

MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2019 – 7/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/09/2020

**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

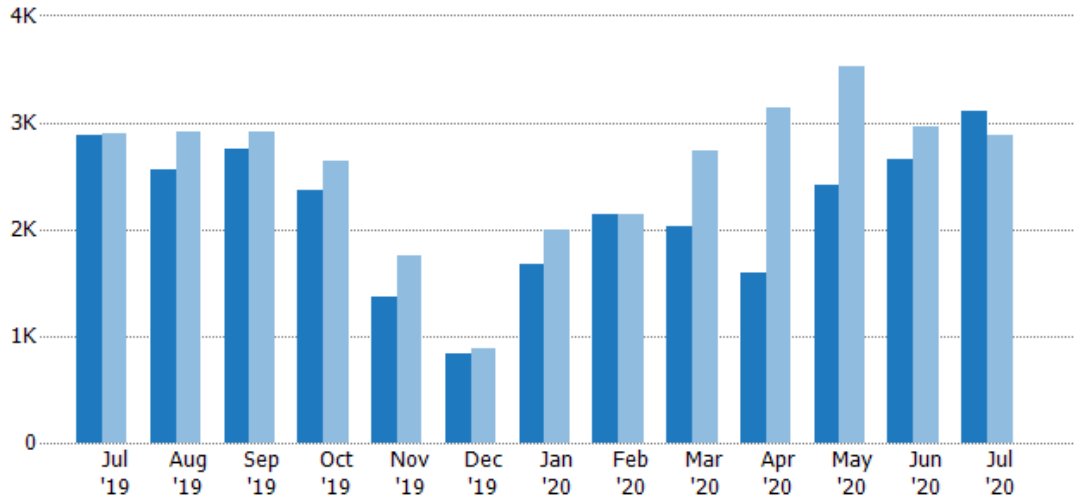
## New Listings

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.
Jul '20	3.11K	7.8%
Jul '19	2.88K	-0.4%
Jul '18	2.9K	0.9%



Current Year	2.88K	2.56K	2.76K	2.37K	1.36K	842	1.68K	2.14K	2.02K	1.6K	2.42K	2.65K	3.11K
Prior Year	2.9K	2.92K	2.91K	2.64K	1.76K	886	2K	2.13K	2.73K	3.14K	3.53K	2.96K	2.88K
Percent Change from Prior Year	0%	-12%	-5%	-10%	-22%	-5%	-16%	0%	-26%	-49%	-31%	-11%	8%

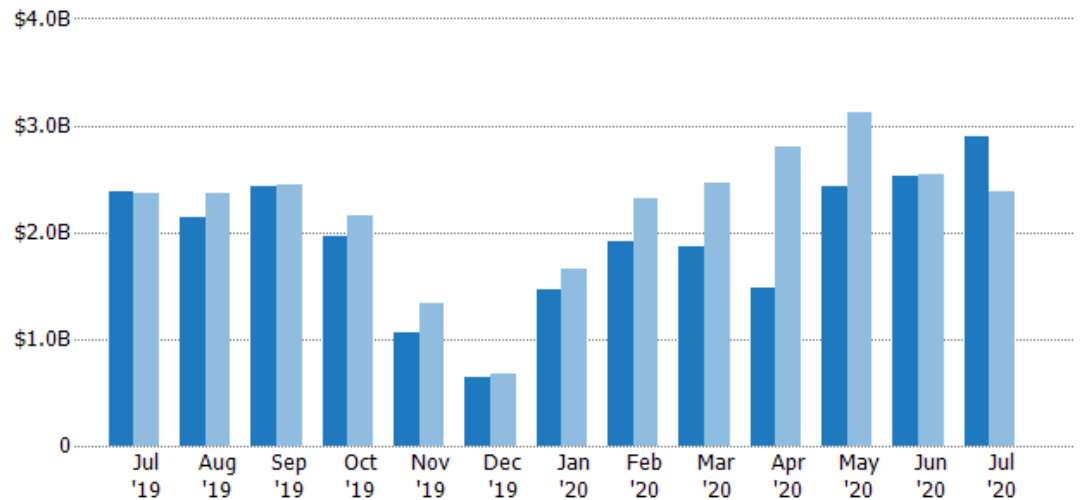
## New Listing Volume

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.
Jul '20	\$2.9B	21.4%
Jul '19	\$2.39B	1.2%
Jul '18	\$2.36B	31.7%



Current Year	\$2.39B	\$2.14B	\$2.42B	\$1.97B	\$1.06B	\$647M	\$1.46B	\$1.92B	\$1.87B	\$1.48B	\$2.44B	\$2.52B	\$2.9B
Prior Year	\$2.36B	\$2.37B	\$2.44B	\$2.15B	\$1.34B	\$670M	\$1.66B	\$2.32B	\$2.46B	\$2.79B	\$3.13B	\$2.54B	\$2.39B
Percent Change from Prior Year	1%	-10%	-1%	-8%	-21%	-4%	-12%	-17%	-24%	-47%	-22%	-1%	21%

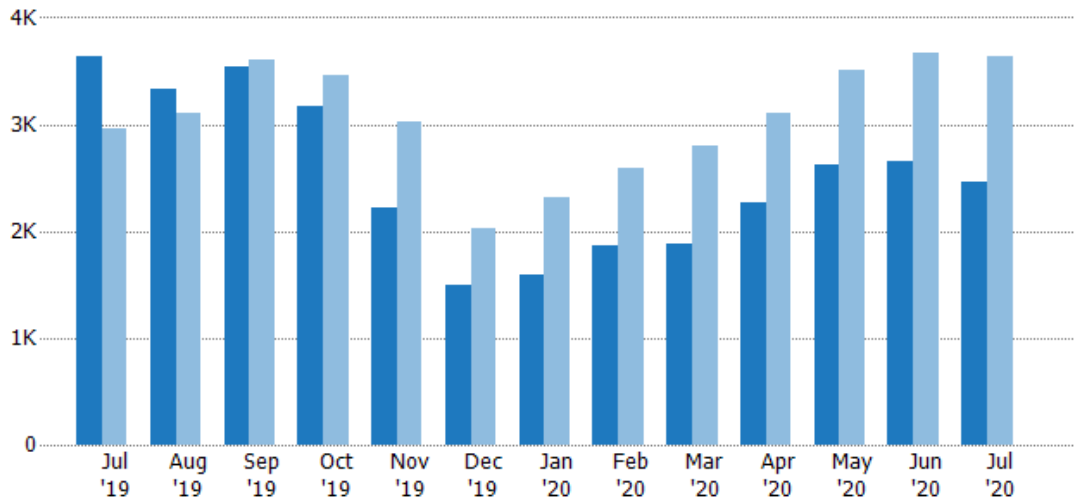
## Active Listings

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.
Jul '20	2.47K	-32.1%
Jul '19	3.64K	22.8%
Jul '18	2.96K	1.6%



Current Year	3.64K	3.33K	3.53K	3.17K	2.23K	1.49K	1.6K	1.86K	1.89K	2.27K	2.63K	2.65K	2.47K
Prior Year	2.96K	3.1K	3.6K	3.46K	3.03K	2.03K	2.32K	2.6K	2.81K	3.11K	3.51K	3.67K	3.64K
Percent Change from Prior Year	23%	7%	-2%	-8%	-26%	-27%	-31%	-28%	-33%	-27%	-25%	-28%	-32%

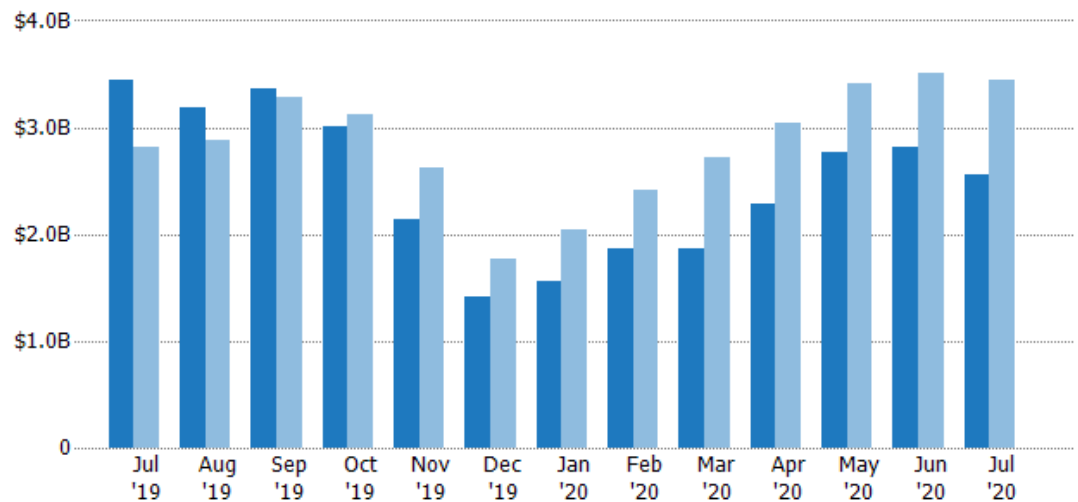
## Active Listing Volume

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.
Jul '20	\$2.55B	-25.9%
Jul '19	\$3.45B	22.4%
Jul '18	\$2.82B	1.3%



Current Year	\$3.45B	\$3.18B	\$3.36B	\$3.01B	\$2.14B	\$1.41B	\$1.56B	\$1.87B	\$1.86B	\$2.28B	\$2.77B	\$2.81B	\$2.55B
Prior Year	\$2.82B	\$2.88B	\$3.29B	\$3.11B	\$2.62B	\$1.77B	\$2.04B	\$2.41B	\$2.72B	\$3.04B	\$3.41B	\$3.51B	\$3.45B
Percent Change from Prior Year	22%	10%	2%	-3%	-18%	-20%	-24%	-22%	-32%	-25%	-19%	-20%	-26%

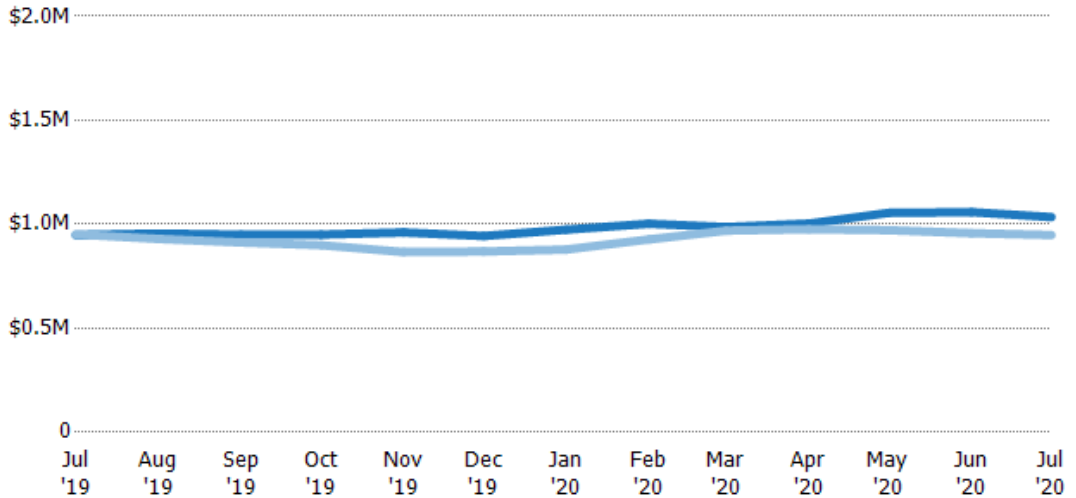
## Average Listing Price

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.
Jul '20	\$1.03M	9.1%
Jul '19	\$948K	-0.3%
Jul '18	\$951K	-0.4%



Current Year	\$948K	\$956K	\$950K	\$950K	\$961K	\$944K	\$974K	\$1M	\$987K	\$1M	\$1.05M	\$1.06M	\$1.03M
Prior Year	\$951K	\$930K	\$913K	\$899K	\$867K	\$869K	\$879K	\$927K	\$969K	\$976K	\$971K	\$957K	\$948K
Percent Change from Prior Year	0%	3%	4%	6%	11%	9%	11%	8%	2%	3%	9%	11%	9%

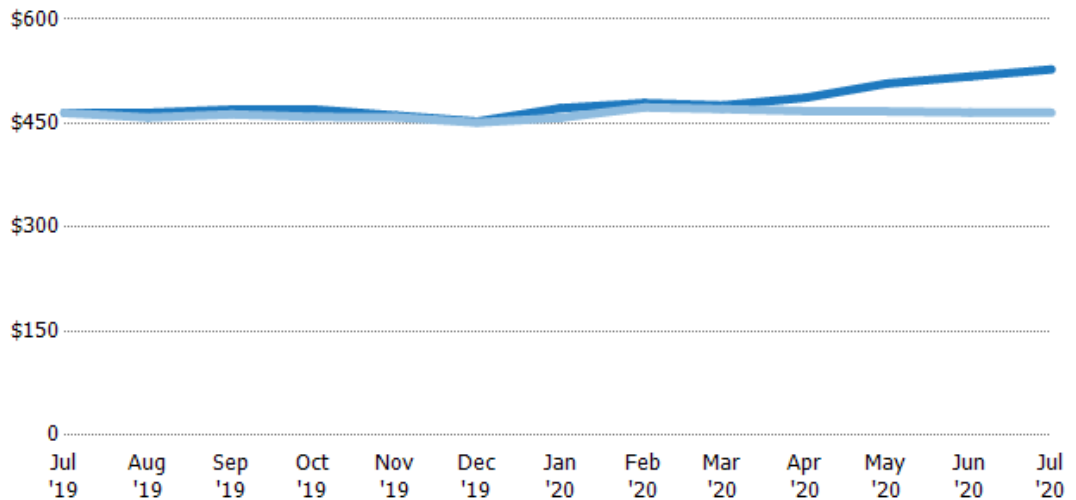
## Average Listing Price per Sq Ft

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.
Jul '20	\$528	13.4%
Jul '19	\$465	0%
Jul '18	\$465	-7.1%



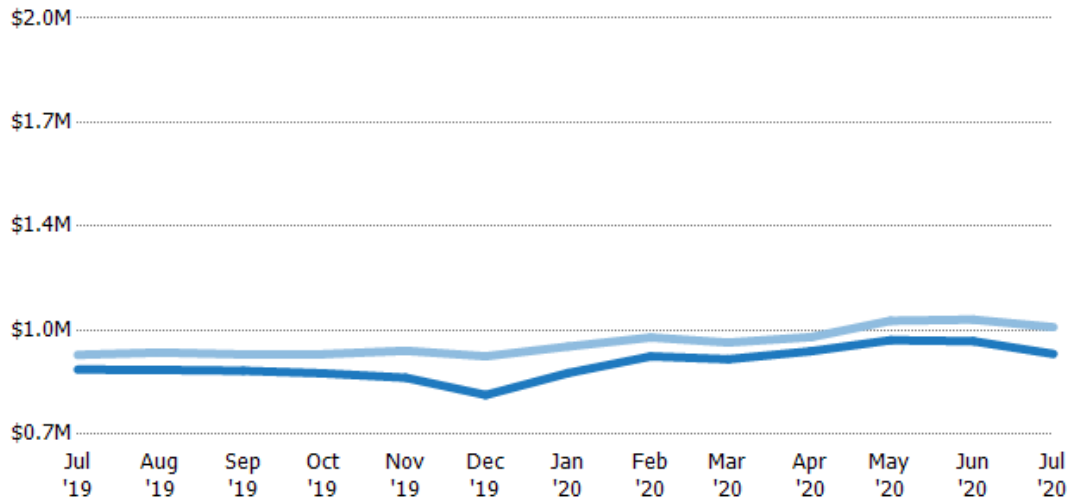
Current Year	\$465	\$465	\$470	\$470	\$461	\$453	\$472	\$479	\$476	\$487	\$507	\$518	\$528
Prior Year	\$465	\$458	\$463	\$459	\$459	\$451	\$458	\$473	\$471	\$468	\$467	\$466	\$465
Percent Change from Prior Year	0%	1%	1%	2%	1%	0%	3%	1%	1%	4%	9%	11%	13%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$902K	\$901K	\$899K	\$890K	\$877K	\$823K	\$891K	\$944K	\$934K	\$959K	\$994K	\$991K	\$951K
Avg Listing Price	\$948K	\$956K	\$950K	\$950K	\$961K	\$944K	\$974K	\$1M	\$987K	\$1M	\$1.05M	\$1.06M	\$1.03M
Avg Listing Price as a % of Avg Est Value	105%	106%	106%	107%	110%	115%	109%	106%	106%	105%	106%	107%	109%

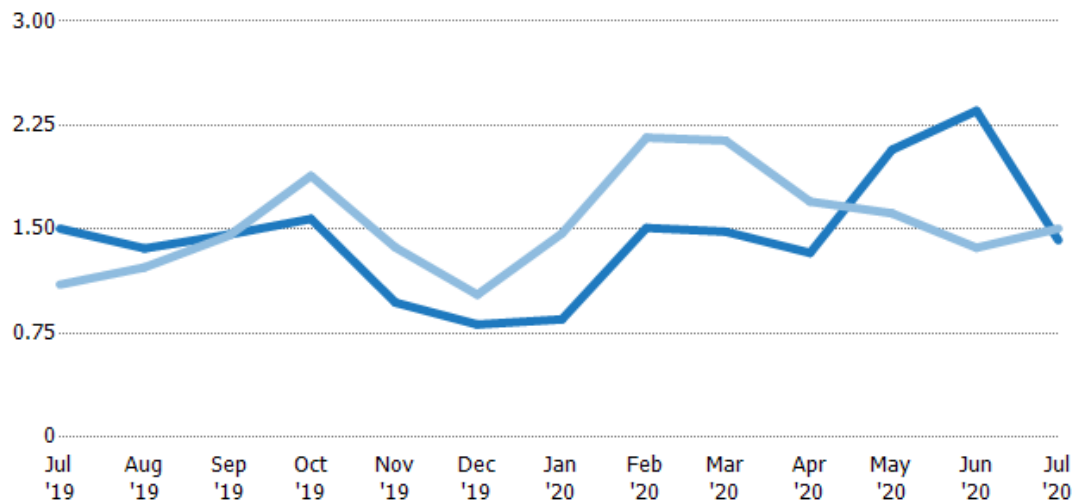
## Months of Inventory

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.
Jul '20	1.42	-5.6%
Jul '19	1.5	36.7%
Jul '18	1.1	-8.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	1.5	1.36	1.46	1.57	0.97	0.81	0.85	1.51	1.48	1.33	2.07	2.35	1.42
Prior Year	1.1	1.23	1.45	1.89	1.37	1.03	1.47	2.16	2.14	1.7	1.61	1.37	1.5
Percent Change from Prior Year	37%	11%	1%	-16%	-29%	-21%	-42%	-30%	-31%	-22%	28%	72%	-6%

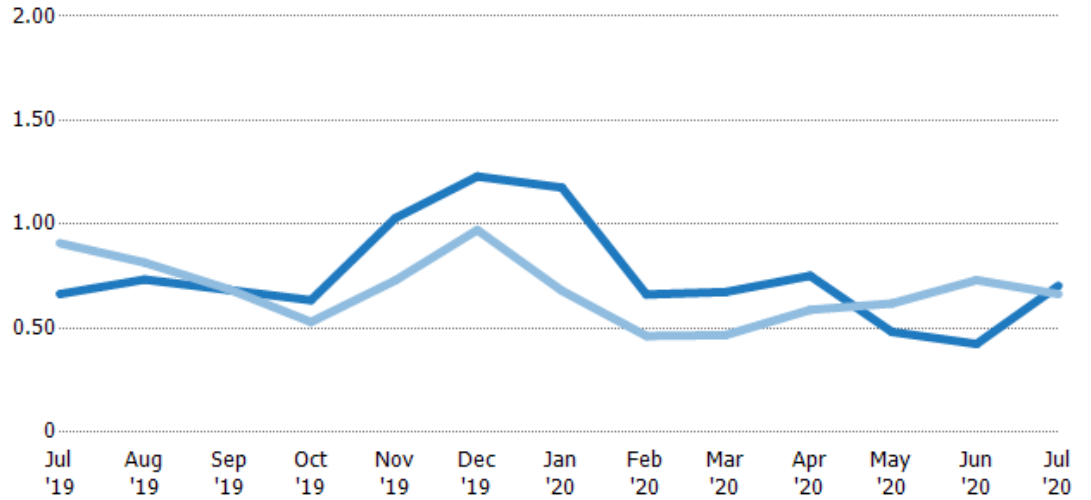
## Absorption Rate

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.
Jul '20	70%	-3.9%
Jul '19	66%	24.4%
Jul '18	91%	9.5%

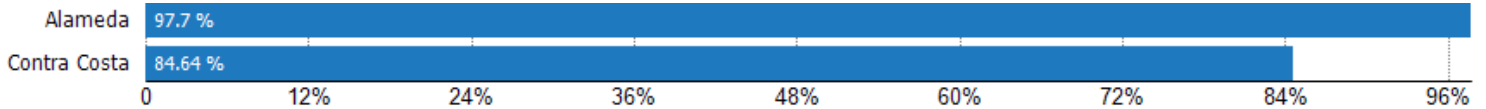


Current Year	66%	73%	68%	63%	103%	123%	118%	66%	67%	75%	48%	42%	70%
Prior Year	91%	82%	69%	53%	73%	97%	68%	46%	47%	59%	62%	73%	66%
Change from Prior Year	24%	8%	0%	-10%	-30%	-26%	-50%	-20%	-21%	-16%	14%	31%	-4%

## 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



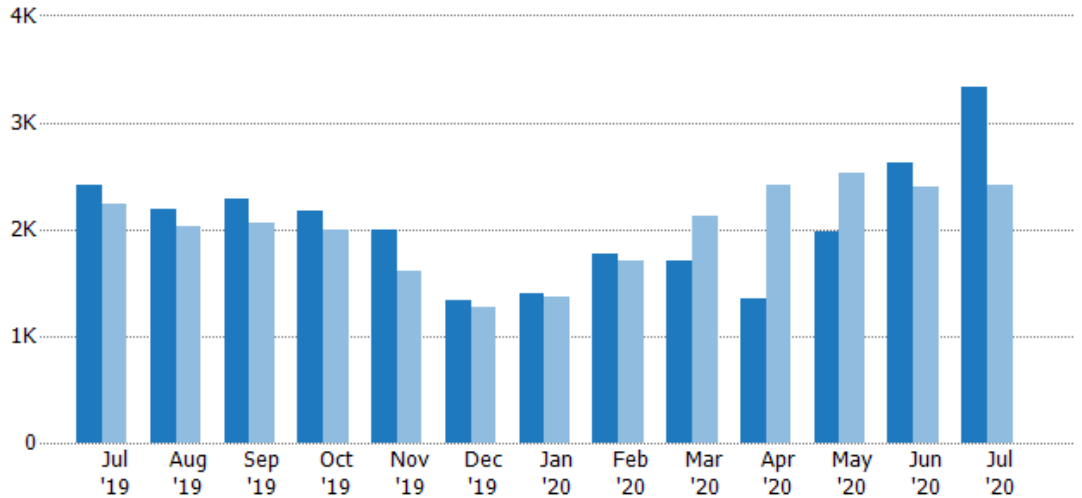
## Pending Sales

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.
Jul '20	3.33K	37.8%
Jul '19	2.42K	7.8%
Jul '18	2.24K	17.5%



Current Year	2.42K	2.19K	2.29K	2.17K	1.99K	1.33K	1.39K	1.77K	1.7K	1.35K	1.97K	2.63K	3.33K
Prior Year	2.24K	2.03K	2.06K	1.99K	1.61K	1.26K	1.37K	1.71K	2.13K	2.42K	2.52K	2.39K	2.42K
Percent Change from Prior Year	8%	8%	11%	9%	24%	5%	2%	3%	-20%	-44%	-22%	10%	38%

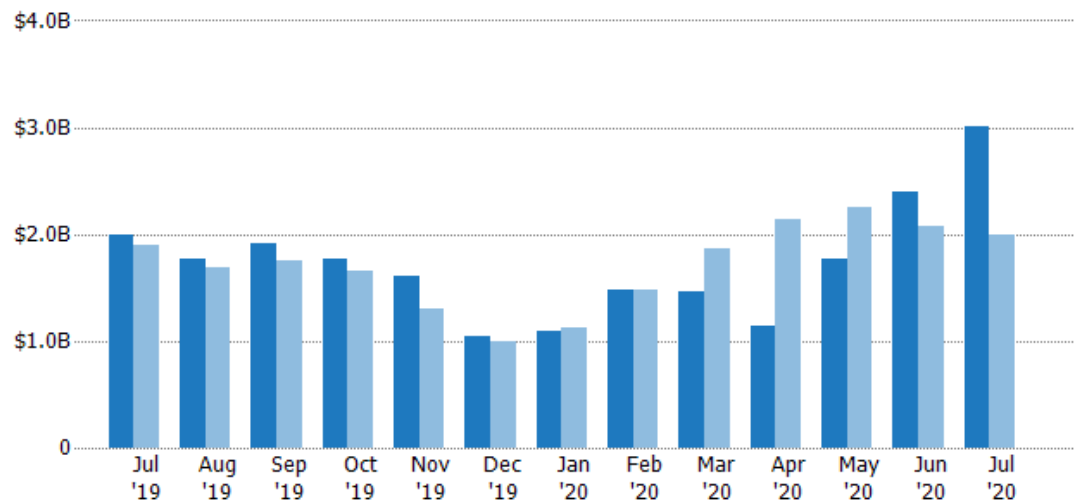
## Pending Sales Volume

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.
Jul '20	\$3.02B	51.6%
Jul '19	\$1.99B	4.8%
Jul '18	\$1.9B	5.4%



Current Year	\$1.99B	\$1.78B	\$1.91B	\$1.77B	\$1.61B	\$1.04B	\$1.1B	\$1.48B	\$1.46B	\$1.14B	\$1.78B	\$2.39B	\$3.02B
Prior Year	\$1.9B	\$1.69B	\$1.74B	\$1.66B	\$1.3B	\$993M	\$1.13B	\$1.47B	\$1.86B	\$2.14B	\$2.25B	\$2.08B	\$1.99B
Percent Change from Prior Year	5%	5%	9%	7%	24%	5%	-3%	1%	-22%	-47%	-21%	15%	52%

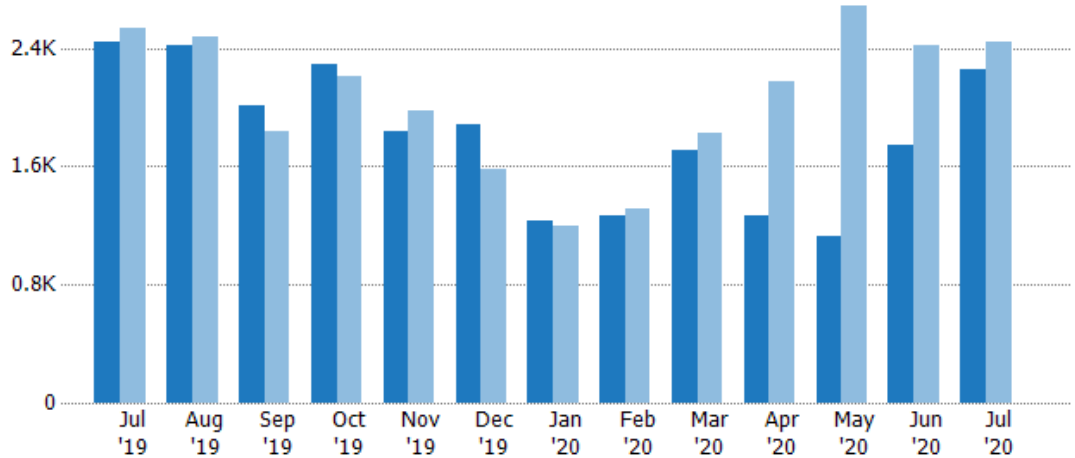
## Closed Sales

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.
Jul '20	2.26K	-7.7%
Jul '19	2.44K	-3.4%
Jul '18	2.53K	-1.5%



Current Year	2.44K	2.42K	2.01K	2.29K	1.84K	1.88K	1.23K	1.27K	1.71K	1.27K	1.13K	1.74K	2.26K
Prior Year	2.53K	2.47K	1.84K	2.21K	1.98K	1.58K	1.2K	1.31K	1.83K	2.17K	2.68K	2.42K	2.44K
Percent Change from Prior Year	-3%	-2%	10%	4%	-7%	19%	3%	-3%	-7%	-42%	-58%	-28%	-8%

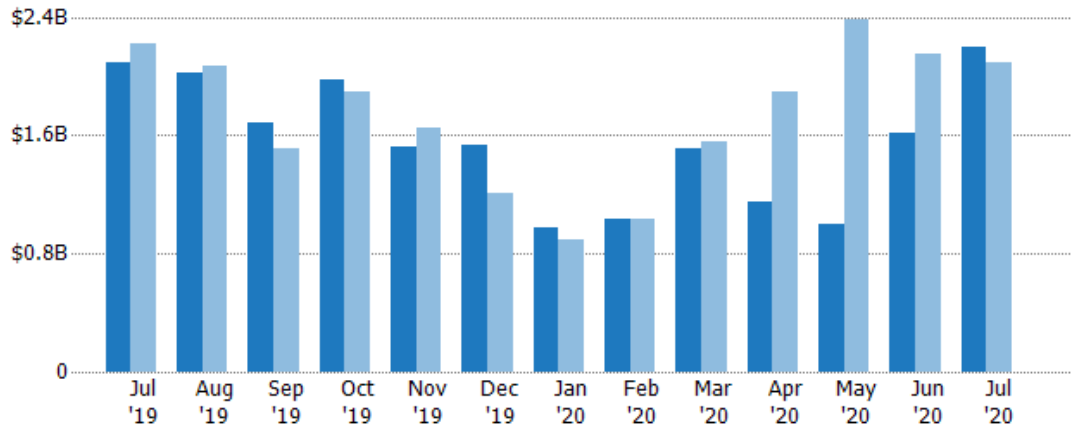
## Closed Sales Volume

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.
Jul '20	\$2.2B	5.4%
Jul '19	\$2.09B	-5.7%
Jul '18	\$2.22B	-10%



Current Year	\$2.09B	\$2.02B	\$1.68B	\$1.97B	\$1.52B	\$1.53B	\$973M	\$1.03B	\$1.51B	\$1.15B	\$997M	\$1.62B	\$2.2B
Prior Year	\$2.22B	\$2.07B	\$1.51B	\$1.89B	\$1.64B	\$1.21B	\$891M	\$1.03B	\$1.56B	\$1.9B	\$2.38B	\$2.15B	\$2.09B
Percent Change from Prior Year	-6%	-3%	12%	4%	-8%	27%	9%	-1%	-3%	-39%	-58%	-25%	5%

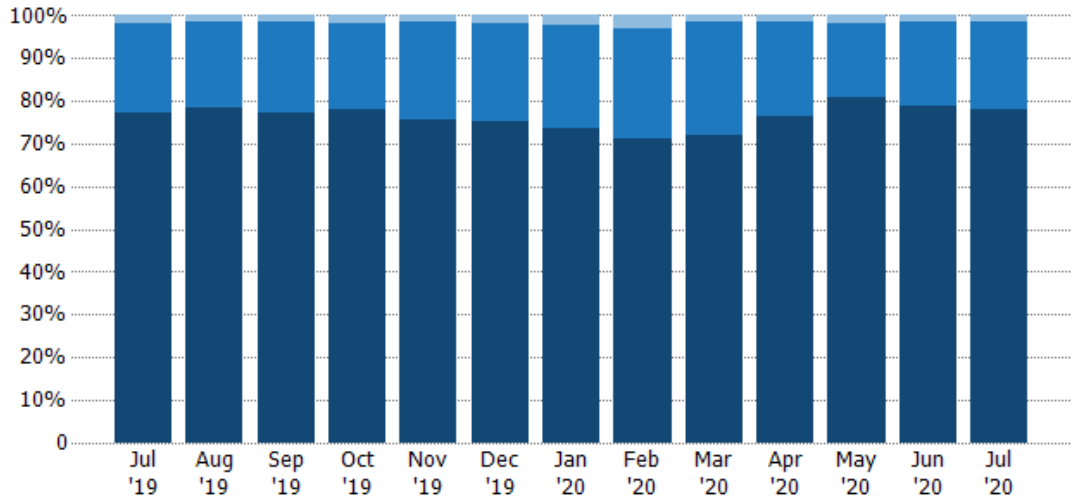


## Closed Sales by Property Type

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

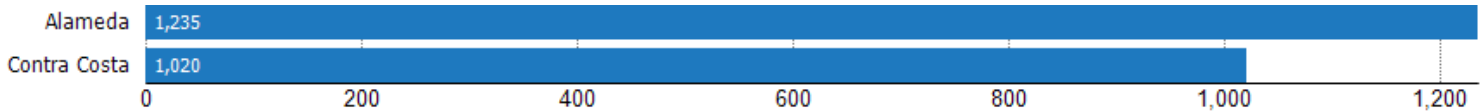


Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Mobile/Manufactured	2%	2%	2%	2%	2%	2%	2%	3%	2%	2%	2%	1%	1%
Condo/Townhouse	21%	20%	21%	20%	23%	23%	24%	26%	27%	22%	18%	20%	21%
Single Family Residence	77%	78%	77%	78%	76%	75%	74%	71%	72%	76%	81%	79%	78%

## 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

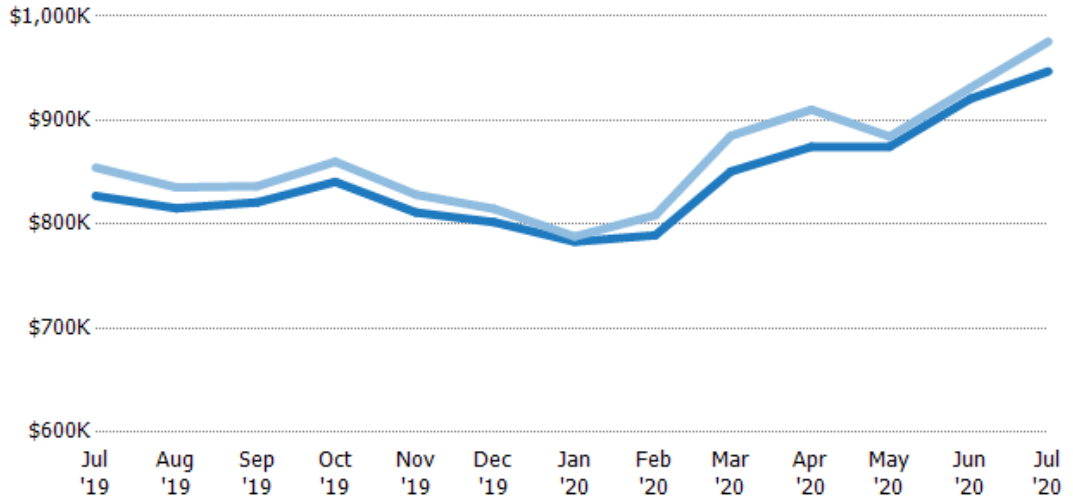


## Average Sales Price vs Average Listing Price

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

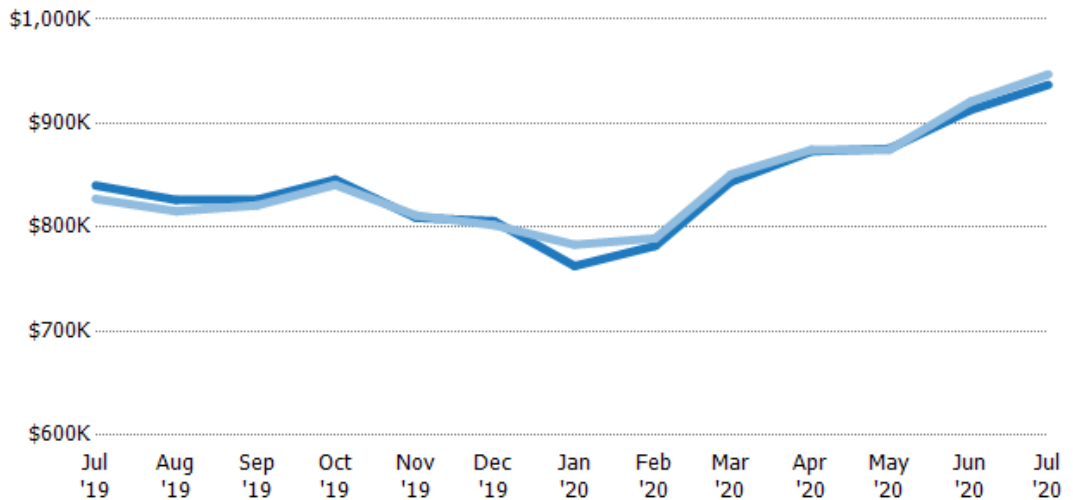


## Average Sales Price vs Average Est Value

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



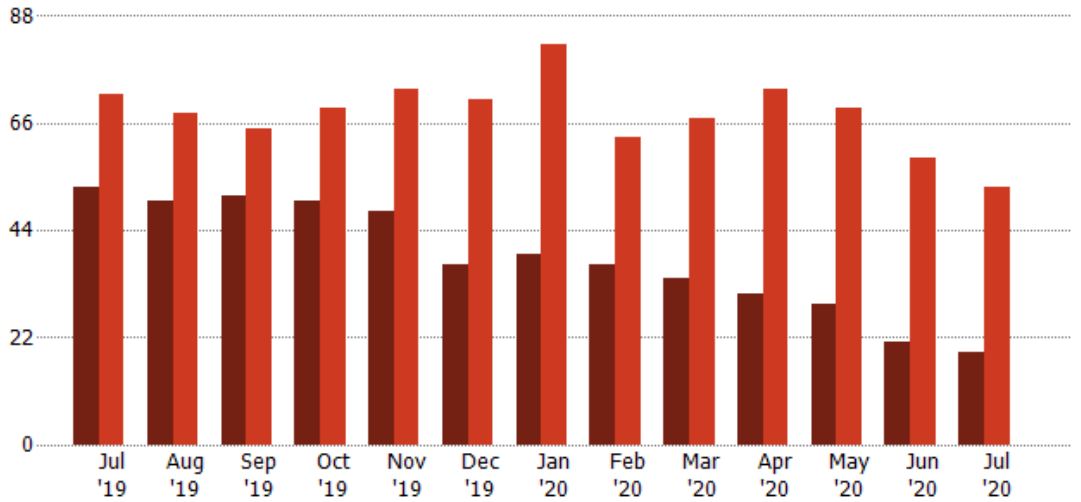
## Distressed Listings

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.
Jul '20	19	-64.2%
Jul '19	53	-26.4%
Jul '18	72	18.1%

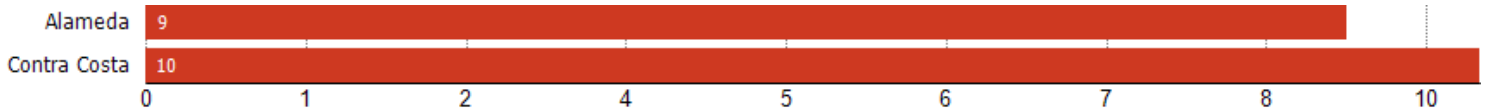


Current Year	53	50	51	50	48	37	39	37	34	31	29	21	19
Prior Year	72	68	65	69	73	71	82	63	67	73	69	59	53
Percent Change from Prior Year	-26%	-26%	-22%	-28%	-34%	-48%	-52%	-41%	-49%	-58%	-58%	-64%	-64%

## 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:** 08/09/2020

**Scheduled:** Yes

**Report Date Range:** From 7/2019 To: 7/2020

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> 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 7/2020 data

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