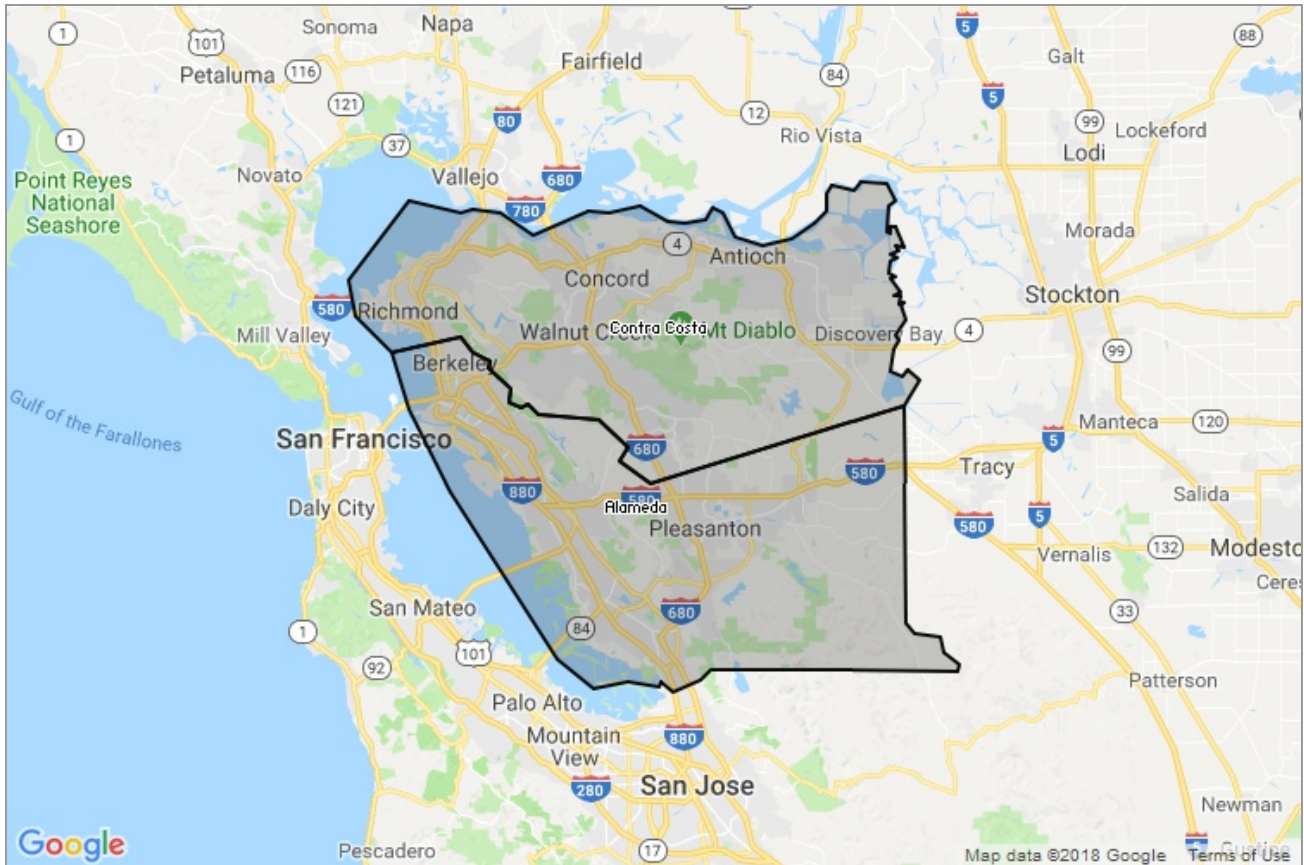


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
8/2017 – 8/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 09/07/2018

**Scheduled:** Yes

Presented by

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

(925) 730-4071

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

7021 Koll Center Parkway  
Pleasanton, CA 94566

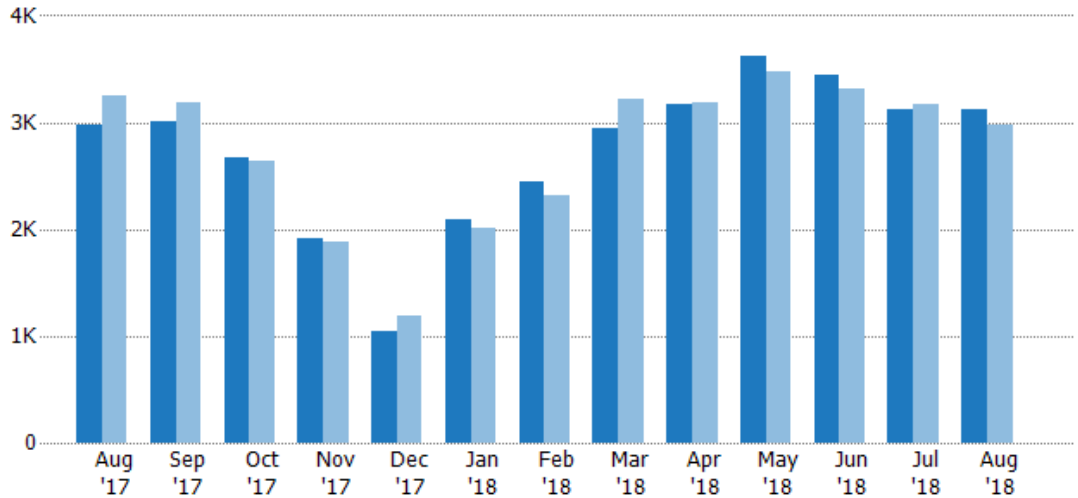
## New Listings

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.
Aug '18	3.11K	4.6%
Aug '17	2.98K	-8.4%
Aug '16	3.25K	2.1%



Current Year	2.98K	3.01K	2.67K	1.91K	1.05K	2.09K	2.45K	2.94K	3.16K	3.62K	3.45K	3.12K	3.11K
Prior Year	3.25K	3.19K	2.64K	1.88K	1.18K	2K	2.31K	3.21K	3.19K	3.47K	3.32K	3.17K	2.98K
Percent Change from Prior Year	-8%	-6%	1%	2%	-11%	4%	6%	-9%	-1%	4%	4%	-2%	5%

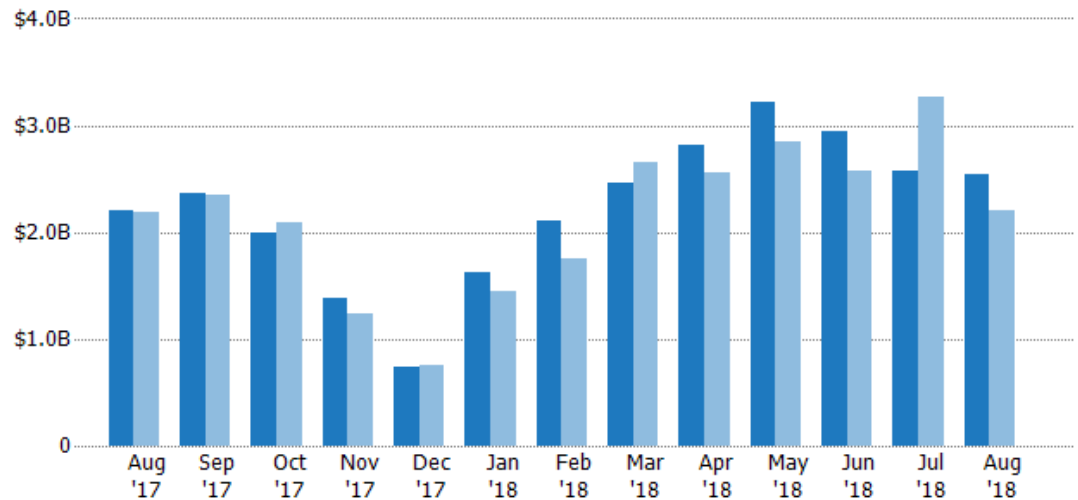
## New Listing Volume

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.
Aug '18	\$2.54B	15.1%
Aug '17	\$2.21B	0.6%
Aug '16	\$2.19B	-1.3%



Current Year	\$2.21B	\$2.37B	\$1.99B	\$1.38B	\$738M	\$1.62B	\$2.1B	\$2.46B	\$2.82B	\$3.22B	\$2.95B	\$2.57B	\$2.54B
Prior Year	\$2.19B	\$2.35B	\$2.09B	\$1.24B	\$758M	\$1.45B	\$1.75B	\$2.65B	\$2.55B	\$2.84B	\$2.58B	\$3.26B	\$2.21B
Percent Change from Prior Year	1%	1%	-5%	12%	-3%	12%	20%	-7%	10%	13%	14%	-21%	15%

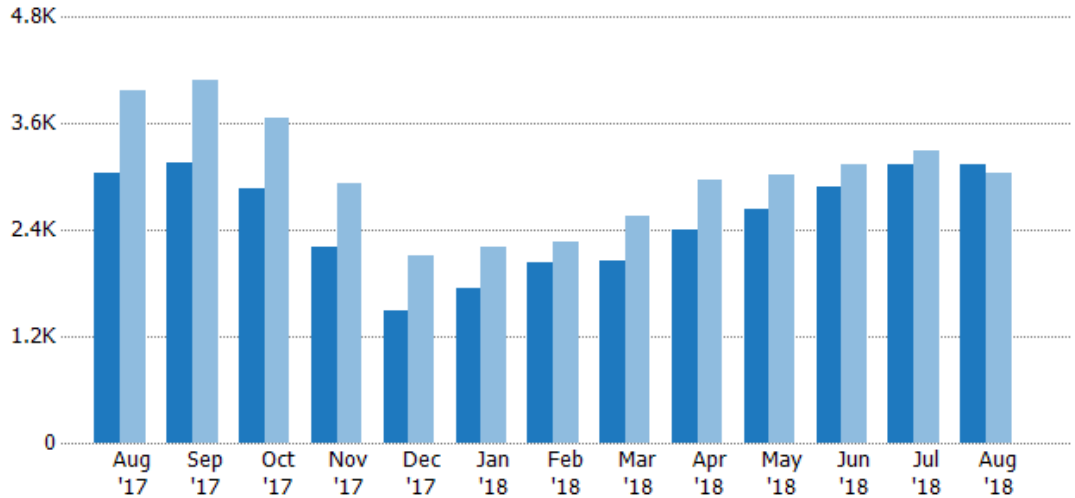
## Active Listings

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.
Aug '18	3.14K	3.2%
Aug '17	3.04K	-23.6%
Aug '16	3.98K	-5.6%



Current Year	3.04K	3.17K	2.87K	2.21K	1.5K	1.73K	2.04K	2.05K	2.4K	2.63K	2.89K	3.15K	3.14K
Prior Year	3.98K	4.08K	3.66K	2.93K	2.1K	2.21K	2.28K	2.55K	2.97K	3.02K	3.14K	3.29K	3.04K
Percent Change from Prior Year	-24%	-22%	-22%	-25%	-29%	-21%	-10%	-20%	-19%	-13%	-8%	-4%	3%

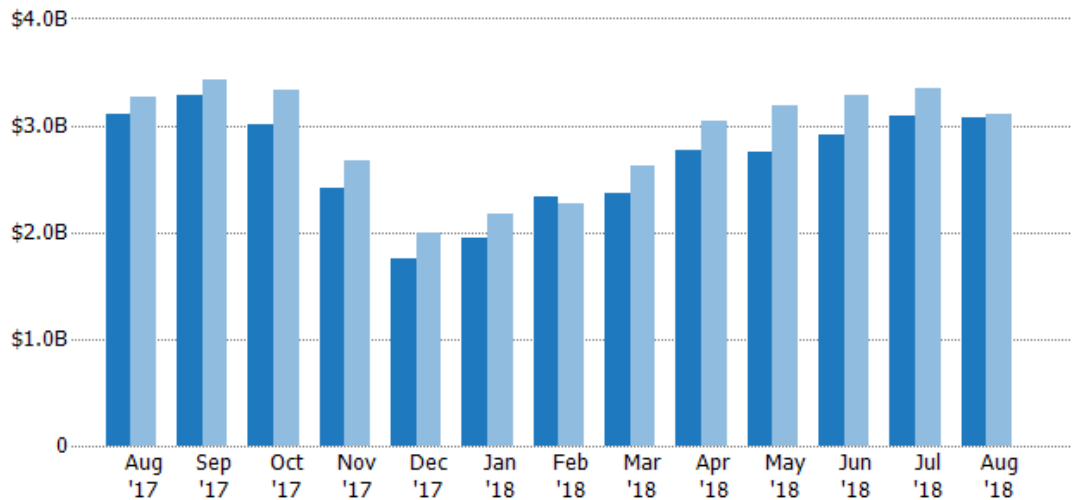
## Active Listing Volume

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.
Aug '18	\$3.07B	-1.4%
Aug '17	\$3.11B	-4.7%
Aug '16	\$3.26B	-11.5%



Current Year	\$3.11B	\$3.27B	\$3B	\$2.42B	\$1.75B	\$1.94B	\$2.34B	\$2.36B	\$2.76B	\$2.75B	\$2.91B	\$3.09B	\$3.07B
Prior Year	\$3.26B	\$3.43B	\$3.34B	\$2.67B	\$2B	\$2.17B	\$2.27B	\$2.63B	\$3.05B	\$3.19B	\$3.29B	\$3.35B	\$3.11B
Percent Change from Prior Year	-5%	-5%	-10%	-10%	-13%	-11%	3%	-10%	-9%	-14%	-11%	-8%	-1%

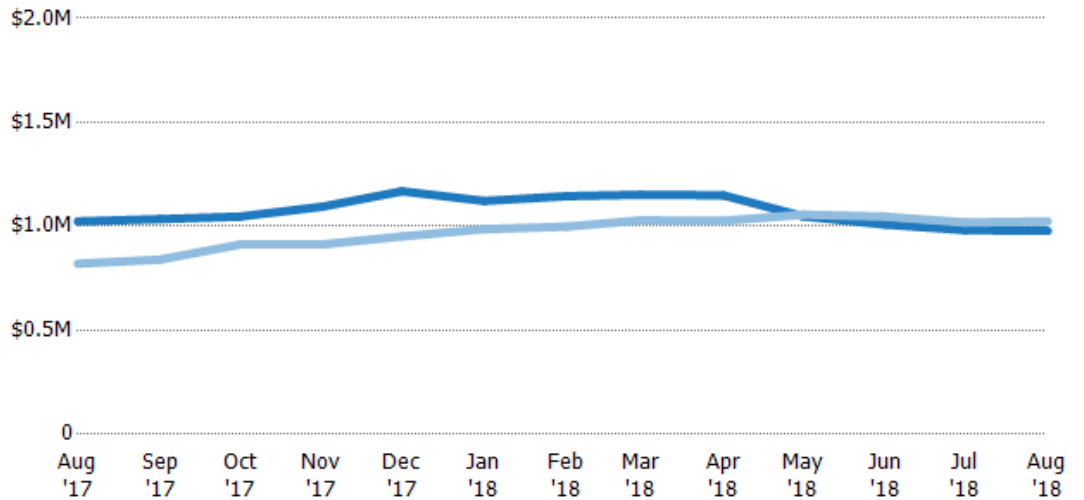
## Average Listing Price

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.
Aug '18	\$978K	-4.4%
Aug '17	\$1.02M	24.8%
Aug '16	\$820K	-6.3%



Current Year	\$1.02M	\$1.03M	\$1.05M	\$1.09M	\$1.17M	\$1.12M	\$1.14M	\$1.15M	\$1.15M	\$1.05M	\$1.01M	\$981K	\$978K
Prior Year	\$820K	\$840K	\$912K	\$913K	\$951K	\$986K	\$998K	\$1.03M	\$1.03M	\$1.06M	\$1.05M	\$1.02M	\$1.02M
Percent Change from Prior Year	25%	23%	15%	20%	23%	14%	15%	12%	12%	-1%	-4%	-4%	-4%

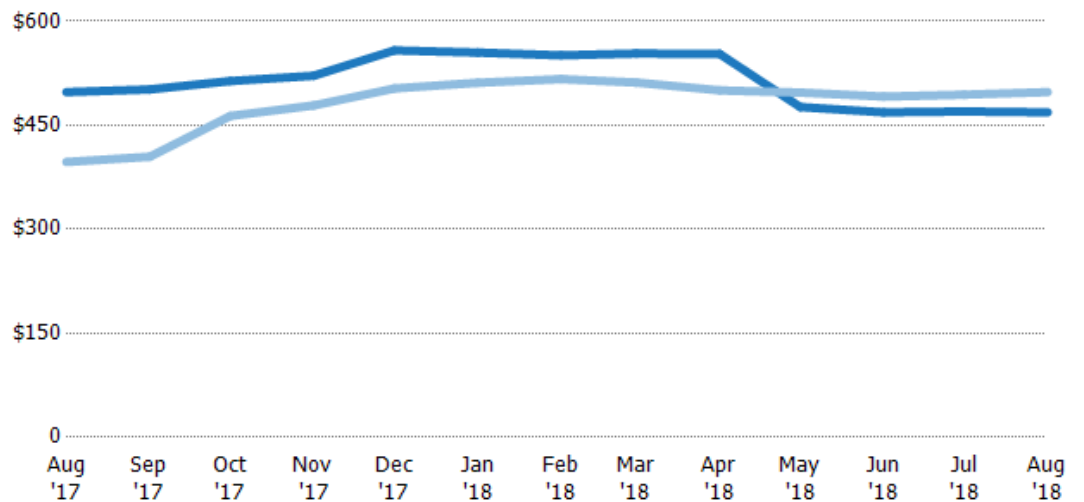
## Average Listing Price per Sq Ft

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.
Aug '18	\$469	-5.9%
Aug '17	\$498	25.4%
Aug '16	\$397	-6.8%



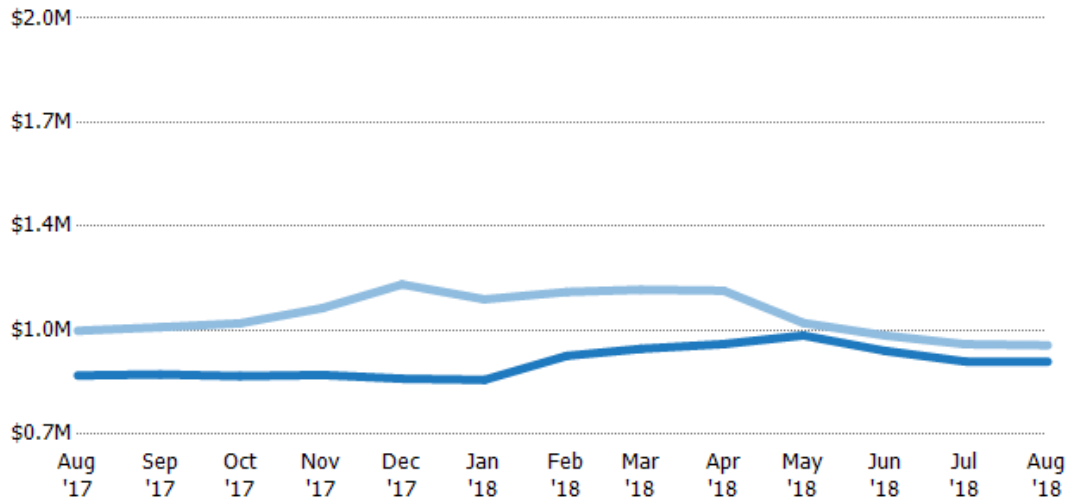
Current Year	\$498	\$502	\$514	\$521	\$558	\$555	\$551	\$554	\$553	\$476	\$469	\$470	\$469
Prior Year	\$397	\$405	\$463	\$479	\$503	\$511	\$517	\$512	\$500	\$497	\$491	\$494	\$498
Percent Change from Prior Year	25%	24%	11%	9%	11%	9%	7%	8%	10%	-4%	-5%	-5%	-6%

## 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



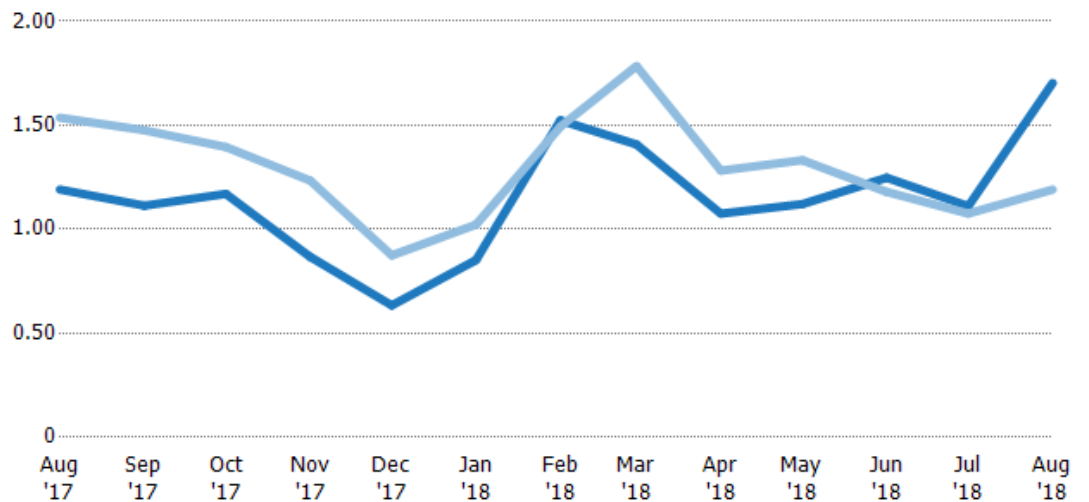
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	\$884K	\$887K	\$882K	\$885K	\$874K	\$870K	\$945K	\$967K	\$982K	\$1.01M	\$960K	\$927K	\$927K
Avg Listing Price	\$1.02M	\$1.03M	\$1.05M	\$1.09M	\$1.17M	\$1.12M	\$1.14M	\$1.15M	\$1.15M	\$1.05M	\$1.01M	\$981K	\$978K
Avg Listing Price as a % of Avg Est Value	116%	117%	119%	124%	134%	129%	121%	119%	117%	104%	105%	106%	106%

## 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.
Aug '18	1.7	43%
Aug '17	1.19	-22.4%
Aug '16	1.54	-20.9%

	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	1.19	1.11	1.17	0.87	0.63	0.85	1.52	1.41	1.08	1.12	1.25	1.11	1.7
Prior Year	1.54	1.48	1.4	1.23	0.87	1.02	1.49	1.78	1.28	1.33	1.18	1.08	1.19
Percent Change from Prior Year	-22%	-25%	-16%	-30%	-27%	-17%	2%	-21%	-16%	-16%	6%	3%	43%

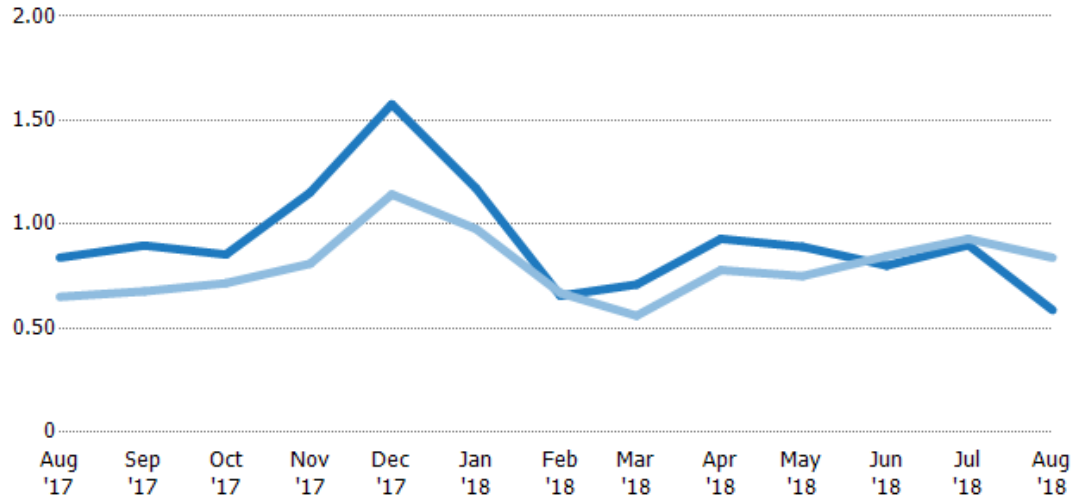
## Absorption Rate

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.
Aug '18	59%	25.2%
Aug '17	84%	-18.8%
Aug '16	65%	26.4%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	84%	90%	85%	115%	158%	117%	66%	71%	93%	89%	80%	90%	59%
Prior Year	65%	68%	72%	81%	114%	98%	67%	56%	78%	75%	85%	93%	84%
Change from Prior Year	-19%	-22%	-14%	-34%	-43%	-20%	1%	-15%	-15%	-14%	5%	3%	25%

## 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



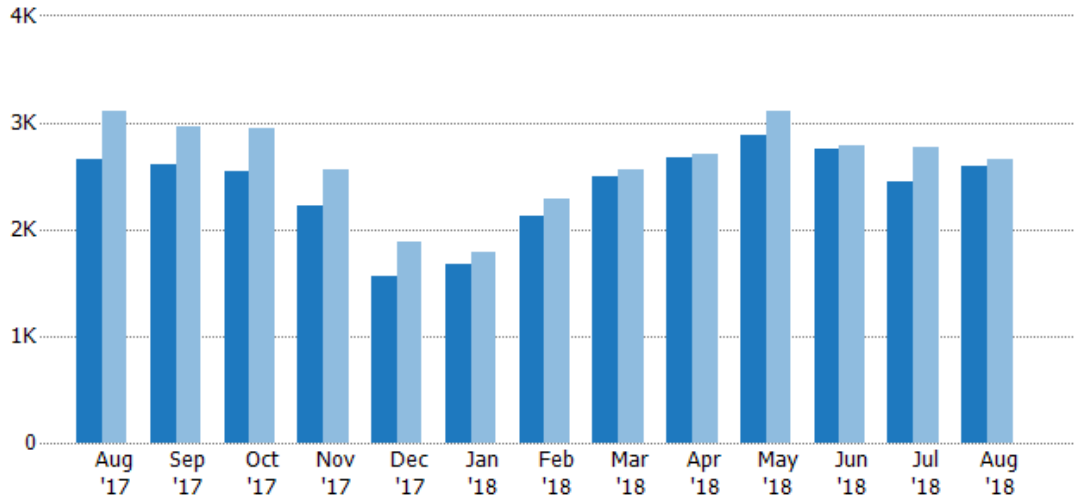
## Pending Sales

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.
Aug '18	2.59K	-2.5%
Aug '17	2.66K	-14.4%
Aug '16	3.1K	-3%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	2.66K	2.6K	2.54K	2.22K	1.55K	1.67K	2.13K	2.5K	2.67K	2.89K	2.76K	2.45K	2.59K
Prior Year	3.1K	2.96K	2.95K	2.56K	1.88K	1.79K	2.28K	2.56K	2.7K	3.1K	2.79K	2.77K	2.66K
Percent Change from Prior Year	-14%	-12%	-14%	-13%	-17%	-7%	-7%	-2%	-1%	-7%	-1%	-12%	-3%

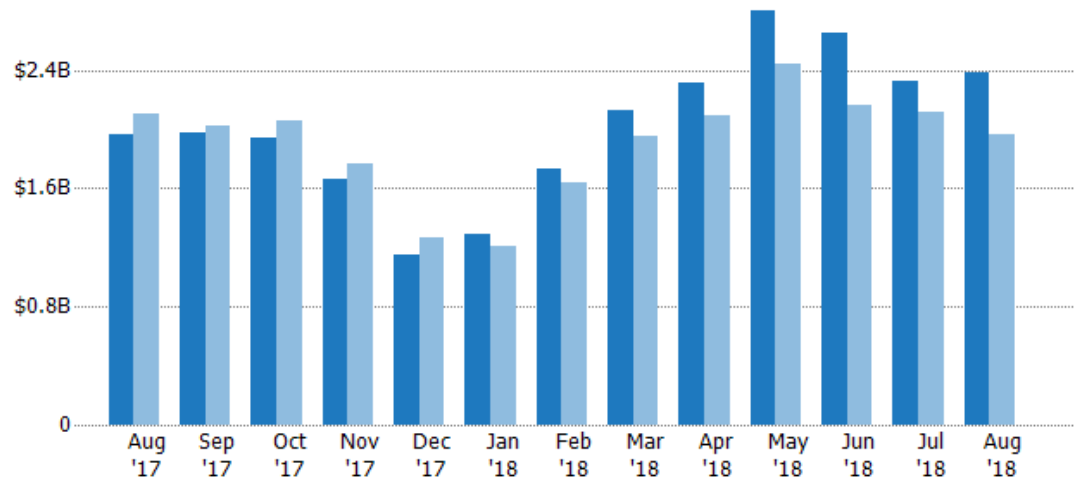
## Pending Sales Volume

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.
Aug '18	\$2.38B	21.2%
Aug '17	\$1.96B	-6.5%
Aug '16	\$2.1B	-9.1%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$1.96B	\$1.98B	\$1.94B	\$1.66B	\$1.14B	\$1.29B	\$1.73B	\$2.12B	\$2.31B	\$2.8B	\$2.65B	\$2.32B	\$2.38B
Prior Year	\$2.1B	\$2.02B	\$2.05B	\$1.76B	\$1.26B	\$1.21B	\$1.64B	\$1.96B	\$2.09B	\$2.45B	\$2.16B	\$2.11B	\$1.96B
Percent Change from Prior Year	-6%	-2%	-6%	-6%	-9%	7%	6%	9%	11%	15%	23%	10%	21%

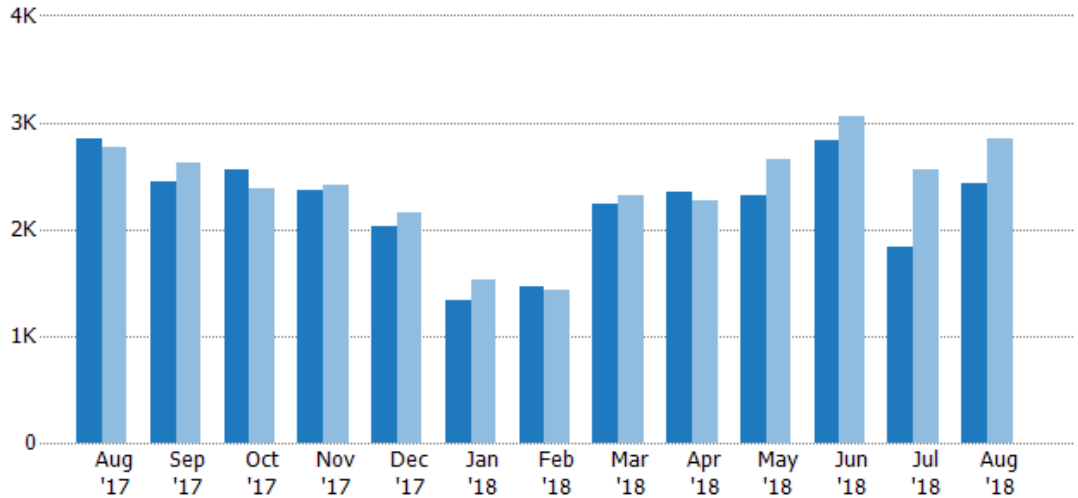
## Closed Sales

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.
Aug '18	2.43K	-14.6%
Aug '17	2.84K	2.8%
Aug '16	2.77K	-1.8%



Current Year	2.84K	2.45K	2.55K	2.36K	2.03K	1.34K	1.46K	2.23K	2.34K	2.32K	2.83K	1.84K	2.43K
Prior Year	2.77K	2.62K	2.37K	2.41K	2.16K	1.52K	1.43K	2.32K	2.27K	2.66K	3.06K	2.55K	2.84K
Percent Change from Prior Year	3%	-7%	7%	-2%	-6%	-12%	2%	-3%	3%	-13%	-7%	-28%	-15%

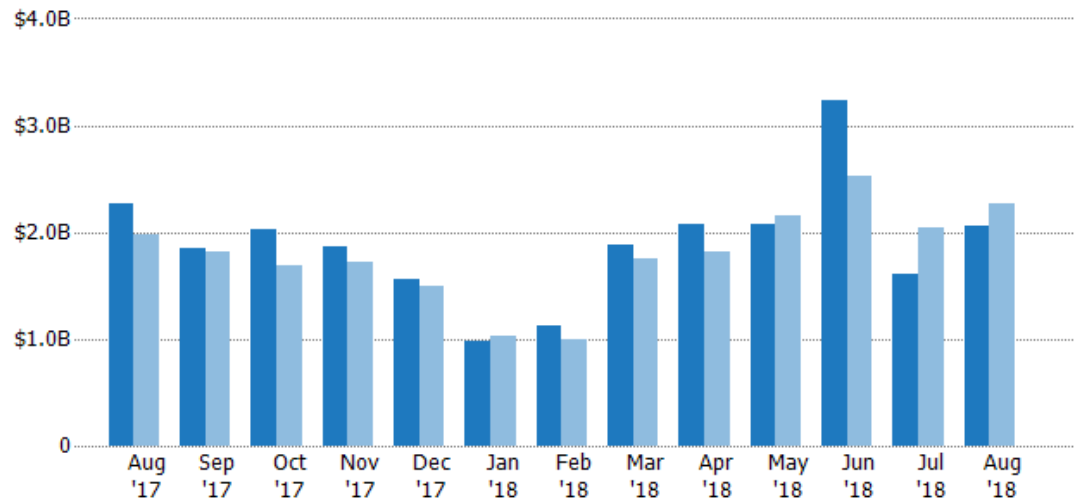
## Closed Sales Volume

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	Volume	% Chg.
Aug '18	\$2.06B	-9.2%
Aug '17	\$2.27B	14.9%
Aug '16	\$1.97B	-6.6%



Current Year	\$2.27B	\$1.85B	\$2.03B	\$1.87B	\$1.56B	\$975M	\$1.12B	\$1.87B	\$2.08B	\$2.08B	\$3.24B	\$1.6B	\$2.06B
Prior Year	\$1.97B	\$1.81B	\$1.68B	\$1.73B	\$1.5B	\$1.03B	\$1B	\$1.75B	\$1.82B	\$2.15B	\$2.52B	\$2.04B	\$2.27B
Percent Change from Prior Year	15%	2%	21%	8%	4%	-5%	12%	7%	14%	-3%	29%	-21%	-9%

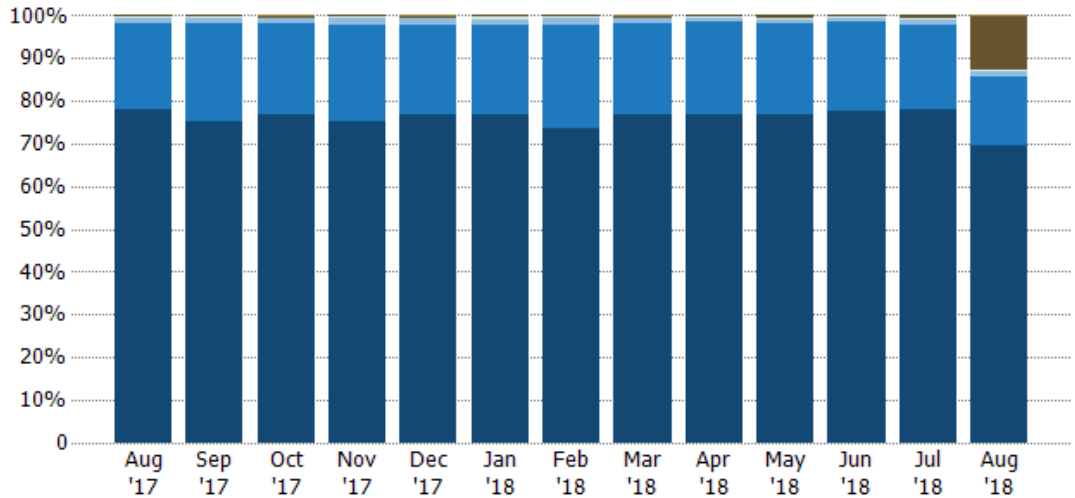


## Closed Sales by Property Type

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

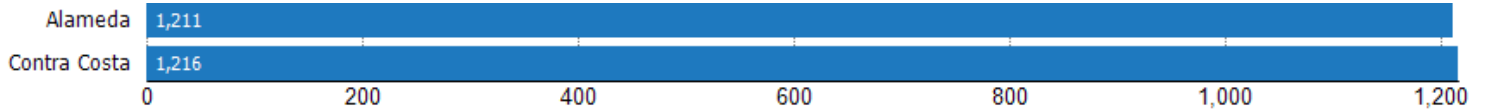


Property Type	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Other	-	-	0%	-	0%	-	-	0%	-	-	-	-	0%
Lot/Land	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	13%
Multifamily/Multiplex	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%
Mobile/Manufactured	1%	2%	1%	2%	1%	1%	2%	1%	1%	1%	1%	1%	1%
Condo/Townhouse	20%	23%	21%	22%	21%	21%	24%	22%	22%	21%	21%	20%	16%
Single Family Residence	78%	75%	77%	75%	77%	77%	74%	77%	77%	77%	78%	78%	70%

## 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

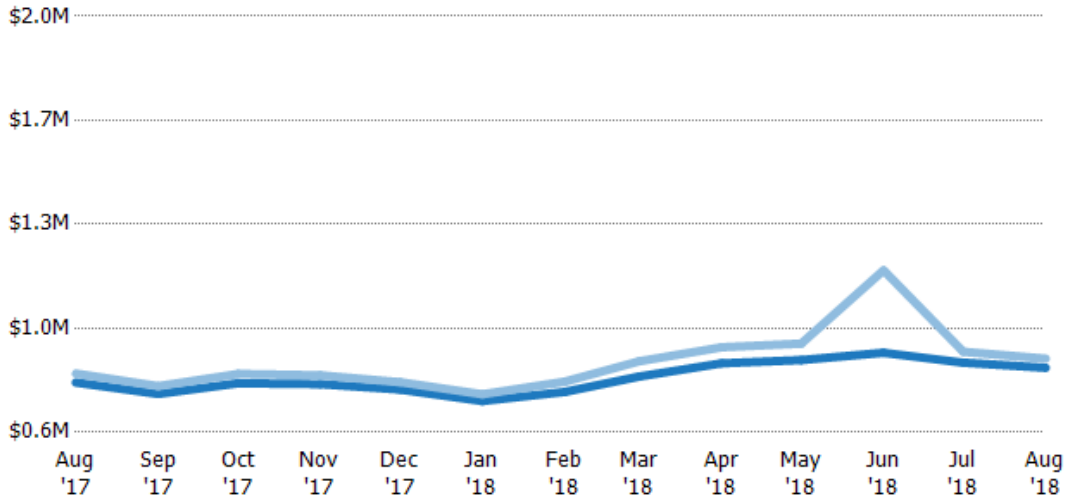


## Average Sales Price vs Average Listing Price

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



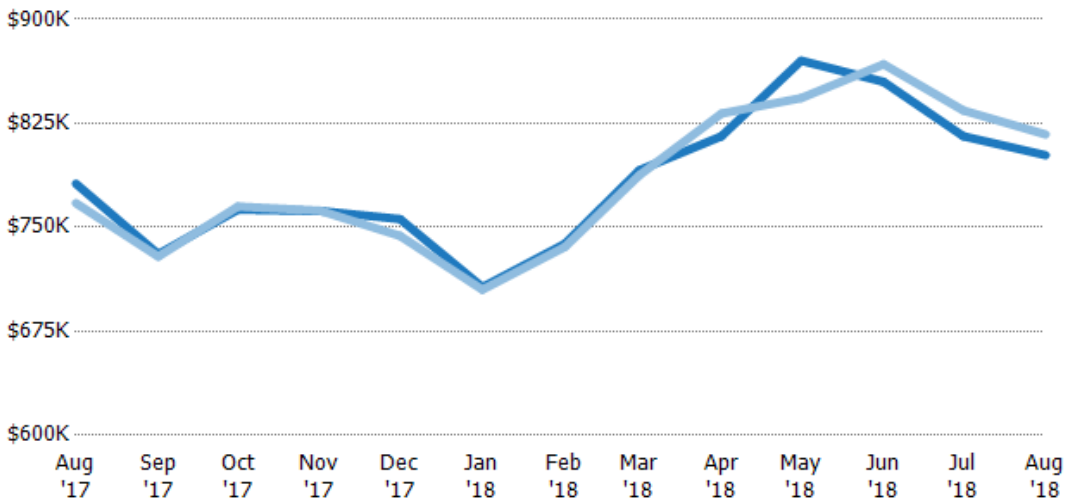
Avg List Price	\$767K	\$729K	\$765K	\$762K	\$744K	\$705K	\$736K	\$787K	\$832K	\$843K	\$868K	\$834K	\$817K
Avg Sales Price	\$797K	\$755K	\$796K	\$792K	\$769K	\$728K	\$770K	\$839K	\$886K	\$898K	\$1.15M	\$871K	\$848K
Avg Sales Price as a % of Avg List Price	104%	104%	104%	104%	103%	103%	105%	107%	106%	107%	132%	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



Avg Est Value	\$781K	\$731K	\$763K	\$762K	\$756K	\$707K	\$738K	\$791K	\$816K	\$870K	\$855K	\$816K	\$802K
Avg Sales Price	\$767K	\$729K	\$765K	\$762K	\$744K	\$705K	\$736K	\$787K	\$832K	\$843K	\$868K	\$834K	\$817K
Avg Sales Price as a % of Avg Est Value	98%	100%	100%	100%	98%	100%	100%	100%	102%	97%	101%	102%	102%

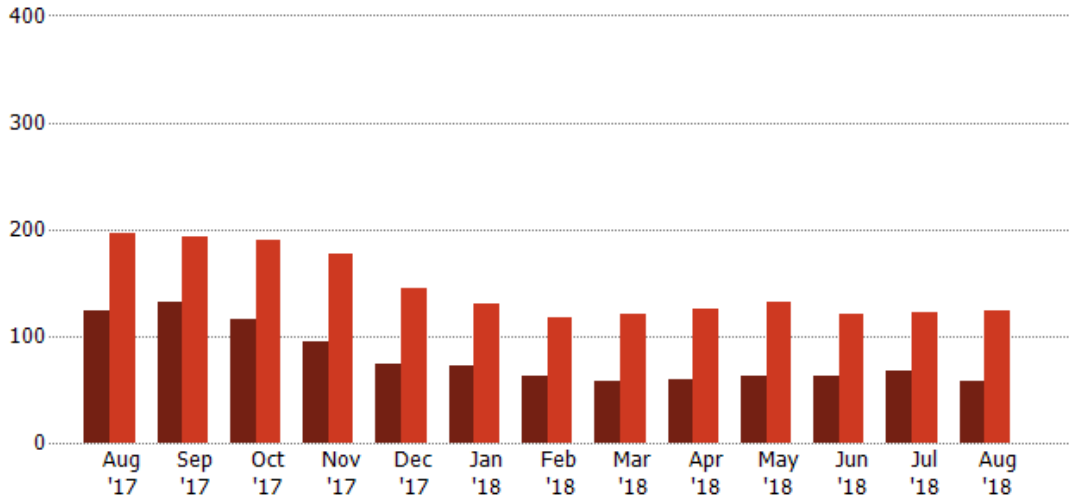
## Distressed Listings

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.
Aug '18	58	-52.8%
Aug '17	123	-37.2%
Aug '16	196	53.1%

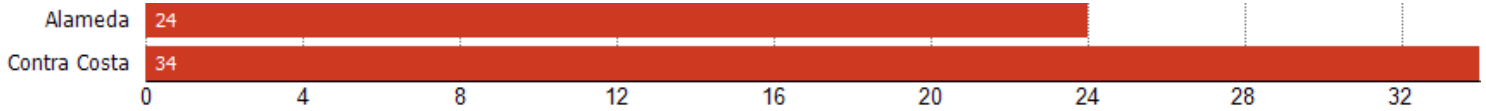


Current Year	123	132	116	94	73	72	63	58	60	63	63	68	58
Prior Year	196	193	190	177	144	130	117	121	125	132	120	122	123
Percent Change from Prior Year	-37%	-32%	-39%	-47%	-49%	-45%	-46%	-52%	-52%	-52%	-48%	-44%	-53%

## 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:** 09/07/2018

**Scheduled:** Yes

**Report Date Range:** From 8/2017 To: 8/2018

### 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 8/2018 data

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