

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2017 – 9/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/09/2018

Scheduled: Yes

Presented by

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

(925) 730-4071

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

7021 Koll Center Parkway
Pleasanton, CA 94566

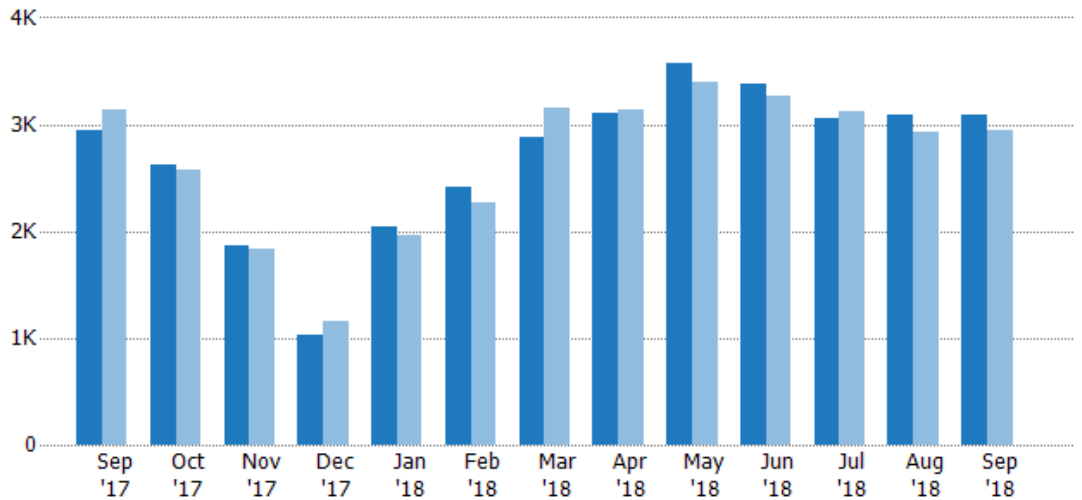
New Listings

The number of new residential 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.
Sep '18	3.09K	4.6%
Sep '17	2.95K	-6.1%
Sep '16	3.14K	-0.6%



Current Year	2.95K	2.62K	1.87K	1.03K	2.04K	2.41K	2.89K	3.11K	3.57K	3.37K	3.06K	3.09K	3.09K
Prior Year	3.14K	2.58K	1.84K	1.16K	1.96K	2.27K	3.15K	3.14K	3.4K	3.27K	3.12K	2.93K	2.95K
Percent Change from Prior Year	-6%	2%	2%	-12%	4%	6%	-8%	-1%	5%	3%	-2%	6%	5%

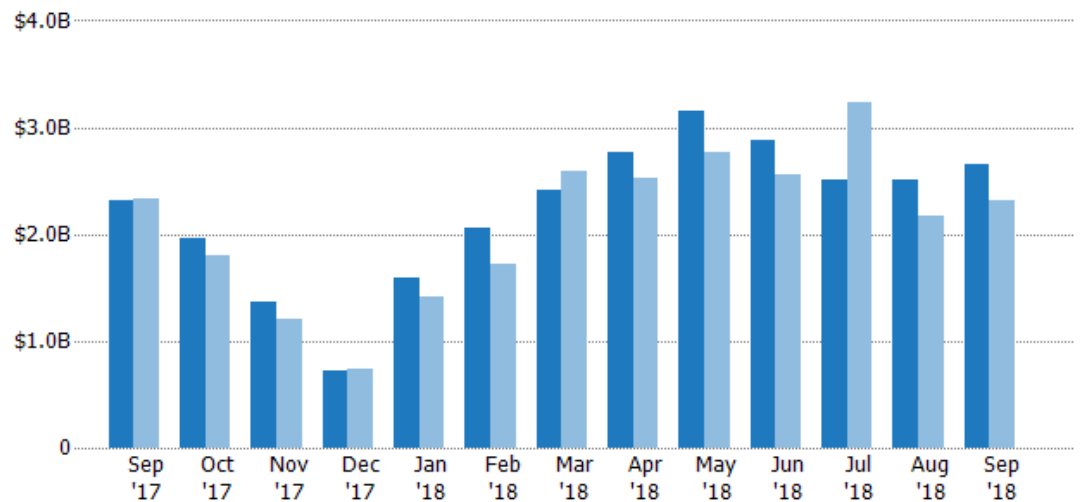
New Listing Volume

The sum of the listing price of residential 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.
Sep '18	\$2.66B	14.6%
Sep '17	\$2.32B	-0.3%
Sep '16	\$2.33B	-8.5%



Current Year	\$2.32B	\$1.96B	\$1.36B	\$724M	\$1.59B	\$2.06B	\$2.42B	\$2.77B	\$3.16B	\$2.89B	\$2.51B	\$2.51B	\$2.66B
Prior Year	\$2.33B	\$1.79B	\$1.21B	\$741M	\$1.41B	\$1.72B	\$2.58B	\$2.52B	\$2.77B	\$2.55B	\$3.23B	\$2.17B	\$2.32B
Percent Change from Prior Year	0%	9%	12%	-2%	12%	20%	-6%	10%	14%	13%	-22%	16%	15%

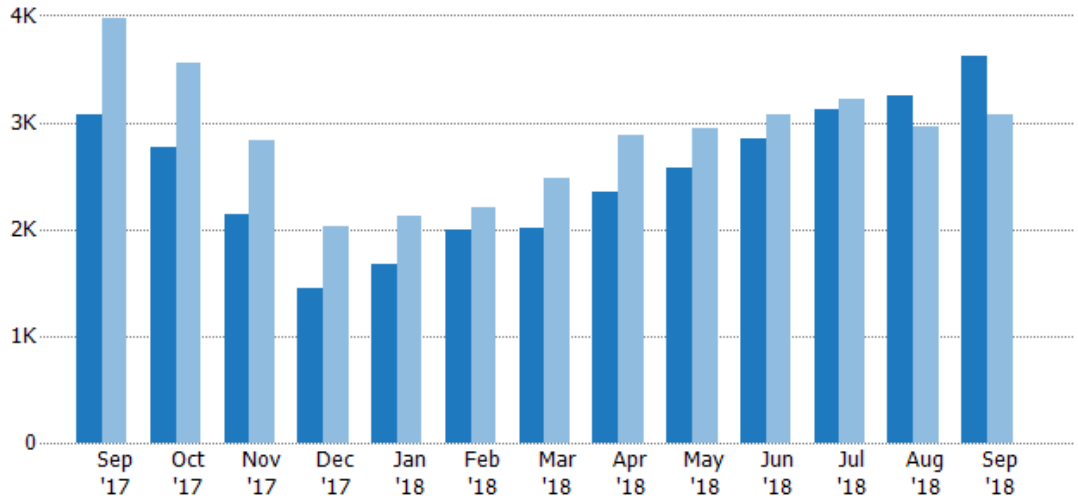
Active Listings

The number of active residential 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.
Sep '18	3.62K	17.6%
Sep '17	3.08K	-22.4%
Sep '16	3.97K	-9.2%



Current Year	3.08K	2.77K	2.15K	1.44K	1.68K	1.99K	2.01K	2.35K	2.58K	2.84K	3.13K	3.24K	3.62K
Prior Year	3.97K	3.55K	2.83K	2.02K	2.13K	2.2K	2.47K	2.88K	2.94K	3.07K	3.21K	2.96K	3.08K
Percent Change from Prior Year	-22%	-22%	-24%	-29%	-21%	-10%	-19%	-19%	-12%	-7%	-3%	9%	18%

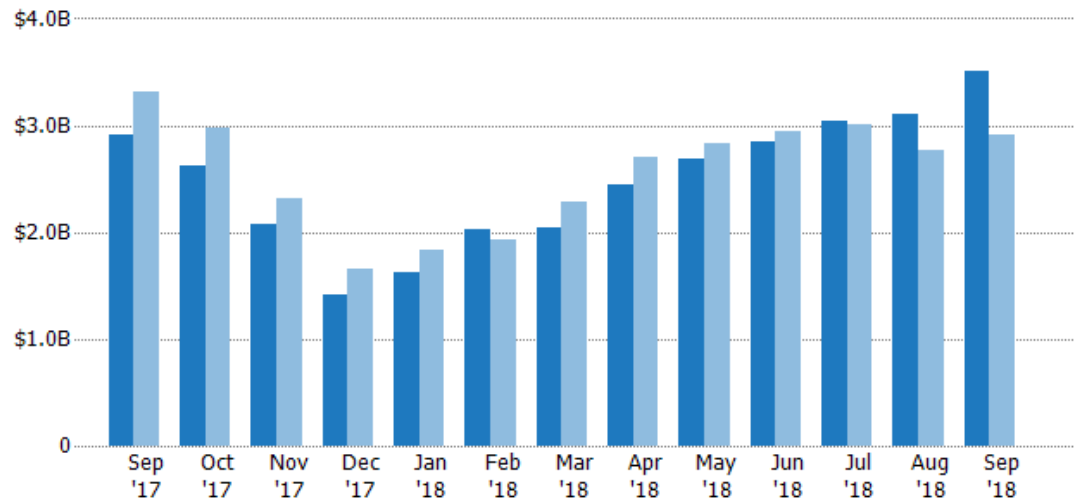
Active Listing Volume

The sum of the listing price of active residential 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.
Sep '18	\$3.5B	20.4%
Sep '17	\$2.91B	-12.3%
Sep '16	\$3.32B	-16.8%



Current Year	\$2.91B	\$2.63B	\$2.08B	\$1.42B	\$1.63B	\$2.02B	\$2.05B	\$2.45B	\$2.69B	\$2.85B	\$3.04B	\$3.11B	\$3.5B
Prior Year	\$3.32B	\$2.98B	\$2.32B	\$1.66B	\$1.83B	\$1.93B	\$2.28B	\$2.7B	\$2.82B	\$2.95B	\$3.01B	\$2.77B	\$2.91B
Percent Change from Prior Year	-12%	-12%	-10%	-14%	-11%	5%	-10%	-9%	-5%	-3%	1%	12%	20%

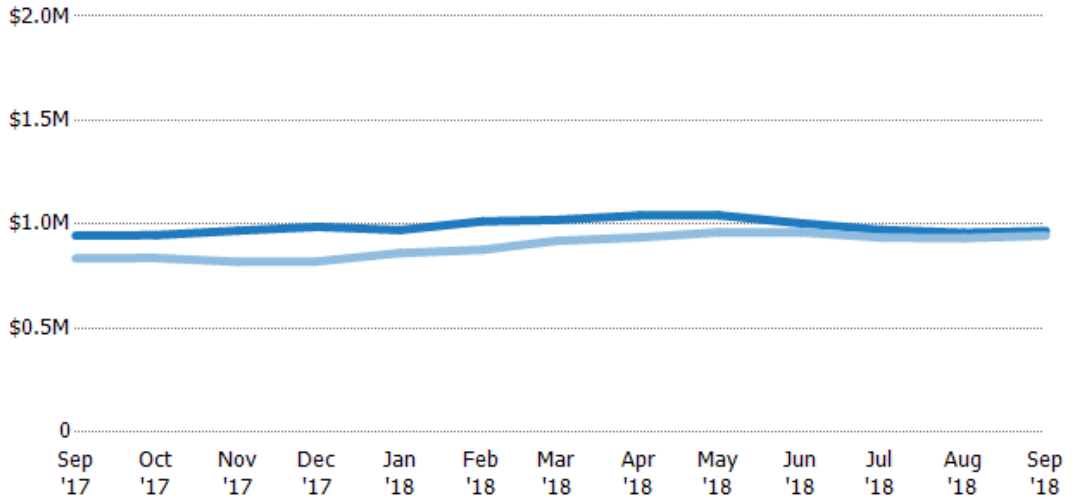
Average Listing Price

The average listing price of active residential 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.
Sep '18	\$967K	2.4%
Sep '17	\$945K	13%
Sep '16	\$836K	-8.3%



Current Year	\$945K	\$948K	\$969K	\$988K	\$972K	\$1.01M	\$1.02M	\$1.04M	\$1.04M	\$1M	\$973K	\$959K	\$967K
Prior Year	\$836K	\$838K	\$819K	\$821K	\$862K	\$878K	\$920K	\$936K	\$961K	\$961K	\$936K	\$933K	\$945K
Percent Change from Prior Year	13%	13%	18%	20%	13%	16%	11%	11%	8%	5%	4%	3%	2%

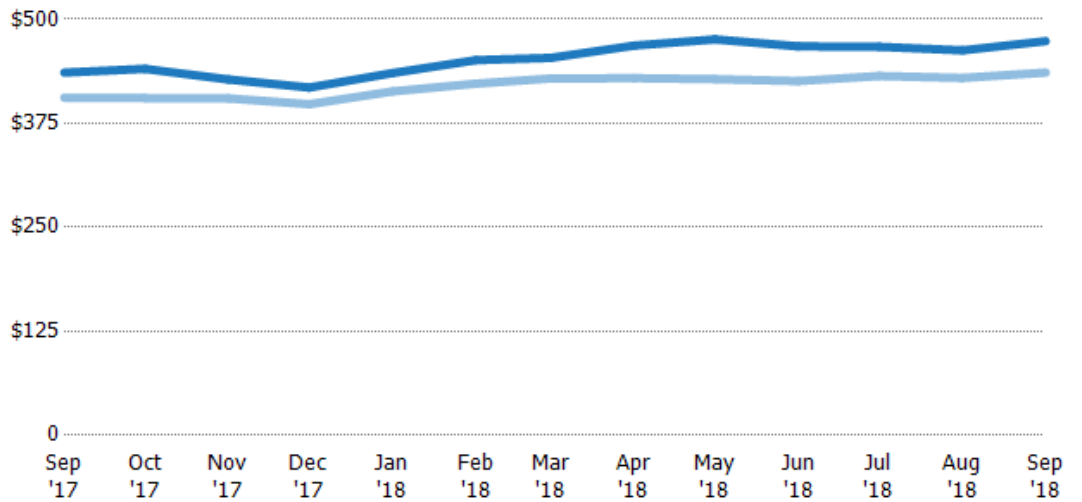
Average Listing Price per Sq Ft

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.
Sep '18	\$474	8.7%
Sep '17	\$436	7.4%
Sep '16	\$406	-8%



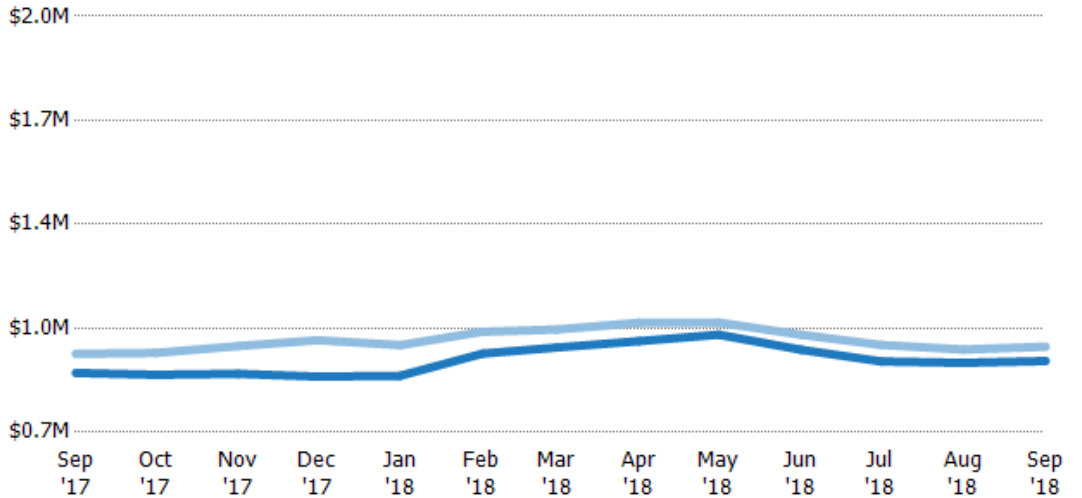
Current Year	\$436	\$440	\$428	\$418	\$435	\$451	\$454	\$468	\$476	\$467	\$467	\$463	\$474
Prior Year	\$406	\$405	\$405	\$398	\$413	\$423	\$429	\$429	\$428	\$426	\$432	\$429	\$436
Percent Change from Prior Year	7%	9%	6%	5%	5%	7%	6%	9%	11%	10%	8%	8%	9%

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



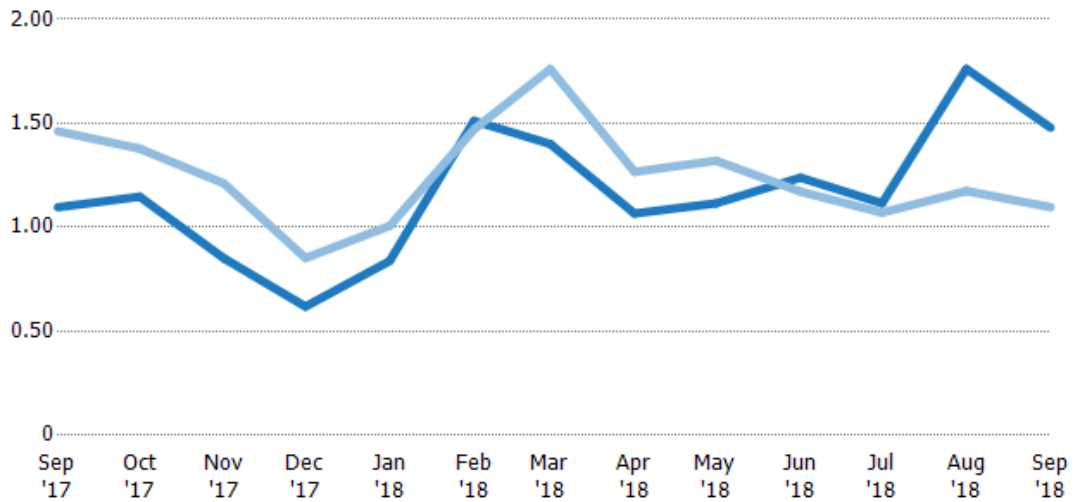
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$885K	\$880K	\$883K	\$874K	\$876K	\$946K	\$965K	\$985K	\$1M	\$958K	\$921K	\$917K	\$923K
Avg Listing Price	\$945K	\$948K	\$969K	\$988K	\$972K	\$1.01M	\$1.02M	\$1.04M	\$1.04M	\$1M	\$973K	\$959K	\$967K
Avg Listing Price as a % of Avg Est Value	107%	108%	110%	113%	111%	107%	106%	106%	104%	105%	106%	105%	105%

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.
Sep '18	1.48	34.9%
Sep '17	1.1	-25%
Sep '16	1.46	-7.3%

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	1.1	1.15	0.85	0.62	0.84	1.51	1.4	1.07	1.12	1.24	1.12	1.76	1.48
Prior Year	1.46	1.38	1.21	0.85	1.01	1.47	1.76	1.27	1.32	1.17	1.07	1.17	1.1
Percent Change from Prior Year	-25%	-17%	-30%	-27%	-17%	3%	-20%	-16%	-16%	6%	4%	50%	35%

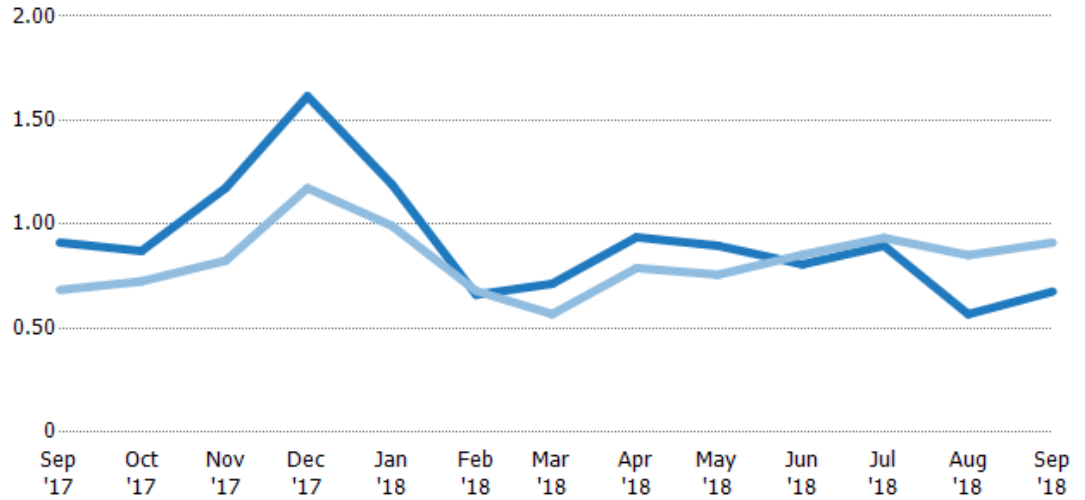
Absorption Rate

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.
Sep '18	68%	23.6%
Sep '17	91%	-22.8%
Sep '16	68%	7.9%

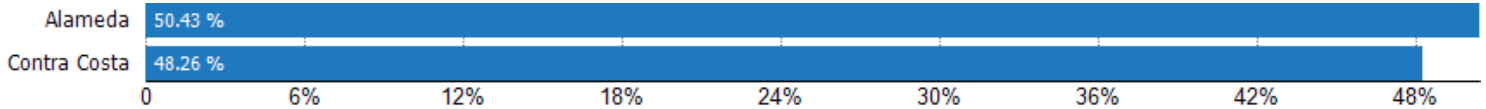


	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	91%	87%	118%	162%	119%	66%	71%	94%	90%	81%	90%	57%	68%
Prior Year	68%	73%	83%	117%	99%	68%	57%	79%	76%	85%	93%	85%	91%
Change from Prior Year	-23%	-15%	-35%	-44%	-20%	2%	-15%	-15%	-14%	5%	4%	28%	24%

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



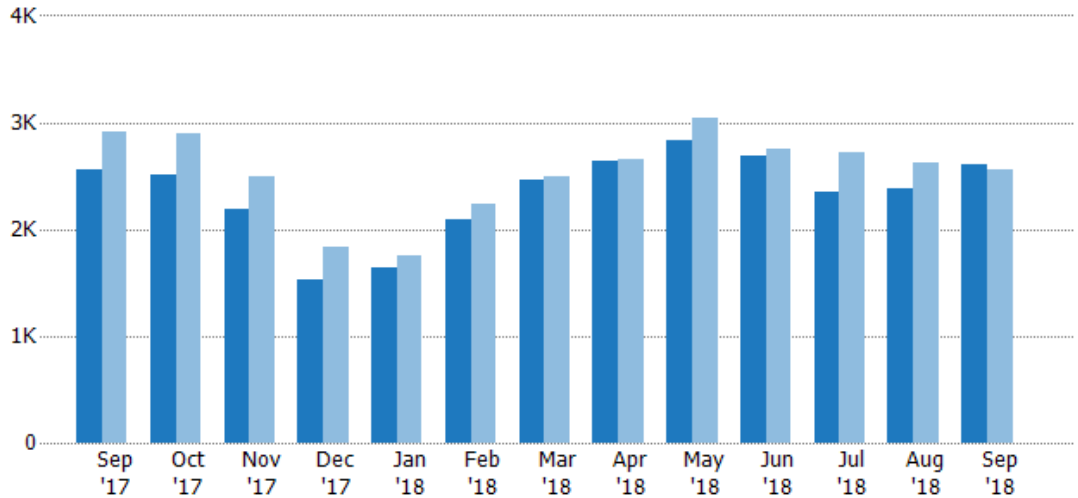
Pending Sales

The number of residential 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.
Sep '18	2.61K	1.6%
Sep '17	2.56K	-11.8%
Sep '16	2.91K	-1.2%



Current Year	2.56K	2.51K	2.18K	1.53K	1.64K	2.09K	2.46K	2.63K	2.83K	2.69K	2.35K	2.37K	2.61K
Prior Year	2.91K	2.9K	2.5K	1.84K	1.75K	2.23K	2.5K	2.66K	3.04K	2.75K	2.72K	2.62K	2.56K
Percent Change from Prior Year	-12%	-13%	-13%	-17%	-6%	-6%	-2%	-1%	-7%	-2%	-14%	-9%	2%

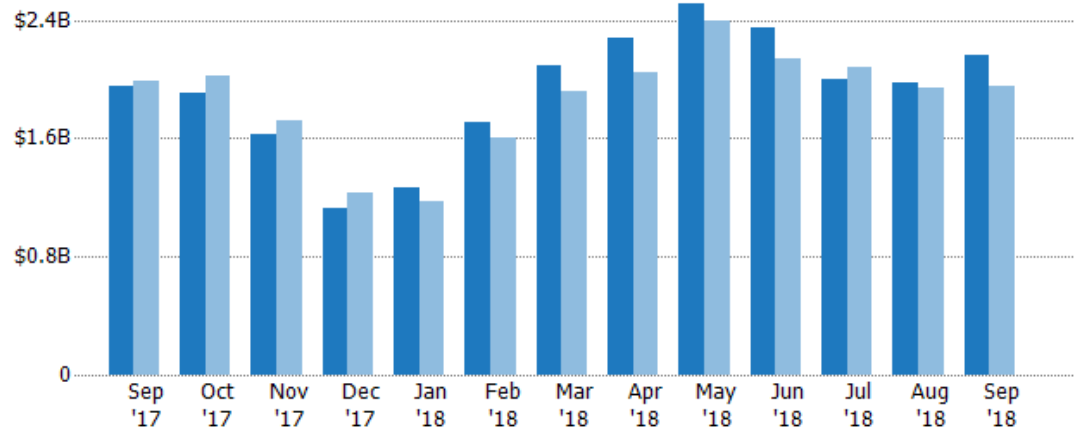
Pending Sales Volume

The sum of the sales price of residential 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.
Sep '18	\$2.16B	10.7%
Sep '17	\$1.95B	-1.5%
Sep '16	\$1.98B	-8.4%



Current Year	\$1.95B	\$1.91B	\$1.63B	\$1.13B	\$1.26B	\$1.71B	\$2.09B	\$2.28B	\$2.51B	\$2.34B	\$2B	\$1.98B	\$2.16B
Prior Year	\$1.98B	\$2.02B	\$1.73B	\$1.24B	\$1.18B	\$1.6B	\$1.92B	\$2.05B	\$2.4B	\$2.13B	\$2.08B	\$1.94B	\$1.95B
Percent Change from Prior Year	-1%	-5%	-6%	-9%	7%	7%	9%	11%	4%	10%	-4%	2%	11%

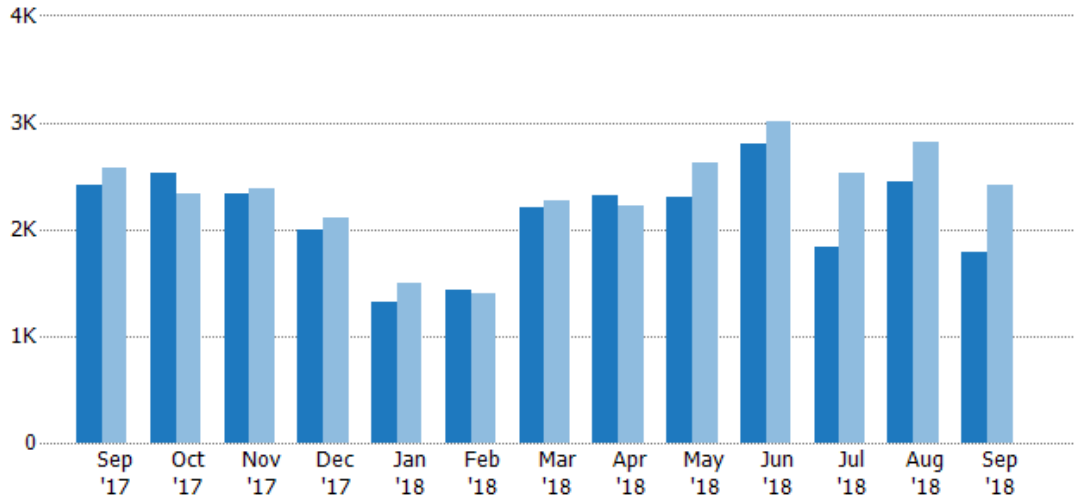
Closed Sales

The total number of residential 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.
Sep '18	1.79K	-26.1%
Sep '17	2.42K	-6.2%
Sep '16	2.58K	-1.7%



Current Year	2.42K	2.52K	2.33K	2K	1.32K	1.43K	2.2K	2.31K	2.29K	2.8K	1.84K	2.45K	1.79K
Prior Year	2.58K	2.34K	2.38K	2.11K	1.5K	1.41K	2.27K	2.23K	2.62K	3K	2.52K	2.81K	2.42K
Percent Change from Prior Year	-6%	8%	-2%	-5%	-12%	2%	-3%	4%	-12%	-7%	-27%	-13%	-26%

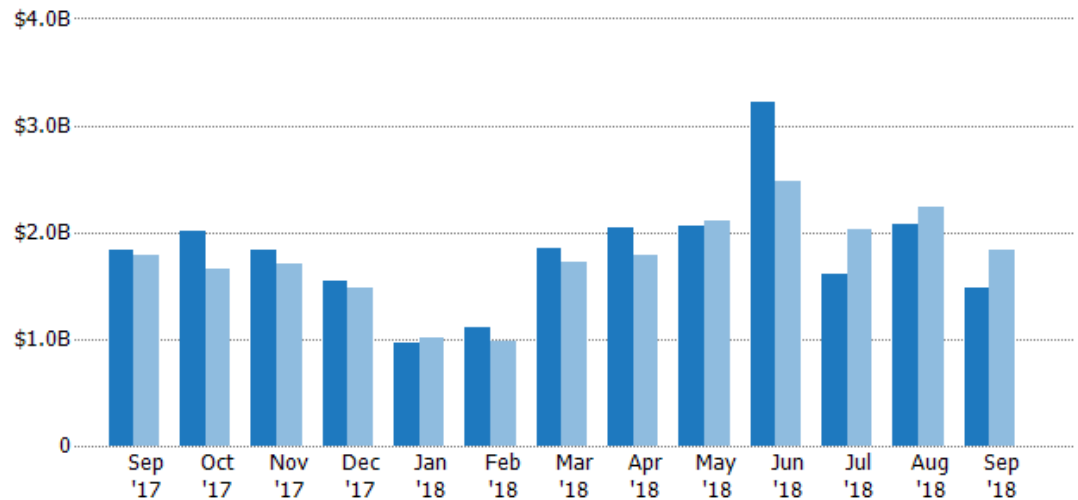
Closed Sales Volume

The sum of the sales price of residential 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.
Sep '18	\$1.48B	-19.4%
Sep '17	\$1.83B	2.8%
Sep '16	\$1.78B	-4.9%



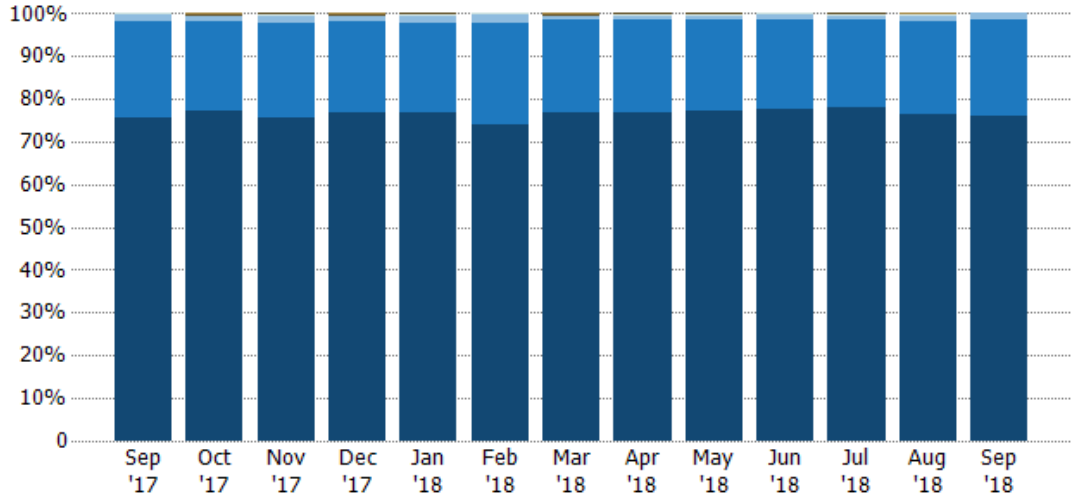
Current Year	\$1.83B	\$2.01B	\$1.84B	\$1.54B	\$962M	\$1.11B	\$1.85B	\$2.04B	\$2.06B	\$3.22B	\$1.61B	\$2.07B	\$1.48B
Prior Year	\$1.78B	\$1.66B	\$1.71B	\$1.48B	\$1.01B	\$980M	\$1.72B	\$1.79B	\$2.11B	\$2.48B	\$2.03B	\$2.24B	\$1.83B
Percent Change from Prior Year	3%	21%	8%	4%	-5%	13%	7%	14%	-2%	30%	-21%	-8%	-19%

Closed Sales by Property Type

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

Closed Sales (By County)

The total number of residential 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

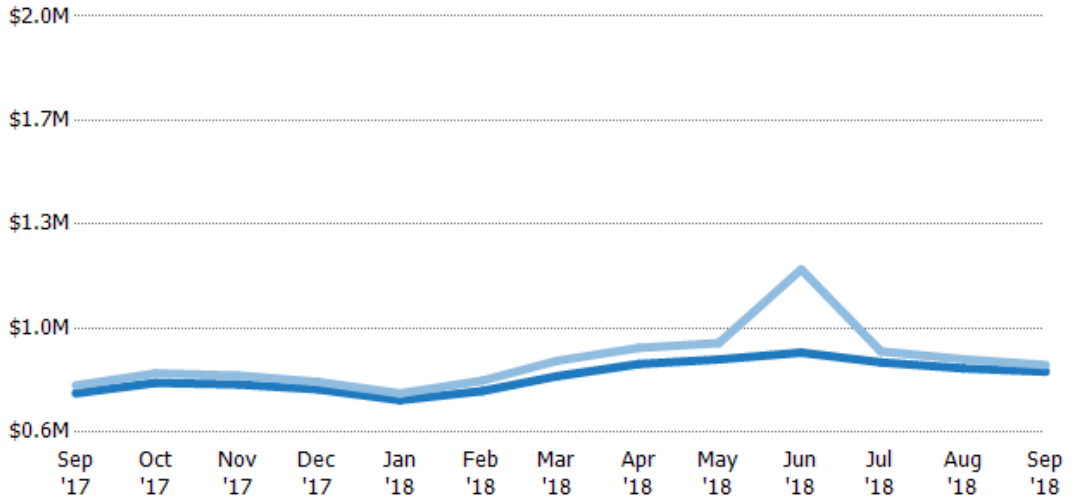


Average Sales Price vs Average Listing Price

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



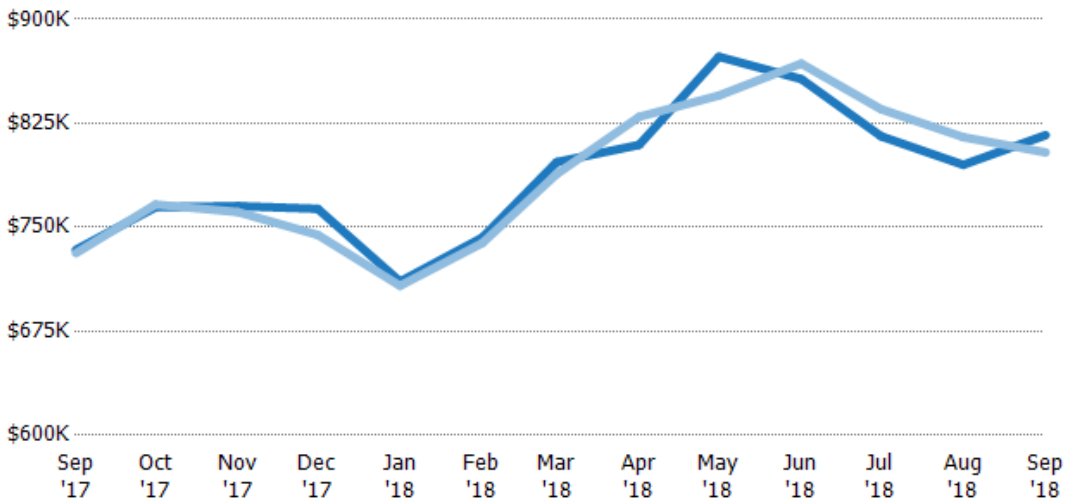
Avg List Price	\$731K	\$766K	\$761K	\$745K	\$708K	\$739K	\$788K	\$830K	\$845K	\$868K	\$835K	\$815K	\$804K
Avg Sales Price	\$758K	\$798K	\$791K	\$770K	\$731K	\$774K	\$840K	\$884K	\$900K	\$1.15M	\$872K	\$846K	\$826K
Avg Sales Price as a % of Avg List Price	104%	104%	104%	103%	103%	105%	107%	107%	107%	132%	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



Avg Est Value	\$734K	\$764K	\$765K	\$763K	\$711K	\$743K	\$797K	\$809K	\$873K	\$857K	\$816K	\$795K	\$816K
Avg Sales Price	\$731K	\$766K	\$761K	\$745K	\$708K	\$739K	\$788K	\$830K	\$845K	\$868K	\$835K	\$815K	\$804K
Avg Sales Price as a % of Avg Est Value	100%	100%	99%	98%	100%	99%	99%	103%	97%	101%	102%	103%	98%

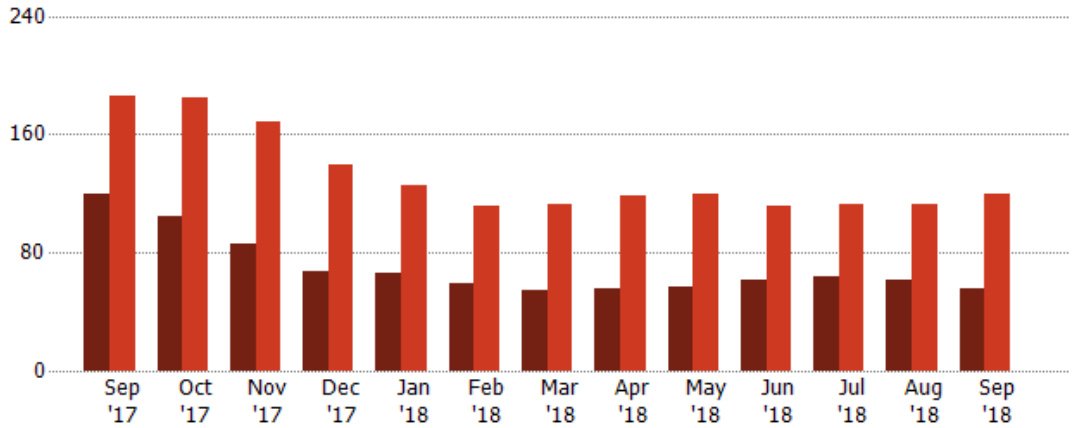
Distressed Listings

The number of distressed residential 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.
Sep '18	56	-53.3%
Sep '17	120	-35.5%
Sep '16	186	30.6%

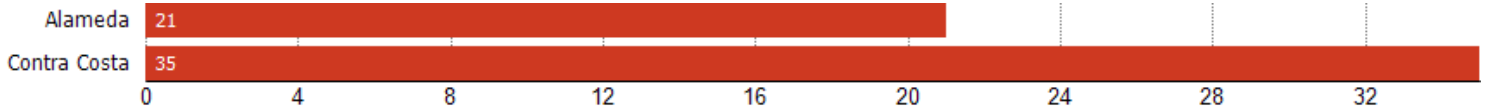


Current Year	120	105	86	67	66	59	54	56	57	61	64	61	56
Prior Year	186	185	169	139	125	111	113	118	120	111	113	113	120
Percent Change from Prior Year	-35%	-43%	-49%	-52%	-47%	-47%	-52%	-53%	-53%	-45%	-43%	-46%	-53%

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: 10/09/2018

Scheduled: Yes

Report Date Range: From 9/2017 To: 9/2018

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 9/2018 data

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