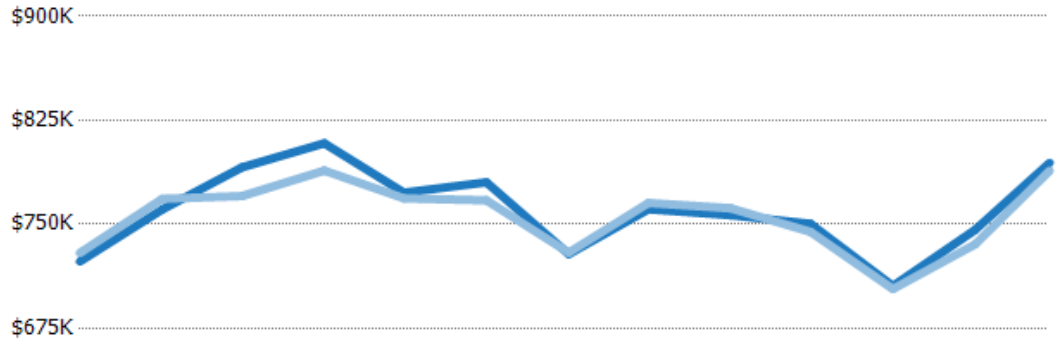
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$729K	\$768K	\$770K	\$789K	\$769K	\$767K	\$730K	\$765K	\$762K	\$745K	\$703K	\$736K	\$789K
Avg Sales Price	\$757K	\$804K	\$807K	\$824K	\$800K	\$797K	\$756K	\$797K	\$791K	\$770K	\$726K	\$770K	\$841K
Avg Sales Price as a % of Avg List Price	104%	105%	105%	104%	104%	104%	104%	104%	104%	103%	103%	105%	107%

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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$723K	\$761K	\$791K	\$808K	\$773K	\$780K	\$729K	\$761K	\$757K	\$750K	\$706K	\$746K	\$794K
Avg Sales Price	\$729K	\$768K	\$770K	\$789K	\$769K	\$767K	\$730K	\$765K	\$762K	\$745K	\$703K	\$736K	\$789K
Avg Sales Price as a % of Avg Est Value	101%	101%	97%	98%	99%	98%	100%	101%	101%	99%	100%	99%	99%

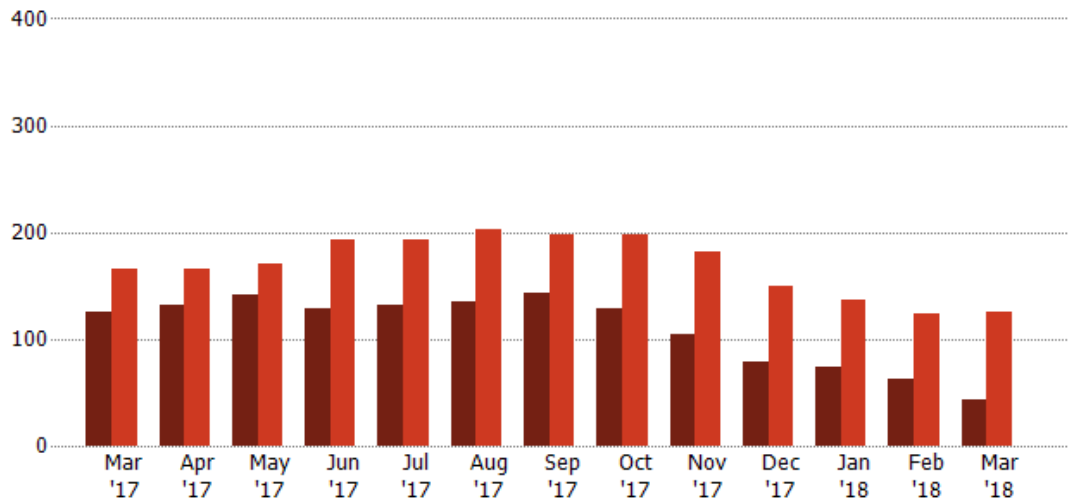
Distressed Listings

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.
Mar '18	44	-65.1%
Mar '17	126	-23.6%
Mar '16	165	98.8%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	126	131	141	128	132	135	143	129	104	78	74	63	44
Prior Year	165	165	170	193	193	203	198	197	181	149	137	123	126
Percent Change from Prior Year	-24%	-21%	-17%	-34%	-32%	-33%	-28%	-35%	-43%	-48%	-46%	-49%	-65%

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: 04/06/2018

Scheduled: Yes

Report Date Range: From 3/2017 To: 3/2018

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 3/2018 data

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