

MARKET DATA REPORT

Bay East Market Data August 2020 to August 2021



Report Characteristics

Report Name:

Bay East Market Data August 2020 to August 2021

Report Date Range:

8/2020 - 8/2021

Filters Used: Property Type

Avg/Med: Both

Run Date: 11/23/2021

Scheduled: No

Presented by

Bay East Association of REALTORS

(925) 730-4060

Other: https://www.bayeast.org/

7021 Koll Center Parkway Pleasanton, CA 94566



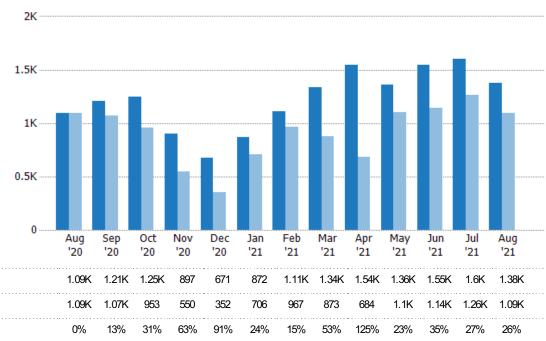




New Listings

The number of new residential listings that were added each month.





New Listing Volume

Percent Change from Prior Year

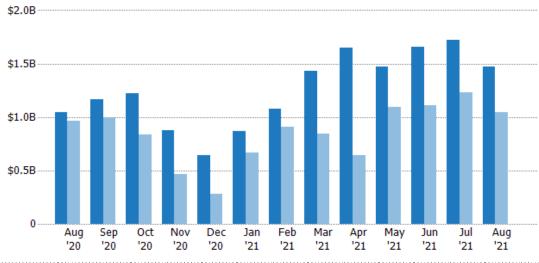
Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

Filters Used
Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Volume	% Chg.
Aug '21	\$1.47B	40.6%
Aug '20	\$1.04B	8.5%
Aug '19	\$963M	18.9%



Current Year	\$1.04B	\$1.17B	\$1.22B	\$874M	\$644M	\$865M	\$1.07B	\$1.44B	\$1.65B	\$1.47B	\$1.66B	\$1.72B	\$1.47B
Prior Year	\$963M	\$999M	\$833M	\$466M	\$284M	\$664M	\$912M	\$842M	\$641M	\$1.09B	\$1.11B	\$1.23B	\$1.04B
Percent Change from Prior Year	8%	17%	47%	87%	126%	30%	18%	70%	158%	35%	49%	40%	41%



Active Listings

The number of active residential listings at the end of each month.



Month/ Year	Count	% Chg.
Aug '21	998	6.2%
Aug '20	940	-36.6%
Aug '19	1.48K	-8.8%



Active Listing Volume

Percent Change from Prior Year

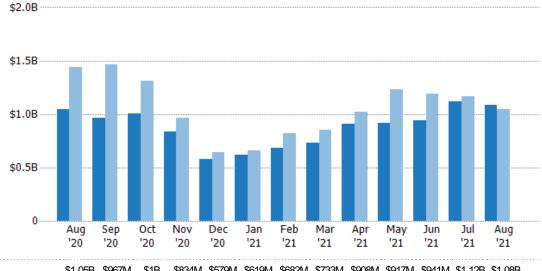
Current Year

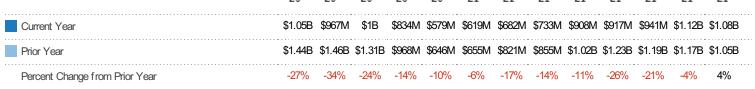
Prior Year

The sum of the listing price of active residential listings at the end of each month.

Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Volume	% Chg.
Aug '21	\$1.08B	3.6%
Aug '20	\$1.05B	-27.2%
Aug '19	\$1.44B	-10.5%









Market Data Report

15%

14%

16%

19%

12%

10% 16%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Property Type:
Condo/Townhouse/Apt., Single Family

Month/ Year	Price	% Chg.
Aug '21	\$1.09M	-2.4%
Aug '20	\$1.11M	14.8%
Aug '19	\$970K	-1.8%

5M			 	 						
0M										
5M										
5M				 						
5M				 						
5M 0 Aug	Sep	0ct	 Dec '20	 Feb	Mar	Apr	May	Jun	Jul	Au

Median Listing Price

Percent Change from Prior Year

Current Year Prior Year

The median listing price of active residential listings at the end of each month.

Filters Used Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Price	% Chg.
Aug '21	\$849K	5.2%
Aug '20	\$807K	1%
Aug '19	\$799K	-3%

Percent Change from Prior Year

\$750K													
\$500K													
\$250K													
0				Nov	Dec '20	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '21
0 Aug '20	Sep '20		Oct '20	Nov '20	Dec	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
0 Aug '20 \$807	Sep '20 'K \$84	9K	Oct '20 \$850K	Nov '20 \$850K	Dec '20	Jan '21 \$849K	Feb '21 \$838K	Mar '21 \$888K	Apr '21 \$880K	May '21 \$947K	Jun '21 \$869K	Jul '21 \$862K	Aug '21 \$849K



Current Year Prior Year





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	
Property Type: Condo/Townhouse/Apt., Single Family	

Month/ Year	Price/sq ft	% Chg.
Aug '21	\$586	2.5%
Aug '20	\$571	15.3%
Aug '19	\$495	-0.2%

Current Year
Prior Year

_												-
525												
350												
175												
175												
0	Sep '20											
0 Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Δ

21% 19%

Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

15%

17% 21%

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Aug '21	\$576	6.9%
Aug '20	\$539	12.3%
Aug '19	\$480	1%

Percent Change from Prior Year

												_
525												
350												
175												
_												
0 Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Au '2
Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Au



Current Year
Prior Year



18%

19%

19%

16%

10%

3%

14%

18%

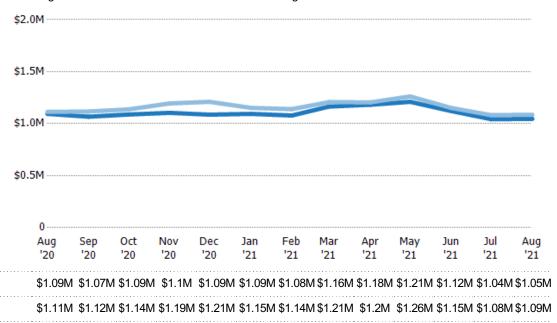
20%



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.





105%

106% 104%

102%

104%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

105% 105%

108% 111%

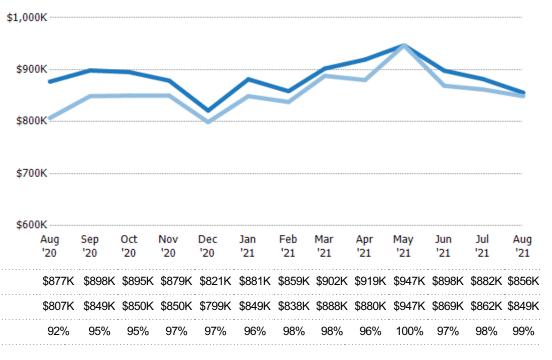
102%



Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.



Month/ Year	Months	% Chg.
Aug '21	0	-9%
Aug '20	0	-42%
Aug '19	1.51	-13.4%



Absorption Rate

Current Year

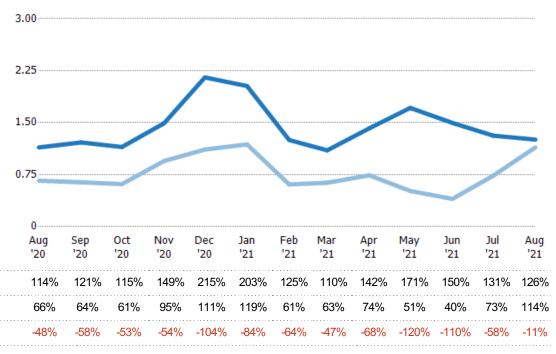
Prior Year

The percentage of inventory sold per month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Percent Change from Prior Year

Month/ Year	Rate	Chg.
Aug '21	126%	-11.3%
Aug '20	114%	-48%
Aug '19	66%	15.5%



Current Year

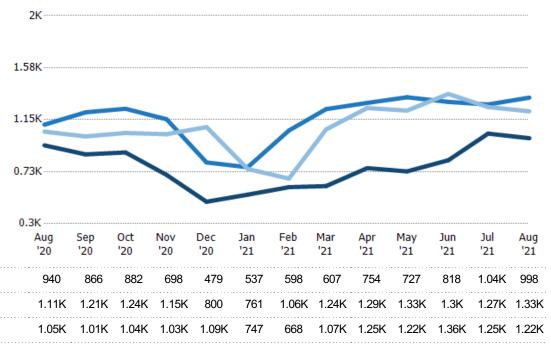
Change from Prior Year



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.





New Pending Sales

Active

Sold

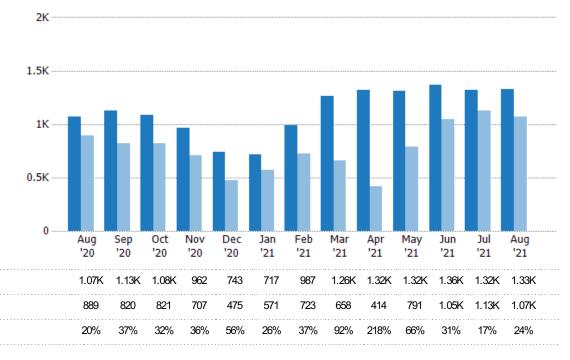
Pending

The number of residential properties with accepted offers that were added each month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Aug '21	1.33K	24.2%
Aug '20	1.07K	20.5%
Aug '19	889	1.8%

Percent Change from Prior Year

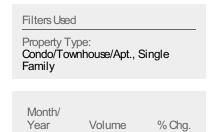


Current Year



New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.



\$1.4B

\$988M

\$773M

Aug '21

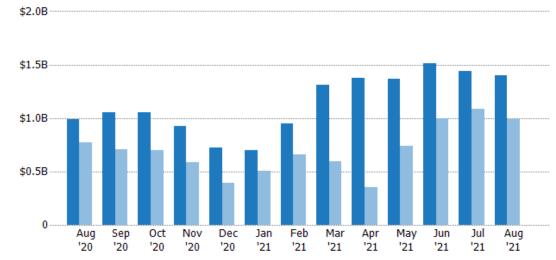
Aug '20

Aug '19

42%

27.8%

0.2%



Current Year	\$988M	\$1.05B	\$1.05B	\$923M	\$724M	\$702M	\$949M	\$1.31B	\$1.38B	\$1.37B	\$1.51B	\$1.44B	\$1.4B
Prior Year	\$773M	\$706M	\$697M	\$585M	\$393M	\$506M	\$655M	\$596M	\$353M	\$736M	\$997M	\$1.09B	\$988M
Percent Change from Prior Year	28%	49%	51%	58%	84%	39%	45%	120%	290%	86%	52%	32%	42%

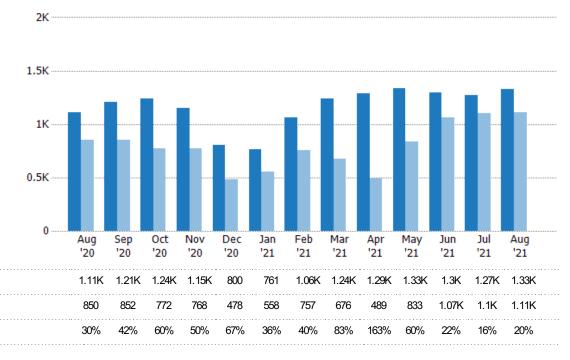
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Aug '21	1.33K	19.9%
Aug '20	1.11K	30.5%
Aug '19	850	-9.2%

Percent Change from Prior Year



Current Year

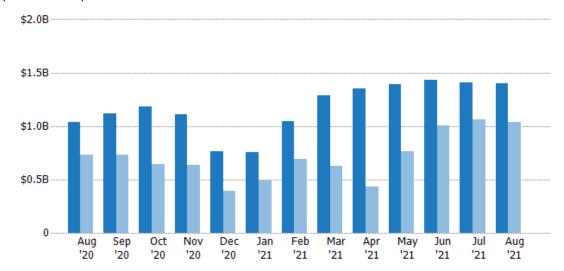


Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.







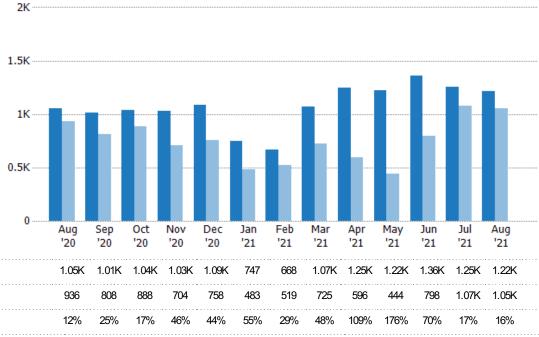
Current Year	\$1.03B	\$1.11B	\$1.18B	\$1.11B	\$767M	\$758M	\$1.05B	\$1.29B	\$1.35B	\$1.39B	\$1.43B	\$1.41B	\$1.4B
Prior Year	\$729M	\$729M	\$646M	\$633M	\$397M	\$488M	\$692M	\$624M	\$432M	\$763M	\$1.01B	\$1.06B	\$1.03B
Percent Change from Prior Year	42%	53%	82%	75%	93%	56%	51%	106%	212%	82%	43%	33%	35%

Closed Sales

The total number of residential properties sold each month.

Filters Used Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Count	% Chg.
Aug '21	1.22K	15.8%
Aug '20	1.05K	12.4%
Aug '19	936	11.6%



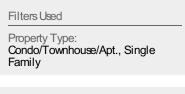
Current Year	1.05K	1.01K	1.04K	1.03K	1.09K	747	668	1.07K	1.25K	1.22K	1.36K	1.25K	1.22K
Prior Year	936	808	888	704	758	483	519	725	596	444	798	1.07K	1.05K
Percent Change from Prior Year	12%	25%	17%	46%	44%	55%	29%	48%	109%	176%	70%	17%	16%



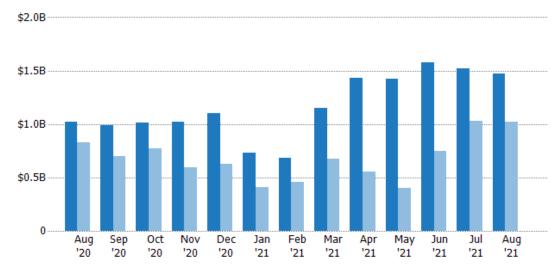


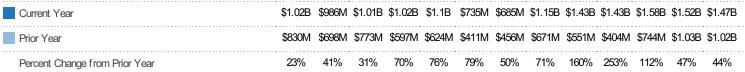
Closed Sales Volume

The sum of the sales price of residential properties sold each month.



Month/ Year	Volume	% Chg.
Aug '21	\$1.47B	44.1%
Aug '20	\$1.02B	22.9%
Aug '19	\$830M	11.7%

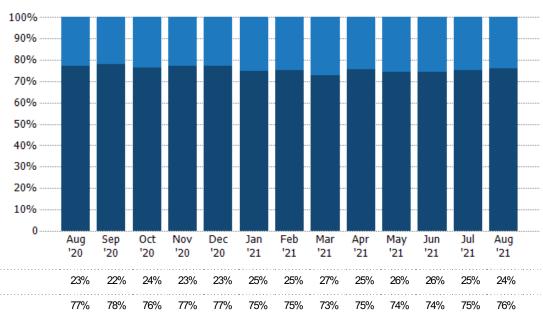




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used	
Property Type: Condo/Townhouse/Apt., Single Family	-



RPR[®]

Condo/Townhouse

Single Family Residence



9%

10%

15%

11%

16%

20%

20%

15%

14%

25%

28%

25%

13%

12%

16%

23%

16%

17%

16%

24%

28%

24%

26%

24%

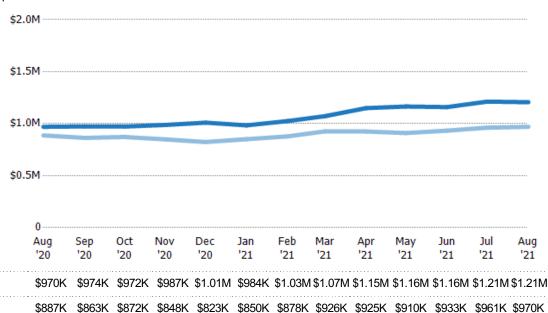


Average Sales Price

The average sales price of the residential properties sold each month.



Month/		
Year	Price	% Chg.
Aug '21	\$1.21M	24.4%
Aug '20	\$970K	9.4%
Aug '19	\$887K	0.1%



Median Sales Price

Percent Change from Prior Year

Current Year

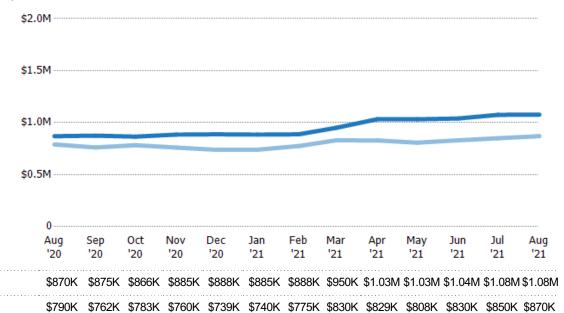
Prior Year

The median sales price of the residential properties sold each month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single Family

Month/ Year	Price	% Chg.
Aug '21	\$1.08M	23.9%
Aug '20	\$870K	10.1%
Aug '19	\$790K	1.1%

Percent Change from Prior Year





Current Year

Prior Year

26%

24%



Average Sales Price per Sq Ft

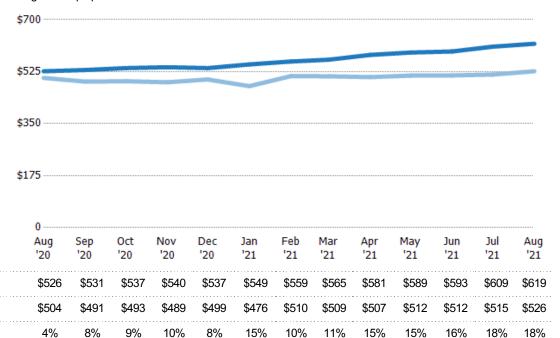
The average of the sales price divided by the living area of properties sold each month.



Month/ Year	Price/sq ft	% Chg.
Aug '21	\$619	17.6%
Aug '20	\$526	4.5%
Aug '19	\$504	-0.4%

Current Year

Prior Year



Median Sales Price per Sq Ft

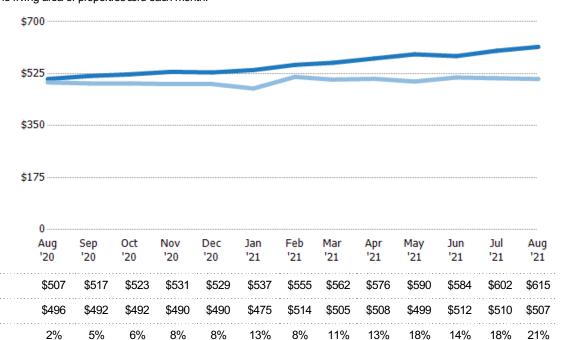
The median of the sales price divided by the living area of properties sold each month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Percent Change from Prior Year



Percent Change from Prior Year





Current Year



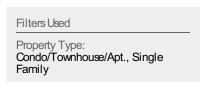
106% 109% 110% 111% 110% 109% 108%

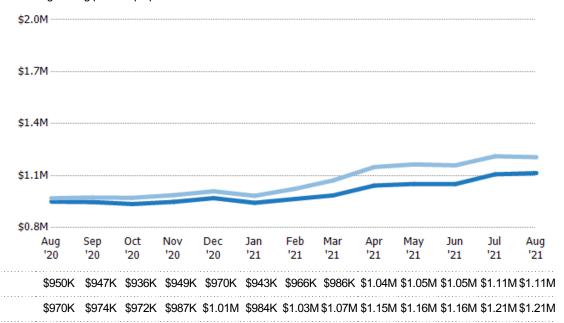


Market Data Report

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.





104%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

102%

103%

104%

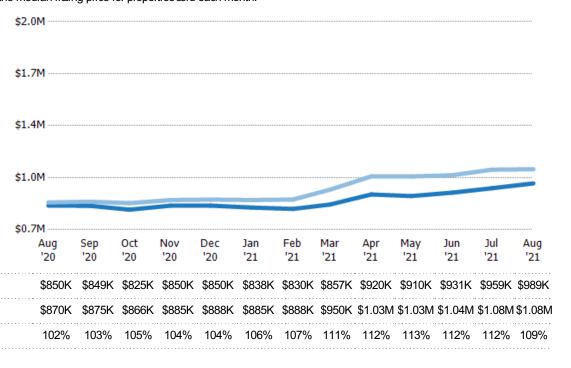
104% 104%

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family

Avg Sales Price as a % of Avg List Price

Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

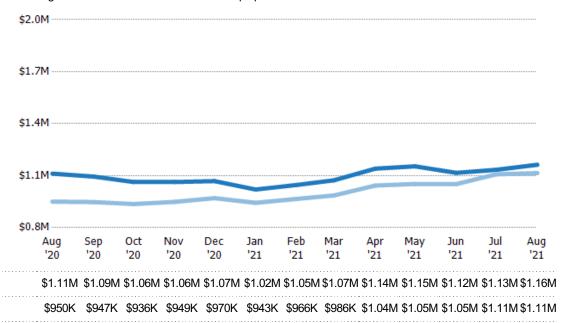


Market Data Report

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.





Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

85%

87%

88%

89%

91%

92%

92%

92%

91%

98%

96%

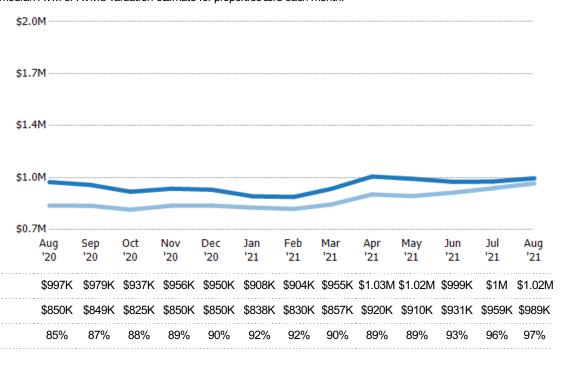
Filters Used

Property Type:
Condo/Townhouse/Apt., Single
Family

Avg Sales Price as a % of Avg Est Value

Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value



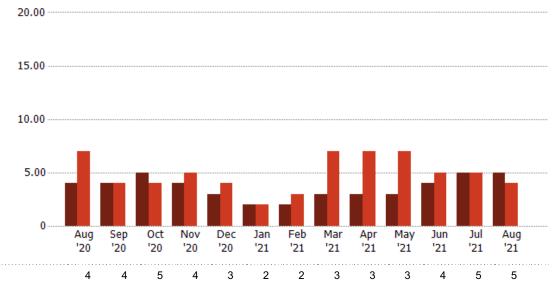


Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used
Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Count	% Chg.
Aug '21	5	25%
Aug '20	4	-42.9%
Aug '19	7	42.9%

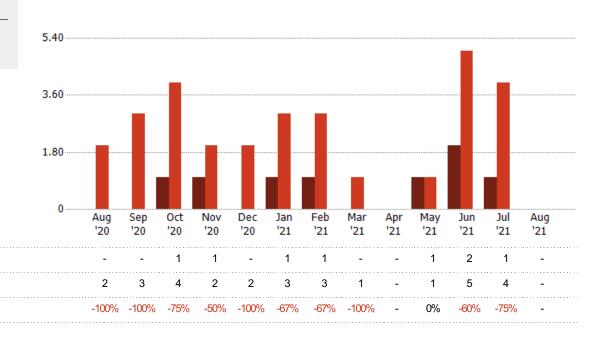


Current Year	4	4	5	4	3	2	2	3	3	3	4	5	5	
Prior Year	7	4	4	5	4	2	3	7	7	7	5	5	4	
Percent Change from Prior Year	-43%	0%	25%	-20%	-25%	0%	-33%	-57%	-57%	-57%	-20%	0%	25%	

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used
Property Type:
Condo/Townhouse/Apt., Single
Family



Current Year

Prior Year

Percent Change from Prior Year