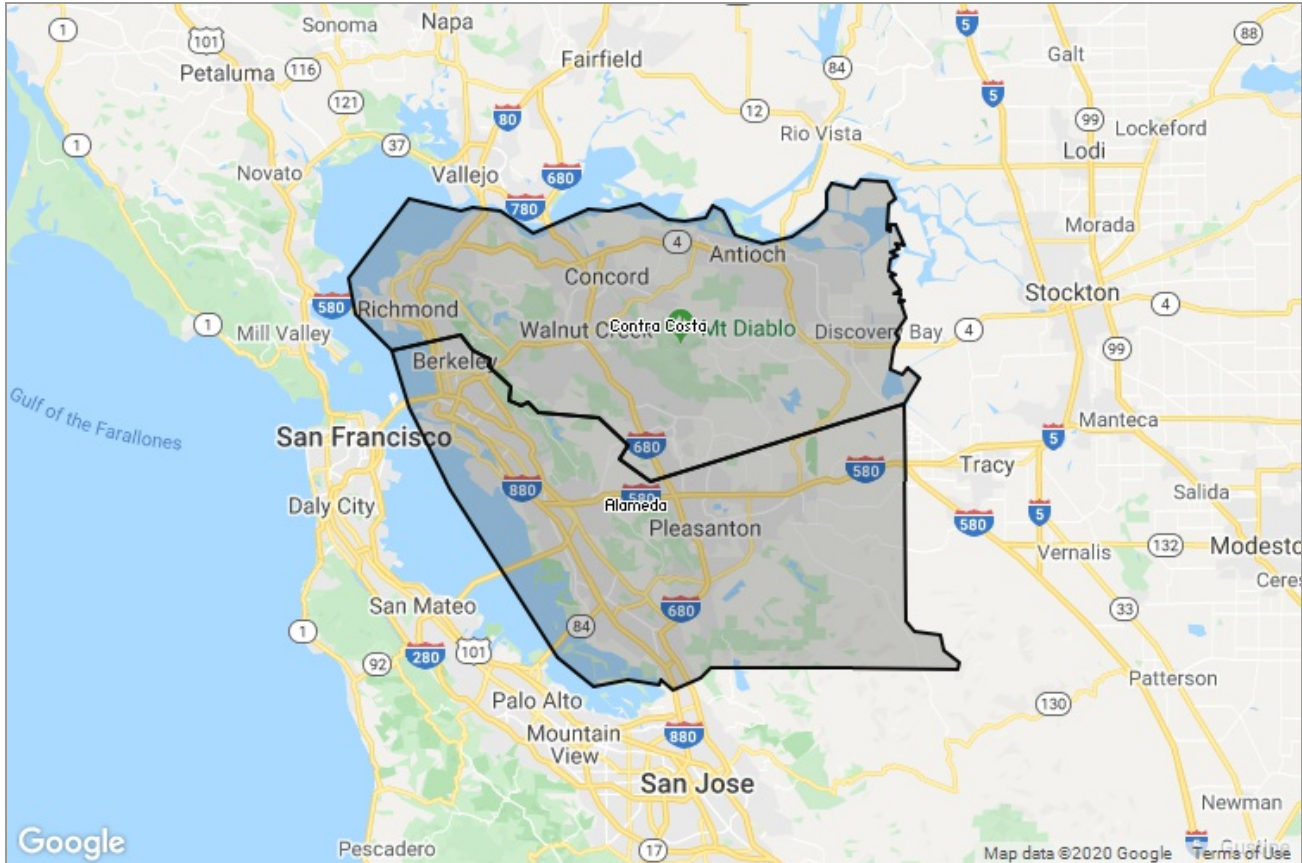


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2019 – 1/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/04/2020

**Scheduled:** Yes

Presented by

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

(925) 730-4071

Other: [www.ccartoday.com](http://www.ccartoday.com), [www.bayeast.org](http://www.bayeast.org), [www.bridgемls.com](http://www.bridgемls.com)

7021 Koll Center Parkway  
Pleasanton, CA 94566

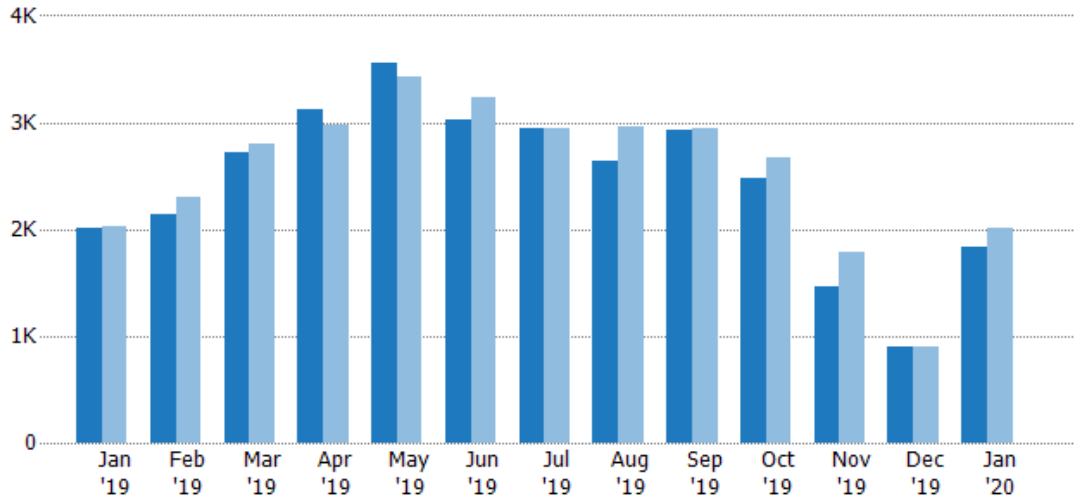
## New Listings

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.
Jan '20	1.83K	-9%
Jan '19	2.01K	-1%
Jan '18	2.03K	-7.9%



Current Year	2.01K	2.14K	2.72K	3.12K	3.56K	3.02K	2.94K	2.63K	2.93K	2.49K	1.46K	902	1.83K
Prior Year	2.03K	2.3K	2.79K	2.98K	3.43K	3.24K	2.94K	2.95K	2.95K	2.67K	1.78K	902	2.01K
Percent Change from Prior Year	-1%	-7%	-3%	5%	4%	-7%	0%	-11%	-1%	-7%	-18%	0%	-9%

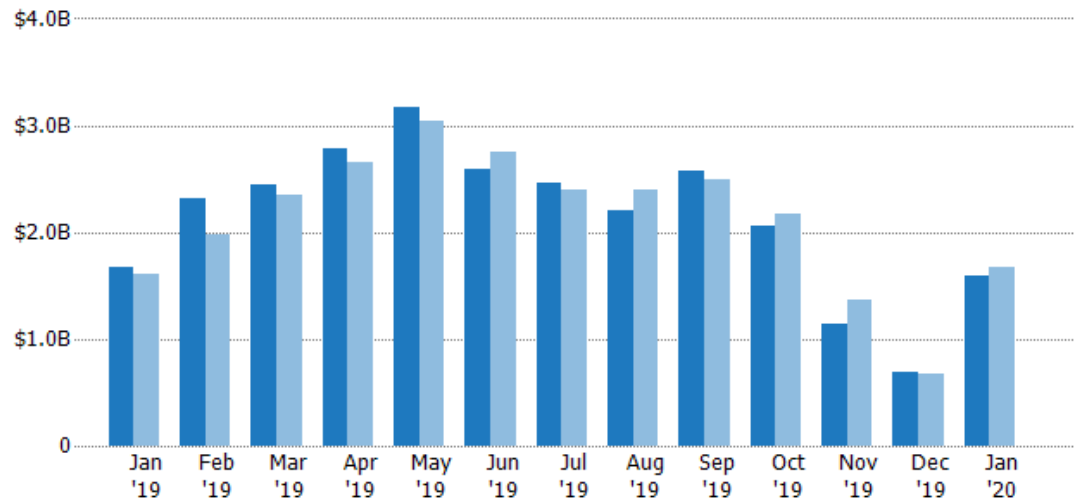
## New Listing Volume

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.
Jan '20	\$1.59B	-5%
Jan '19	\$1.68B	4.8%
Jan '18	\$1.6B	-13.3%



Current Year	\$1.68B	\$2.32B	\$2.45B	\$2.78B	\$3.17B	\$2.59B	\$2.47B	\$2.2B	\$2.57B	\$2.06B	\$1.14B	\$697M	\$1.59B
Prior Year	\$1.6B	\$1.97B	\$2.34B	\$2.66B	\$3.04B	\$2.76B	\$2.4B	\$2.39B	\$2.49B	\$2.17B	\$1.37B	\$681M	\$1.68B
Percent Change from Prior Year	5%	18%	5%	5%	4%	-6%	3%	-8%	3%	-5%	-16%	2%	-5%

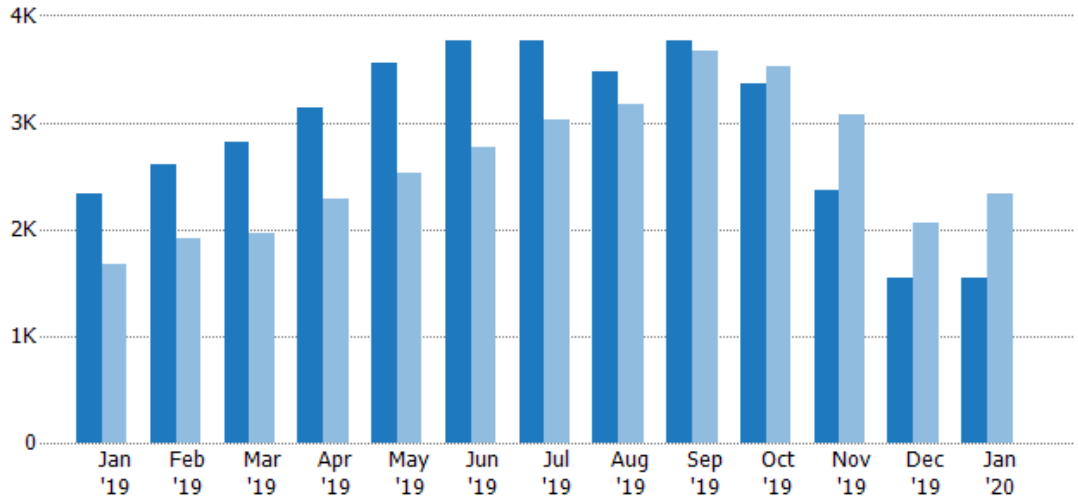
## Active Listings

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.
Jan '20	1.54K	-34.1%
Jan '19	2.34K	40.2%
Jan '18	1.67K	20.5%



Current Year	2.34K	2.61K	2.81K	3.14K	3.56K	3.77K	3.77K	3.47K	3.76K	3.37K	2.37K	1.54K	1.54K
Prior Year	1.67K	1.91K	1.95K	2.29K	2.53K	2.76K	3.03K	3.16K	3.66K	3.53K	3.08K	2.06K	2.34K
Percent Change from Prior Year	40%	37%	44%	37%	41%	36%	24%	10%	3%	-5%	-23%	-25%	-34%

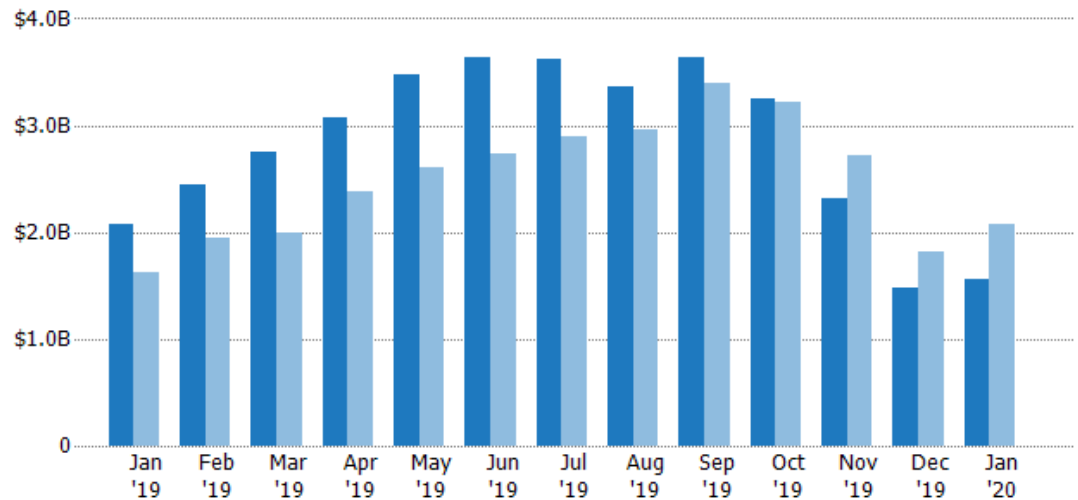
## Active Listing Volume

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.
Jan '20	\$1.56B	-24.9%
Jan '19	\$2.07B	27.5%
Jan '18	\$1.63B	9.2%



Current Year	\$2.07B	\$2.44B	\$2.75B	\$3.08B	\$3.48B	\$3.63B	\$3.62B	\$3.37B	\$3.63B	\$3.24B	\$2.31B	\$1.47B	\$1.56B
Prior Year	\$1.63B	\$1.95B	\$1.99B	\$2.38B	\$2.61B	\$2.73B	\$2.89B	\$2.97B	\$3.39B	\$3.21B	\$2.71B	\$1.81B	\$2.07B
Percent Change from Prior Year	28%	25%	38%	29%	33%	33%	25%	14%	7%	1%	-15%	-19%	-25%

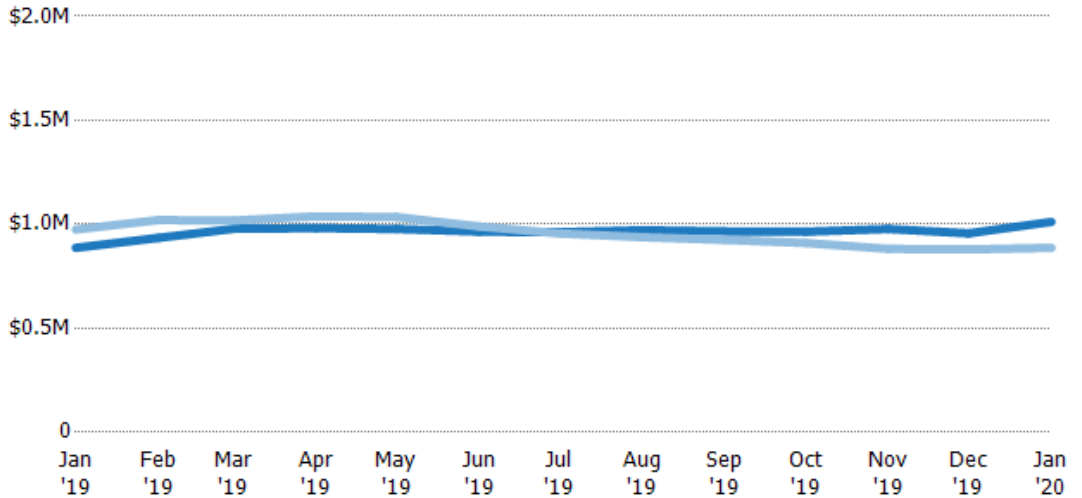
## Average Listing Price

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.
Jan '20	\$1.01M	14.1%
Jan '19	\$887K	-9%
Jan '18	\$975K	-9.4%



Current Year	\$887K	\$935K	\$978K	\$981K	\$977K	\$965K	\$962K	\$971K	\$966K	\$964K	\$977K	\$956K	\$1.01M
Prior Year	\$975K	\$1.02M	\$1.02M	\$1.04M	\$1.03M	\$989K	\$956K	\$938K	\$925K	\$910K	\$882K	\$879K	\$887K
Percent Change from Prior Year	-9%	-8%	-4%	-5%	-6%	-2%	1%	4%	4%	6%	11%	9%	14%

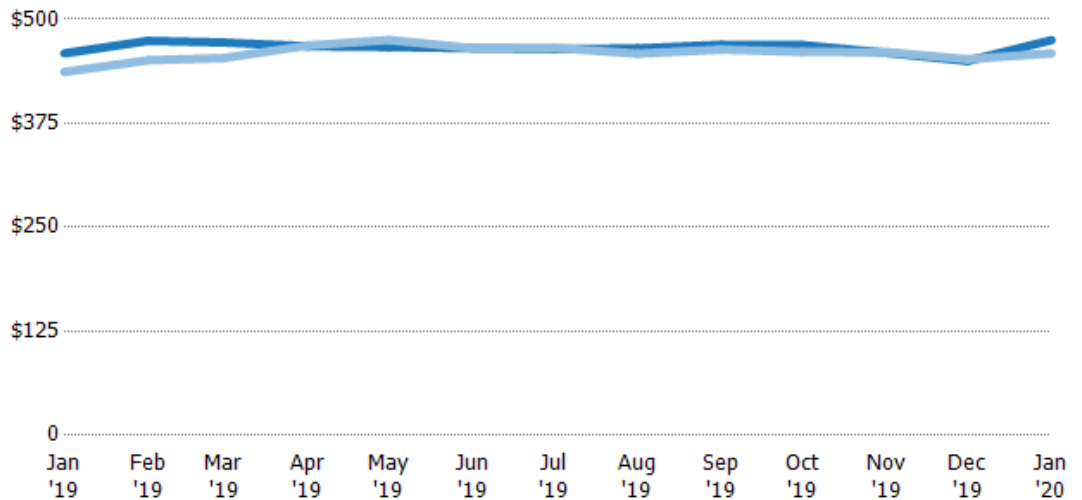
## Average Listing Price per Sq Ft

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.
Jan '20	\$475	3.5%
Jan '19	\$459	5.1%
Jan '18	\$437	-5%



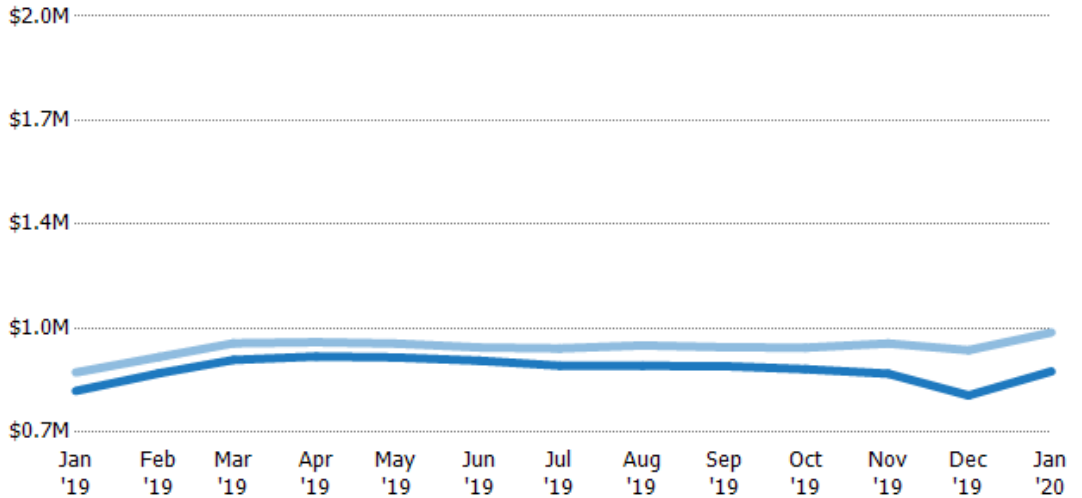
Current Year	\$459	\$474	\$472	\$468	\$467	\$465	\$464	\$465	\$469	\$469	\$460	\$450	\$475
Prior Year	\$437	\$451	\$453	\$469	\$475	\$465	\$466	\$459	\$464	\$461	\$460	\$452	\$459
Percent Change from Prior Year	5%	5%	4%	0%	-2%	0%	0%	1%	1%	2%	0%	0%	3%

## 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

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



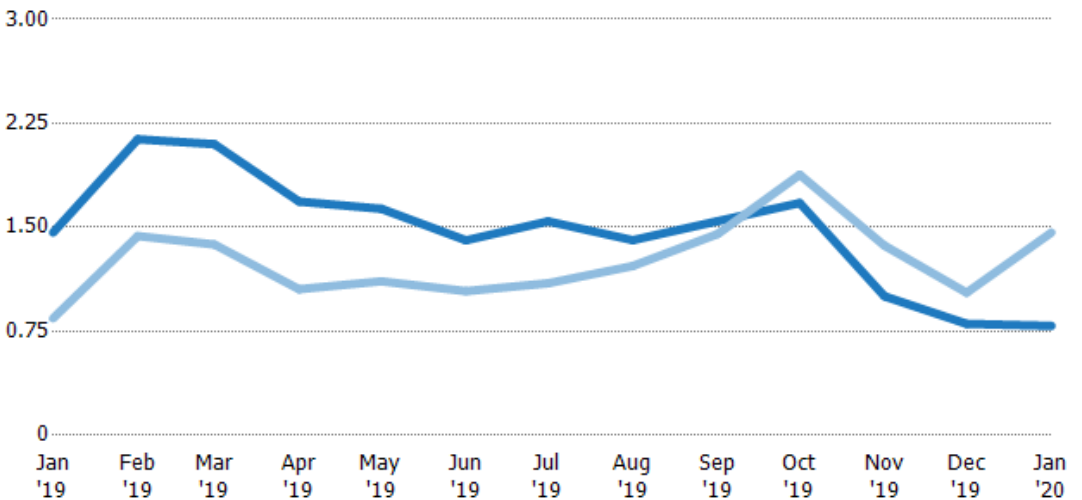
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$829K	\$884K	\$926K	\$937K	\$934K	\$924K	\$908K	\$908K	\$906K	\$897K	\$883K	\$815K	\$890K
Avg Listing Price	\$887K	\$935K	\$978K	\$981K	\$977K	\$965K	\$962K	\$971K	\$966K	\$964K	\$977K	\$956K	\$1.01M
Avg Listing Price as a % of Avg Est Value	107%	106%	106%	105%	105%	104%	106%	107%	107%	107%	111%	117%	114%

## 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.
Jan '20	0.79	-46%
Jan '19	1.46	73.3%
Jan '18	0.84	12.6%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	1.46	2.13	2.1	1.69	1.63	1.41	1.54	1.41	1.54	1.67	1	0.8	0.79
Prior Year	0.84	1.44	1.38	1.05	1.11	1.04	1.1	1.22	1.45	1.88	1.37	1.03	1.46
Percent Change from Prior Year	73%	49%	53%	60%	47%	35%	41%	15%	6%	-11%	-27%	-22%	-46%

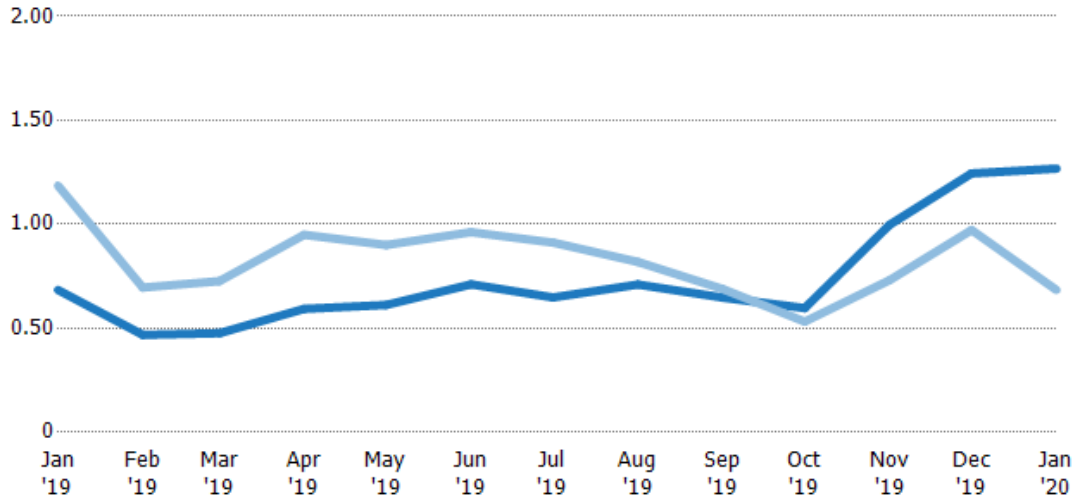
## Absorption Rate

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.
Jan '20	127%	-58.4%
Jan '19	68%	50.2%
Jan '18	119%	-11.2%



Current Year	68%	47%	48%	59%	61%	71%	65%	71%	65%	60%	100%	124%	127%
Prior Year	119%	70%	73%	95%	90%	96%	91%	82%	69%	53%	73%	97%	68%
Change from Prior Year	50%	23%	25%	36%	29%	25%	26%	11%	4%	-6%	-27%	-27%	-58%

## 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



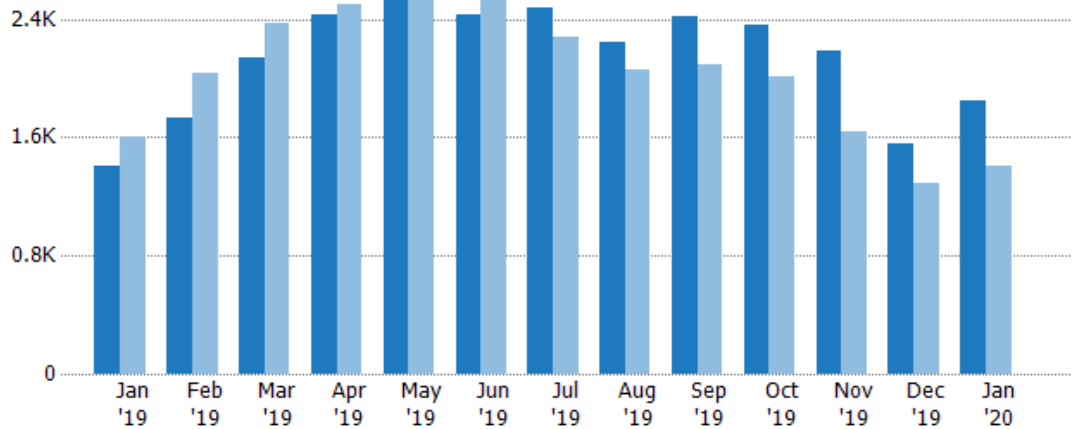
## Pending Sales

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.
Jan '20	1.85K	31.3%
Jan '19	1.41K	-12.3%
Jan '18	1.61K	6.8%



Current Year	1.41K	1.74K	2.14K	2.43K	2.56K	2.43K	2.48K	2.24K	2.42K	2.36K	2.19K	1.56K	1.85K
Prior Year	1.61K	2.03K	2.38K	2.5K	2.69K	2.56K	2.27K	2.06K	2.09K	2.01K	1.64K	1.29K	1.41K
Percent Change from Prior Year	-12%	-15%	-10%	-3%	-5%	-5%	9%	9%	16%	17%	33%	20%	31%

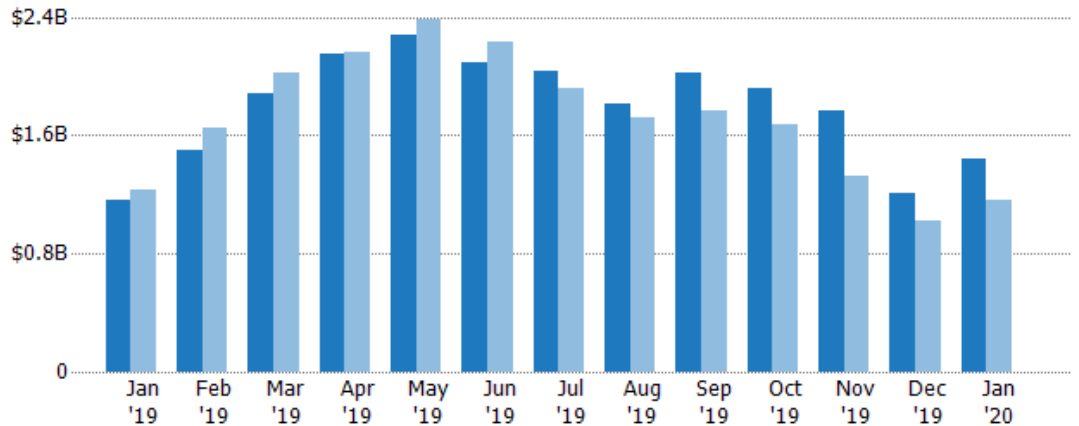
## Pending Sales Volume

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.
Jan '20	\$1.44B	23.1%
Jan '19	\$1.17B	-4.8%
Jan '18	\$1.23B	-6.1%



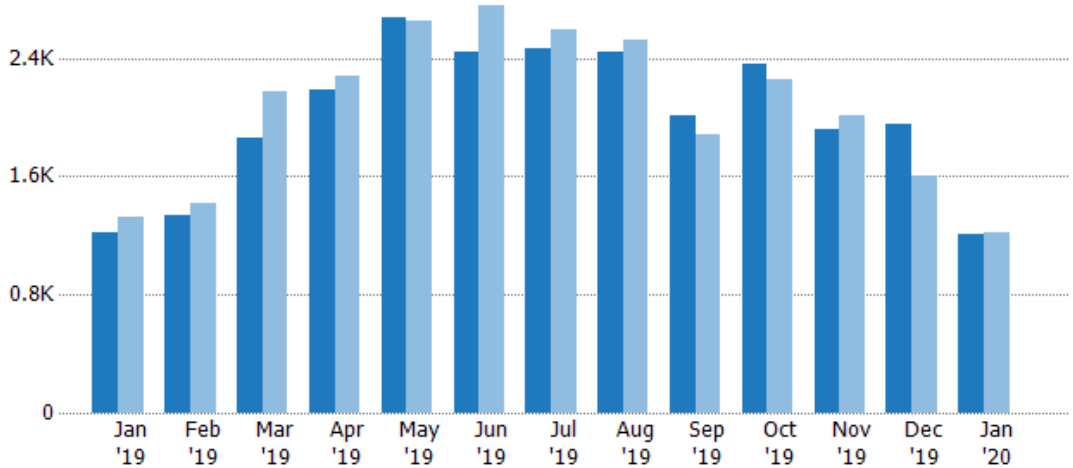
Current Year	\$1.17B	\$1.49B	\$1.88B	\$2.15B	\$2.28B	\$2.09B	\$2.04B	\$1.81B	\$2.02B	\$1.92B	\$1.77B	\$1.21B	\$1.44B
Prior Year	\$1.23B	\$1.65B	\$2.02B	\$2.16B	\$2.38B	\$2.23B	\$1.92B	\$1.72B	\$1.76B	\$1.68B	\$1.32B	\$1.02B	\$1.17B
Percent Change from Prior Year	-5%	-10%	-7%	-1%	-4%	-6%	6%	5%	14%	15%	34%	18%	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



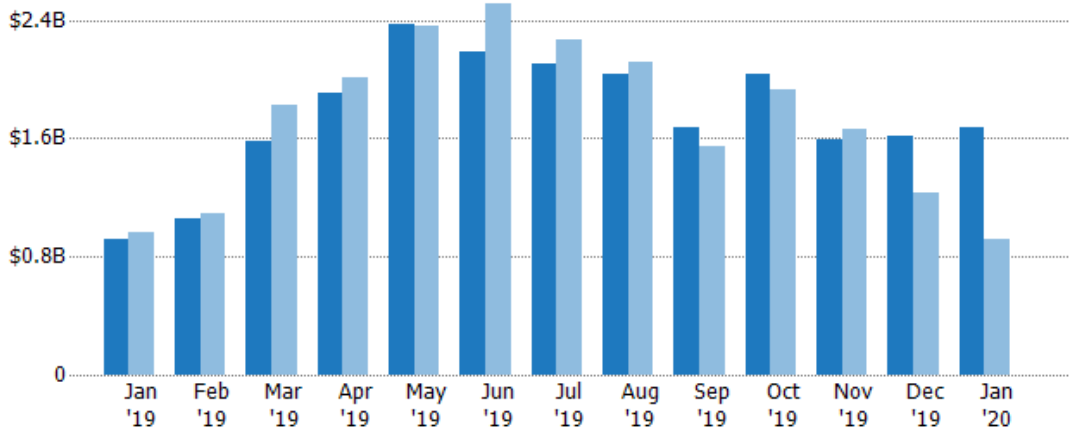
Month/Year	Count	% Chg.
Jan '20	1.21K	-1%
Jan '19	1.22K	-8%
Jan '18	1.33K	11.3%

## 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.
Jan '20	\$1.68B	83.5%
Jan '19	\$915M	-5.3%
Jan '18	\$966M	3.5%

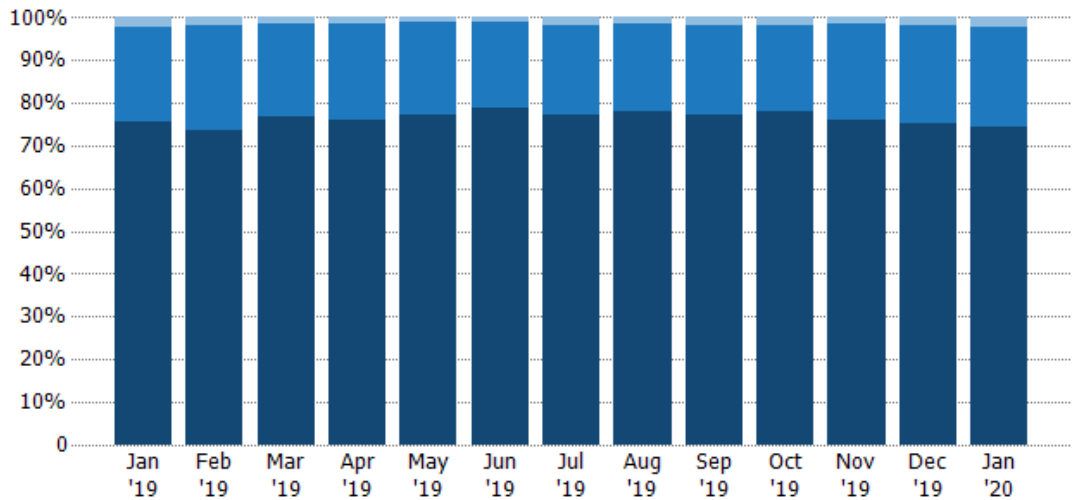


## Closed Sales by Property Type

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

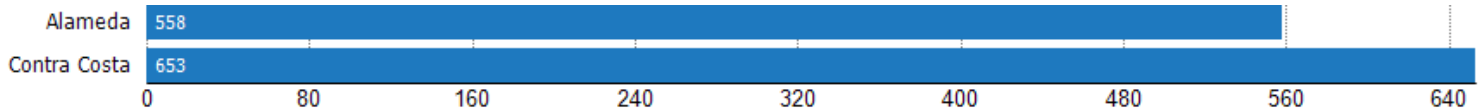


Property Type	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Mobile/Manufactured	2%	2%	1%	2%	1%	1%	2%	2%	2%	2%	1%	2%	2%
Condo/Townhouse	22%	25%	22%	23%	22%	20%	21%	20%	21%	20%	23%	23%	24%
Single Family Residence	76%	74%	77%	76%	77%	79%	77%	78%	77%	78%	76%	75%	74%

## 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

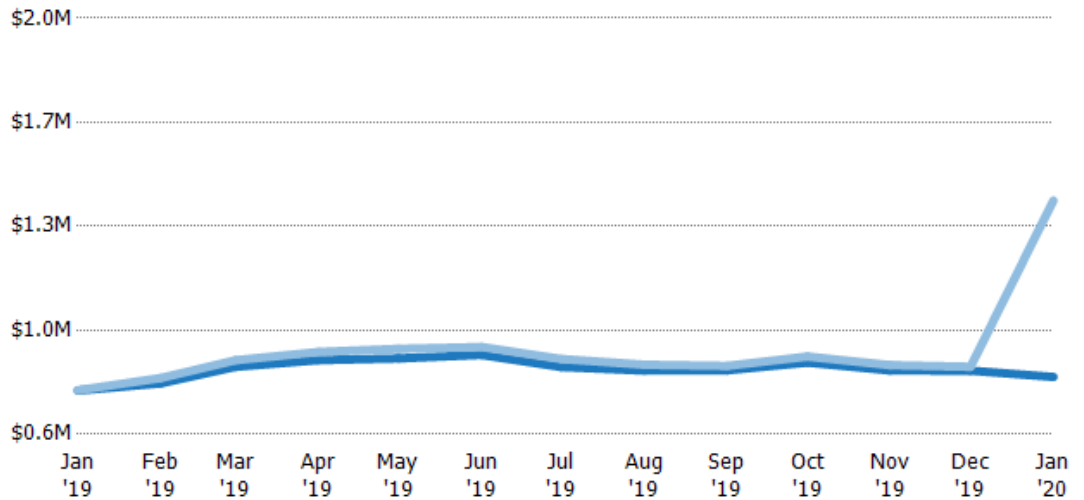


## Average Sales Price vs Average Listing Price

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



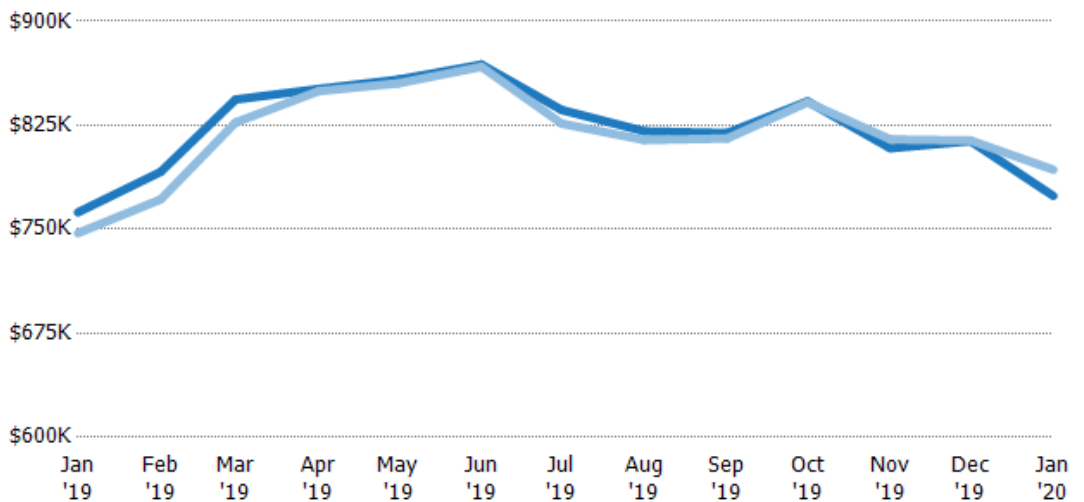
Avg List Price	\$747K	\$772K	\$827K	\$850K	\$855K	\$867K	\$826K	\$814K	\$816K	\$842K	\$815K	\$814K	\$793K
Avg Sales Price	\$748K	\$789K	\$849K	\$877K	\$888K	\$894K	\$853K	\$834K	\$830K	\$862K	\$833K	\$827K	\$1.39M
Avg Sales Price as a % of Avg List Price	100%	102%	103%	103%	104%	103%	103%	102%	102%	102%	102%	102%	175%

## 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	\$762K	\$791K	\$844K	\$851K	\$858K	\$869K	\$836K	\$821K	\$819K	\$842K	\$808K	\$814K	\$774K
Avg Sales Price	\$747K	\$772K	\$827K	\$850K	\$855K	\$867K	\$826K	\$814K	\$816K	\$842K	\$815K	\$814K	\$793K
Avg Sales Price as a % of Avg Est Value	98%	97%	98%	100%	100%	100%	99%	99%	100%	100%	101%	100%	102%

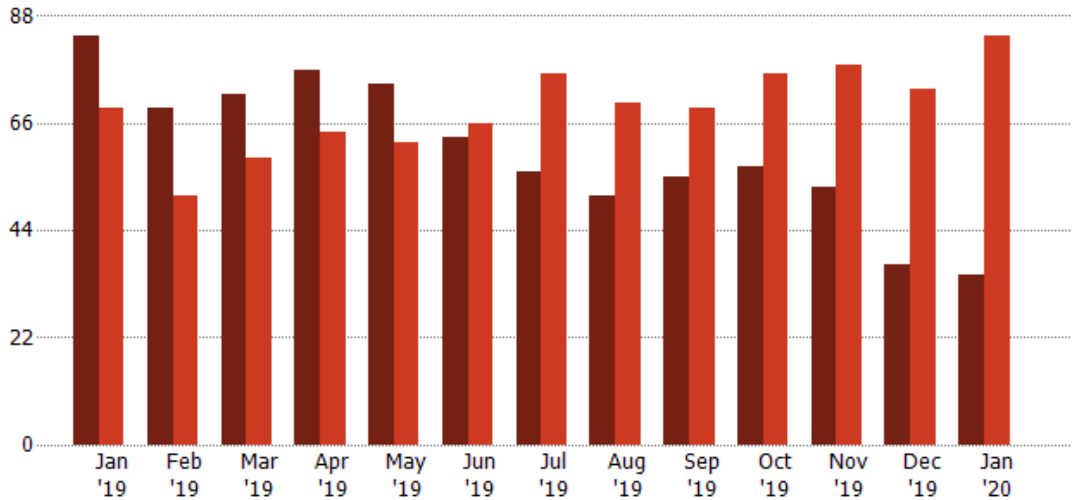
## Distressed Listings

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.
Jan '20	35	-58.3%
Jan '19	84	21.7%
Jan '18	69	29%



Current Year	84	69	72	77	74	63	56	51	55	57	53	37	35
Prior Year	69	51	59	64	62	66	76	70	69	76	78	73	84
Percent Change from Prior Year	22%	35%	22%	20%	19%	-5%	-26%	-27%	-20%	-25%	-32%	-49%	-58%

## 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:** 02/04/2020

**Scheduled:** Yes

**Report Date Range:** From 1/2019 To: 1/2020

### 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 1/2020 data

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