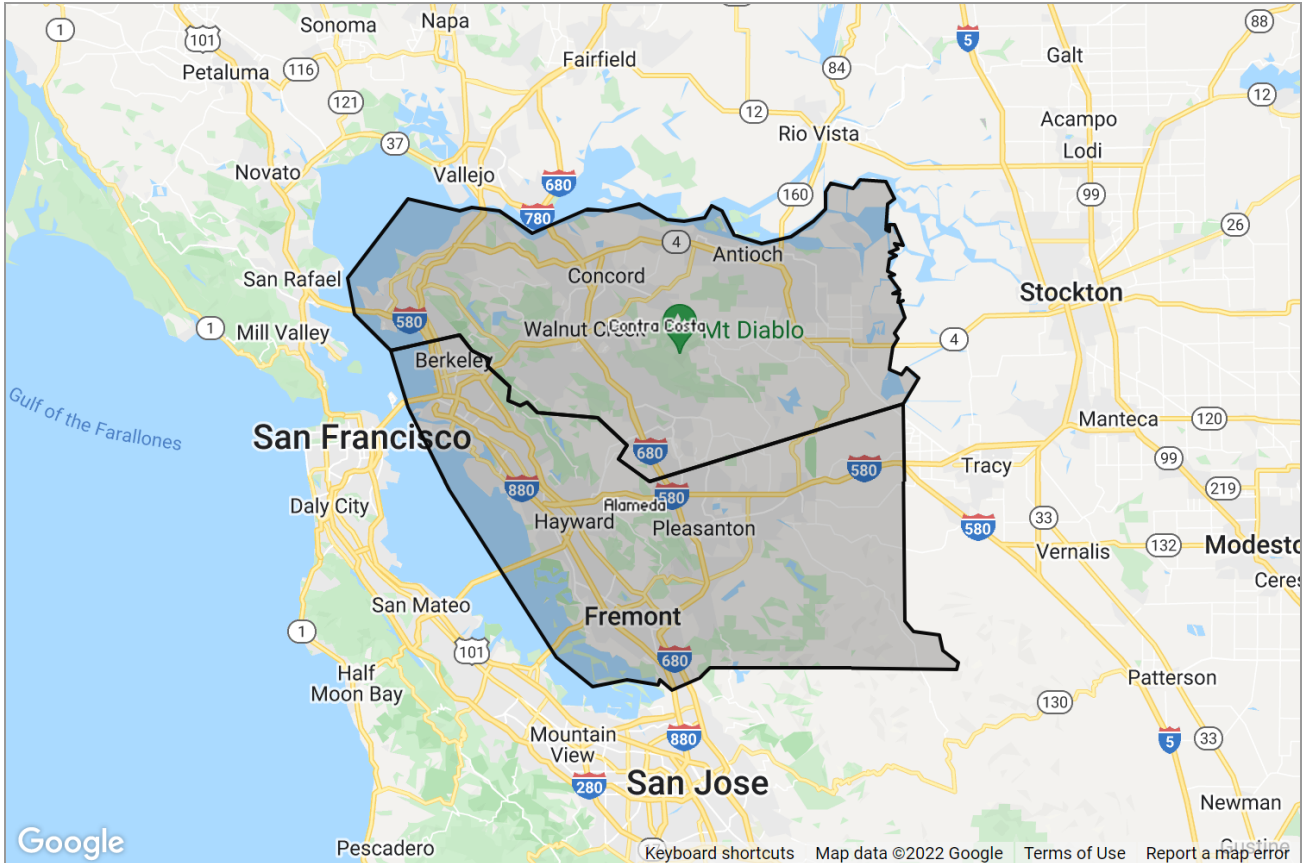


MARKET DATA REPORT

Monthly Market Report



Report Characteristics

Report Name:
Monthly Market Report

Report Date Range:
2/2021 – 2/2022

Filters Used:
Property Type

Avg/Med: Both

Run Date: 03/04/2022

Scheduled: Yes

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

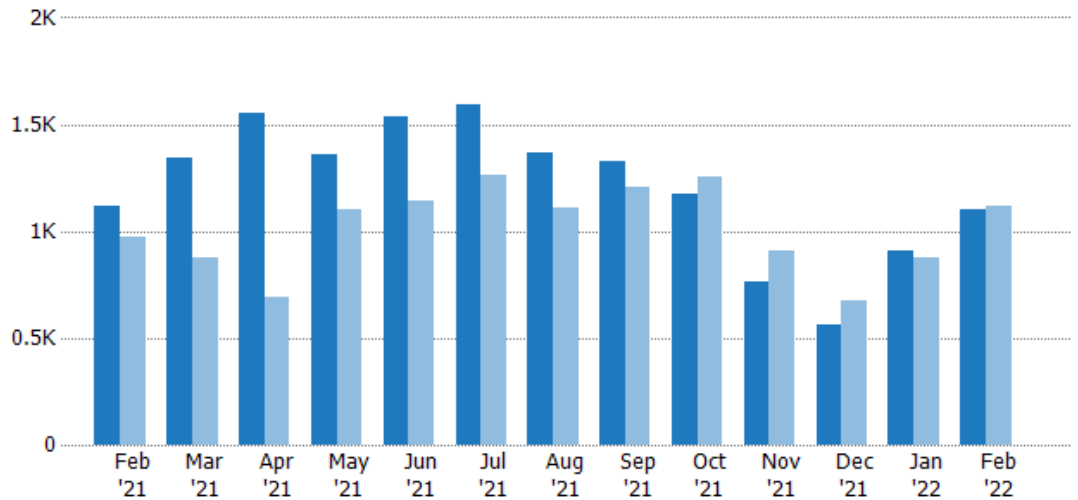
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Feb '22	1.1K	-1.8%
Feb '21	1.12K	15.5%
Feb '20	970	-6.9%



Current Year	1.12K	1.34K	1.55K	1.36K	1.54K	1.59K	1.37K	1.33K	1.18K	760	566	911	1.1K
Prior Year	970	875	692	1.11K	1.14K	1.27K	1.11K	1.21K	1.26K	908	675	874	1.12K
Percent Change from Prior Year	15%	54%	124%	23%	35%	26%	23%	10%	-6%	-16%	-16%	4%	-2%

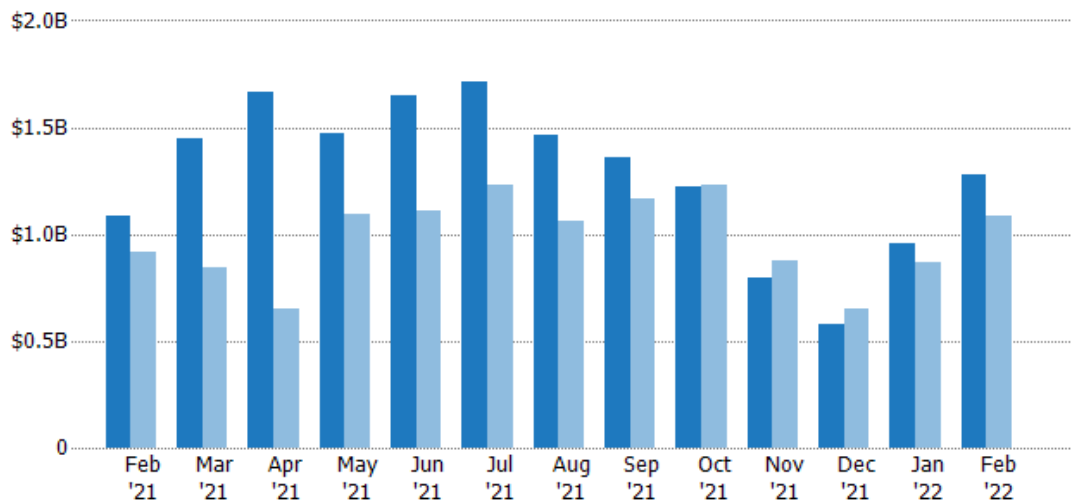
New Listing Volume

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.
Feb '22	\$1.28B	17.9%
Feb '21	\$1.08B	18.7%
Feb '20	\$913M	-12.6%



Current Year	\$1.08B	\$1.45B	\$1.66B	\$1.47B	\$1.65B	\$1.71B	\$1.46B	\$1.36B	\$1.23B	\$792M	\$579M	\$957M	\$1.28B
Prior Year	\$913M	\$844M	\$648M	\$1.09B	\$1.11B	\$1.23B	\$1.06B	\$1.17B	\$1.23B	\$879M	\$647M	\$865M	\$1.08B
Percent Change from Prior Year	19%	71%	157%	35%	49%	39%	38%	16%	0%	-10%	-11%	11%	18%

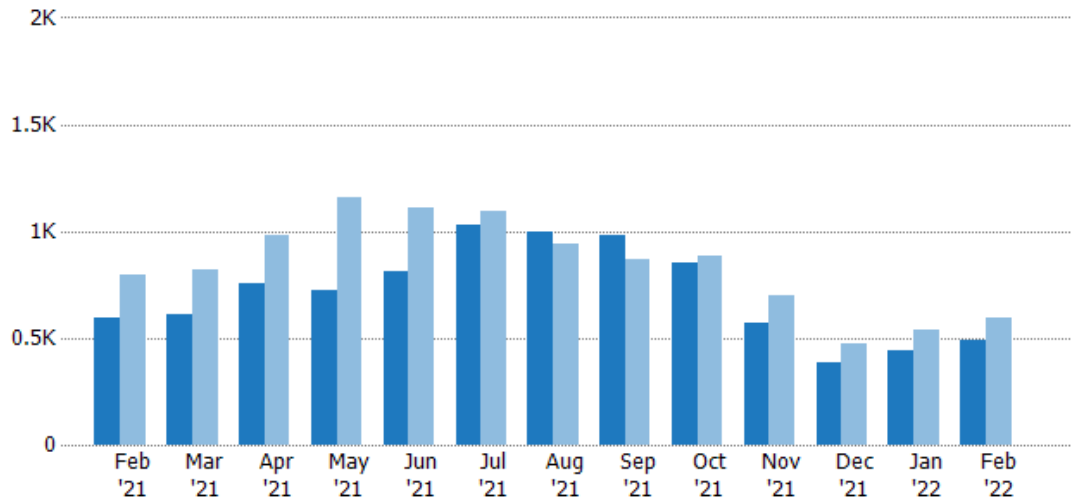
Active Listings

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.
Feb '22	486	-18.2%
Feb '21	594	-25.5%
Feb '20	797	37.5%



Current Year	594	607	753	726	815	1.03K	996	982	856	569	389	441	486
Prior Year	797	818	983	1.15K	1.11K	1.09K	944	868	886	700	475	537	594
Percent Change from Prior Year	-25%	-26%	-23%	-37%	-27%	-6%	6%	13%	-3%	-19%	-18%	-18%	-18%

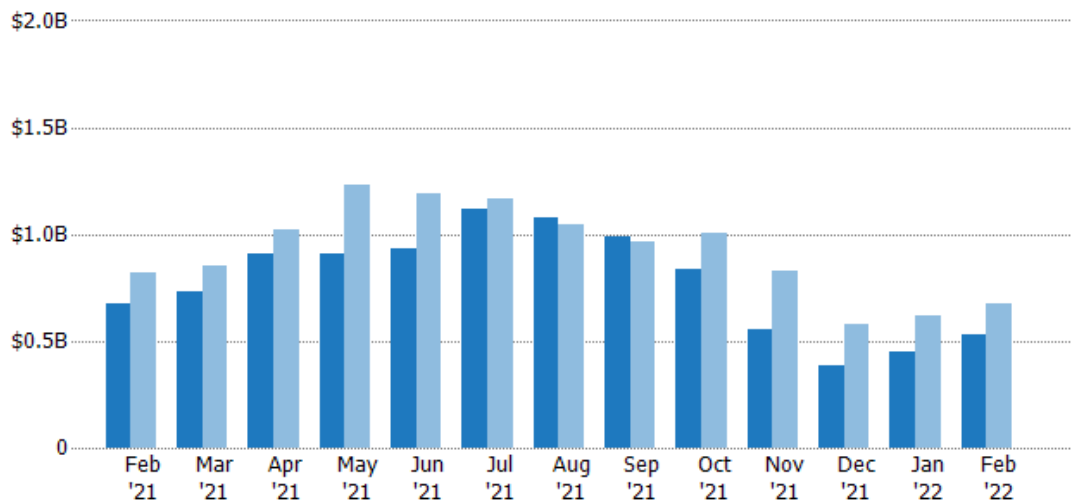
Active Listing Volume

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.
Feb '22	\$528M	-22.2%
Feb '21	\$679M	-17.2%
Feb '20	\$820M	25.8%



Current Year	\$679M	\$734M	\$907M	\$906M	\$934M	\$1.11B	\$1.08B	\$991M	\$839M	\$555M	\$382M	\$447M	\$528M
Prior Year	\$820M	\$853M	\$1.02B	\$1.23B	\$1.19B	\$1.17B	\$1.04B	\$965M	\$1B	\$831M	\$575M	\$619M	\$679M
Percent Change from Prior Year	-17%	-14%	-11%	-26%	-22%	-5%	3%	3%	-16%	-33%	-34%	-28%	-22%

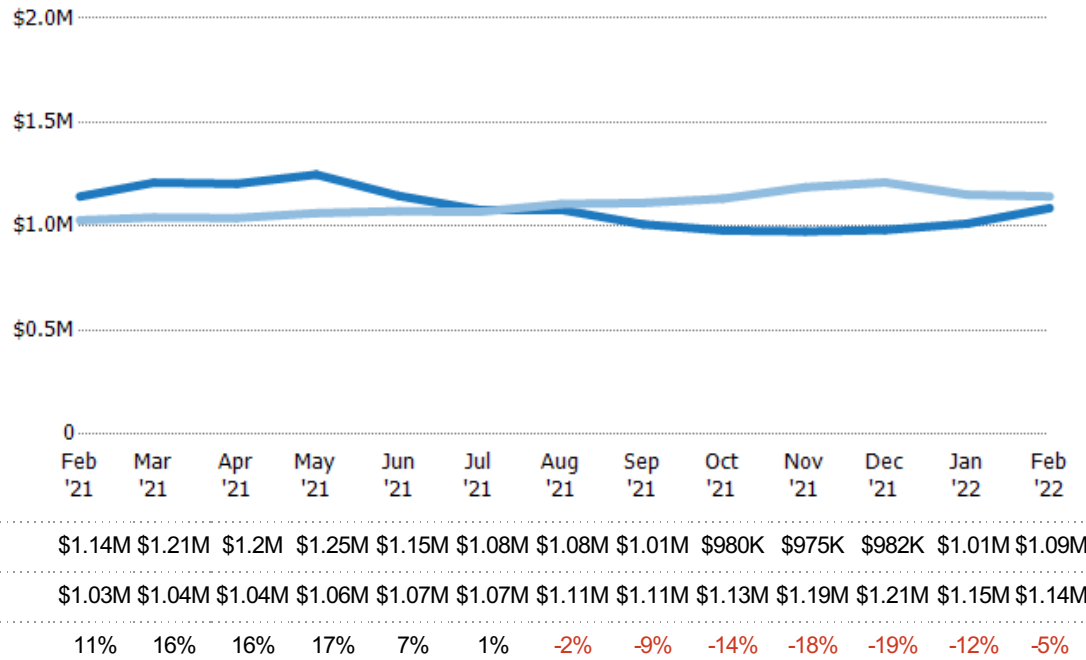
Average Listing Price

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.
Feb '22	\$1.09M	-4.9%
Feb '21	\$1.14M	11.1%
Feb '20	\$1.03M	-8.5%



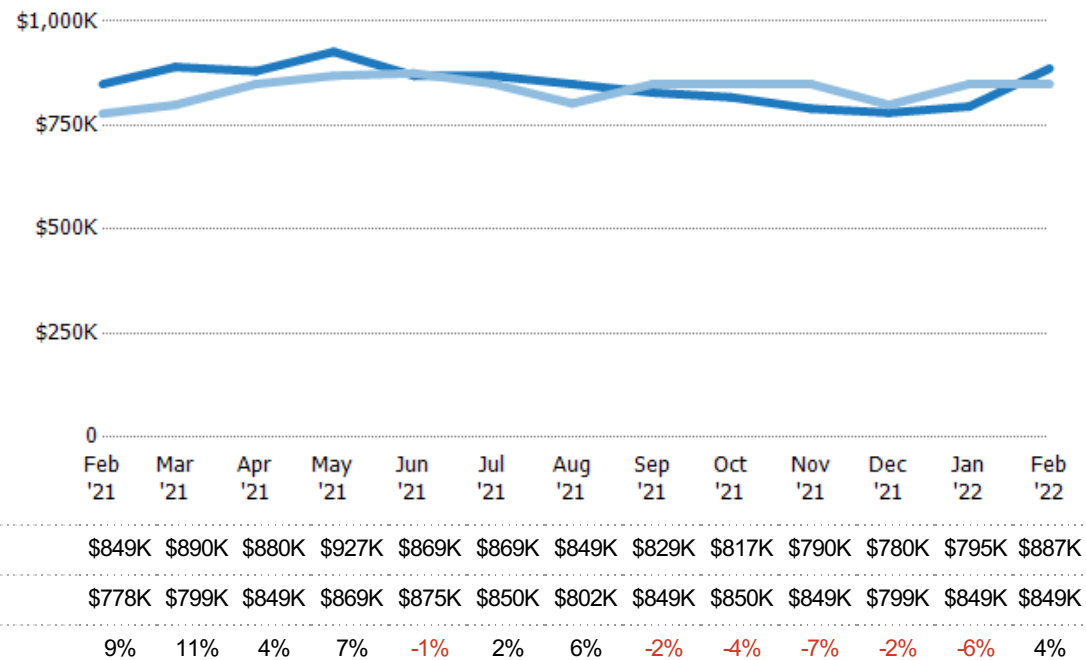
Median Listing Price

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.
Feb '22	\$887K	4.4%
Feb '21	\$849K	9.1%
Feb '20	\$778K	-2%



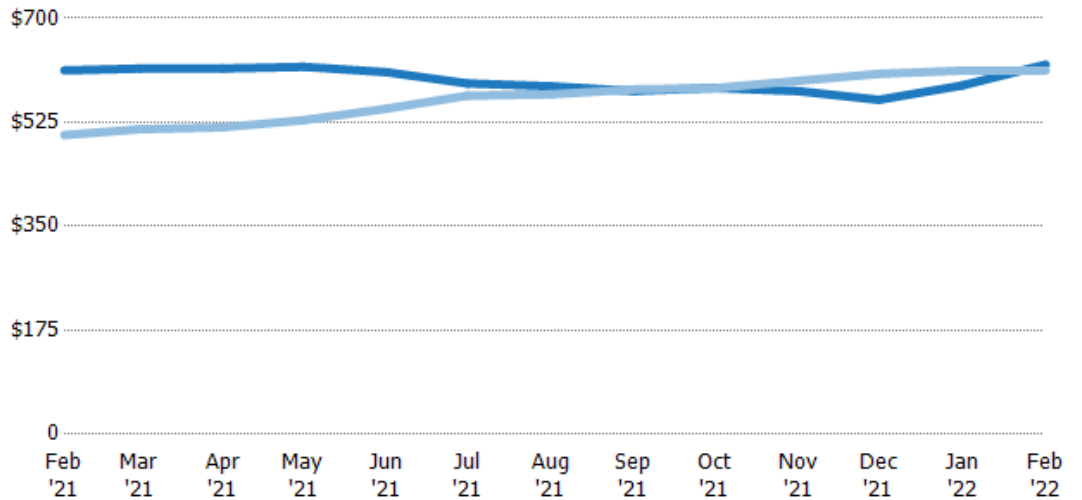
Average Listing Price per Sq Ft

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.
Feb '22	\$622	1.6%
Feb '21	\$612	21.6%
Feb '20	\$503	0%



Current Year	\$612	\$615	\$616	\$618	\$609	\$590	\$585	\$578	\$583	\$577	\$563	\$587	\$622
Prior Year	\$503	\$513	\$517	\$529	\$548	\$570	\$572	\$580	\$582	\$595	\$606	\$612	\$612
Percent Change from Prior Year	22%	20%	19%	17%	11%	4%	2%	0%	0%	-3%	-7%	-4%	2%

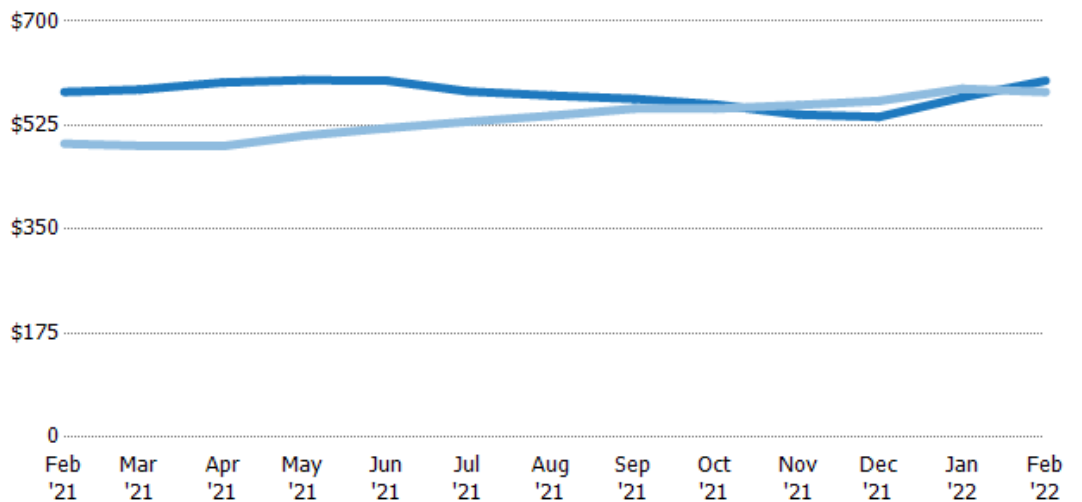
Median Listing Price per Sq Ft

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.
Feb '22	\$600	3.3%
Feb '21	\$581	17.6%
Feb '20	\$494	-1.1%



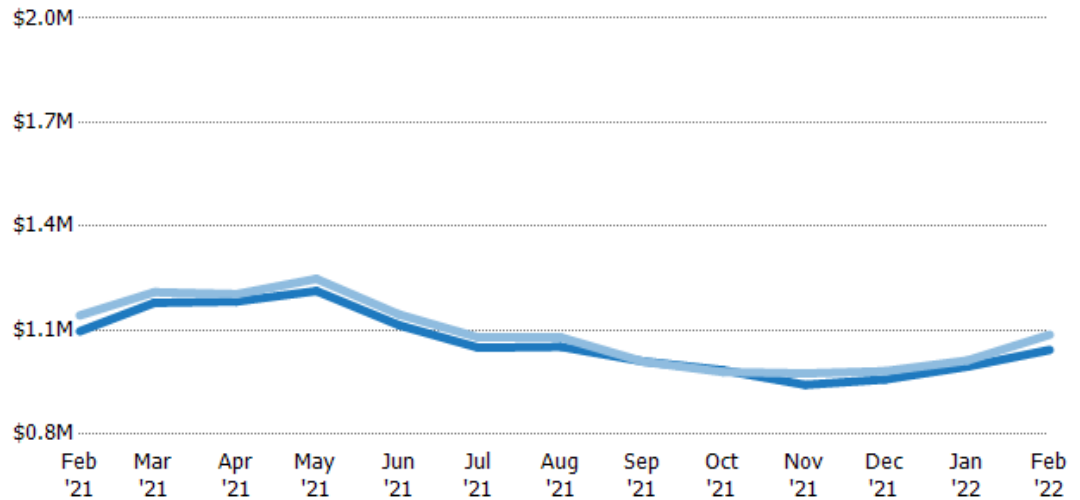
Current Year	\$581	\$585	\$597	\$601	\$600	\$582	\$575	\$570	\$560	\$543	\$539	\$572	\$600
Prior Year	\$494	\$491	\$490	\$508	\$520	\$531	\$541	\$553	\$553	\$559	\$566	\$587	\$581
Percent Change from Prior Year	18%	19%	22%	18%	15%	10%	6%	3%	1%	-3%	-5%	-2%	3%

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

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



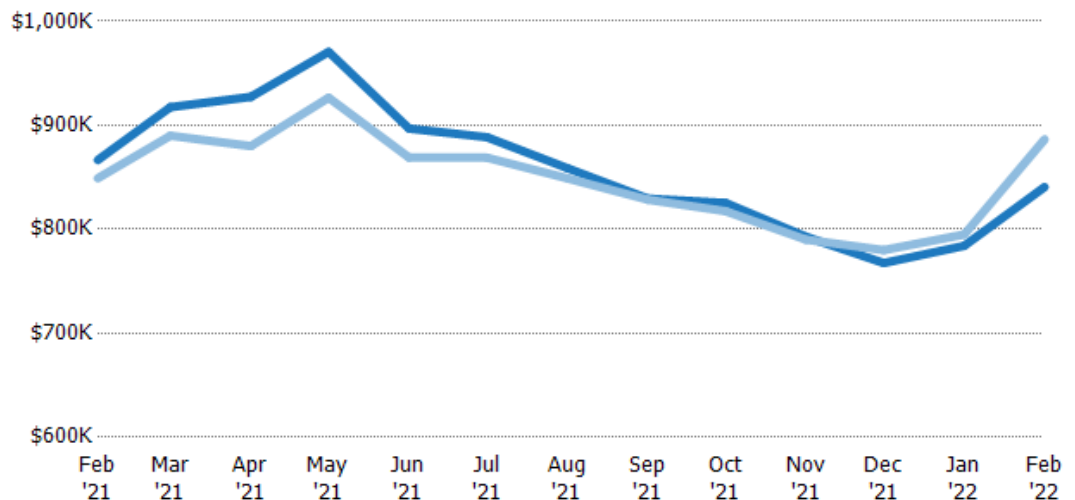
Avg Est Value	\$1.1M	\$1.18M	\$1.18M	\$1.21M	\$1.11M	\$1.05M	\$1.05M	\$1.01M	\$985K	\$943K	\$958K	\$995K	\$1.04M
Avg Listing Price	\$1.14M	\$1.21M	\$1.2M	\$1.25M	\$1.15M	\$1.08M	\$1.08M	\$1.01M	\$980K	\$975K	\$982K	\$1.01M	\$1.09M
Avg Listing Price as a % of Avg Est Value	104%	103%	102%	103%	103%	103%	103%	100%	99%	103%	102%	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.

Filters Used

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



Median Est Value	\$867K	\$917K	\$927K	\$971K	\$897K	\$889K	\$859K	\$829K	\$825K	\$793K	\$768K	\$784K	\$841K
Median Listing Price	\$849K	\$890K	\$880K	\$927K	\$869K	\$869K	\$849K	\$829K	\$817K	\$790K	\$780K	\$795K	\$887K
Med Listing Price as a % of Med Est Value	98%	97%	95%	95%	97%	98%	99%	100%	99%	100%	102%	101%	105%

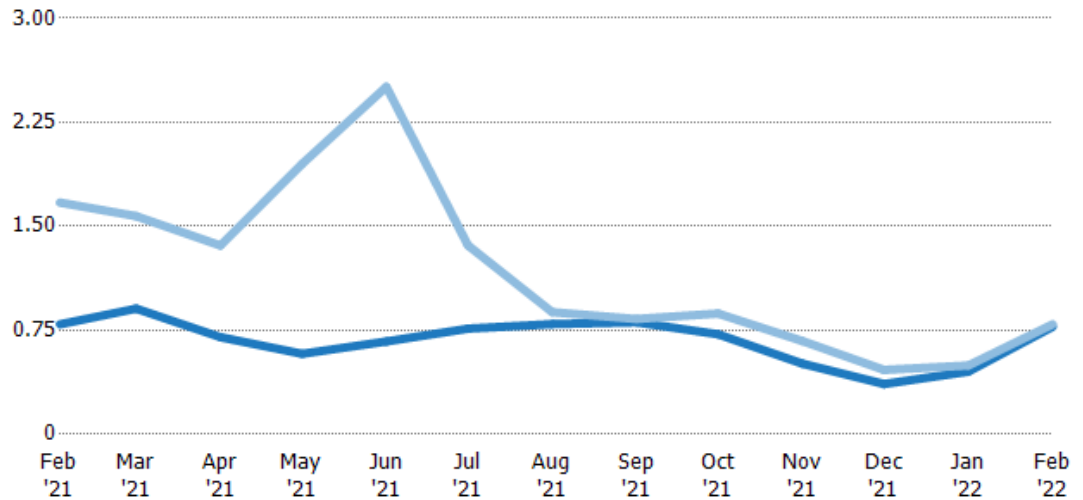
Months of Inventory

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.
Feb '22	0	-2.3%
Feb '21	0	-52.5%
Feb '20	1.67	39.3%



Current Year	0	0	0	0	0	0	0	0	0	0	0	0	0
Prior Year	1.67	1.57	1.36	1.95	2.51	1.36	0	0	0	0	0	0	0
Percent Change from Prior Year	-53%	-42%	-49%	-70%	-73%	-44%	-10%	-3%	-17%	-24%	-22%	-9%	-2%

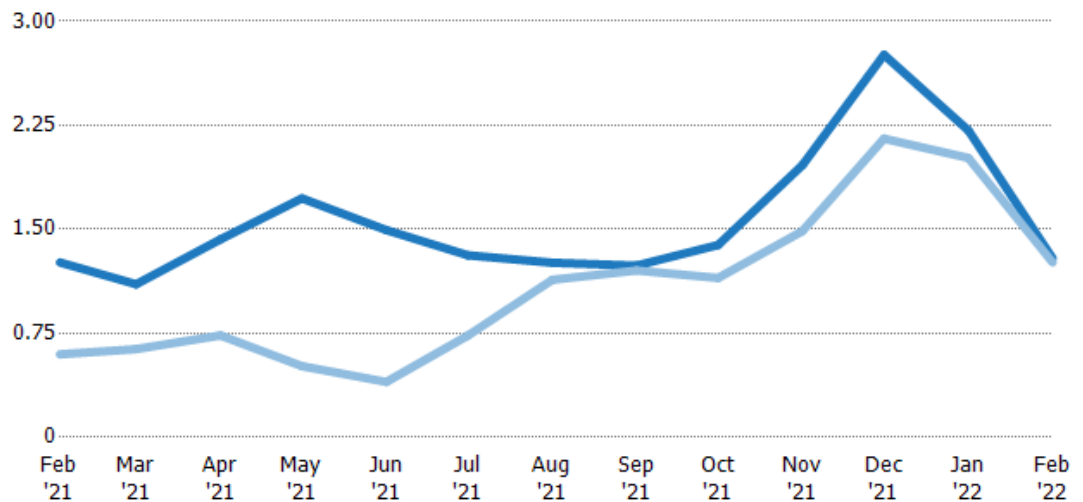
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '22	129%	-2.9%
Feb '21	126%	-66.3%
Feb '20	60%	-28.2%



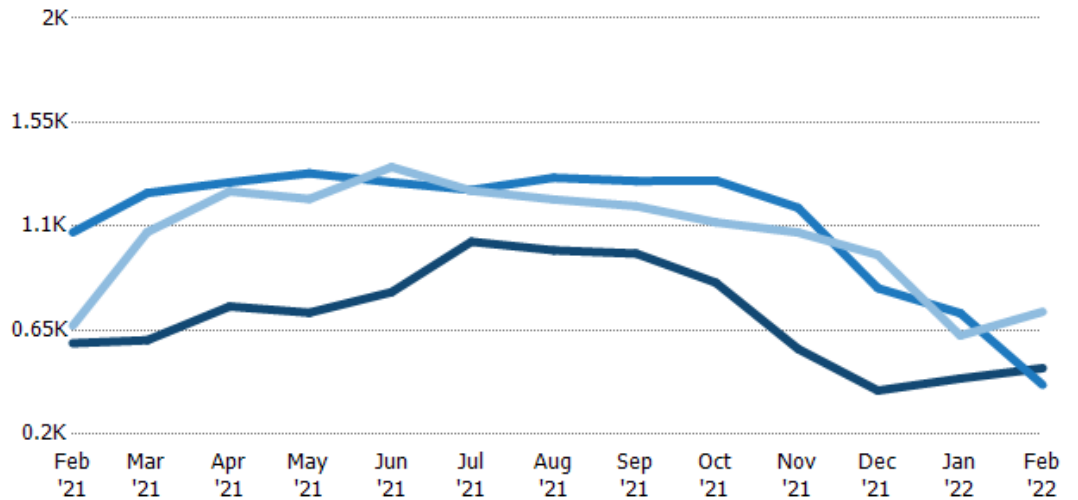
Current Year	126%	110%	143%	172%	149%	131%	126%	124%	139%	196%	276%	221%	129%
Prior Year	60%	64%	73%	51%	40%	73%	114%	120%	115%	149%	215%	201%	126%
Change from Prior Year	-66%	-47%	-69%	-121%	-110%	-58%	-12%	-4%	-24%	-48%	-60%	-20%	-3%

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	594	607	753	726	815	1,03K	996	982	856	569	389	441	486
Pending	1,07K	1,24K	1,29K	1,33K	1,29K	1,26K	1,31K	1,3K	1,3K	1,18K	832	724	414
Sold	670	1,08K	1,25K	1,22K	1,36K	1,25K	1,22K	1,19K	1,12K	1,07K	976	627	730

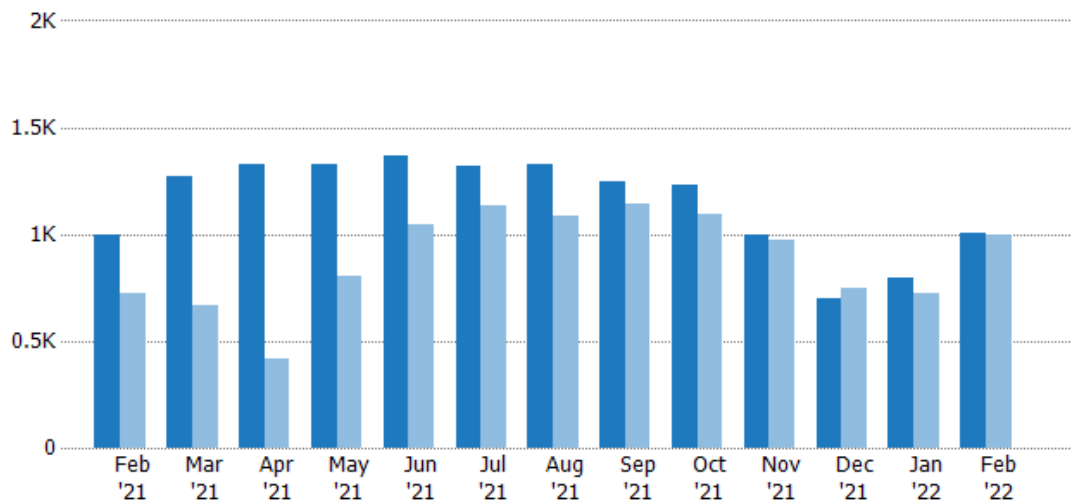
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Feb '22	1K	0.5%
Feb '21	997	37.5%
Feb '20	725	-5.5%



Current Year	997	1,27K	1,33K	1,33K	1,37K	1,32K	1,33K	1,25K	1,23K	999	703	792	1K
Prior Year	725	666	418	800	1,05K	1,13K	1,08K	1,14K	1,09K	972	751	721	997
Percent Change from Prior Year	38%	91%	218%	66%	30%	16%	23%	9%	13%	3%	-6%	10%	1%

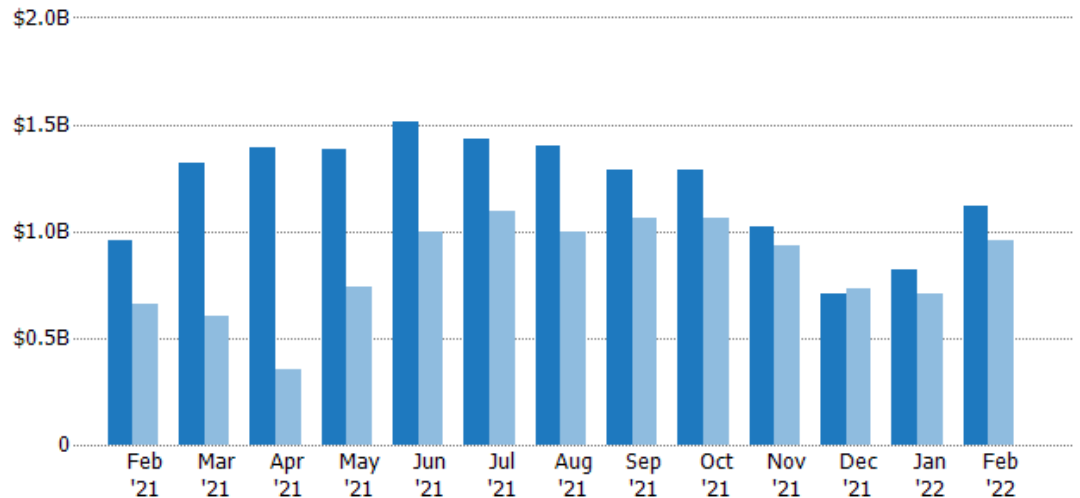
New Pending Sales Volume

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.
Feb '22	\$1.12B	16.6%
Feb '21	\$959M	46.1%
Feb '20	\$657M	-12.1%



Current Year

Prior Year

Percent Change from Prior Year

\$959M	\$1.32B	\$1.39B	\$1.38B	\$1.51B	\$1.43B	\$1.4B	\$1.29B	\$1.29B	\$1.02B	\$703M	\$822M	\$1.12B
\$657M	\$603M	\$357M	\$743M	\$1B	\$1.09B	\$996M	\$1.06B	\$1.06B	\$931M	\$732M	\$705M	\$959M
46%	119%	291%	86%	51%	31%	41%	22%	21%	10%	-4%	17%	17%

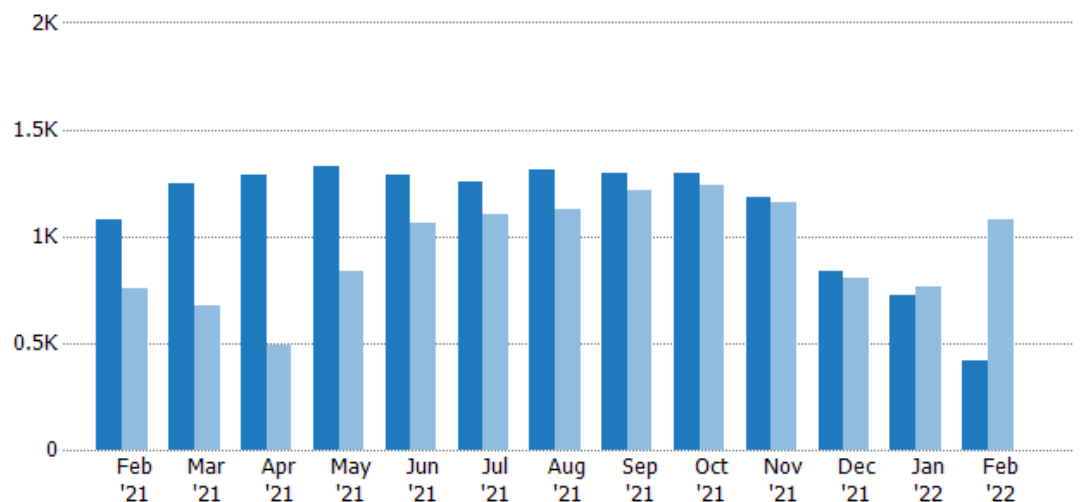
Pending Sales

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.
Feb '22	414	-61.5%
Feb '21	1.07K	42.4%
Feb '20	754	-7.7%



Current Year

Prior Year

Percent Change from Prior Year

1.07K	1.24K	1.29K	1.33K	1.29K	1.26K	1.31K	1.3K	1.3K	1.18K	832	724	414
754	677	488	837	1.06K	1.11K	1.12K	1.22K	1.24K	1.16K	805	761	1.07K
42%	84%	164%	59%	21%	14%	17%	6%	5%	2%	3%	-5%	-61%

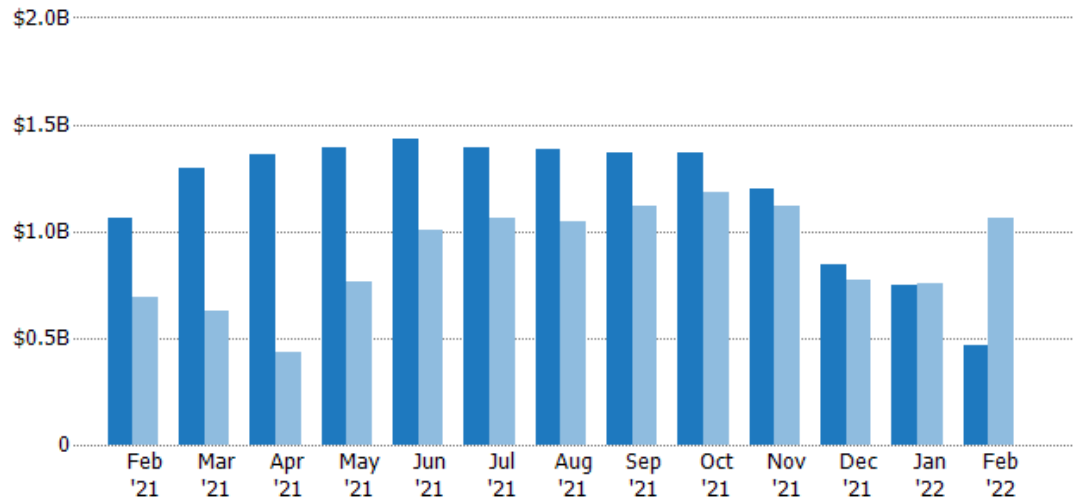
Pending Sales Volume

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.
Feb '22	\$463M	-56.3%
Feb '21	\$1.06B	53.5%
Feb '20	\$689M	-12.4%



Current Year	\$1.06B	\$1.3B	\$1.36B	\$1.39B	\$1.43B	\$1.39B	\$1.38B	\$1.36B	\$1.37B	\$1.2B	\$846M	\$747M	\$463M
Prior Year	\$689M	\$625M	\$432M	\$765M	\$1B	\$1.06B	\$1.05B	\$1.12B	\$1.18B	\$1.12B	\$771M	\$756M	\$1.06B
Percent Change from Prior Year	53%	107%	214%	81%	42%	31%	32%	22%	16%	8%	10%	-1%	-56%

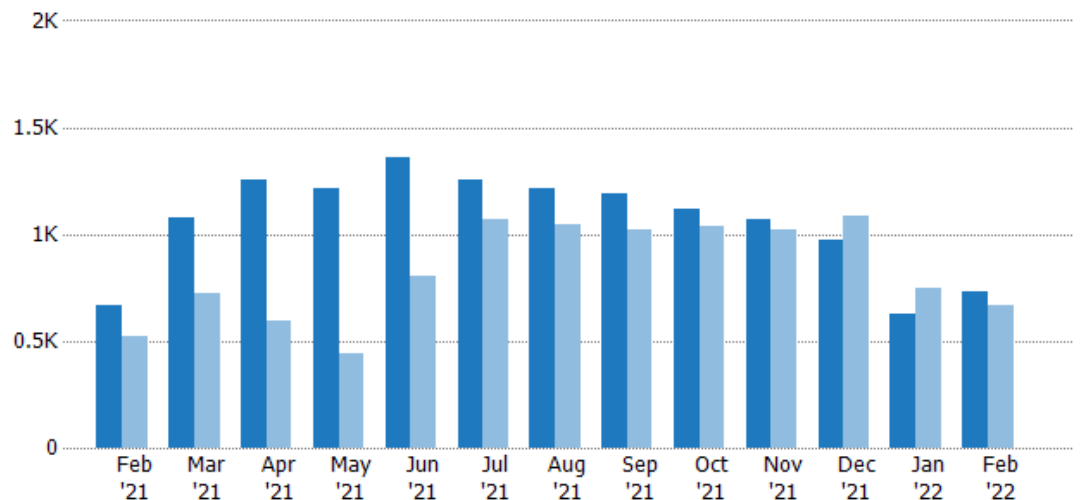
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '22	730	9%
Feb '21	670	28.8%
Feb '20	520	11%



Current Year	670	1.08K	1.25K	1.22K	1.36K	1.25K	1.22K	1.19K	1.12K	1.07K	976	627	730
Prior Year	520	722	592	443	803	1.07K	1.04K	1.02K	1.04K	1.02K	1.08K	749	670
Percent Change from Prior Year	29%	49%	111%	175%	69%	17%	16%	17%	7%	5%	-10%	-16%	9%

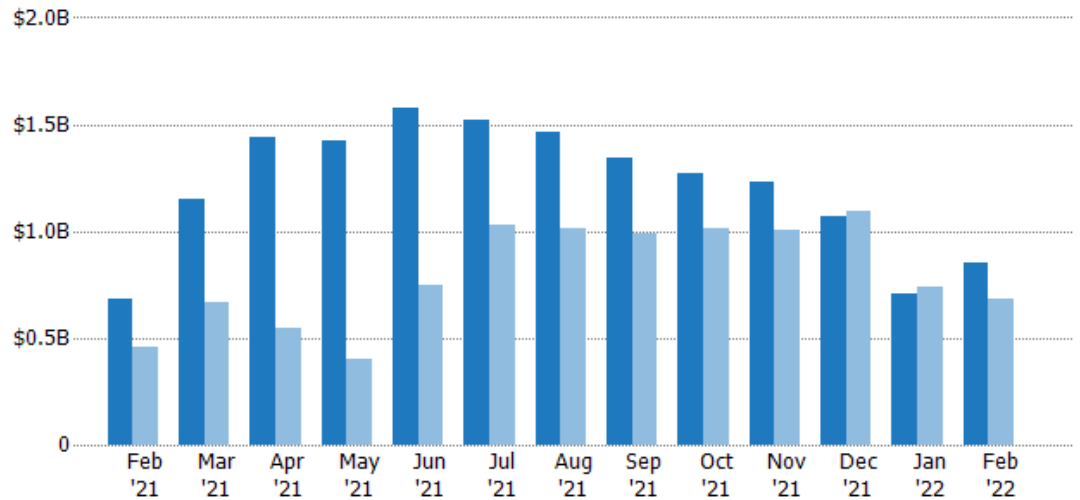
Closed Sales Volume

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.
Feb '22	\$856M	25.3%
Feb '21	\$683M	49.9%
Feb '20	\$456M	6.1%



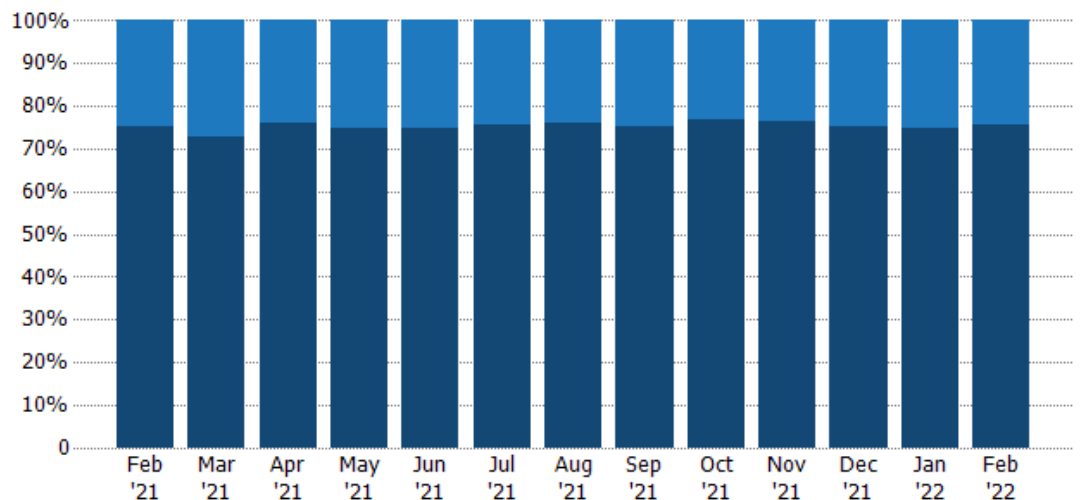
Current Year	\$683M	\$1.15B	\$1.44B	\$1.43B	\$1.57B	\$1.52B	\$1.47B	\$1.34B	\$1.27B	\$1.23B	\$1.07B	\$703M	\$856M
Prior Year	\$456M	\$667M	\$548M	\$402M	\$748M	\$1.03B	\$1.01B	\$986M	\$1.01B	\$1.01B	\$1.09B	\$738M	\$683M
Percent Change from Prior Year	50%	72%	162%	255%	110%	48%	45%	36%	25%	22%	-2%	-5%	25%

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

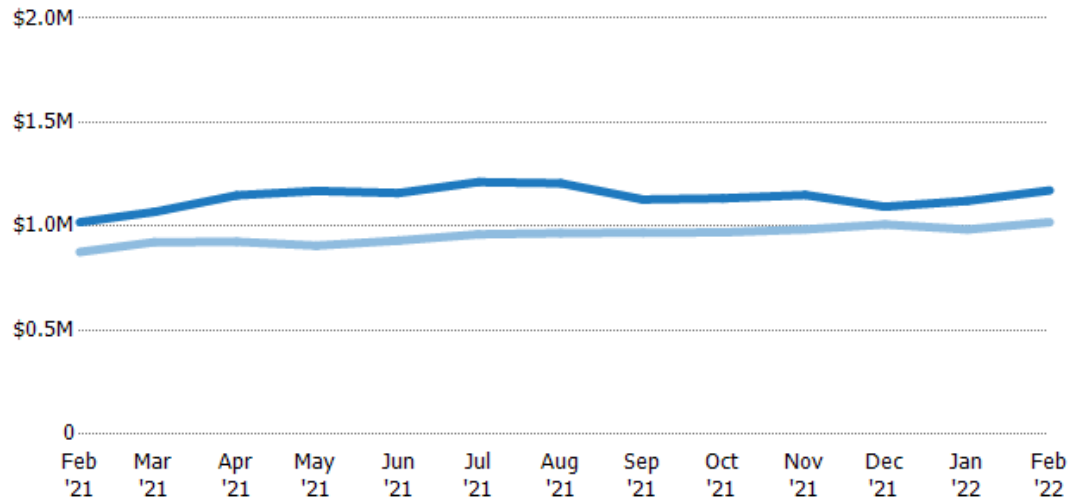
Average Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Feb '22	\$1.17M	15%
Feb '21	\$1.02M	16.3%
Feb '20	\$876K	-4.4%



Current Year	\$1.02M	\$1.07M	\$1.15M	\$1.17M	\$1.16M	\$1.21M	\$1.21M	\$1.13M	\$1.13M	\$1.15M	\$1.09M	\$1.12M	\$1.17M
Prior Year	\$876K	\$924K	\$926K	\$907K	\$931K	\$961K	\$967K	\$969K	\$971K	\$985K	\$1.01M	\$985K	\$1.02M
Percent Change from Prior Year	16%	16%	24%	29%	25%	26%	25%	16%	17%	17%	8%	14%	15%

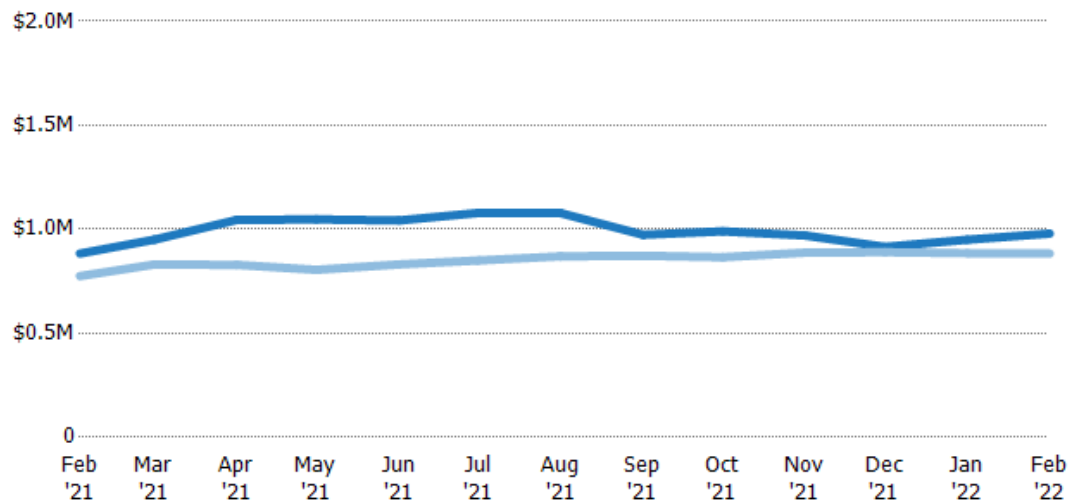
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Feb '22	\$980K	10.9%
Feb '21	\$883K	14%
Feb '20	\$775K	-4.5%



Current Year	\$883K	\$950K	\$1.05M	\$1.05M	\$1.04M	\$1.08M	\$1.08M	\$974K	\$990K	\$970K	\$915K	\$950K	\$980K
Prior Year	\$775K	\$831K	\$829K	\$805K	\$831K	\$850K	\$870K	\$873K	\$866K	\$888K	\$890K	\$885K	\$883K
Percent Change from Prior Year	14%	14%	26%	30%	25%	27%	24%	12%	14%	9%	3%	7%	11%

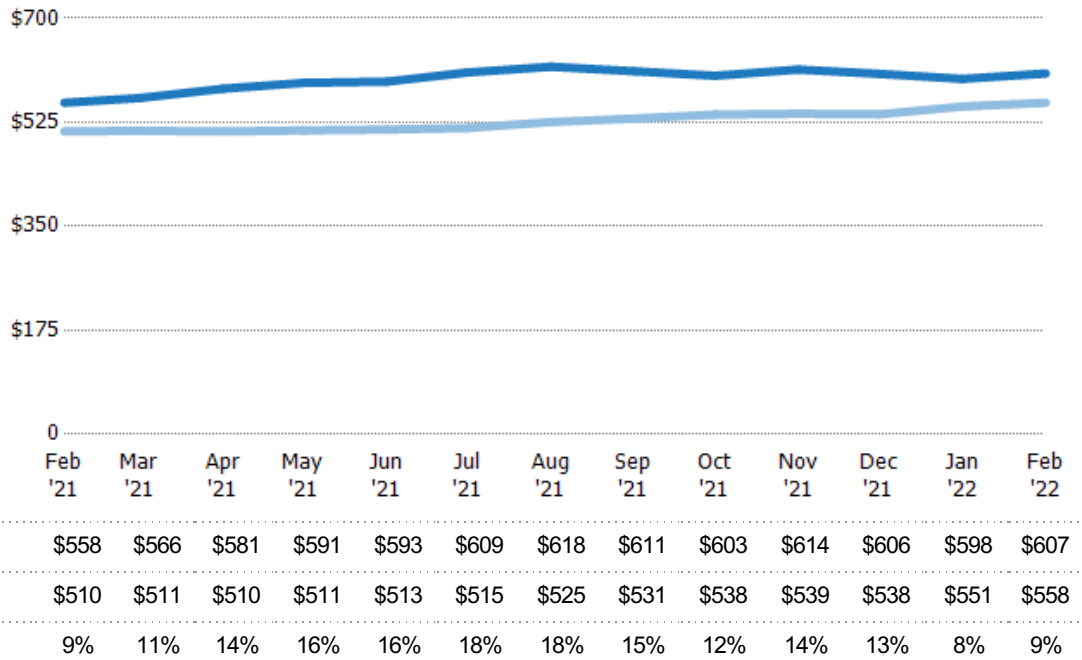
Average Sales Price per Sq Ft

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.
Feb '22	\$607	8.8%
Feb '21	\$558	9.5%
Feb '20	\$510	-3.2%



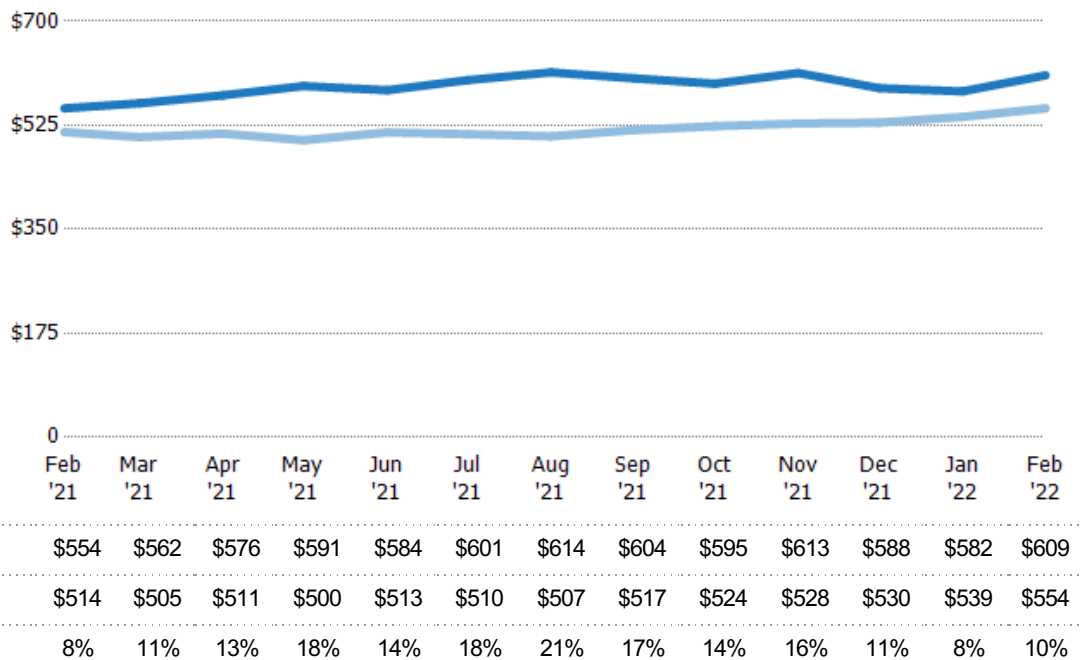
Median Sales Price per Sq Ft

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.
Feb '22	\$609	10%
Feb '21	\$554	7.8%
Feb '20	\$514	-4%

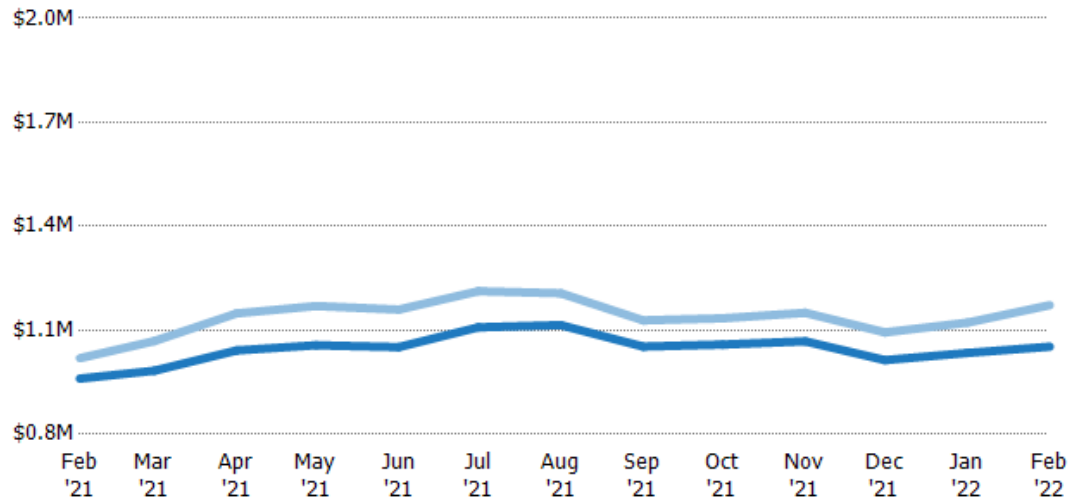


Average Sales Price vs Average Listing Price

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



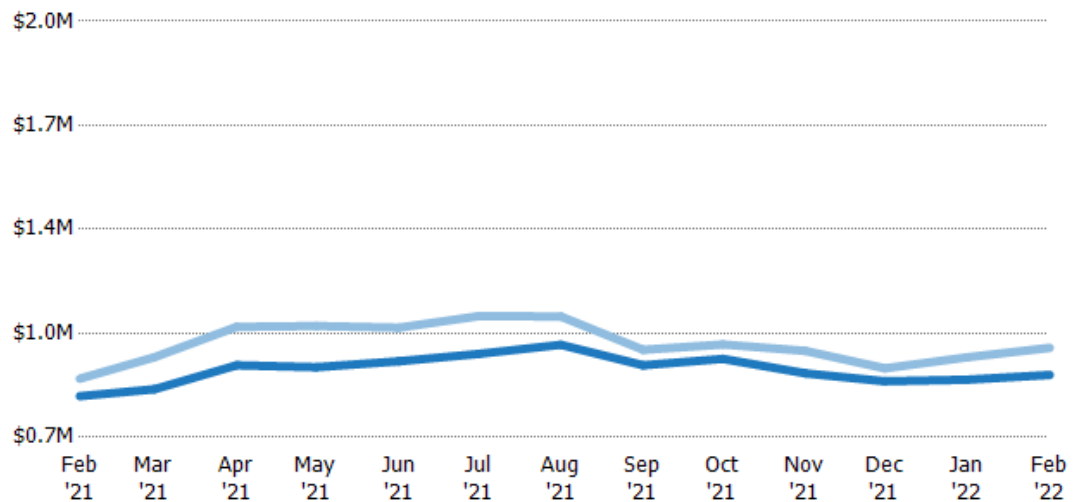
Avg List Price	\$961K	\$983K	\$1.04M	\$1.06M	\$1.05M	\$1.11M	\$1.11M	\$1.05M	\$1.06M	\$1.07M	\$1.01M	\$1.03M	\$1.05M
Avg Sales Price	\$1.02M	\$1.07M	\$1.15M	\$1.17M	\$1.16M	\$1.21M	\$1.21M	\$1.13M	\$1.13M	\$1.15M	\$1.09M	\$1.12M	\$1.17M
Avg Sales Price as a % of Avg List Price	106%	109%	110%	111%	110%	109%	108%	107%	107%	108%	108%	108%	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.

Filters Used

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



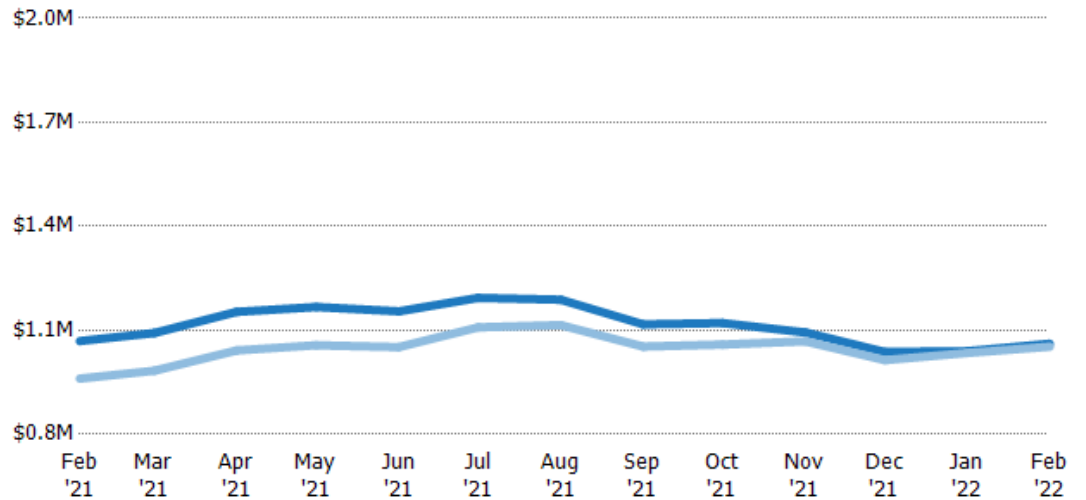
Median List Price	\$828K	\$850K	\$925K	\$919K	\$938K	\$961K	\$989K	\$925K	\$945K	\$900K	\$875K	\$880K	\$895K
Median Sales Price	\$883K	\$950K	\$1.05M	\$1.05M	\$1.04M	\$1.08M	\$1.08M	\$974K	\$990K	\$970K	\$915K	\$950K	\$980K
Med Sales Price as a % of Med List Price	107%	112%	113%	114%	111%	112%	109%	105%	105%	108%	105%	108%	109%

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



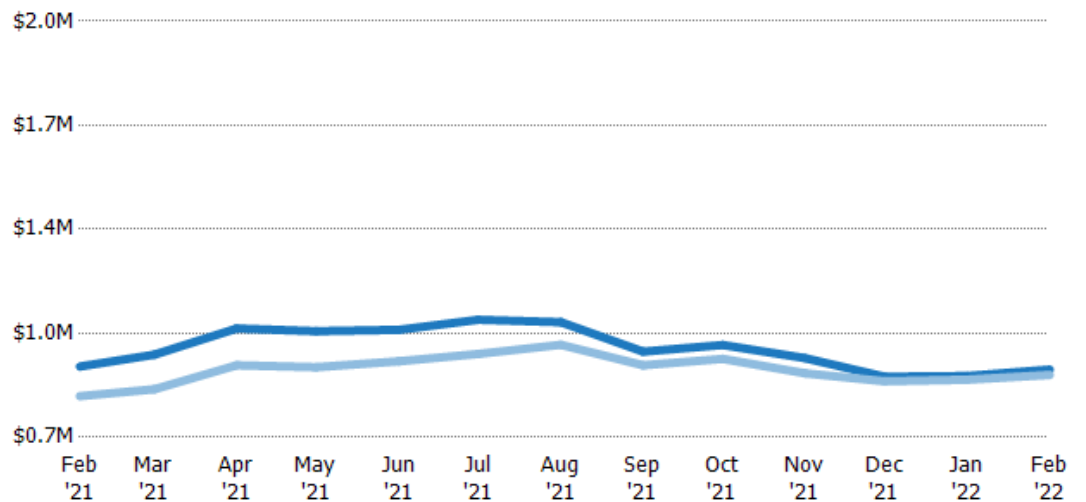
Avg Est Value	\$1.07M	\$1.09M	\$1.15M	\$1.17M	\$1.15M	\$1.19M	\$1.19M	\$1.12M	\$1.12M	\$1.09M	\$1.04M	\$1.04M	\$1.06M
Avg Sales Price	\$961K	\$983K	\$1.04M	\$1.06M	\$1.05M	\$1.11M	\$1.11M	\$1.05M	\$1.06M	\$1.07M	\$1.01M	\$1.03M	\$1.05M
Avg Sales Price as a % of Avg Est Value	90%	90%	90%	91%	91%	93%	94%	94%	94%	98%	98%	99%	99%

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	\$921K	\$958K	\$1.04M	\$1.03M	\$1.04M	\$1.07M	\$1.06M	\$968K	\$988K	\$947K	\$889K	\$892K	\$912K
Median Sales Price	\$828K	\$850K	\$925K	\$919K	\$938K	\$961K	\$989K	\$925K	\$945K	\$900K	\$875K	\$880K	\$895K
Med Sales Price as a % of Med Est Value	90%	89%	89%	89%	91%	90%	93%	96%	96%	95%	98%	99%	98%

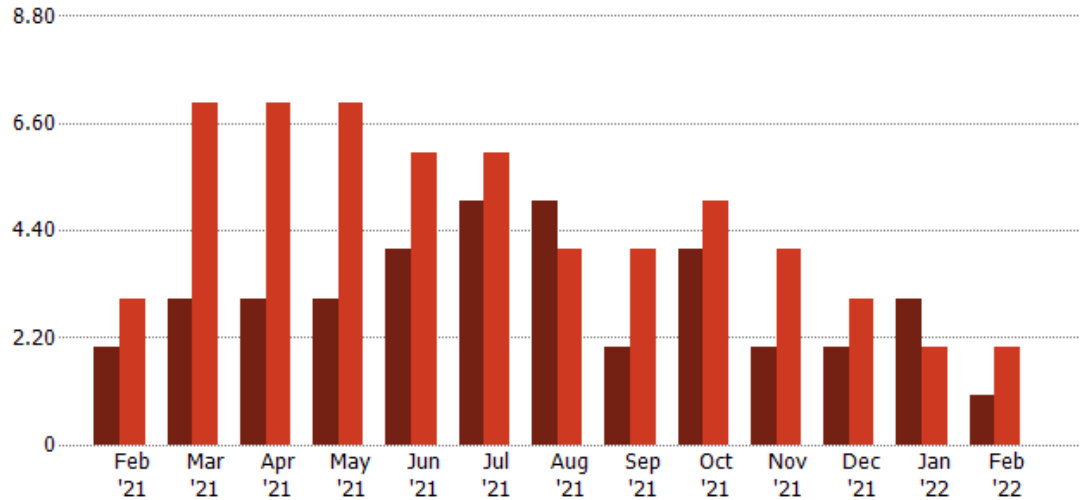
Distressed Listings

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.
Feb '22	1	-50%
Feb '21	2	-33.3%
Feb '20	3	166.7%



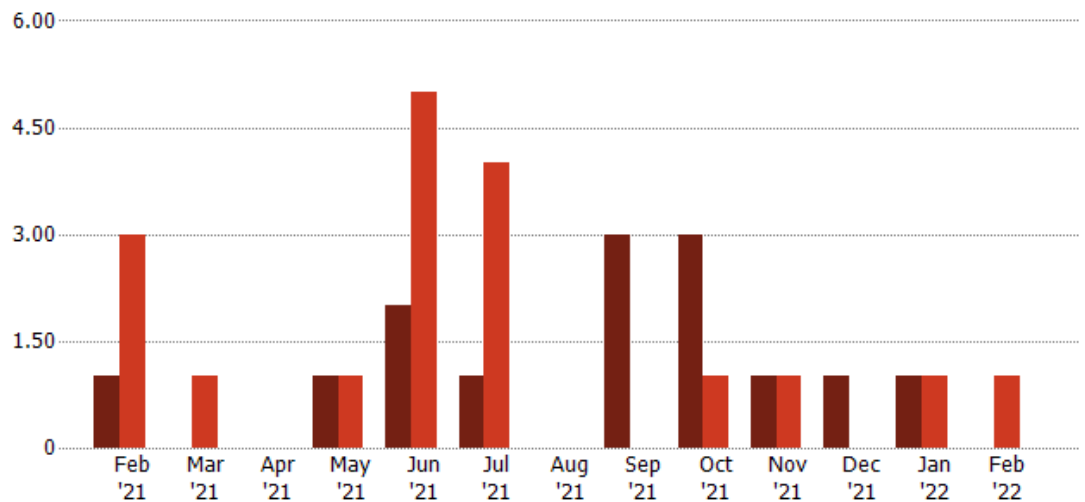
Current Year	2	3	3	3	4	5	5	2	4	2	2	3	1
Prior Year	3	7	7	7	6	6	4	4	5	4	3	2	2
Percent Change from Prior Year	-33%	-57%	-57%	-57%	-33%	-17%	25%	-50%	-20%	-50%	-33%	50%	-50%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



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