

MARKET DATA REPORT

Bay East Market Data July 2020 to July 2021



Report Characteristics

Report Name:

Bay East Market Data July 2020 to July 2021

Report Date Range:

7/2020 - 7/2021

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



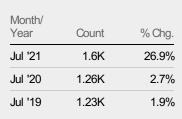


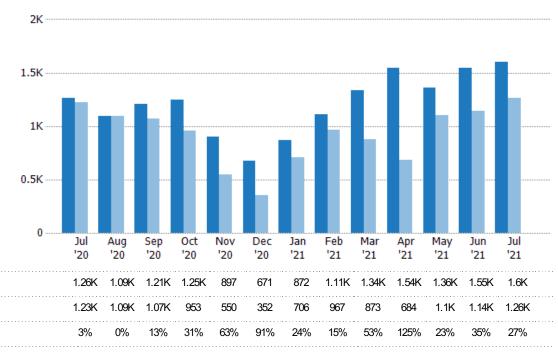


New Listings

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







New Listing Volume

Percent Change from Prior Year

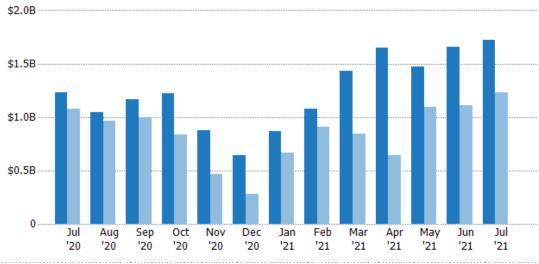
Current Year

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.
Jul '21	\$1.72B	39.9%
Jul '20	\$1.23B	14.2%
Jul '19	\$1.08B	0.6%



 Current Year
 \$1.23B
 \$1.04B
 \$1.17B
 \$1.22B
 \$874M
 \$644M
 \$865M
 \$1.07B
 \$1.44B
 \$1.65B
 \$1.47B
 \$1.66B
 \$1.72B

 Prior Year
 \$1.08B
 \$963M
 \$999M
 \$833M
 \$466M
 \$284M
 \$664M
 \$912M
 \$842M
 \$641M
 \$1.09B
 \$1.11B
 \$1.23B

 Percent Change from Prior Year
 14%
 8%
 17%
 47%
 87%
 126%
 30%
 18%
 70%
 158%
 35%
 49%
 40%



Active Listings

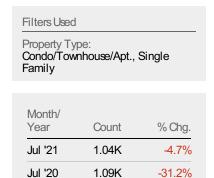
Jul '19

Current Year

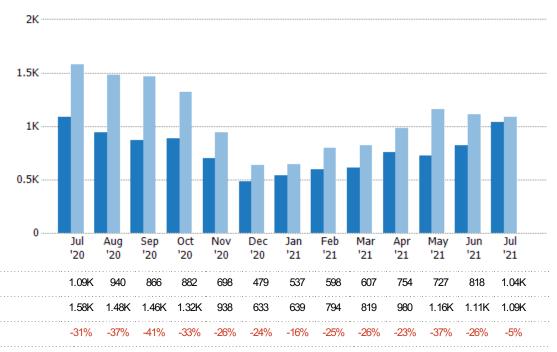
Prior Year

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

-22.5%



1.58K



Active Listing Volume

Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Jul '21	\$1.12B	-4.1%
Jul '20	\$1.17B	-24.3%
Jul '19	\$1.54B	-22.1%



Current Year \$1.17B \$1.05B \$967M \$1B \$834M \$579M \$619M \$682M \$733M \$908M \$917M \$941M \$1.12B

Prior Year \$1.54B \$1.44B \$1.46B \$1.31B \$968M \$646M \$655M \$821M \$855M \$1.02B \$1.23B \$1.19B \$1.17B

Percent Change from Prior Year -24% -27% -34% -24% -14% -10% -6% -17% -14% -11% -26% -21% -4%





10%

15%

12%

16%

Average Listing Price

The average 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.
Jul '21	\$1.08M	0.6%
Jul '20	\$1.08M	10%
Jul '19	\$977K	0.5%

.0M								
.5M	 	 	 					
0 Jul	ep Oct	Dec '20	Feb	Mar	Apr '21	May	Jun	

12%

10%

16%

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.
Jul '21	\$862K	1.4%
Jul '20	\$850K	6.4%
Jul '19	\$799K	-1.3%

Percent Change from Prior Year

1,000													
\$750	nk												
Ψ													
\$500)K												
\$250	nk												
\$250)K												
\$250													
\$250	0				Nov		Jan	Feb	Mar '21	Apr	May '21	Jun '21	Jul '21
\$250	0 Jul '20	Aug	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	'21	'21	'21
\$250	0 Jul '20 \$850K	Aug '20	Sep '20 \$849K	Oct '20 \$850K	Nov '20 \$850K	Dec '20 \$799K	Jan '21 \$849K	Feb '21 \$838K	Mar '21 \$888K	Apr '21 \$880K	'21 \$947K	'21 \$869K	'21 \$862K



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.
Jul '21	\$590	3.6%
Jul '20	\$569	15.3%
Jul '19	\$494	1.1%

Current Year
Prior Year

525												
350												
3175												
0												
	Aug	San	Oct	Nov		lan	Fah	Mar	Anr	May	lun	10
Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	
Jul		Sep '20 \$581										'2
Jul '20	'20	'20	'20	'20	'20	'21	'21	'21	'21	'21	'21	3u '2: \$59 \$56

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.

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jul '21	\$581	9.7%
Jul '20	\$529	10.2%
Jul '19	\$480	1.3%

Percent Change from Prior Year

25												
75												
0 Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jı '2
Jul		Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	J
Jul '20	'20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21] '2



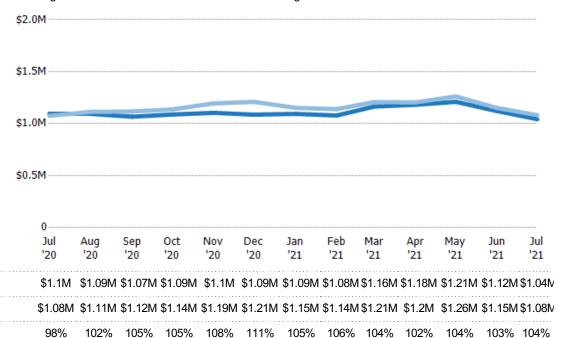
Current Year
Prior Year



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.





102%

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.

102%

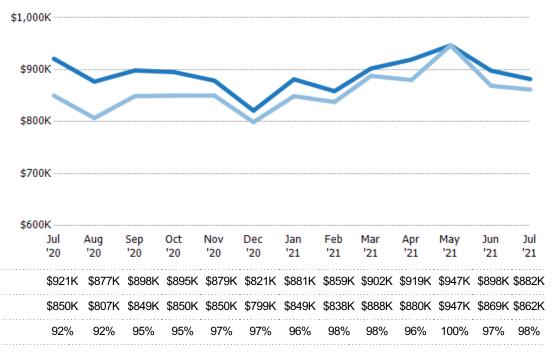
105%

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

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.
Jul '21	0	-44.1%
Jul '20	1.36	-16%
Jul '19	1.62	-30%



Absorption Rate

Current Year

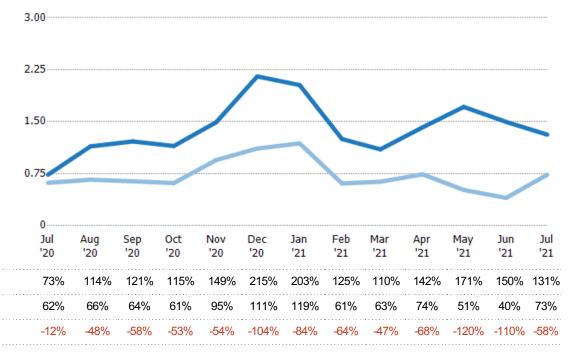
Prior Year

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.
Jul '21	131%	-57.9%
Jul '20	73%	-11.7%
Jul '19	62%	42.8%



Current Year

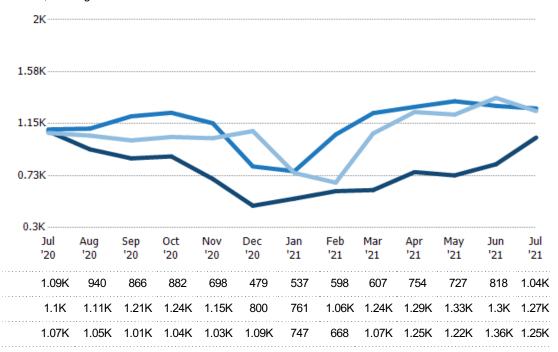
Change from Prior Year



Active/Pending/Sold Units

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





New Pending Sales

Active

Sold

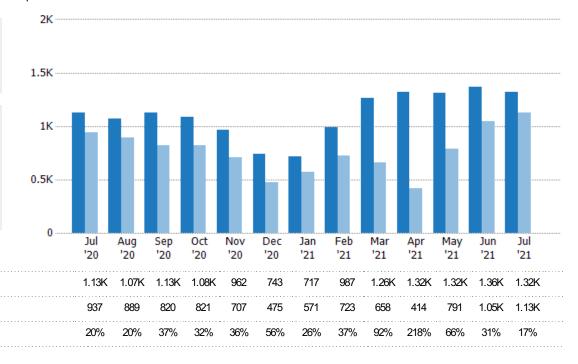
Pending

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

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

Month/ Year	Count	% Chg.
Jul '21	1.32K	17.1%
Jul '20	1.13K	20.3%
Jul '19	937	4.7%

Percent Change from Prior Year



Current Year

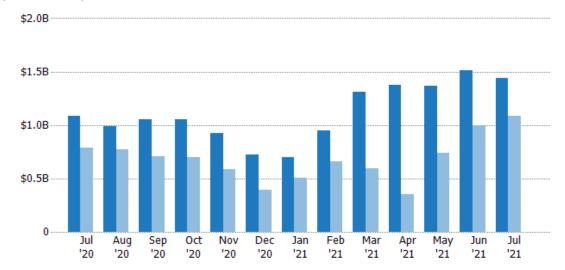


New Pending Sales Volume

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



Volume	% Chg.
\$1.44B	32%
\$1.09B	37.9%
\$789M	6.2%
	\$1.44B \$1.09B



Current Year	\$1.09B	\$988M	\$1.05B	\$1.05B	\$923M	\$724M	\$702M	\$949M	\$1.31B	\$1.38B	\$1.37B	\$1.51B	\$1.44B
Prior Year	\$789M	\$773M	\$706M	\$697M	\$585M	\$393M	\$506M	\$655M	\$596M	\$353M	\$736M	\$997M	\$1.09B
Percent Change from Prior Year	38%	28%	49%	51%	58%	84%	39%	45%	120%	290%	86%	52%	32%

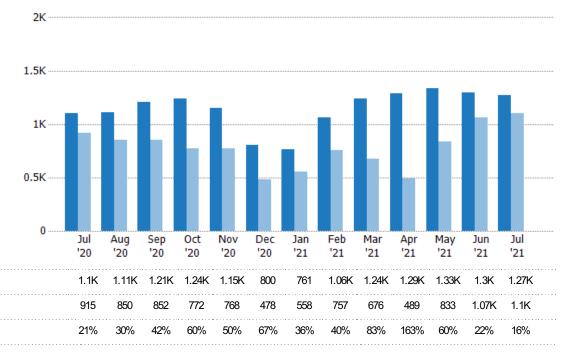
Pending Sales

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.
Jul '21	1.27K	15.5%
Jul '20	1.1K	20.5%
Jul '19	915	2%

Percent Change from Prior Year



Current Year

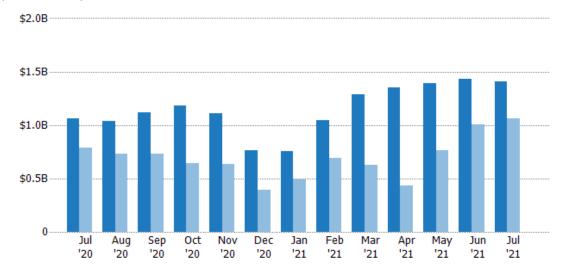


Pending Sales Volume

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



Month/ Year	Volume	% Chg.
Jul '21	\$1.41B	32.9%
Jul '20	\$1.06B	34%
Jul '19	\$791M	1.9%



Current Year	\$1.06B	\$1.03B	\$1.11B	\$1.18B	\$1.11B	\$767M	\$758M	\$1.05B	\$1.29B	\$1.35B	\$1.39B	\$1.43B	\$1.41B
Prior Year	\$791M	\$729M	\$729M	\$646M	\$633M	\$397M	\$488M	\$692M	\$624M	\$432M	\$763M	\$1.01B	\$1.06B
Percent Change from Prior Year	34%	42%	53%	82%	75%	93%	56%	51%	106%	212%	82%	43%	33%

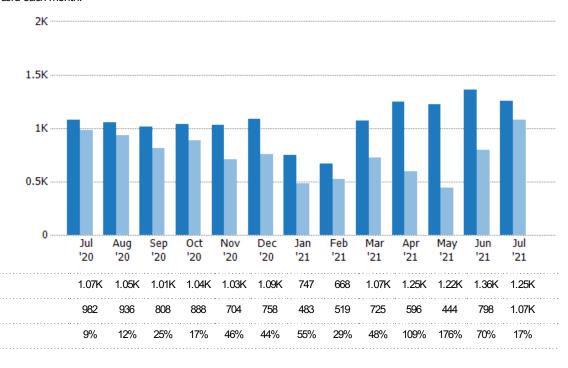
Closed Sales

The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
Jul '21	1.25K	16.7%
Jul '20	1.07K	9.4%
Jul '19	982	5.3%

Percent Change from Prior Year



Current Year

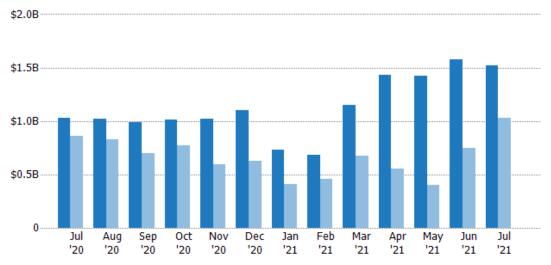


Closed Sales Volume

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



Month/ Year	Volume	% Chg.
Jul '21	\$1.52B	47.1%
Jul '20	\$1.03B	19.8%
Jul '19	\$862M	8.9%

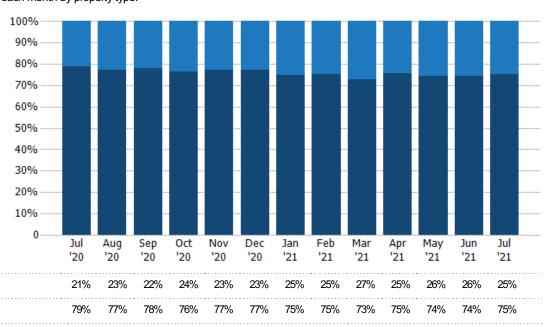


Current Year	\$1.03B	\$1.02B	\$986M	\$1.01B	\$1.02B	\$1.1B	\$735M	\$685M	\$1.15B	\$1.43B	\$1.43B	\$1.58B	\$1.52B
Prior Year	\$862M	\$830M	\$698M	\$773M	\$597M	\$624M	\$411M	\$456M	\$671M	\$551M	\$404M	\$744M	\$1.03B
Percent Change from Prior Year	20%	23%	41%	31%	70%	76%	79%	50%	71%	160%	253%	112%	47%

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





Condo/Townhouse

Single Family Residence



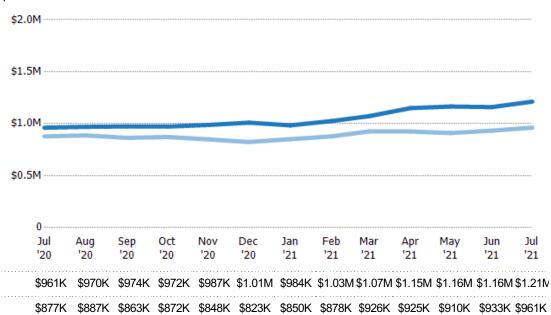


Average Sales Price

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



Month/ Year	Price	% Chg.
Jul '21	\$1.21M	26.1%
Jul '20	\$961K	9.5%
Jul '19	\$877K	3.5%



Median Sales Price

Percent Change from Prior Year

Current Year

Prior Year

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

10%

9%

13%

12%

16%

23%

16%

17%

16%

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

Month/ Year	Price	% Chg.
Jul '21	\$1.08M	26.5%
Jul '20	\$850K	7.6%
Jul '19	\$790K	3.8%

Percent Change from Prior Year

\$2.	OM												
\$1.	5M												
\$1.0	OM												
\$0.	5M						•••••						
	0												
	Jul '20		Sep '20		Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
	\$850K	\$870K	\$875K	\$866K	\$885K	\$888K	\$885K	\$888K	\$950K	\$1.03M	\$1.03M	\$1.04M	\$1.08N
	\$850K \$790K				\$885K \$760K								

Current Year Prior Year

26%

Average Sales Price per Sq Ft

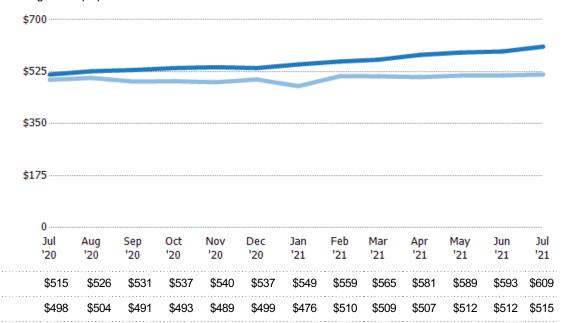
The average of the sales price divided by the living area of properties sold each month.

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

Month/ Year	Price/sq ft	% Chg.
Jul '21	\$609	18.2%
Jul '20	\$515	3.5%
Jul '19	\$498	2.7%

Current Year

Prior Year



10%

11%

15%

15%

18%

10%

Median Sales Price per Sq Ft

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

4%

4%

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jul '21	\$602	18.2%
Jul '20	\$510	2.7%
Jul '19	\$496	1.8%

Percent Change from Prior Year

50												
50												
					•••••							
75												
75												
•			0-1	A1	D	7	E-L				7	-
Jul	Aug	Sep	Oct	Nov	Dec	Jan '21	Feb	Mar	Apr	May	Jun]
•			Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21] '2
Jul '20	Aug '20	Sep '20	'20	'20	'20	'21	'21	'21	'21	'21	'21	
Jul	Aug	Sep			Dec '20 \$529							
Jul '20	Aug '20	Sep '20	'20	'20	'20	'21	'21	'21	'21	'21	'21	
Jul '20	Aug '20	Sep '20	'20	'20	'20	'21	'21	'21	'21	'21	'21	

Current Year
Prior Year

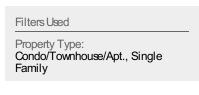


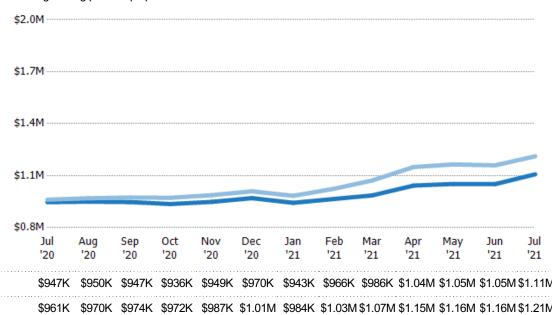
106% 109% 110% 111% 110% 109%

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.





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%

102%

103%

104%

104%

104%

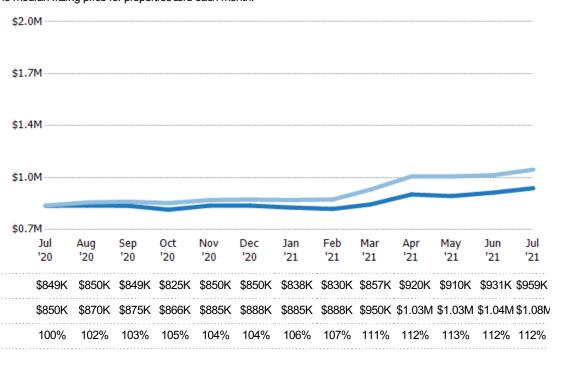
104%

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

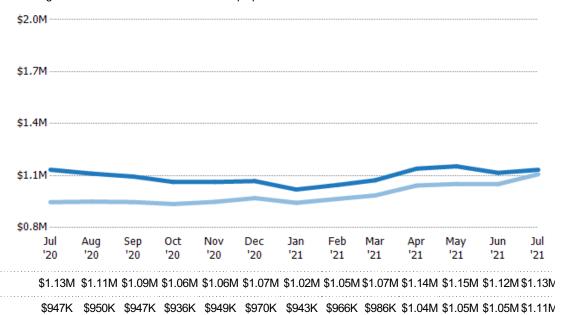
Med Sales Price as a % of Med List Price



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.

83%

85%

87%

88%

89%

91%

92%

92%

92%

91%

91%

94%

98%

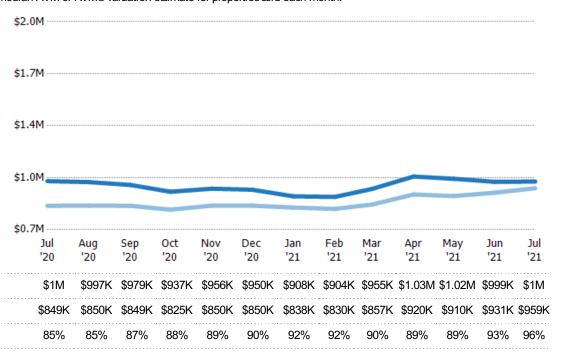
Filters Used

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





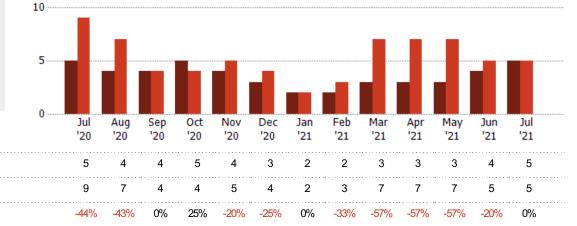
Distressed Listings

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



Month/ Year	Count	% Chg.
Jul '21	5	0%
Jul '20	5	-44.4%
Jul '19	9	55.6%





Distressed Sales

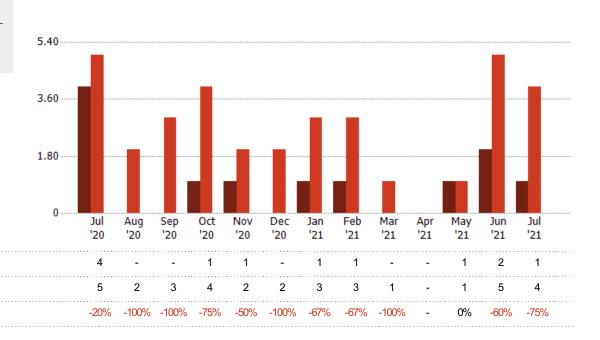
Current Year

Prior Year

The count of distressed residential properties sold each month.

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

Percent Change from Prior Year



Current Year

Percent Change from Prior Year

