

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2018 – 8/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2019

Scheduled: Yes

Presented by

**Contra Costa Association of
REALTORS®, Bay East Association of
REALTORS®, and bridgeMLS**

(925) 730-4071

Other: www.ccartoday.com, www.bayeast.org, www.bridgемls.com

7021 Koll Center Parkway
Pleasanton, CA 94566

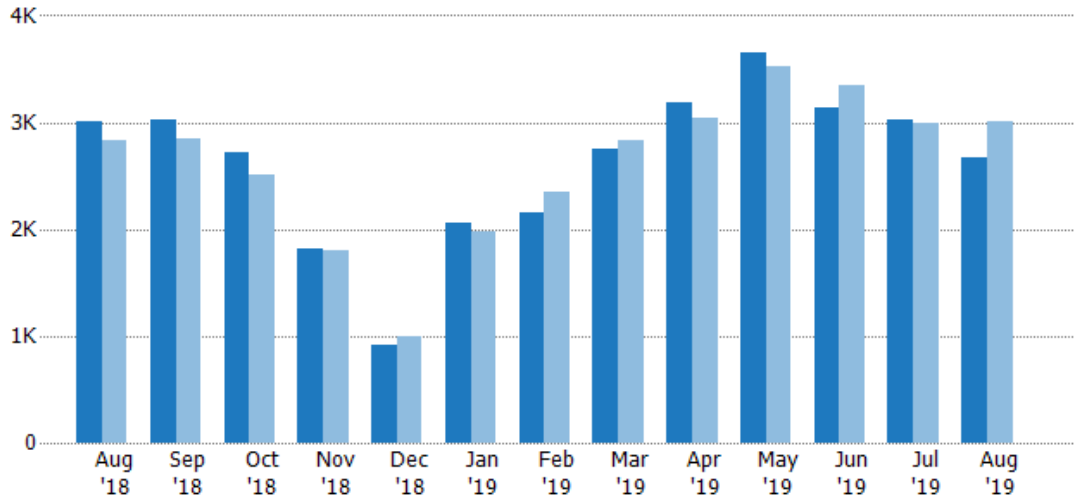
New Listings

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Aug '19 | 2.66K | -11.4% |
| Aug '18 | 3.01K | 6% |
| Aug '17 | 2.84K | 8.6% |



| | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 3.01K | 3.02K | 2.73K | 1.82K | 914 | 2.06K | 2.15K | 2.75K | 3.18K | 3.65K | 3.14K | 3.03K | 2.66K |
| Prior Year | 2.84K | 2.85K | 2.51K | 1.81K | 998 | 1.98K | 2.35K | 2.84K | 3.04K | 3.52K | 3.35K | 3K | 3.01K |
| Percent Change from Prior Year | 6% | 6% | 9% | 1% | -8% | 4% | -8% | -3% | 5% | 4% | -6% | 1% | -11% |

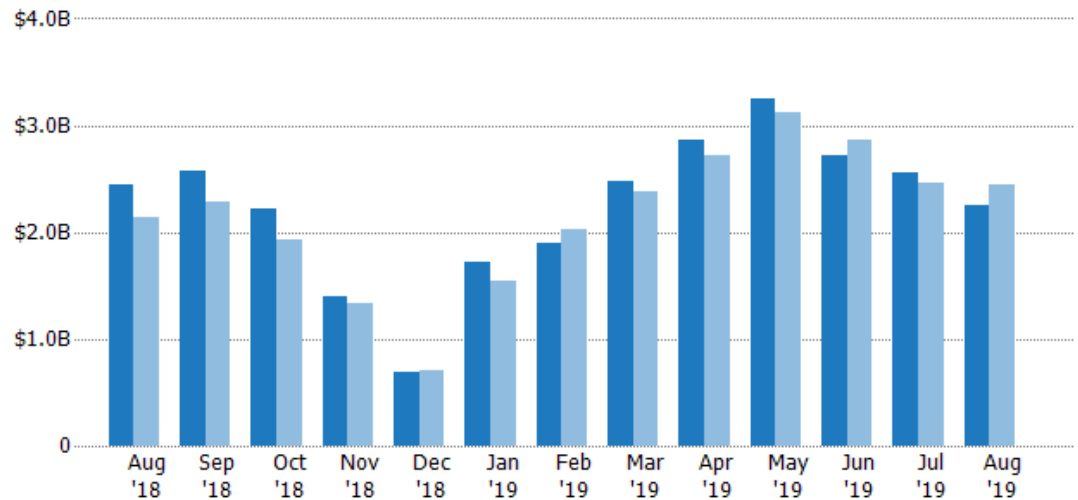
New Listing Volume

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Volume | % Chg. |
|------------|---------|--------|
| Aug '19 | \$2.25B | -7.8% |
| Aug '18 | \$2.44B | 14.1% |
| Aug '17 | \$2.14B | -1.6% |



| | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$2.44B | \$2.57B | \$2.23B | \$1.4B | \$691M | \$1.71B | \$1.9B | \$2.48B | \$2.86B | \$3.26B | \$2.71B | \$2.55B | \$2.25B |
| Prior Year | \$2.14B | \$2.29B | \$1.93B | \$1.34B | \$710M | \$1.55B | \$2.03B | \$2.39B | \$2.72B | \$3.13B | \$2.87B | \$2.46B | \$2.44B |
| Percent Change from Prior Year | 14% | 12% | 15% | 5% | -3% | 11% | -6% | 4% | 5% | 4% | -5% | 4% | -8% |

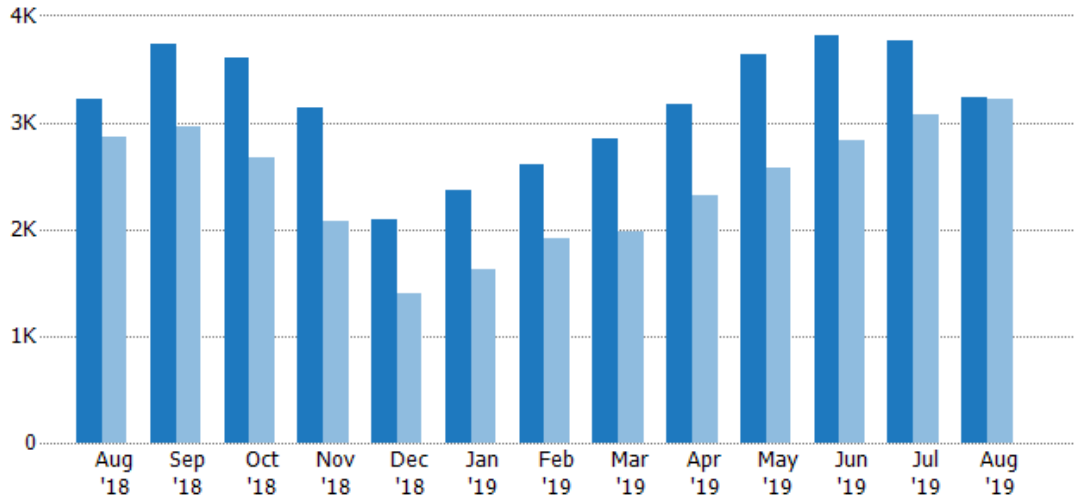
Active Listings

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Aug '19 | 3.23K | 0.5% |
| Aug '18 | 3.21K | 12.1% |
| Aug '17 | 2.87K | 29.6% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 3.21K | 3.73K | 3.61K | 3.13K | 2.1K | 2.36K | 2.61K | 2.84K | 3.17K | 3.64K | 3.82K | 3.76K | 3.23K |
| Prior Year | 2.87K | 2.97K | 2.67K | 2.08K | 1.4K | 1.63K | 1.92K | 1.97K | 2.32K | 2.57K | 2.83K | 3.07K | 3.21K |
| Percent Change from Prior Year | 12% | 26% | 35% | 51% | 50% | 45% | 36% | 44% | 37% | 41% | 35% | 23% | 0% |

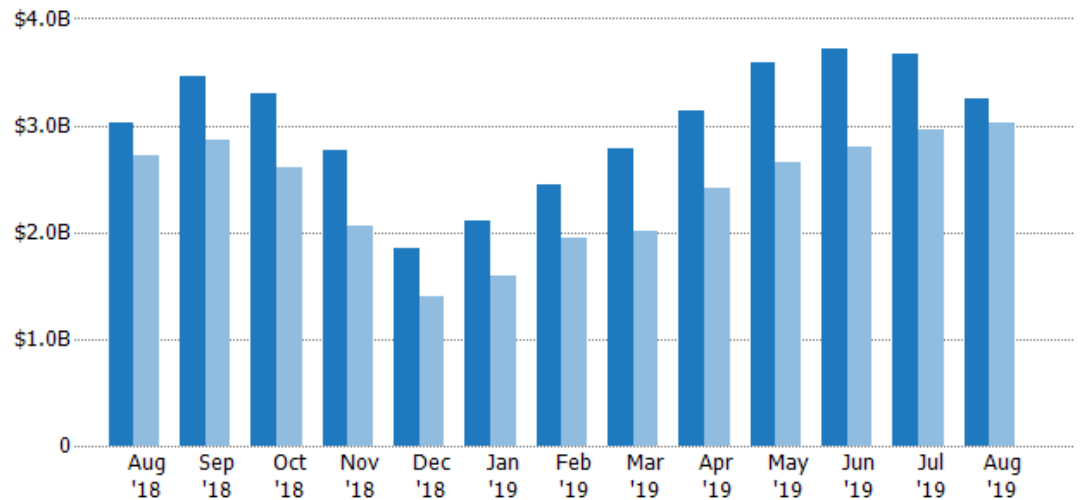
Active Listing Volume

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Volume | % Chg. |
|------------|---------|--------|
| Aug '19 | \$3.25B | 7.6% |
| Aug '18 | \$3.02B | 10.9% |
| Aug '17 | \$2.73B | 12.8% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$3.02B | \$3.47B | \$3.29B | \$2.76B | \$1.84B | \$2.11B | \$2.45B | \$2.78B | \$3.14B | \$3.58B | \$3.72B | \$3.67B | \$3.25B |
| Prior Year | \$2.73B | \$2.87B | \$2.61B | \$2.06B | \$1.39B | \$1.58B | \$1.95B | \$2.01B | \$2.41B | \$2.66B | \$2.81B | \$2.96B | \$3.02B |
| Percent Change from Prior Year | 11% | 21% | 26% | 34% | 32% | 33% | 26% | 39% | 30% | 35% | 32% | 24% | 8% |

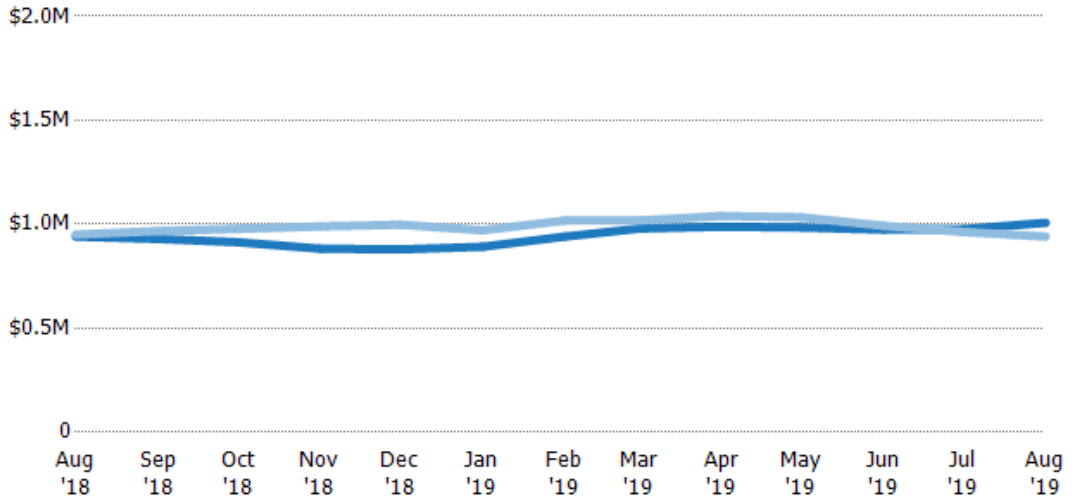
Average Listing Price

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Price | % Chg. |
|------------|---------|--------|
| Aug '19 | \$1.01M | 7.1% |
| Aug '18 | \$941K | -1% |
| Aug '17 | \$951K | -12.9% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|--------|--------|---------|
| Current Year | \$941K | \$930K | \$914K | \$883K | \$879K | \$892K | \$941K | \$979K | \$989K | \$984K | \$974K | \$976K | \$1.01M |
| Prior Year | \$951K | \$967K | \$978K | \$990K | \$998K | \$971K | \$1.02M | \$1.02M | \$1.04M | \$1.03M | \$993K | \$963K | \$941K |
| Percent Change from Prior Year | -1% | -4% | -7% | -11% | -12% | -8% | -8% | -4% | -5% | -5% | -2% | 1% | 7% |

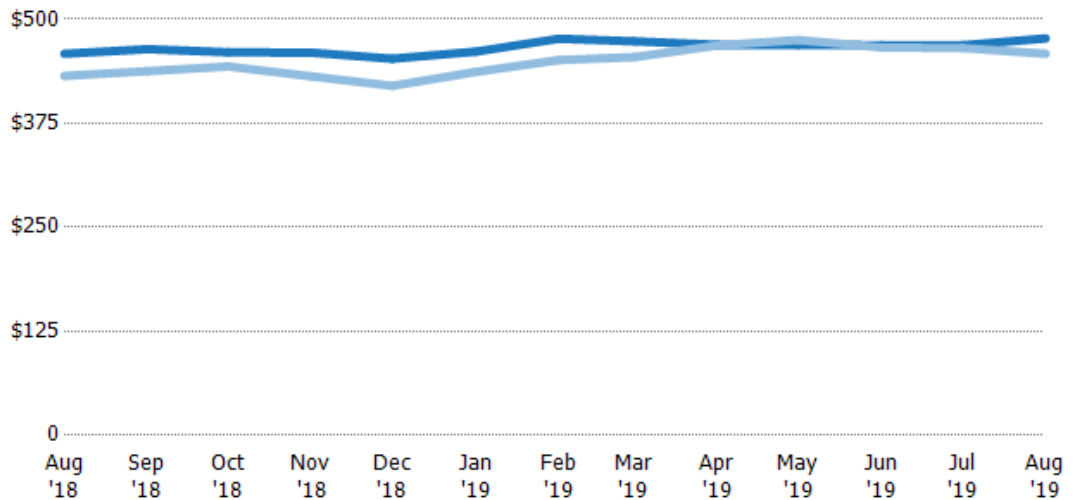
Average Listing Price per Sq Ft

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Price/sq ft | % Chg. |
|------------|-------------|--------|
| Aug '19 | \$477 | 4% |
| Aug '18 | \$459 | 6.2% |
| Aug '17 | \$432 | -8.3% |



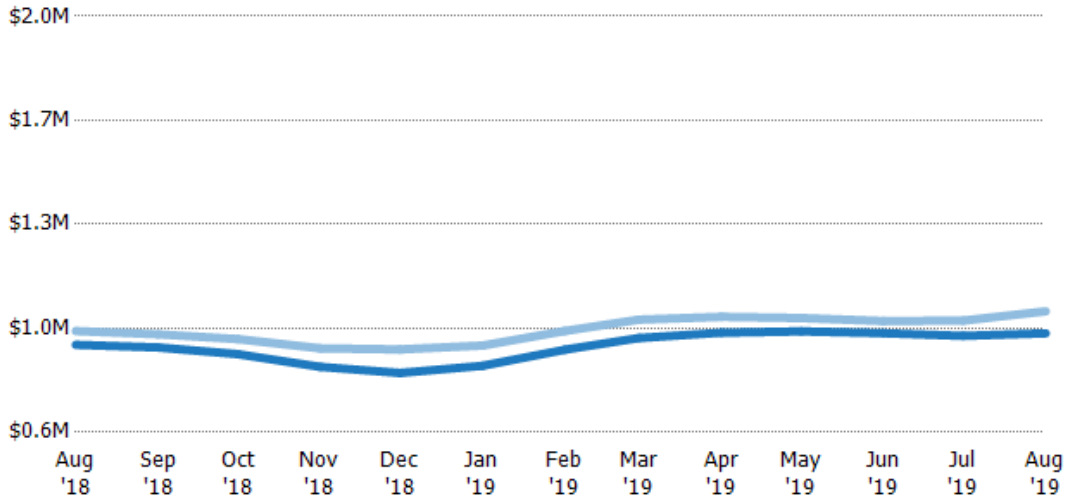
| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | \$459 | \$464 | \$460 | \$460 | \$453 | \$461 | \$477 | \$474 | \$469 | \$469 | \$469 | \$469 | \$477 |
| Prior Year | \$432 | \$438 | \$443 | \$431 | \$420 | \$437 | \$451 | \$454 | \$469 | \$475 | \$466 | \$465 | \$459 |
| Percent Change from Prior Year | 6% | 6% | 4% | 7% | 8% | 6% | 6% | 4% | 0% | -1% | 1% | 1% | 4% |

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

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



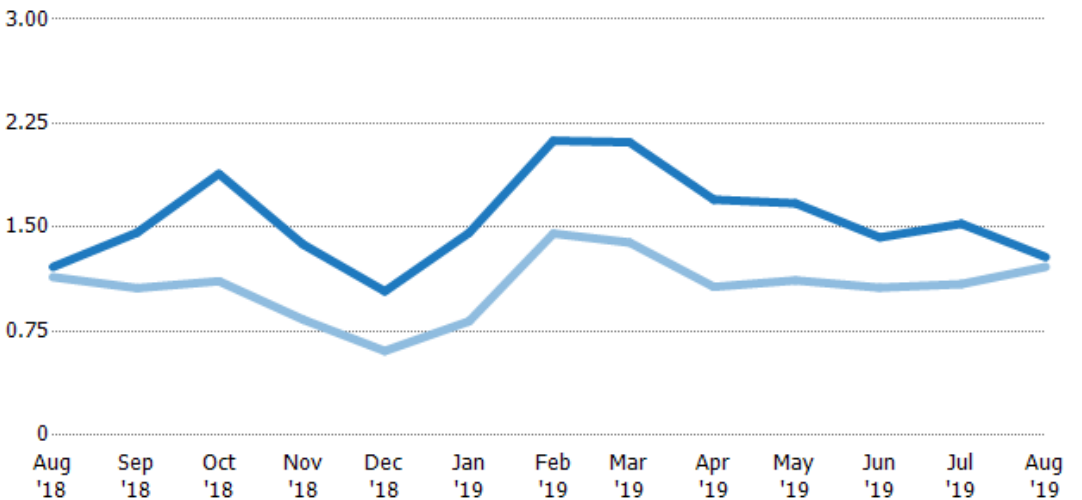
| | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value | \$894K | \$885K | \$863K | \$820K | \$800K | \$824K | \$878K | \$917K | \$935K | \$940K | \$934K | \$924K | \$933K |
| Avg Listing Price | \$941K | \$930K | \$914K | \$883K | \$879K | \$892K | \$941K | \$979K | \$989K | \$984K | \$974K | \$976K | \$1.01M |
| Avg Listing Price as a % of Avg Est Value | 105% | 105% | 106% | 108% | 110% | 108% | 107% | 107% | 106% | 105% | 104% | 106% | 108% |

Months of Inventory

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



| Month/Year | Months | % Chg. |
|------------|--------|--------|
| Aug '19 | 1.29 | 5.9% |
| Aug '18 | 1.21 | 6.4% |
| Aug '17 | 1.14 | 27.3% |

| | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 1.21 | 1.46 | 1.89 | 1.38 | 1.04 | 1.46 | 2.12 | 2.11 | 1.7 | 1.67 | 1.43 | 1.53 | 1.29 |
| Prior Year | 1.14 | 1.06 | 1.11 | 0.83 | 0.61 | 0.82 | 1.45 | 1.39 | 1.07 | 1.12 | 1.06 | 1.09 | 1.21 |
| Percent Change from Prior Year | 6% | 38% | 70% | 65% | 71% | 78% | 46% | 52% | 59% | 50% | 34% | 40% | 6% |

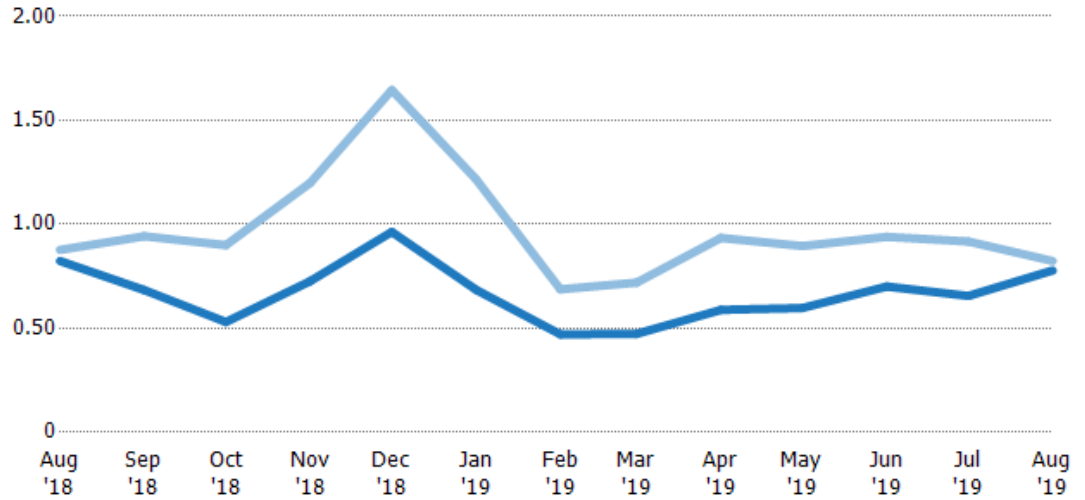
Absorption Rate

The percentage of inventory sold per month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California

| Month/Year | Rate | Chg. |
|------------|------|--------|
| Aug '19 | 78% | 4.6% |
| Aug '18 | 82% | 5.3% |
| Aug '17 | 88% | -21.4% |

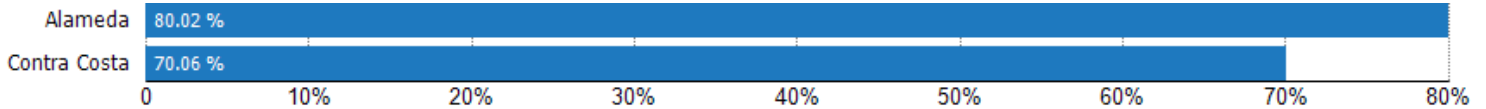


| | | | | | | | | | | | | | |
|------------------------|-----|-----|-----|------|------|------|-----|-----|-----|-----|-----|-----|-----|
| Current Year | 82% | 68% | 53% | 73% | 96% | 69% | 47% | 47% | 59% | 60% | 70% | 66% | 78% |
| Prior Year | 88% | 94% | 90% | 120% | 165% | 122% | 69% | 72% | 93% | 90% | 94% | 92% | 82% |
| Change from Prior Year | 5% | 26% | 37% | 47% | 68% | 53% | 22% | 25% | 35% | 30% | 24% | 26% | 5% |

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS; County: Alameda County, California, Contra Costa County, California



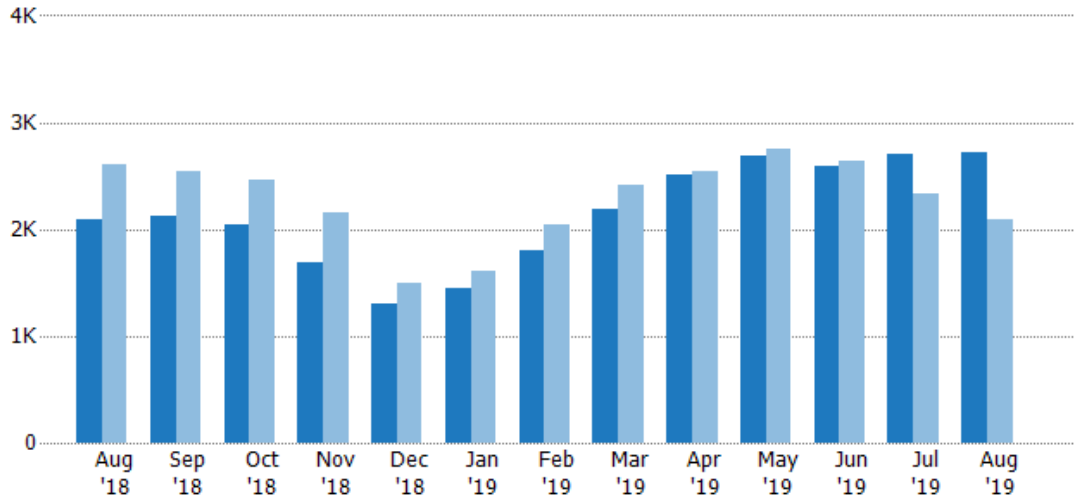
Pending Sales

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Aug '19 | 2.73K | 30.7% |
| Aug '18 | 2.09K | -19.9% |
| Aug '17 | 2.6K | 16.1% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 2.09K | 2.13K | 2.04K | 1.68K | 1.31K | 1.44K | 1.79K | 2.18K | 2.51K | 2.68K | 2.59K | 2.7K | 2.73K |
| Prior Year | 2.6K | 2.54K | 2.46K | 2.15K | 1.5K | 1.6K | 2.04K | 2.41K | 2.53K | 2.76K | 2.64K | 2.33K | 2.09K |
| Percent Change from Prior Year | -20% | -16% | -17% | -22% | -13% | -10% | -12% | -9% | -1% | -3% | -2% | 16% | 31% |

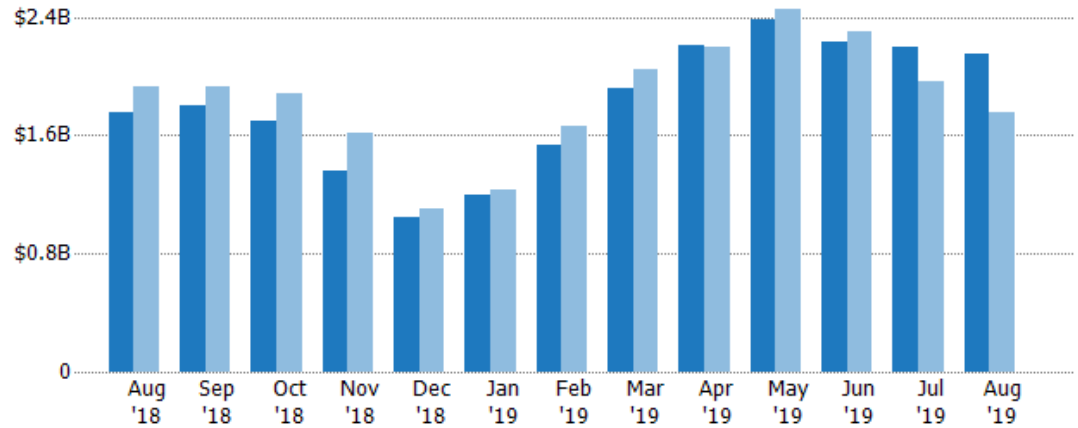
Pending Sales Volume

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
 County: Alameda County, California, Contra Costa County, California

| Month/Year | Volume | % Chg. |
|------------|---------|--------|
| Aug '19 | \$2.15B | 22.7% |
| Aug '18 | \$1.75B | -9.1% |
| Aug '17 | \$1.93B | 5.7% |



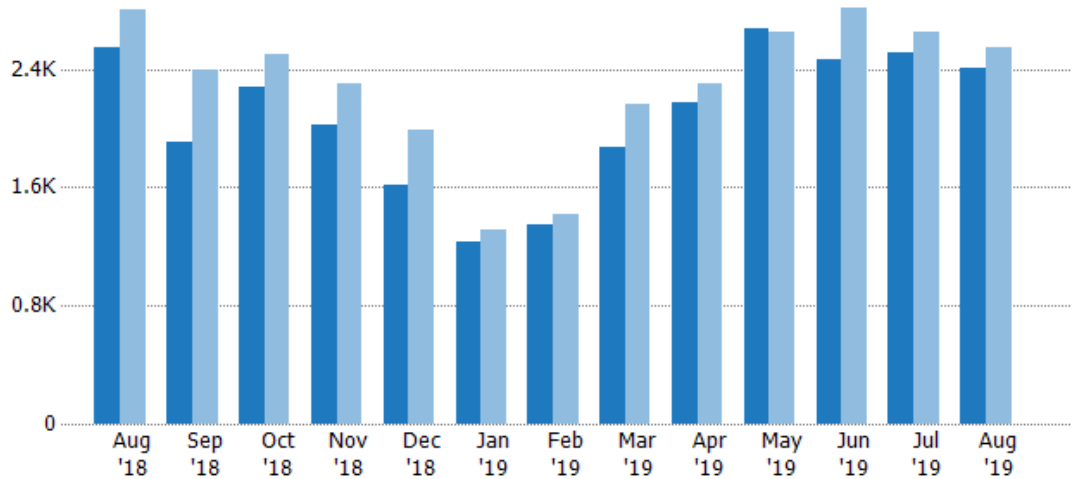
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$1.75B | \$1.8B | \$1.7B | \$1.36B | \$1.04B | \$1.2B | \$1.54B | \$1.92B | \$2.21B | \$2.39B | \$2.24B | \$2.2B | \$2.15B |
| Prior Year | \$1.93B | \$1.93B | \$1.88B | \$1.61B | \$1.1B | \$1.23B | \$1.66B | \$2.05B | \$2.2B | \$2.45B | \$2.3B | \$1.97B | \$1.75B |
| Percent Change from Prior Year | -9% | -7% | -10% | -16% | -6% | -3% | -7% | -6% | 1% | -3% | -3% | 12% | 23% |

Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



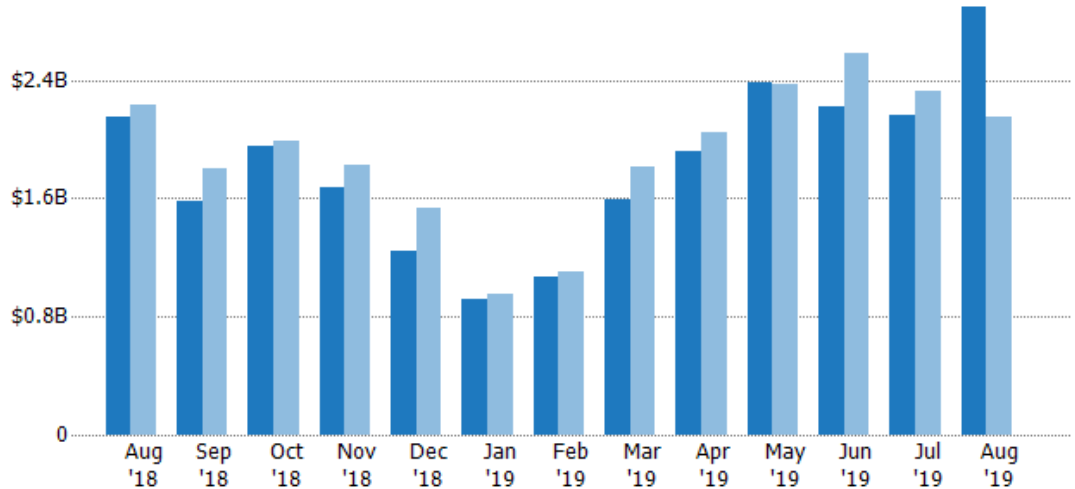
| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Aug '19 | 2.41K | 2.55K | -5.6% |
| Aug '18 | 2.55K | 2.8K | -8.8% |
| Aug '17 | 2.8K | 2.8K | -2.7% |

Closed Sales Volume

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



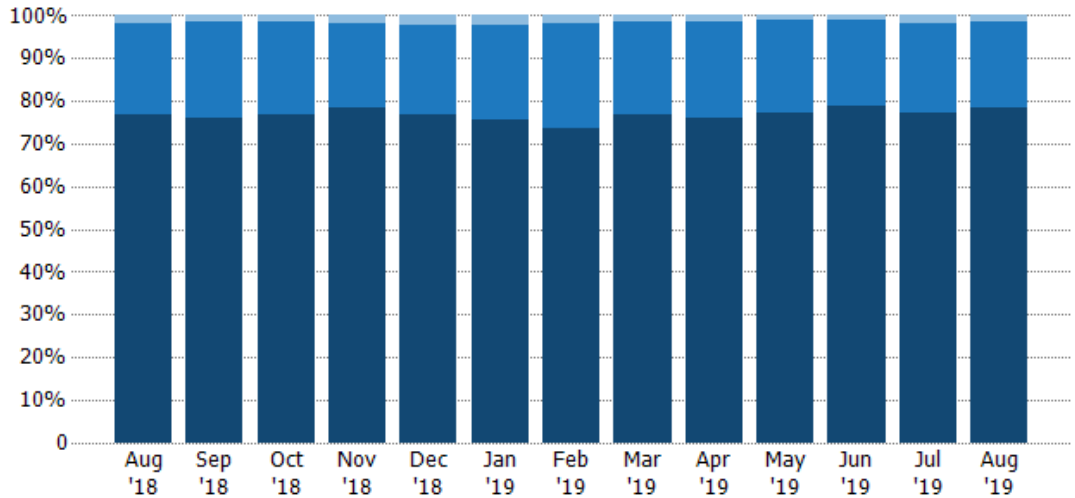
| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Aug '19 | \$2.89B | \$2.15B | 34.3% |
| Aug '18 | \$2.15B | \$2.23B | -3.4% |
| Aug '17 | \$2.23B | \$2.23B | -13.1% |

Closed Sales by Property Type

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California

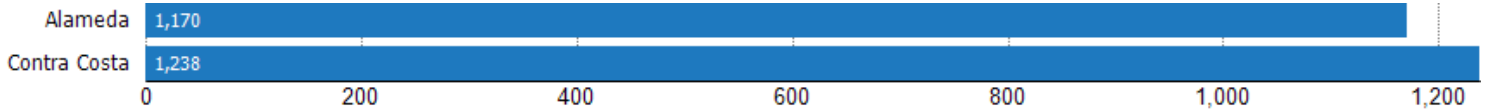


| Property Type | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Mobile/Manufactured | 2% | 1% | 1% | 2% | 2% | 2% | 2% | 1% | 1% | 1% | 1% | 2% | 1% |
| Condo/Townhouse | 22% | 22% | 22% | 20% | 21% | 22% | 25% | 22% | 23% | 22% | 20% | 21% | 20% |
| Single Family Residence | 77% | 76% | 77% | 79% | 77% | 76% | 74% | 77% | 76% | 77% | 79% | 77% | 79% |

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS; County: Alameda County, California, Contra Costa County, California

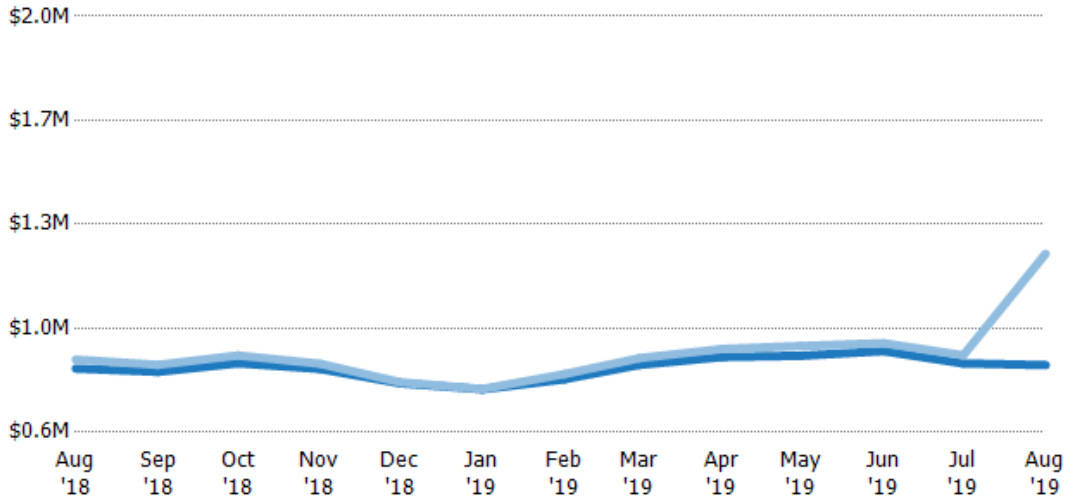


Average Sales Price vs Average Listing Price

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



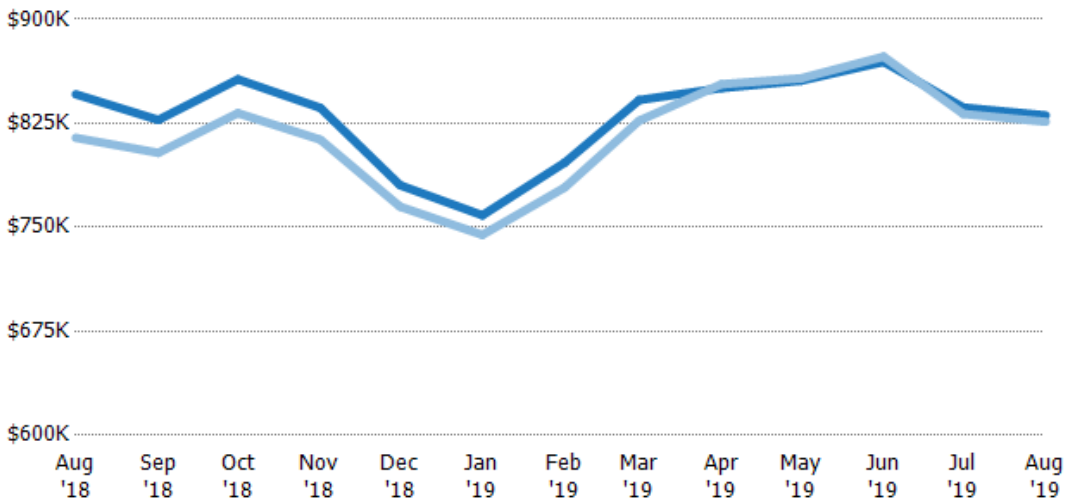
| | | | | | | | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price | \$815K | \$804K | \$832K | \$813K | \$765K | \$745K | \$779K | \$827K | \$853K | \$857K | \$873K | \$832K | \$826K |
| Avg Sales Price | \$845K | \$827K | \$858K | \$831K | \$768K | \$745K | \$796K | \$849K | \$880K | \$890K | \$900K | \$859K | \$1.2M |
| Avg Sales Price as a % of Avg List Price | 104% | 103% | 103% | 102% | 100% | 100% | 102% | 103% | 103% | 104% | 103% | 103% | 145% |

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

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California



| | | | | | | | | | | | | | |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg Est Value | \$846K | \$827K | \$857K | \$836K | \$780K | \$759K | \$797K | \$842K | \$850K | \$856K | \$869K | \$836K | \$831K |
| Avg Sales Price | \$815K | \$804K | \$832K | \$813K | \$765K | \$745K | \$796K | \$849K | \$880K | \$890K | \$900K | \$859K | \$1.2M |
| Avg Sales Price as a % of Avg Est Value | 96% | 97% | 97% | 97% | 98% | 98% | 98% | 98% | 100% | 100% | 100% | 99% | 99% |

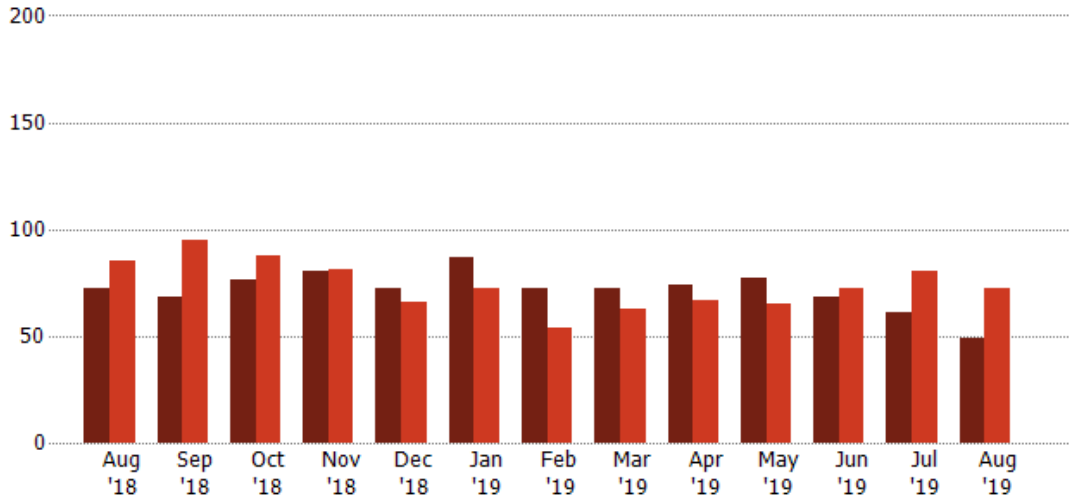
Distressed Listings

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

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
County: Alameda County, California, Contra Costa County, California

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Aug '19 | 49 | -31.9% |
| Aug '18 | 72 | -15.3% |
| Aug '17 | 85 | 32.9% |

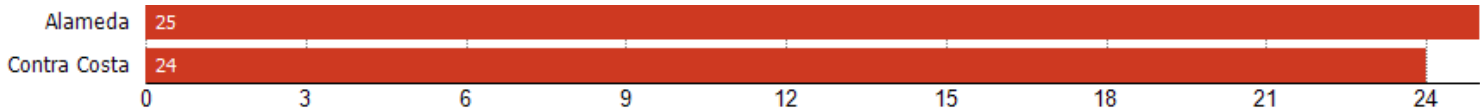


| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|-----|----|-----|-----|-----|-----|-----|-----|------|------|
| Current Year | 72 | 68 | 76 | 80 | 72 | 87 | 72 | 72 | 74 | 77 | 68 | 61 | 49 |
| Prior Year | 85 | 95 | 88 | 81 | 66 | 72 | 54 | 63 | 67 | 65 | 72 | 80 | 72 |
| Percent Change from Prior Year | -15% | -28% | -14% | -1% | 9% | 21% | 33% | 14% | 10% | 18% | -6% | -24% | -32% |

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS; County: Alameda County, California, Contra Costa County, California



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

Report Name: Monthly Market Data Report

Run Date: 09/06/2019

Scheduled: Yes

Report Date Range: From 8/2018 To: 8/2019

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Alameda County, California Contra Costa County, California

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 8/2019 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area