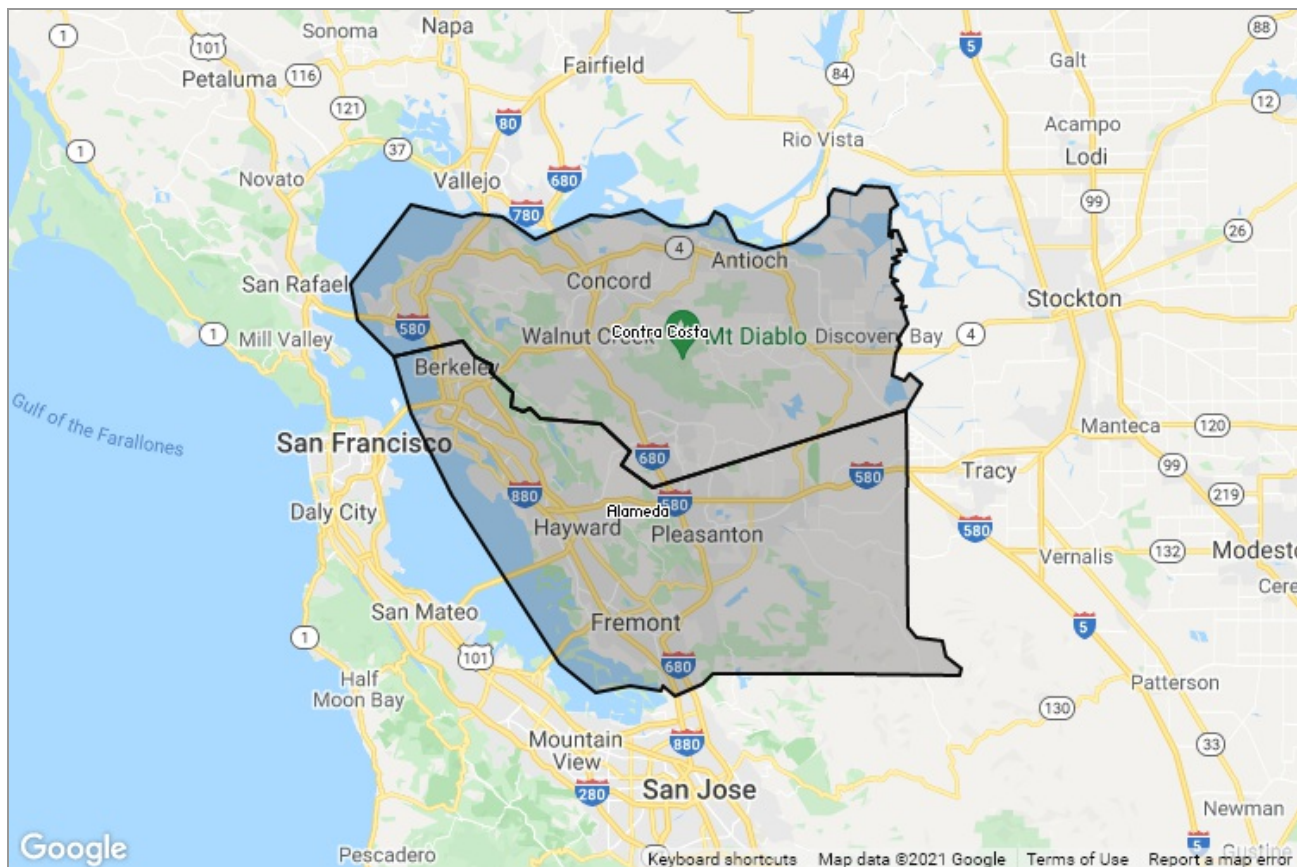


MARKET DATA REPORT

Monthly Market Report



Report Characteristics

Report Name:
Monthly Market Report

Report Date Range:
11/2020 – 11/2021

Filters Used:
Property Type

Avg/Med: Both

Run Date: 12/07/2021

Scheduled: No

Presented by

Bay East Association of REALTORS

Director, Industry Relations

(925) 730-4060

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

7021 Koll Center Parkway
Pleasanton, CA 94566

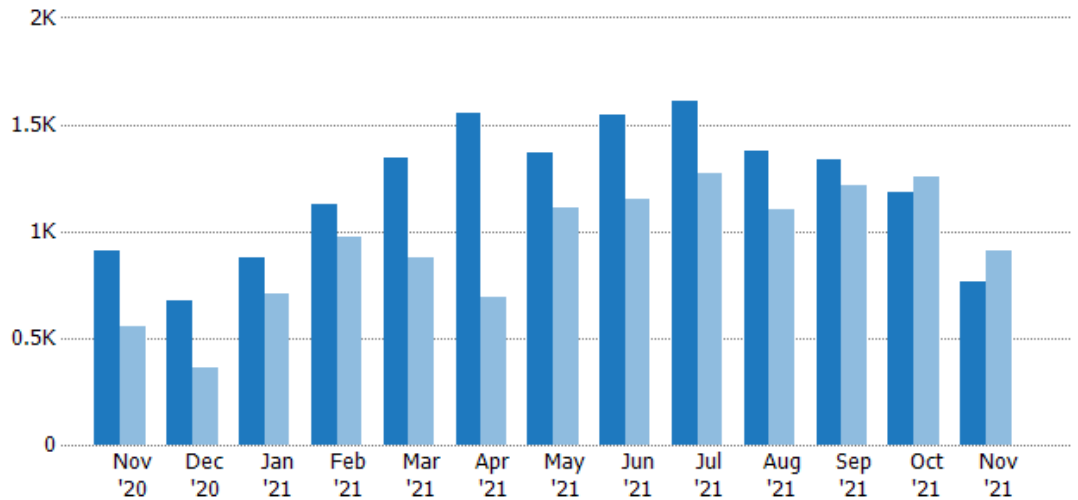
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '21	762	-16.2%
Nov '20	909	63.2%
Nov '19	557	39.7%



Current Year	909	675	877	1.12K	1.34K	1.55K	1.37K	1.55K	1.61K	1.38K	1.34K	1.18K	762
Prior Year	557	357	706	976	877	695	1.11K	1.15K	1.27K	1.11K	1.22K	1.26K	909
Percent Change from Prior Year	63%	89%	24%	15%	53%	123%	23%	35%	26%	25%	10%	-6%	-16%

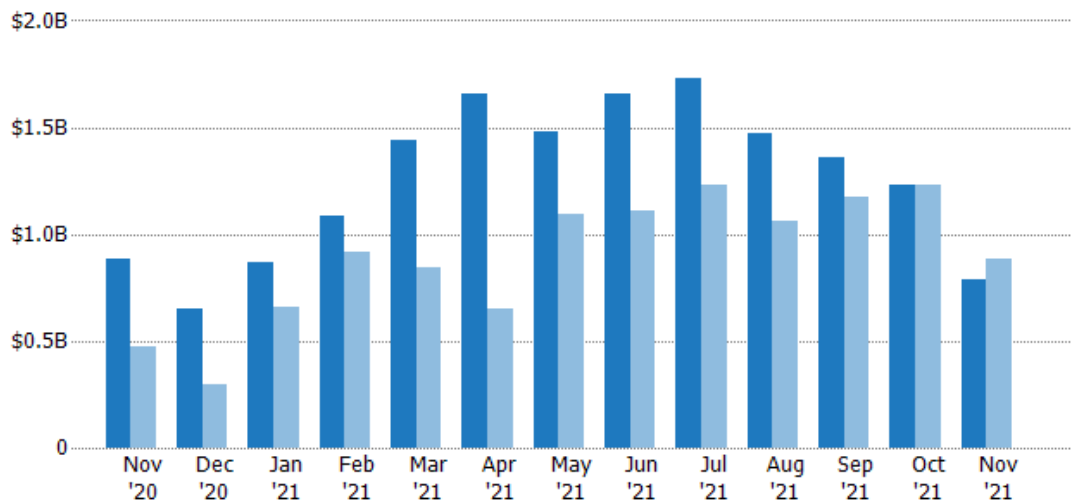
New Listing Volume

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.
Nov '21	\$790M	-10.4%
Nov '20	\$881M	87.2%
Nov '19	\$471M	42.3%



Current Year	\$881M	\$648M	\$869M	\$1.09B	\$1.44B	\$1.66B	\$1.48B	\$1.66B	\$1.73B	\$1.47B	\$1.36B	\$1.23B	\$790M
Prior Year	\$471M	\$296M	\$660M	\$919M	\$845M	\$650M	\$1.09B	\$1.11B	\$1.23B	\$1.06B	\$1.17B	\$1.23B	\$881M
Percent Change from Prior Year	87%	119%	32%	18%	71%	156%	36%	49%	40%	39%	16%	0%	-10%

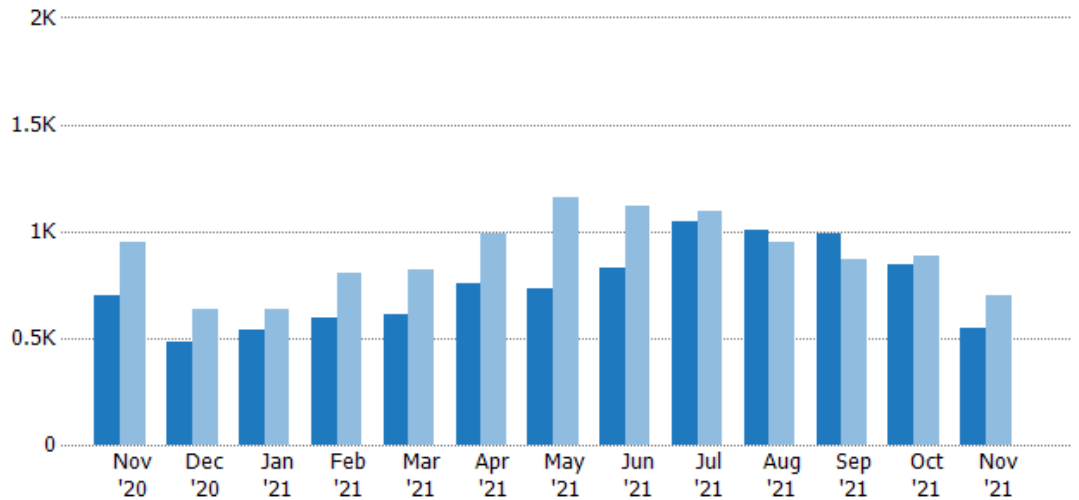
Active Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '21	544	-22.6%
Nov '20	703	-25.8%
Nov '19	948	36.6%



Current Year	703	478	541	597	609	753	732	826	1.04K	1K	988	848	544
Prior Year	948	638	638	800	821	986	1.16K	1.12K	1.1K	946	870	886	703
Percent Change from Prior Year	-26%	-25%	-15%	-25%	-26%	-24%	-37%	-26%	-5%	6%	14%	-4%	-23%

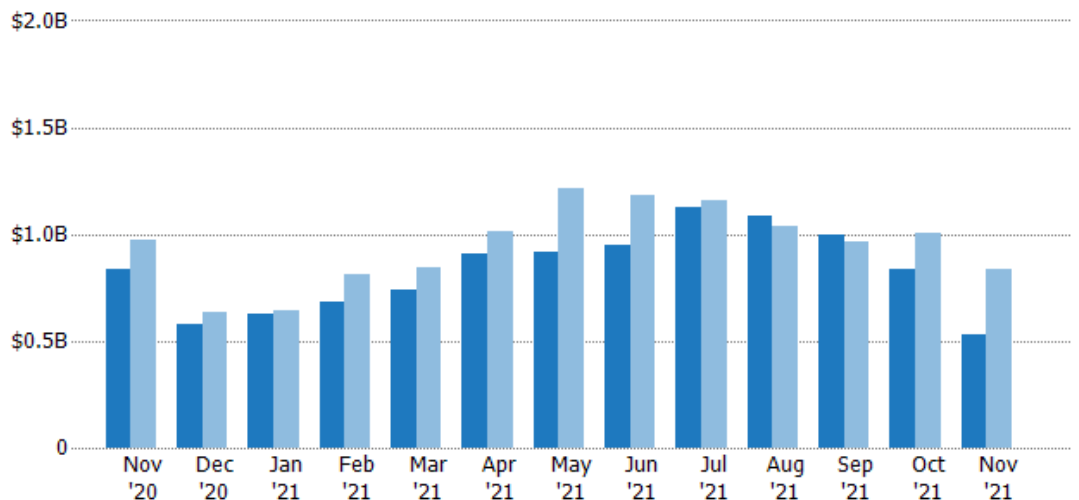
Active Listing Volume

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.
Nov '21	\$531M	-36.4%
Nov '20	\$834M	-14.1%
Nov '19	\$971M	19.6%



Current Year	\$834M	\$579M	\$623M	\$683M	\$736M	\$908M	\$917M	\$949M	\$1.13B	\$1.09B	\$1B	\$832M	\$531M
Prior Year	\$971M	\$638M	\$641M	\$813M	\$845M	\$1.01B	\$1.22B	\$1.18B	\$1.16B	\$1.04B	\$968M	\$1B	\$834M
Percent Change from Prior Year	-14%	-9%	-3%	-16%	-13%	-10%	-25%	-20%	-3%	5%	3%	-17%	-36%

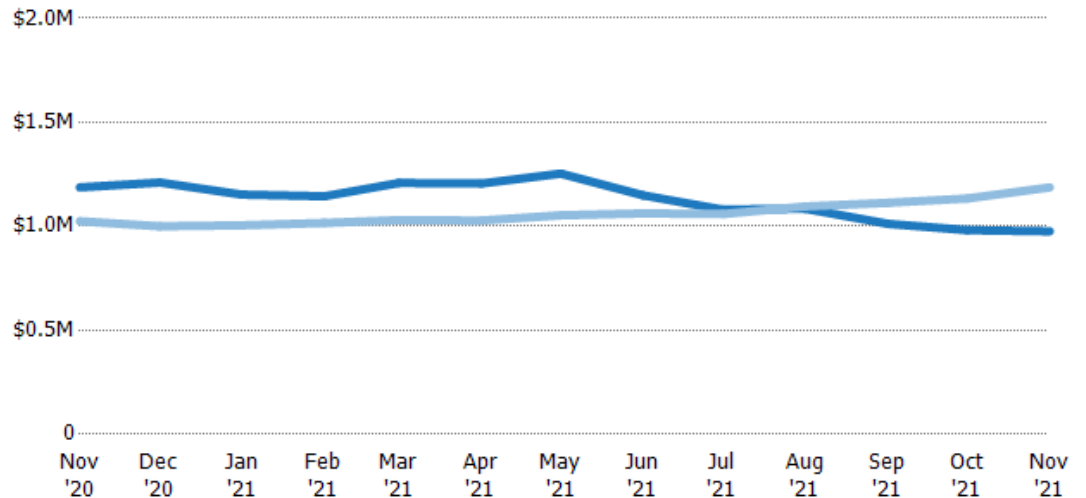
Average Listing Price

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.
Nov '21	\$976K	-17.8%
Nov '20	\$1.19M	15.9%
Nov '19	\$1.02M	-12.5%



Current Year	\$1.19M	\$1.21M	\$1.15M	\$1.14M	\$1.21M	\$1.21M	\$1.25M	\$1.15M	\$1.08M	\$1.08M	\$1.01M	\$981K	\$976K
Prior Year	\$1.02M	\$1M	\$1M	\$1.02M	\$1.03M	\$1.03M	\$1.05M	\$1.06M	\$1.06M	\$1.1M	\$1.11M	\$1.13M	\$1.19M
Percent Change from Prior Year	16%	21%	15%	13%	17%	17%	19%	8%	2%	-1%	-9%	-13%	-18%

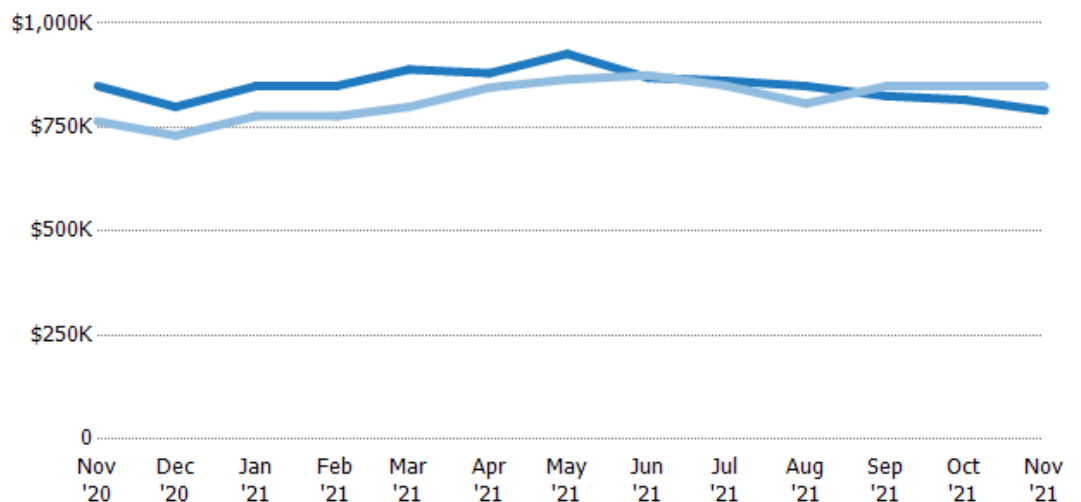
Median Listing Price

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.
Nov '21	\$790K	-6.9%
Nov '20	\$849K	11.1%
Nov '19	\$764K	-3.8%



Current Year	\$849K	\$799K	\$849K	\$849K	\$889K	\$880K	\$927K	\$869K	\$862K	\$849K	\$825K	\$816K	\$790K
Prior Year	\$764K	\$730K	\$777K	\$777K	\$799K	\$846K	\$865K	\$875K	\$850K	\$807K	\$849K	\$850K	\$849K
Percent Change from Prior Year	11%	9%	9%	9%	11%	4%	7%	-1%	1%	5%	-3%	-4%	-7%

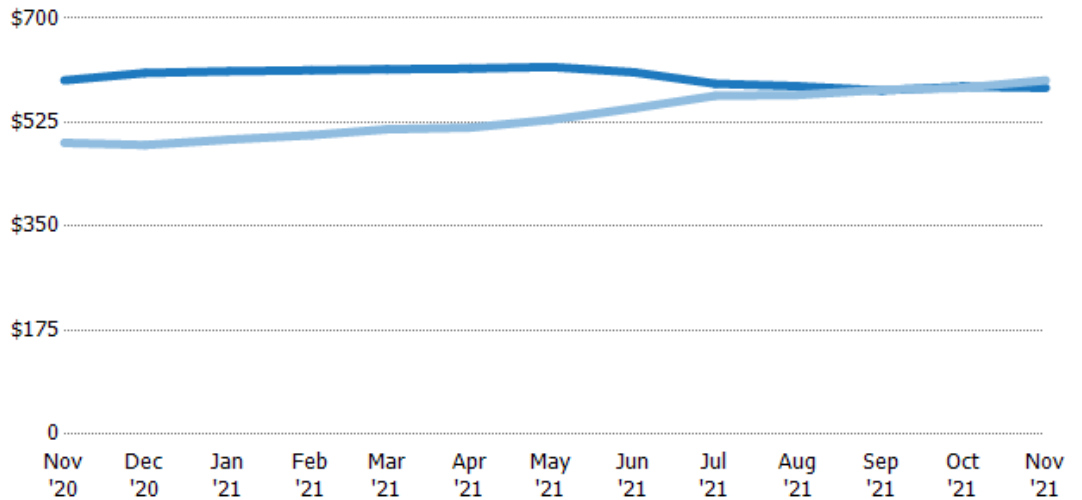
Average Listing Price per Sq Ft

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.
Nov '21	\$583	-2.1%
Nov '20	\$596	21.4%
Nov '19	\$490	0.7%



Current Year	\$596	\$608	\$611	\$613	\$614	\$615	\$618	\$609	\$590	\$586	\$579	\$585	\$583
Prior Year	\$490	\$487	\$496	\$503	\$513	\$516	\$529	\$549	\$570	\$571	\$580	\$583	\$596
Percent Change from Prior Year	21%	25%	23%	22%	20%	19%	17%	11%	4%	3%	0%	0%	-2%

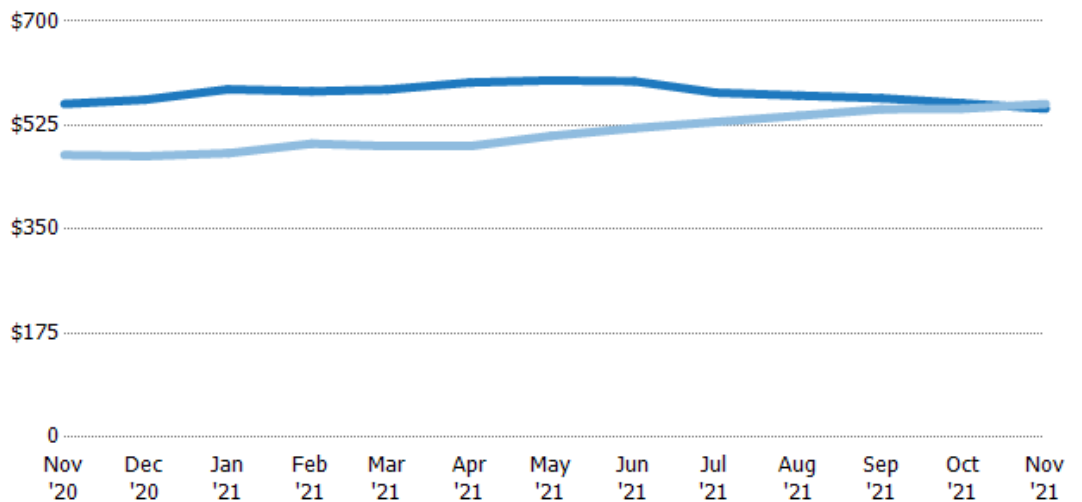
Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$553	-1.4%
Nov '20	\$561	18.1%
Nov '19	\$475	2.1%



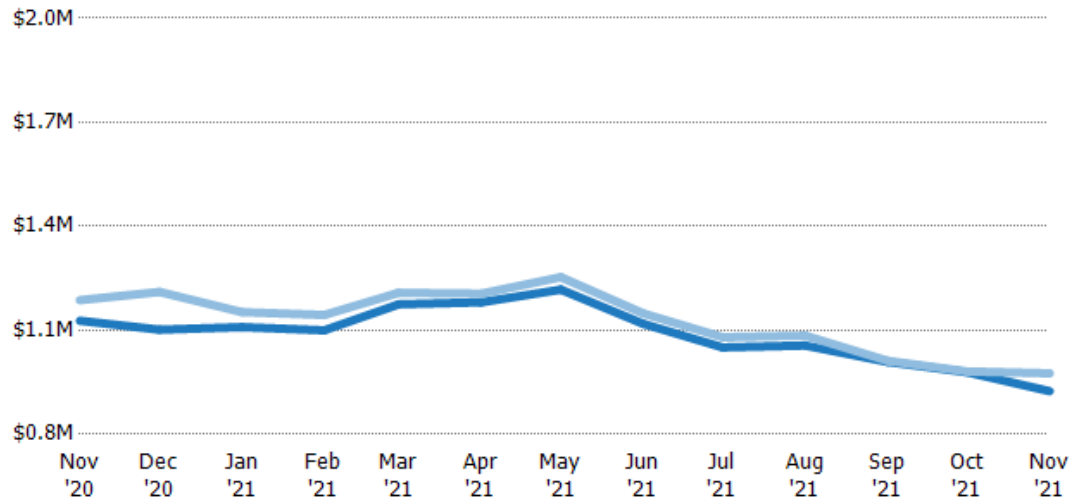
Current Year	\$561	\$568	\$586	\$582	\$585	\$597	\$601	\$599	\$580	\$575	\$571	\$562	\$553
Prior Year	\$475	\$473	\$478	\$494	\$490	\$490	\$507	\$520	\$531	\$541	\$552	\$553	\$561
Percent Change from Prior Year	18%	20%	22%	18%	19%	22%	18%	15%	9%	6%	3%	2%	-1%

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

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



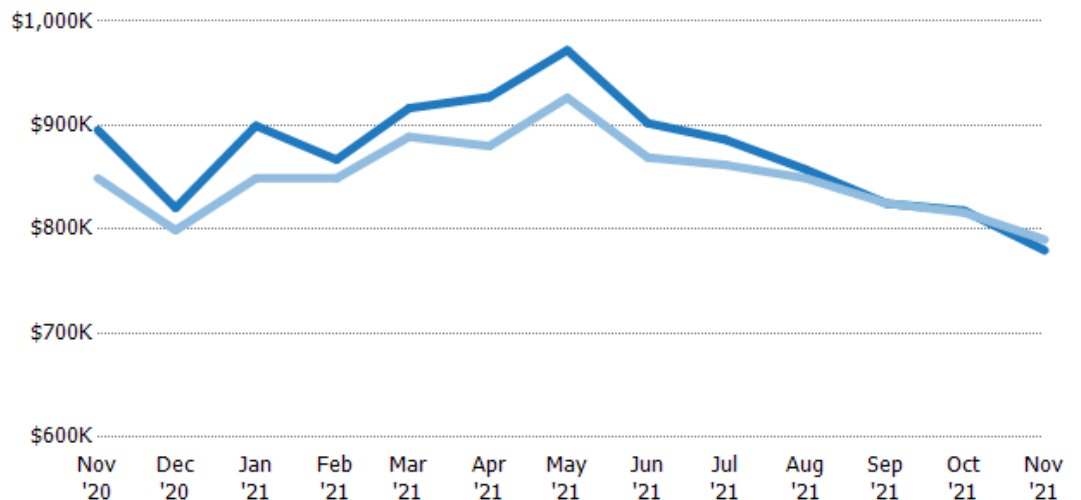
Avg Est Value	\$1.13M	\$1.1M	\$1.11M	\$1.1M	\$1.17M	\$1.18M	\$1.22M	\$1.12M	\$1.05M	\$1.06M	\$1.01M	\$979K	\$924K
Avg Listing Price	\$1.19M	\$1.21M	\$1.15M	\$1.14M	\$1.21M	\$1.21M	\$1.25M	\$1.15M	\$1.08M	\$1.08M	\$1.01M	\$981K	\$976K
Avg Listing Price as a % of Avg Est Value	105%	110%	104%	104%	103%	102%	103%	103%	103%	103%	100%	100%	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.

Filters Used

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



Median Est Value	\$895K	\$820K	\$900K	\$867K	\$916K	\$927K	\$972K	\$902K	\$886K	\$857K	\$825K	\$818K	\$780K
Median Listing Price	\$849K	\$799K	\$849K	\$849K	\$889K	\$880K	\$927K	\$869K	\$862K	\$849K	\$825K	\$816K	\$790K
Med Listing Price as a % of Med Est Value	95%	97%	94%	98%	97%	95%	95%	96%	97%	99%	100%	100%	101%

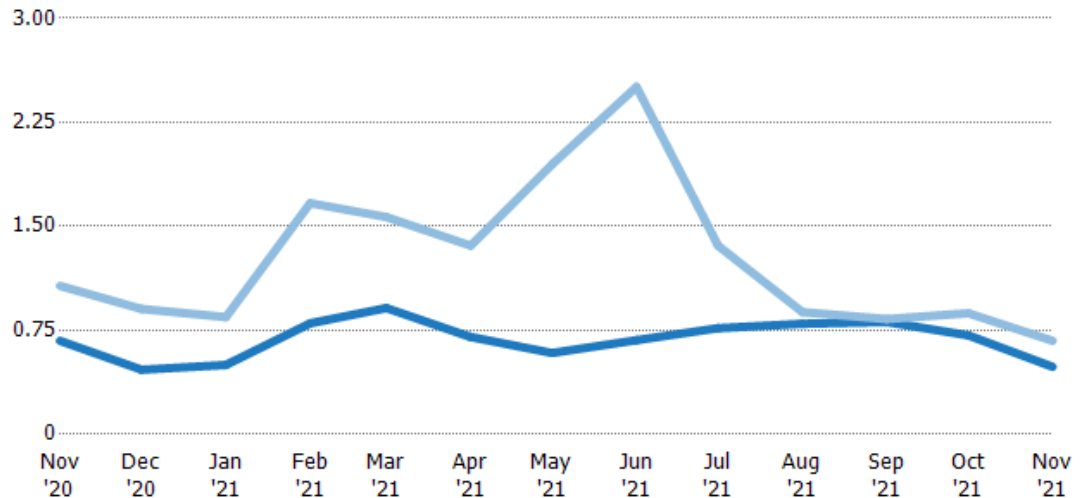
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Nov '21	0	-27.8%
Nov '20	0	-37%
Nov '19	1.07	39.1%



Current Year	0	0	0	0	0	0	0	0	0	0	0	0	0
Prior Year	1.07	0	0	1.67	1.57	1.36	1.95	2.51	1.36	0	0	0	0
Percent Change from Prior Year	-37%	-48%	-41%	-52%	-42%	-48%	-70%	-73%	-44%	-10%	-3%	-18%	-28%

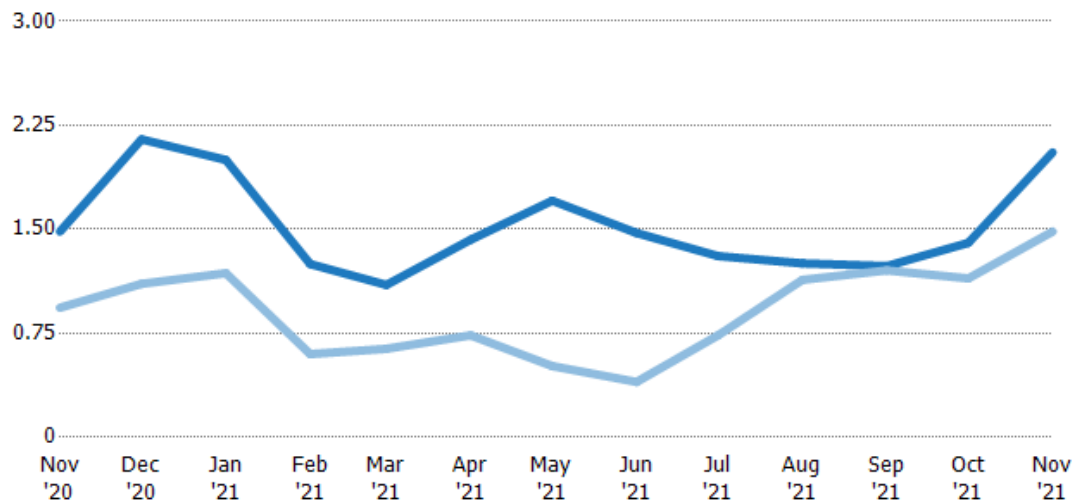
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Nov '21	206%	-57.2%
Nov '20	148%	-54.9%
Nov '19	93%	-28.1%



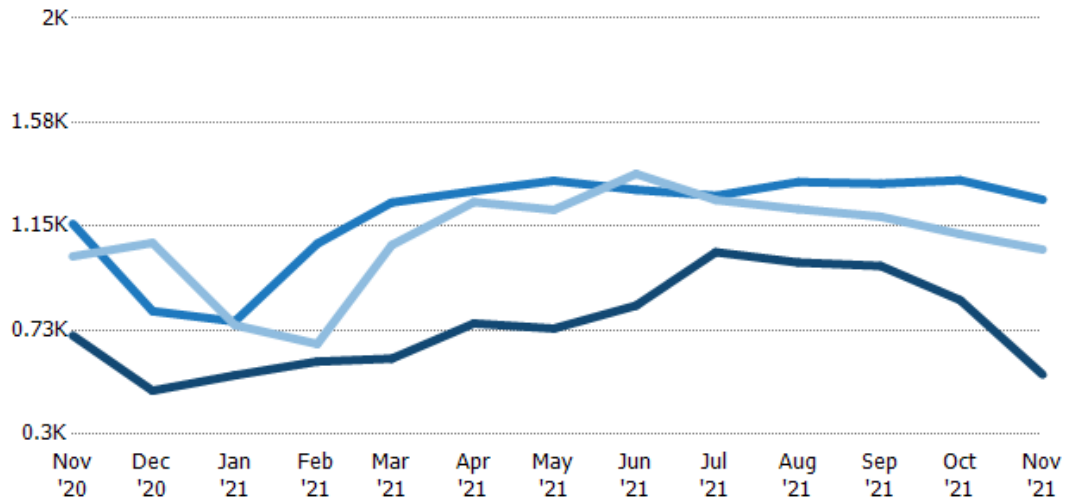
Current Year	148%	215%	200%	125%	110%	142%	171%	147%	131%	125%	123%	140%	206%
Prior Year	93%	111%	118%	60%	64%	74%	51%	40%	74%	114%	120%	115%	148%
Change from Prior Year	-55%	-104%	-82%	-65%	-46%	-69%	-119%	-107%	-57%	-12%	-3%	-26%	-57%

Active/Pending/Sold Units

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

Filters Used

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



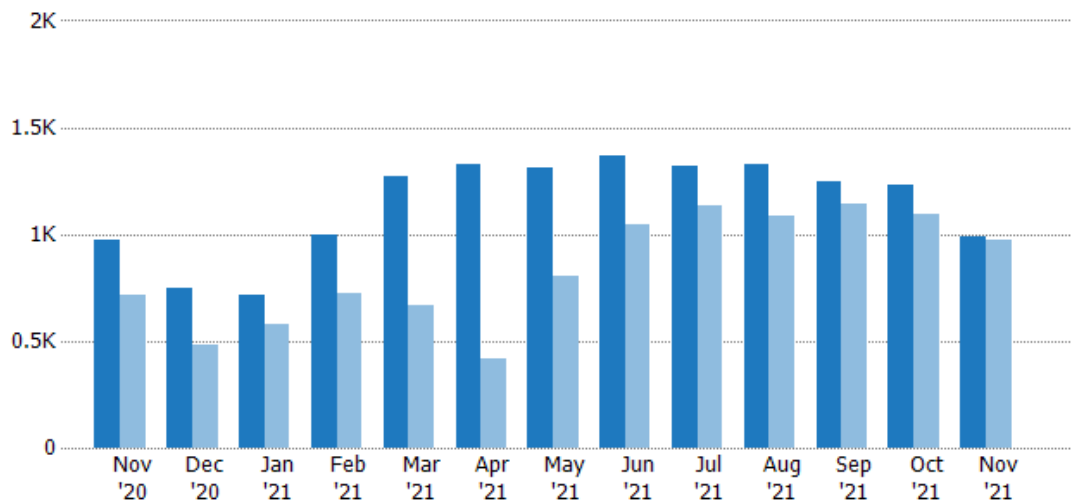
Active	703	478	541	597	609	753	732	826	1.04K	1K	988	848	544
Pending	1.16K	803	761	1.08K	1.25K	1.29K	1.34K	1.3K	1.28K	1.33K	1.32K	1.34K	1.26K
Sold	1.03K	1.08K	746	669	1.07K	1.25K	1.22K	1.36K	1.26K	1.22K	1.19K	1.12K	1.06K

New Pending Sales

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

Filters Used

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



Current Year	972	750	719	999	1.27K	1.33K	1.32K	1.36K	1.32K	1.33K	1.25K	1.23K	987
Prior Year	712	479	578	725	666	418	800	1.05K	1.14K	1.08K	1.14K	1.09K	972
Percent Change from Prior Year	37%	57%	24%	38%	91%	217%	64%	30%	16%	23%	9%	12%	2%

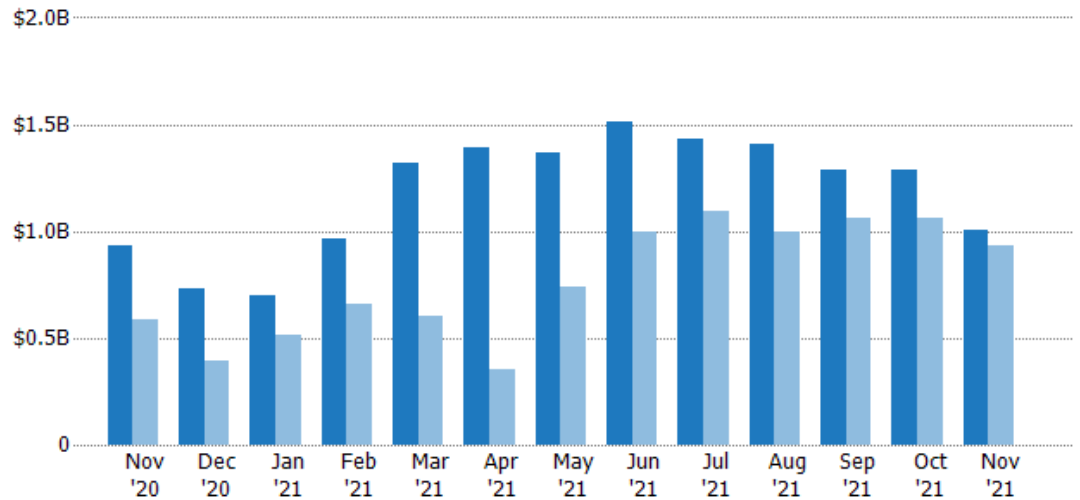
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '21	\$1.01B	8.3%
Nov '20	\$931M	58.2%
Nov '19	\$589M	-5.5%



Current Year	\$931M	\$731M	\$703M	\$961M	\$1.32B	\$1.39B	\$1.37B	\$1.51B	\$1.44B	\$1.4B	\$1.29B	\$1.28B	\$1.01B
Prior Year	\$589M	\$396M	\$512M	\$657M	\$603M	\$357M	\$743M	\$1B	\$1.09B	\$996M	\$1.06B	\$1.06B	\$931M
Percent Change from Prior Year	58%	85%	37%	46%	119%	289%	85%	51%	31%	41%	21%	21%	8%

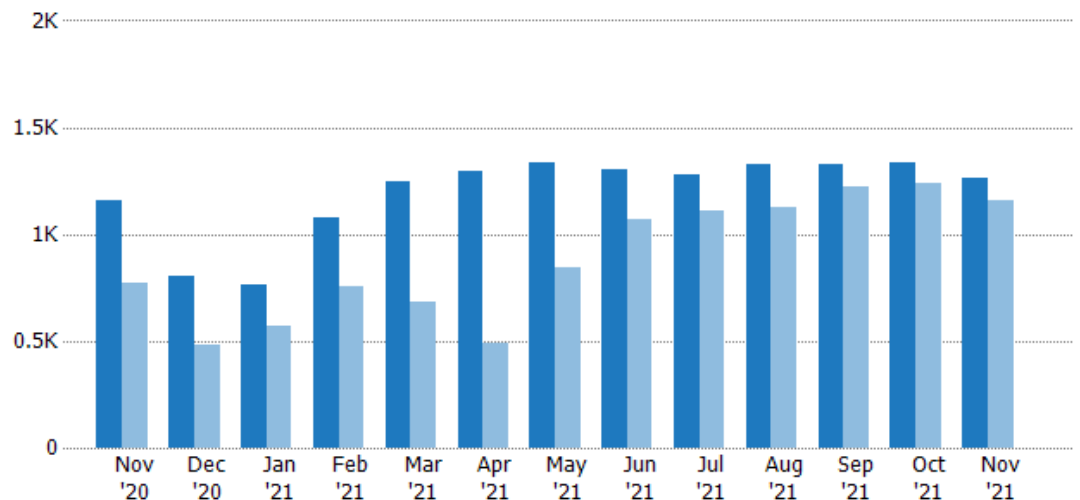
Pending Sales

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.
Nov '21	1.26K	8.5%
Nov '20	1.16K	50.5%
Nov '19	771	-16.2%



Current Year	1.16K	803	761	1.08K	1.25K	1.29K	1.34K	1.3K	1.28K	1.33K	1.32K	1.34K	1.26K
Prior Year	771	480	567	759	681	493	841	1.07K	1.11K	1.12K	1.22K	1.24K	1.16K
Percent Change from Prior Year	50%	67%	34%	42%	83%	162%	59%	22%	15%	19%	8%	8%	9%

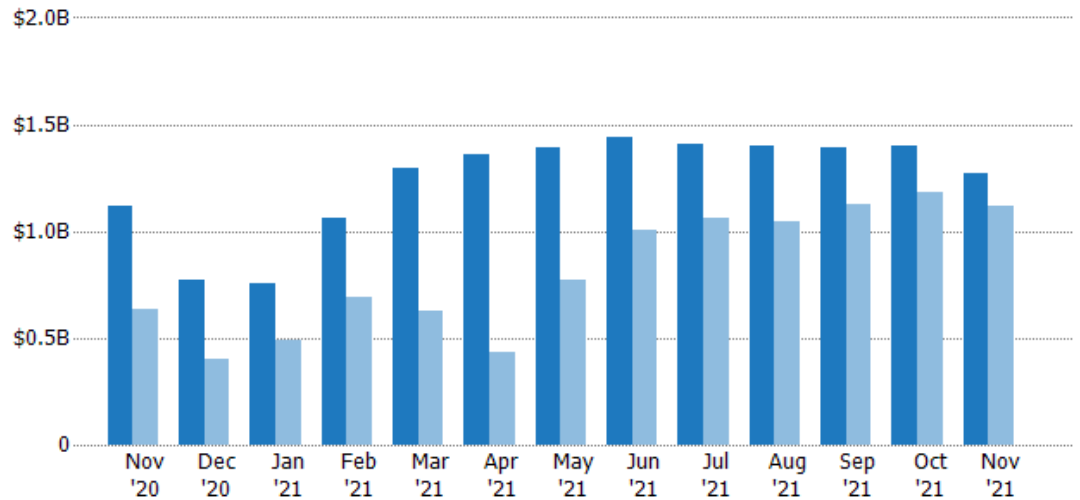
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '21	\$1.27B	13.6%
Nov '20	\$1.12B	75.6%
Nov '19	\$635M	-13.4%



Current Year	\$1.12B	\$769M	\$754M	\$1.06B	\$1.3B	\$1.36B	\$1.39B	\$1.44B	\$1.41B	\$1.4B	\$1.39B	\$1.4B	\$1.27B
Prior Year	\$635M	\$398M	\$493M	\$693M	\$625M	\$435M	\$768M	\$1.01B	\$1.07B	\$1.05B	\$1.12B	\$1.18B	\$1.12B
Percent Change from Prior Year	76%	93%	53%	53%	108%	212%	81%	43%	32%	34%	24%	18%	14%

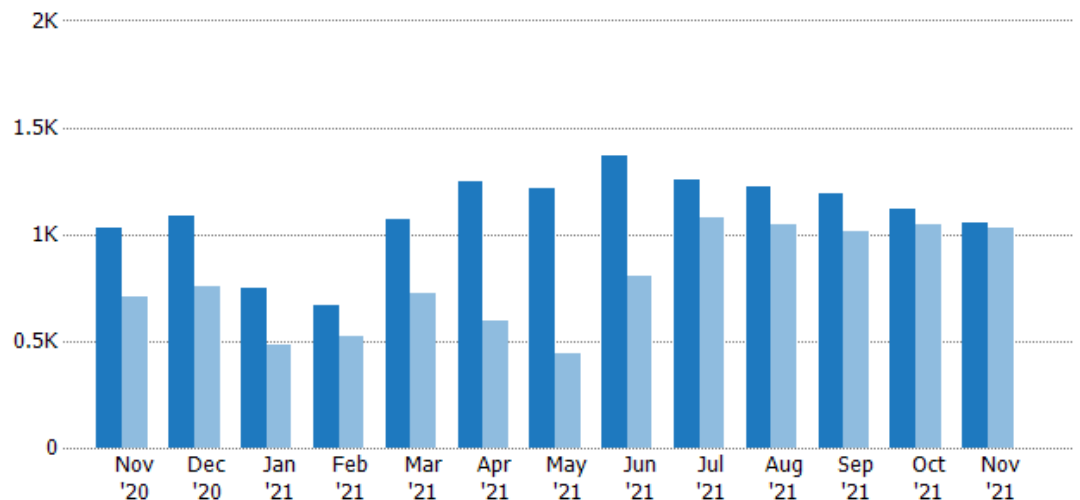
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '21	1.06K	2.7%
Nov '20	1.03K	45.5%
Nov '19	706	3.7%



Current Year	1.03K	1.08K	746	669	1.07K	1.25K	1.22K	1.36K	1.26K	1.22K	1.19K	1.12K	1.06K
Prior Year	706	755	480	524	725	594	445	807	1.07K	1.05K	1.02K	1.04K	1.03K
Percent Change from Prior Year	45%	43%	55%	28%	48%	110%	173%	69%	17%	17%	17%	7%	3%

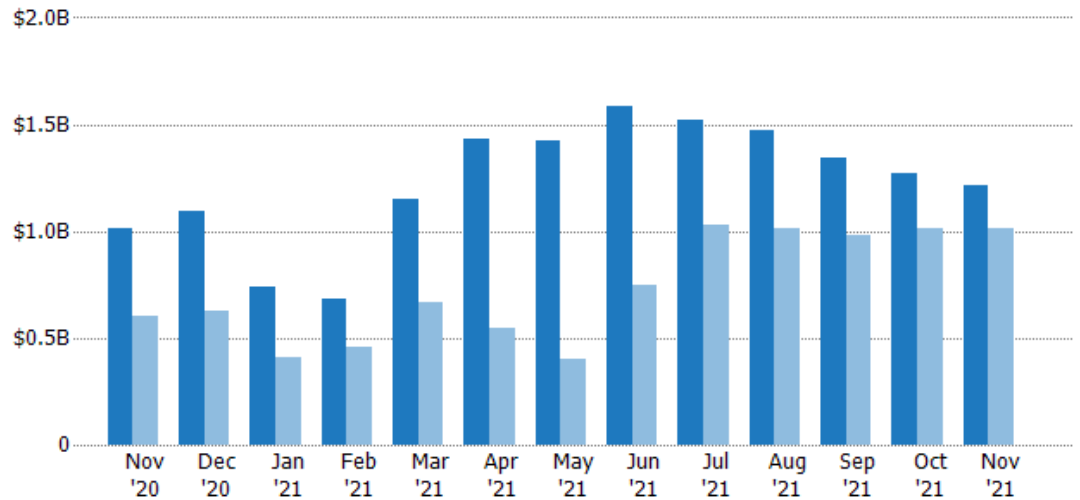
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '21	\$1.22B	20.4%
Nov '20	\$1.01B	68.4%
Nov '19	\$600M	3.9%



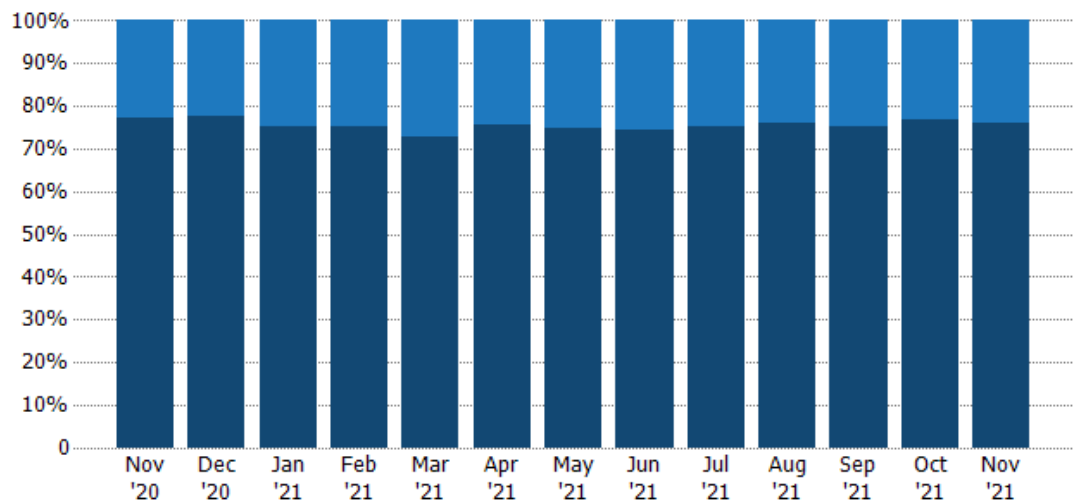
Current Year	\$1.01B	\$1.09B	\$736M	\$683M	\$1.15B	\$1.43B	\$1.42B	\$1.58B	\$1.52B	\$1.47B	\$1.34B	\$1.27B	\$1.22B
Prior Year	\$600M	\$623M	\$409M	\$458M	\$670M	\$547M	\$404M	\$751M	\$1.03B	\$1.01B	\$984M	\$1.01B	\$1.01B
Percent Change from Prior Year	68%	75%	80%	49%	72%	162%	252%	111%	48%	45%	36%	26%	20%

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	23%	22%	25%	25%	27%	24%	25%	25%	25%	24%	25%	23%	24%
Single Family Residence	77%	78%	75%	75%	73%	76%	75%	75%	75%	76%	75%	77%	76%

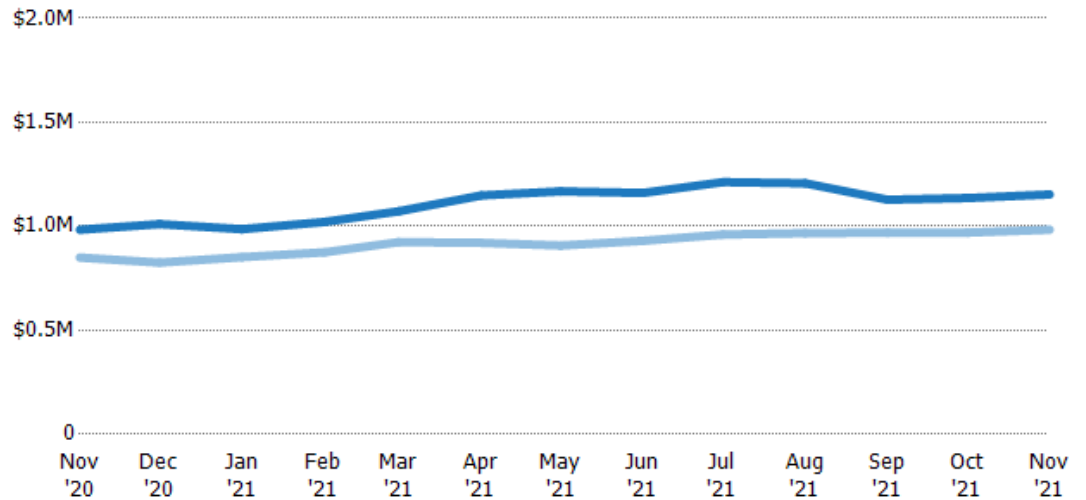
Average Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '21	\$1.15M	17.2%
Nov '20	\$983K	15.8%
Nov '19	\$849K	0.4%



Current Year	\$983K	\$1.01M	\$986K	\$1.02M	\$1.07M	\$1.15M	\$1.17M	\$1.16M	\$1.21M	\$1.21M	\$1.13M	\$1.14M	\$1.15M
Prior Year	\$849K	\$825K	\$852K	\$875K	\$924K	\$921K	\$908K	\$930K	\$960K	\$967K	\$969K	\$970K	\$983K
Percent Change from Prior Year	16%	22%	16%	17%	16%	25%	29%	25%	26%	25%	16%	17%	17%

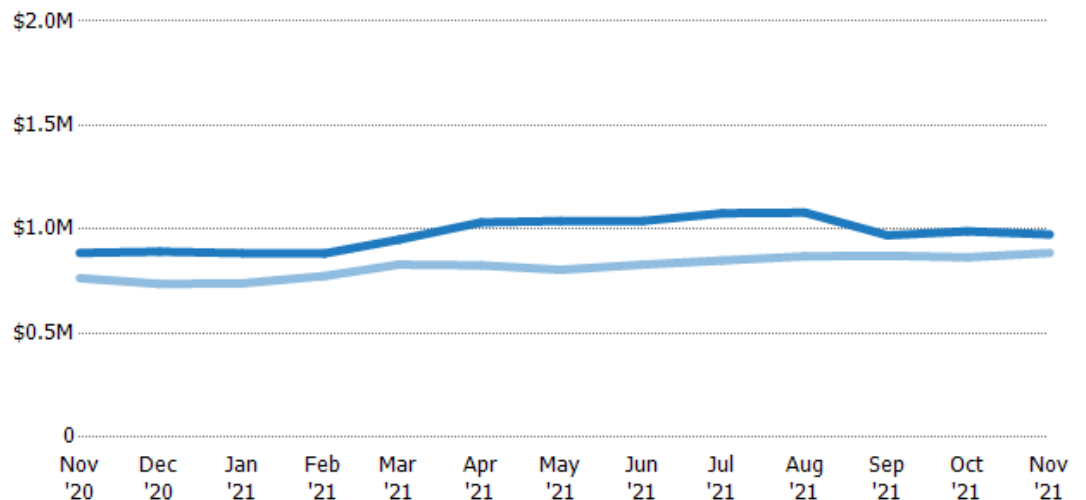
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '21	\$975K	10%
Nov '20	\$886K	15.8%
Nov '19	\$765K	0.6%



Current Year	\$886K	\$893K	\$885K	\$884K	\$950K	\$1.03M	\$1.04M	\$1.04M	\$1.08M	\$1.08M	\$971K	\$990K	\$975K
Prior Year	\$765K	\$738K	\$740K	\$775K	\$830K	\$827K	\$805K	\$830K	\$850K	\$870K	\$873K	\$865K	\$886K
Percent Change from Prior Year	16%	21%	20%	14%	14%	25%	29%	25%	27%	24%	11%	14%	10%

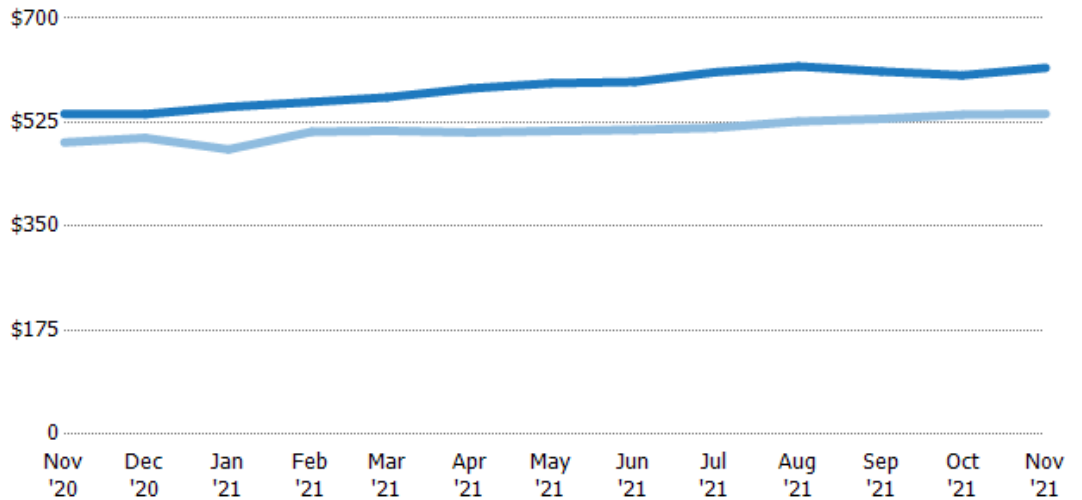
Average Sales Price per Sq Ft

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.
Nov '21	\$617	14.4%
Nov '20	\$539	9.8%
Nov '19	\$491	4%



Current Year	\$539	\$539	\$551	\$559	\$567	\$582	\$591	\$593	\$609	\$619	\$611	\$604	\$617
Prior Year	\$491	\$499	\$479	\$509	\$511	\$508	\$510	\$512	\$516	\$526	\$531	\$538	\$539
Percent Change from Prior Year	10%	8%	15%	10%	11%	15%	16%	16%	18%	18%	15%	12%	14%

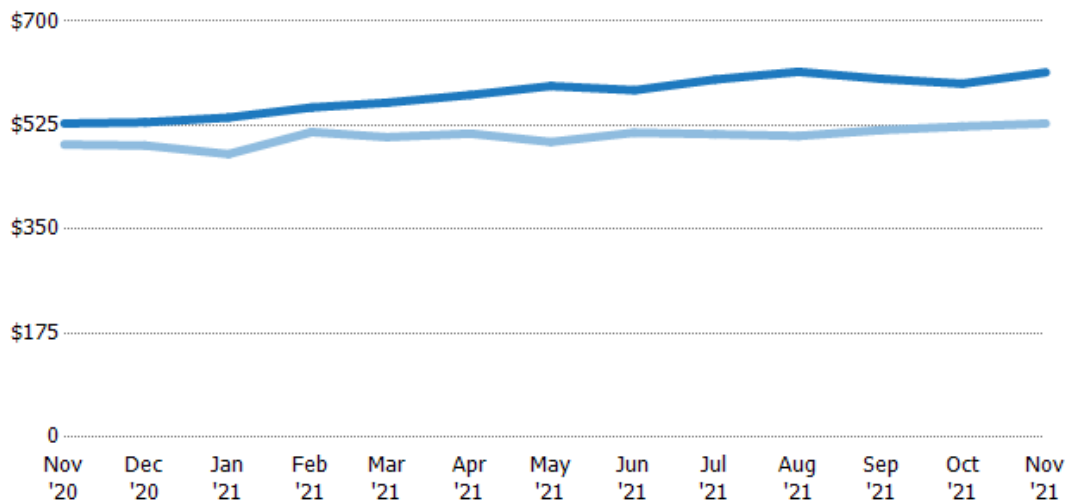
Median Sales Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$614	16.3%
Nov '20	\$528	7.2%
Nov '19	\$493	2.5%



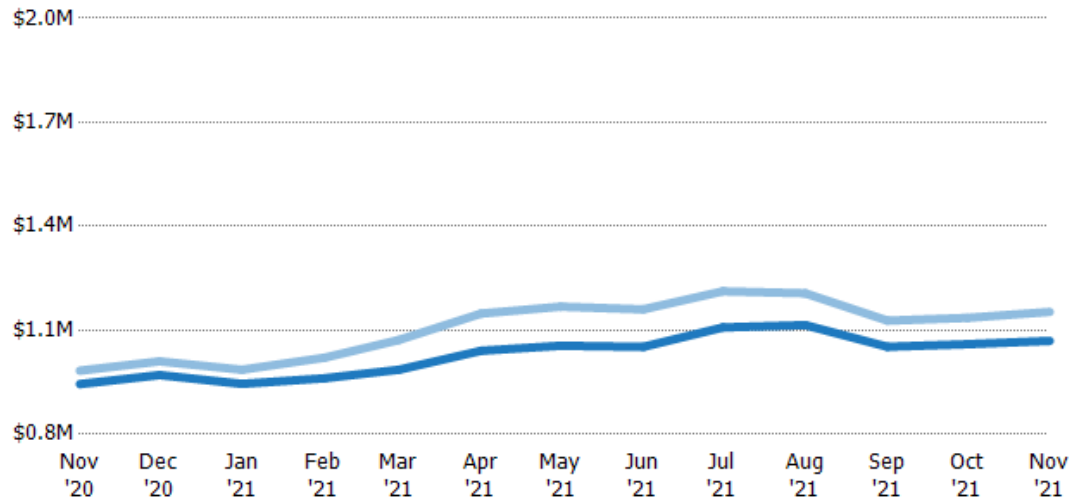
Current Year	\$528	\$530	\$538	\$555	\$563	\$576	\$591	\$584	\$602	\$615	\$603	\$595	\$614
Prior Year	\$493	\$491	\$477	\$514	\$505	\$511	\$497	\$513	\$510	\$507	\$517	\$523	\$528
Percent Change from Prior Year	7%	8%	13%	8%	11%	13%	19%	14%	18%	21%	17%	14%	16%

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

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



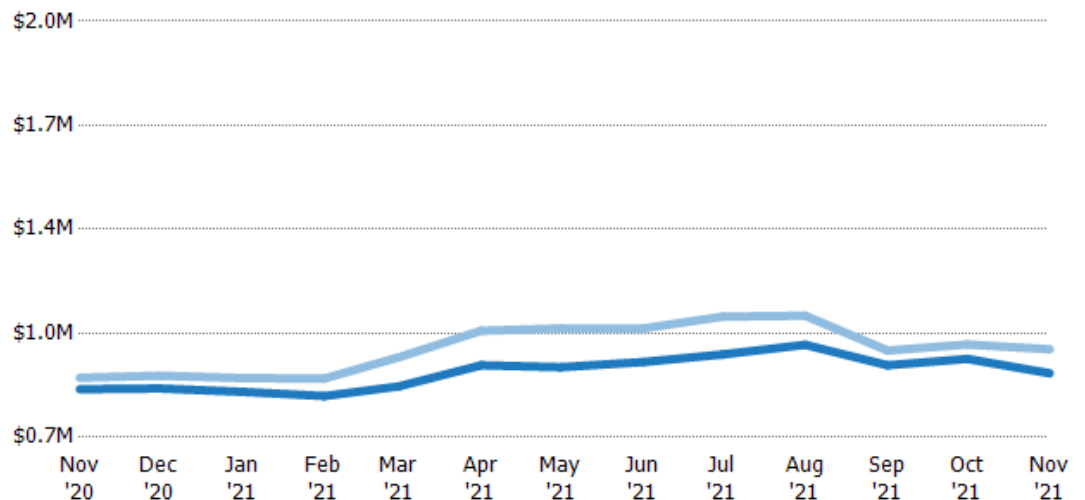
Avg List Price	\$945K	\$971K	\$945K	\$962K	\$986K	\$1.04M	\$1.06M	\$1.05M	\$1.11M	\$1.12M	\$1.05M	\$1.06M	\$1.07M
Avg Sales Price	\$983K	\$1.01M	\$986K	\$1.02M	\$1.07M	\$1.15M	\$1.17M	\$1.16M	\$1.21M	\$1.21M	\$1.13M	\$1.14M	\$1.15M
Avg Sales Price as a % of Avg List Price	104%	104%	104%	106%	109%	110%	111%	110%	109%	108%	107%	107%	108%

Median Sales Price vs Median Listing Price

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

Filters Used

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



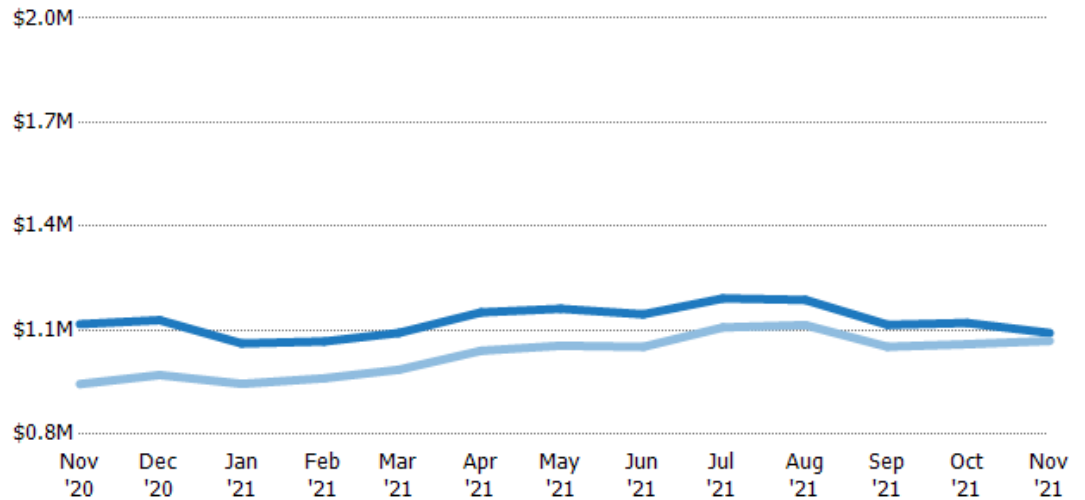
Median List Price	\$850K	\$853K	\$842K	\$829K	\$859K	\$925K	\$919K	\$935K	\$959K	\$989K	\$925K	\$945K	\$900K
Median Sales Price	\$886K	\$893K	\$885K	\$884K	\$950K	\$1.03M	\$1.04M	\$1.04M	\$1.08M	\$1.08M	\$971K	\$990K	\$975K
Med Sales Price as a % of Med List Price	104%	105%	105%	107%	111%	112%	113%	111%	112%	109%	105%	105%	108%

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

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



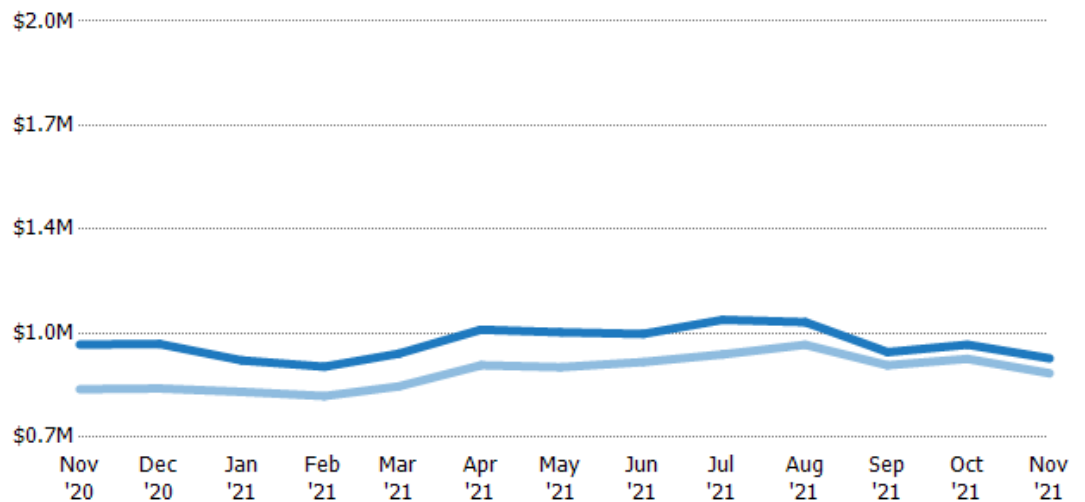
Avg Est Value	\$1.12M	\$1.13M	\$1.06M	\$1.07M	\$1.09M	\$1.15M	\$1.16M	\$1.15M	\$1.19M	\$1.19M	\$1.12M	\$1.12M	\$1.09M
Avg Sales Price	\$945K	\$971K	\$945K	\$962K	\$986K	\$1.04M	\$1.06M	\$1.05M	\$1.11M	\$1.12M	\$1.05M	\$1.06M	\$1.07M
Avg Sales Price as a % of Avg Est Value	85%	86%	89%	90%	90%	90%	91%	92%	93%	94%	94%	95%	98%

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.

Filters Used

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



Median Est Value	\$990K	\$992K	\$940K	\$920K	\$961K	\$1.04M	\$1.03M	\$1.02M	\$1.07M	\$1.06M	\$966K	\$989K	\$947K
Median Sales Price	\$850K	\$853K	\$842K	\$829K	\$859K	\$925K	\$919K	\$935K	\$959K	\$989K	\$925K	\$945K	\$900K
Med Sales Price as a % of Med Est Value	86%	86%	90%	90%	89%	89%	89%	91%	90%	93%	96%	96%	95%

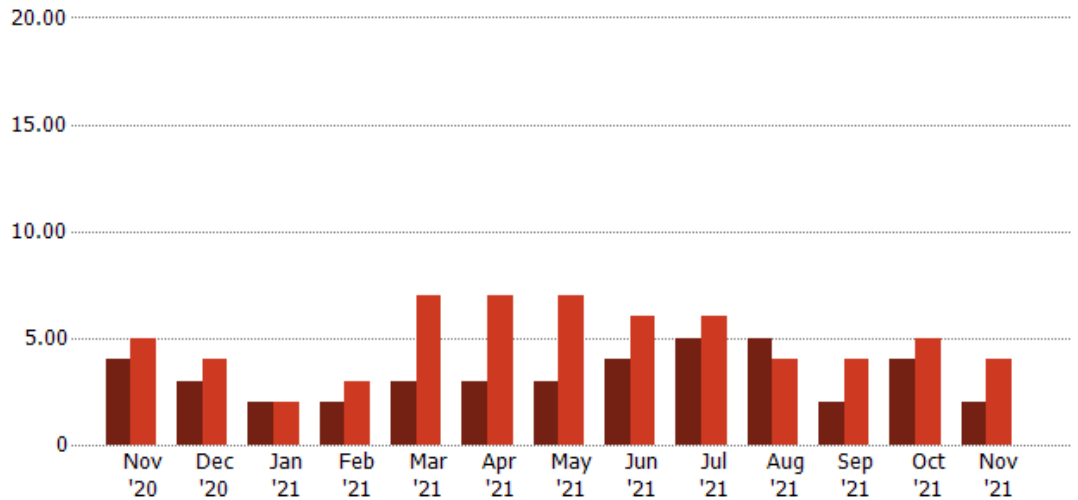
Distressed Listings

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.
Nov '21	2	-50%
Nov '20	4	-20%
Nov '19	5	100%



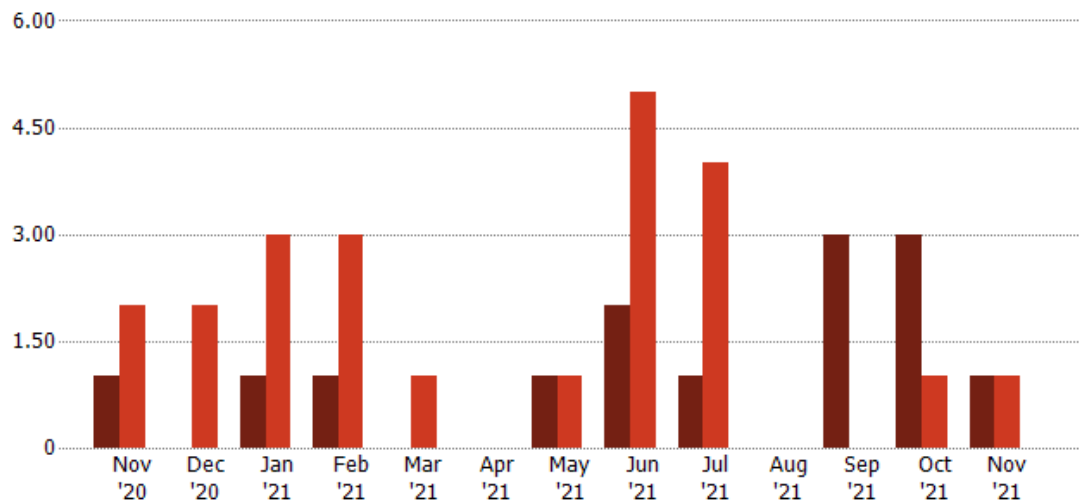
Current Year	4	3	2	2	3	3	3	4	5	5	2	4	2
Prior Year	5	4	2	3	7	7	7	6	6	4	4	5	4
Percent Change from Prior Year	-20%	-25%	0%	-33%	-57%	-57%	-57%	-33%	-17%	25%	-50%	-20%	-50%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



Current Year	1	-	1	1	-	-	1	2	1	-	3	3	1
Prior Year	2	2	3	3	1	-	1	5	4	-	-	1	1
Percent Change from Prior Year	-50%	-100%	-67%	-67%	-100%	-	0%	-60%	-75%	-	100%	200%	0%