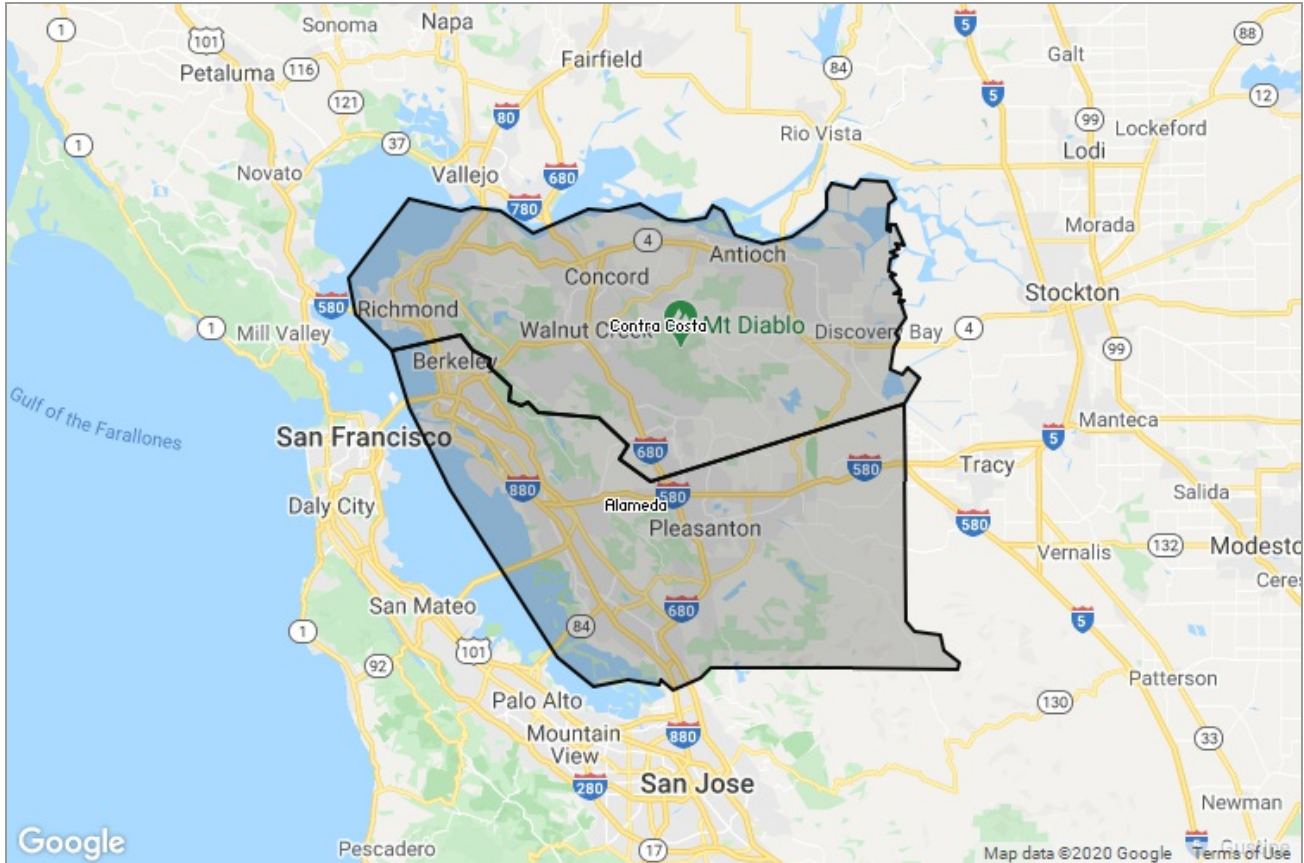


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2019 – 9/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/06/2020

Scheduled: Yes

Presented by

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

(925) 730-4071

Other: www.ccartoday.com, www.bayeast.org, www.bridgемls.com

7021 Koll Center Parkway
Pleasanton, CA 94566

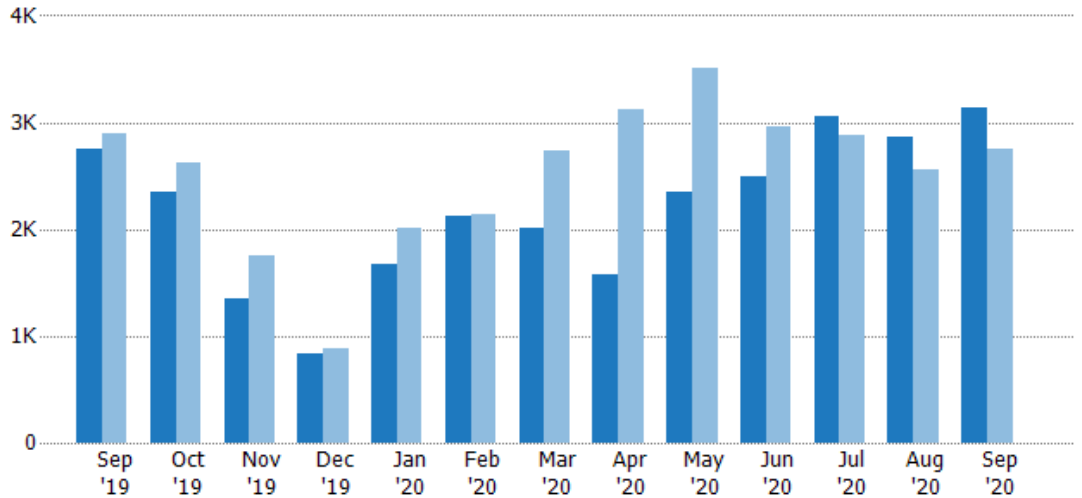
New Listings

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.
Sep '20	3.15K	14.5%
Sep '19	2.75K	-5.2%
Sep '18	2.9K	-5.3%



Current Year	2.75K	2.36K	1.35K	836	1.67K	2.12K	2.01K	1.57K	2.35K	2.5K	3.05K	2.86K	3.15K
Prior Year	2.9K	2.63K	1.75K	889	2K	2.14K	2.73K	3.13K	3.52K	2.96K	2.88K	2.56K	2.75K
Percent Change from Prior Year	-5%	-10%	-23%	-6%	-17%	-1%	-27%	-50%	-33%	-16%	6%	12%	14%

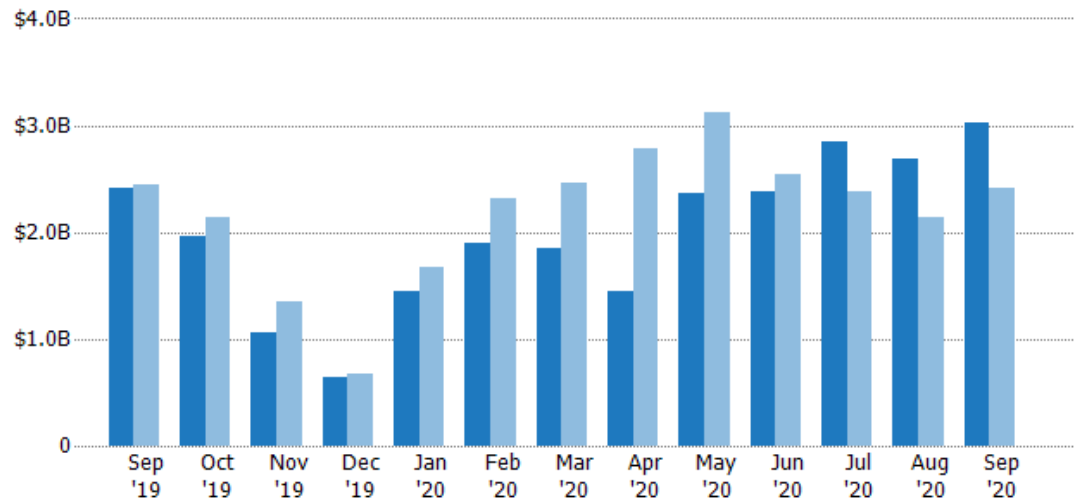
New Listing Volume

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.
Sep '20	\$3.02B	25.2%
Sep '19	\$2.41B	-1.2%
Sep '18	\$2.44B	-9.5%



Current Year	\$2.41B	\$1.96B	\$1.06B	\$642M	\$1.45B	\$1.91B	\$1.86B	\$1.45B	\$2.37B	\$2.37B	\$2.85B	\$2.69B	\$3.02B
Prior Year	\$2.44B	\$2.14B	\$1.34B	\$676M	\$1.66B	\$2.32B	\$2.46B	\$2.79B	\$3.12B	\$2.54B	\$2.38B	\$2.14B	\$2.41B
Percent Change from Prior Year	-1%	-9%	-21%	-5%	-13%	-18%	-25%	-48%	-24%	-7%	20%	26%	25%

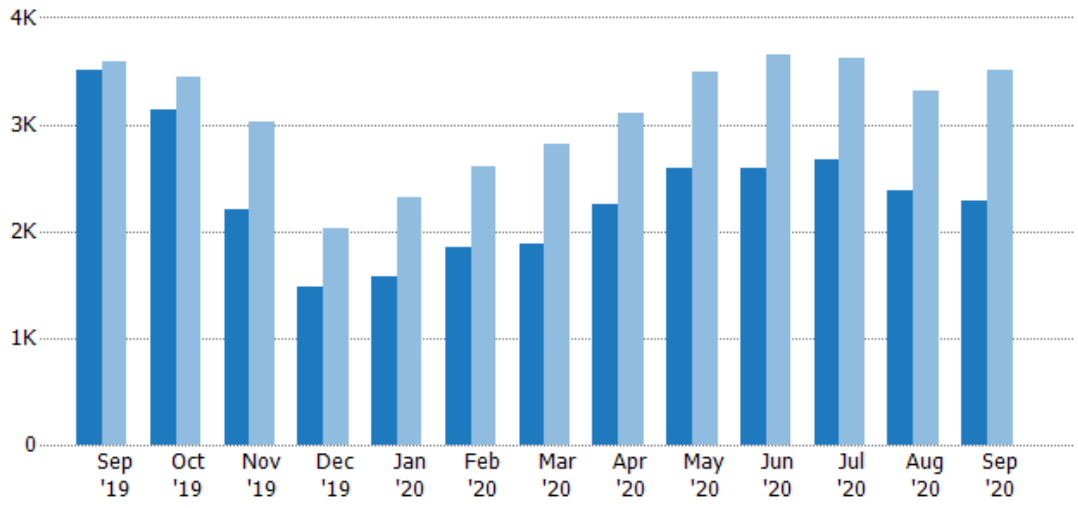
Active Listings

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.
Sep '20	2.28K	-35.1%
Sep '19	3.51K	-2.2%
Sep '18	3.59K	-20.5%



Current Year	3.51K	3.15K	2.2K	1.48K	1.58K	1.85K	1.88K	2.25K	2.58K	2.6K	2.66K	2.38K	2.28K
Prior Year	3.59K	3.45K	3.02K	2.03K	2.32K	2.6K	2.81K	3.1K	3.49K	3.66K	3.62K	3.31K	3.51K
Percent Change from Prior Year	-2%	-9%	-27%	-27%	-32%	-29%	-33%	-28%	-26%	-29%	-26%	-28%	-35%

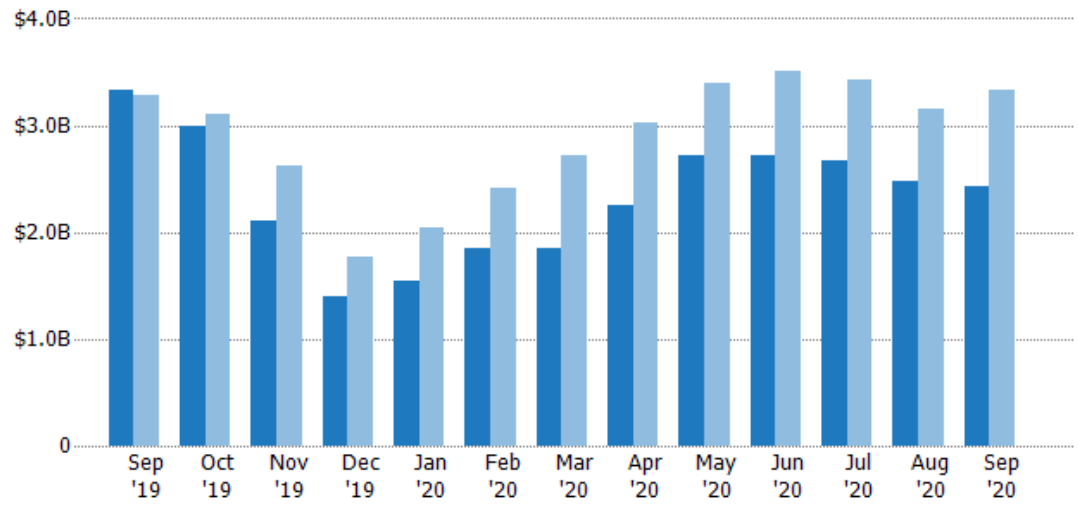
Active Listing Volume

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.
Sep '20	\$2.43B	-27%
Sep '19	\$3.33B	1.4%
Sep '18	\$3.29B	-16.1%



Current Year	\$3.33B	\$2.99B	\$2.11B	\$1.4B	\$1.54B	\$1.85B	\$1.85B	\$2.25B	\$2.71B	\$2.71B	\$2.67B	\$2.48B	\$2.43B
Prior Year	\$3.29B	\$3.11B	\$2.63B	\$1.77B	\$2.05B	\$2.41B	\$2.73B	\$3.03B	\$3.4B	\$3.5B	\$3.43B	\$3.16B	\$3.33B
Percent Change from Prior Year	1%	-4%	-20%	-21%	-24%	-23%	-32%	-26%	-20%	-22%	-22%	-21%	-27%

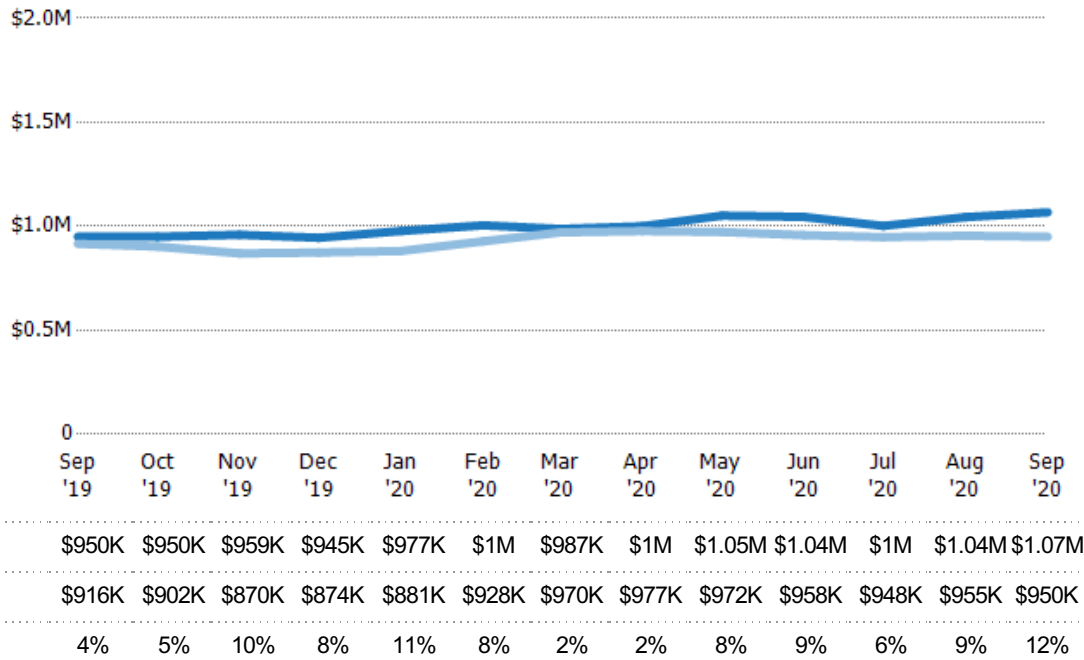
Average Listing Price

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.
Sep '20	\$1.07M	12.4%
Sep '19	\$950K	3.7%
Sep '18	\$916K	5.5%



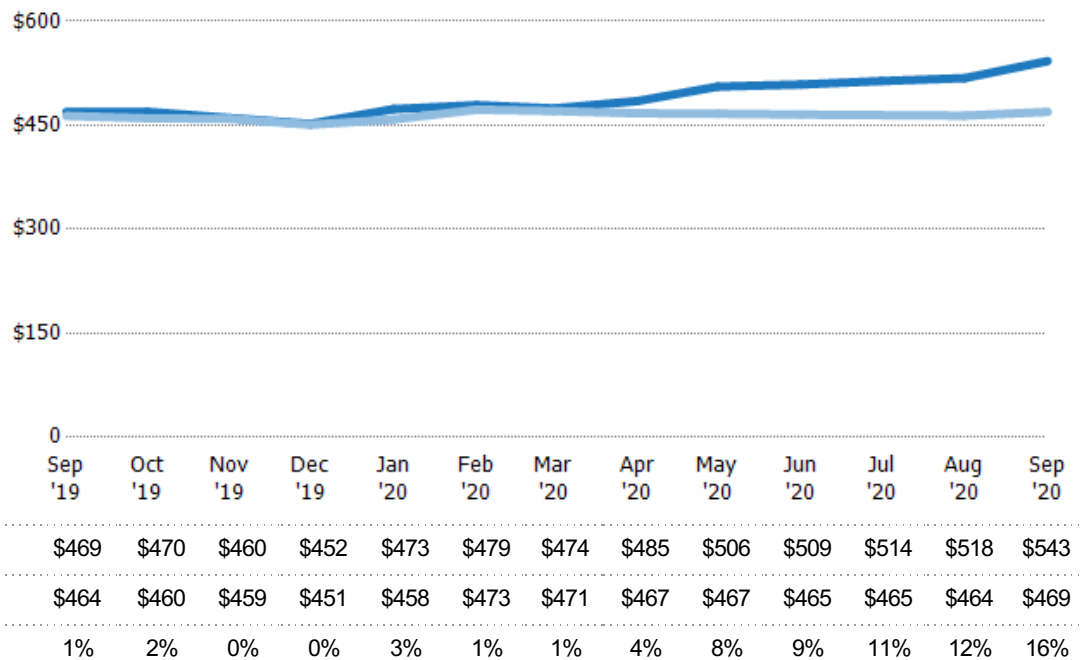
Average Listing Price per Sq Ft

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.
Sep '20	\$543	15.6%
Sep '19	\$469	1.2%
Sep '18	\$464	-5.8%

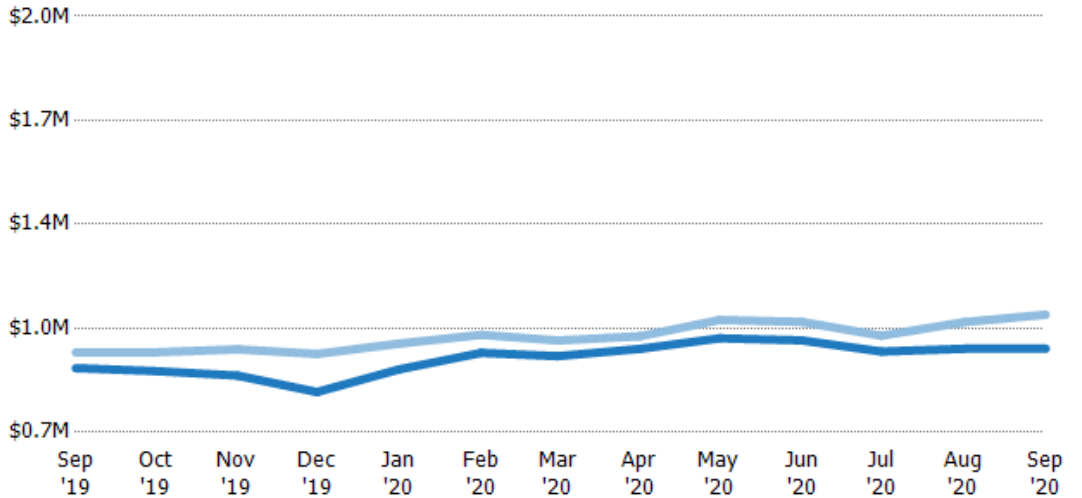


Average Listing Price vs Average Est Value

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



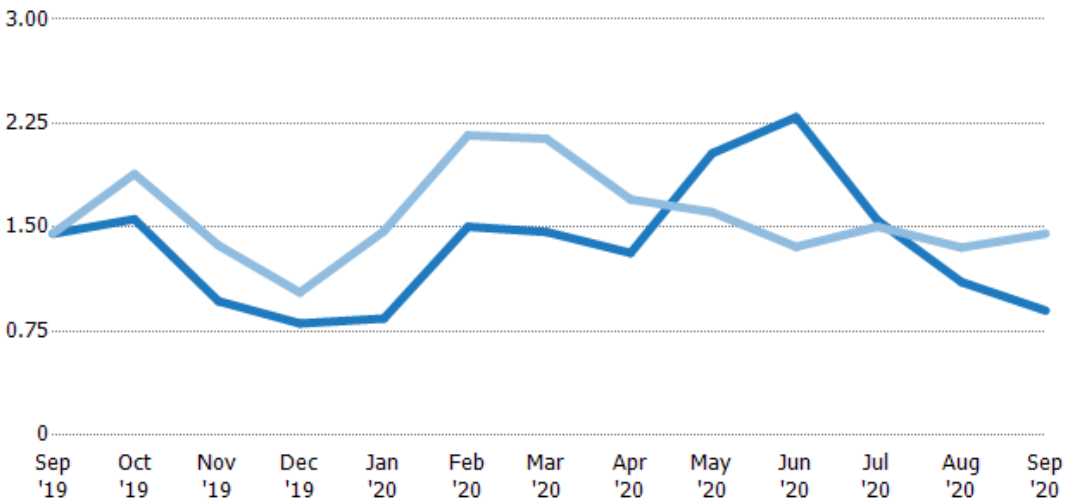
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$900K	\$891K	\$877K	\$826K	\$896K	\$948K	\$938K	\$961K	\$994K	\$987K	\$952K	\$961K	\$961K
Avg Listing Price	\$950K	\$950K	\$959K	\$945K	\$977K	\$1M	\$987K	\$1M	\$1.05M	\$1.04M	\$1M	\$1.04M	\$1.07M
Avg Listing Price as a % of Avg Est Value	105%	107%	109%	114%	109%	106%	105%	104%	106%	106%	105%	109%	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.
Sep '20	0.9	-38.1%
Sep '19	1.45	-0.2%
Sep '18	1.46	-29.3%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	1.45	1.56	0.97	0.81	0.84	1.5	1.47	1.31	2.03	2.29	1.55	1.1	0.9
Prior Year	1.46	1.88	1.37	1.03	1.47	2.16	2.14	1.7	1.61	1.36	1.5	1.35	1.45
Percent Change from Prior Year	0%	-17%	-29%	-22%	-43%	-30%	-31%	-23%	26%	69%	3%	-18%	-38%

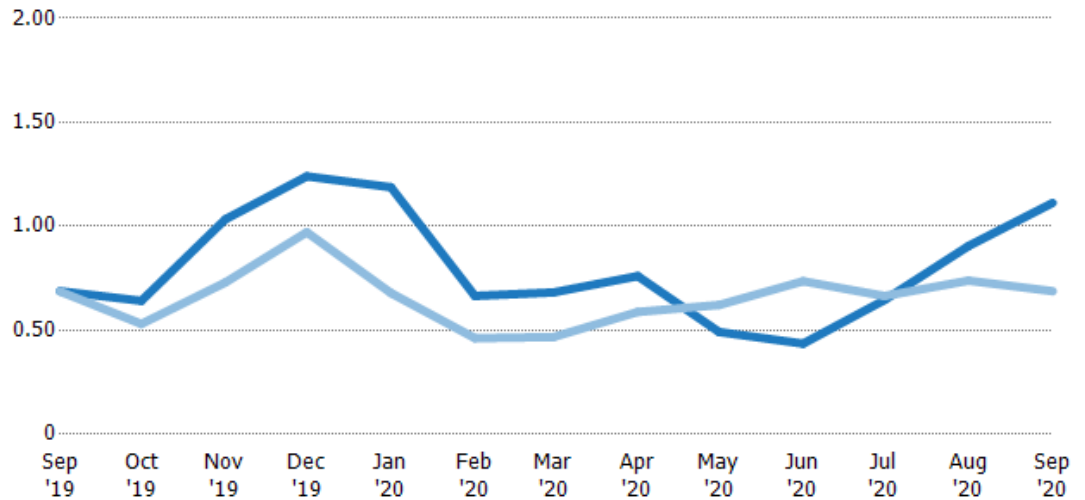
Absorption Rate

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.
Sep '20	111%	-42.4%
Sep '19	69%	-0.1%
Sep '18	69%	41.5%

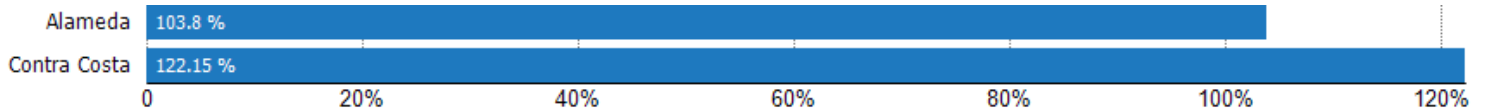


	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	69%	64%	103%	124%	119%	67%	68%	76%	49%	44%	65%	91%	111%
Prior Year	69%	53%	73%	97%	68%	46%	47%	59%	62%	74%	66%	74%	69%
Change from Prior Year	0%	-11%	-30%	-27%	-51%	-20%	-21%	-17%	13%	30%	2%	-17%	-42%

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



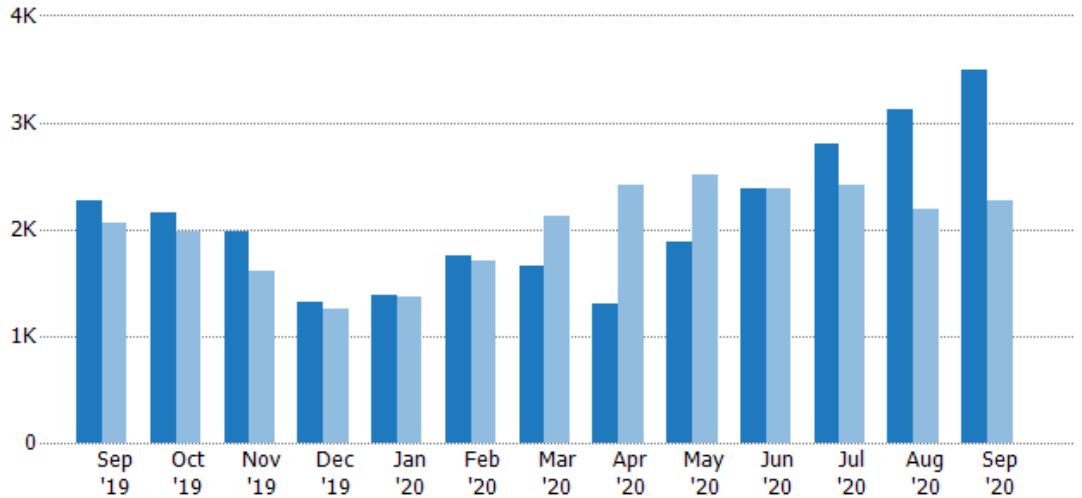
Pending Sales

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.
Sep '20	3.49K	53.4%
Sep '19	2.27K	10.7%
Sep '18	2.05K	19.1%



Current Year	2.27K	2.16K	1.98K	1.31K	1.38K	1.75K	1.66K	1.3K	1.88K	2.39K	2.79K	3.13K	3.49K
Prior Year	2.05K	1.99K	1.61K	1.26K	1.37K	1.7K	2.12K	2.42K	2.5K	2.39K	2.42K	2.19K	2.27K
Percent Change from Prior Year	11%	9%	23%	4%	1%	3%	-22%	-46%	-25%	0%	15%	43%	53%

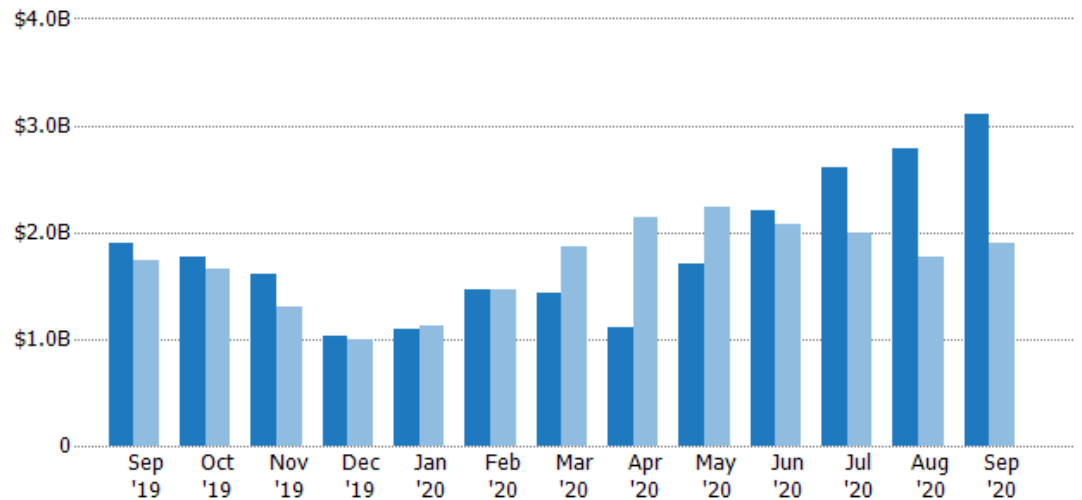
Pending Sales Volume

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.
Sep '20	\$3.1B	63.4%
Sep '19	\$1.9B	9.2%
Sep '18	\$1.74B	7.1%



Current Year	\$1.9B	\$1.76B	\$1.6B	\$1.03B	\$1.09B	\$1.47B	\$1.43B	\$1.11B	\$1.7B	\$2.21B	\$2.6B	\$2.78B	\$3.1B
Prior Year	\$1.74B	\$1.66B	\$1.3B	\$0.994B	\$1.13B	\$1.47B	\$1.86B	\$2.13B	\$2.24B	\$2.07B	\$1.99B	\$1.78B	\$1.9B
Percent Change from Prior Year	9%	6%	24%	3%	-4%	0%	-23%	-48%	-24%	7%	30%	57%	63%

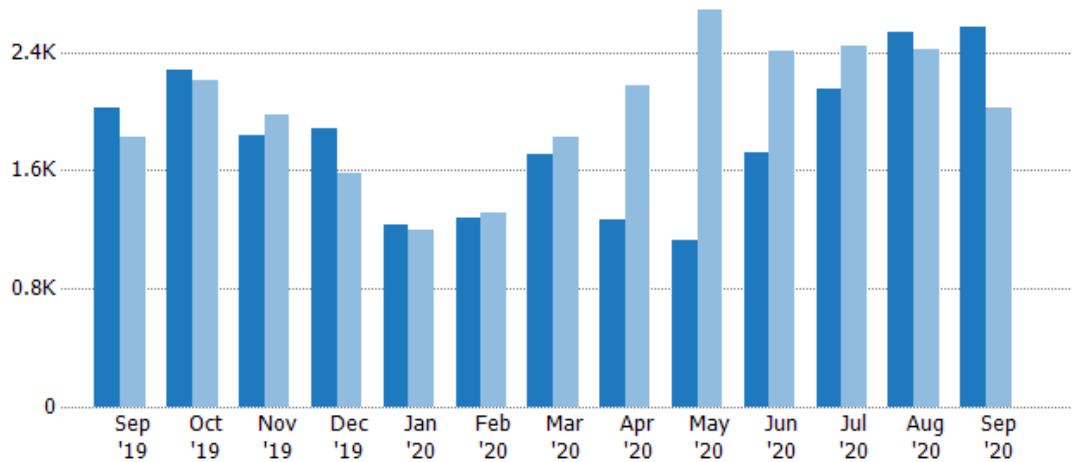
Closed Sales

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.
Sep '20	2.57K	27.2%
Sep '19	2.02K	10.3%
Sep '18	1.83K	30.7%



Current Year	2.02K	2.28K	1.83K	1.88K	1.23K	1.28K	1.71K	1.27K	1.13K	1.72K	2.16K	2.54K	2.57K
Prior Year	1.83K	2.21K	1.97K	1.58K	1.2K	1.31K	1.83K	2.17K	2.69K	2.41K	2.45K	2.42K	2.02K
Percent Change from Prior Year	10%	3%	-7%	19%	2%	-3%	-6%	-42%	-58%	-29%	-12%	5%	27%

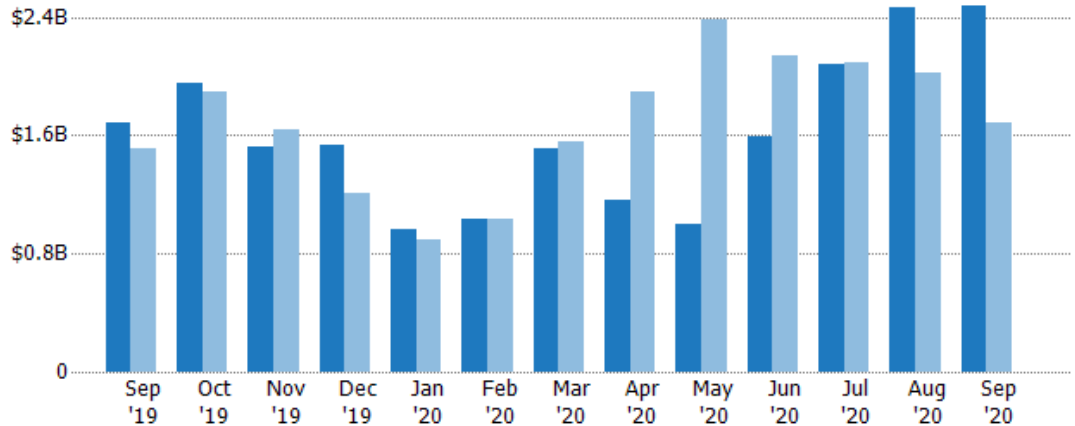
Closed Sales Volume

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.
Sep '20	\$2.47B	46.7%
Sep '19	\$1.69B	12%
Sep '18	\$1.51B	19.9%



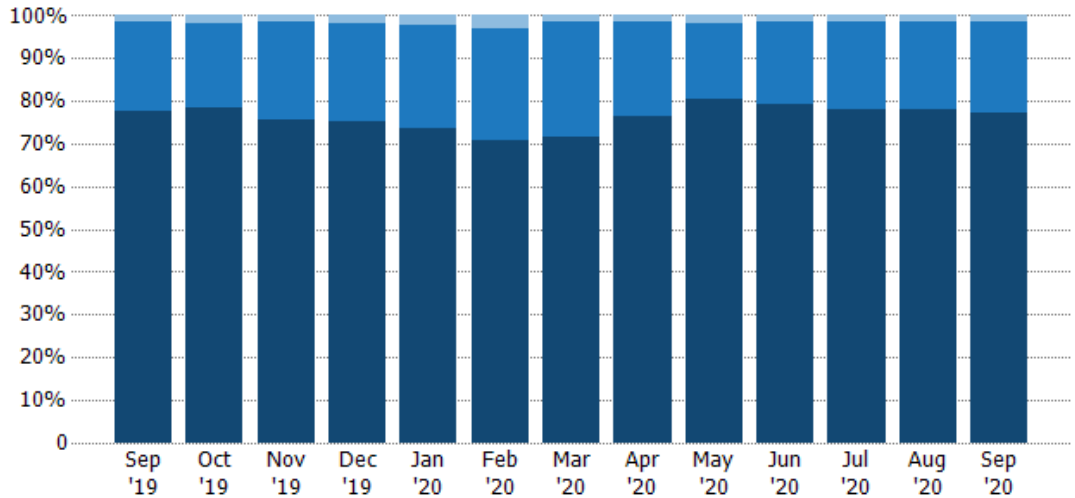
Current Year	\$1.69B	\$1.96B	\$1.52B	\$1.53B	\$967M	\$1.03B	\$1.51B	\$1.16B	\$1B	\$1.6B	\$2.09B	\$2.46B	\$2.47B
Prior Year	\$1.51B	\$1.89B	\$1.64B	\$1.21B	\$894M	\$1.04B	\$1.56B	\$1.9B	\$2.39B	\$2.14B	\$2.09B	\$2.02B	\$1.69B
Percent Change from Prior Year	12%	4%	-7%	27%	8%	-1%	-3%	-39%	-58%	-26%	0%	22%	47%

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

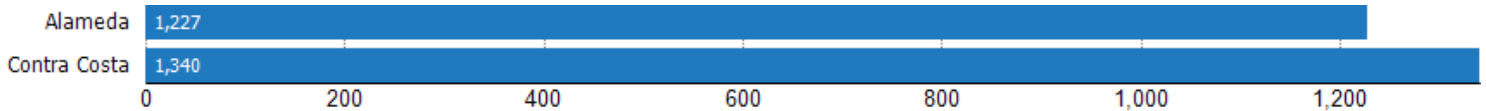


Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Mobile/Manufactured	2%	2%	2%	2%	2%	3%	2%	1%	2%	2%	1%	1%	2%
Condo/Townhouse	21%	20%	23%	23%	24%	26%	27%	22%	18%	19%	21%	21%	21%
Single Family Residence	78%	78%	76%	75%	74%	71%	72%	77%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

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

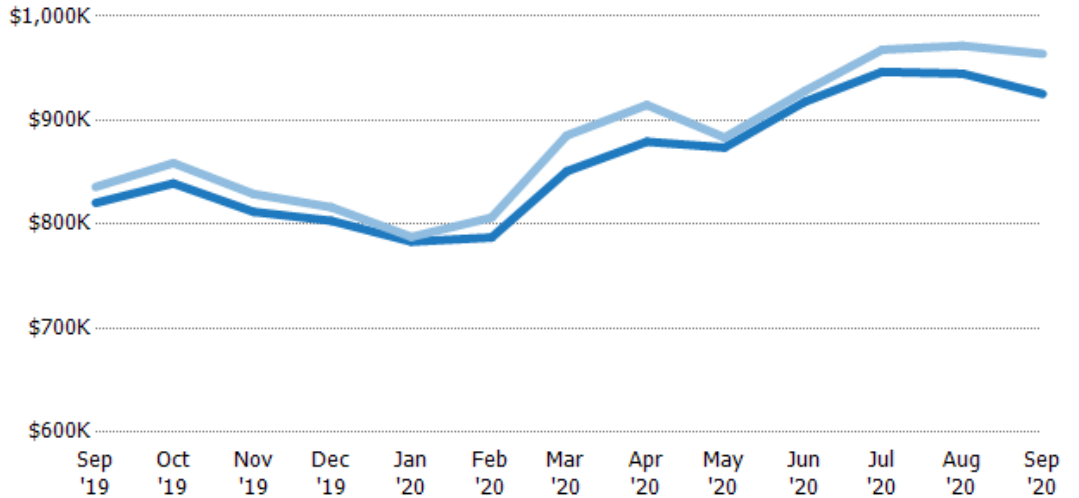


Average Sales Price vs Average Listing Price

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



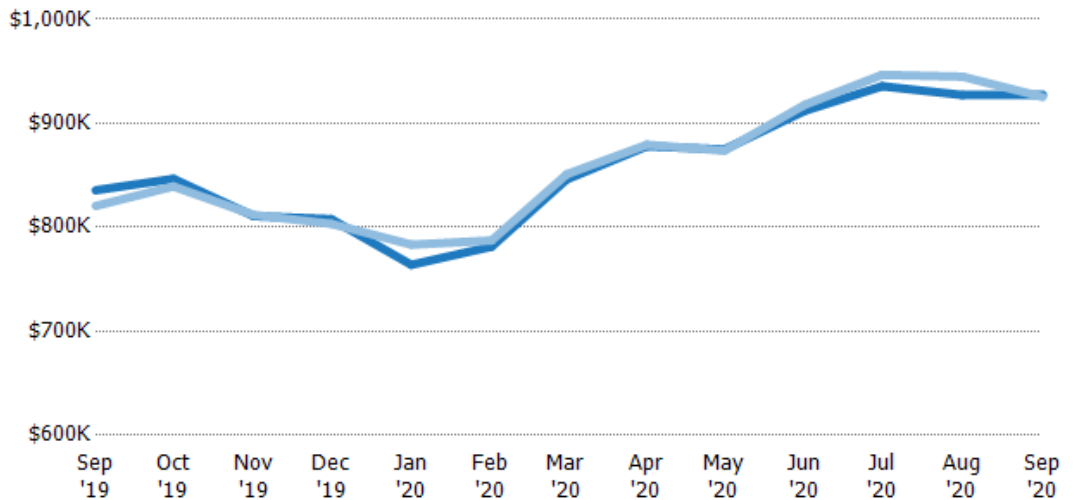
Avg List Price	\$821K	\$839K	\$812K	\$803K	\$783K	\$787K	\$851K	\$879K	\$874K	\$918K	\$947K	\$945K	\$925K
Avg Sales Price	\$836K	\$859K	\$829K	\$816K	\$788K	\$806K	\$885K	\$915K	\$883K	\$928K	\$968K	\$972K	\$964K
Avg Sales Price as a % of Avg List Price	102%	102%	102%	102%	101%	102%	104%	104%	101%	101%	102%	103%	104%

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	\$836K	\$847K	\$811K	\$808K	\$764K	\$781K	\$846K	\$878K	\$875K	\$912K	\$936K	\$927K	\$927K
Avg Sales Price	\$821K	\$839K	\$812K	\$803K	\$783K	\$787K	\$851K	\$879K	\$874K	\$918K	\$947K	\$945K	\$925K
Avg Sales Price as a % of Avg Est Value	98%	99%	100%	99%	103%	101%	101%	100%	100%	101%	101%	102%	100%

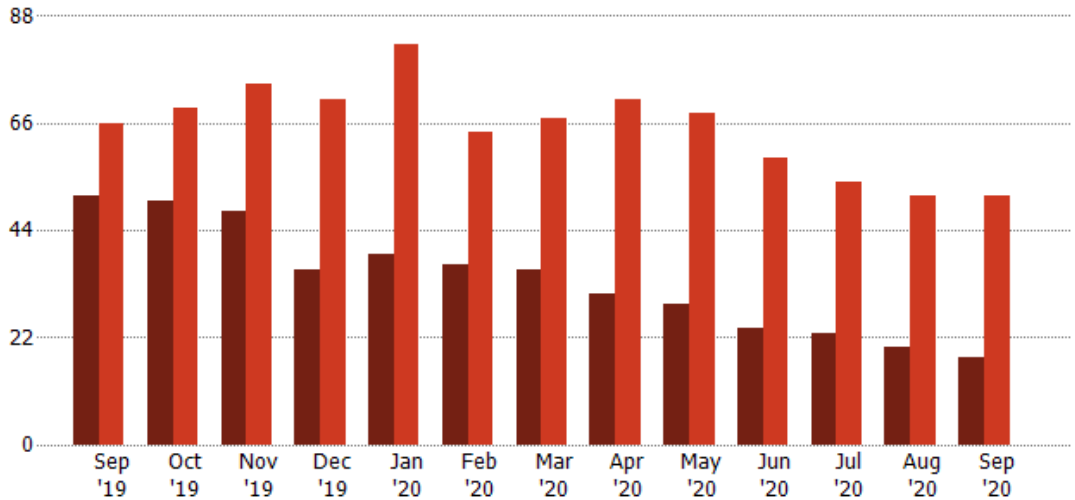
Distressed Listings

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.
Sep '20	18	-64.7%
Sep '19	51	-22.7%
Sep '18	66	31.8%

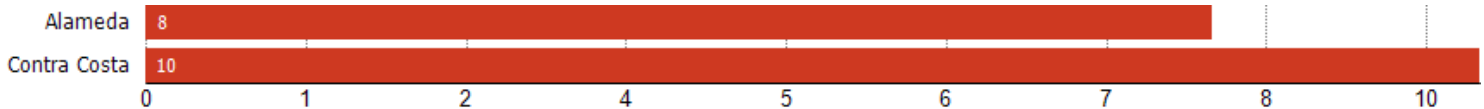


Current Year	51	50	48	36	39	37	36	31	29	24	23	20	18
Prior Year	66	69	74	71	82	64	67	71	68	59	54	51	51
Percent Change from Prior Year	-23%	-28%	-35%	-49%	-52%	-42%	-46%	-56%	-57%	-59%	-57%	-61%	-65%

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: 10/06/2020

Scheduled: Yes

Report Date Range: From 9/2019 To: 9/2020

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 9/2020 data

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