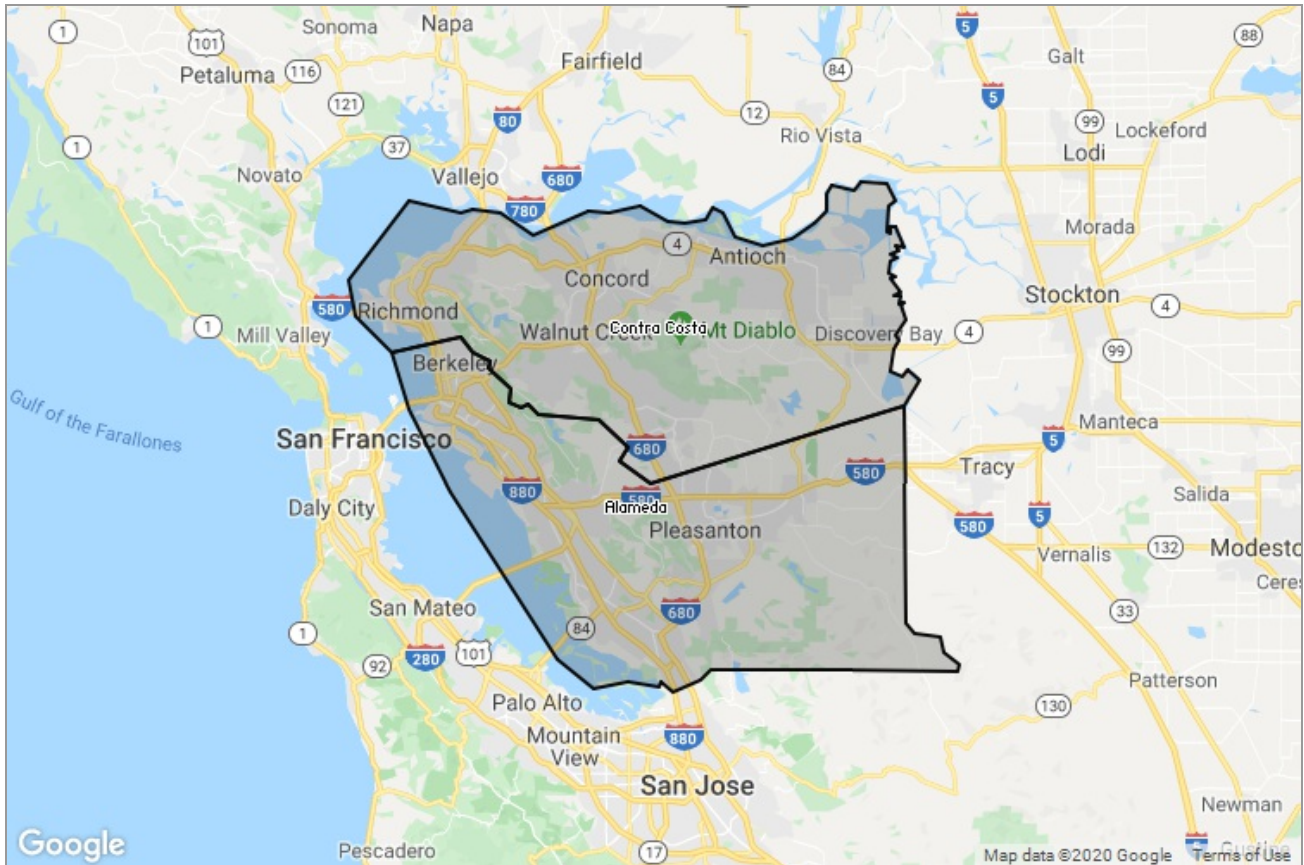


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2018 – 12/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/04/2020

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

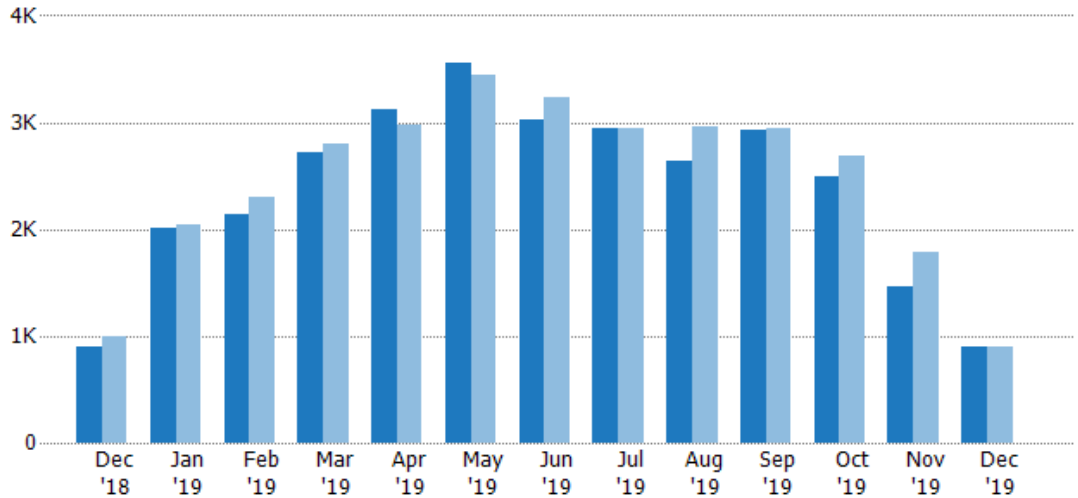
New Listings

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.
Dec '19	901	-0.2%
Dec '18	903	-9.8%
Dec '17	1K	7.4%



Current Year	903	2.01K	2.14K	2.72K	3.12K	3.56K	3.03K	2.95K	2.64K	2.93K	2.49K	1.46K	901
Prior Year	1K	2.04K	2.3K	2.8K	2.98K	3.44K	3.24K	2.95K	2.96K	2.95K	2.68K	1.79K	903
Percent Change from Prior Year	-10%	-1%	-7%	-3%	5%	4%	-7%	0%	-11%	0%	-7%	-18%	0%

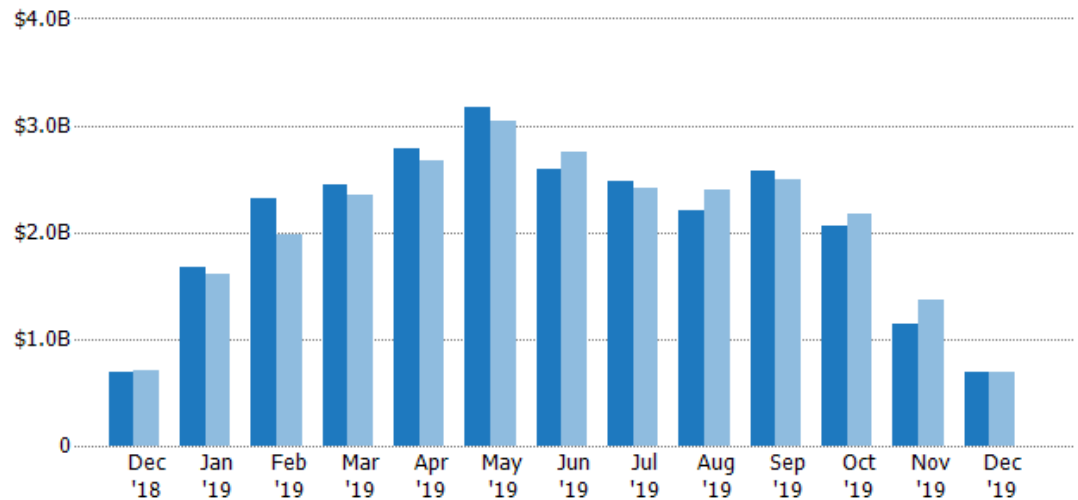
New Listing Volume

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.
Dec '19	\$695M	1.9%
Dec '18	\$682M	-4.4%
Dec '17	\$713M	-0.4%



Current Year	\$682M	\$1.67B	\$2.32B	\$2.45B	\$2.78B	\$3.17B	\$2.59B	\$2.47B	\$2.21B	\$2.57B	\$2.06B	\$1.15B	\$695M
Prior Year	\$713M	\$1.6B	\$1.98B	\$2.35B	\$2.66B	\$3.05B	\$2.76B	\$2.41B	\$2.4B	\$2.49B	\$2.17B	\$1.37B	\$682M
Percent Change from Prior Year	-4%	4%	17%	4%	4%	4%	-6%	3%	-8%	4%	-5%	-16%	2%

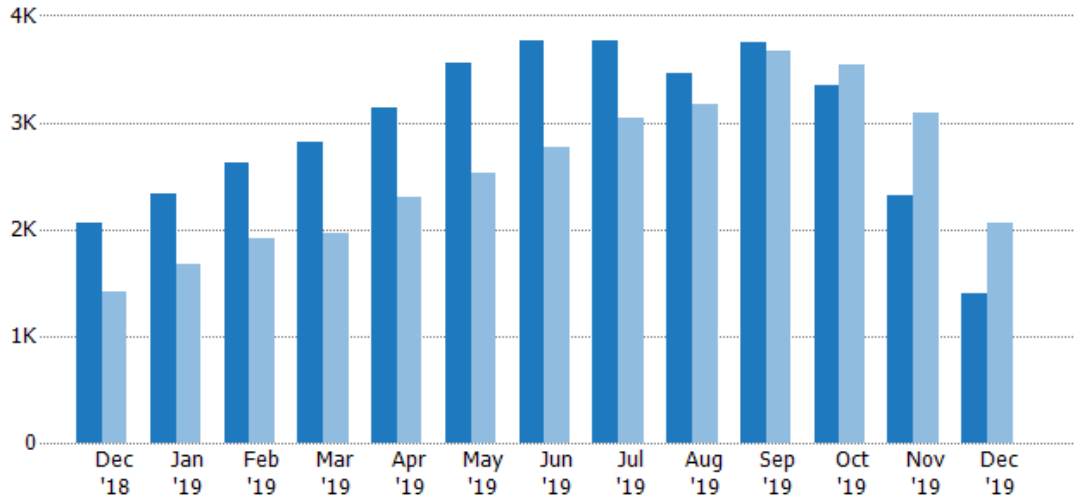
Active Listings

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.
Dec '19	1.4K	-32.2%
Dec '18	2.07K	46.4%
Dec '17	1.41K	35.8%



Current Year	2.07K	2.34K	2.61K	2.82K	3.14K	3.56K	3.76K	3.77K	3.46K	3.75K	3.34K	2.31K	1.4K
Prior Year	1.41K	1.67K	1.91K	1.96K	2.3K	2.53K	2.77K	3.03K	3.17K	3.67K	3.54K	3.09K	2.07K
Percent Change from Prior Year	46%	40%	37%	44%	37%	41%	36%	24%	9%	2%	-6%	-25%	-32%

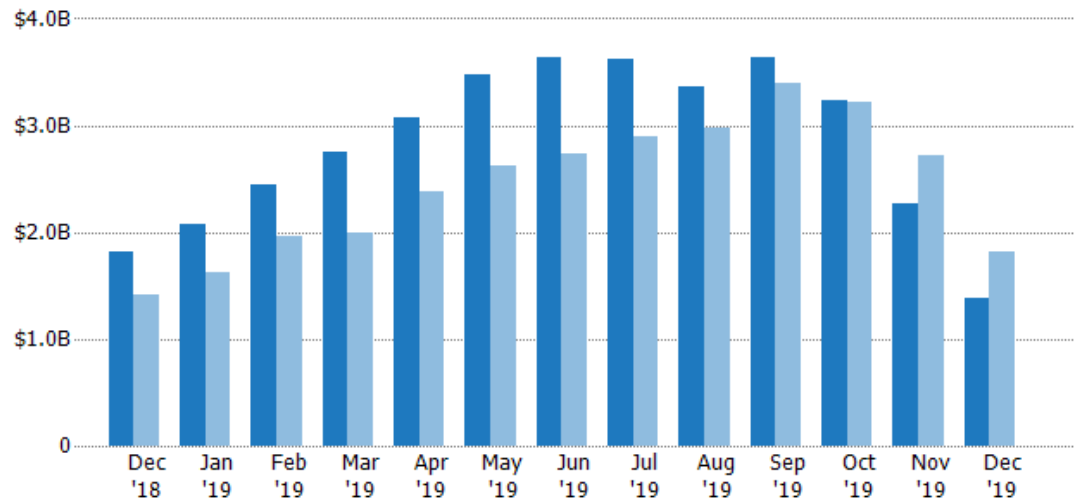
Active Listing Volume

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.
Dec '19	\$1.38B	-24%
Dec '18	\$1.82B	29.1%
Dec '17	\$1.41B	15.6%



Current Year	\$1.82B	\$2.07B	\$2.44B	\$2.76B	\$3.08B	\$3.48B	\$3.63B	\$3.62B	\$3.37B	\$3.63B	\$3.23B	\$2.27B	\$1.38B
Prior Year	\$1.41B	\$1.63B	\$1.96B	\$1.99B	\$2.39B	\$2.62B	\$2.73B	\$2.9B	\$2.98B	\$3.39B	\$3.22B	\$2.72B	\$1.82B
Percent Change from Prior Year	29%	27%	25%	38%	29%	33%	33%	25%	13%	7%	0%	-17%	-24%

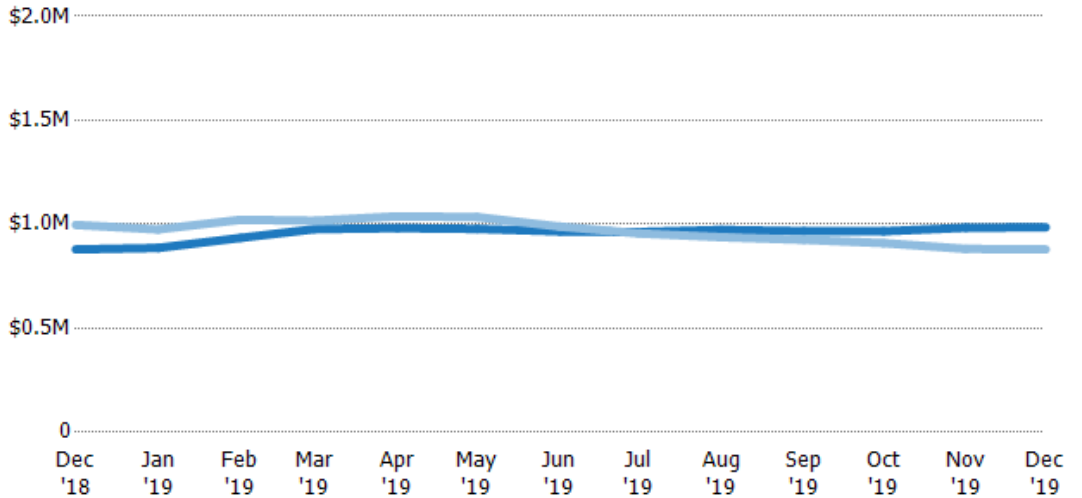
Average Listing Price

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.
Dec '19	\$985K	12.1%
Dec '18	\$879K	-11.8%
Dec '17	\$997K	-14.9%



Current Year	\$879K	\$886K	\$935K	\$977K	\$981K	\$978K	\$966K	\$963K	\$973K	\$967K	\$966K	\$984K	\$985K
Prior Year	\$997K	\$975K	\$1.02M	\$1.02M	\$1.04M	\$1.03M	\$989K	\$956K	\$938K	\$925K	\$910K	\$882K	\$879K
Percent Change from Prior Year	-12%	-9%	-9%	-4%	-6%	-6%	-2%	1%	4%	5%	6%	12%	12%

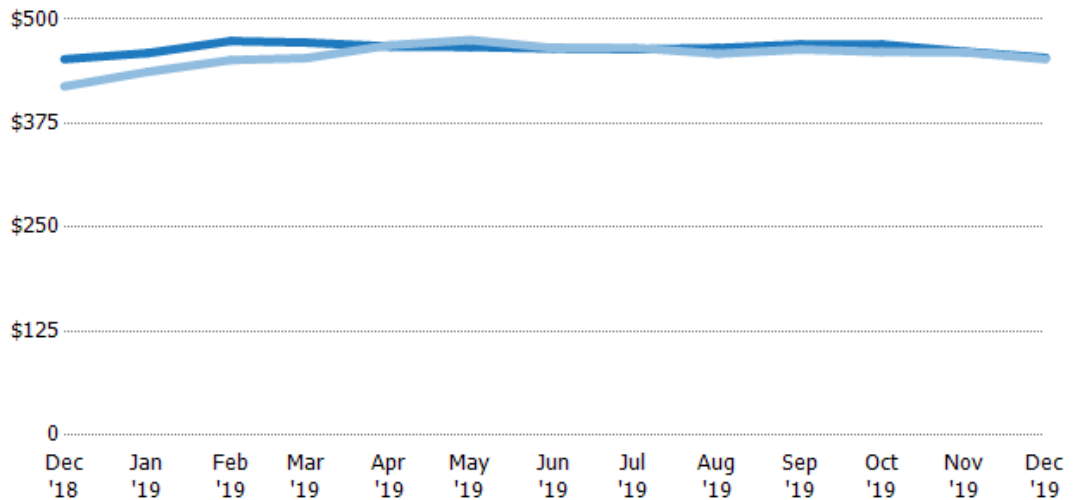
Average Listing Price per Sq Ft

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.
Dec '19	\$454	0.4%
Dec '18	\$452	7.8%
Dec '17	\$419	-4.8%



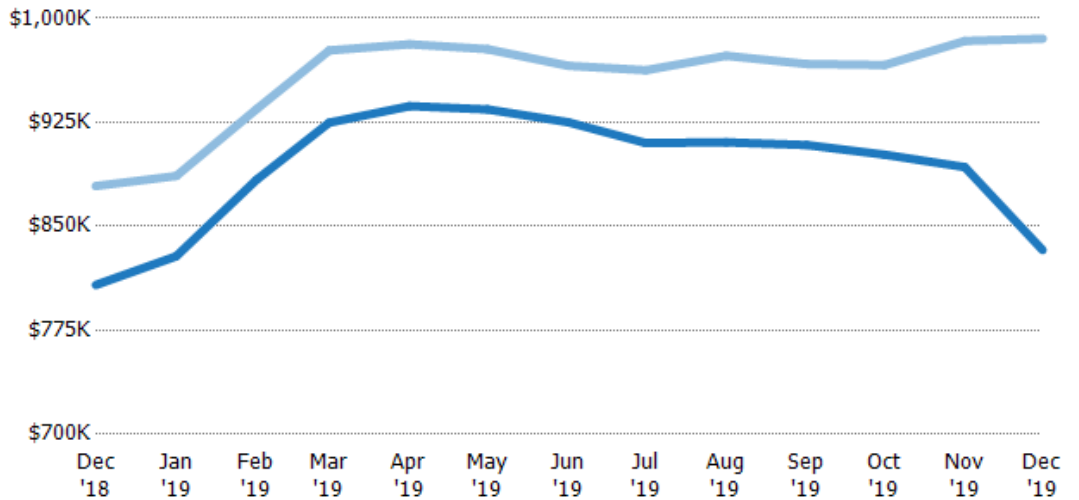
Current Year	\$452	\$459	\$474	\$472	\$467	\$467	\$465	\$464	\$465	\$470	\$470	\$461	\$454
Prior Year	\$419	\$437	\$451	\$453	\$469	\$475	\$465	\$466	\$459	\$464	\$461	\$460	\$452
Percent Change from Prior Year	8%	5%	5%	4%	0%	-2%	0%	0%	1%	1%	2%	0%	0%

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	\$808K	\$828K	\$884K	\$925K	\$937K	\$934K	\$925K	\$910K	\$911K	\$909K	\$902K	\$893K	\$833K
Avg Listing Price	\$879K	\$886K	\$935K	\$977K	\$981K	\$978K	\$966K	\$963K	\$973K	\$967K	\$966K	\$984K	\$985K
Avg Listing Price as a % of Avg Est Value	109%	107%	106%	106%	105%	105%	104%	106%	107%	106%	107%	110%	118%

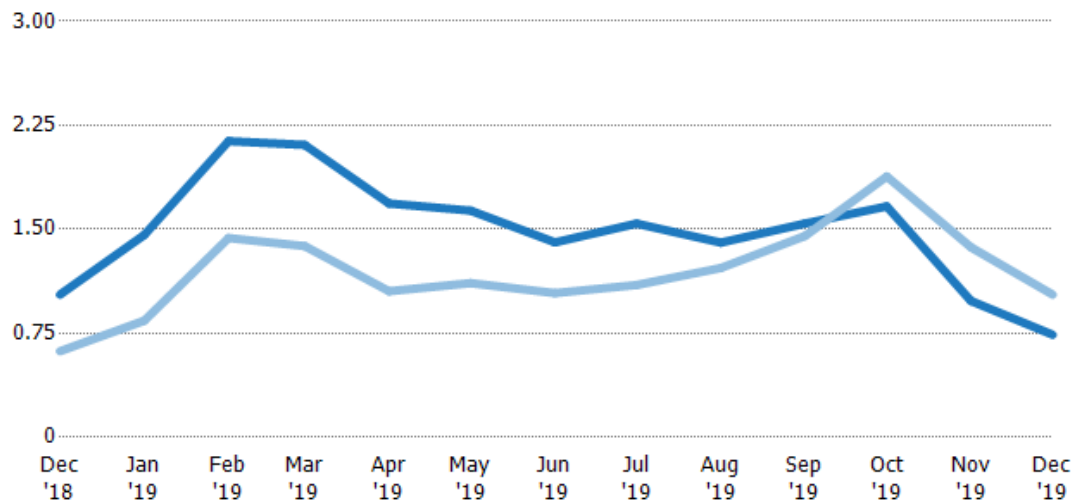
Months of Inventory

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.
Dec '19	0.74	-28.1%
Dec '18	1.03	65.7%
Dec '17	0.62	29.7%



Current Year	1.03	1.46	2.14	2.11	1.69	1.63	1.41	1.54	1.4	1.54	1.67	0.98	0.74
Prior Year	0.62	0.84	1.44	1.38	1.05	1.11	1.04	1.1	1.22	1.45	1.88	1.37	1.03
Percent Change from Prior Year	66%	73%	49%	53%	60%	47%	35%	40%	15%	6%	-11%	-28%	-28%

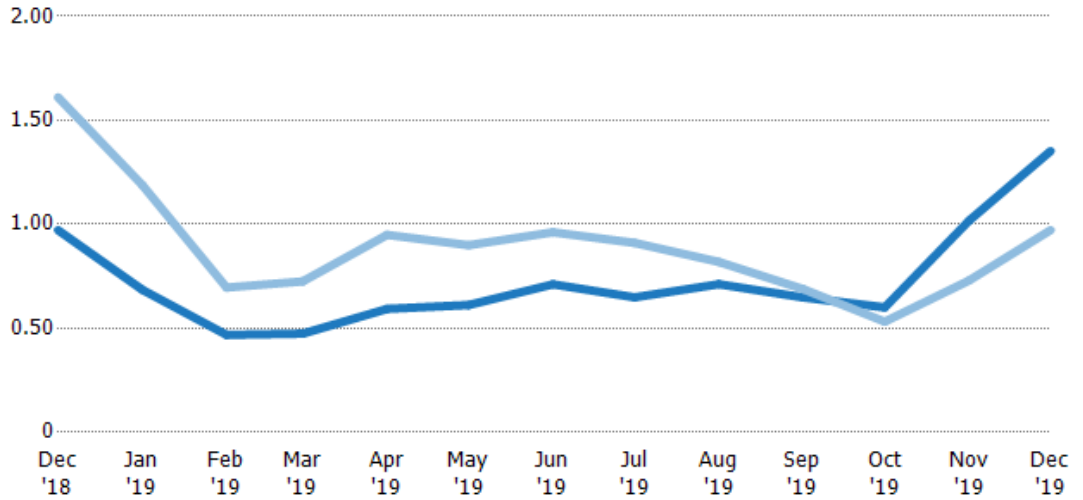
Absorption Rate

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.
Dec '19	135%	-38%
Dec '18	97%	63.9%
Dec '17	161%	-22.9%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	97%	69%	47%	47%	59%	61%	71%	65%	71%	65%	60%	102%	135%
Prior Year	161%	119%	70%	73%	95%	90%	96%	91%	82%	69%	53%	73%	97%
Change from Prior Year	64%	50%	23%	25%	36%	29%	25%	26%	11%	4%	-7%	-29%	-38%

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



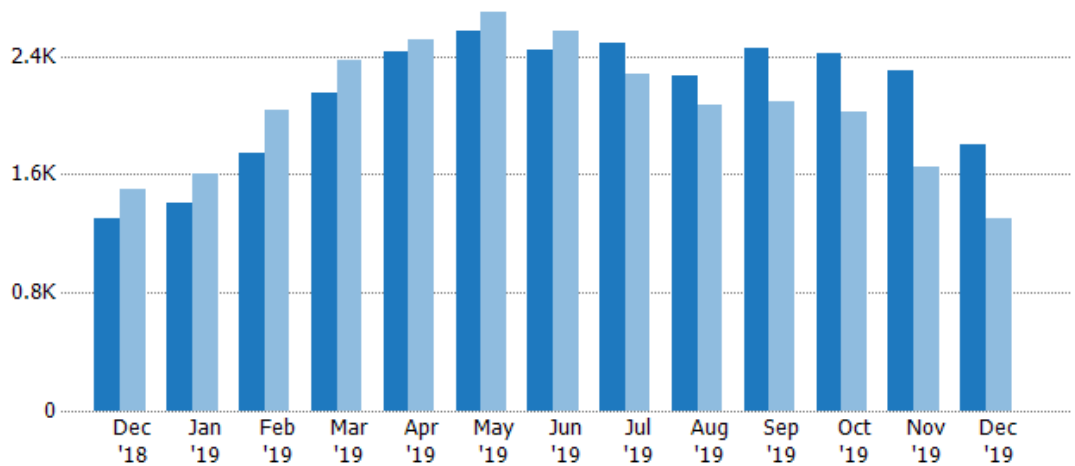
Pending Sales

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.
Dec '19	1.8K	38.6%
Dec '18	1.3K	-13.5%
Dec '17	1.5K	19.7%



Current Year	1.3K	1.41K	1.74K	2.15K	2.43K	2.57K	2.44K	2.49K	2.26K	2.45K	2.41K	2.3K	1.8K
Prior Year	1.5K	1.61K	2.04K	2.38K	2.51K	2.69K	2.57K	2.28K	2.07K	2.1K	2.02K	1.65K	1.3K
Percent Change from Prior Year	-13%	-12%	-15%	-10%	-3%	-5%	-5%	9%	10%	17%	20%	39%	39%

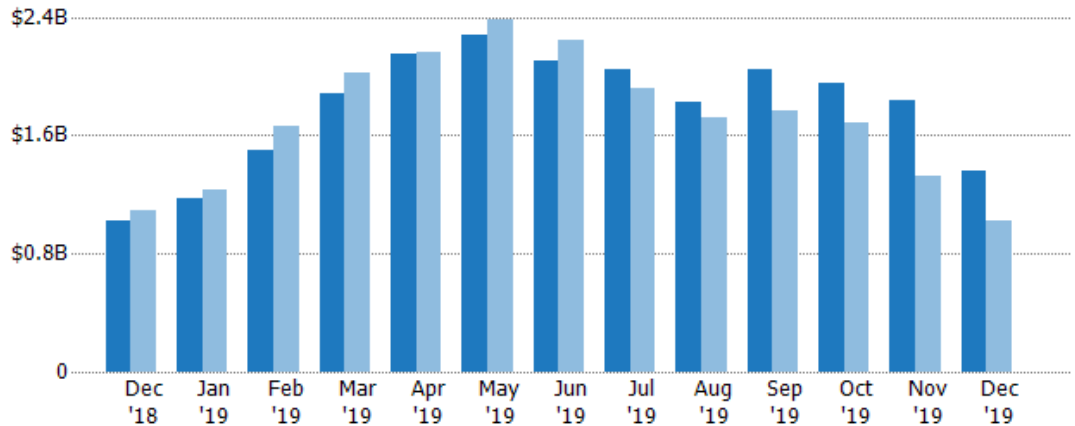
Pending Sales Volume

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.
Dec '19	\$1.36B	32.2%
Dec '18	\$1.03B	-6.3%
Dec '17	\$1.1B	10.5%



Current Year	\$1.03B	\$1.17B	\$1.5B	\$1.88B	\$2.15B	\$2.28B	\$2.1B	\$2.04B	\$1.83B	\$2.04B	\$1.96B	\$1.84B	\$1.36B
Prior Year	\$1.1B	\$1.23B	\$1.66B	\$2.02B	\$2.17B	\$2.39B	\$2.24B	\$1.92B	\$1.72B	\$1.76B	\$1.68B	\$1.33B	\$1.03B
Percent Change from Prior Year	-6%	-5%	-10%	-7%	-1%	-4%	-6%	6%	6%	16%	17%	39%	32%

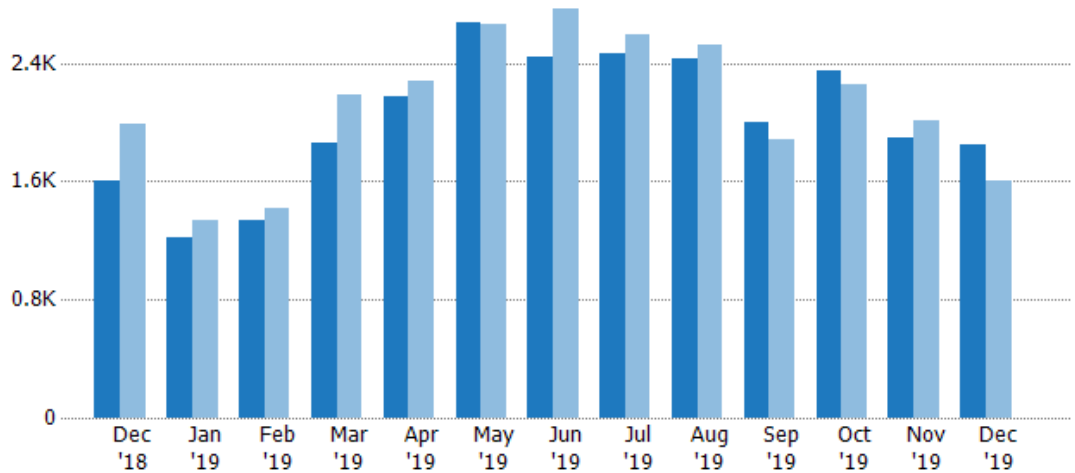
Closed Sales

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.
Dec '19	1.85K	15.3%
Dec '18	1.6K	-19.1%
Dec '17	1.98K	8.1%



Current Year	1.6K	1.22K	1.34K	1.86K	2.18K	2.68K	2.44K	2.47K	2.43K	2.01K	2.35K	1.89K	1.85K
Prior Year	1.98K	1.33K	1.42K	2.18K	2.28K	2.66K	2.76K	2.6K	2.53K	1.88K	2.25K	2.01K	1.6K
Percent Change from Prior Year	-19%	-8%	-6%	-15%	-4%	1%	-12%	-5%	-4%	7%	4%	-6%	15%

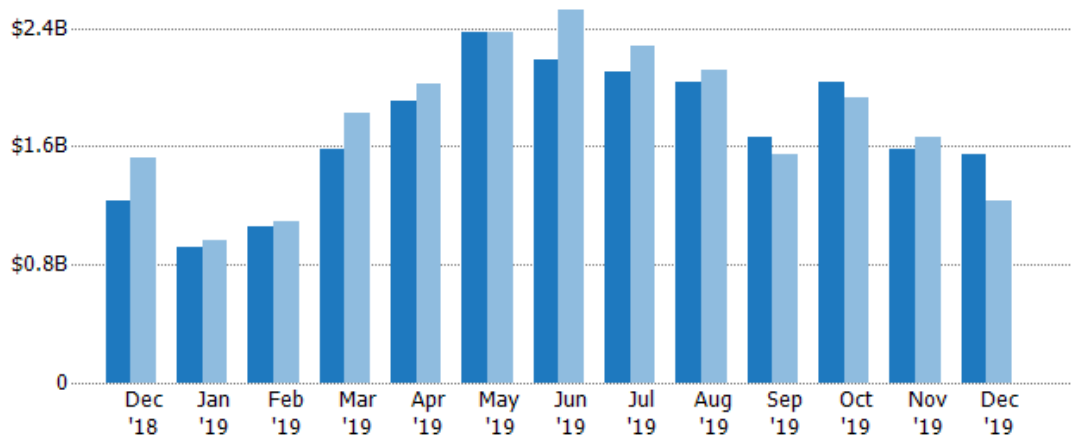
Closed Sales Volume

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.
Dec '19	\$1.54B	25.4%
Dec '18	\$1.23B	-19.1%
Dec '17	\$1.52B	-1.9%



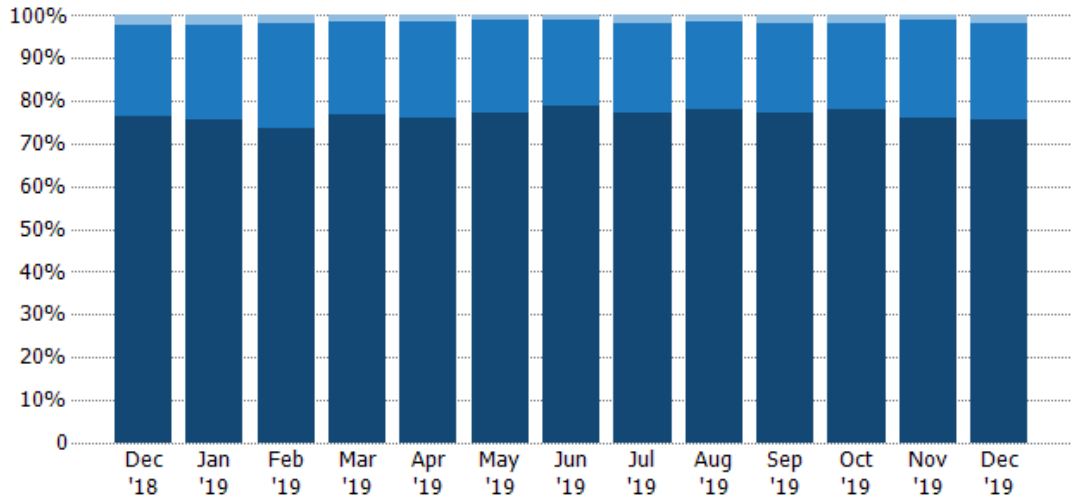
Current Year	\$1.23B	\$913M	\$1.06B	\$1.58B	\$1.91B	\$2.38B	\$2.18B	\$2.1B	\$2.03B	\$1.67B	\$2.03B	\$1.58B	\$1.54B
Prior Year	\$1.52B	\$967M	\$1.09B	\$1.83B	\$2.02B	\$2.37B	\$2.52B	\$2.28B	\$2.12B	\$1.55B	\$1.93B	\$1.66B	\$1.23B
Percent Change from Prior Year	-19%	-6%	-3%	-14%	-5%	0%	-13%	-8%	-4%	8%	5%	-5%	25%

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

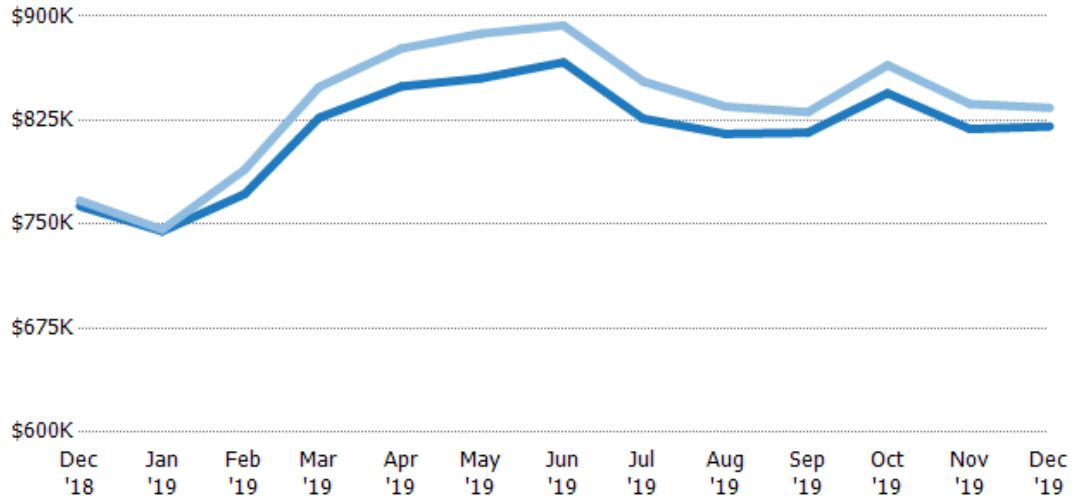


Average Sales Price vs Average Listing Price

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



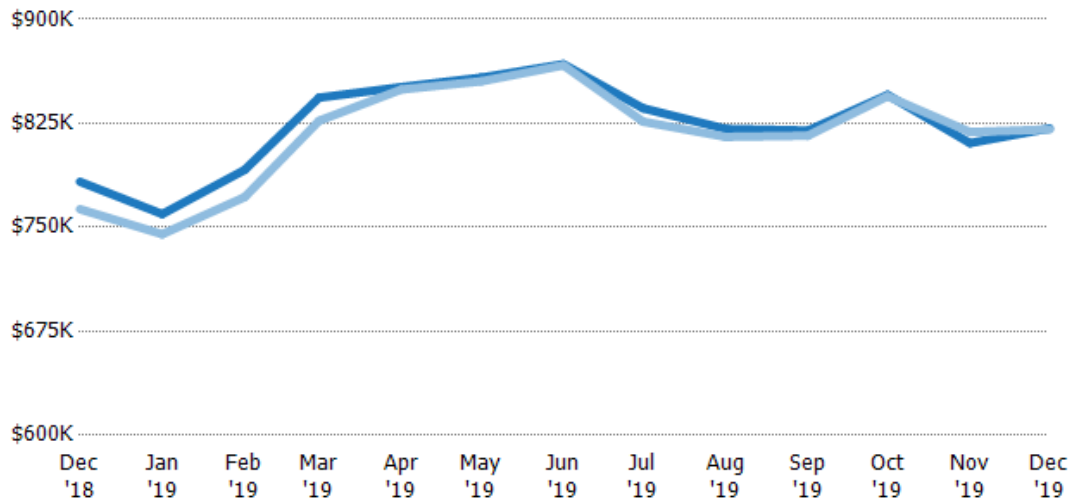
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg List Price	\$763K	\$745K	\$772K	\$827K	\$849K	\$855K	\$867K	\$826K	\$815K	\$816K	\$844K	\$819K	\$821K
Avg Sales Price	\$767K	\$746K	\$789K	\$849K	\$877K	\$887K	\$893K	\$853K	\$835K	\$831K	\$865K	\$837K	\$834K
Avg Sales Price as a % of Avg List Price	101%	100%	102%	103%	103%	104%	103%	103%	102%	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.

Filters Used

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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	\$783K	\$760K	\$791K	\$843K	\$851K	\$858K	\$868K	\$836K	\$821K	\$820K	\$845K	\$811K	\$821K
Avg Sales Price	\$763K	\$745K	\$772K	\$827K	\$849K	\$855K	\$867K	\$826K	\$815K	\$816K	\$844K	\$819K	\$821K
Avg Sales Price as a % of Avg Est Value	97%	98%	98%	98%	100%	100%	100%	99%	99%	100%	100%	101%	100%

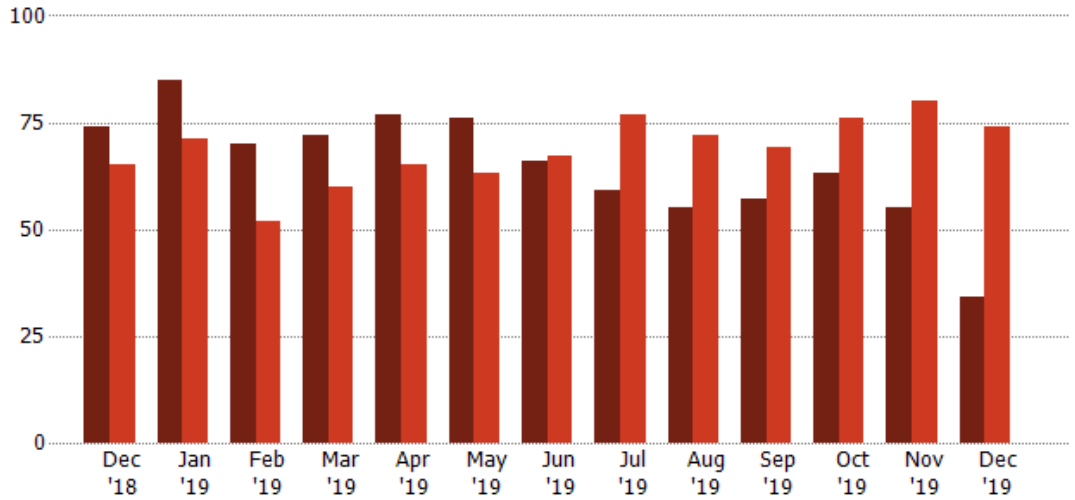
Distressed Listings

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.
Dec '19	34	-54.1%
Dec '18	74	13.8%
Dec '17	65	38.5%

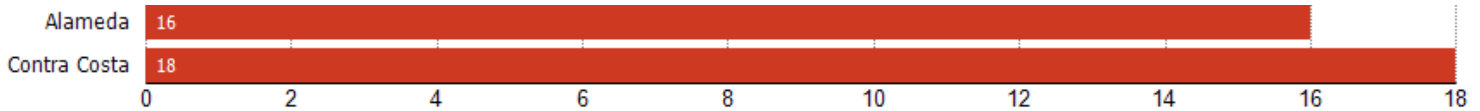


Current Year	74	85	70	72	77	76	66	59	55	57	63	55	34
Prior Year	65	71	52	60	65	63	67	77	72	69	76	80	74
Percent Change from Prior Year	14%	20%	35%	20%	18%	21%	-1%	-23%	-24%	-17%	-17%	-31%	-54%

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: 01/04/2020

Scheduled: Yes

Report Date Range: From 12/2018 To: 12/2019

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 12/2019 data

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