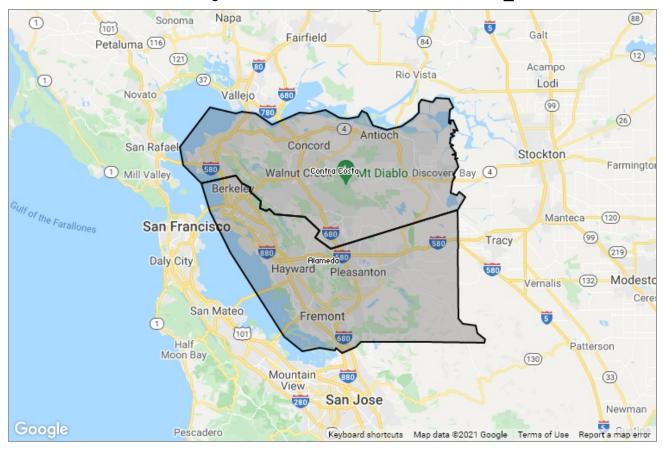


MARKET DATA REPORT

# Monthly Market Data Report



### **Report Characteristics**

**Report Name:** 

Monthly Market Data Report

Report Date Range:

 $10/\overline{2}020 - 10/2021$ 

Filters Used: MLS, Property Type

Avg/Med: Both

Run Date: 11/19/2021

Scheduled: No

Presented by

## **Bay East Association of REALTORS**

(800) 773-3103

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

7901 Stoneridge Drive Suite 150 Pleasanton CA 94588

Pleasanton, CA 94588

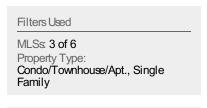




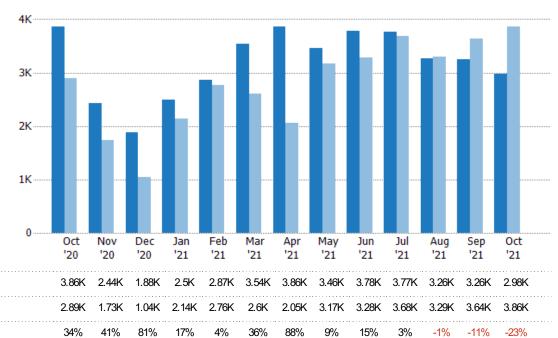


#### **New Listings**

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



Count	% Chg.
2.98K	-22.9%
3.86K	33.5%
2.89K	11.6%
	2.98K 3.86K



#### **New Listing Volume**

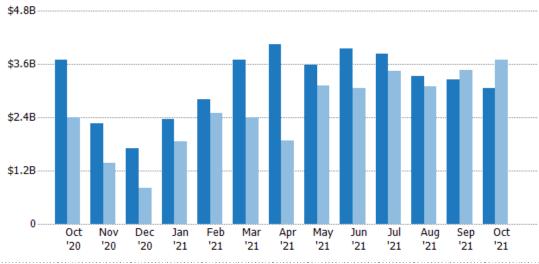
Percent Change from Prior Year

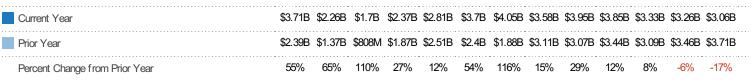
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Oct '21	\$3.06B	-17.4%
Oct '20	\$3.71B	54.9%
Oct '19	\$2.39B	9.5%

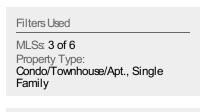




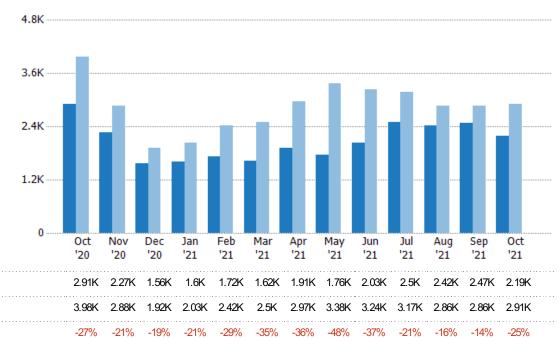


#### **Active Listings**

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



Count	% Chg.
2.19K	-24.8%
2.91K	-27%
3.98K	10.9%
	2.19K 2.91K



#### **Active Listing Volume**

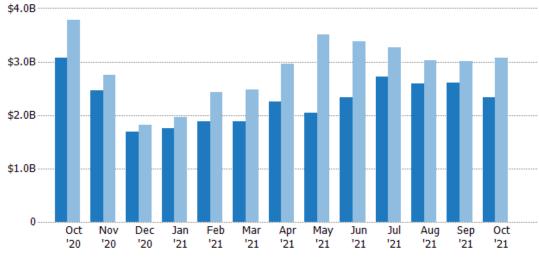
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Oct '21	\$2.33B	-24.1%
Oct '20	\$3.07B	-18.9%
Oct '19	\$3.78B	4.2%









#### **Average Listing Price**

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

MLSs: 3 of 6 Property Type: Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Oct '21	\$1.07M	1%
Oct '20	\$1.05M	11%
Oct '19	\$950K	-6%

\$Z.UM	 	 	 	 	 	 
\$1.5M	 	 	 	 	 	 
\$1.0M						
\$0.5M	 	 	 	 	 	 *********
0		 	 	 	 	 

Current Year	\$1.05M	\$1.08M	\$1.08M	\$1.1M	\$1.1M	\$1.16M \$	S1.18M	\$1.16M	\$1.15M	\$1.09M	\$1.07M	\$1.06M	\$1.07№
Prior Year	\$950K	\$958K	\$942K	\$967K	\$1M	\$992K	\$1M	\$1.04M	\$1.04M	\$1.03M	\$1.06M	\$1.05M	\$1.05N
Percent Change from Prior Year	11%	13%	15%	14%	9%	17%	18%	11%	10%	6%	1%	1%	1%

#### **Median Listing Price**

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

Filters Used

MLSs: 3 of 6

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

Month/ Year	Price	% Chg.
Oct '21	\$799K	3.1%
Oct '20	\$775K	8.4%
Oct '19	\$715K	-2.2%

Percent Change from Prior Year

\$90	0K												
\$67	5K												
	0K												
\$22	0 Oct '20	Nov '20	Dec '20		Feb		Apr	May	Jun	Jul	Aug '21		0ct '21
		\$769K	\$736K	\$799K						\$815K	\$799K	\$799K	\$799K
	\$715K	\$699K	\$660K	\$698K	\$708K	\$722K	\$760K	\$799K	\$800K	\$788K	\$769K	\$769K	\$775K
	8%	10%	12%	15%	12%	12%	10%	6%	3%	3%	4%	4%	3%

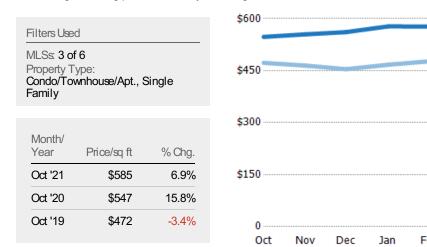
Current Year
Prior Year





#### 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.



MLSs: 3 of Property T Condo/Tov Family		iingle	\$450												
Month/ Year	Price/sq ft	% Chg.	\$300												
Oct '21	\$585	6.9%	\$150												
Oct '20	\$547	15.8%													
Oct '19	\$472	-3.4%	0 Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Ye	ear		\$547	\$555	\$561	\$578	\$577	\$582	\$587	\$594	\$590	\$580	\$571	\$577	\$58
Prior Year			\$472	\$464	\$454	\$467	\$477	\$478	\$487	\$506	\$523	\$535	\$538	\$550	\$54
Percent Cl	nange from Prior	Year	16%	19%	24%	24%	21%	22%	21%	17%	13%	8%	6%	5%	7%

#### 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.

MLSs 3 of 6
Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Price/sq ft	% Chg.
Oct '21	\$553	7.2%
Oct '20	\$516	13.4%
Oct '19	\$455	-3.3%

Percent Change from Prior Year

\$6	500												
\$4	150												
\$3	300												
\$1	150												
	0 Oct	Nov	Dec	Jan	Feb	Mar		May	Jun	Jul	Aug		 Oct
	'20	'20	'20	'21	'21	'21	Apr '21	'21	'21	'21	'21	Sep '21	'21
	\$516	\$523	\$529	\$551	\$555	\$553	\$565	\$568	\$560	\$562	\$547	\$555	\$553
	\$455	\$441	\$424	\$445	\$459	\$454	\$468	\$485	\$496	\$503	\$506	\$519	\$516
	13%	19%	25%	24%	21%	22%	21%	17%	13%	12%	8%	7%	7%

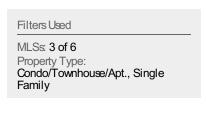
Current Year Prior Year

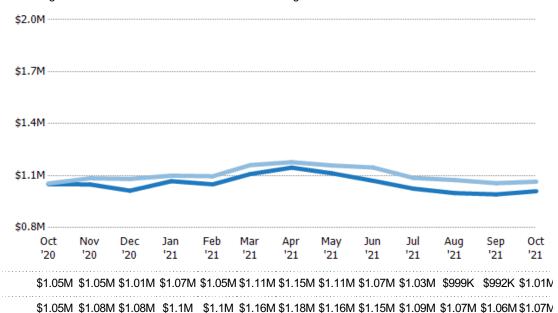




#### Average Listing Price vs Average Est Value

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





104% 105% 103%

104%

107%

106%

#### 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.

103%

107%

103%

100%

Filters Used

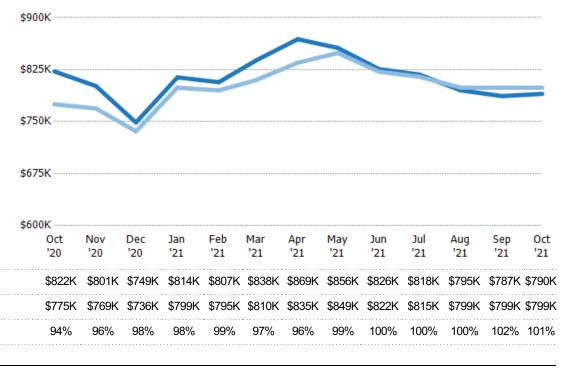
MLSs: 3 of 6

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

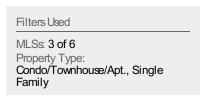
Med Listing Price as a % of Med Est Value

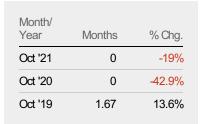


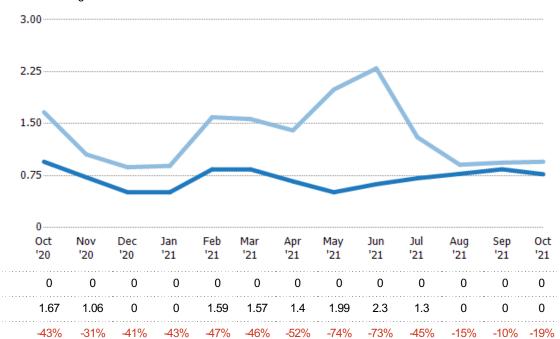


#### Months of Inventory

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







#### **Absorption Rate**

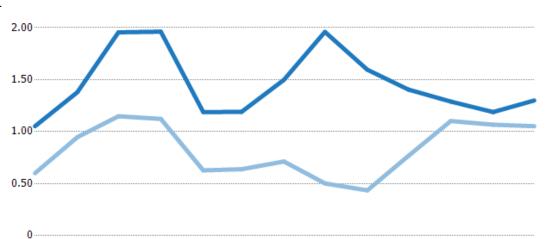
Percent Change from Prior Year

Current Year

Prior Year

The percentage of inventory sold per month.

Month/ Year	Rate	Chg.
Oct '21	130%	-24.7%
Oct '20	105%	-45.2%
Oct '19	60%	-12%



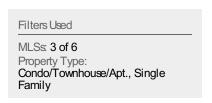
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21
Current Year	105%	138%	196%	196%	119%	119%	150%	196%	160%	140%	129%	119%	130%
Prior Year	60%	95%	115%	112%	63%	64%	71%	50%	44%	77%	110%	107%	105%
Change from Prior Year	-45%	-43%	-81%	-84%	-56%	-55%	-79%	-146%	-116%	-64%	-19%	-12%	-25%

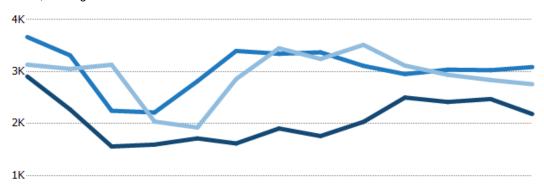




#### Active/Pending/Sold Units

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





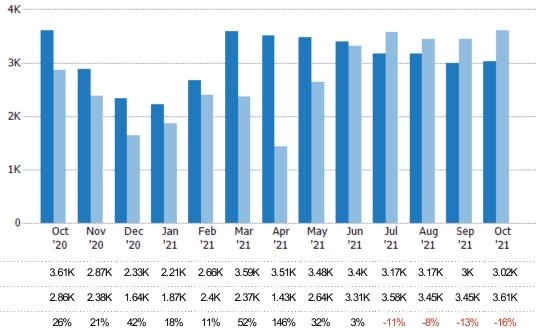
0												
Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
 2.91K	2.27K	1.56K	1.6K	1.72K	1.62K	1.91K	1.76K	2.03K	2.5K	2.42K	2.47K	2.19K
 3.67K	3.31K	2.25K	2.22K	2.82K	3.4K	3.34K	3.37K	3.11K	2.95K	3.04K	3.03K	3.09K
 3.13K	3.05K	3.13K	2.04K	1.93K	2.86K	3.45K	3.25K	3.52K	3.12K	2.94K	2.84K	2.76K

#### **New Pending Sales**

Active Pending Sold

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

Month/ Year	Count	% Chg.
Oct '21	3.02K	-16.3%
Oct '20	3.61K	26.4%
Oct '19	2.86K	-3.1%

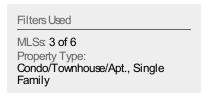




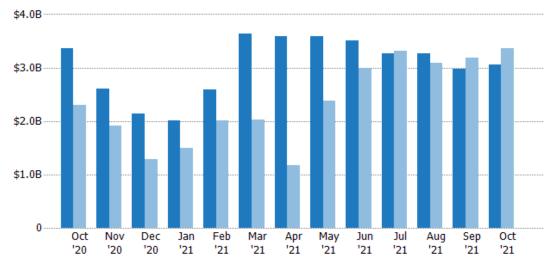


#### New Pending Sales Volume

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



Month/	\/al	0/ 01
Year	Volume	% Chg.
Oct '21	\$3.05B	-9.2%
Oct '20	\$3.36B	45.9%
Oct '19	\$2.3B	-3%



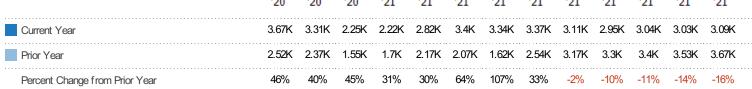
Current Year	\$3.36B	\$2.6B	\$2.14B	\$2.01B	\$2.59B	\$3.64B	\$3.58B	\$3.59B	\$3.51B	\$3.27B	\$3.26B	\$2.97B	\$3.05B
Prior Year	\$2.3B	\$1.91B	\$1.28B	\$1.49B	\$2.02B	\$2.03B	\$1.17B	\$2.38B	\$3B	\$3.31B	\$3.08B	\$3.19B	\$3.36B
Percent Change from Prior Year	46%	36%	67%	35%	28%	79%	206%	51%	17%	-1%	6%	-7%	-9%

#### **Pending Sales**

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

Month/ Year	Count	% Chg.
Oct '21	3.09K	-15.8%
Oct '20	3.67K	45.8%
Oct '19	2.52K	-5.1%



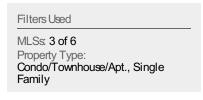




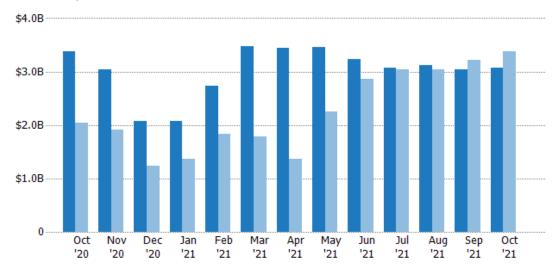


#### Pending Sales Volume

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



Volume	% Chg.
\$3.07B	-9.1%
\$3.38B	66%
\$2.03B	-3.2%
	\$3.07B \$3.38B



Current Year	\$3.38B	\$3.04B	\$2.07B	\$2.07B	\$2.73B	\$3.48B	\$3.44B	\$3.47B	\$3.23B	\$3.07B	\$3.11B	\$3.04B	\$3.07B
Prior Year	\$2.03B	\$1.92B	\$1.24B	\$1.36B	\$1.83B	\$1.79B	\$1.36B	\$2.25B	\$2.86B	\$3.04B	\$3.04B	\$3.21B	\$3.38B
Percent Change from Prior Year	66%	58%	68%	52%	49%	95%	153%	54%	13%	1%	2%	-5%	-9%

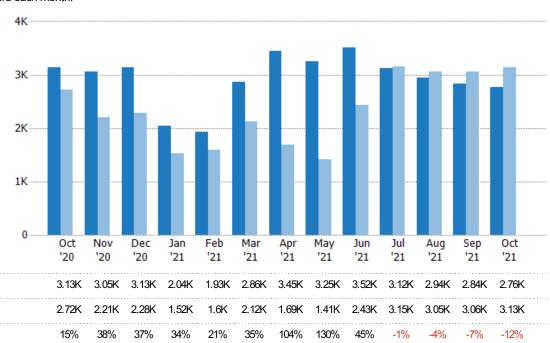
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used MLSs: 3 of 6 Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Count	% Chg.
Oct '21	2.76K	-12%
Oct '20	3.13K	15.1%
Oct '19	2.72K	0.1%

Percent Change from Prior Year



Current Year

Prior Year

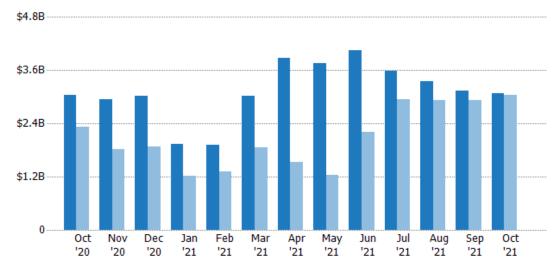


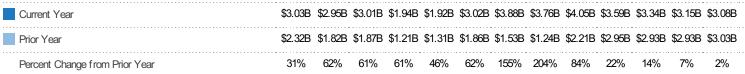
#### **Closed Sales Volume**

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



Volume	% Chg.
\$3.08B	1.6%
\$3.03B	30.6%
\$2.32B	-0.1%
	\$3.08B \$3.03B

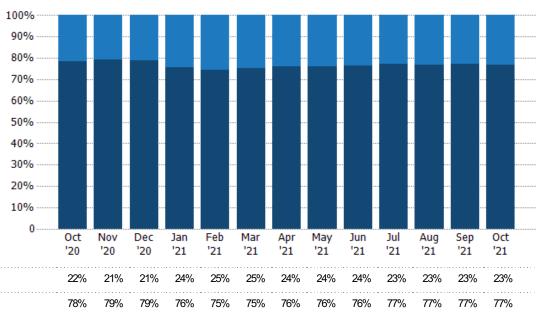




#### Closed Sales by Property Type

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

Filters Used
MLSs: 3 of 6 Property Type: Condo/Townhouse/Apt., Single Family



	'20	'20	'20	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21
Condo/Townhouse	22%	21%	21%	24%	25%	25%	24%	24%	24%	23%	23%	23%	23%
Single Family Residence	78%	79%			75%		76%				77%		77%





## Average Sales Price

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

MISs 3 of 6	
Property Type: Condo/Townhouse/Apt., Single Family	

Month/		
Year	Price	% Chg.
Oct '21	\$1.12M	15.4%
Oct '20	\$968K	13.5%
Oct '19	\$853K	-0.3%

	0 Oct '20	Nov '20	Dec '20	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21
	0			Jan		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
\$0	).5M												
\$1	L.0M												
\$1	L.5M												

Current Year	\$968K	\$967K	\$962K	\$952K	\$994K	\$1.06M	\$1.13M	\$1.16M	\$1.15M	\$1.15M	\$1.14M	\$1.11M	\$1.12N
Prior Year	\$853K	\$825K	\$820K	\$795K	\$820K	\$882K	\$901K	\$879K	\$909K	\$936K	\$960K	\$957K	\$968K
Percent Change from Prior Year	13%	17%	17%	20%	21%	20%	25%	32%	27%	23%	19%	16%	15%

#### Median Sales Price

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

Filters Used
MLSs 3 of 6 Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Price	% Chg.
Oct '21	\$930K	13.5%
Oct '20	\$820K	12.5%
Oct '19	\$729K	-1.9%

Percent Change from Prior Year

	)K												
\$750	0K												
\$500	0K												
\$250	)K												
	0												
	Oct '20	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
			20	21	21	21	21	21	21	-21	'21	'21	Oct '21
	\$820K							\$975K					'21
		\$840K	\$815K	\$805K	\$820K	\$890K	\$950K		\$955K	\$950K	\$937K	\$915K	'21 \$930K



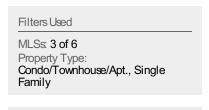
Current Year
Prior Year





#### 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.
Oct '21	\$573	12.8%
Oct '20	\$508	7.4%
Oct '19	\$473	1.5%

Current Year
Prior Year

450												
300												
150												
130												
0												
												0
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0'2
0 Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	

#### Median Sales Price per Sq Ft

Percent Change from Prior Year

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

6%

Filters Used

MLSs: 3 of 6

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

Month/ Year	Price/sq ft	% Chg.
Oct '21	\$560	12.4%
Oct '20	\$498	5.5%
Oct '19	\$472	-1%

Percent Change from Prior Year

50												
00												
50												
0												
0	Nov	Dec	Jan		Mar	Apr			Jul	Aug	Sep	
0												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	

11% 14%

Current Year
Prior Year



18%

15% 12%

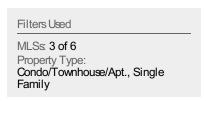
15%

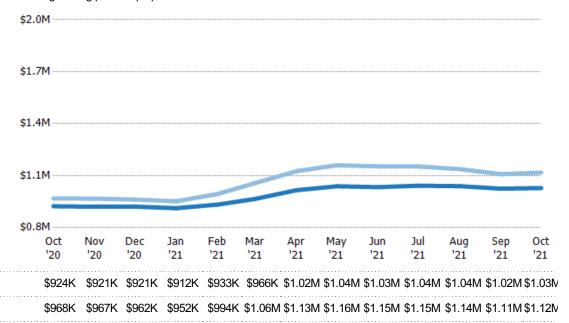
12%

15%

#### Average Sales Price vs Average Listing Price

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





107% 109% 111% 112% 112%

111%

#### Median Sales Price vs Median Listing Price

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

105%

105%

104%

104%

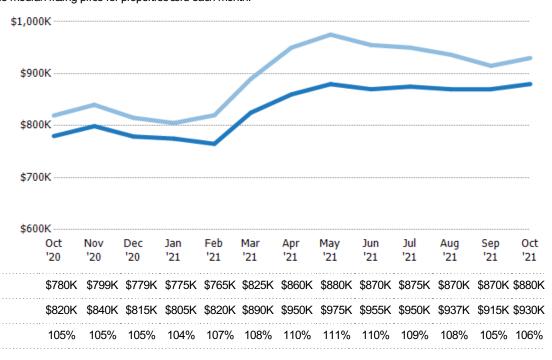
Filters Used

MLSs: 3 of 6
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

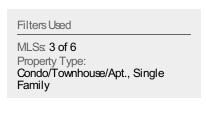
Median Sales Price

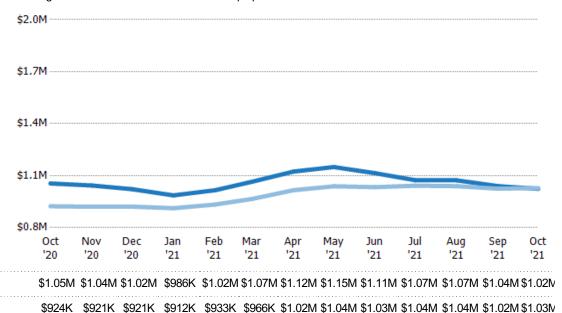
Med Sales Price as a % of Med List Price



#### 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.

88%

88%

90%

93%

92%

91%

90%

90%

93%

Filters Used

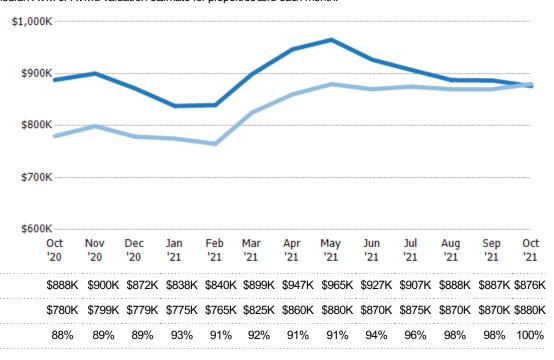
MLSs: 3 of 6

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



99% 100%



#### **Distressed Listings**

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

Filters Used

MLSs 3 of 6

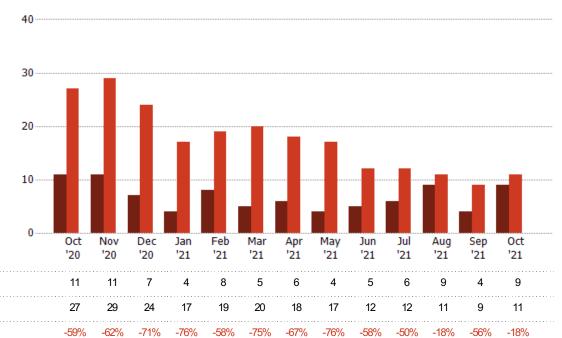
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Oct '21	9	-18.2%
Oct '20	11	-59.3%
Oct '19	27	33.3%

Percent Change from Prior Year

Current Year

Prior Year









## **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	<b>S</b>			Listing Activity Charts
Report Name: Mo	onthly Market Data Report	✓ New Listings		
Run Date: 11/19/2	021	Active Listings		
Scheduled: No		Avg/Med Listing Price		
Report Date Rang	ge: From 10/2020 To: 10/202	Av g/Med Listing Price per Sq Ft		
	-			Avg/Med Listing Price vs Est Value
Information Ind	cluded	Median Days in RPR		
✓ Include Cover	Sheet	✓ Months of Inventory		
☐ Include Key Me	etric Summary	Medians	Absorption Rate	
Include Metrics	s By			Sales Activity Charts
MLS Filter				✓ Active/Pending/Sold
	D = 14	1 : 1 . 141.0		✓ New Pending Sales
MLS:	Bay East Association of REALTORS®	bridgeMLS	Contra Costa Association of REALTORS®	✓ Pending Sales
				✓ Closed Sales
Listing Filters				✓ Avg/Med Sales Price
Property Types:	Condo/Townhouse/Apt.	Single Family		Avg/Med Sales Price per Sq Ft
				Avg/Med Sales Price vs Listing Price
Sales Types:	All			✓ Avg/Med Sales Price vs Est Value
Price Range:	None			Distressed Charts
Location Filter	·e			✓ Distressed Listings
_				☐ Distressed Sales
State:	All			
County:	All			Data Tables Using 10/2021 data
				Listing Activity by ZIP
ZIP Code:	All			Listing Activity by Metro Area
				Sales Activity by ZIP
				Sales Activity by Metro Area
				A Company of the Comp



