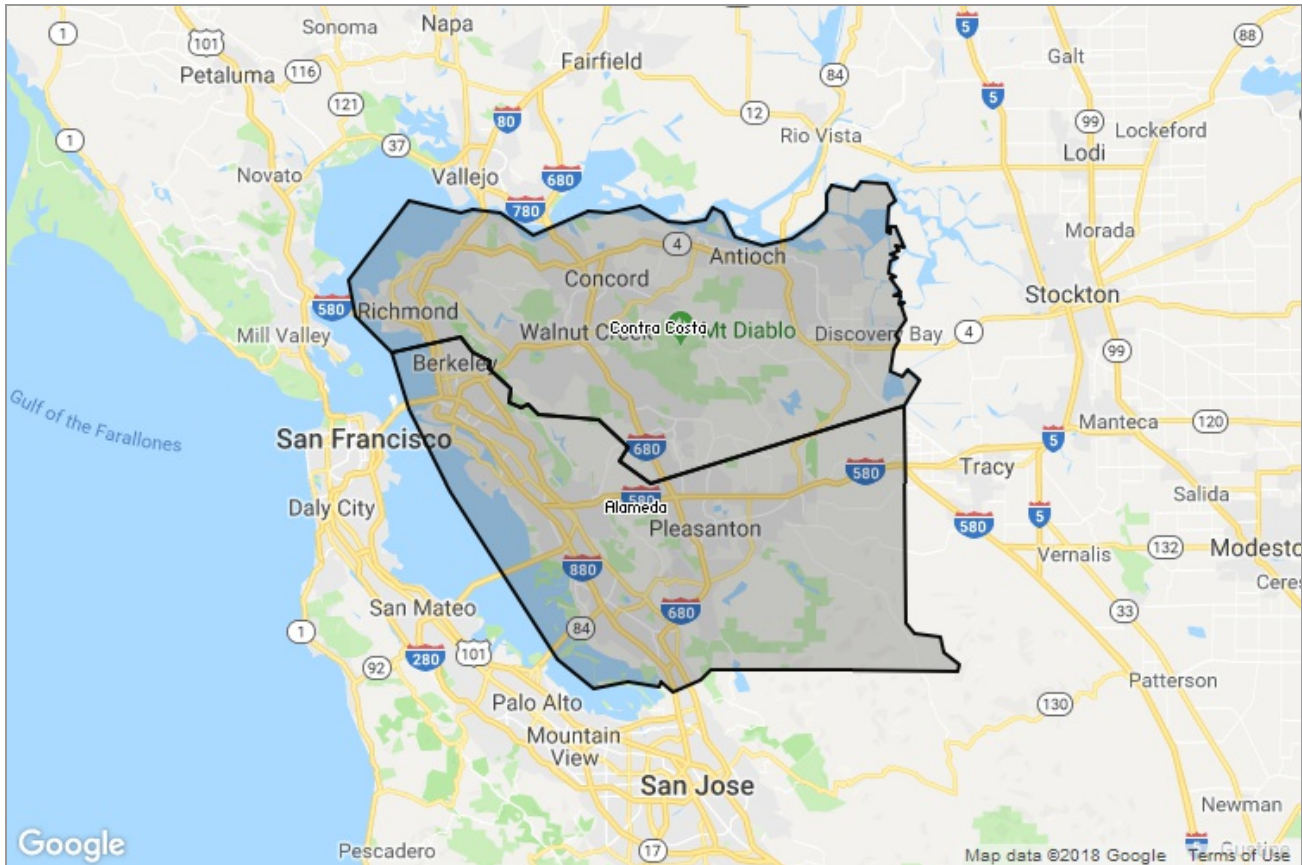


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2017 – 11/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/05/2018

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

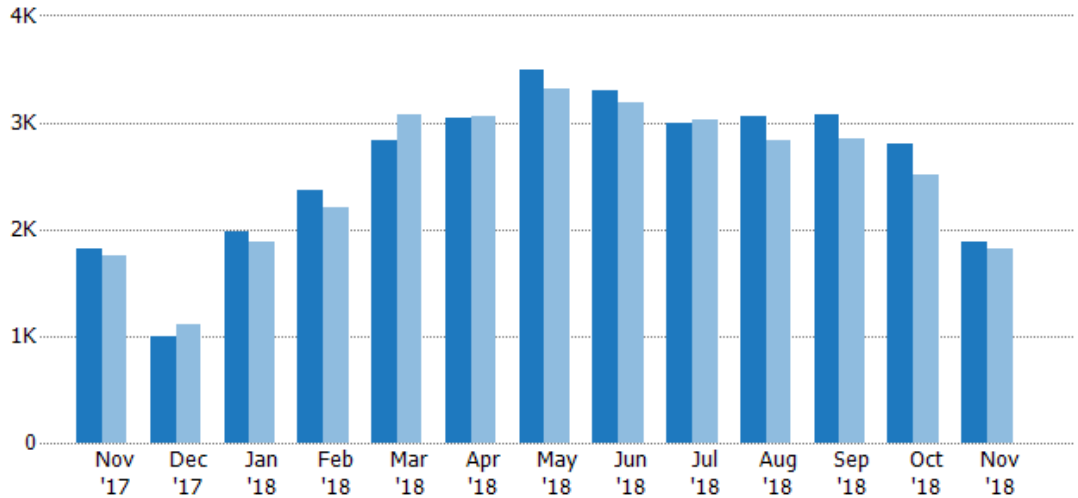
New Listings

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.
Nov '18	1.89K	4%
Nov '17	1.81K	3.3%
Nov '16	1.76K	-3.6%



Current Year	1.81K	990	1.98K	2.36K	2.83K	3.04K	3.5K	3.31K	3K	3.05K	3.07K	2.81K	1.89K
Prior Year	1.76K	1.1K	1.89K	2.2K	3.07K	3.06K	3.31K	3.18K	3.02K	2.84K	2.84K	2.51K	1.81K
Percent Change from Prior Year	3%	-10%	5%	7%	-8%	-1%	6%	4%	-1%	8%	8%	12%	4%

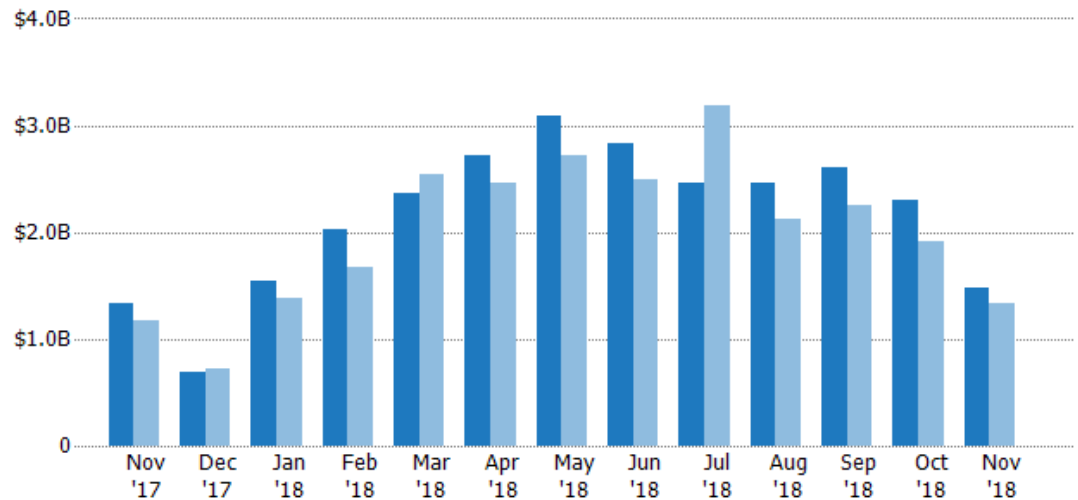
New Listing Volume

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.
Nov '18	\$1.47B	10.6%
Nov '17	\$1.33B	13.2%
Nov '16	\$1.18B	-10.7%



Current Year	\$1.33B	\$698M	\$1.55B	\$2.02B	\$2.36B	\$2.71B	\$3.09B	\$2.83B	\$2.46B	\$2.46B	\$2.6B	\$2.3B	\$1.47B
Prior Year	\$1.18B	\$721M	\$1.38B	\$1.68B	\$2.54B	\$2.46B	\$2.72B	\$2.5B	\$3.18B	\$2.13B	\$2.25B	\$1.91B	\$1.33B
Percent Change from Prior Year	13%	-3%	12%	21%	-7%	10%	14%	13%	-23%	16%	16%	20%	11%

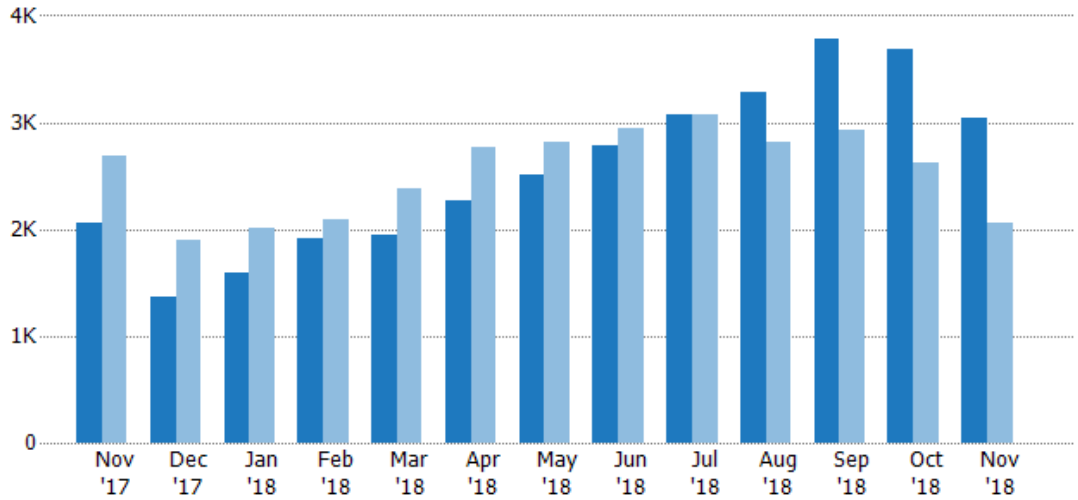
Active Listings

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.
Nov '18	3.04K	48%
Nov '17	2.05K	-23.6%
Nov '16	2.68K	-14%



Current Year	2.05K	1.37K	1.59K	1.91K	1.94K	2.27K	2.51K	2.79K	3.08K	3.28K	3.79K	3.69K	3.04K
Prior Year	2.68K	1.9K	2.02K	2.09K	2.38K	2.77K	2.82K	2.95K	3.07K	2.82K	2.92K	2.62K	2.05K
Percent Change from Prior Year	-24%	-28%	-21%	-9%	-19%	-18%	-11%	-5%	0%	16%	30%	41%	48%

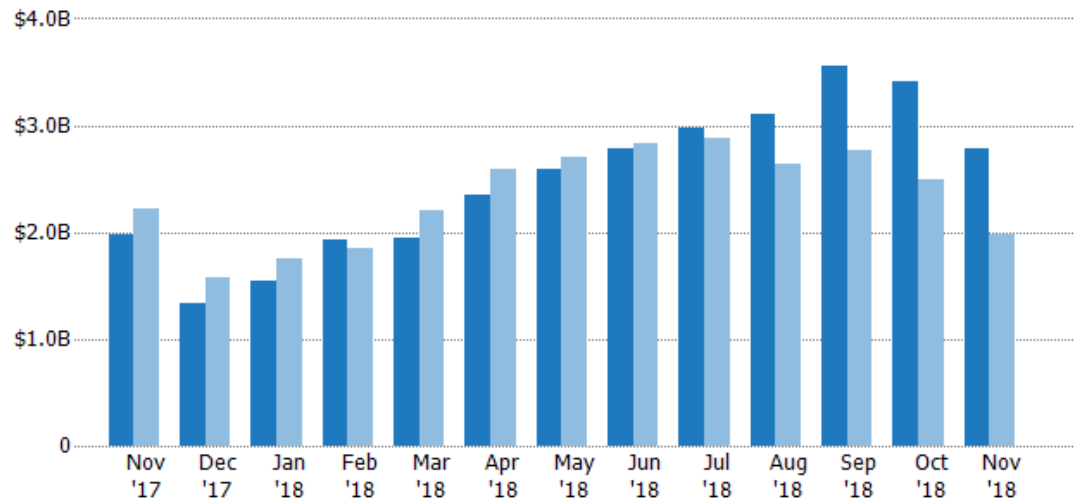
Active Listing Volume

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.
Nov '18	\$2.78B	40.6%
Nov '17	\$1.98B	-11%
Nov '16	\$2.22B	-22.5%



Current Year	\$1.98B	\$1.33B	\$1.55B	\$1.93B	\$1.95B	\$2.35B	\$2.59B	\$2.78B	\$2.97B	\$3.1B	\$3.55B	\$3.42B	\$2.78B
Prior Year	\$2.22B	\$1.58B	\$1.75B	\$1.84B	\$2.2B	\$2.59B	\$2.7B	\$2.83B	\$2.87B	\$2.64B	\$2.77B	\$2.5B	\$1.98B
Percent Change from Prior Year	-11%	-16%	-12%	5%	-11%	-9%	-4%	-2%	3%	17%	28%	37%	41%

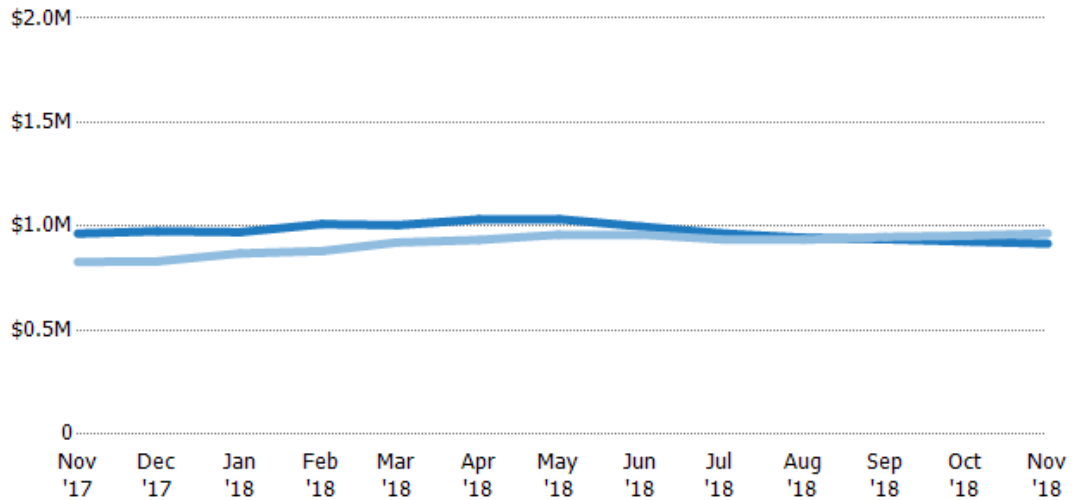
Average Listing Price

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.
Nov '18	\$917K	-5%
Nov '17	\$965K	16.5%
Nov '16	\$829K	-9.8%



Current Year	\$965K	\$976K	\$972K	\$1.01M	\$1.01M	\$1.03M	\$1.03M	\$999K	\$966K	\$945K	\$938K	\$927K	\$917K
Prior Year	\$829K	\$832K	\$869K	\$881K	\$922K	\$934K	\$959K	\$960K	\$937K	\$935K	\$949K	\$955K	\$965K
Percent Change from Prior Year	16%	17%	12%	15%	9%	11%	8%	4%	3%	1%	-1%	-3%	-5%

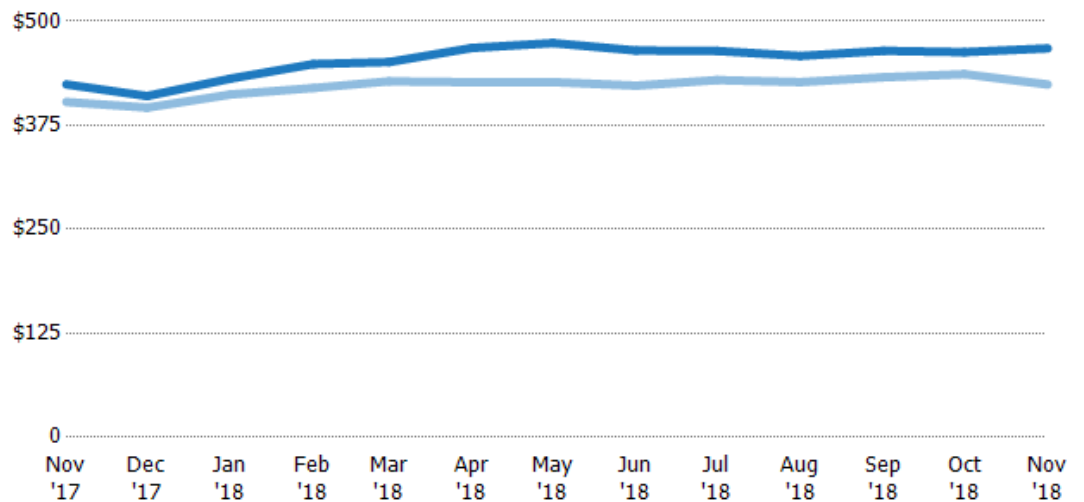
Average Listing Price per Sq Ft

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.
Nov '18	\$467	10.2%
Nov '17	\$424	5.2%
Nov '16	\$403	-9.1%



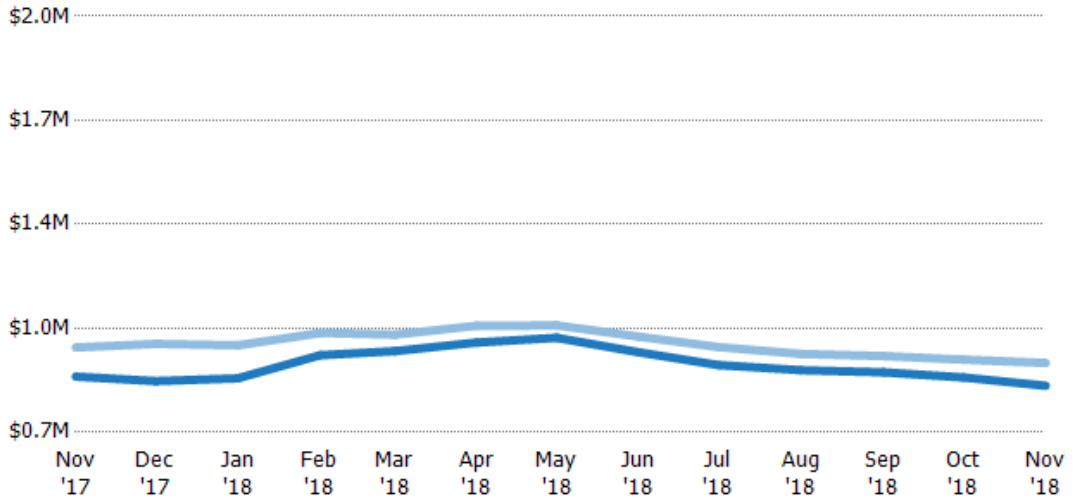
Current Year	\$424	\$410	\$431	\$449	\$451	\$468	\$474	\$465	\$464	\$458	\$464	\$463	\$467
Prior Year	\$403	\$396	\$412	\$420	\$428	\$427	\$427	\$423	\$429	\$427	\$433	\$436	\$424
Percent Change from Prior Year	5%	4%	5%	7%	5%	10%	11%	10%	8%	7%	7%	6%	10%

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



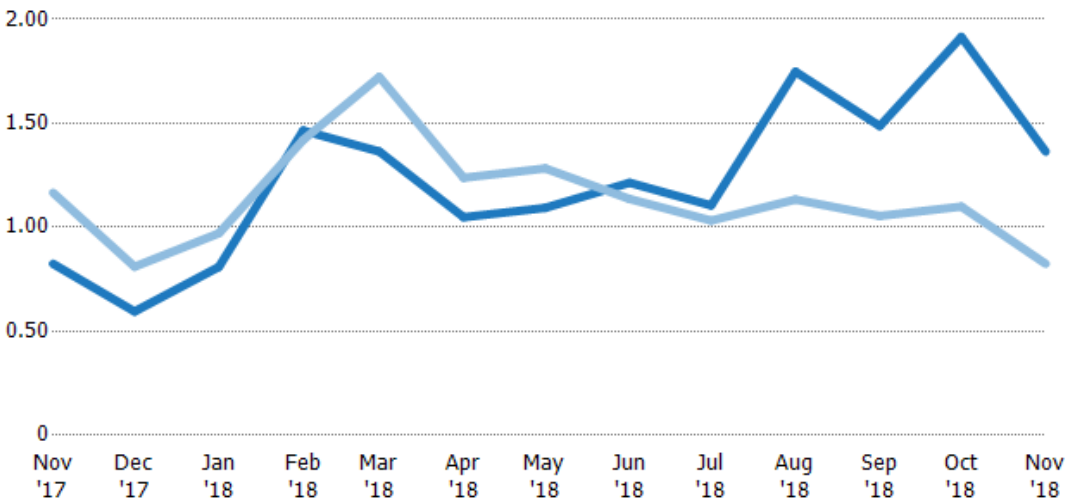
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$874K	\$860K	\$869K	\$941K	\$954K	\$981K	\$995K	\$950K	\$910K	\$894K	\$887K	\$871K	\$845K
Avg Listing Price	\$965K	\$976K	\$972K	\$1.01M	\$1.01M	\$1.03M	\$1.03M	\$999K	\$966K	\$945K	\$938K	\$927K	\$917K
Avg Listing Price as a % of Avg Est Value	110%	114%	112%	107%	105%	105%	104%	105%	106%	106%	106%	106%	108%

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.
Nov '18	1.36	65.5%
Nov '17	0.82	-29.3%
Nov '16	1.17	-17.5%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	0.82	0.6	0.81	1.47	1.36	1.05	1.09	1.21	1.11	1.75	1.49	1.92	1.36
Prior Year	1.17	0.81	0.97	1.42	1.72	1.24	1.28	1.14	1.03	1.13	1.05	1.1	0.82
Percent Change from Prior Year	-29%	-27%	-17%	3%	-21%	-15%	-15%	7%	7%	54%	41%	74%	65%

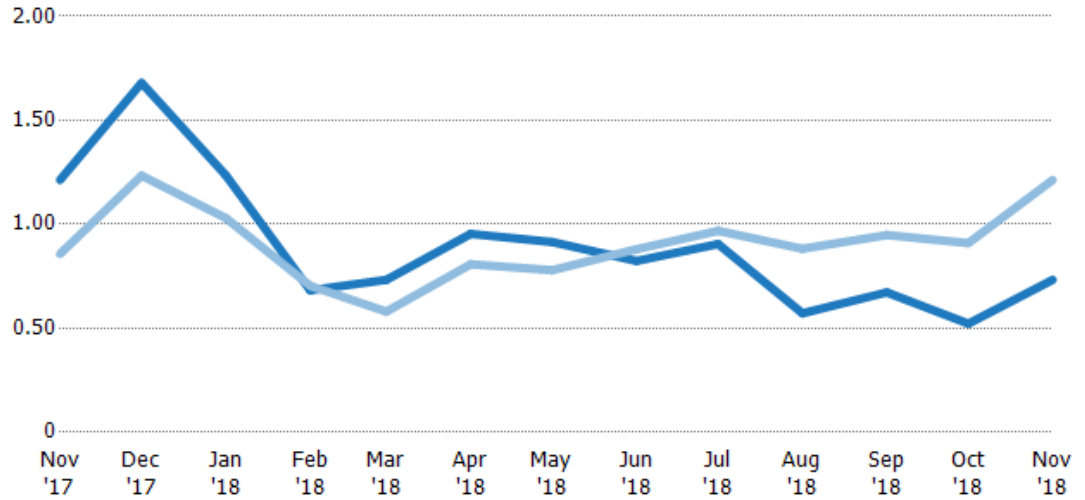
Absorption Rate

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.
Nov '18	73%	48%
Nov '17	121%	-35.6%
Nov '16	86%	21.1%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	121%	168%	124%	68%	73%	95%	91%	82%	90%	57%	67%	52%	73%
Prior Year	86%	123%	103%	70%	58%	81%	78%	88%	97%	88%	95%	91%	121%
Change from Prior Year	-36%	-45%	-21%	2%	-15%	-15%	-14%	6%	6%	31%	28%	39%	48%

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



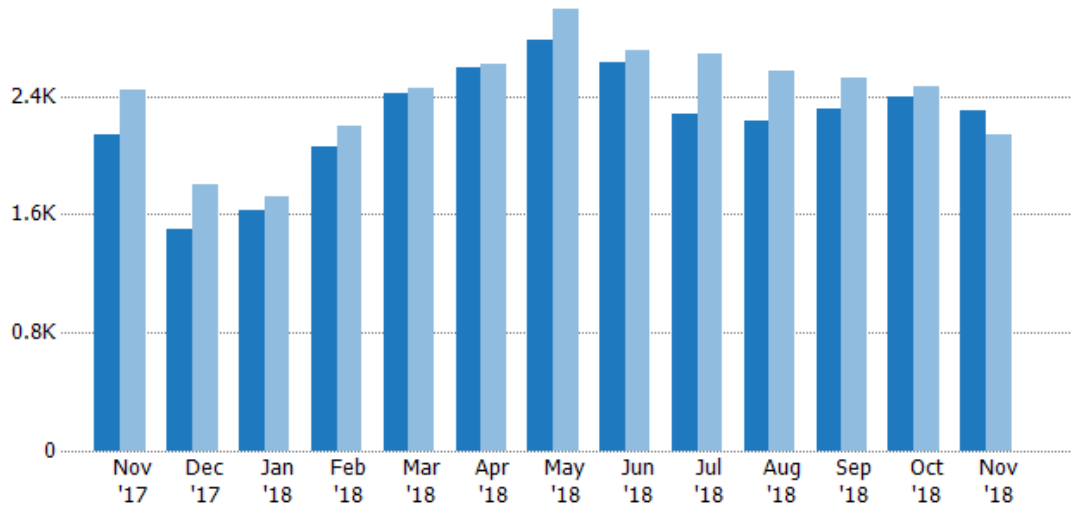
Pending Sales

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.
Nov '18	2.3K	7.8%
Nov '17	2.14K	-12.6%
Nov '16	2.44K	17.2%



Current Year	2.14K	1.5K	1.62K	2.06K	2.42K	2.59K	2.78K	2.63K	2.28K	2.23K	2.31K	2.4K	2.3K
Prior Year	2.44K	1.8K	1.72K	2.2K	2.45K	2.62K	2.99K	2.71K	2.69K	2.57K	2.53K	2.46K	2.14K
Percent Change from Prior Year	-13%	-16%	-6%	-7%	-1%	-1%	-7%	-3%	-15%	-13%	-8%	-2%	8%

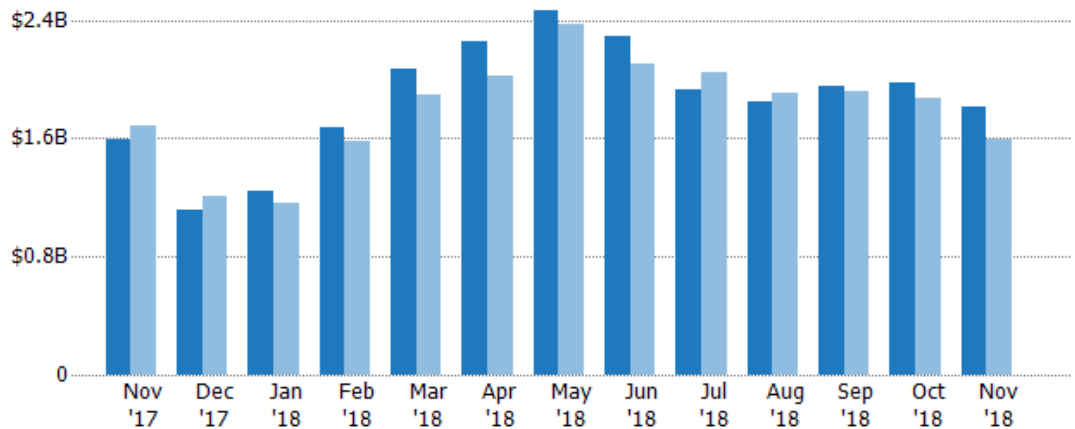
Pending Sales Volume

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.
Nov '18	\$1.81B	13.4%
Nov '17	\$1.6B	-5.5%
Nov '16	\$1.69B	9.9%



Current Year	\$1.6B	\$1.11B	\$1.24B	\$1.68B	\$2.06B	\$2.25B	\$2.47B	\$2.29B	\$1.93B	\$1.85B	\$1.95B	\$1.98B	\$1.81B
Prior Year	\$1.69B	\$1.21B	\$1.16B	\$1.58B	\$1.89B	\$2.02B	\$2.37B	\$2.1B	\$2.05B	\$1.91B	\$1.92B	\$1.87B	\$1.6B
Percent Change from Prior Year	-5%	-8%	7%	6%	9%	11%	4%	9%	-6%	-3%	1%	6%	13%

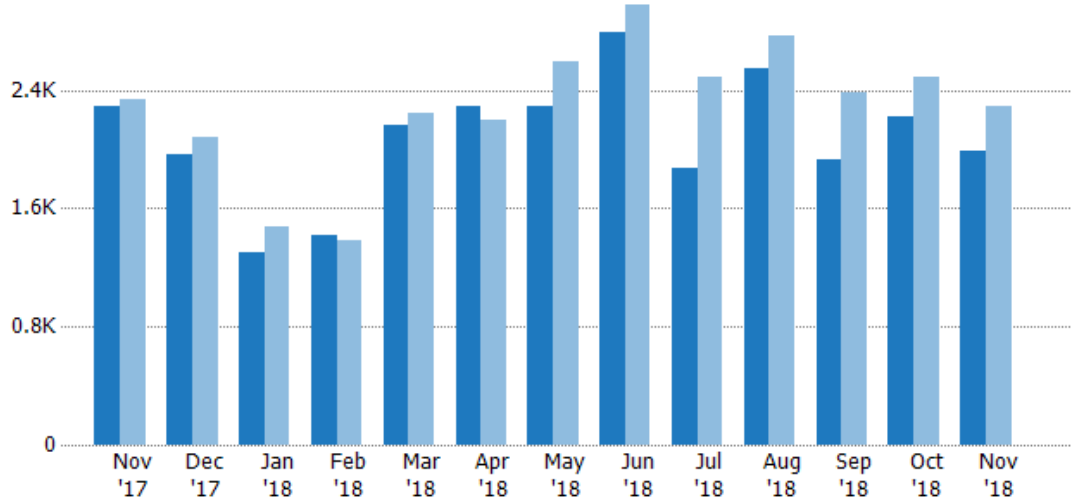
Closed Sales

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.
Nov '18	1.99K	-13.2%
Nov '17	2.29K	-2.1%
Nov '16	2.34K	-17.1%



Current Year	2.29K	1.96K	1.31K	1.42K	2.17K	2.29K	2.29K	2.79K	1.88K	2.55K	1.92K	2.23K	1.99K
Prior Year	2.34K	2.08K	1.47K	1.38K	2.24K	2.2K	2.59K	2.97K	2.49K	2.77K	2.38K	2.49K	2.29K
Percent Change from Prior Year	-2%	-5%	-11%	3%	-3%	4%	-11%	-6%	-25%	-8%	-19%	-11%	-13%

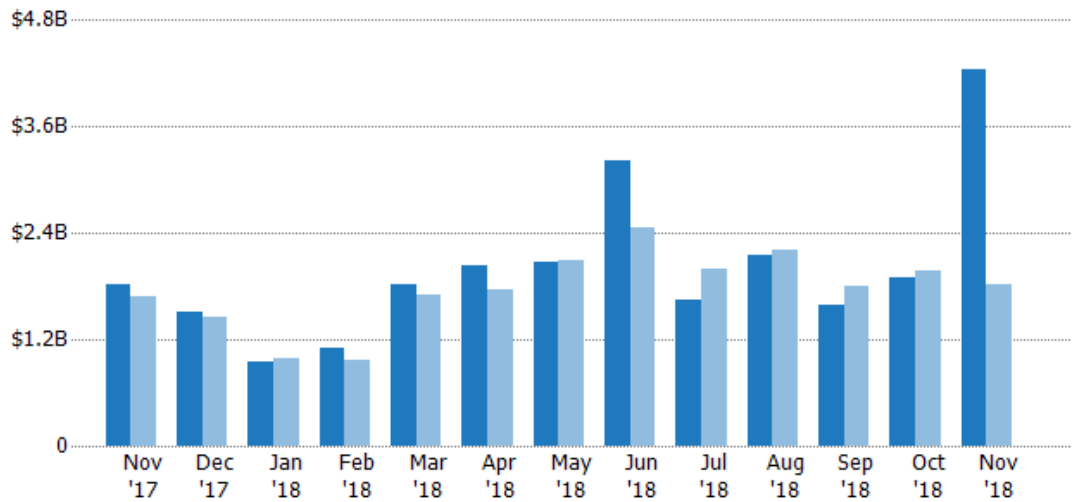
Closed Sales Volume

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.
Nov '18	\$4.25B	134.5%
Nov '17	\$1.81B	7.5%
Nov '16	\$1.69B	-22.3%



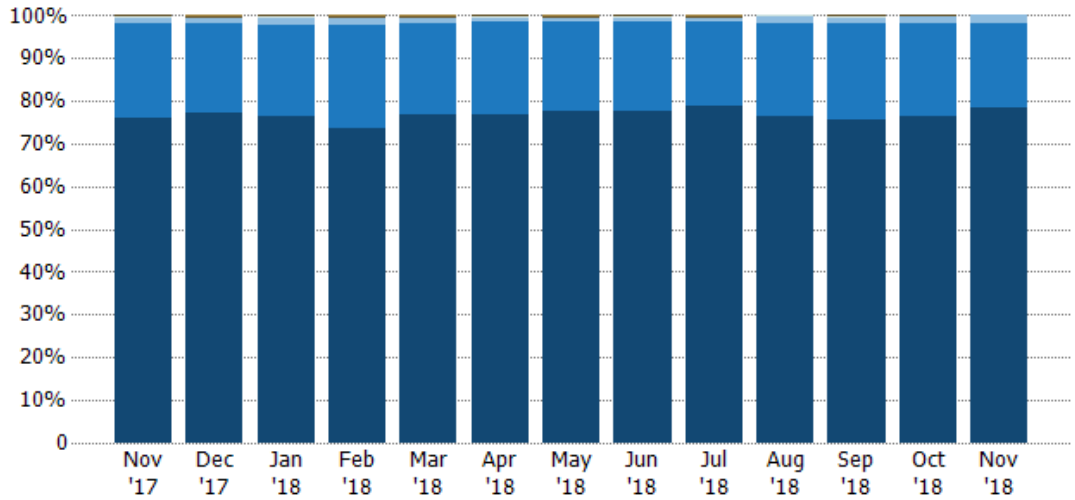
Current Year	\$1.81B	\$1.51B	\$950M	\$1.1B	\$1.82B	\$2.02B	\$2.07B	\$3.21B	\$1.65B	\$2.15B	\$1.58B	\$1.9B	\$4.25B
Prior Year	\$1.69B	\$1.45B	\$994M	\$965M	\$1.7B	\$1.77B	\$2.09B	\$2.45B	\$2B	\$2.21B	\$1.81B	\$1.98B	\$1.81B
Percent Change from Prior Year	7%	5%	-4%	14%	7%	14%	-1%	31%	-17%	-3%	-12%	-4%	135%

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

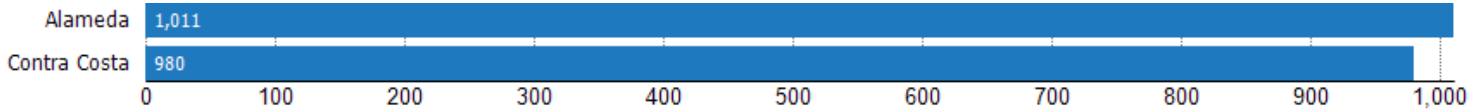


Property Type	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Other	-	0%	-	0%	0%	-	0%	-	0%	-	-	-	-
Lot/Land	0%	0%	0%	0%	0%	0%	0%	0%	0%	-	0%	0%	-
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-	-
Mobile/Manufactured	2%	1%	2%	2%	1%	1%	1%	1%	1%	2%	1%	2%	2%
Condo/Townhouse	22%	21%	21%	24%	21%	22%	21%	21%	20%	22%	23%	22%	20%
Single Family Residence	76%	77%	76%	74%	77%	77%	78%	78%	79%	76%	76%	77%	78%

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

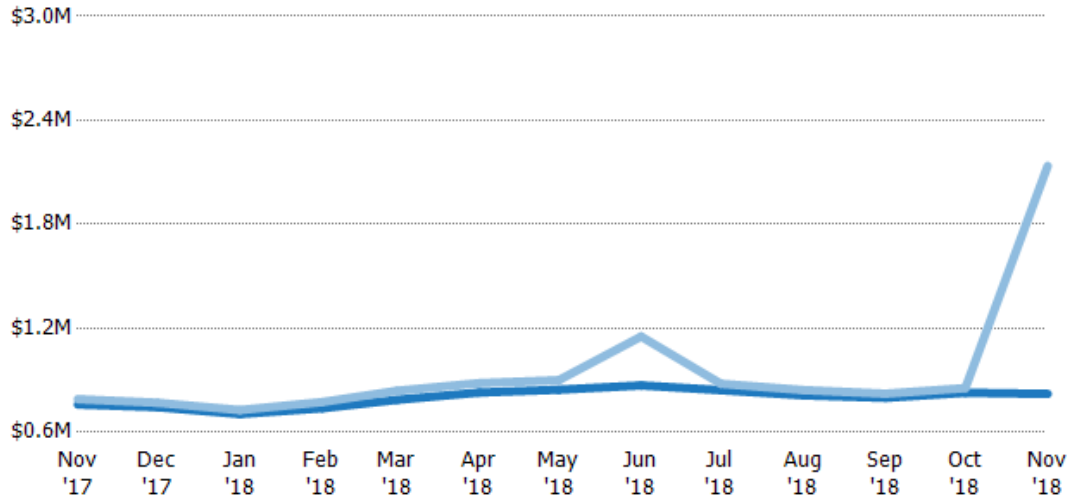


Average Sales Price vs Average Listing Price

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



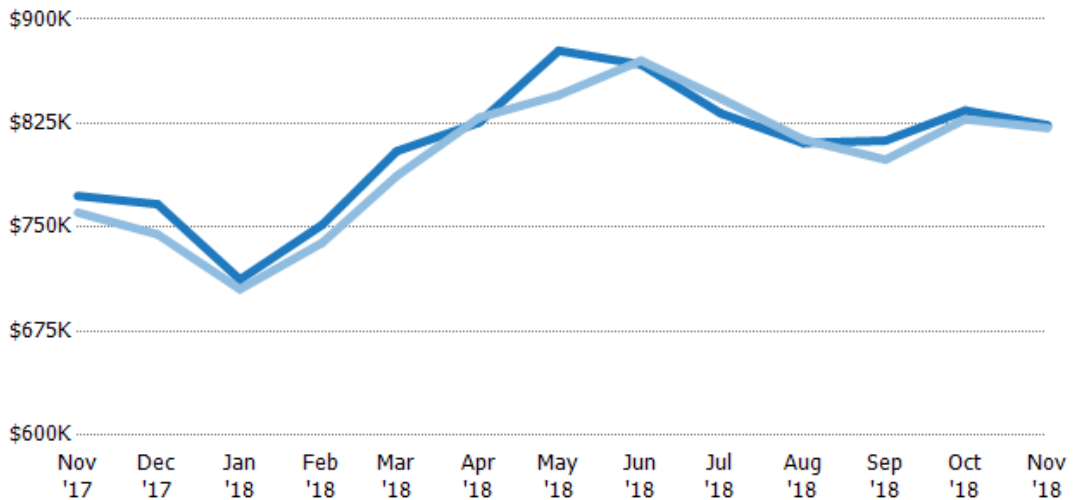
Avg List Price	\$761K	\$745K	\$705K	\$739K	\$787K	\$829K	\$845K	\$870K	\$843K	\$813K	\$799K	\$828K	\$822K
Avg Sales Price	\$791K	\$770K	\$728K	\$774K	\$839K	\$884K	\$901K	\$1.15M	\$880K	\$843K	\$823K	\$855K	\$2.14M
Avg Sales Price as a % of Avg List Price	104%	103%	103%	105%	107%	107%	107%	132%	104%	104%	103%	103%	260%

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	\$773K	\$767K	\$712K	\$752K	\$805K	\$826K	\$877K	\$867K	\$832K	\$811K	\$812K	\$834K	\$824K
Avg Sales Price	\$761K	\$745K	\$705K	\$739K	\$787K	\$829K	\$845K	\$870K	\$843K	\$813K	\$799K	\$828K	\$822K
Avg Sales Price as a % of Avg Est Value	98%	97%	99%	98%	98%	100%	96%	100%	101%	100%	98%	99%	100%

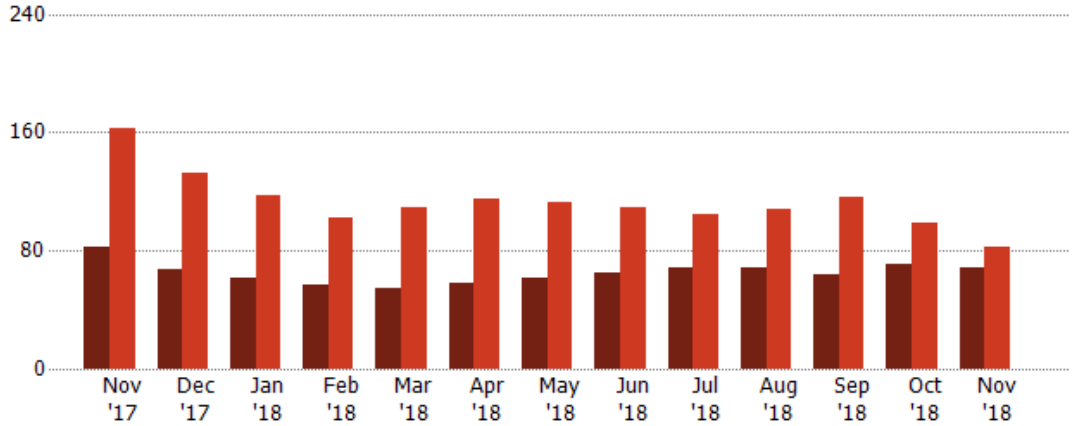
Distressed Listings

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.
Nov '18	69	-16.9%
Nov '17	83	-49.1%
Nov '16	163	39.3%

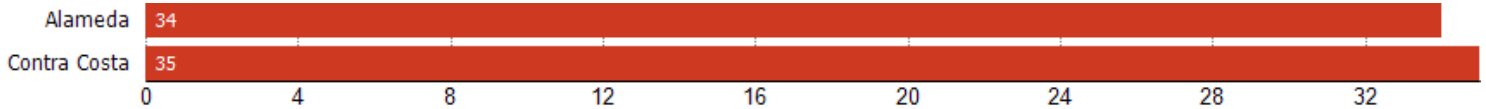


Current Year	83	67	62	57	55	58	62	65	69	69	64	71	69
Prior Year	163	132	117	102	109	115	113	109	105	108	116	99	83
Percent Change from Prior Year	-49%	-49%	-47%	-44%	-50%	-50%	-45%	-40%	-34%	-36%	-45%	-28%	-17%

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: 12/05/2018

Scheduled: Yes

Report Date Range: From 11/2017 To: 11/2018

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 11/2018 data

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