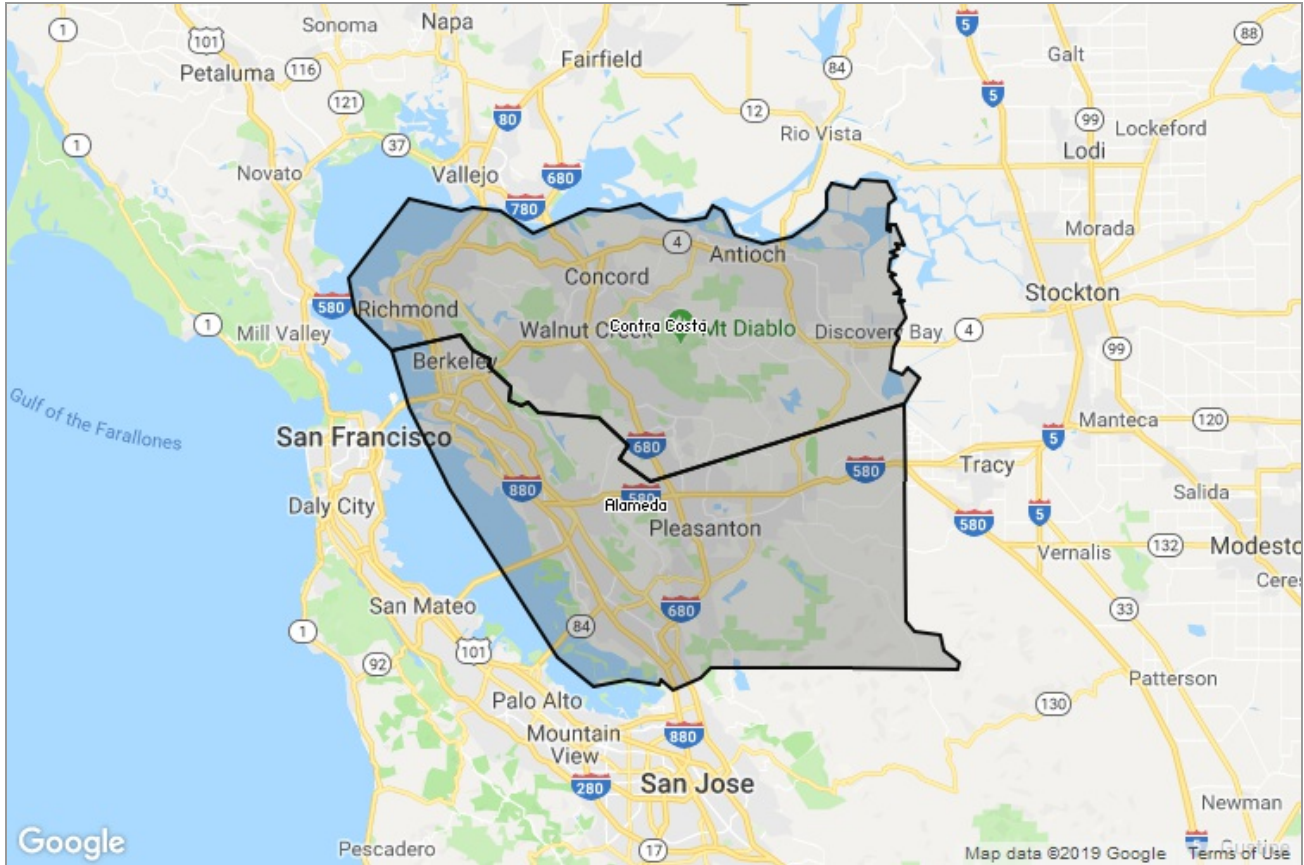


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
6/2018 – 6/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 07/06/2019

**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

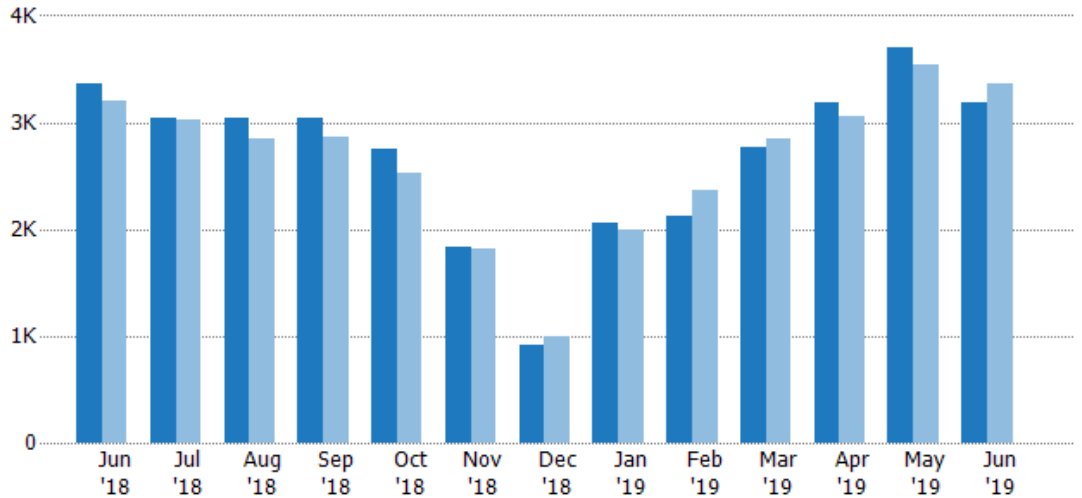
## New Listings

The number of new 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.
Jun '19	3.19K	-5.4%
Jun '18	3.37K	5.5%
Jun '17	3.2K	13.4%



Current Year	3.37K	3.04K	3.04K	3.05K	2.76K	1.83K	917	2.06K	2.13K	2.76K	3.19K	3.71K	3.19K
Prior Year	3.2K	3.03K	2.85K	2.86K	2.52K	1.82K	996	2K	2.37K	2.85K	3.05K	3.54K	3.37K
Percent Change from Prior Year	5%	0%	7%	7%	9%	1%	-8%	3%	-10%	-3%	5%	5%	-5%

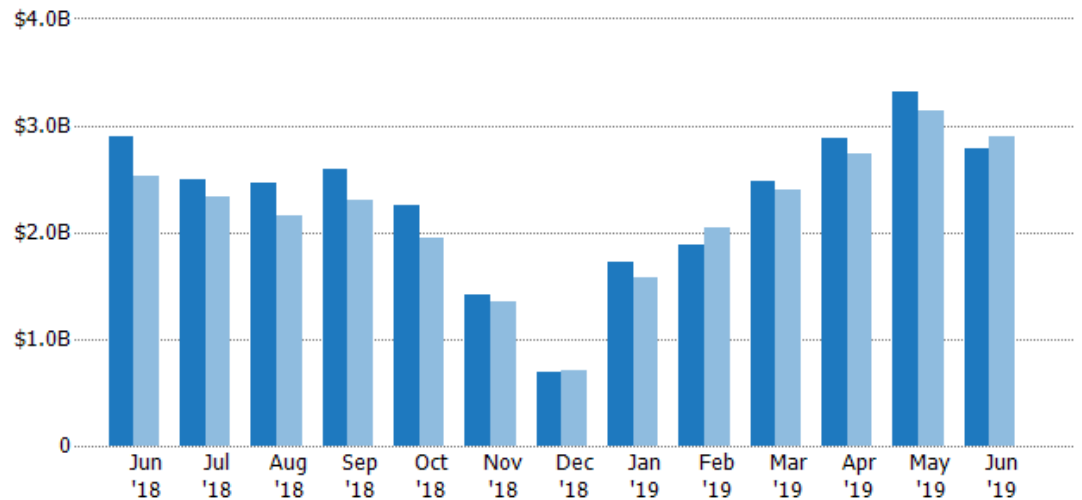
## New Listing Volume

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.
Jun '19	\$2.78B	-4%
Jun '18	\$2.89B	14.3%
Jun '17	\$2.53B	6.5%



Current Year	\$2.89B	\$2.5B	\$2.46B	\$2.59B	\$2.25B	\$1.42B	\$697M	\$1.71B	\$1.88B	\$2.48B	\$2.88B	\$3.32B	\$2.78B
Prior Year	\$2.53B	\$2.33B	\$2.15B	\$2.29B	\$1.95B	\$1.35B	\$710M	\$1.57B	\$2.04B	\$2.4B	\$2.73B	\$3.14B	\$2.89B
Percent Change from Prior Year	14%	7%	14%	13%	16%	5%	-2%	9%	-8%	3%	5%	6%	-4%

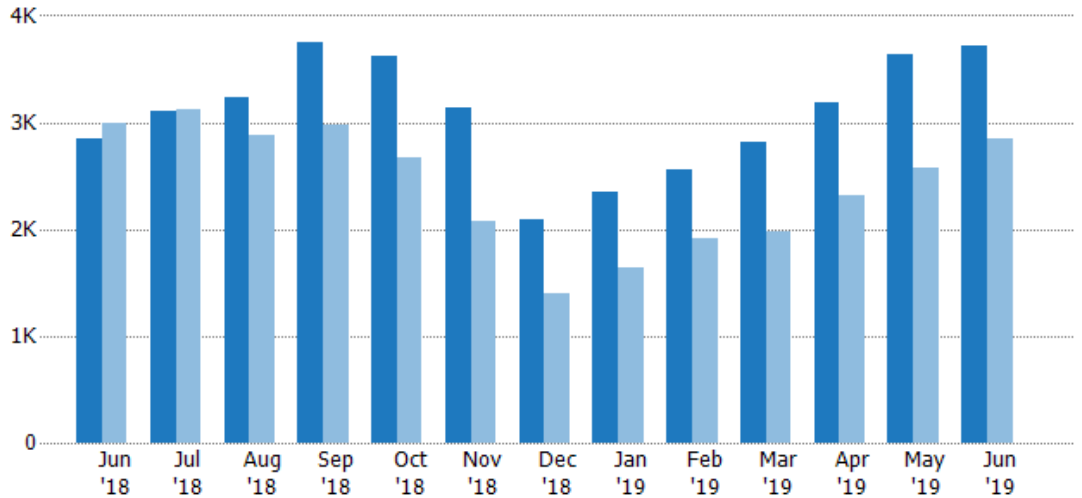
## Active Listings

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.
Jun '19	3.72K	30.6%
Jun '18	2.85K	-4.9%
Jun '17	2.99K	15.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	2.85K	3.1K	3.23K	3.74K	3.62K	3.14K	2.1K	2.34K	2.56K	2.82K	3.18K	3.64K	3.72K
Prior Year	2.99K	3.12K	2.88K	2.98K	2.68K	2.08K	1.39K	1.63K	1.92K	1.97K	2.32K	2.58K	2.85K
Percent Change from Prior Year	-5%	-1%	12%	26%	35%	51%	51%	43%	33%	43%	37%	41%	31%

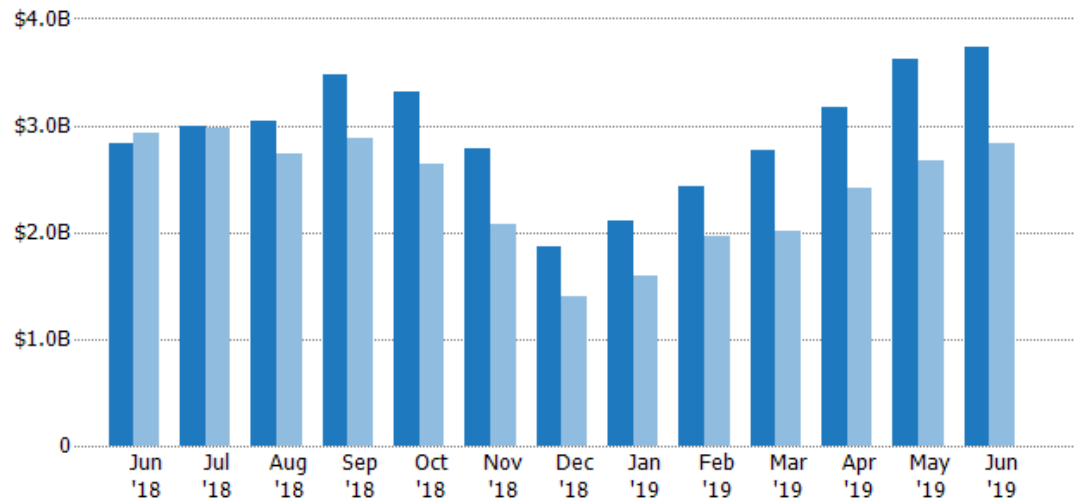
## Active Listing Volume

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.
Jun '19	\$3.73B	32%
Jun '18	\$2.83B	-3.4%
Jun '17	\$2.93B	3.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$2.83B	\$2.99B	\$3.04B	\$3.48B	\$3.32B	\$2.78B	\$1.86B	\$2.1B	\$2.42B	\$2.77B	\$3.16B	\$3.63B	\$3.73B
Prior Year	\$2.93B	\$2.97B	\$2.74B	\$2.89B	\$2.63B	\$2.07B	\$1.4B	\$1.59B	\$1.96B	\$2.02B	\$2.42B	\$2.66B	\$2.83B
Percent Change from Prior Year	-3%	0%	11%	21%	26%	34%	33%	32%	24%	38%	31%	36%	32%

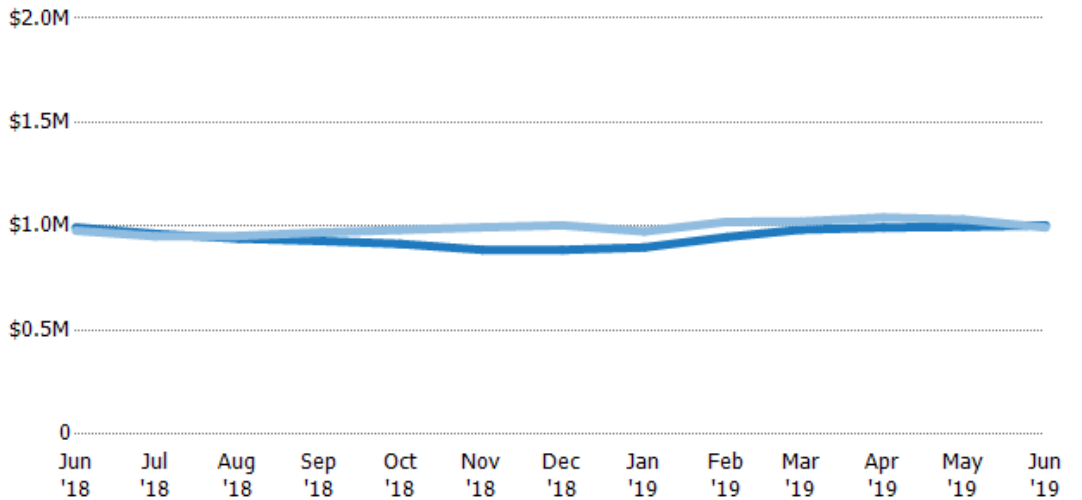
## Average Listing Price

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.
Jun '19	\$1M	1.1%
Jun '18	\$994K	1.6%
Jun '17	\$979K	-9.8%



Current Year	\$994K	\$964K	\$941K	\$930K	\$915K	\$887K	\$886K	\$898K	\$948K	\$984K	\$994K	\$997K	\$1M
Prior Year	\$979K	\$952K	\$953K	\$970K	\$983K	\$995K	\$1M	\$975K	\$1.02M	\$1.02M	\$1.04M	\$1.03M	\$994K
Percent Change from Prior Year	2%	1%	-1%	-4%	-7%	-11%	-12%	-8%	-7%	-4%	-5%	-3%	1%

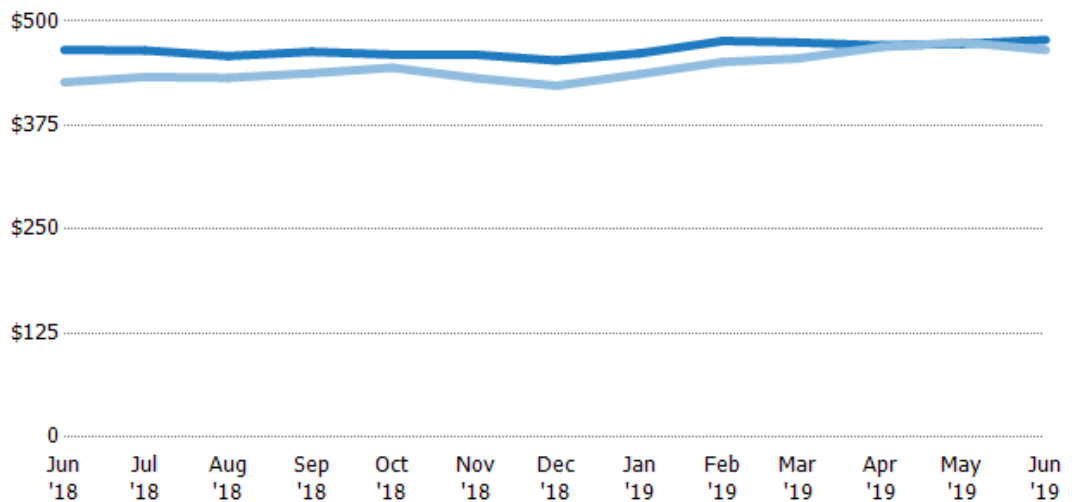
## Average Listing Price per Sq Ft

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.
Jun '19	\$478	2.6%
Jun '18	\$466	9.1%
Jun '17	\$427	-5%



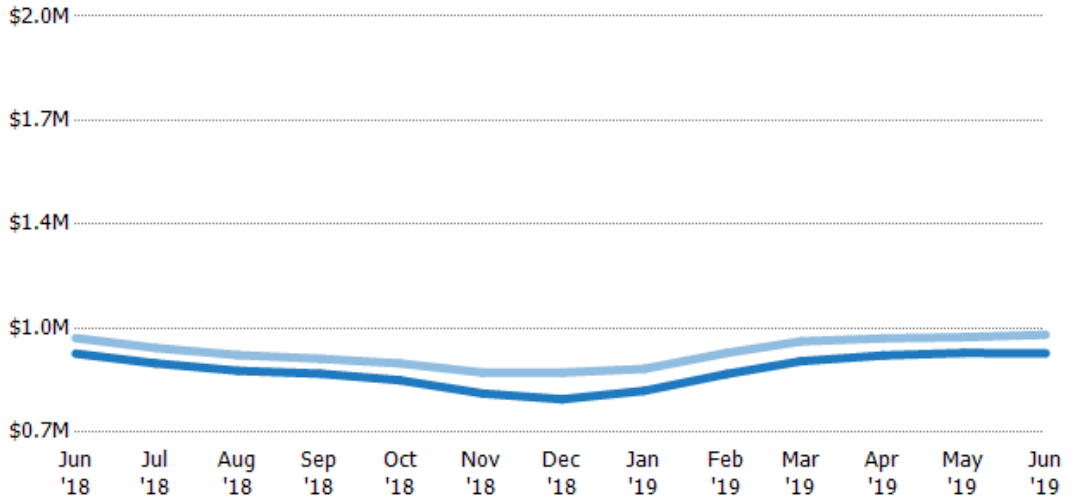
Current Year	\$466	\$465	\$458	\$463	\$460	\$460	\$453	\$461	\$476	\$475	\$471	\$473	\$478
Prior Year	\$427	\$433	\$432	\$438	\$444	\$432	\$422	\$436	\$451	\$455	\$469	\$475	\$466
Percent Change from Prior Year	9%	7%	6%	6%	4%	7%	7%	6%	6%	4%	0%	0%	3%

## 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



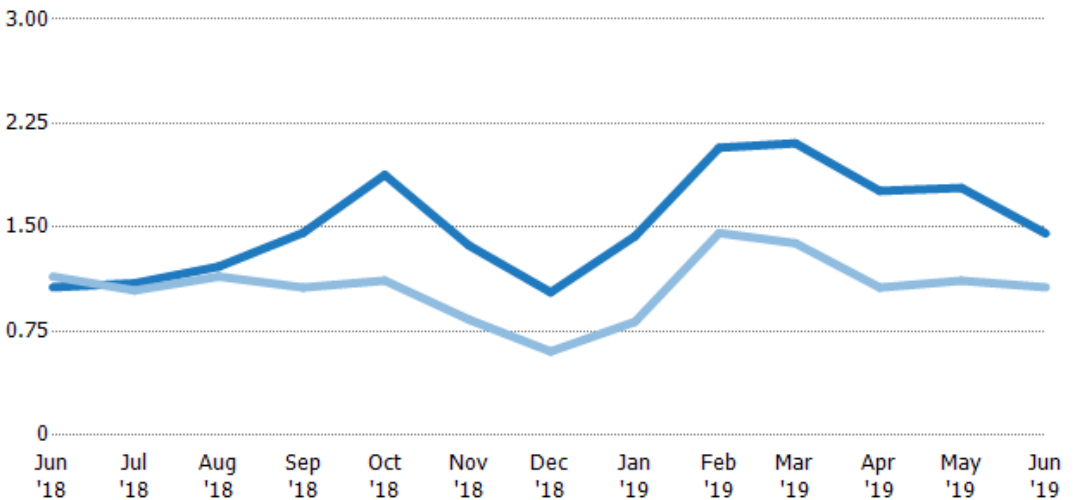
Avg Est Value	\$946K	\$915K	\$892K	\$883K	\$862K	\$821K	\$803K	\$830K	\$882K	\$922K	\$940K	\$948K	\$947K
Avg Listing Price	\$994K	\$964K	\$941K	\$930K	\$915K	\$887K	\$886K	\$898K	\$948K	\$984K	\$994K	\$997K	\$1M
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	105%	106%	108%	110%	108%	107%	107%	106%	105%	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



Current Year	1.07	1.1	1.22	1.46	1.88	1.37	1.03	1.43	2.07	2.11	1.76	1.78	1.46
Prior Year	1.14	1.04	1.14	1.07	1.12	0.83	0.6	0.82	1.46	1.39	1.07	1.11	1.07
Percent Change from Prior Year	-7%	5%	6%	37%	68%	64%	71%	75%	42%	52%	65%	60%	36%

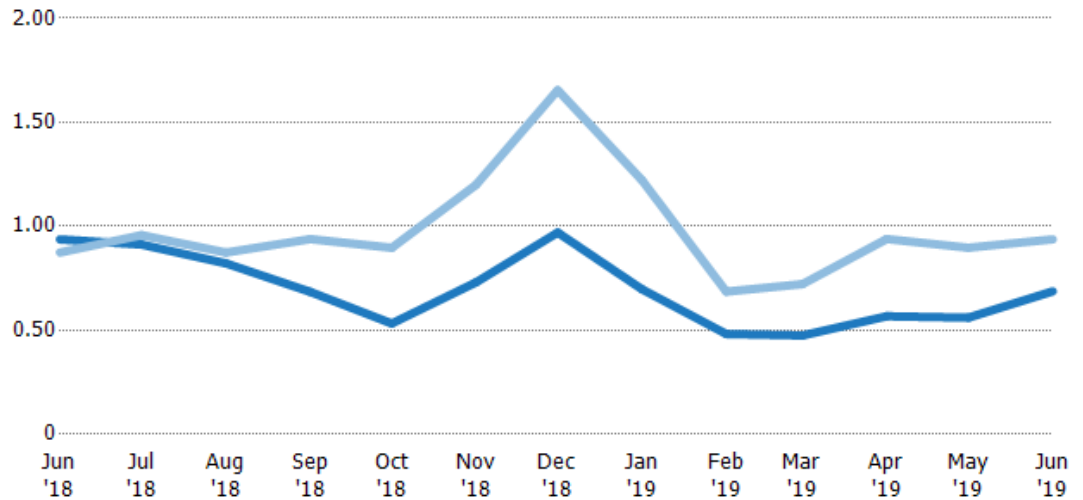
## Absorption Rate

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.
Jun '19	69%	25%
Jun '18	94%	-6.3%
Jun '17	87%	-15.1%



Current Year	94%	91%	82%	68%	53%	73%	97%	70%	48%	47%	57%	56%	69%
Prior Year	87%	96%	87%	94%	90%	120%	165%	122%	69%	72%	94%	90%	94%
Change from Prior Year	-6%	5%	5%	25%	36%	47%	68%	52%	20%	25%	37%	34%	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



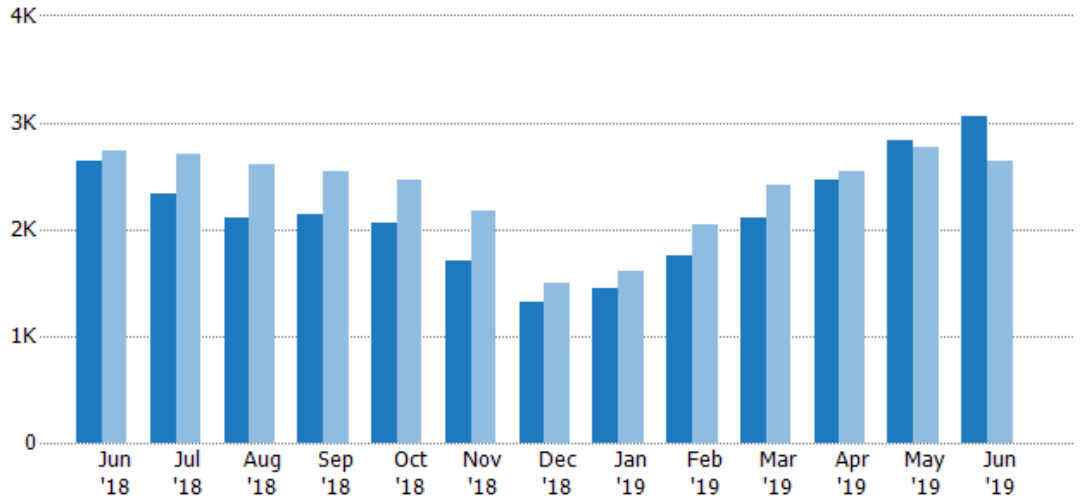
## Pending Sales

The number of 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.
Jun '19	3.05K	15.6%
Jun '18	2.64K	-3.4%
Jun '17	2.74K	14%



Current Year	2.64K	2.34K	2.1K	2.14K	2.06K	1.7K	1.32K	1.45K	1.75K	2.11K	2.46K	2.84K	3.05K
Prior Year	2.74K	2.71K	2.6K	2.54K	2.47K	2.18K	1.5K	1.61K	2.05K	2.41K	2.55K	2.76K	2.64K
Percent Change from Prior Year	-3%	-14%	-19%	-16%	-17%	-22%	-12%	-10%	-15%	-13%	-3%	3%	16%

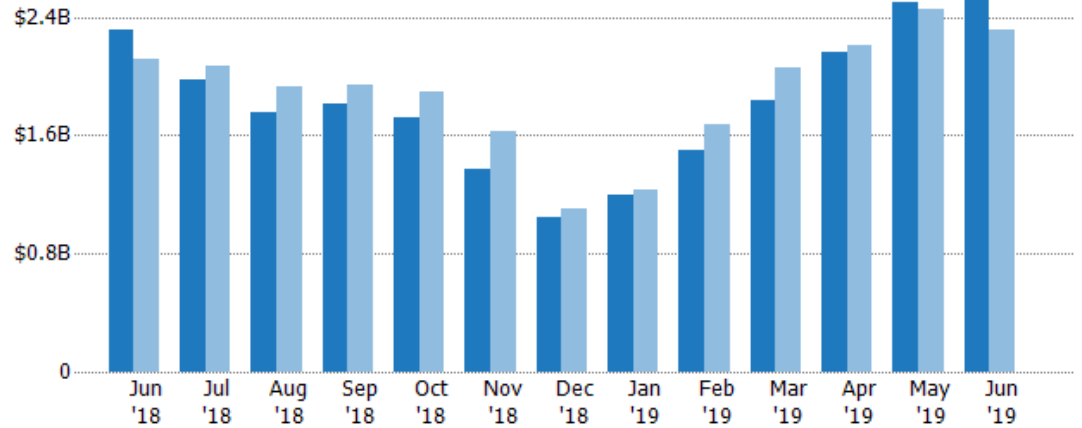
## Pending Sales Volume

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.
Jun '19	\$2.57B	11.3%
Jun '18	\$2.31B	9.1%
Jun '17	\$2.12B	4.1%



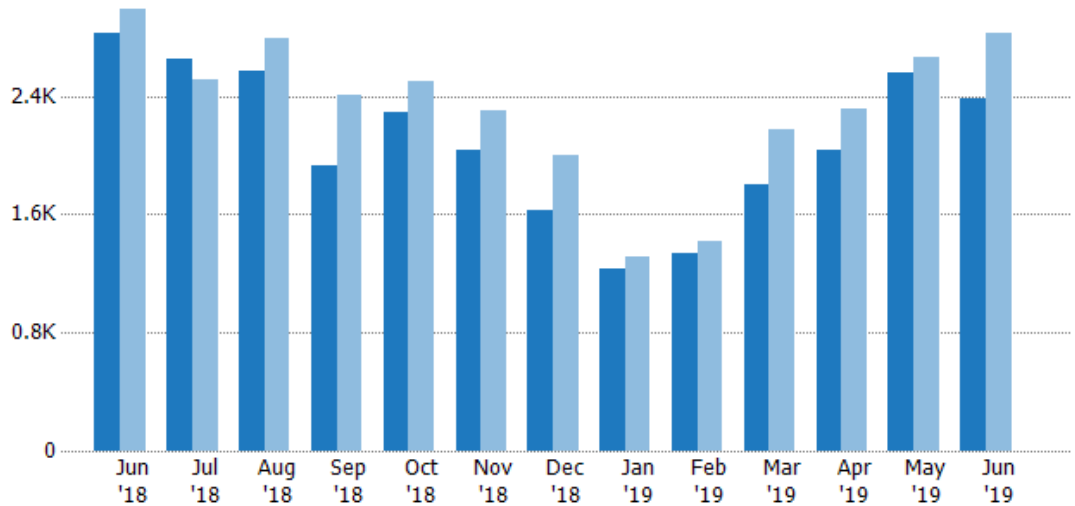
Current Year	\$2.31B	\$1.98B	\$1.75B	\$1.81B	\$1.72B	\$1.37B	\$1.04B	\$1.2B	\$1.49B	\$1.84B	\$2.16B	\$2.5B	\$2.57B
Prior Year	\$2.12B	\$2.07B	\$1.93B	\$1.94B	\$1.89B	\$1.63B	\$1.1B	\$1.23B	\$1.67B	\$2.06B	\$2.21B	\$2.45B	\$2.31B
Percent Change from Prior Year	9%	-4%	-9%	-6%	-9%	-16%	-5%	-3%	-11%	-11%	-2%	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



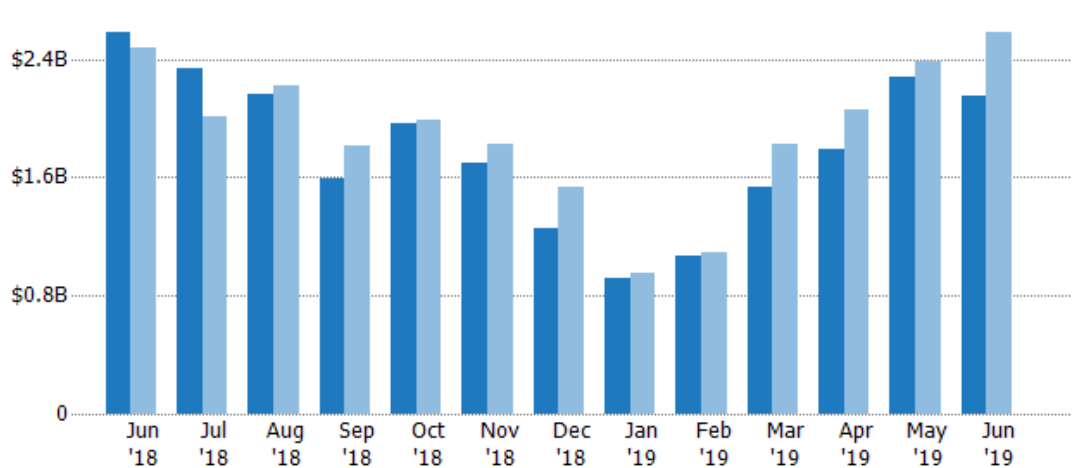
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	2.39K	2.83K	-15.6%
Jun '18	2.83K	2.99K	-5.5%
Jun '17	2.99K	2.99K	-4.4%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$2.15B	\$2.59B	-16.7%
Jun '18	\$2.59B	\$2.47B	4.5%
Jun '17	\$2.47B	\$2.47B	-11.6%

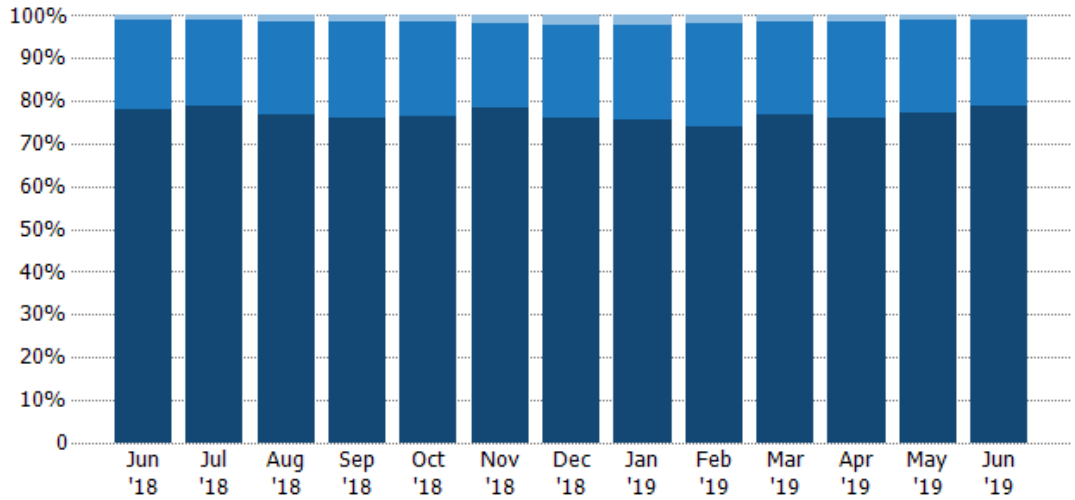


## Closed Sales by Property Type

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

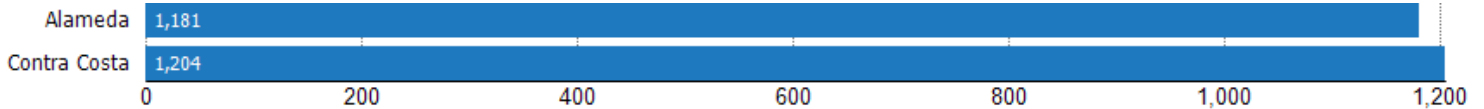


Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Mobile/Manufactured	1%	1%	2%	2%	2%	2%	2%	2%	2%	1%	2%	1%	1%
Condo/Townhouse	21%	20%	22%	22%	22%	20%	21%	22%	24%	22%	23%	22%	20%
Single Family Residence	78%	79%	77%	76%	77%	78%	76%	76%	74%	77%	76%	77%	79%

## 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

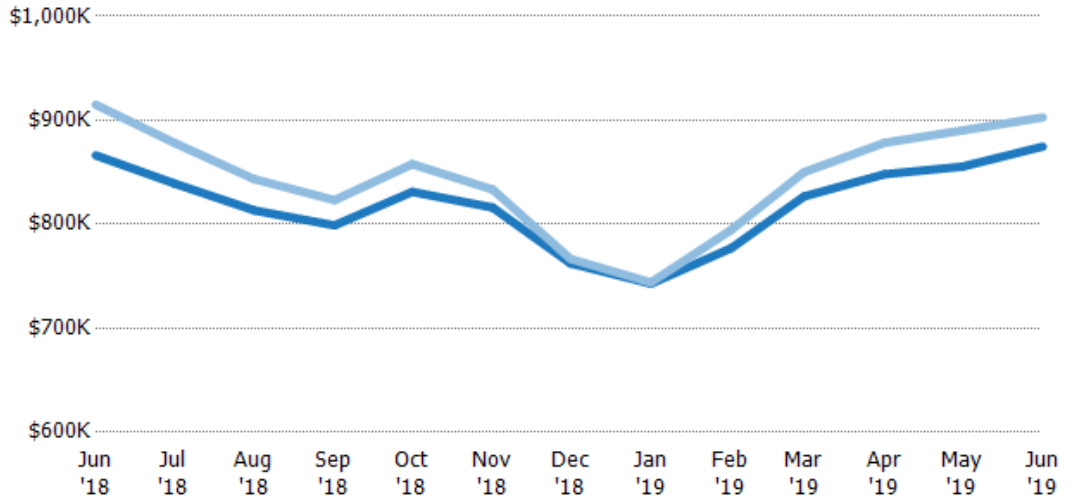


## Average Sales Price vs Average Listing Price

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



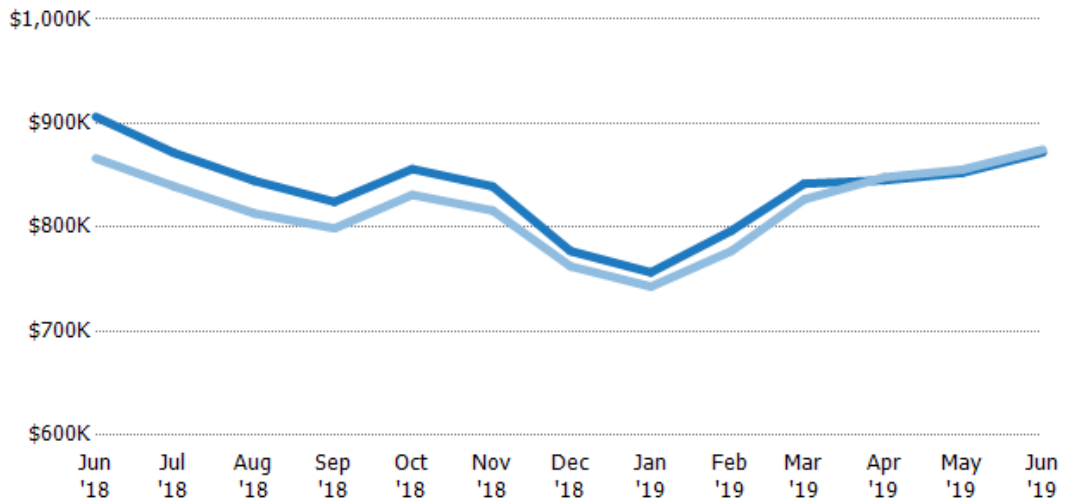
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$866K	\$840K	\$813K	\$799K	\$831K	\$816K	\$762K	\$743K	\$777K	\$827K	\$848K	\$855K	\$875K
Avg Sales Price	\$915K	\$879K	\$843K	\$823K	\$858K	\$833K	\$767K	\$744K	\$795K	\$850K	\$878K	\$890K	\$903K
Avg Sales Price as a % of Avg List Price	106%	105%	104%	103%	103%	102%	101%	100%	102%	103%	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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$906K	\$872K	\$845K	\$824K	\$856K	\$839K	\$777K	\$757K	\$797K	\$842K	\$845K	\$852K	\$872K
Avg Sales Price	\$866K	\$840K	\$813K	\$799K	\$831K	\$816K	\$762K	\$743K	\$777K	\$827K	\$848K	\$855K	\$875K
Avg Sales Price as a % of Avg Est Value	96%	96%	96%	97%	97%	97%	98%	98%	98%	98%	100%	100%	100%

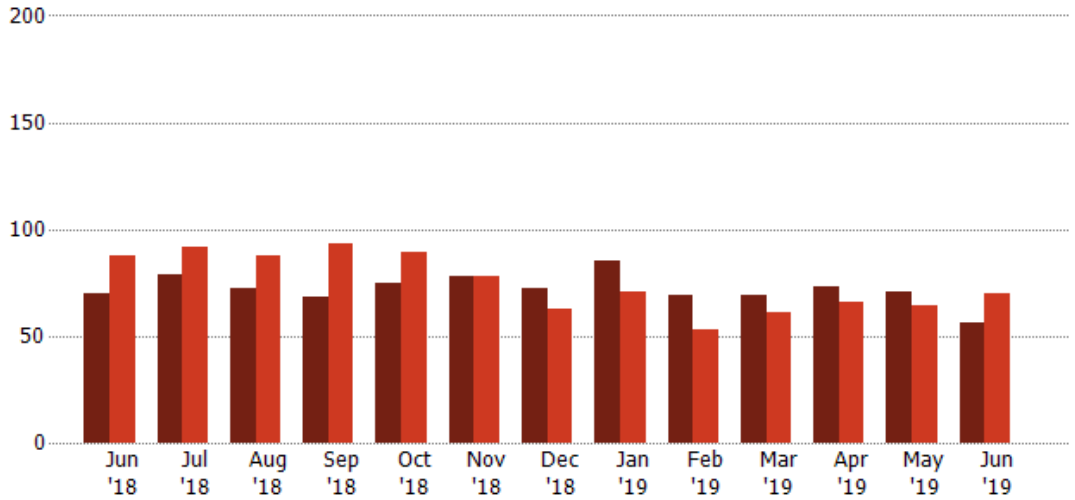
## Distressed Listings

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.
Jun '19	56	-20%
Jun '18	70	-20.5%
Jun '17	88	35.2%

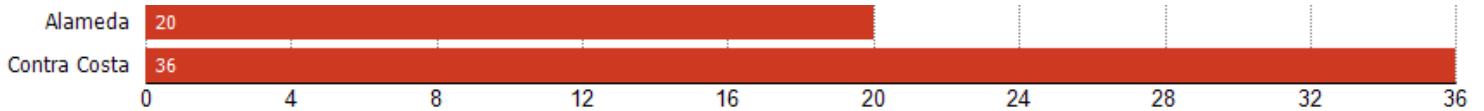


Current Year	70	79	72	68	75	78	72	85	69	69	73	71	56
Prior Year	88	92	88	93	89	78	63	71	53	61	66	64	70
Percent Change from Prior Year	-20%	-14%	-18%	-27%	-16%	0%	14%	20%	30%	13%	11%	11%	-20%

## 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:** 07/06/2019

**Scheduled:** Yes

**Report Date Range:** From 6/2018 To: 6/2019

### 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 6/2019 data

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