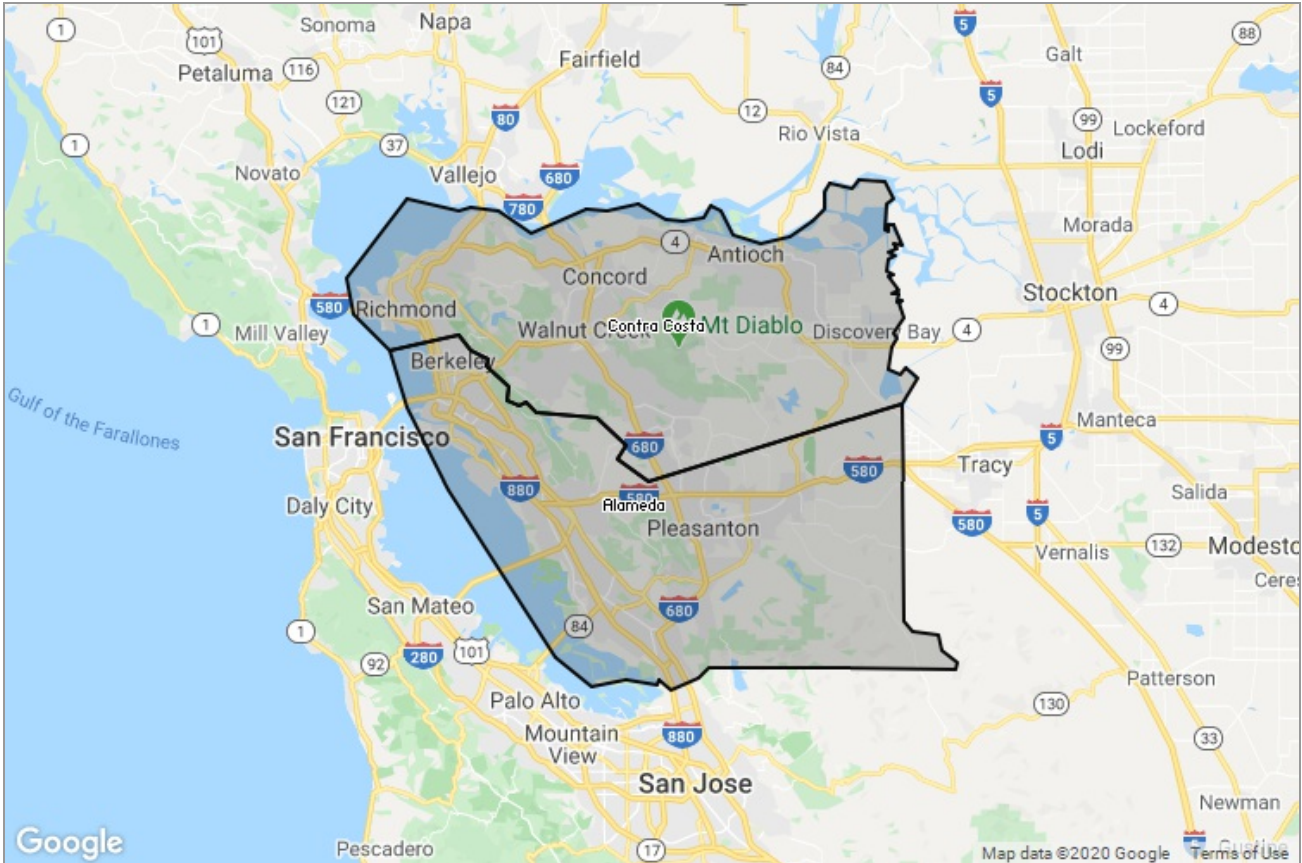


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2019 – 2/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2020

Scheduled: No

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

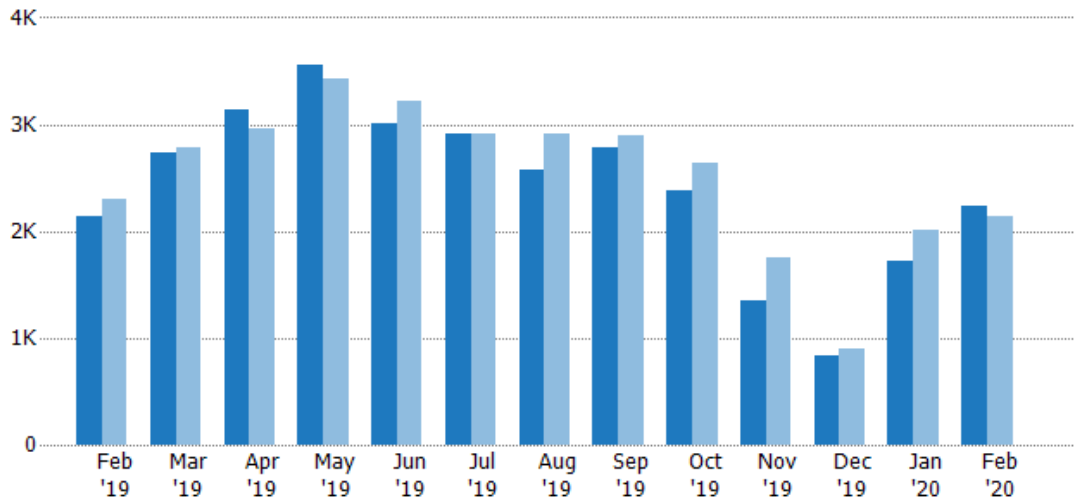
New Listings

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.
Feb '20	2.23K	4.4%
Feb '19	2.14K	-7.2%
Feb '18	2.31K	-6.7%



Current Year	2.14K	2.74K	3.13K	3.56K	3K	2.91K	2.58K	2.79K	2.38K	1.35K	841	1.72K	2.23K
Prior Year	2.31K	2.79K	2.97K	3.42K	3.22K	2.91K	2.91K	2.89K	2.64K	1.75K	899	2.01K	2.14K
Percent Change from Prior Year	-7%	-2%	6%	4%	-7%	0%	-11%	-3%	-10%	-23%	-6%	-15%	4%

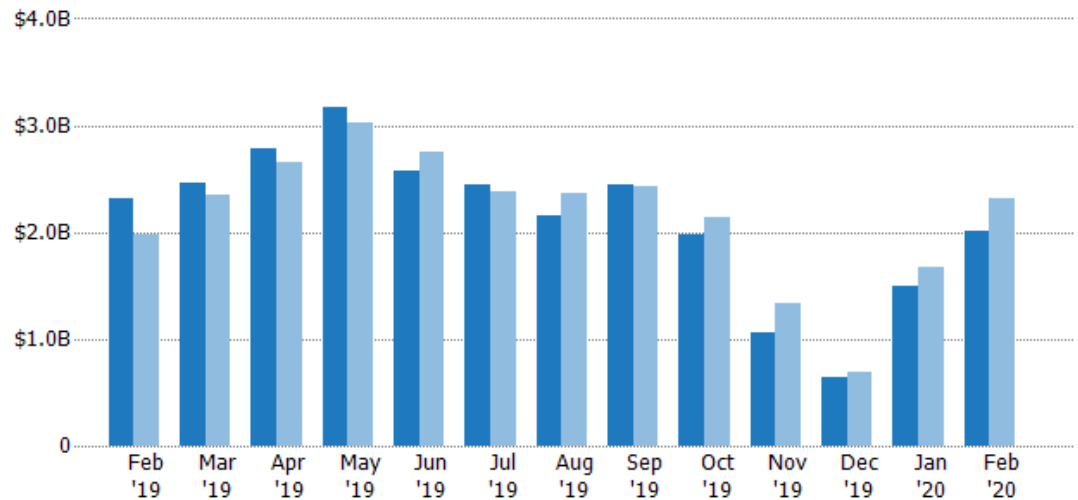
New Listing Volume

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.
Feb '20	\$2.01B	-13.2%
Feb '19	\$2.32B	17%
Feb '18	\$1.98B	-16.6%



Current Year	\$2.32B	\$2.46B	\$2.78B	\$3.18B	\$2.58B	\$2.45B	\$2.16B	\$2.45B	\$1.97B	\$1.05B	\$648M	\$1.5B	\$2.01B
Prior Year	\$1.98B	\$2.35B	\$2.66B	\$3.03B	\$2.75B	\$2.38B	\$2.37B	\$2.43B	\$2.14B	\$1.34B	\$684M	\$1.67B	\$2.32B
Percent Change from Prior Year	17%	5%	5%	5%	-6%	3%	-9%	1%	-8%	-21%	-5%	-10%	-13%

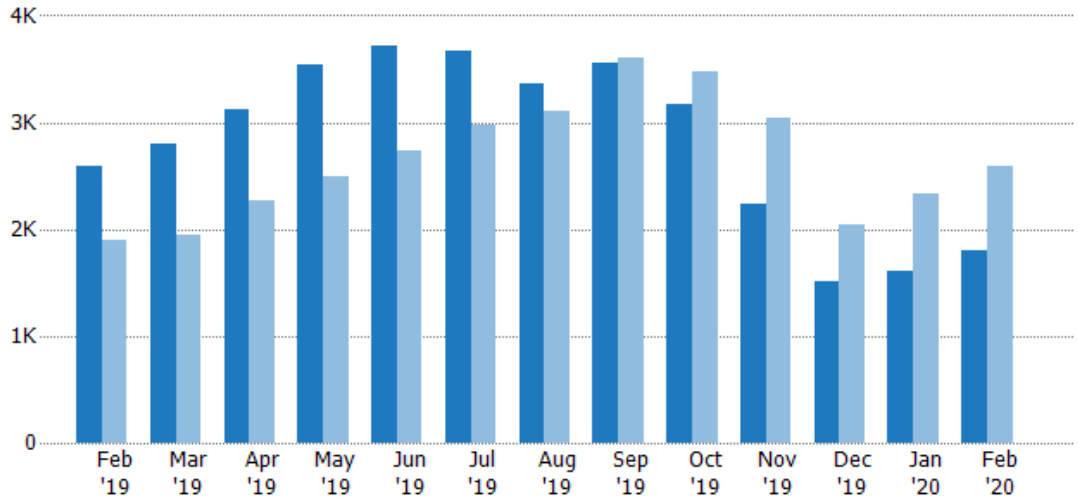
Active Listings

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.
Feb '20	1.8K	-30.6%
Feb '19	2.6K	36.7%
Feb '18	1.9K	8.8%



Current Year	2.6K	2.8K	3.12K	3.54K	3.71K	3.68K	3.36K	3.56K	3.18K	2.23K	1.52K	1.62K	1.8K
Prior Year	1.9K	1.95K	2.27K	2.49K	2.73K	2.98K	3.11K	3.6K	3.48K	3.04K	2.04K	2.33K	2.6K
Percent Change from Prior Year	37%	44%	38%	42%	36%	23%	8%	-1%	-9%	-27%	-26%	-31%	-31%

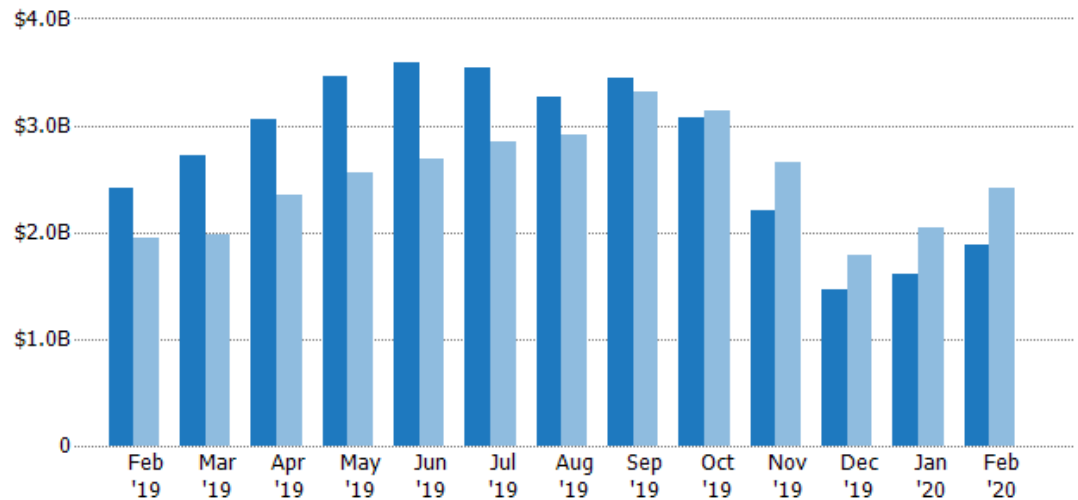
Active Listing Volume

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.
Feb '20	\$1.88B	-22.1%
Feb '19	\$2.41B	24.4%
Feb '18	\$1.94B	-4.7%



Current Year	\$2.41B	\$2.72B	\$3.05B	\$3.46B	\$3.59B	\$3.55B	\$3.27B	\$3.44B	\$3.07B	\$2.2B	\$1.46B	\$1.6B	\$1.88B
Prior Year	\$1.94B	\$1.99B	\$2.36B	\$2.56B	\$2.69B	\$2.85B	\$2.9B	\$3.31B	\$3.14B	\$2.65B	\$1.78B	\$2.05B	\$2.41B
Percent Change from Prior Year	24%	37%	29%	35%	33%	25%	12%	4%	-2%	-17%	-18%	-22%	-22%

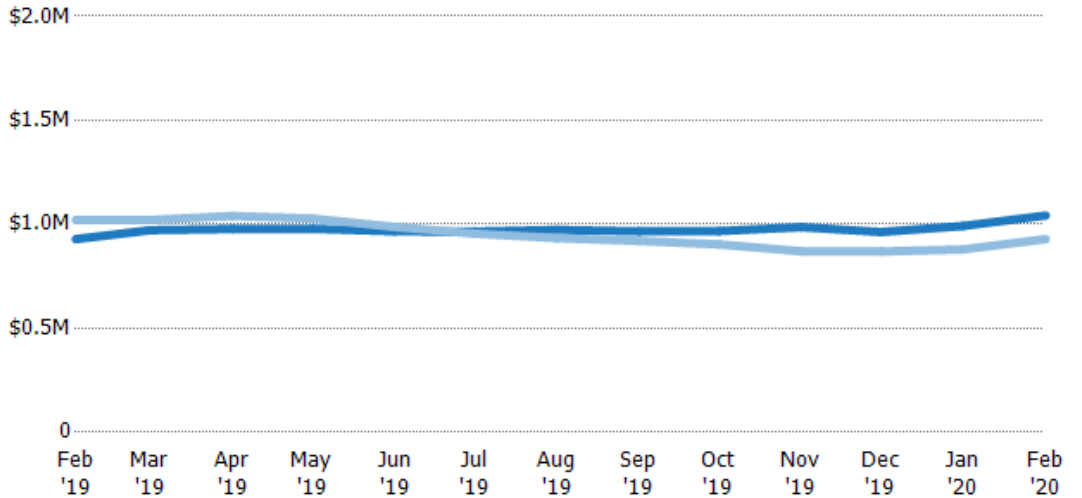
Average Listing Price

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.
Feb '20	\$1.04M	12.2%
Feb '19	\$929K	-9%
Feb '18	\$1.02M	-12.4%



Current Year	\$929K	\$972K	\$977K	\$978K	\$966K	\$965K	\$973K	\$966K	\$967K	\$986K	\$963K	\$992K	\$1.04M
Prior Year	\$1.02M	\$1.02M	\$1.04M	\$1.03M	\$987K	\$955K	\$934K	\$920K	\$903K	\$870K	\$869K	\$879K	\$929K
Percent Change from Prior Year	-9%	-5%	-6%	-5%	-2%	1%	4%	5%	7%	13%	11%	13%	12%

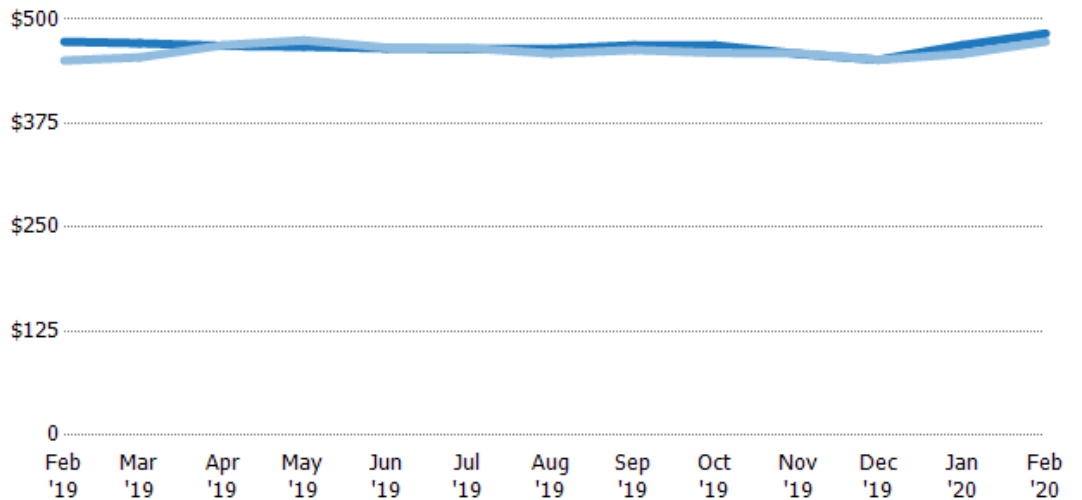
Average Listing Price per Sq Ft

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.
Feb '20	\$483	2.1%
Feb '19	\$473	5%
Feb '18	\$450	-6.1%



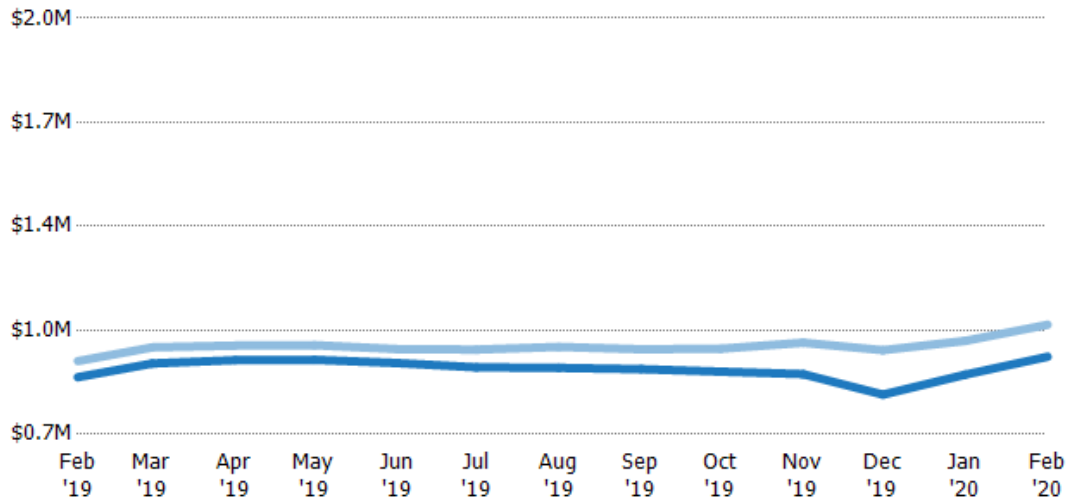
Current Year	\$473	\$471	\$468	\$467	\$465	\$464	\$464	\$469	\$469	\$458	\$451	\$469	\$483
Prior Year	\$450	\$454	\$469	\$475	\$466	\$465	\$459	\$463	\$460	\$459	\$451	\$458	\$473
Percent Change from Prior Year	5%	4%	0%	-2%	0%	0%	1%	1%	2%	0%	0%	2%	2%

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	\$878K	\$921K	\$932K	\$933K	\$923K	\$909K	\$908K	\$904K	\$896K	\$888K	\$824K	\$886K	\$942K
Avg Listing Price	\$929K	\$972K	\$977K	\$978K	\$966K	\$965K	\$973K	\$966K	\$967K	\$986K	\$963K	\$992K	\$1.04M
Avg Listing Price as a % of Avg Est Value	106%	105%	105%	105%	105%	106%	107%	107%	108%	111%	117%	112%	111%

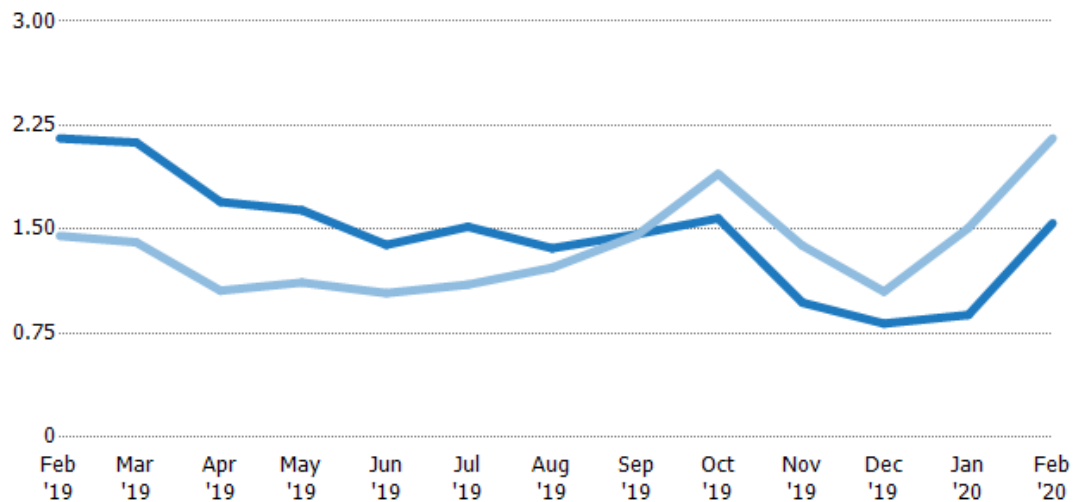
Months of Inventory

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.
Feb '20	1.54	-28.3%
Feb '19	2.16	48.4%
Feb '18	1.45	-3.6%



Current Year	2.16	2.13	1.7	1.64	1.39	1.52	1.36	1.46	1.58	0.97	0.82	0.88	1.54
Prior Year	1.45	1.41	1.06	1.12	1.04	1.1	1.22	1.46	1.9	1.38	1.05	1.51	2.16
Percent Change from Prior Year	48%	51%	60%	47%	33%	38%	11%	1%	-17%	-30%	-22%	-42%	-28%

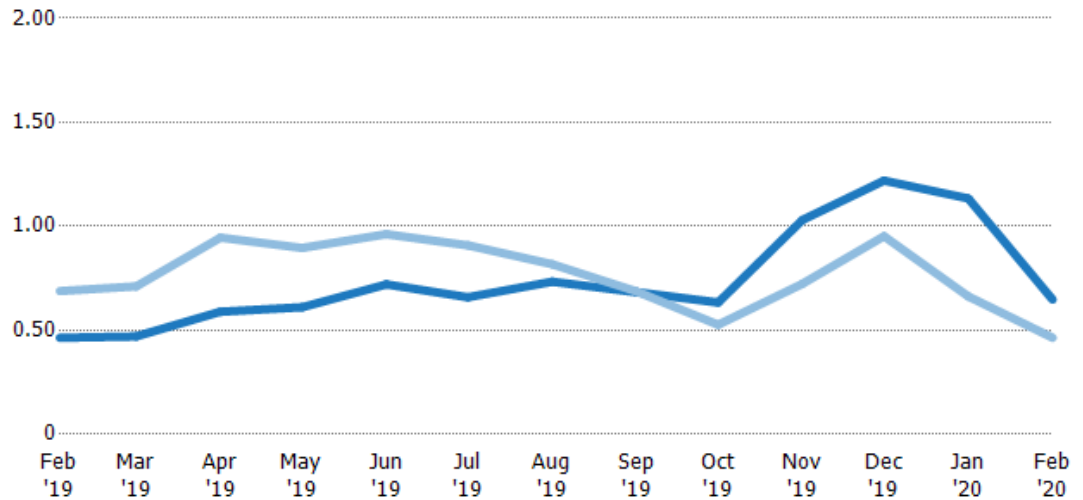
Absorption Rate

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.
Feb '20	65%	-18.4%
Feb '19	46%	22.5%
Feb '18	69%	3.7%

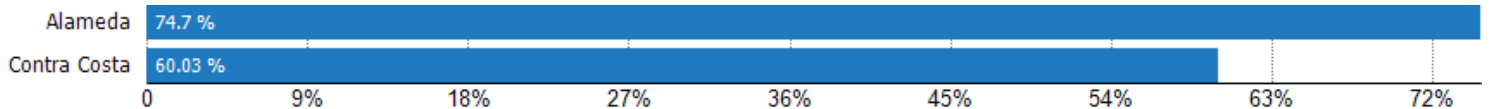


Current Year	46%	47%	59%	61%	72%	66%	73%	68%	63%	103%	122%	113%	65%
Prior Year	69%	71%	95%	90%	96%	91%	82%	69%	53%	72%	95%	66%	46%
Change from Prior Year	22%	24%	36%	29%	24%	25%	8%	0%	-11%	-31%	-27%	-47%	-18%

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



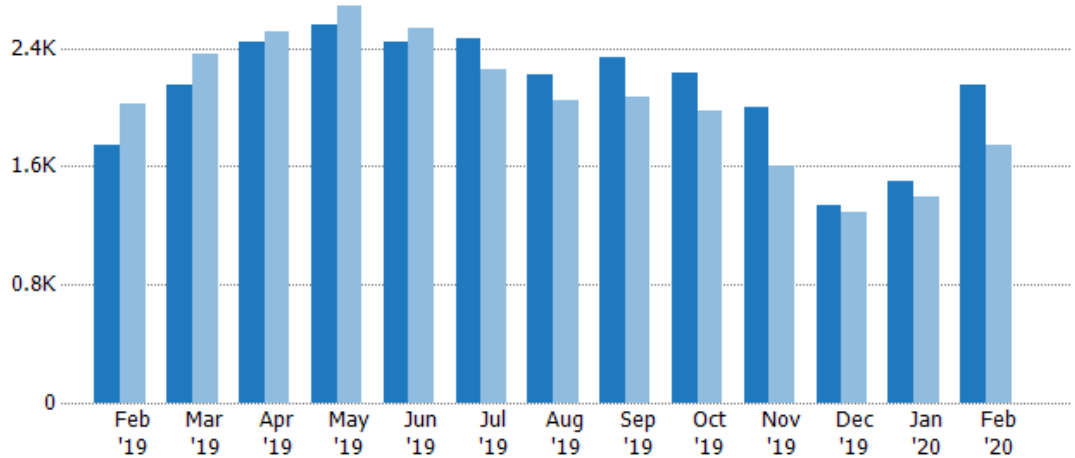
Pending Sales

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.
Feb '20	2.15K	23.4%
Feb '19	1.75K	-13.8%
Feb '18	2.03K	7.1%



Current Year	1.75K	2.15K	2.44K	2.56K	2.44K	2.47K	2.22K	2.33K	2.23K	2K	1.34K	1.5K	2.15K
Prior Year	2.03K	2.36K	2.51K	2.69K	2.54K	2.26K	2.04K	2.07K	1.98K	1.6K	1.29K	1.4K	1.75K
Percent Change from Prior Year	-14%	-9%	-3%	-5%	-4%	9%	9%	13%	13%	25%	4%	7%	23%

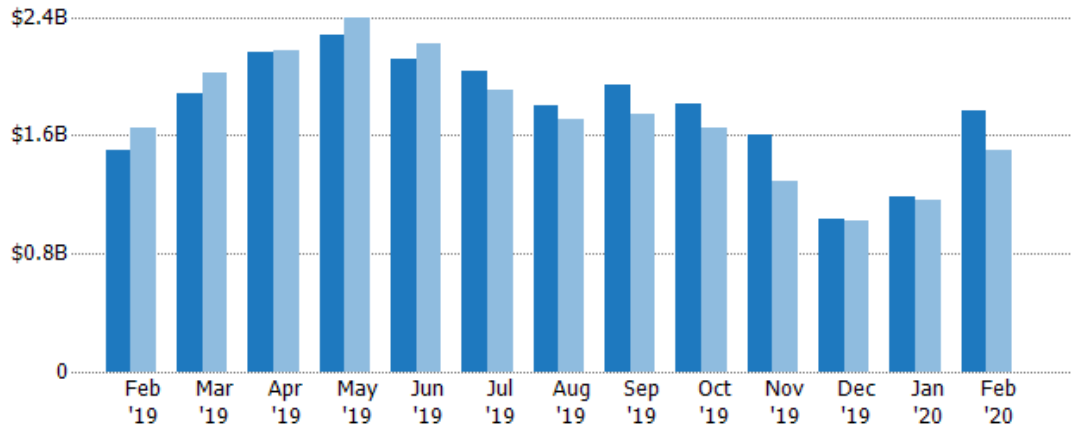
Pending Sales Volume

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.
Feb '20	\$1.76B	17.5%
Feb '19	\$1.5B	-9.2%
Feb '18	\$1.65B	-5.7%



Current Year	\$1.5B	\$1.89B	\$2.16B	\$2.28B	\$2.11B	\$2.03B	\$1.8B	\$1.94B	\$1.81B	\$1.6B	\$1.03B	\$1.19B	\$1.76B
Prior Year	\$1.65B	\$2.02B	\$2.18B	\$2.4B	\$2.22B	\$1.9B	\$1.71B	\$1.75B	\$1.65B	\$1.29B	\$1.02B	\$1.16B	\$1.5B
Percent Change from Prior Year	-9%	-6%	-1%	-5%	-5%	7%	5%	11%	10%	24%	2%	2%	17%

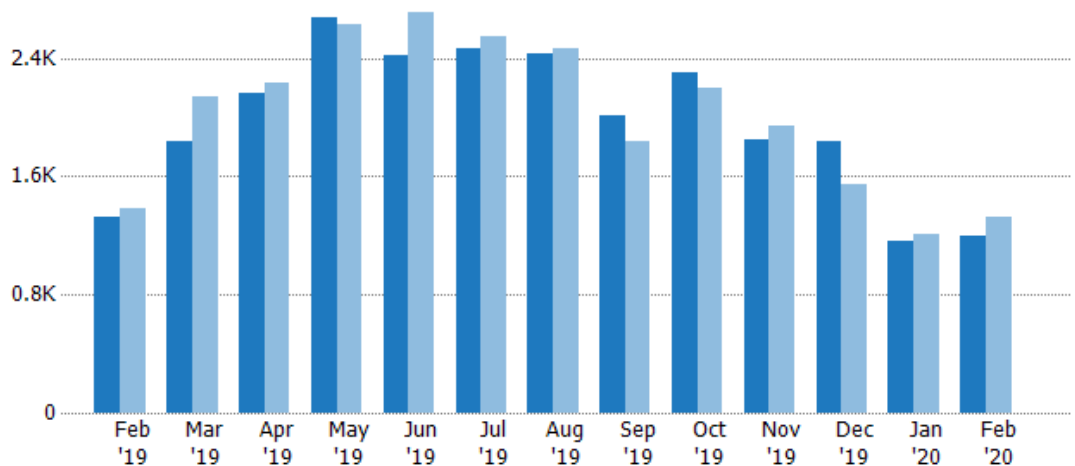
Closed Sales

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.
Feb '20	1.2K	-9.4%
Feb '19	1.32K	-4.6%
Feb '18	1.38K	0.1%



Current Year	1.32K	1.84K	2.16K	2.68K	2.42K	2.46K	2.43K	2.01K	2.3K	1.85K	1.83K	1.17K	1.2K
Prior Year	1.38K	2.14K	2.23K	2.62K	2.71K	2.54K	2.47K	1.83K	2.2K	1.95K	1.54K	1.2K	1.32K
Percent Change from Prior Year	-5%	-14%	-3%	2%	-11%	-3%	-2%	10%	5%	-5%	19%	-3%	-9%

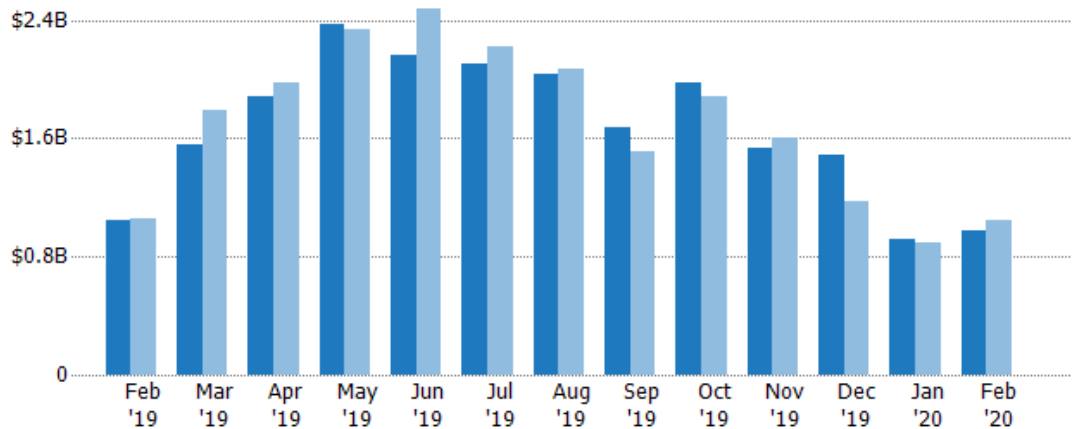
Closed Sales Volume

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.
Feb '20	\$976M	-6.1%
Feb '19	\$1.04B	-2%
Feb '18	\$1.06B	-9.1%



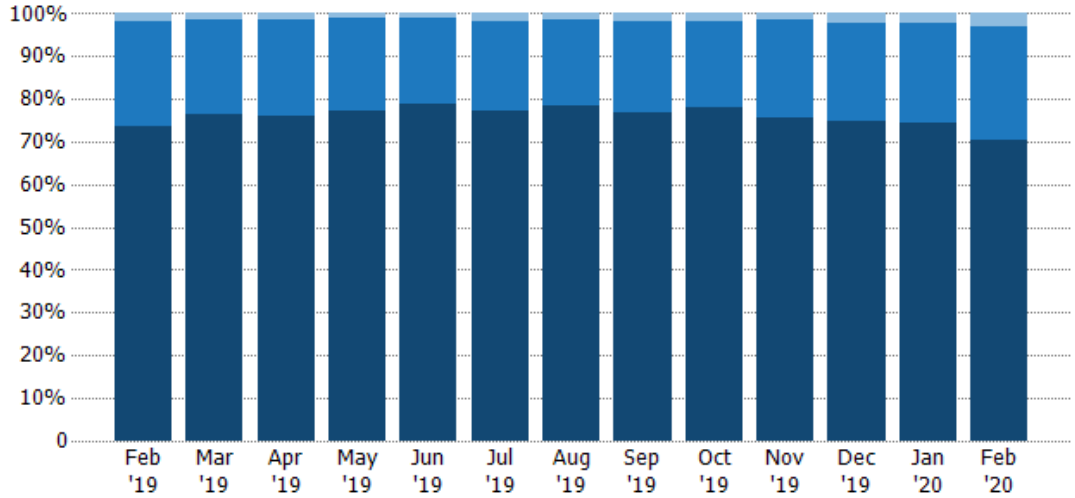
Current Year	\$1.04B	\$1.56B	\$1.88B	\$2.38B	\$2.16B	\$2.1B	\$2.03B	\$1.68B	\$1.98B	\$1.53B	\$1.49B	\$916M	\$976M
Prior Year	\$1.06B	\$1.79B	\$1.98B	\$2.34B	\$2.47B	\$2.22B	\$2.07B	\$1.51B	\$1.88B	\$1.61B	\$1.18B	\$895M	\$1.04B
Percent Change from Prior Year	-2%	-13%	-5%	2%	-12%	-5%	-2%	11%	5%	-5%	27%	2%	-6%

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	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Mobile/Manufactured	2%	1%	2%	1%	1%	2%	2%	2%	2%	1%	2%	2%	3%
Condo/Townhouse	25%	22%	23%	22%	20%	21%	20%	21%	20%	23%	23%	23%	26%
Single Family Residence	74%	77%	76%	77%	79%	77%	78%	77%	78%	76%	75%	74%	71%

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

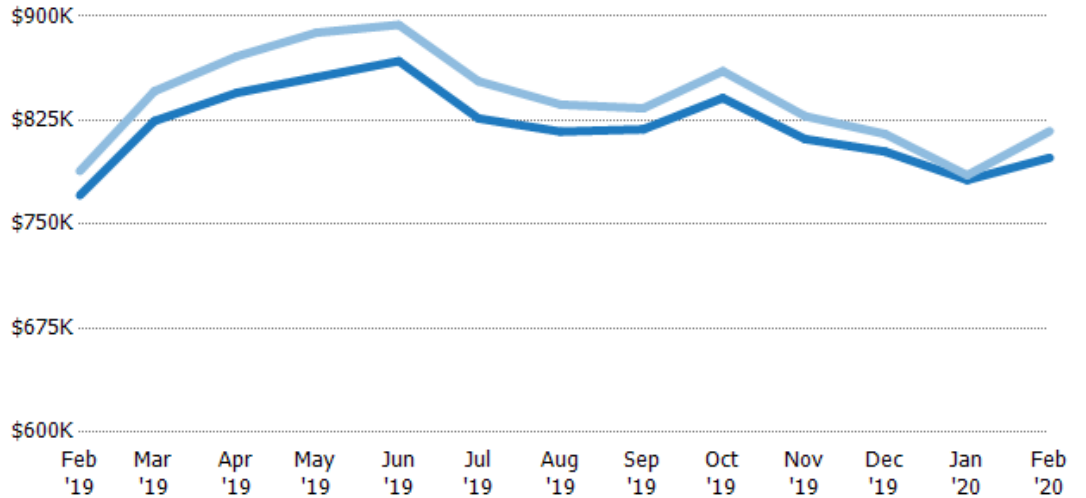


Average Sales Price vs Average Listing Price

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



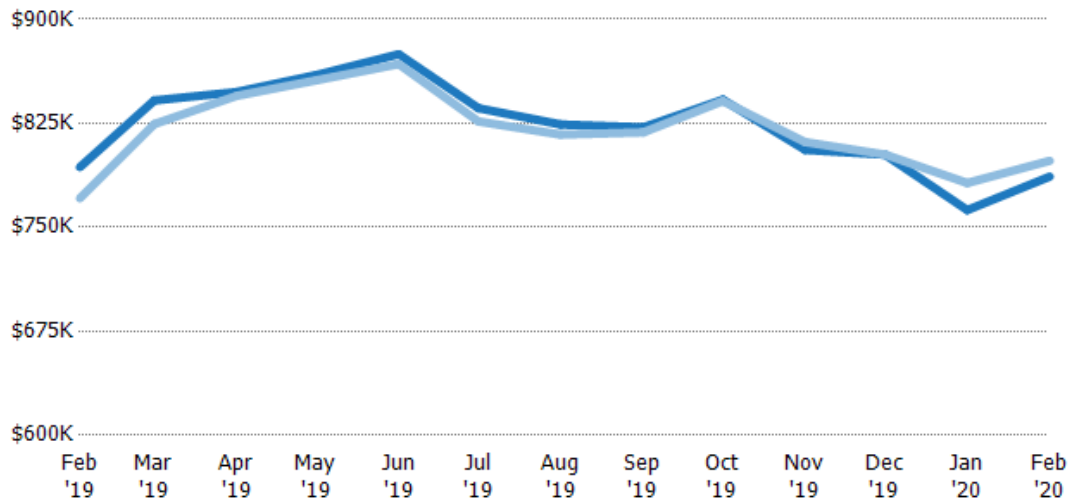
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$771K	\$824K	\$845K	\$856K	\$868K	\$826K	\$817K	\$818K	\$841K	\$811K	\$802K	\$782K	\$798K
Avg Sales Price	\$788K	\$846K	\$871K	\$888K	\$894K	\$853K	\$836K	\$834K	\$860K	\$828K	\$815K	\$785K	\$817K
Avg Sales Price as a % of Avg List Price	102%	103%	103%	104%	103%	103%	102%	102%	102%	102%	102%	100%	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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$793K	\$841K	\$848K	\$860K	\$875K	\$836K	\$824K	\$822K	\$842K	\$806K	\$802K	\$762K	\$787K
Avg Sales Price	\$771K	\$824K	\$845K	\$856K	\$868K	\$826K	\$817K	\$818K	\$841K	\$811K	\$802K	\$782K	\$798K
Avg Sales Price as a % of Avg Est Value	97%	98%	100%	100%	99%	99%	99%	100%	100%	101%	100%	103%	101%

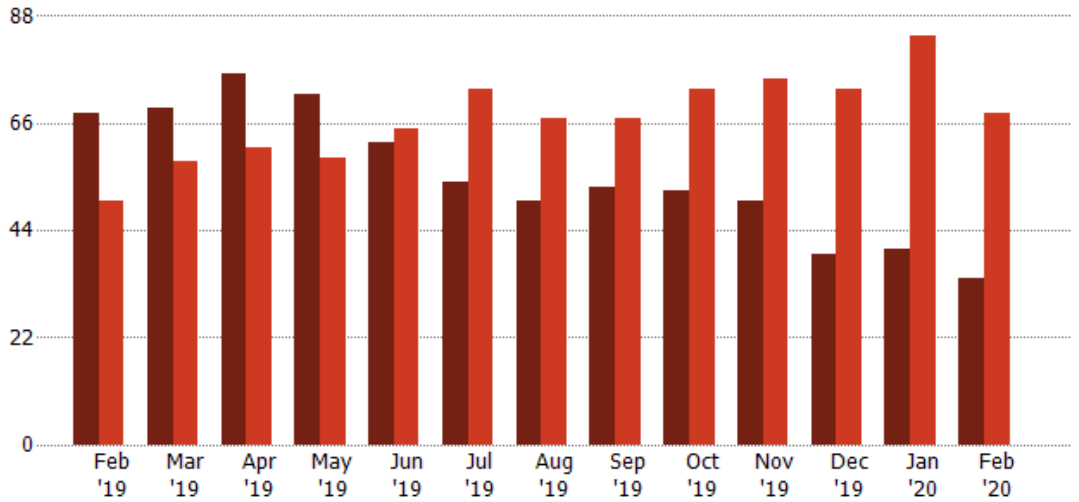
Distressed Listings

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.
Feb '20	34	-50%
Feb '19	68	36%
Feb '18	50	54%

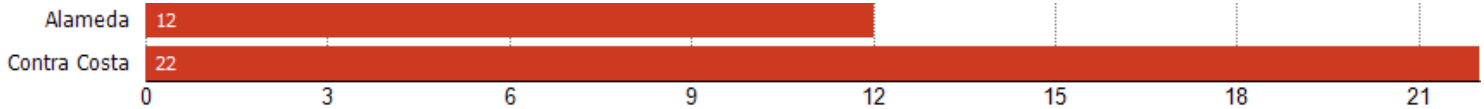


Current Year	68	69	76	72	62	54	50	53	52	50	39	40	34
Prior Year	50	58	61	59	65	73	67	67	73	75	73	84	68
Percent Change from Prior Year	36%	19%	25%	22%	-5%	-26%	-25%	-21%	-29%	-33%	-47%	-52%	-50%

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: 03/04/2020

Scheduled: No

Report Date Range: From 2/2019 To: 2/2020

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 2/2020 data

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