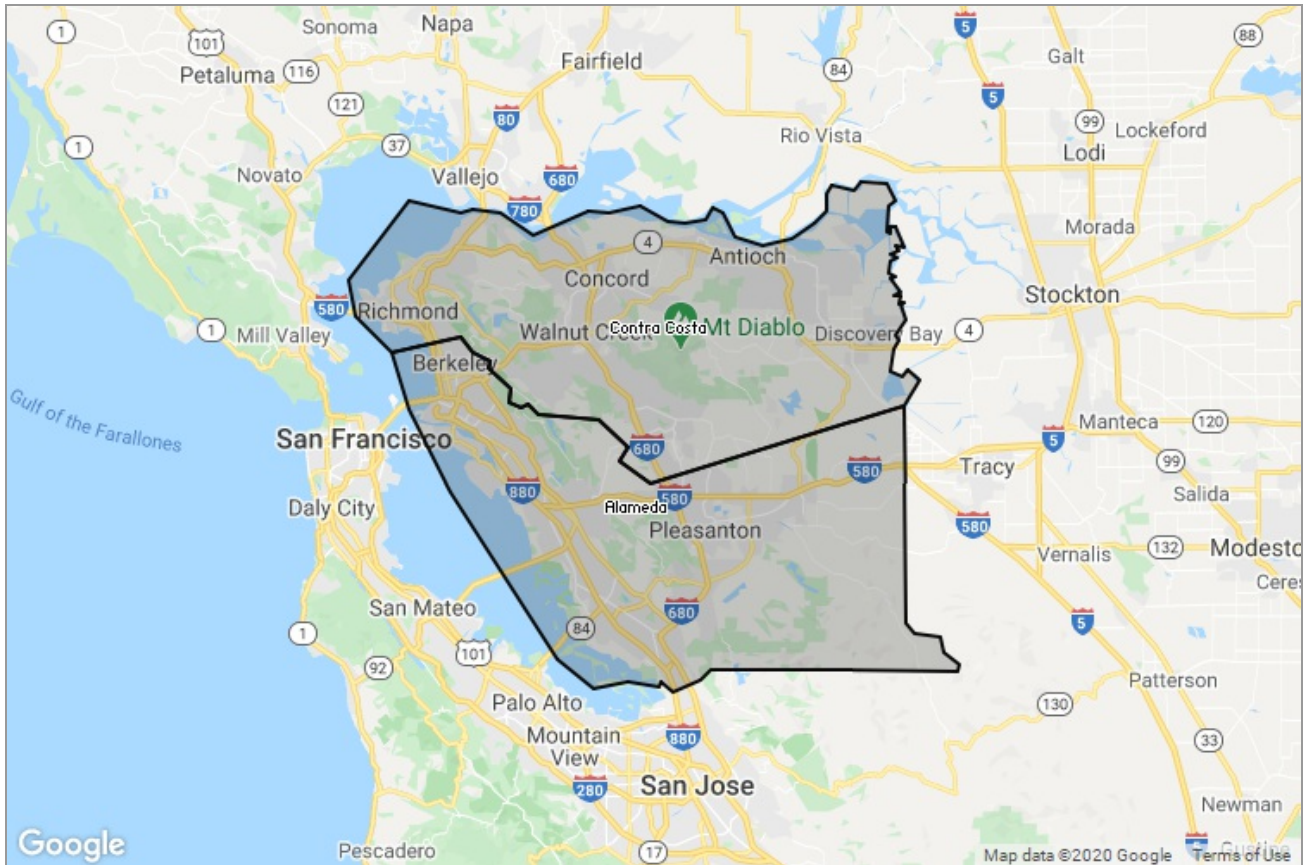


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
8/2019 – 8/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 09/06/2020

**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

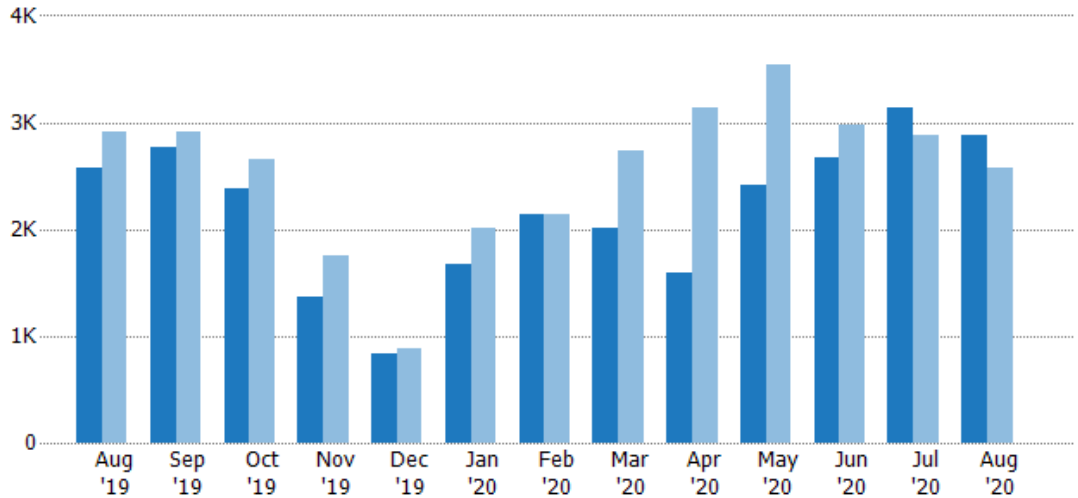
## New Listings

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.
Aug '20	2.88K	11.8%
Aug '19	2.57K	-11.7%
Aug '18	2.91K	-5.7%



Current Year	2.57K	2.77K	2.37K	1.36K	841	1.68K	2.14K	2.02K	1.59K	2.41K	2.67K	3.14K	2.88K
Prior Year	2.91K	2.92K	2.65K	1.76K	890	2.01K	2.14K	2.74K	3.14K	3.53K	2.98K	2.89K	2.57K
Percent Change from Prior Year	-12%	-5%	-10%	-23%	-6%	-16%	0%	-26%	-49%	-32%	-10%	9%	12%

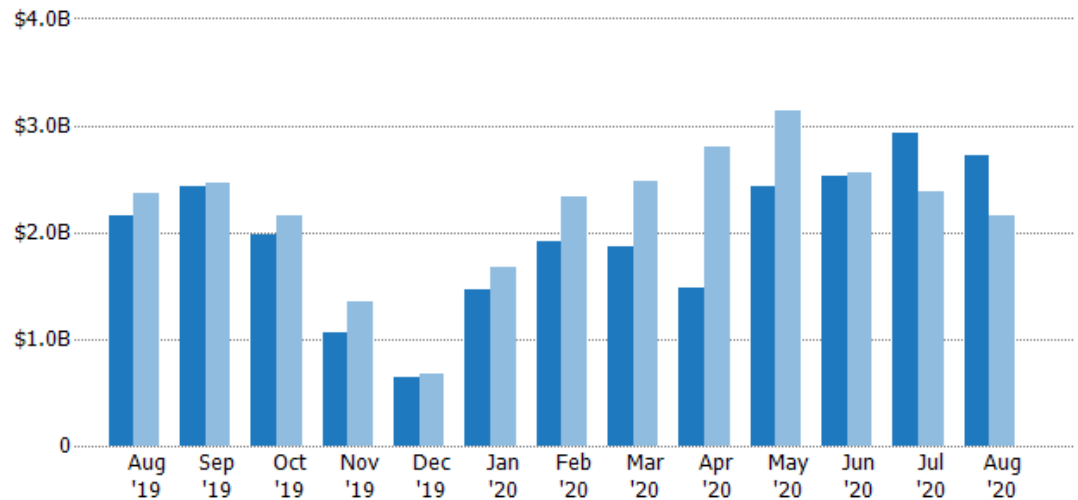
## New Listing Volume

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.
Aug '20	\$2.71B	26.3%
Aug '19	\$2.15B	-9.2%
Aug '18	\$2.37B	-13.1%



Current Year	\$2.15B	\$2.42B	\$1.97B	\$1.06B	\$645M	\$1.46B	\$1.92B	\$1.87B	\$1.47B	\$2.43B	\$2.53B	\$2.92B	\$2.71B
Prior Year	\$2.37B	\$2.45B	\$2.16B	\$1.35B	\$676M	\$1.67B	\$2.33B	\$2.47B	\$2.8B	\$3.13B	\$2.55B	\$2.38B	\$2.15B
Percent Change from Prior Year	-9%	-1%	-9%	-21%	-5%	-13%	-17%	-24%	-47%	-23%	-1%	23%	26%

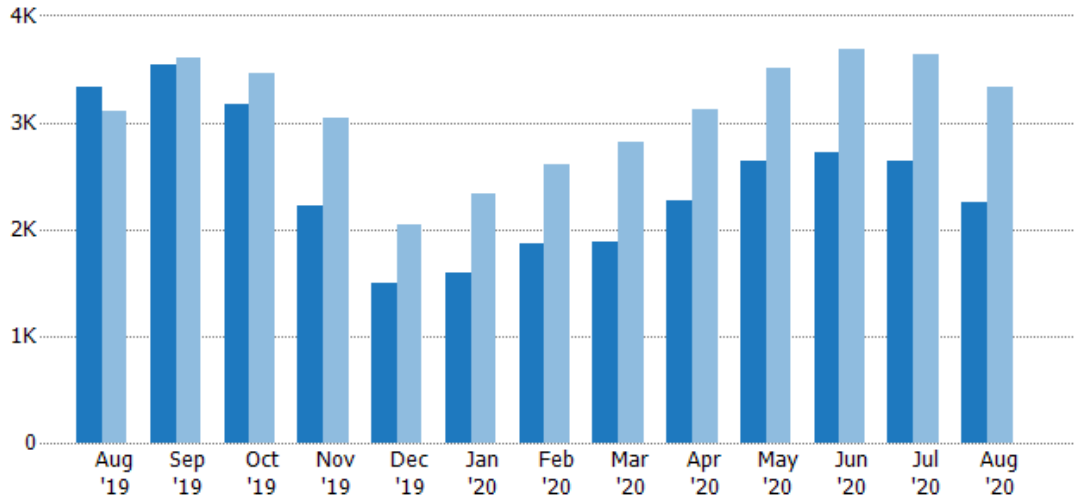
## Active Listings

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.
Aug '20	2.25K	-32.4%
Aug '19	3.33K	7.2%
Aug '18	3.1K	-10.9%



Current Year	3.33K	3.54K	3.17K	2.23K	1.49K	1.6K	1.86K	1.89K	2.26K	2.64K	2.71K	2.63K	2.25K
Prior Year	3.1K	3.61K	3.47K	3.03K	2.04K	2.33K	2.6K	2.81K	3.11K	3.52K	3.69K	3.64K	3.33K
Percent Change from Prior Year	7%	-2%	-8%	-27%	-27%	-31%	-28%	-33%	-27%	-25%	-26%	-28%	-32%

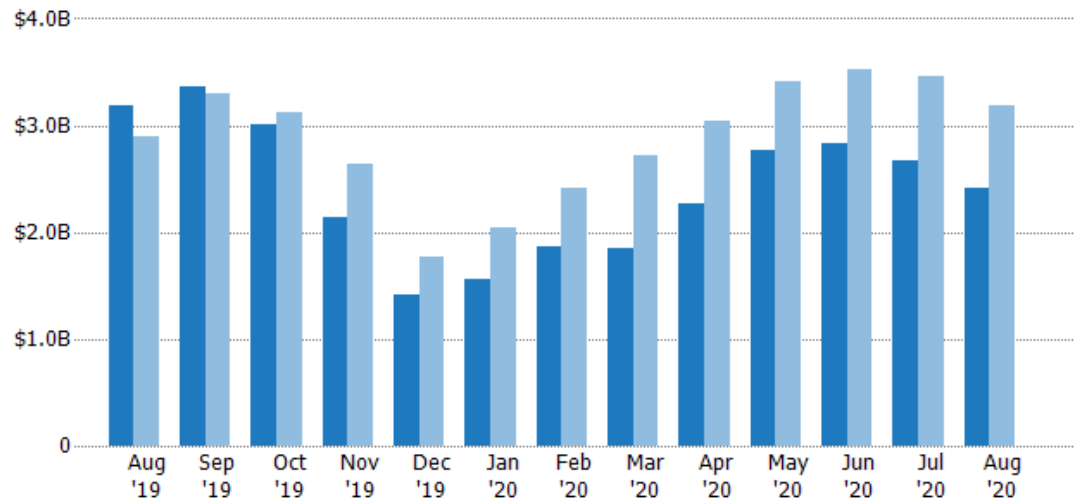
## Active Listing Volume

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.
Aug '20	\$2.42B	-23.9%
Aug '19	\$3.18B	10.1%
Aug '18	\$2.89B	-9.3%



Current Year	\$3.18B	\$3.36B	\$3.01B	\$2.14B	\$1.41B	\$1.55B	\$1.86B	\$1.86B	\$2.27B	\$2.77B	\$2.84B	\$2.66B	\$2.42B
Prior Year	\$2.89B	\$3.3B	\$3.12B	\$2.64B	\$1.77B	\$2.05B	\$2.41B	\$2.72B	\$3.04B	\$3.42B	\$3.53B	\$3.45B	\$3.18B
Percent Change from Prior Year	10%	2%	-4%	-19%	-21%	-24%	-23%	-32%	-25%	-19%	-20%	-23%	-24%

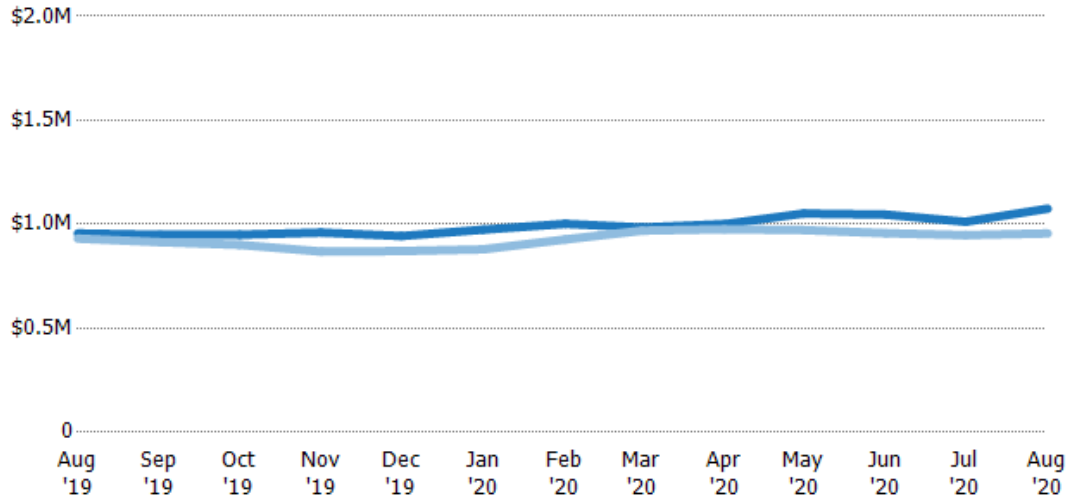
## Average Listing Price

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.
Aug '20	\$1.08M	12.5%
Aug '19	\$956K	2.6%
Aug '18	\$931K	1.8%



Current Year	\$956K	\$949K	\$950K	\$960K	\$943K	\$974K	\$1M	\$985K	\$1M	\$1.05M	\$1.05M	\$1.01M	\$1.08M
Prior Year	\$931K	\$914K	\$901K	\$869K	\$871K	\$880K	\$927K	\$970K	\$976K	\$972K	\$957K	\$948K	\$956K
Percent Change from Prior Year	3%	4%	5%	11%	8%	11%	8%	2%	3%	8%	9%	7%	12%

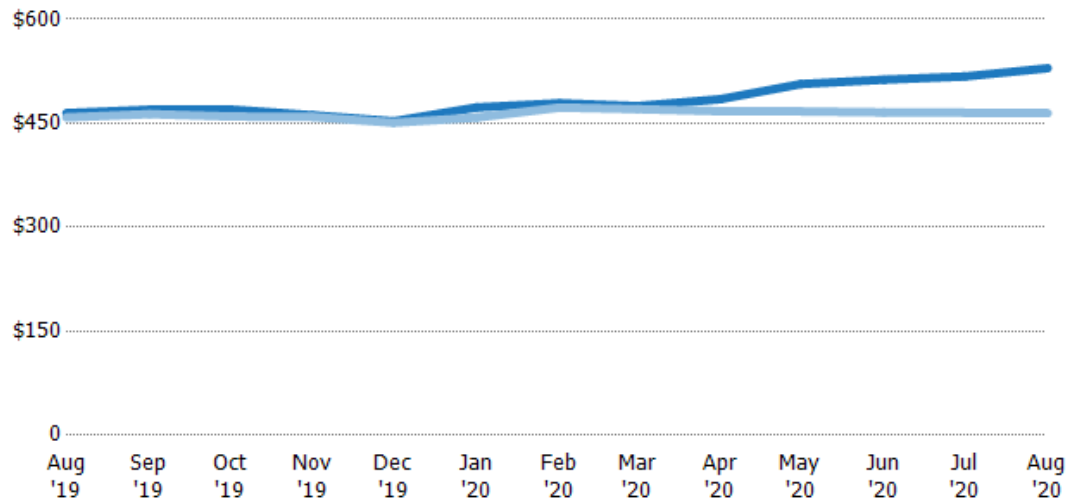
## Average Listing Price per Sq Ft

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.
Aug '20	\$529	14%
Aug '19	\$465	1.3%
Aug '18	\$459	-5.8%



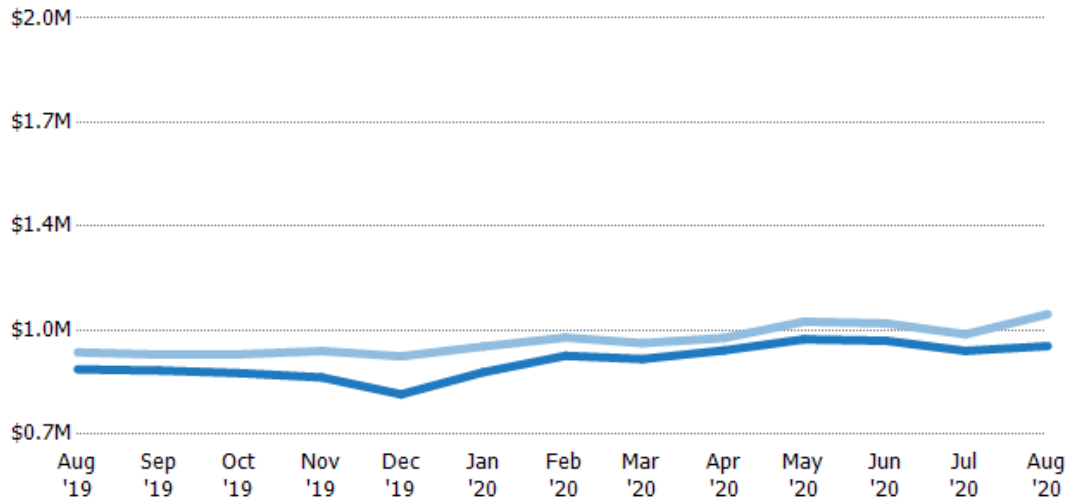
Current Year	\$465	\$470	\$470	\$462	\$453	\$473	\$479	\$475	\$485	\$507	\$513	\$517	\$529
Prior Year	\$459	\$463	\$460	\$459	\$451	\$458	\$473	\$470	\$467	\$467	\$466	\$465	\$465
Percent Change from Prior Year	1%	1%	2%	1%	0%	3%	1%	1%	4%	8%	10%	11%	14%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$903K	\$899K	\$891K	\$878K	\$825K	\$894K	\$945K	\$935K	\$962K	\$997K	\$992K	\$961K	\$976K
Avg Listing Price	\$956K	\$949K	\$950K	\$960K	\$943K	\$974K	\$1M	\$985K	\$1M	\$1.05M	\$1.05M	\$1.01M	\$1.08M
Avg Listing Price as a % of Avg Est Value	106%	106%	107%	109%	114%	109%	106%	105%	104%	106%	105%	105%	110%

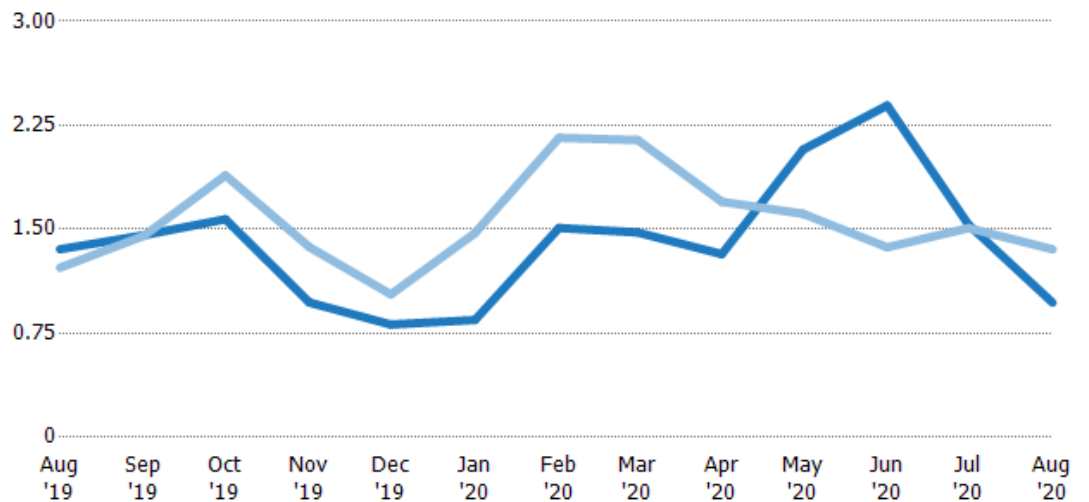
## Months of Inventory

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.
Aug '20	0.97	-28.4%
Aug '19	1.36	10.9%
Aug '18	1.22	-9.5%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	1.36	1.46	1.57	0.97	0.81	0.85	1.51	1.48	1.32	2.07	2.39	1.53	0.97
Prior Year	1.22	1.45	1.89	1.37	1.03	1.47	2.16	2.14	1.7	1.61	1.37	1.51	1.36
Percent Change from Prior Year	11%	0%	-17%	-29%	-21%	-43%	-30%	-31%	-22%	29%	75%	2%	-28%

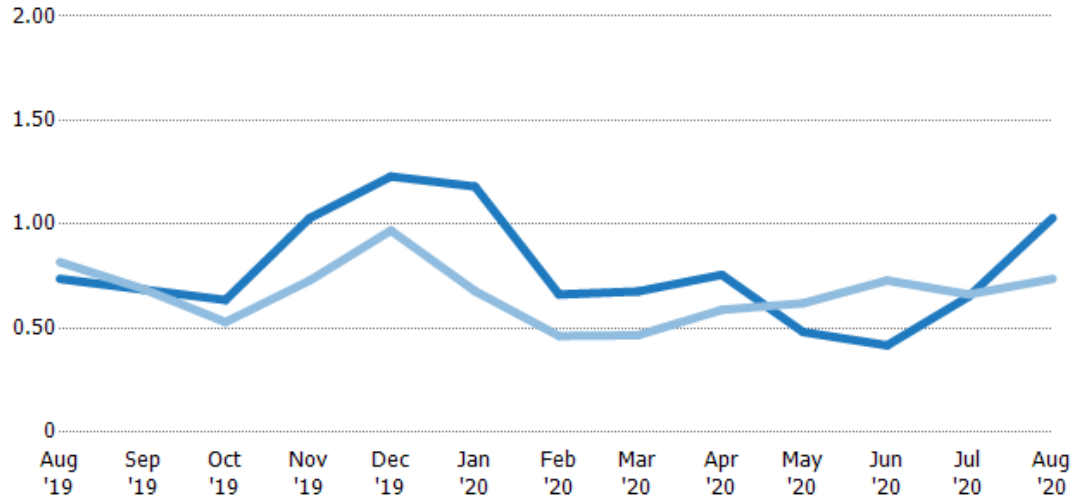
## Absorption Rate

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.
Aug '20	103%	-29.3%
Aug '19	74%	8%
Aug '18	82%	10.5%

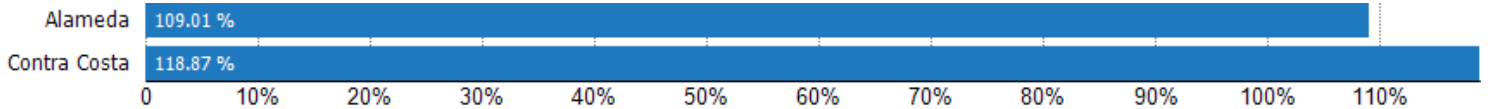


	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	74%	69%	64%	103%	123%	118%	66%	68%	76%	48%	42%	65%	103%
Prior Year	82%	69%	53%	73%	97%	68%	46%	47%	59%	62%	73%	66%	74%
Change from Prior Year	8%	0%	-11%	-30%	-26%	-50%	-20%	-21%	-17%	14%	31%	1%	-29%

## 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



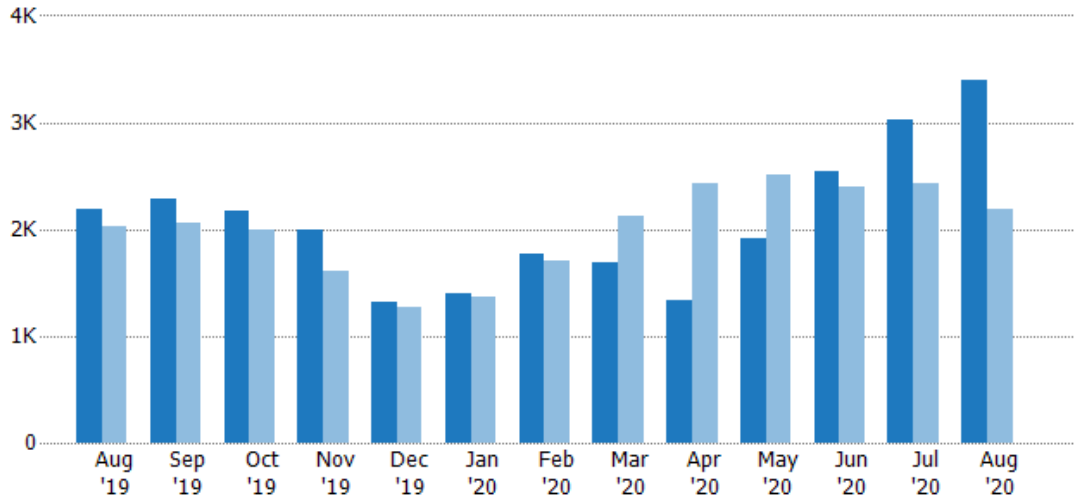
## Pending Sales

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.
Aug '20	3.4K	54.9%
Aug '19	2.2K	8.6%
Aug '18	2.02K	25.2%



Current Year	2.2K	2.29K	2.17K	1.99K	1.33K	1.39K	1.77K	1.68K	1.34K	1.92K	2.53K	3.02K	3.4K
Prior Year	2.02K	2.06K	1.99K	1.61K	1.26K	1.37K	1.71K	2.13K	2.42K	2.51K	2.39K	2.42K	2.2K
Percent Change from Prior Year	9%	11%	9%	24%	5%	2%	4%	-21%	-45%	-24%	6%	24%	55%

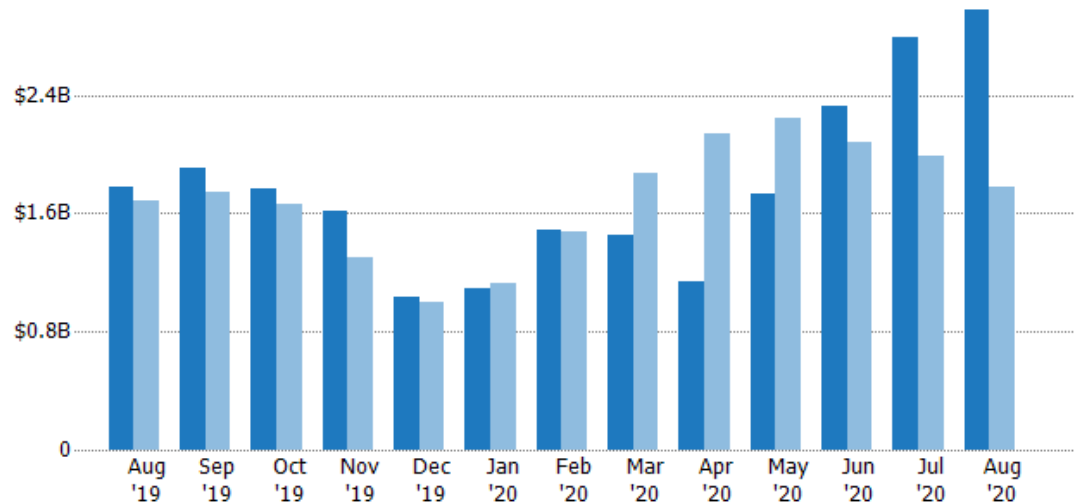
## Pending Sales Volume

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.
Aug '20	\$2.97B	67.2%
Aug '19	\$1.78B	5.3%
Aug '18	\$1.69B	10.7%



Current Year	\$1.78B	\$1.91B	\$1.77B	\$1.61B	\$1.03B	\$1.1B	\$1.49B	\$1.45B	\$1.13B	\$1.73B	\$2.33B	\$2.79B	\$2.97B
Prior Year	\$1.69B	\$1.74B	\$1.66B	\$1.3B	\$995M	\$1.13B	\$1.47B	\$1.87B	\$2.14B	\$2.24B	\$2.08B	\$1.99B	\$1.78B
Percent Change from Prior Year	5%	10%	7%	24%	4%	-3%	1%	-22%	-47%	-23%	12%	40%	67%

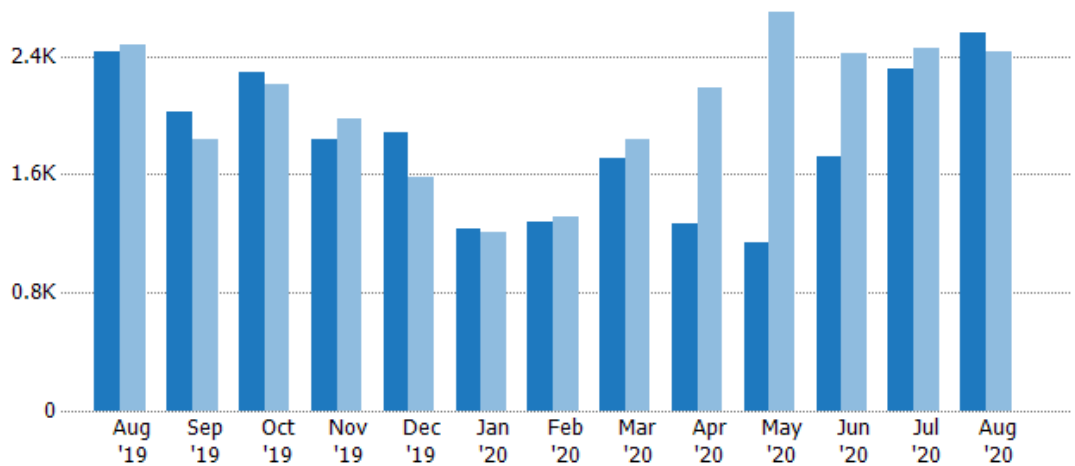
## Closed Sales

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.
Aug '20	2.56K	5.6%
Aug '19	2.43K	-2.2%
Aug '18	2.48K	13.4%



Current Year	2.43K	2.02K	2.29K	1.84K	1.89K	1.23K	1.28K	1.71K	1.27K	1.13K	1.72K	2.32K	2.56K
Prior Year	2.48K	1.84K	2.21K	1.98K	1.58K	1.2K	1.31K	1.83K	2.18K	2.69K	2.42K	2.45K	2.43K
Percent Change from Prior Year	-2%	10%	4%	-7%	19%	2%	-3%	-6%	-42%	-58%	-29%	-6%	6%

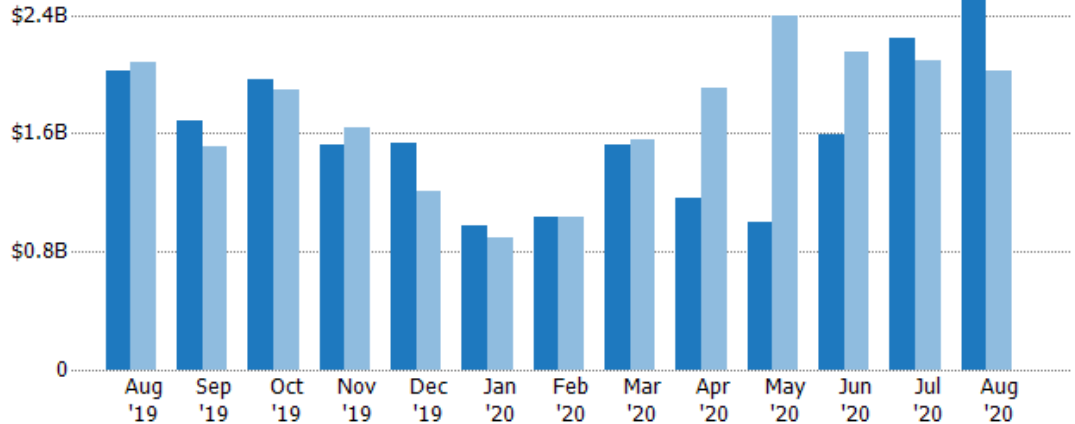
## Closed Sales Volume

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.
Aug '20	\$2.51B	24%
Aug '19	\$2.03B	-2.5%
Aug '18	\$2.08B	8.2%



Current Year	\$2.03B	\$1.69B	\$1.97B	\$1.52B	\$1.54B	\$971M	\$1.03B	\$1.52B	\$1.16B	\$1B	\$1.59B	\$2.25B	\$2.51B
Prior Year	\$2.08B	\$1.51B	\$1.89B	\$1.64B	\$1.21B	\$896M	\$1.03B	\$1.56B	\$1.9B	\$2.39B	\$2.15B	\$2.1B	\$2.03B
Percent Change from Prior Year	-3%	12%	4%	-7%	28%	8%	0%	-3%	-39%	-58%	-26%	7%	24%

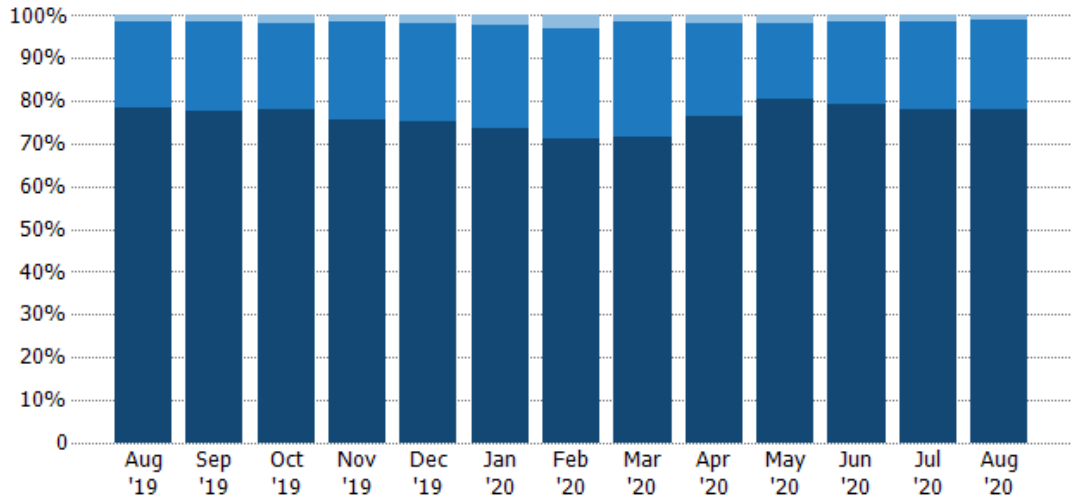


## Closed Sales by Property Type

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

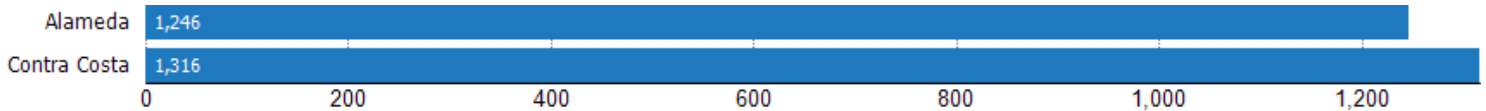


Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Mobile/Manufactured	2%	2%	2%	2%	2%	2%	3%	2%	2%	2%	2%	1%	1%
Condo/Townhouse	20%	21%	20%	23%	23%	24%	26%	27%	22%	18%	19%	21%	21%
Single Family Residence	78%	77%	78%	76%	75%	74%	71%	72%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

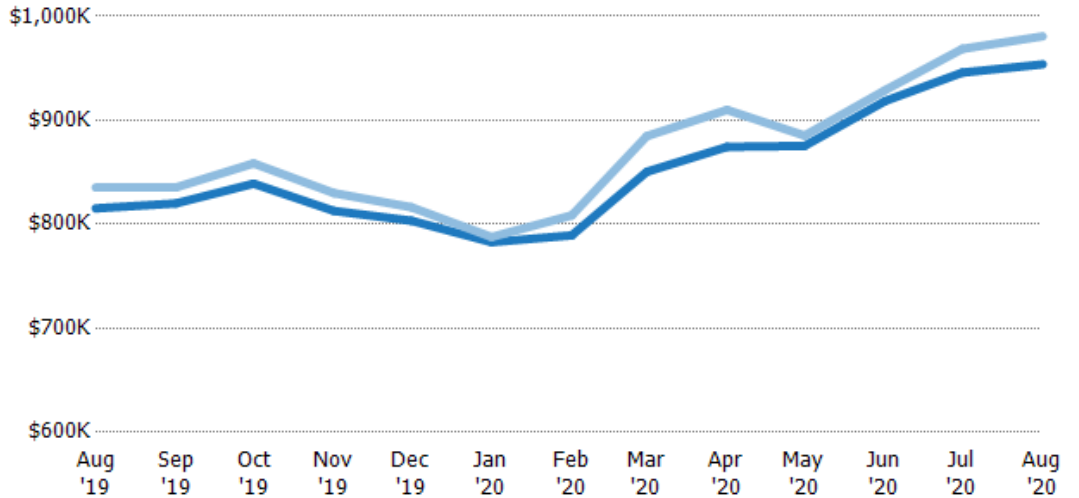


## Average Sales Price vs Average Listing Price

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



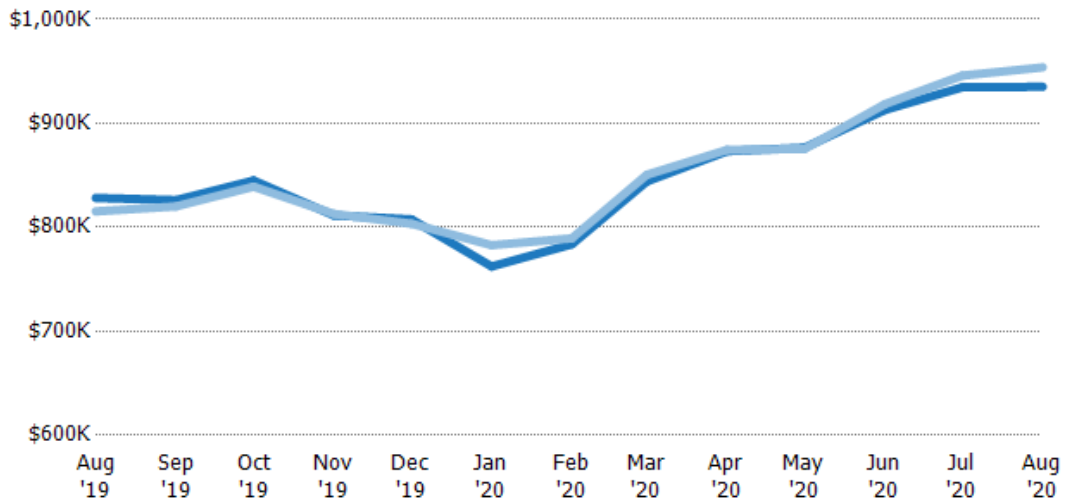
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$815K	\$820K	\$839K	\$813K	\$803K	\$783K	\$789K	\$851K	\$874K	\$875K	\$918K	\$946K	\$954K
Avg Sales Price	\$835K	\$835K	\$859K	\$830K	\$816K	\$788K	\$809K	\$885K	\$910K	\$885K	\$929K	\$969K	\$981K
Avg Sales Price as a % of Avg List Price	102%	102%	102%	102%	102%	101%	102%	104%	104%	101%	101%	102%	103%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$828K	\$826K	\$845K	\$811K	\$808K	\$762K	\$784K	\$844K	\$873K	\$877K	\$913K	\$935K	\$935K
Avg Sales Price	\$815K	\$820K	\$839K	\$813K	\$803K	\$783K	\$789K	\$851K	\$874K	\$875K	\$918K	\$946K	\$954K
Avg Sales Price as a % of Avg Est Value	98%	99%	99%	100%	99%	103%	101%	101%	100%	100%	101%	101%	102%

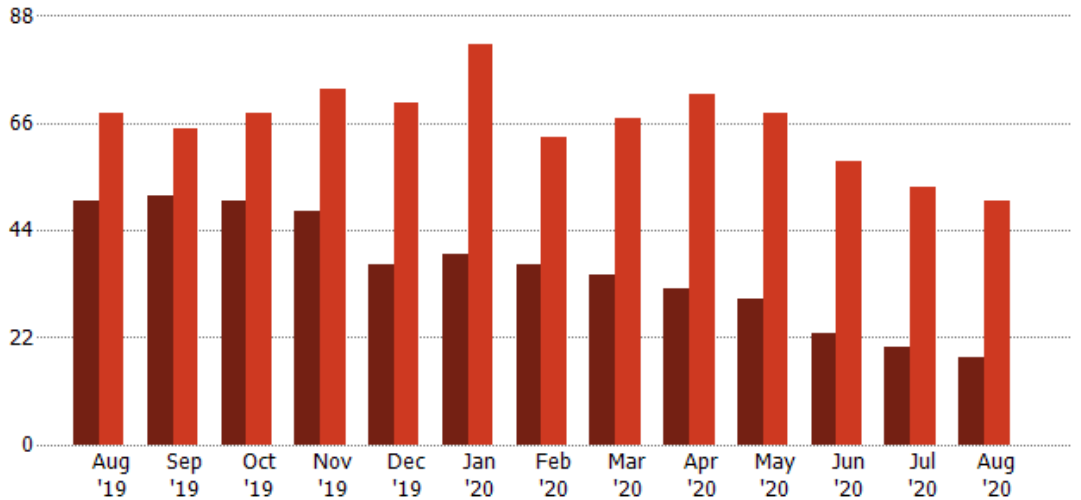
## Distressed Listings

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.
Aug '20	18	-64%
Aug '19	50	-26.5%
Aug '18	68	19.1%



Current Year	50	51	50	48	37	39	37	35	32	30	23	20	18
Prior Year	68	65	68	73	70	82	63	67	72	68	58	53	50
Percent Change from Prior Year	-26%	-22%	-26%	-34%	-47%	-52%	-41%	-48%	-56%	-56%	-60%	-62%	-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:** 09/06/2020

**Scheduled:** Yes

**Report Date Range:** From 8/2019 To: 8/2020

### Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Medians
- Include Appendix

### 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 8/2020 data

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