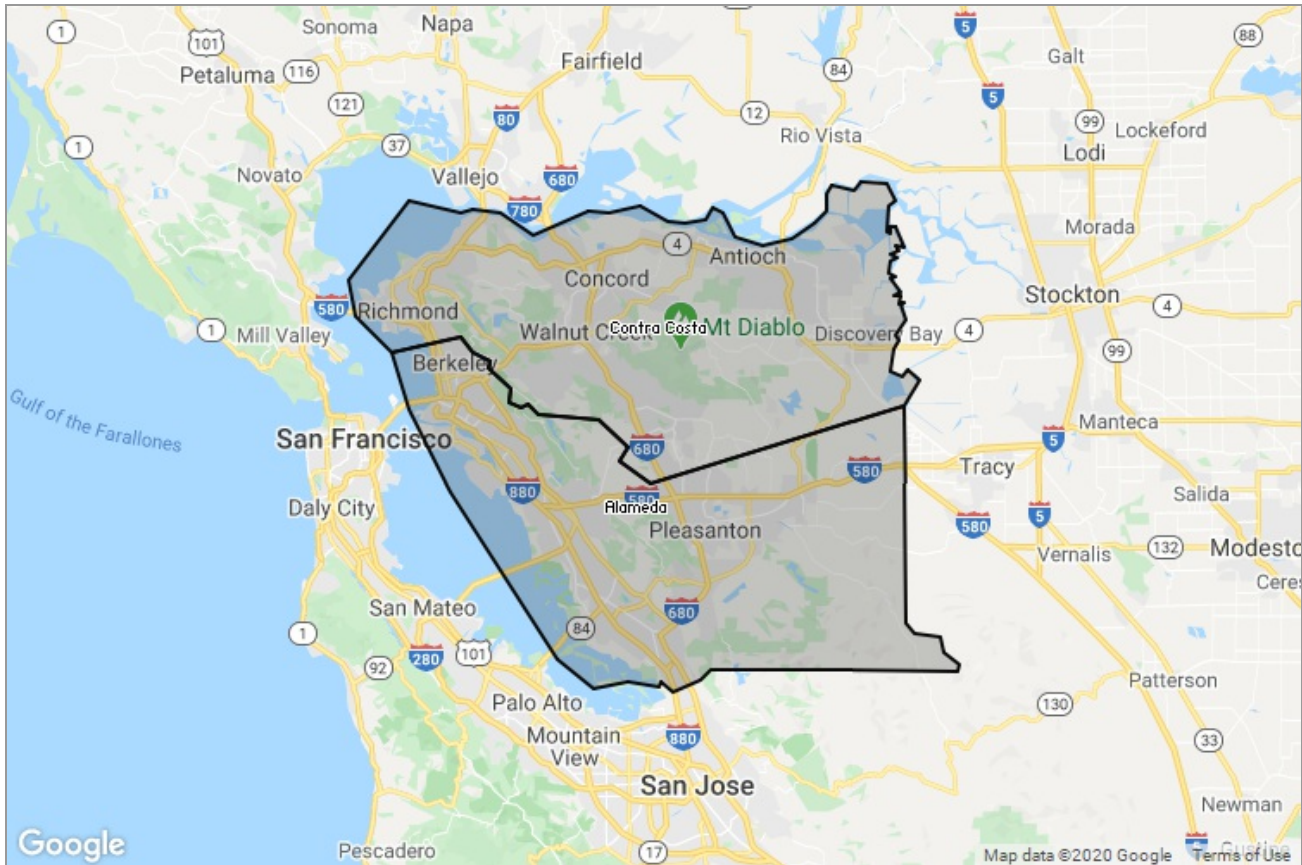


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2019 – 6/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2020

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

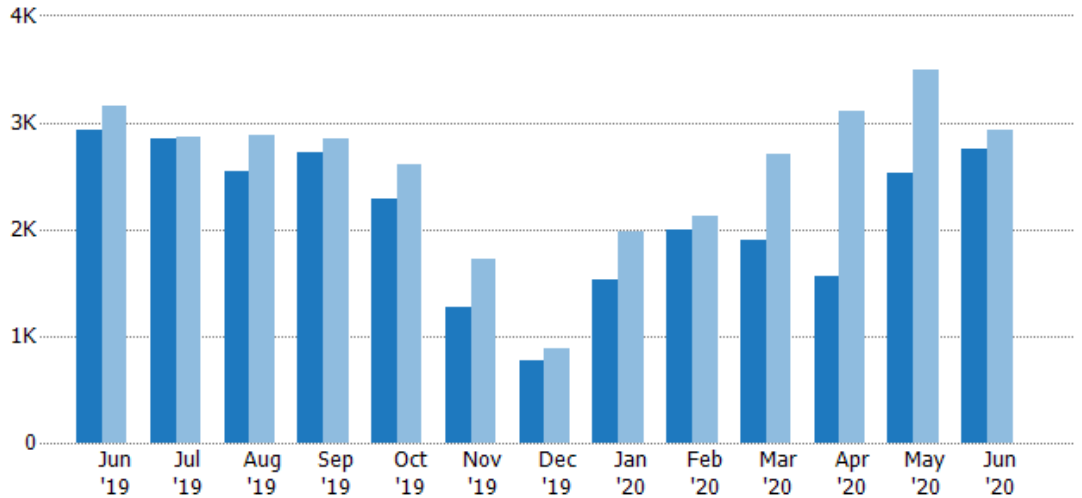
New Listings

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.
Jun '20	2.75K	-6.1%
Jun '19	2.93K	-7.1%
Jun '18	3.16K	-1.8%



Current Year	2.93K	2.85K	2.54K	2.72K	2.28K	1.27K	766	1.53K	2K	1.9K	1.57K	2.52K	2.75K
Prior Year	3.16K	2.86K	2.88K	2.84K	2.6K	1.72K	877	1.98K	2.12K	2.7K	3.11K	3.5K	2.93K
Percent Change from Prior Year	-7%	0%	-12%	-4%	-12%	-26%	-13%	-23%	-5%	-30%	-50%	-28%	-6%

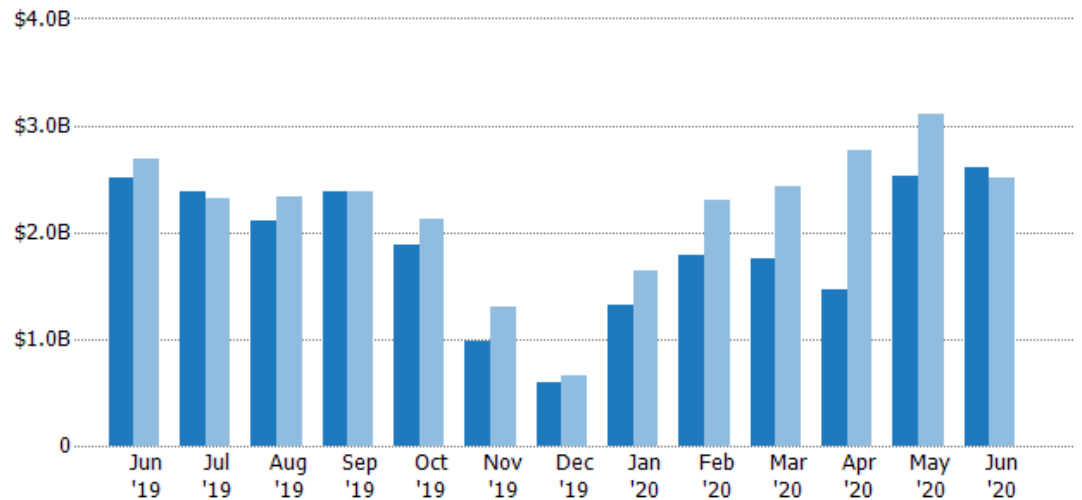
New Listing Volume

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.
Jun '20	\$2.61B	3.7%
Jun '19	\$2.51B	-6.7%
Jun '18	\$2.69B	-9%



Current Year	\$2.51B	\$2.38B	\$2.11B	\$2.38B	\$1.88B	\$985M	\$589M	\$1.32B	\$1.79B	\$1.75B	\$1.46B	\$2.52B	\$2.61B
Prior Year	\$2.69B	\$2.32B	\$2.33B	\$2.39B	\$2.12B	\$1.31B	\$659M	\$1.64B	\$2.3B	\$2.44B	\$2.76B	\$3.1B	\$2.51B
Percent Change from Prior Year	-7%	2%	-9%	0%	-11%	-25%	-11%	-20%	-22%	-28%	-47%	-19%	4%

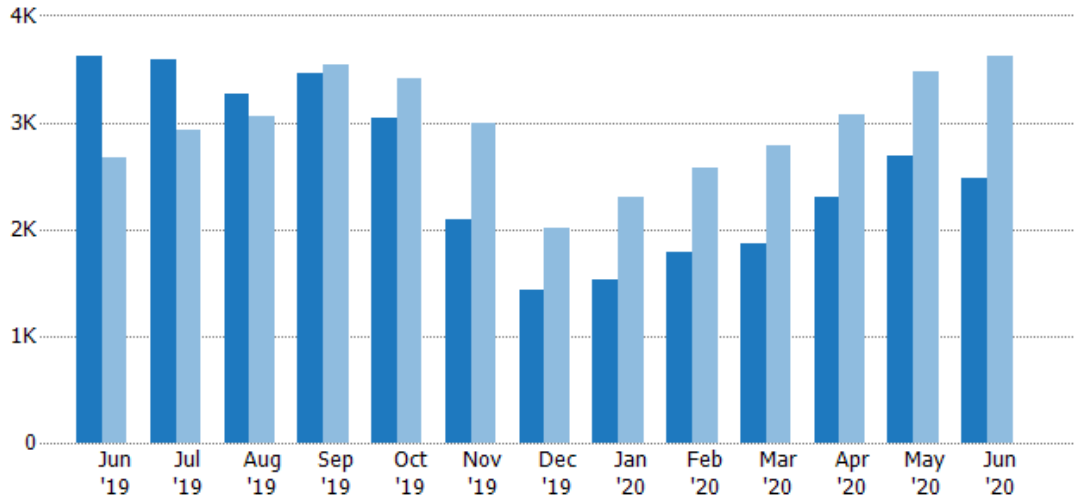
Active Listings

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.
Jun '20	2.47K	-31.7%
Jun '19	3.62K	35.4%
Jun '18	2.68K	7.4%



Current Year	3.62K	3.59K	3.26K	3.46K	3.04K	2.08K	1.42K	1.52K	1.79K	1.86K	2.3K	2.69K	2.47K
Prior Year	2.68K	2.93K	3.06K	3.54K	3.41K	3K	2.01K	2.3K	2.58K	2.78K	3.08K	3.47K	3.62K
Percent Change from Prior Year	35%	22%	7%	-2%	-11%	-30%	-29%	-34%	-31%	-33%	-25%	-22%	-32%

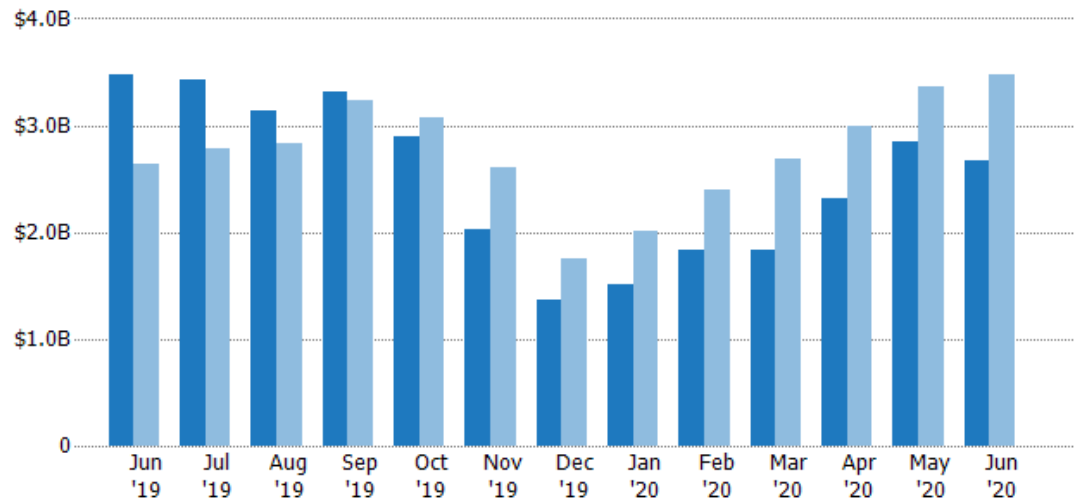
Active Listing Volume

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.
Jun '20	\$2.67B	-23.1%
Jun '19	\$3.47B	31.6%
Jun '18	\$2.64B	6.2%



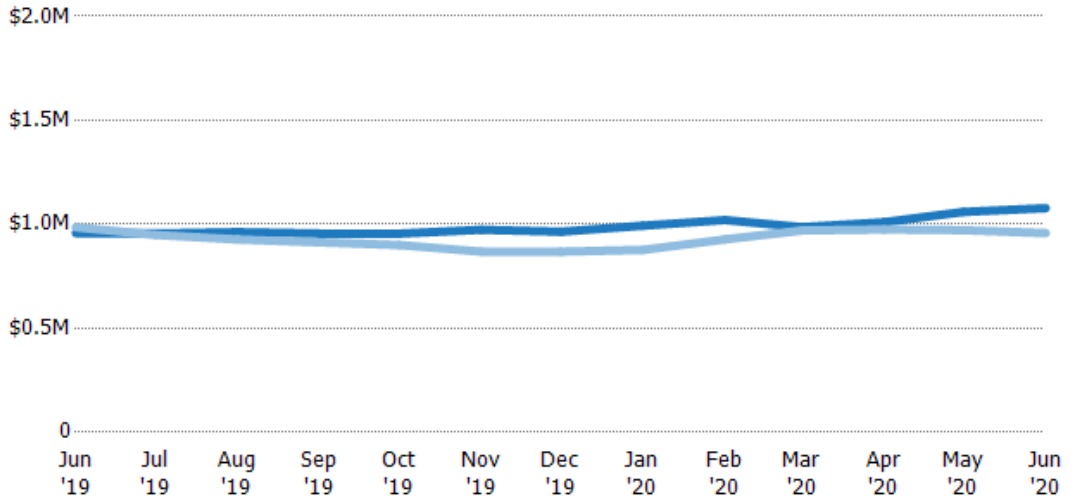
Current Year	\$3.47B	\$3.42B	\$3.14B	\$3.31B	\$2.9B	\$2.03B	\$1.37B	\$1.51B	\$1.83B	\$1.84B	\$2.32B	\$2.85B	\$2.67B
Prior Year	\$2.64B	\$2.78B	\$2.84B	\$3.23B	\$3.07B	\$2.6B	\$1.75B	\$2.02B	\$2.39B	\$2.69B	\$3B	\$3.37B	\$3.47B
Percent Change from Prior Year	32%	23%	11%	2%	-6%	-22%	-22%	-25%	-24%	-32%	-23%	-15%	-23%

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



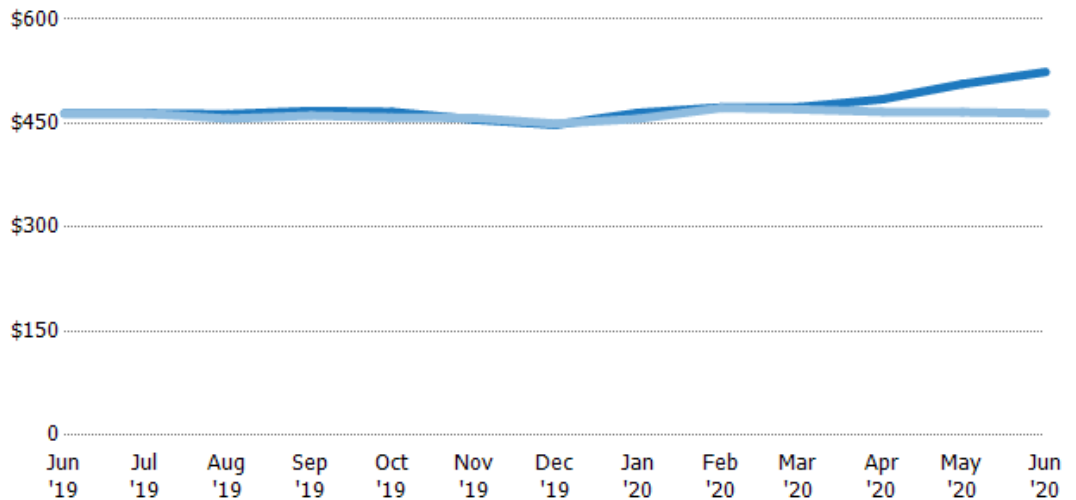
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$958K	\$986K	-3%
Jul '19	\$955K	\$949K	1%
Aug '19	\$962K	\$927K	4%
Sep '19	\$956K	\$913K	5%
Oct '19	\$955K	\$900K	6%
Nov '19	\$973K	\$868K	12%
Dec '19	\$964K	\$868K	11%
Jan '20	\$993K	\$877K	13%
Feb '20	\$1.02M	\$927K	10%
Mar '20	\$986K	\$970K	2%
Apr '20	\$1.01M	\$975K	4%
May '20	\$1.06M	\$971K	9%
Jun '20	\$1.08M	\$958K	13%

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



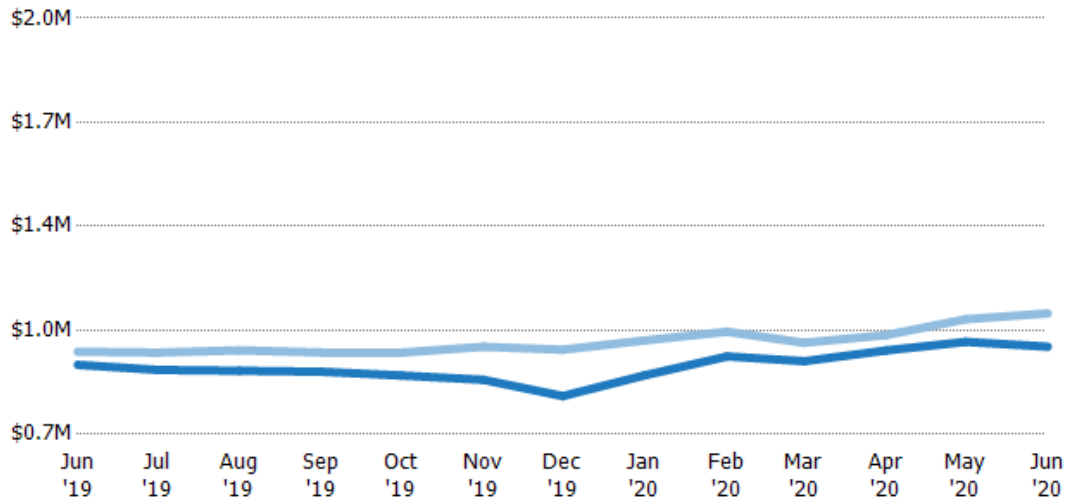
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$464	\$464	0%
Jul '19	\$464	\$464	0%
Aug '19	\$463	\$457	1%
Sep '19	\$468	\$461	1%
Oct '19	\$466	\$458	2%
Nov '19	\$455	\$458	0%
Dec '19	\$448	\$450	0%
Jan '20	\$465	\$457	2%
Feb '20	\$473	\$472	0%
Mar '20	\$473	\$470	1%
Apr '20	\$485	\$466	4%
May '20	\$507	\$466	9%
Jun '20	\$524	\$464	13%

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



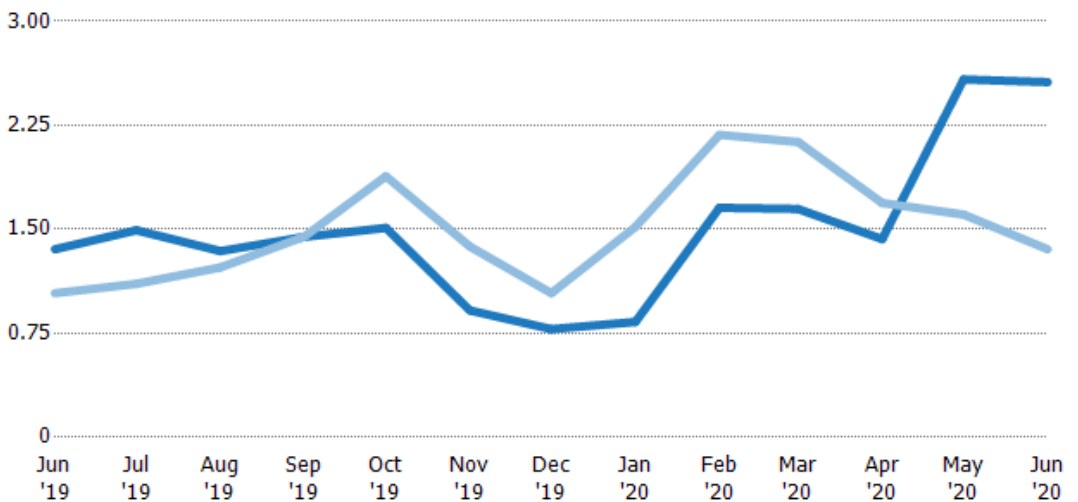
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$917K	\$901K	\$898K	\$896K	\$884K	\$870K	\$819K	\$884K	\$943K	\$928K	\$962K	\$989K	\$974K
Avg Listing Price	\$958K	\$955K	\$962K	\$956K	\$955K	\$973K	\$964K	\$993K	\$1.02M	\$986K	\$1.01M	\$1.06M	\$1.08M
Avg Listing Price as a % of Avg Est Value	104%	106%	107%	107%	108%	112%	118%	112%	108%	106%	105%	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.
Jun '20	2.56	88.9%
Jun '19	1.36	30.4%
Jun '18	1.04	7.6%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	1.36	1.49	1.34	1.45	1.51	0.91	0.78	0.83	1.66	1.65	1.43	2.58	2.56
Prior Year	1.04	1.11	1.23	1.45	1.88	1.38	1.04	1.52	2.18	2.13	1.69	1.61	1.36
Percent Change from Prior Year	30%	35%	10%	0%	-20%	-34%	-25%	-45%	-24%	-23%	-15%	61%	89%

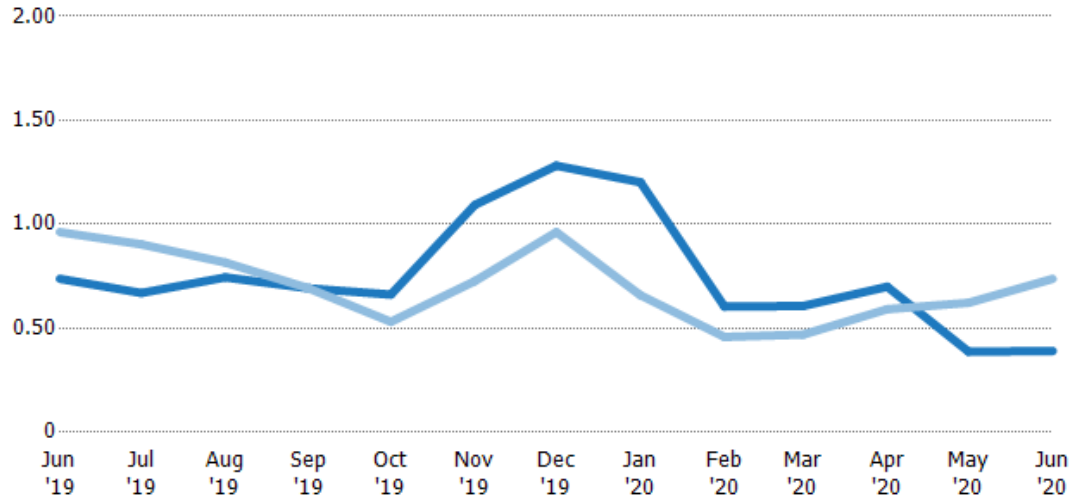
Absorption Rate

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.
Jun '20	39%	34.7%
Jun '19	74%	22.5%
Jun '18	96%	-7%

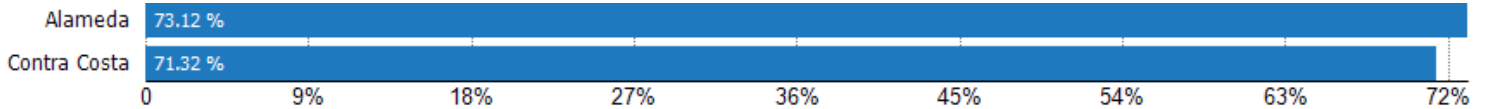


Current Year	74%	67%	74%	69%	66%	109%	128%	120%	60%	61%	70%	39%	39%
Prior Year	96%	90%	82%	69%	53%	73%	96%	66%	46%	47%	59%	62%	74%
Change from Prior Year	22%	23%	7%	0%	-13%	-37%	-32%	-54%	-15%	-14%	-11%	24%	35%

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



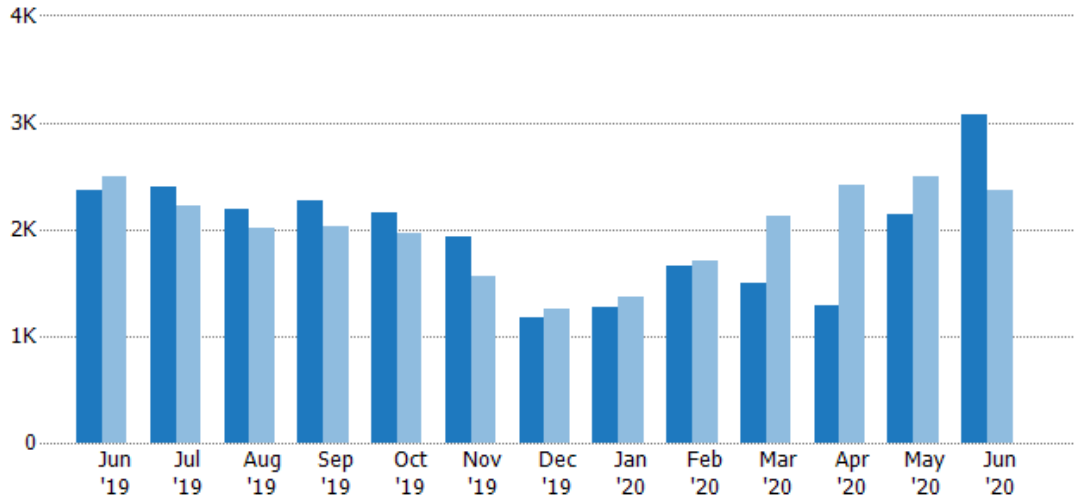
Pending Sales

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.
Jun '20	3.08K	29.9%
Jun '19	2.37K	-4.7%
Jun '18	2.49K	6.6%



Current Year	2.37K	2.4K	2.18K	2.27K	2.16K	1.93K	1.18K	1.27K	1.65K	1.49K	1.28K	2.14K	3.08K
Prior Year	2.49K	2.21K	2K	2.03K	1.96K	1.56K	1.25K	1.36K	1.71K	2.12K	2.41K	2.5K	2.37K
Percent Change from Prior Year	-5%	8%	9%	12%	10%	24%	-6%	-7%	-3%	-30%	-47%	-15%	30%

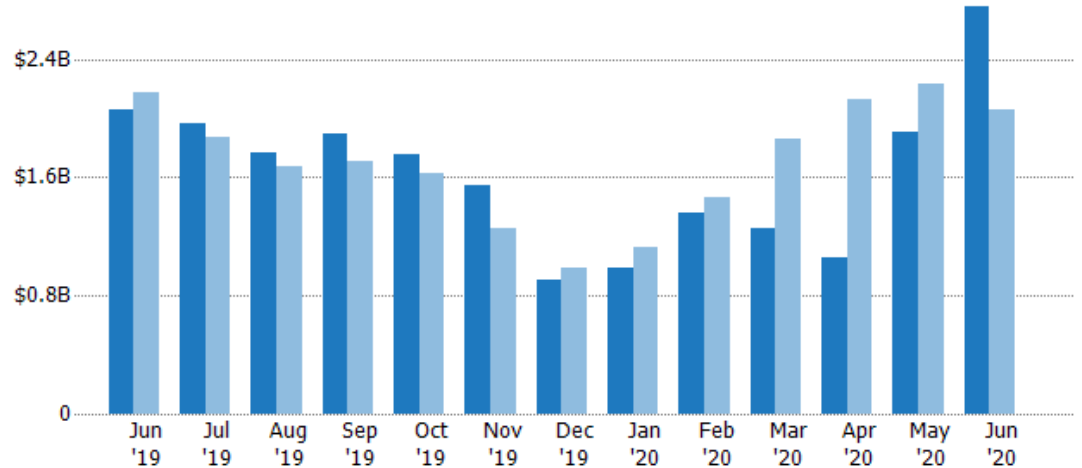
Pending Sales Volume

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.
Jun '20	\$2.76B	34%
Jun '19	\$2.06B	-5.4%
Jun '18	\$2.17B	-6%



Current Year	\$2.06B	\$1.97B	\$1.77B	\$1.89B	\$1.76B	\$1.55B	\$906M	\$986M	\$1.36B	\$1.25B	\$1.05B	\$1.9B	\$2.76B
Prior Year	\$2.17B	\$1.87B	\$1.67B	\$1.71B	\$1.63B	\$1.25B	\$985M	\$1.13B	\$1.46B	\$1.86B	\$2.13B	\$2.23B	\$2.06B
Percent Change from Prior Year	-5%	5%	6%	11%	8%	24%	-8%	-13%	-7%	-33%	-51%	-15%	34%

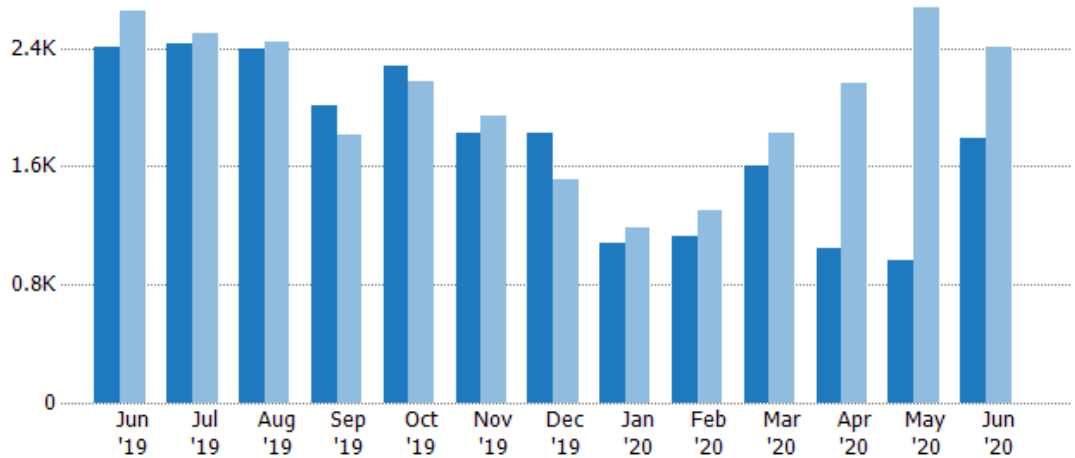
Closed Sales

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.
Jun '20	1.79K	-25.6%
Jun '19	2.4K	-9.4%
Jun '18	2.65K	10.7%



Current Year	2.4K	2.43K	2.4K	2.01K	2.28K	1.82K	1.83K	1.08K	1.13K	1.61K	1.04K	966	1.79K
Prior Year	2.65K	2.5K	2.44K	1.81K	2.18K	1.94K	1.52K	1.18K	1.3K	1.82K	2.16K	2.67K	2.4K
Percent Change from Prior Year	-9%	-3%	-2%	11%	5%	-6%	21%	-8%	-13%	-12%	-52%	-64%	-26%

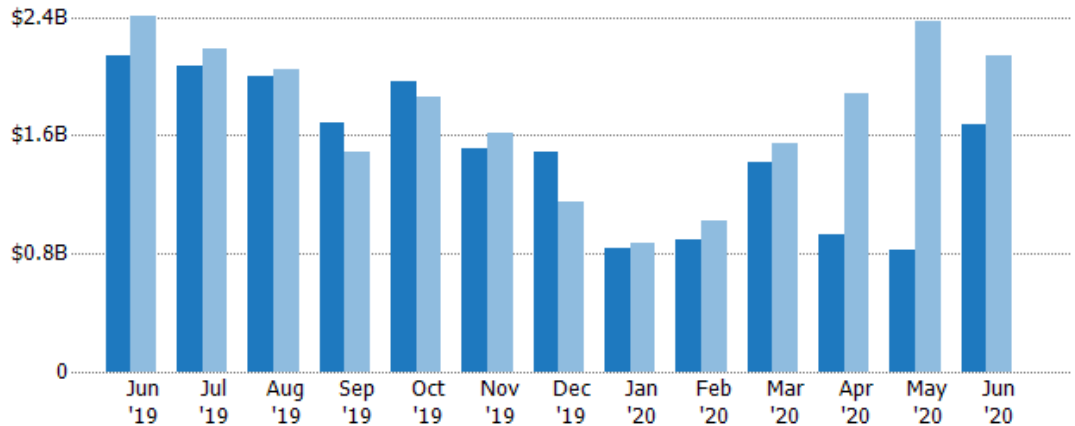
Closed Sales Volume

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.
Jun '20	\$1.68B	-21.5%
Jun '19	\$2.14B	-11.2%
Jun '18	\$2.41B	0.6%



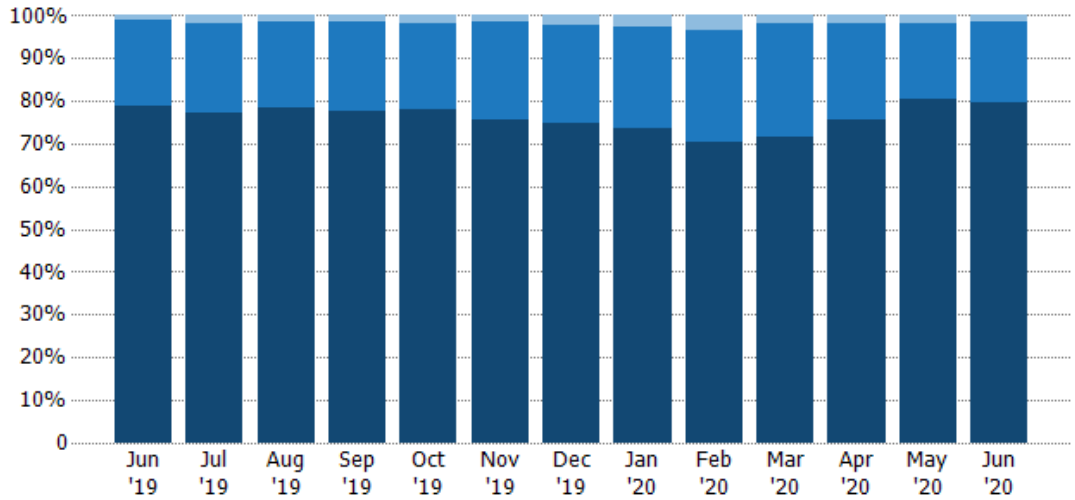
Current Year	\$2.14B	\$2.07B	\$2B	\$1.68B	\$1.96B	\$1.51B	\$1.48B	\$837M	\$900M	\$1.41B	\$927M	\$823M	\$1.68B
Prior Year	\$2.41B	\$2.19B	\$2.04B	\$1.49B	\$1.86B	\$1.61B	\$1.15B	\$873M	\$1.03B	\$1.54B	\$1.88B	\$2.37B	\$2.14B
Percent Change from Prior Year	-11%	-5%	-2%	13%	5%	-6%	29%	-4%	-12%	-8%	-51%	-65%	-22%

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

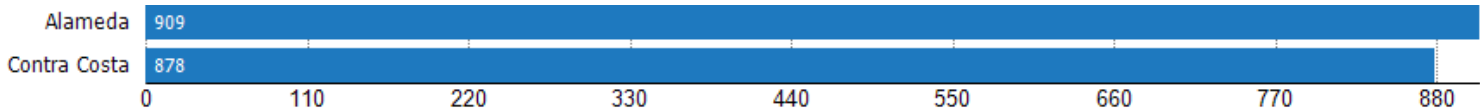


Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Mobile/Manufactured	1%	2%	2%	2%	2%	2%	2%	2%	3%	2%	2%	2%	1%
Condo/Townhouse	20%	21%	20%	21%	20%	23%	23%	24%	26%	27%	22%	18%	19%
Single Family Residence	79%	77%	78%	78%	78%	75%	75%	73%	71%	72%	76%	80%	79%

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

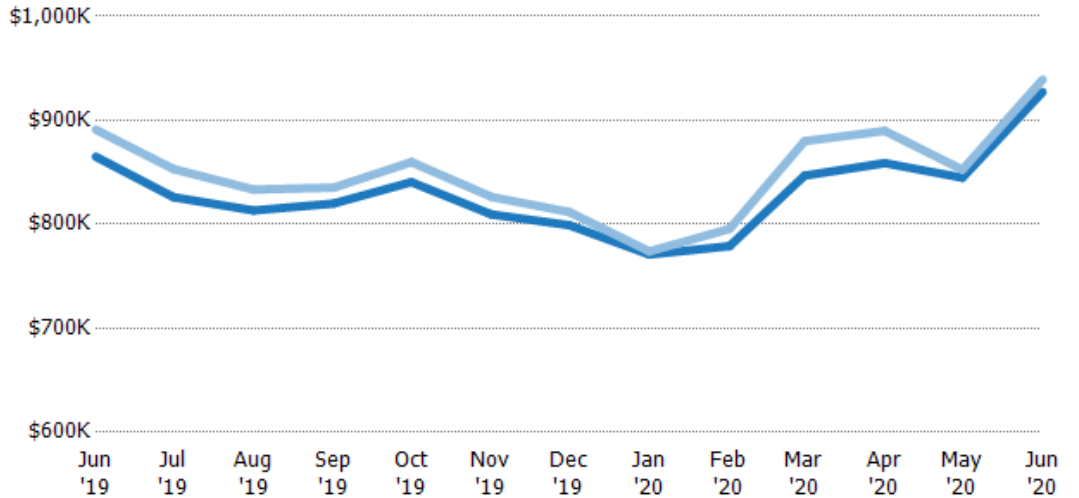


Average Sales Price vs Average Listing Price

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



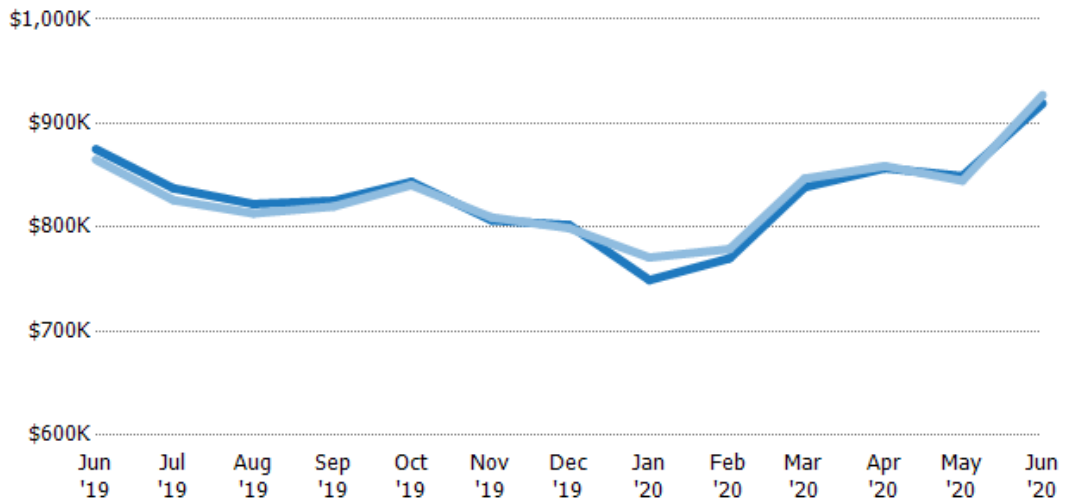
Avg List Price	\$865K	\$826K	\$813K	\$820K	\$841K	\$809K	\$799K	\$771K	\$779K	\$847K	\$859K	\$845K	\$927K
Avg Sales Price	\$891K	\$853K	\$833K	\$835K	\$860K	\$826K	\$812K	\$774K	\$796K	\$880K	\$890K	\$852K	\$939K
Avg Sales Price as a % of Avg List Price	103%	103%	102%	102%	102%	102%	102%	100%	102%	104%	104%	101%	101%

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	\$875K	\$837K	\$822K	\$826K	\$844K	\$807K	\$802K	\$749K	\$770K	\$838K	\$857K	\$849K	\$919K
Avg Sales Price	\$865K	\$826K	\$813K	\$820K	\$841K	\$809K	\$799K	\$771K	\$796K	\$847K	\$859K	\$845K	\$927K
Avg Sales Price as a % of Avg Est Value	99%	99%	99%	99%	100%	100%	100%	103%	101%	101%	100%	99%	101%

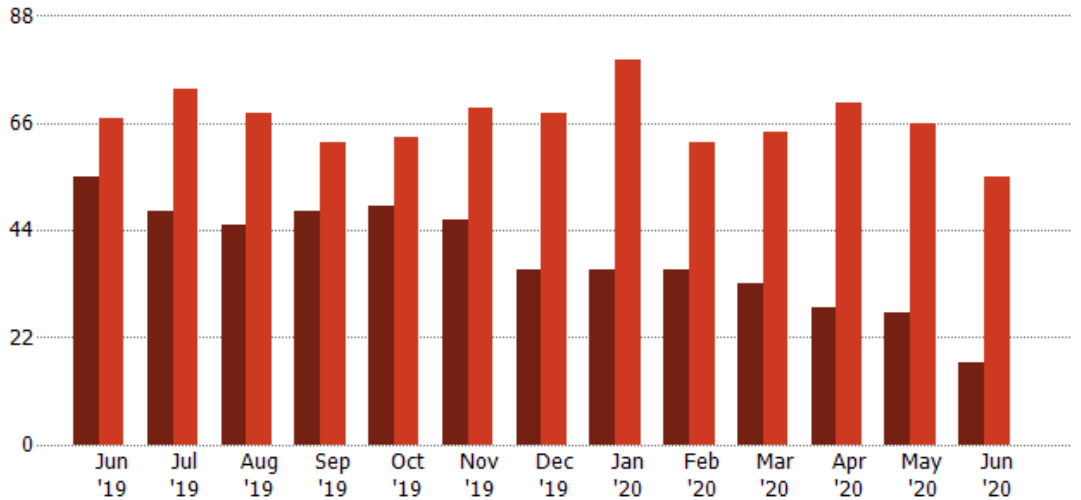
Distressed Listings

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.
Jun '20	17	-69.1%
Jun '19	55	-17.9%
Jun '18	67	19.4%

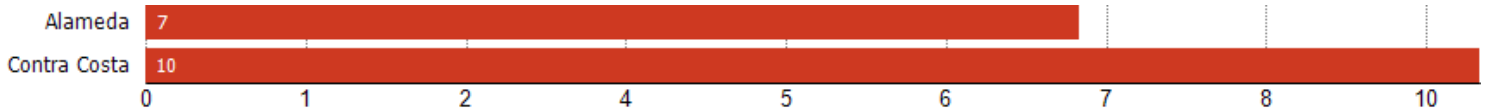


Current Year	55	48	45	48	49	46	36	36	36	33	28	27	17
Prior Year	67	73	68	62	63	69	68	79	62	64	70	66	55
Percent Change from Prior Year	-18%	-34%	-34%	-23%	-22%	-33%	-47%	-54%	-42%	-48%	-60%	-59%	-69%

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: 07/06/2020

Scheduled: No

Report Date Range: From 6/2019 To: 6/2020

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 6/2020 data

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