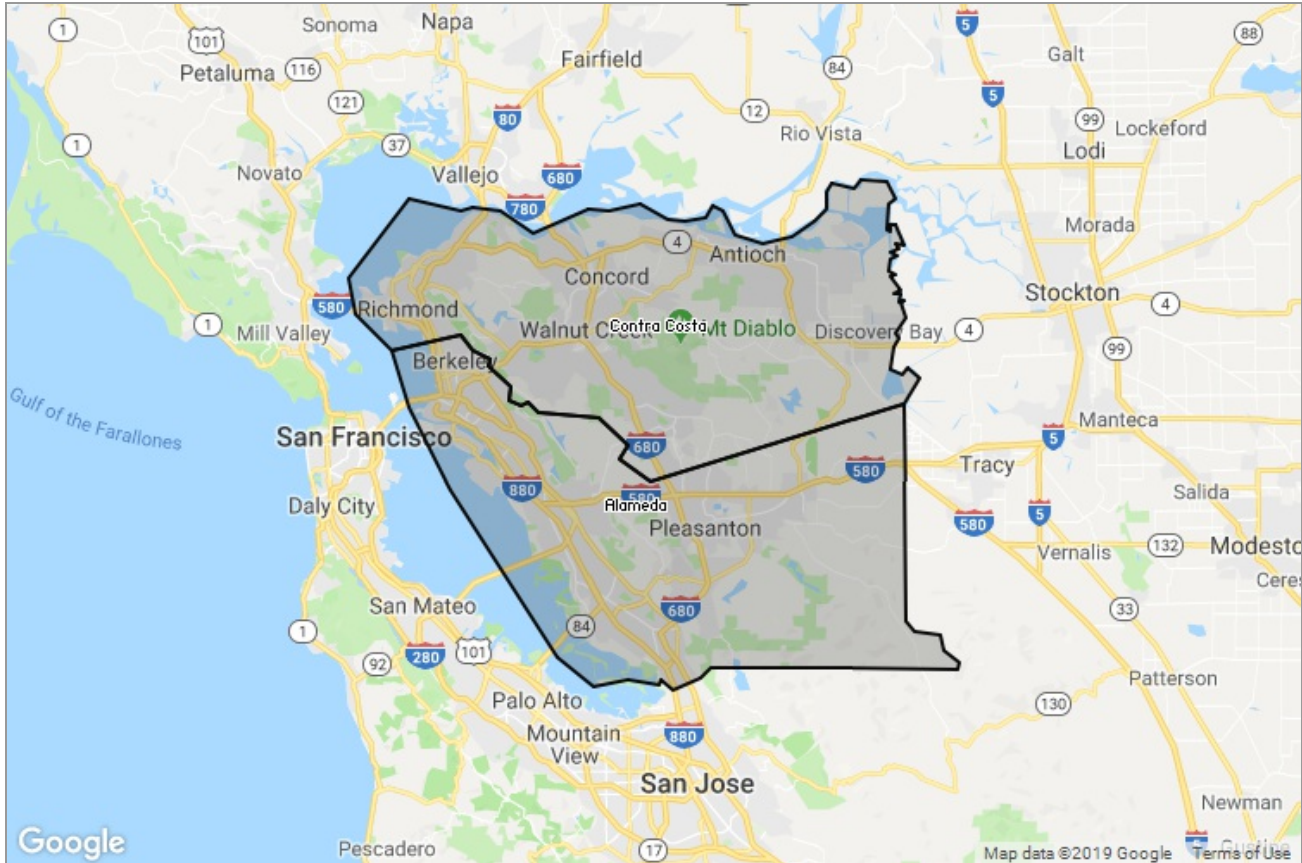


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2018 – 9/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/04/2019

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

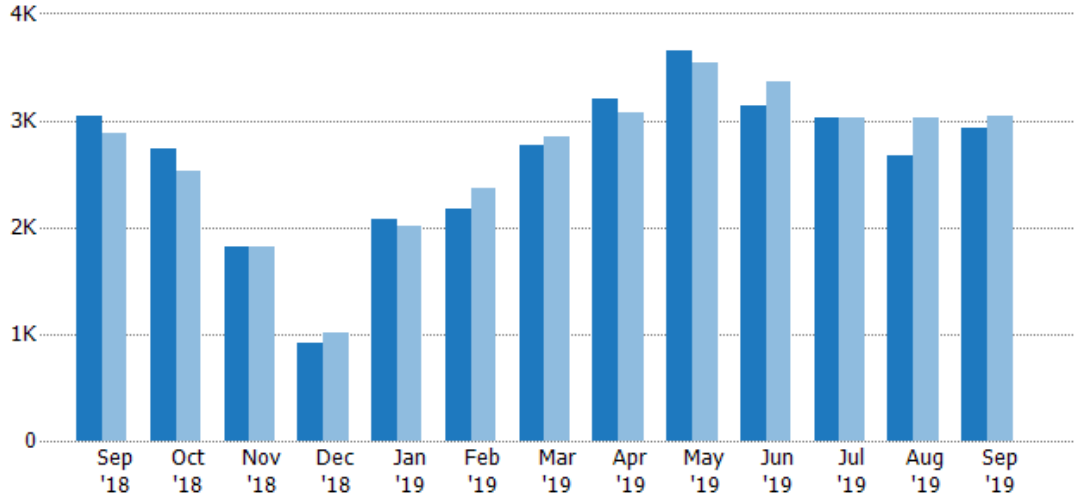
New Listings

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.
Sep '19	2.93K	-3.4%
Sep '18	3.03K	5.5%
Sep '17	2.88K	6.3%



Current Year	3.03K	2.74K	1.82K	920	2.08K	2.16K	2.77K	3.21K	3.66K	3.13K	3.02K	2.66K	2.93K
Prior Year	2.88K	2.53K	1.81K	1.01K	2.01K	2.36K	2.85K	3.07K	3.53K	3.36K	3.02K	3.02K	3.03K
Percent Change from Prior Year	6%	8%	0%	-9%	3%	-8%	-3%	5%	3%	-7%	0%	-12%	-3%

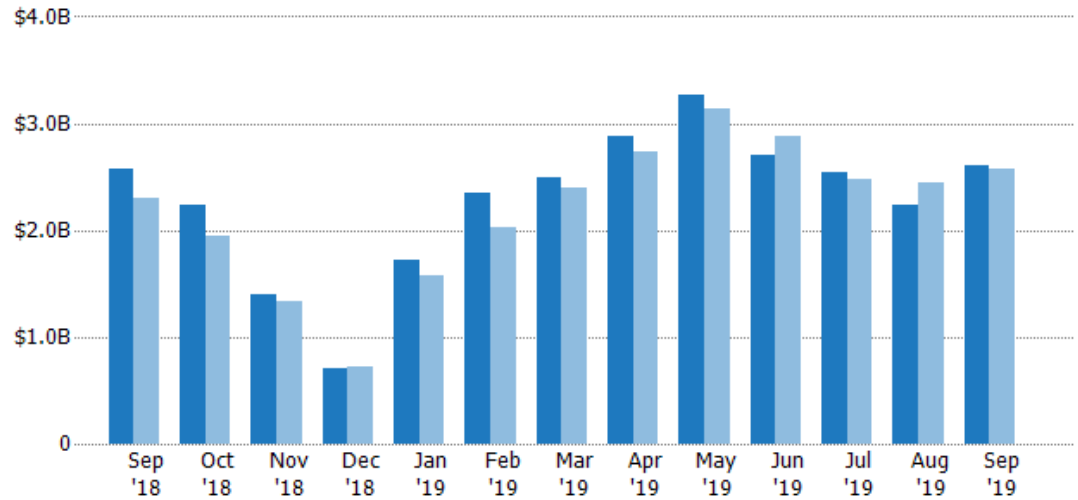
New Listing Volume

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.
Sep '19	\$2.61B	1.3%
Sep '18	\$2.58B	12%
Sep '17	\$2.3B	-0.2%



Current Year	\$2.58B	\$2.24B	\$1.41B	\$698M	\$1.72B	\$2.35B	\$2.5B	\$2.88B	\$3.26B	\$2.7B	\$2.54B	\$2.24B	\$2.61B
Prior Year	\$2.3B	\$1.95B	\$1.34B	\$717M	\$1.57B	\$2.03B	\$2.4B	\$2.74B	\$3.14B	\$2.87B	\$2.48B	\$2.44B	\$2.58B
Percent Change from Prior Year	12%	15%	5%	-3%	10%	15%	4%	5%	4%	-6%	2%	-8%	1%

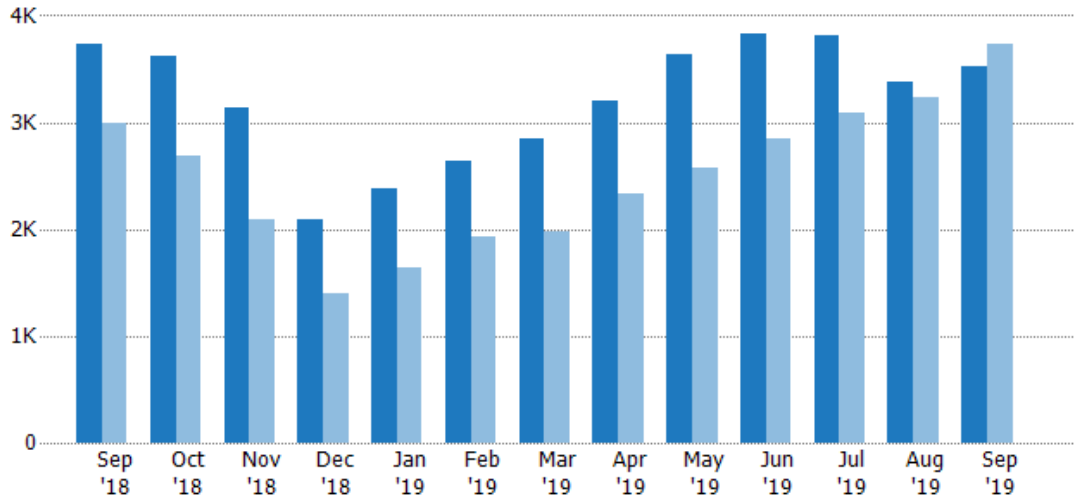
Active Listings

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.
Sep '19	3.53K	-5.7%
Sep '18	3.74K	24.9%
Sep '17	2.99K	28%



Current Year	3.74K	3.62K	3.13K	2.1K	2.38K	2.63K	2.84K	3.19K	3.64K	3.84K	3.81K	3.38K	3.53K
Prior Year	2.99K	2.69K	2.1K	1.4K	1.65K	1.93K	1.98K	2.33K	2.57K	2.84K	3.09K	3.23K	3.74K
Percent Change from Prior Year	25%	35%	49%	50%	44%	37%	44%	37%	42%	35%	23%	5%	-6%

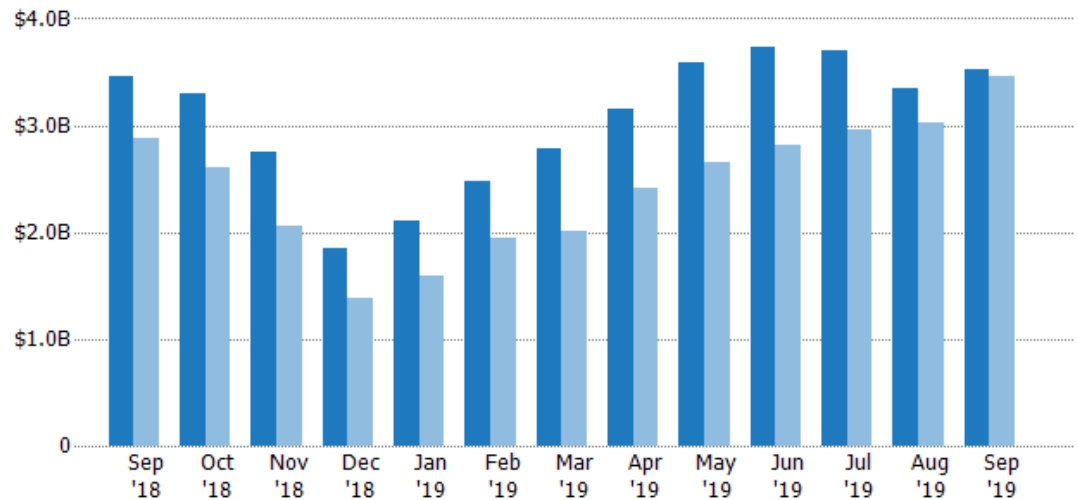
Active Listing Volume

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.
Sep '19	\$3.52B	1.6%
Sep '18	\$3.46B	20.5%
Sep '17	\$2.87B	13.4%



Current Year	\$3.46B	\$3.29B	\$2.76B	\$1.84B	\$2.11B	\$2.47B	\$2.78B	\$3.16B	\$3.59B	\$3.73B	\$3.7B	\$3.35B	\$3.52B
Prior Year	\$2.87B	\$2.61B	\$2.06B	\$1.39B	\$1.59B	\$1.95B	\$2.01B	\$2.42B	\$2.66B	\$2.81B	\$2.96B	\$3.03B	\$3.46B
Percent Change from Prior Year	20%	26%	34%	33%	33%	27%	39%	30%	35%	33%	25%	11%	2%

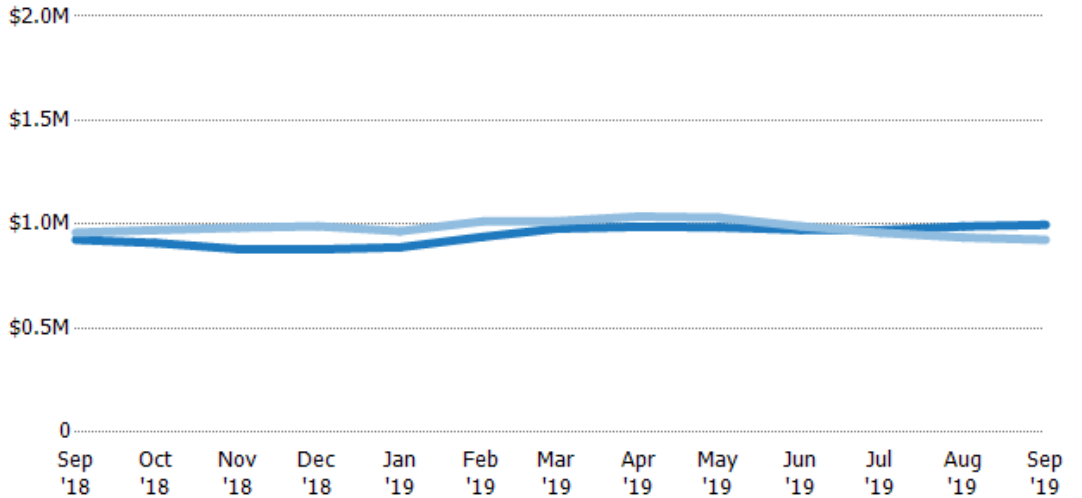
Average Listing Price

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.
Sep '19	\$997K	7.8%
Sep '18	\$925K	-3.6%
Sep '17	\$960K	-11.4%



Current Year	\$925K	\$910K	\$881K	\$879K	\$889K	\$939K	\$979K	\$988K	\$986K	\$973K	\$972K	\$990K	\$997K
Prior Year	\$960K	\$972K	\$984K	\$991K	\$967K	\$1.01M	\$1.01M	\$1.04M	\$1.03M	\$990K	\$959K	\$936K	\$925K
Percent Change from Prior Year	-4%	-6%	-10%	-11%	-8%	-7%	-4%	-5%	-4%	-2%	1%	6%	8%

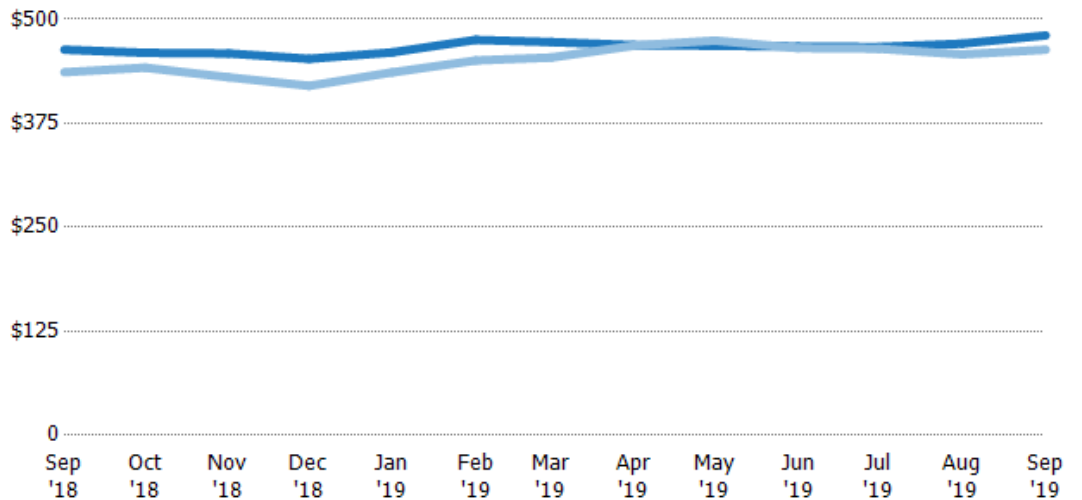
Average Listing Price per Sq Ft

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.
Sep '19	\$481	3.7%
Sep '18	\$463	6.2%
Sep '17	\$436	-7.2%



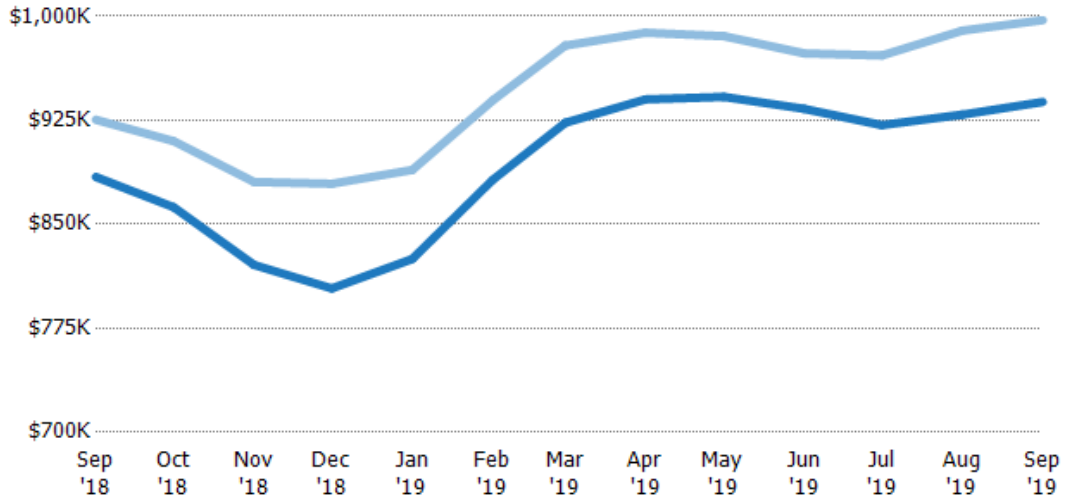
Current Year	\$463	\$460	\$459	\$452	\$460	\$475	\$473	\$469	\$468	\$467	\$467	\$471	\$481
Prior Year	\$436	\$442	\$430	\$420	\$436	\$451	\$454	\$468	\$474	\$465	\$465	\$458	\$463
Percent Change from Prior Year	6%	4%	7%	8%	6%	5%	4%	0%	-1%	0%	0%	3%	4%

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



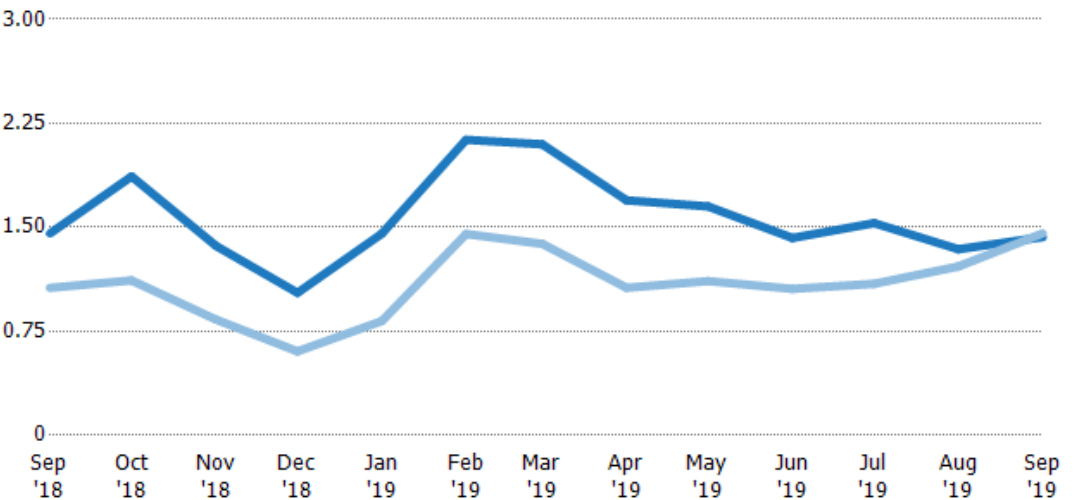
Avg Est Value	\$884K	\$862K	\$821K	\$804K	\$825K	\$882K	\$923K	\$940K	\$942K	\$933K	\$922K	\$929K	\$938K
Avg Listing Price	\$925K	\$910K	\$881K	\$879K	\$889K	\$939K	\$979K	\$988K	\$986K	\$973K	\$972K	\$990K	\$997K
Avg Listing Price as a % of Avg Est Value	105%	106%	107%	109%	108%	106%	106%	105%	105%	104%	105%	107%	106%

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



Current Year	1.46	1.87	1.37	1.03	1.45	2.13	2.1	1.69	1.65	1.42	1.53	1.34	1.43
Prior Year	1.06	1.12	0.84	0.61	0.82	1.45	1.38	1.06	1.11	1.06	1.09	1.22	1.46
Percent Change from Prior Year	37%	67%	64%	70%	77%	47%	52%	59%	48%	35%	40%	10%	-2%

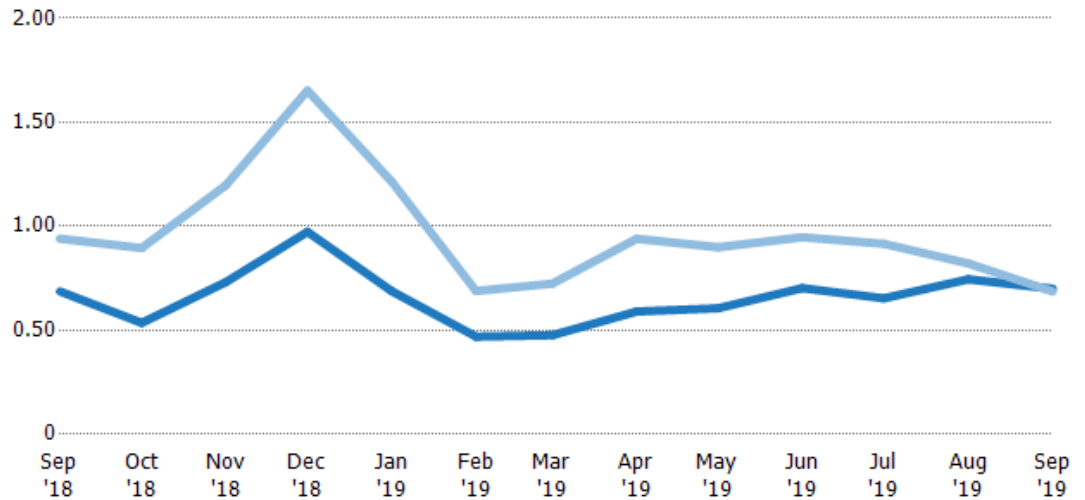
Absorption Rate

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.
Sep '19	70%	-1.3%
Sep '18	69%	25.4%
Sep '17	94%	-24%

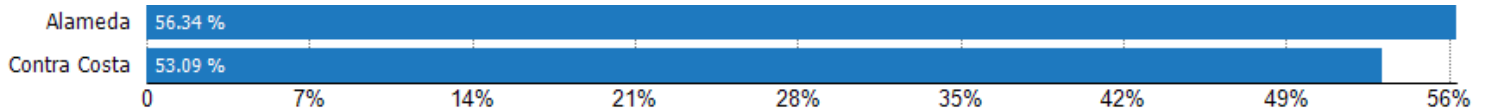


Current Year	69%	54%	73%	97%	69%	47%	48%	59%	61%	70%	65%	75%	70%
Prior Year	94%	90%	120%	165%	121%	69%	72%	94%	90%	95%	92%	82%	69%
Change from Prior Year	25%	36%	47%	68%	53%	22%	25%	35%	29%	24%	26%	8%	-1%

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



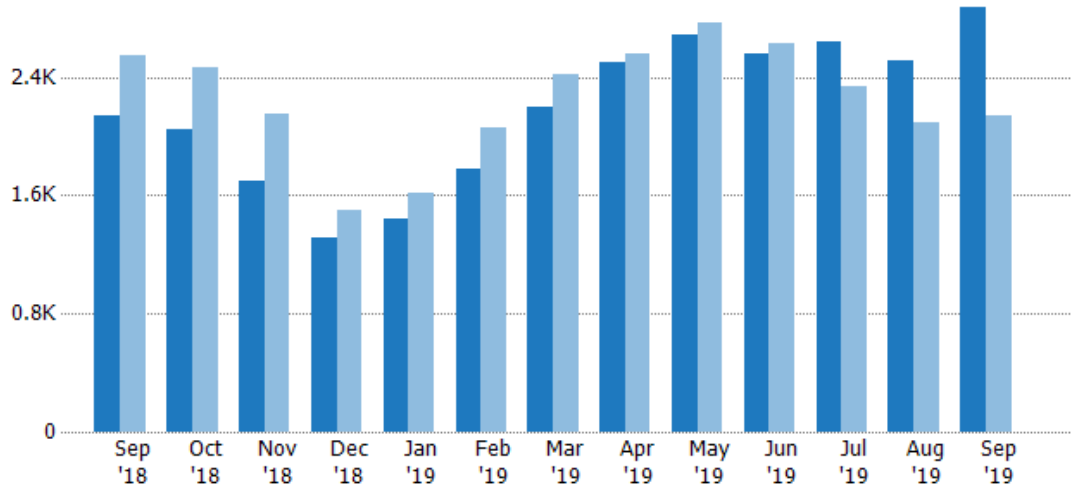
Pending Sales

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.
Sep '19	2.87K	34.1%
Sep '18	2.14K	-16%
Sep '17	2.54K	13.3%



Current Year	2.14K	2.05K	1.69K	1.31K	1.44K	1.78K	2.2K	2.5K	2.68K	2.56K	2.63K	2.51K	2.87K
Prior Year	2.54K	2.47K	2.16K	1.5K	1.61K	2.05K	2.42K	2.56K	2.77K	2.63K	2.33K	2.1K	2.14K
Percent Change from Prior Year	-16%	-17%	-22%	-13%	-10%	-13%	-9%	-2%	-3%	-3%	13%	20%	34%

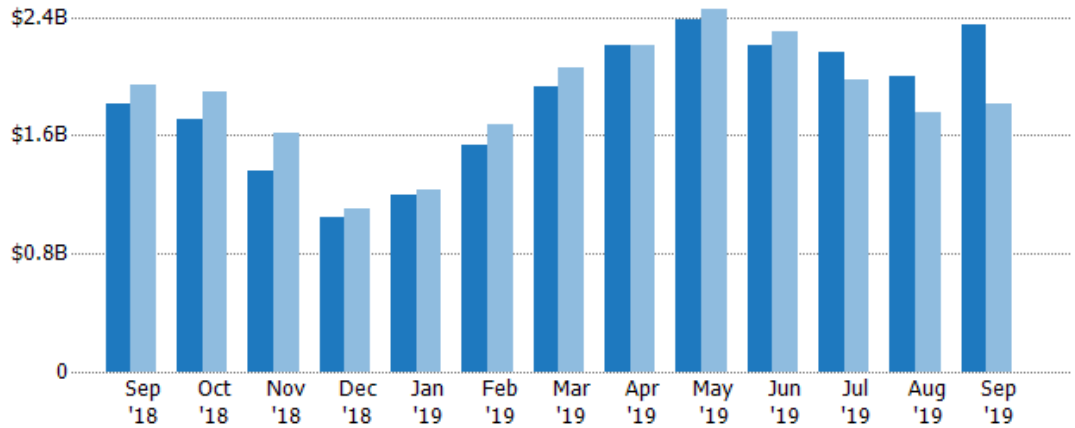
Pending Sales Volume

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.
Sep '19	\$2.34B	29.5%
Sep '18	\$1.81B	-6.8%
Sep '17	\$1.94B	1.6%



Current Year	\$1.81B	\$1.71B	\$1.36B	\$1.04B	\$1.2B	\$1.53B	\$1.93B	\$2.21B	\$2.39B	\$2.21B	\$2.16B	\$2B	\$2.34B
Prior Year	\$1.94B	\$1.89B	\$1.61B	\$1.1B	\$1.23B	\$1.67B	\$2.06B	\$2.21B	\$2.46B	\$2.3B	\$1.97B	\$1.75B	\$1.81B
Percent Change from Prior Year	-7%	-10%	-16%	-5%	-3%	-8%	-6%	0%	-3%	-4%	9%	14%	29%

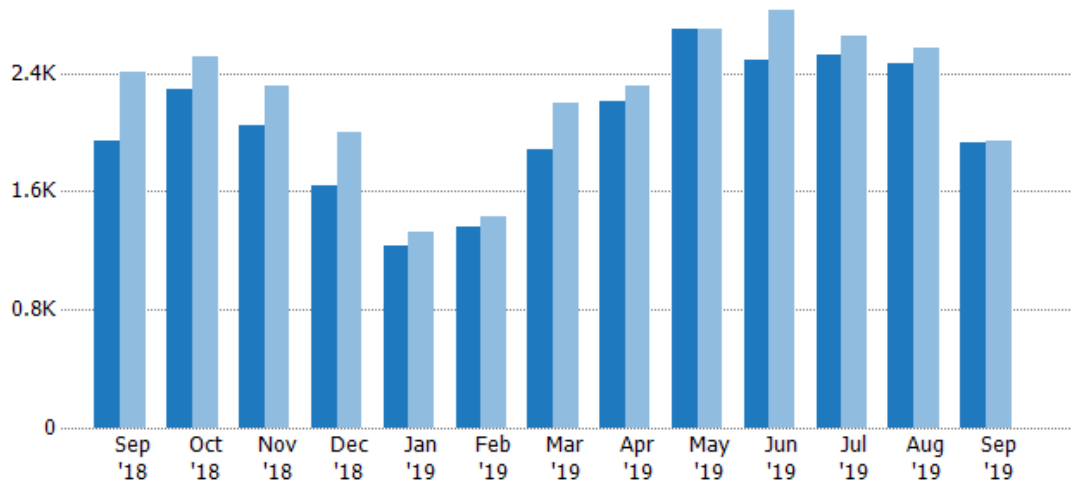
Closed Sales

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	Count	% Chg.
Sep '19	1.93K	-0.6%
Sep '18	1.94K	-19.5%
Sep '17	2.41K	7.5%



Current Year	1.94K	2.29K	2.04K	1.64K	1.24K	1.36K	1.89K	2.21K	2.7K	2.49K	2.52K	2.47K	1.93K
Prior Year	2.41K	2.51K	2.32K	2K	1.33K	1.43K	2.19K	2.31K	2.69K	2.83K	2.65K	2.57K	1.94K
Percent Change from Prior Year	-19%	-9%	-12%	-18%	-7%	-6%	-14%	-5%	0%	-12%	-5%	-4%	-1%

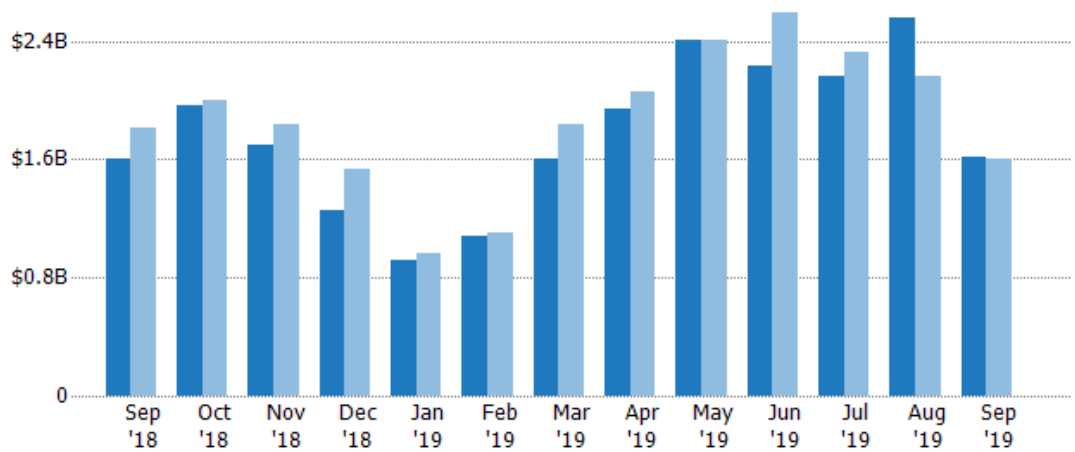
Closed Sales Volume

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	Volume	% Chg.
Sep '19	\$1.61B	0.8%
Sep '18	\$1.6B	-11.7%
Sep '17	\$1.81B	-1.5%



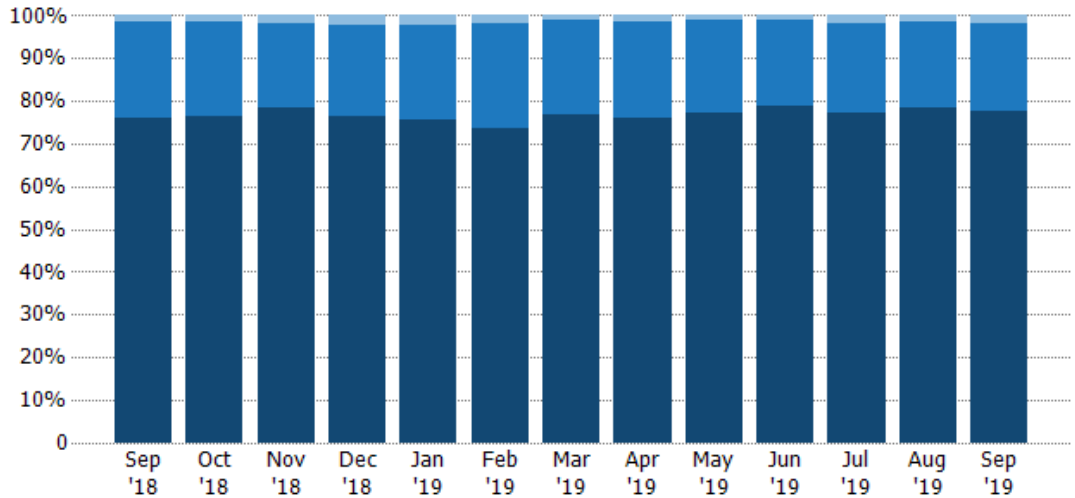
Current Year	\$1.6B	\$1.96B	\$1.7B	\$1.25B	\$922M	\$1.07B	\$1.6B	\$1.95B	\$2.4B	\$2.23B	\$2.17B	\$2.56B	\$1.61B
Prior Year	\$1.81B	\$2B	\$1.83B	\$1.54B	\$965M	\$1.11B	\$1.84B	\$2.05B	\$2.4B	\$2.59B	\$2.33B	\$2.17B	\$1.6B
Percent Change from Prior Year	-12%	-2%	-7%	-18%	-5%	-3%	-13%	-5%	0%	-14%	-7%	18%	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

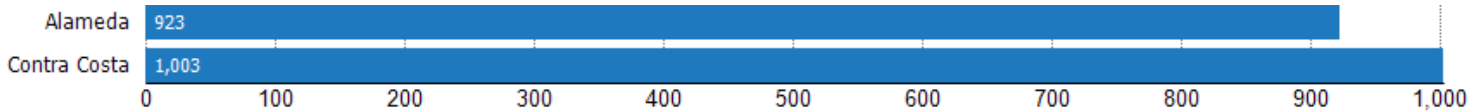


Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Mobile/Manufactured	1%	2%	2%	2%	2%	2%	1%	1%	1%	1%	2%	1%	2%
Condo/Townhouse	23%	22%	20%	21%	22%	25%	22%	23%	22%	20%	21%	20%	21%
Single Family Residence	76%	76%	78%	76%	76%	74%	77%	76%	77%	79%	77%	78%	78%

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

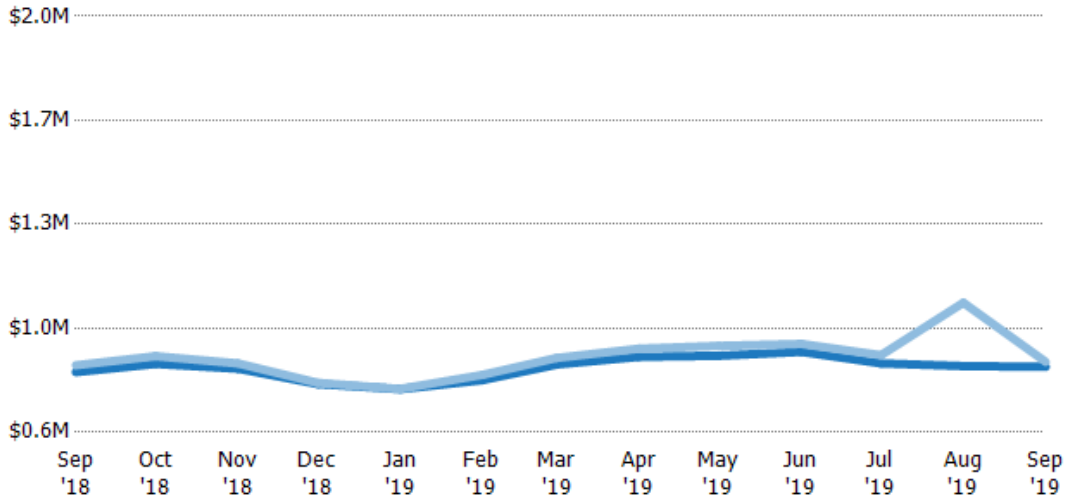


Average Sales Price vs Average Listing Price

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



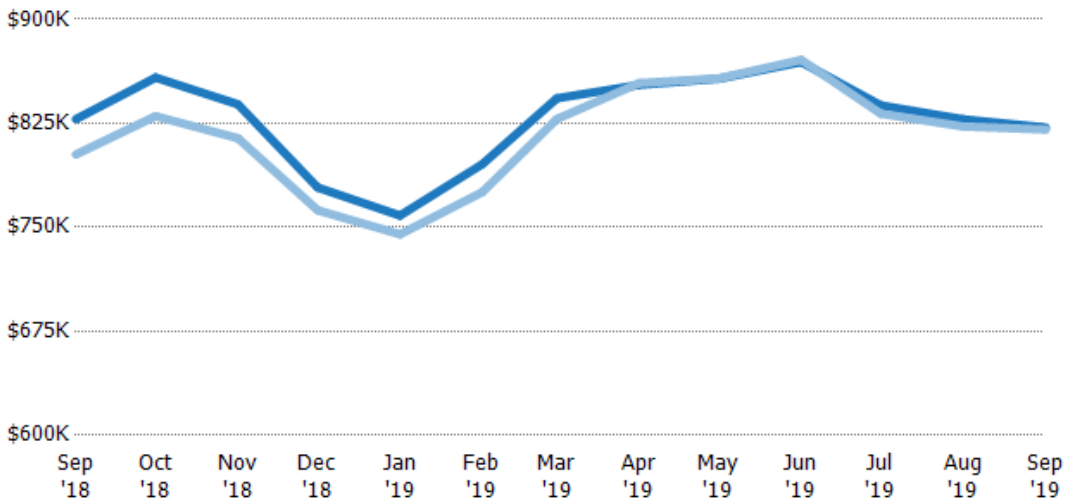
Avg List Price	\$802K	\$830K	\$814K	\$762K	\$745K	\$775K	\$828K	\$854K	\$857K	\$871K	\$832K	\$823K	\$820K
Avg Sales Price	\$825K	\$856K	\$832K	\$766K	\$746K	\$793K	\$850K	\$881K	\$891K	\$897K	\$859K	\$1.04M	\$837K
Avg Sales Price as a % of Avg List Price	103%	103%	102%	101%	100%	102%	103%	103%	104%	103%	103%	126%	102%

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	\$828K	\$858K	\$839K	\$779K	\$758K	\$796K	\$843K	\$853K	\$857K	\$869K	\$838K	\$828K	\$822K
Avg Sales Price	\$802K	\$830K	\$814K	\$762K	\$745K	\$775K	\$828K	\$854K	\$857K	\$871K	\$832K	\$823K	\$820K
Avg Sales Price as a % of Avg Est Value	97%	97%	97%	98%	98%	97%	98%	100%	100%	100%	99%	99%	100%

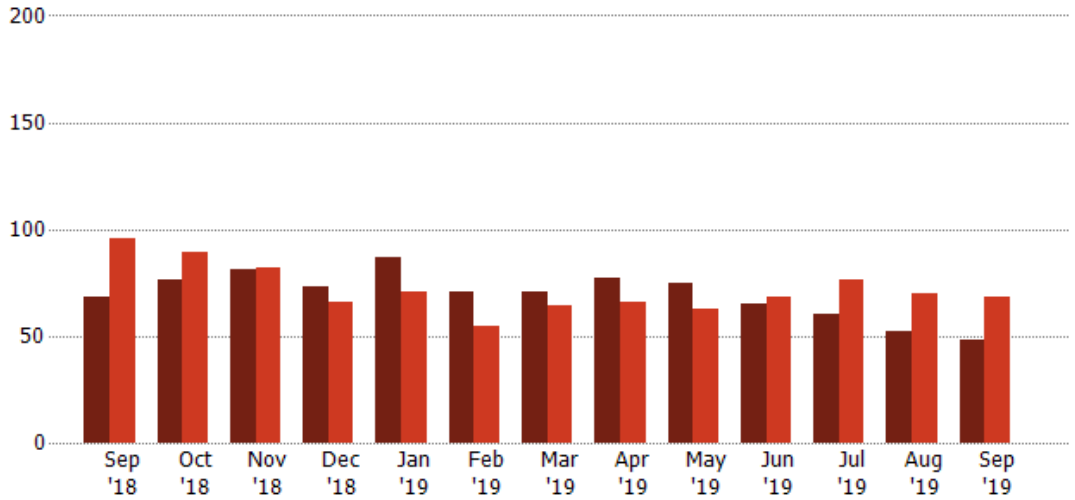
Distressed Listings

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.
Sep '19	48	-29.4%
Sep '18	68	-29.2%
Sep '17	96	13.5%



Current Year	68	76	81	73	87	71	71	77	75	65	60	52	48
Prior Year	96	89	82	66	71	55	64	66	63	68	76	70	68
Percent Change from Prior Year	-29%	-15%	-1%	11%	23%	29%	11%	17%	19%	-4%	-21%	-26%	-29%

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: 10/04/2019

Scheduled: Yes

Report Date Range: From 9/2018 To: 9/2019

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 9/2019 data

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