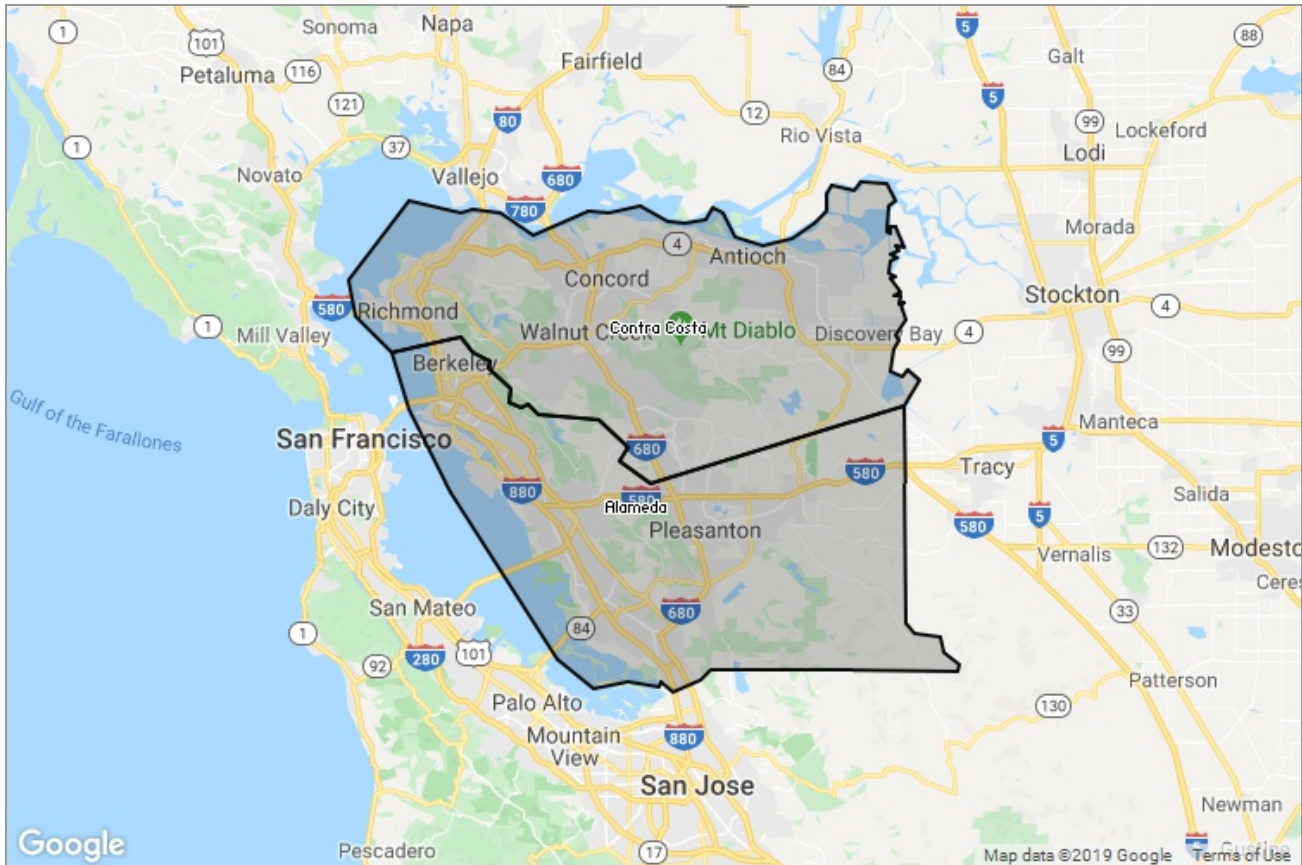# Monthly Market Data Report



## Report Characteristics

**Report Name:**
Monthly Market Data Report

**Report Date Range:**
11/2018 – 11/2019

**Filters Used:**
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/04/2019

**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.bridgemls.com
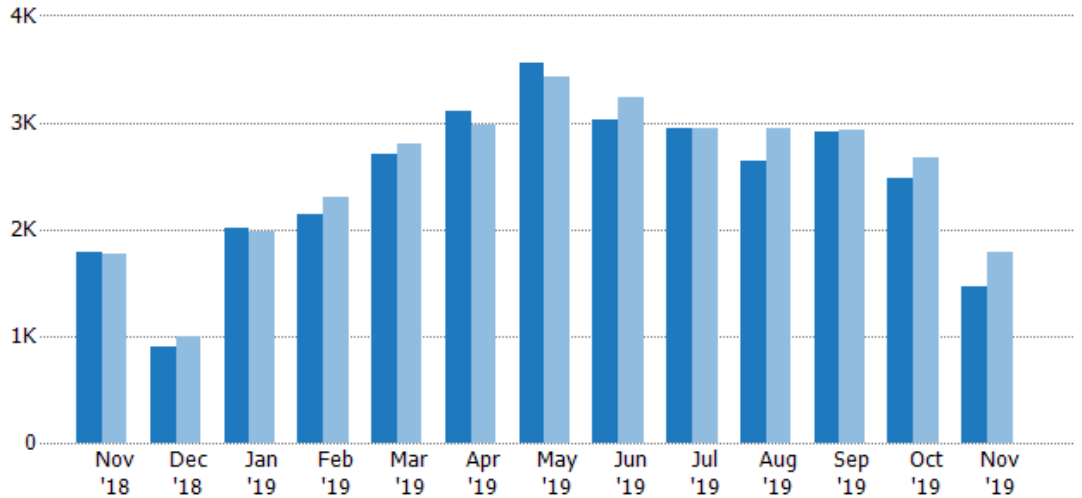
7021 Koll Center Parkway
Pleasanton, CA 94566

# 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. |
|---|---|---|
| Nov '19 | 1.46K | -18.1% |
| Nov '18 | 1.78K | 0.8% |
| Nov '17 | 1.77K | -1.1% |



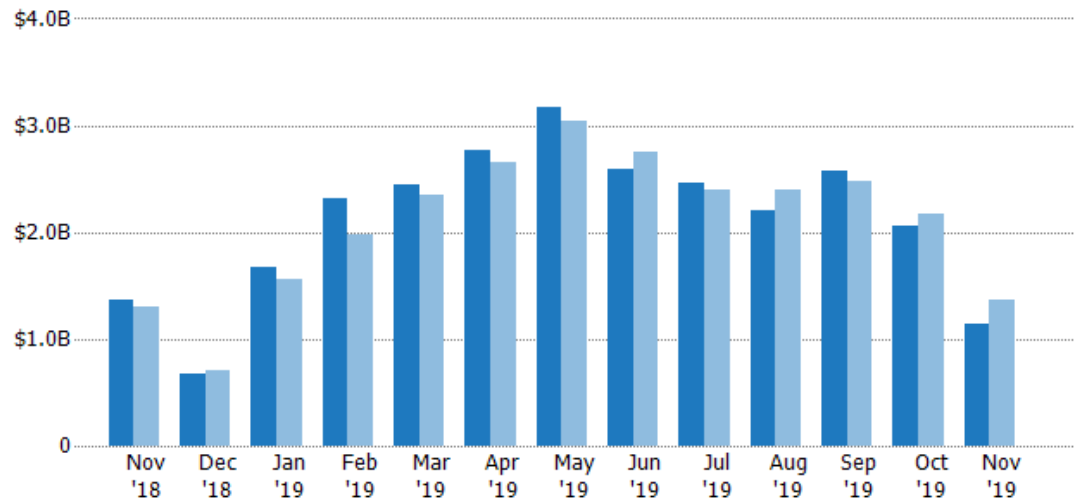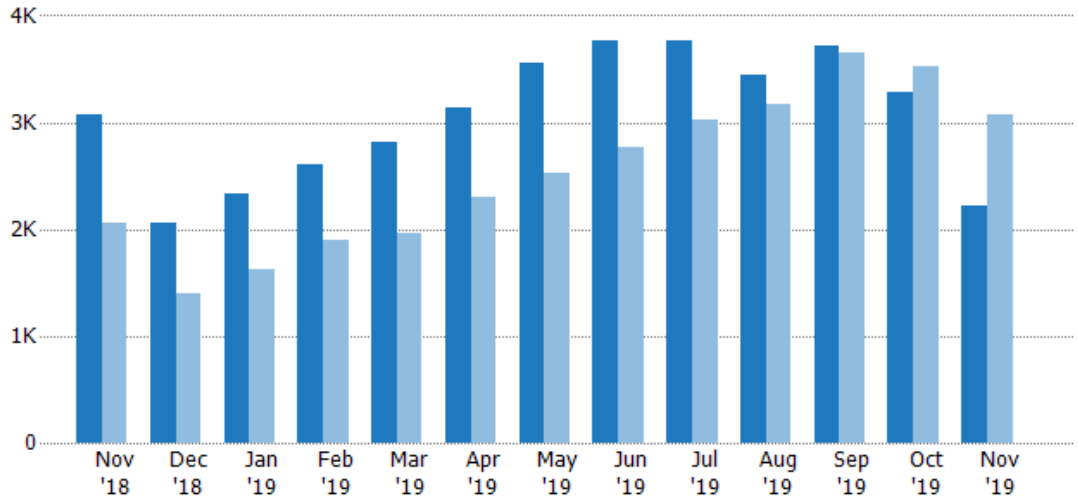| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.78K | 903 | 2.01K | 2.13K | 2.71K | 3.11K | 3.56K | 3.03K | 2.94K | 2.64K | 2.92K | 2.48K | 1.46K |
| Prior Year | 1.77K | 993 | 1.97K | 2.29K | 2.8K | 2.97K | 3.43K | 3.23K | 2.94K | 2.95K | 2.93K | 2.67K | 1.78K |
| Percent Change from Prior Year | 1% | -9% | 2% | -7% | -3% | 5% | 4% | -6% | 0% | -10% | 0% | -7% | -18% |

# 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. |
|---|---|---|
| Nov '19 | $1.15B | -16% |
| Nov '18 | $1.37B | 5.5% |
| Nov '17 | $1.29B | -8.6% |



| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $1.37B | $681M | $1.67B | $2.32B | $2.44B | $2.77B | $3.17B | $2.59B | $2.47B | $2.21B | $2.57B | $2.06B | $1.15B |
| Prior Year | $1.29B | $706M | $1.56B | $1.97B | $2.34B | $2.66B | $3.03B | $2.75B | $2.4B | $2.39B | $2.47B | $2.16B | $1.37B |
| Percent Change from Prior Year | 6% | -4% | 7% | 18% | 4% | 4% | 4% | -6% | 3% | -8% | 4% | -5% | -16% |

# Active Listings

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

| Month/Year | Count | % Chg. |
|---|---|---|
| Nov '19 | 2.22K | -27.9% |
| Nov '18 | 3.08K | 49.2% |
| Nov '17 | 2.06K | 30.4% |



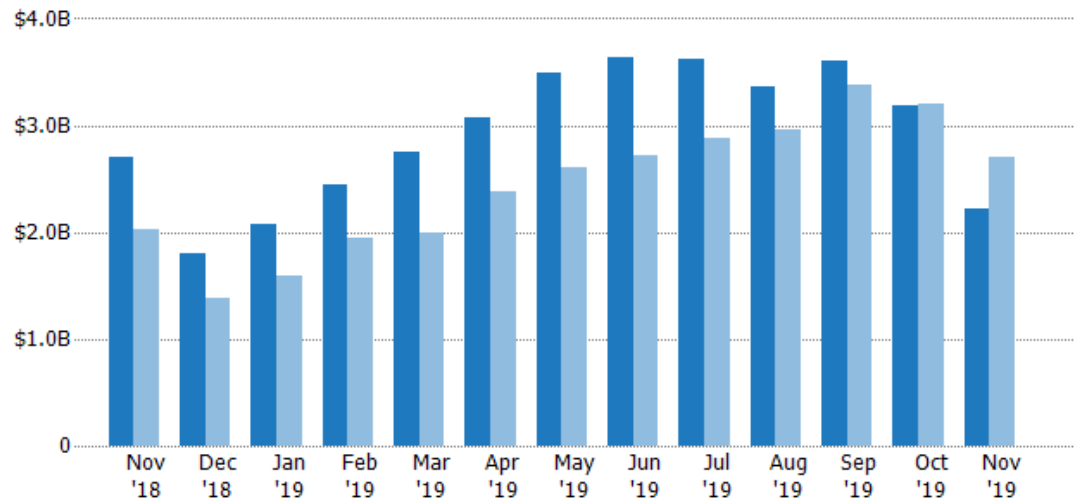| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 3.08K | 2.06K | 2.33K | 2.61K | 2.81K | 3.14K | 3.56K | 3.76K | 3.76K | 3.45K | 3.72K | 3.28K | 2.22K |
| Prior Year | 2.06K | 1.39K | 1.63K | 1.9K | 1.95K | 2.29K | 2.53K | 2.76K | 3.02K | 3.16K | 3.65K | 3.53K | 3.08K |
| Percent Change from Prior Year | 49% | 48% | 43% | 37% | 44% | 37% | 41% | 36% | 24% | 9% | 2% | -7% | -28% |

# Active Listing Volume

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

| Month/Year | Volume | % Chg. |
|---|---|---|
| Nov '19 | $2.22B | -18% |
| Nov '18 | $2.71B | 33.6% |
| Nov '17 | $2.03B | 11.7% |



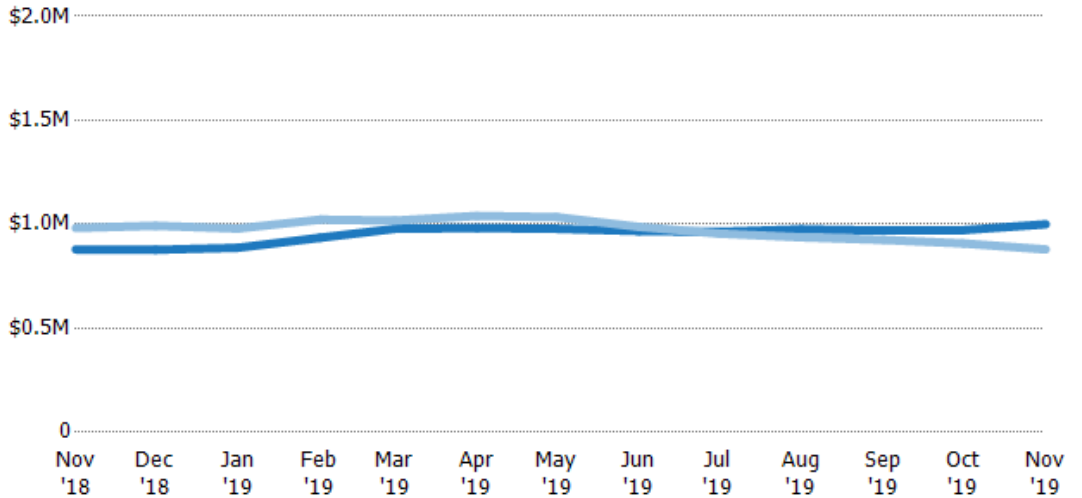| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $2.71B | $1.81B | $2.07B | $2.44B | $2.75B | $3.08B | $3.49B | $3.64B | $3.62B | $3.37B | $3.61B | $3.19B | $2.22B |
| Prior Year | $2.03B | $1.38B | $1.59B | $1.94B | $1.99B | $2.38B | $2.61B | $2.73B | $2.89B | $2.96B | $3.38B | $3.2B | $2.71B |
| Percent Change from Prior Year | 34% | 31% | 30% | 26% | 38% | 29% | 33% | 33% | 26% | 14% | 7% | 0% | -18% |

# 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. |
|---|---|---|
| Nov '19 | $1M | 13.8% |
| Nov '18 | $879K | -10.5% |
| Nov '17 | $982K | -14.3% |



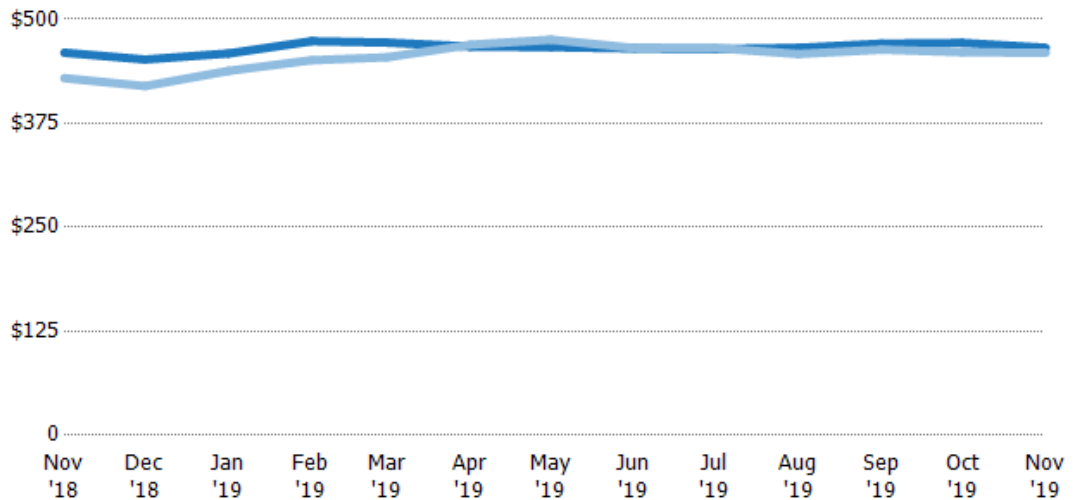| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $879K | $877K | $887K | $935K | $978K | $982K | $978K | $967K | $964K | $976K | $970K | $972K | $1M |
| Prior Year | $982K | $993K | $980K | $1.02M | $1.02M | $1.04M | $1.03M | $987K | $956K | $937K | $925K | $908K | $879K |
| Percent Change from Prior Year | -10% | -12% | -9% | -9% | -4% | -6% | -5% | -2% | 1% | 4% | 5% | 7% | 14% |

# 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. |
|---|---|---|
| Nov '19 | $466 | 1.3% |
| Nov '18 | $460 | 7.1% |
| Nov '17 | $429 | -5.6% |



| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $460 | $452 | $459 | $474 | $472 | $467 | $467 | $465 | $464 | $466 | $471 | $472 | $466 |
| Prior Year | $429 | $420 | $438 | $451 | $454 | $469 | $475 | $465 | $466 | $458 | $464 | $460 | $460 |
| Percent Change from Prior Year | 7% | 8% | 5% | 5% | 4% | 0% | -2% | 0% | 0% | 2% | 2% | 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**

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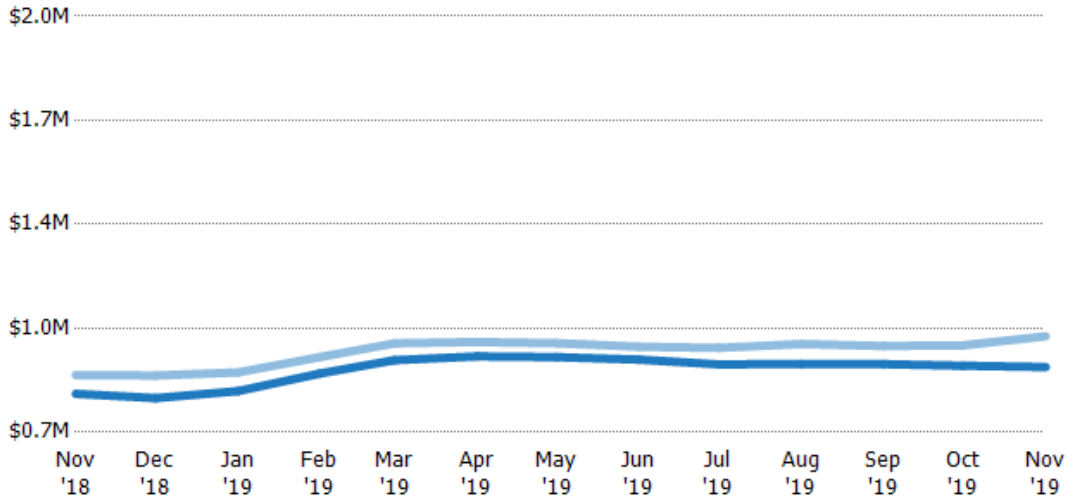


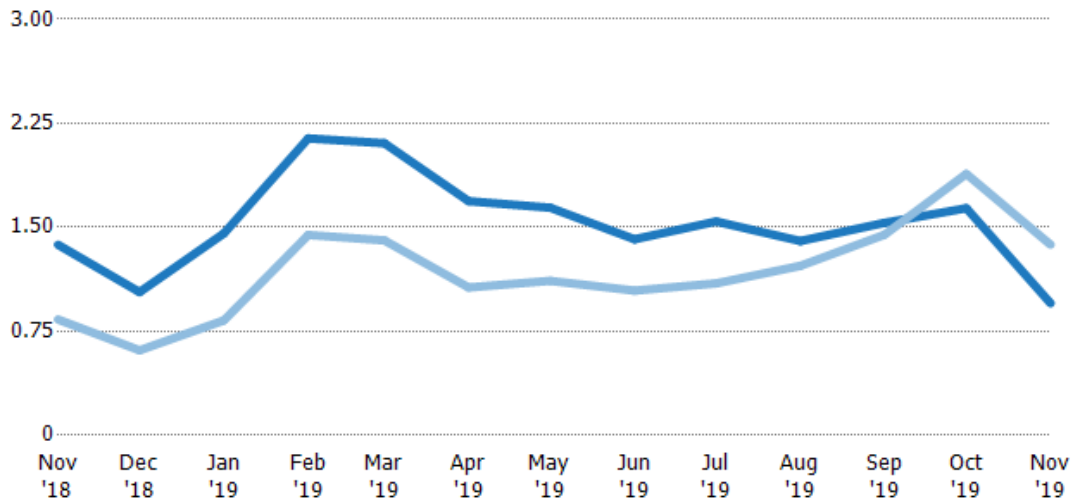|  | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg Est Value | $820K | $807K | $829K | $884K | $925K | $937K | $935K | $927K | $912K | $913K | $913K | $908K | $904K |
| Avg Listing Price | $879K | $877K | $887K | $935K | $978K | $982K | $978K | $967K | $964K | $976K | $970K | $972K | $1M |
| Avg Listing Price as a % of Avg Est Value | 107% | 109% | 107% | 106% | 106% | 105% | 105% | 104% | 106% | 107% | 106% | 107% | 111% |

## 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. |
|---|---|---|
| Nov '19 | 0.95 | -30.8% |
| Nov '18 | 1.37 | 64.6% |
| Nov '17 | 0.84 | 37.8% |



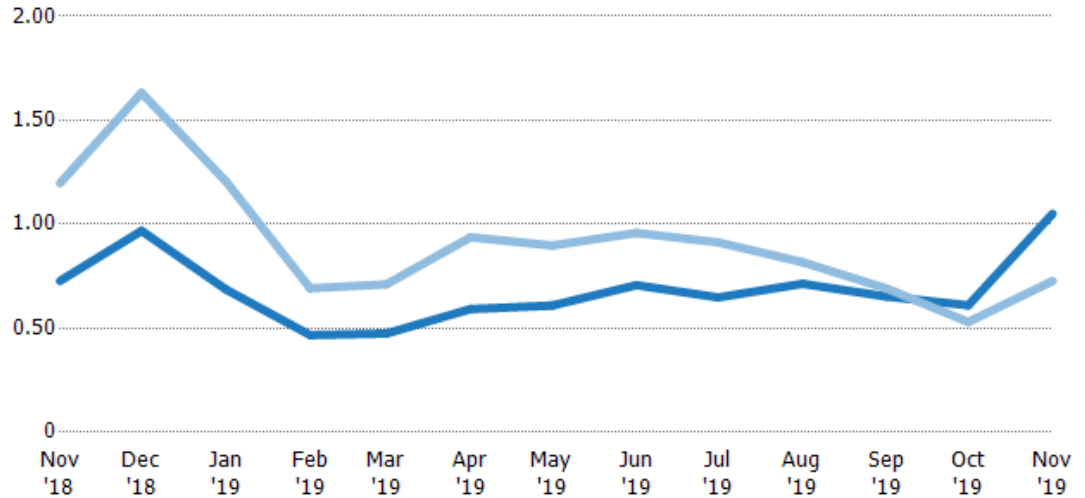|  | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.37 | 1.03 | 1.46 | 2.14 | 2.11 | 1.69 | 1.64 | 1.41 | 1.54 | 1.4 | 1.53 | 1.64 | 0.95 |
| Prior Year | 0.84 | 0.61 | 0.83 | 1.44 | 1.41 | 1.07 | 1.11 | 1.04 | 1.1 | 1.22 | 1.45 | 1.89 | 1.37 |
| Percent Change from Prior Year | 65% | 69% | 76% | 48% | 50% | 58% | 47% | 35% | 41% | 15% | 6% | -13% | -31% |

# 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. |
|---|---|---|
| Nov '19 | 105% | -32.3% |
| Nov '18 | 73% | 47% |
| Nov '17 | 120% | -27.4% |



| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 73% | 97% | 69% | 47% | 47% | 59% | 61% | 71% | 65% | 71% | 65% | 61% | 105% |
| Prior Year | 120% | 163% | 121% | 69% | 71% | 94% | 90% | 96% | 91% | 82% | 69% | 53% | 73% |
| Change from Prior Year | 47% | 66% | 52% | 23% | 24% | 35% | 29% | 25% | 26% | 10% | 4% | -8% | -32% |

# 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
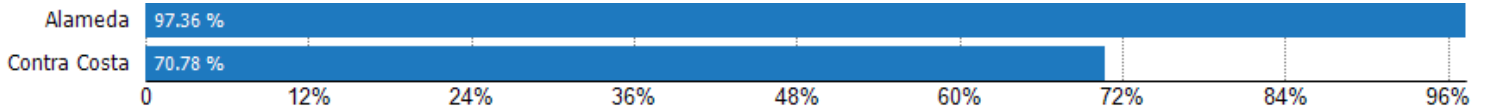
# Pending Sales

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
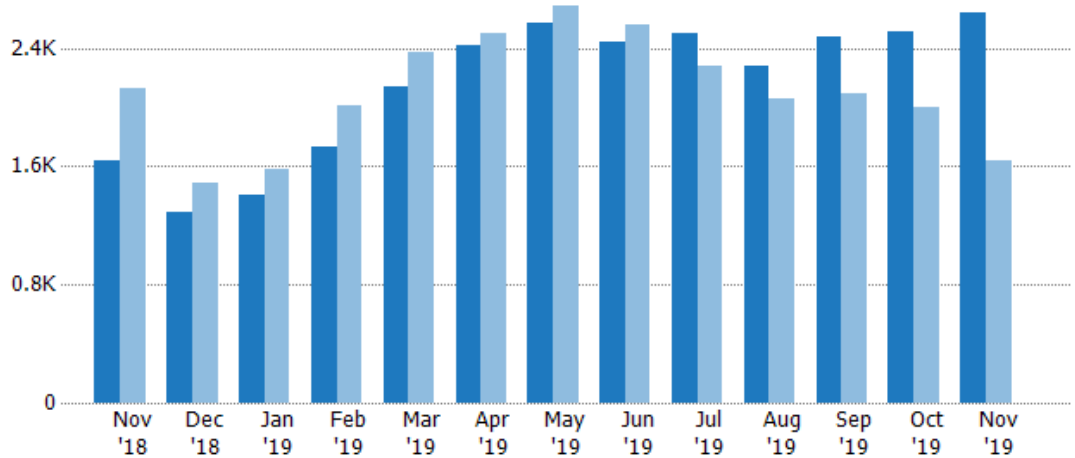County: Alameda County, California, Contra Costa County, California

| Month/Year | Count | % Chg. |
|---|---|---|
| Nov '19 | 2.64K | 60.5% |
| Nov '18 | 1.64K | -22.6% |
| Nov '17 | 2.13K | 15.7% |



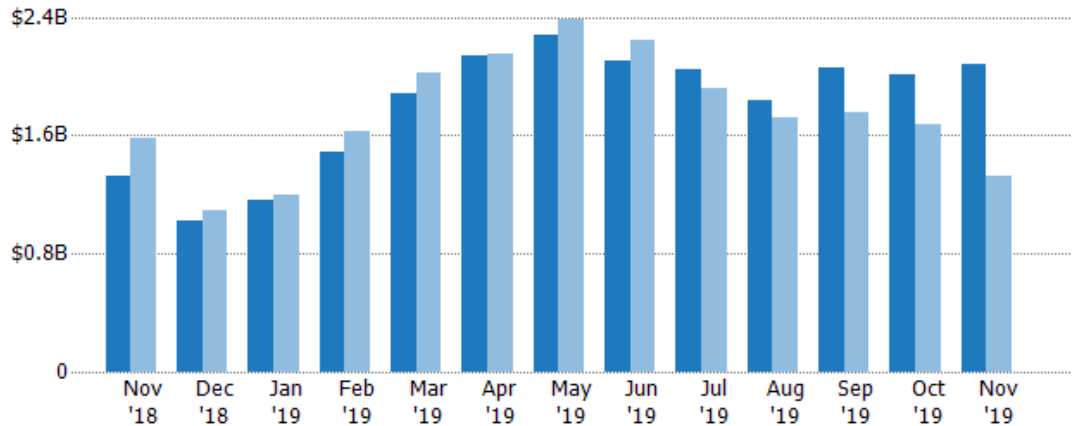| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.64K | 1.29K | 1.41K | 1.73K | 2.14K | 2.42K | 2.57K | 2.44K | 2.5K | 2.28K | 2.48K | 2.51K | 2.64K |
| Prior Year | 2.13K | 1.49K | 1.58K | 2.01K | 2.37K | 2.5K | 2.69K | 2.56K | 2.28K | 2.06K | 2.09K | 2K | 1.64K |
| Percent Change from Prior Year | -23% | -13% | -11% | -14% | -10% | -3% | -4% | -4% | 10% | 11% | 19% | 25% | 60% |

# 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. |
|---|---|---|
| Nov '19 | $2.08B | 57% |
| Nov '18 | $1.32B | -16.2% |
| Nov '17 | $1.58B | 7.7% |



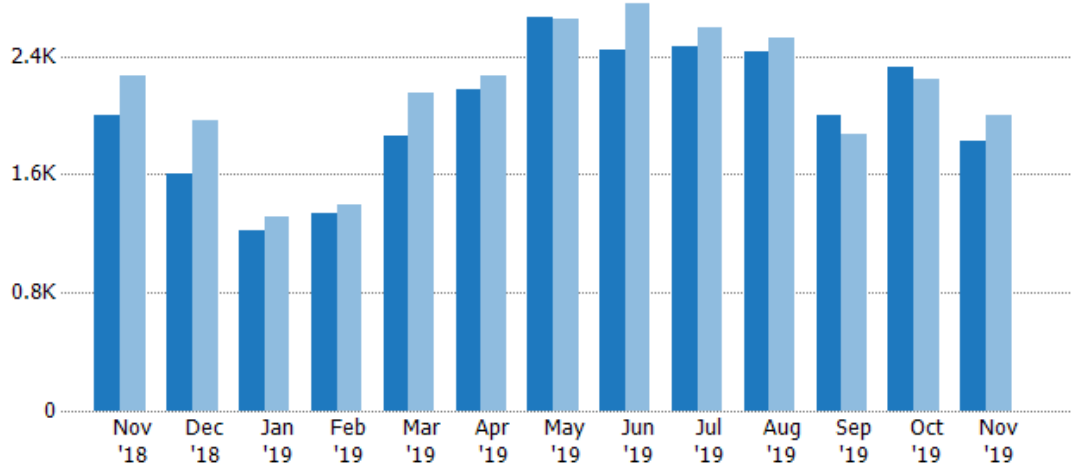| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $1.32B | $1.02B | $1.17B | $1.49B | $1.88B | $2.14B | $2.28B | $2.1B | $2.05B | $1.84B | $2.06B | $2.02B | $2.08B |
| Prior Year | $1.58B | $1.09B | $1.2B | $1.63B | $2.02B | $2.16B | $2.38B | $2.24B | $1.92B | $1.72B | $1.76B | $1.67B | $1.32B |
| Percent Change from Prior Year | -16% | -6% | -3% | -9% | -7% | -1% | -4% | -6% | 7% | 7% | 17% | 21% | 57% |

# 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. |
|---|---|---|
| Nov '19 | 1.82K | -8.8% |
| Nov '18 | 2K | -12.1% |
| Nov '17 | 2.27K | 3.7% |

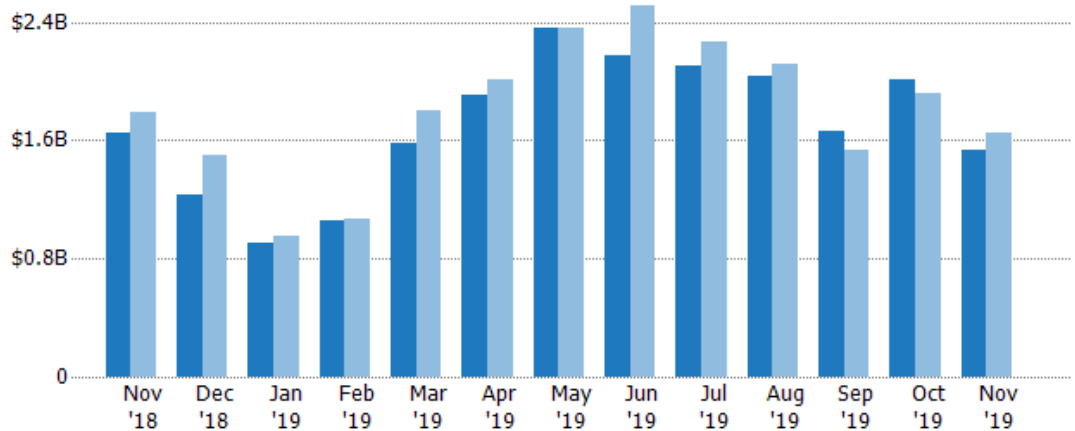| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 2K | 1.6K | 1.22K | 1.34K | 1.86K | 2.17K | 2.66K | 2.44K | 2.46K | 2.43K | 2K | 2.33K | 1.82K |
| Prior Year | 2.27K | 1.96K | 1.32K | 1.39K | 2.15K | 2.27K | 2.65K | 2.76K | 2.59K | 2.52K | 1.87K | 2.24K | 2K |
| Percent Change from Prior Year | -12% | -18% | -7% | -4% | -14% | -4% | 0% | -12% | -5% | -4% | 7% | 4% | -9% |

# 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. |
|---|---|---|
| Nov '19 | $1.53B | -7.5% |
| Nov '18 | $1.65B | -7.7% |
| Nov '17 | $1.79B | -5.6% |

| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $1.65B | $1.23B | $909M | $1.05B | $1.58B | $1.91B | $2.36B | $2.18B | $2.1B | $2.03B | $1.66B | $2.02B | $1.53B |
| Prior Year | $1.79B | $1.5B | $956M | $1.07B | $1.8B | $2.01B | $2.36B | $2.51B | $2.27B | $2.12B | $1.54B | $1.91B | $1.65B |
| Percent Change from Prior Year | -8% | -18% | -5% | -1% | -13% | -5% | 0% | -13% | -7% | -4% | 8% | 5% | -7% |

# Closed Sales by Property Type

The percentage of residential properties sold each month by property type.
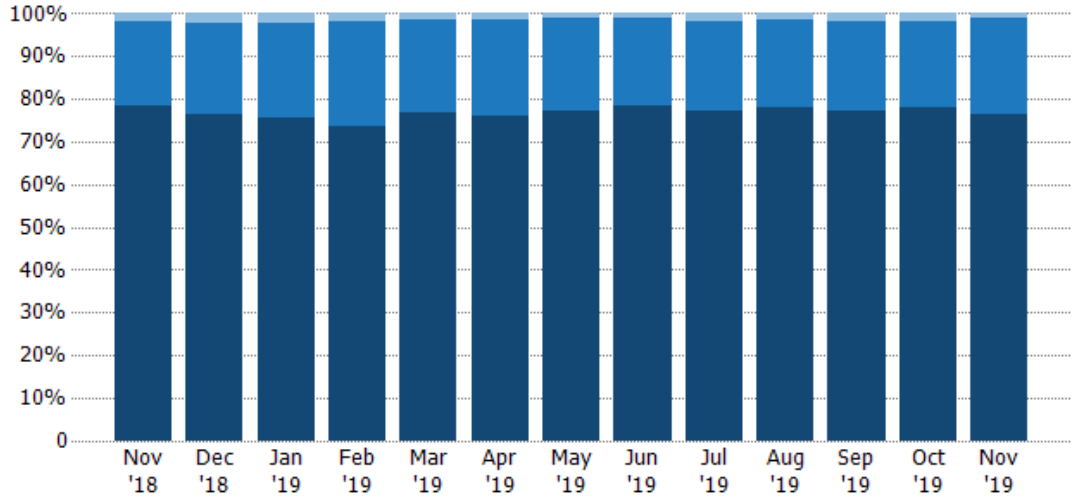
| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Mobile/Manufactured | 2% | 2% | 2% | 2% | 1% | 2% | 1% | 1% | 2% | 2% | 2% | 2% | 1% |
| Condo/Townhouse | 20% | 21% | 22% | 25% | 22% | 23% | 22% | 20% | 21% | 20% | 21% | 20% | 22% |
| Single Family Residence | 79% | 76% | 76% | 74% | 77% | 76% | 77% | 79% | 77% | 78% | 77% | 78% | 76% |

# 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
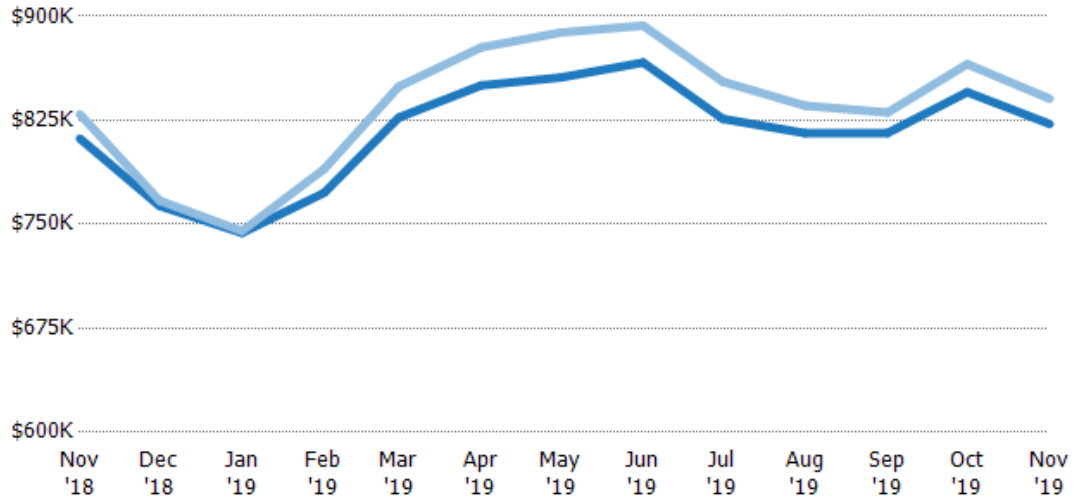


| County | Count |
|---|---|
| Alameda | 922 |
| Contra Costa | 899 |

## Average Sales Price vs Average Listing Price

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

| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg List Price | $812K | $763K | $744K | $773K | $827K | $850K | $856K | $867K | $826K | $816K | $816K | $845K | $822K |
| Avg Sales Price | $829K | $767K | $745K | $790K | $849K | $878K | $888K | $893K | $853K | $835K | $831K | $866K | $841K |
| Avg Sales Price as a % of Avg List Price | 102% | 100% | 100% | 102% | 103% | 103% | 104% | 103% | 103% | 102% | 102% | 102% | 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.
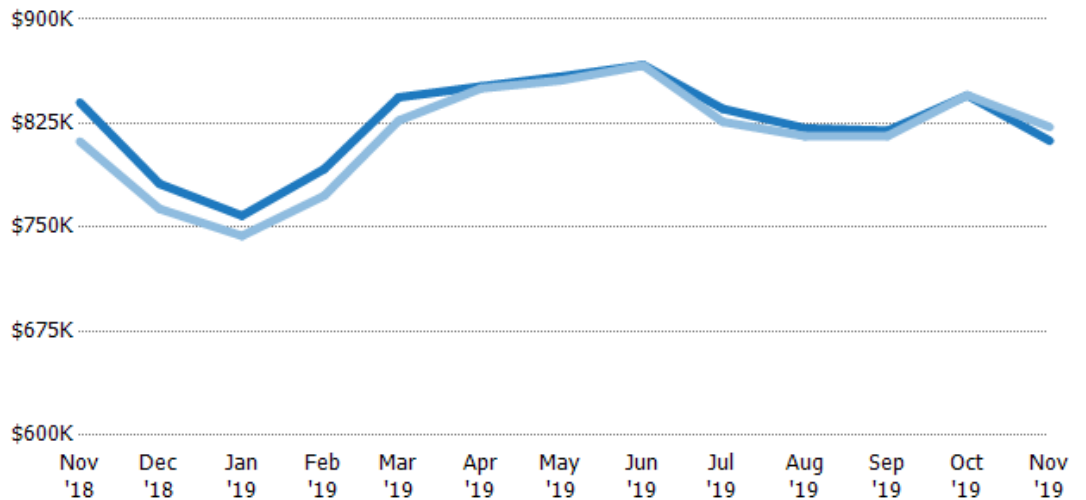
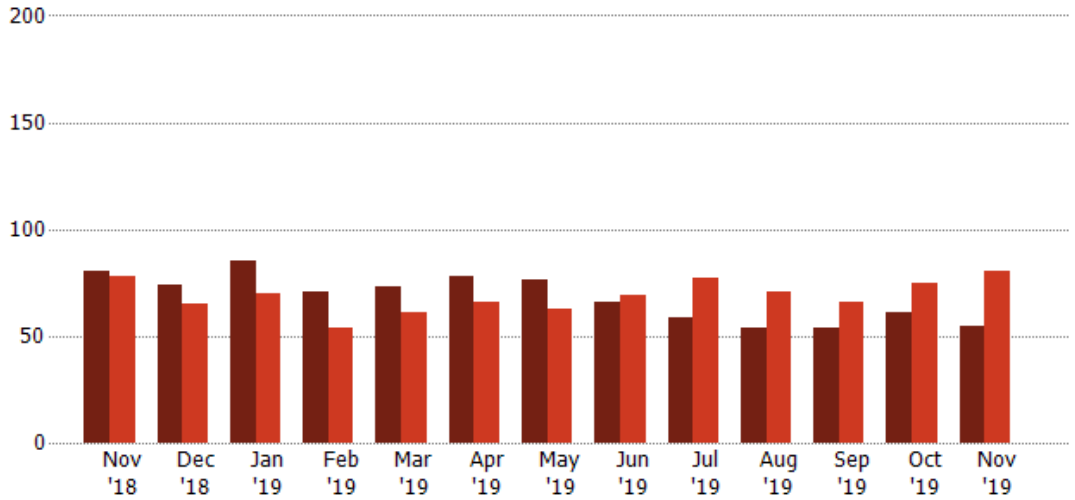| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg Est Value | $840K | $781K | $758K | $792K | $844K | $852K | $859K | $867K | $835K | $821K | $820K | $845K | $812K |
| Avg Sales Price | $812K | $763K | $744K | $773K | $827K | $850K | $856K | $867K | $826K | $816K | $816K | $845K | $822K |
| Avg Sales Price as a % of Avg Est Value | 97% | 98% | 98% | 98% | 98% | 100% | 100% | 100% | 99% | 99% | 100% | 100% | 101% |

# 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. |
|---|---|---|
| Nov '19 | 55 | -31.3% |
| Nov '18 | 80 | 2.6% |
| Nov '17 | 78 | 39.7% |

| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 80 | 74 | 85 | 71 | 73 | 78 | 76 | 66 | 59 | 54 | 54 | 61 | 55 |
| Prior Year | 78 | 65 | 70 | 54 | 61 | 66 | 63 | 69 | 77 | 71 | 66 | 75 | 80 |
| Percent Change from Prior Year | 3% | 14% | 21% | 31% | 20% | 18% | 21% | -4% | -23% | -24% | -18% | -19% | -31% |

# Distressed Listings (By County)

The number of distressed single-family, condominum 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

| County | Count |
|---|---|
| Alameda | 20 |
| Contra Costa | 35 |
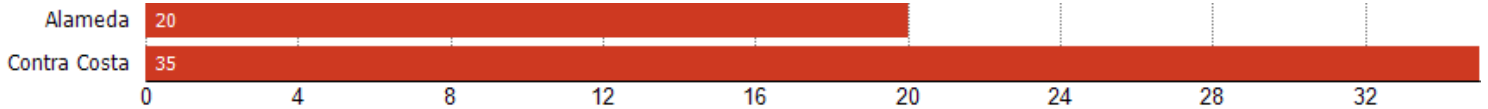
# Appendix

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:** 12/04/2019

**Scheduled:** Yes

**Report Date Range:** From: 11/2018  To: 11/2019

## Information Included

- ☑ Include Cover Sheet
- ☐ Include Key Metric Summary
- ☑ Include Metrics By: County
- ☑ Include Appendix
- ☑ Averages
- ☐ 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 11/2019 data

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