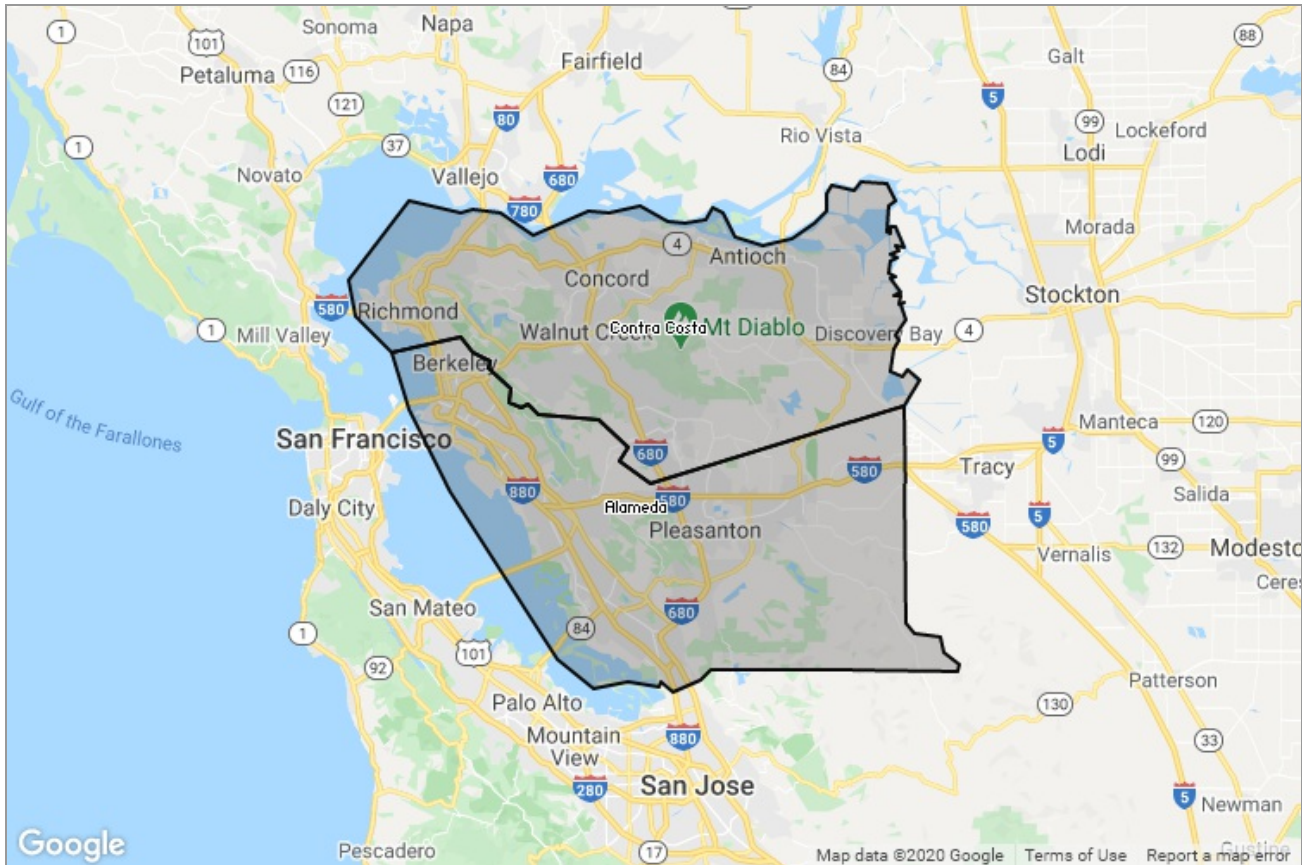


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2019 – 10/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/09/2020

Scheduled: Yes

Presented by

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

(925) 730-4071

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

7021 Koll Center Parkway
Pleasanton, CA 94566

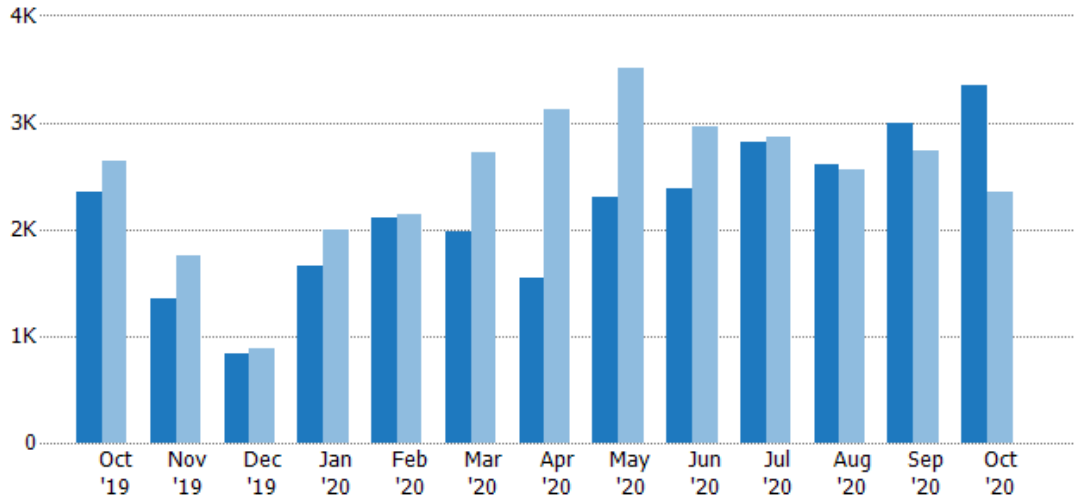
New Listings

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. |
|------------|-------|--------|
| Oct '20 | 3.35K | 42.5% |
| Oct '19 | 2.35K | -10.8% |
| Oct '18 | 2.64K | -7.5% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 2.35K | 1.34K | 830 | 1.66K | 2.1K | 1.98K | 1.55K | 2.3K | 2.38K | 2.81K | 2.61K | 2.99K | 3.35K |
| Prior Year | 2.64K | 1.75K | 882 | 2K | 2.14K | 2.72K | 3.12K | 3.51K | 2.95K | 2.86K | 2.56K | 2.73K | 2.35K |
| Percent Change from Prior Year | -11% | -23% | -6% | -17% | -2% | -27% | -50% | -34% | -19% | -2% | 2% | 9% | 42% |

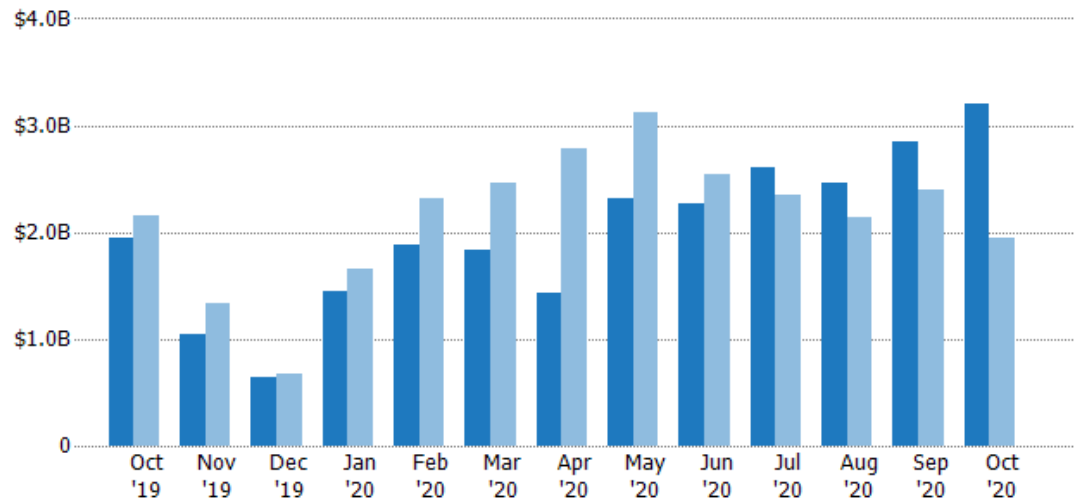
New Listing Volume

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. |
|------------|---------|--------|
| Oct '20 | \$3.2B | 64.2% |
| Oct '19 | \$1.95B | -9.5% |
| Oct '18 | \$2.15B | -12.3% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$1.95B | \$1.05B | \$639M | \$1.44B | \$1.88B | \$1.83B | \$1.43B | \$2.32B | \$2.26B | \$2.61B | \$2.46B | \$2.85B | \$3.2B |
| Prior Year | \$2.15B | \$1.34B | \$670M | \$1.66B | \$2.32B | \$2.46B | \$2.78B | \$3.12B | \$2.53B | \$2.35B | \$2.13B | \$2.4B | \$1.95B |
| Percent Change from Prior Year | -9% | -21% | -5% | -13% | -19% | -26% | -49% | -26% | -11% | 11% | 15% | 19% | 64% |

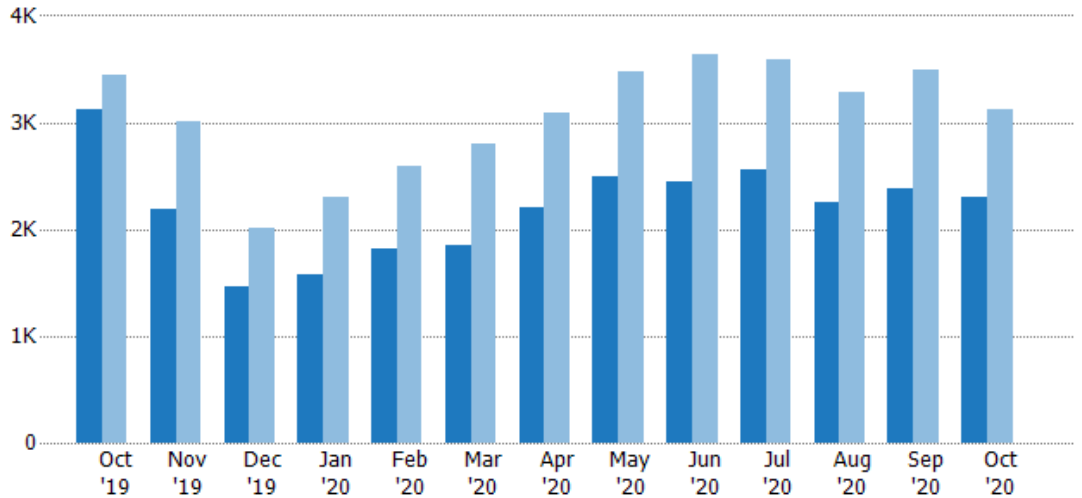
Active Listings

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. |
|------------|-------|--------|
| Oct '20 | 2.31K | -26.1% |
| Oct '19 | 3.12K | -9.2% |
| Oct '18 | 3.44K | -25.2% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 3.12K | 2.18K | 1.46K | 1.57K | 1.82K | 1.84K | 2.2K | 2.5K | 2.44K | 2.55K | 2.25K | 2.39K | 2.31K |
| Prior Year | 3.44K | 3.01K | 2.02K | 2.31K | 2.59K | 2.8K | 3.08K | 3.47K | 3.64K | 3.59K | 3.29K | 3.49K | 3.12K |
| Percent Change from Prior Year | -9% | -27% | -28% | -32% | -30% | -34% | -29% | -28% | -33% | -29% | -31% | -32% | -26% |

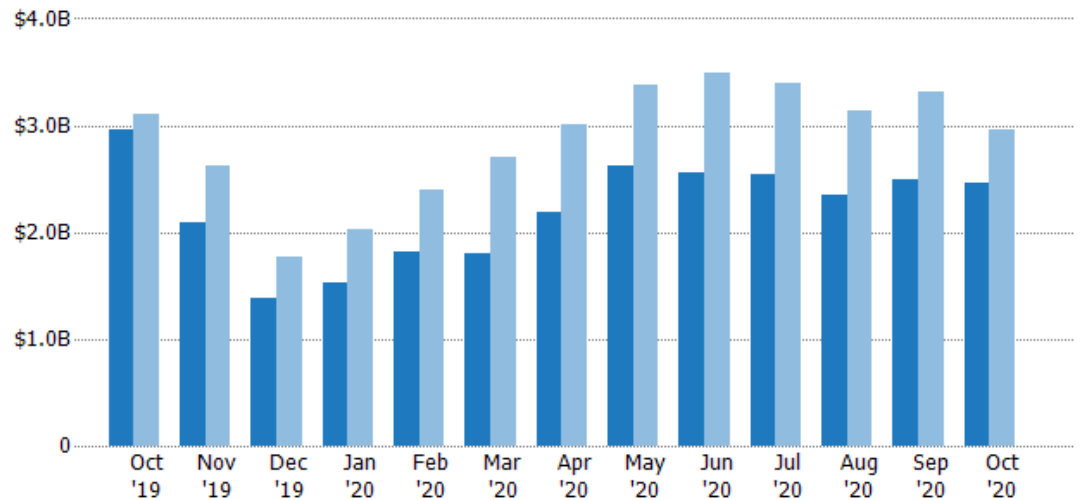
Active Listing Volume

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. |
|------------|---------|--------|
| Oct '20 | \$2.47B | -16.6% |
| Oct '19 | \$2.96B | -4.6% |
| Oct '18 | \$3.1B | -19.2% |



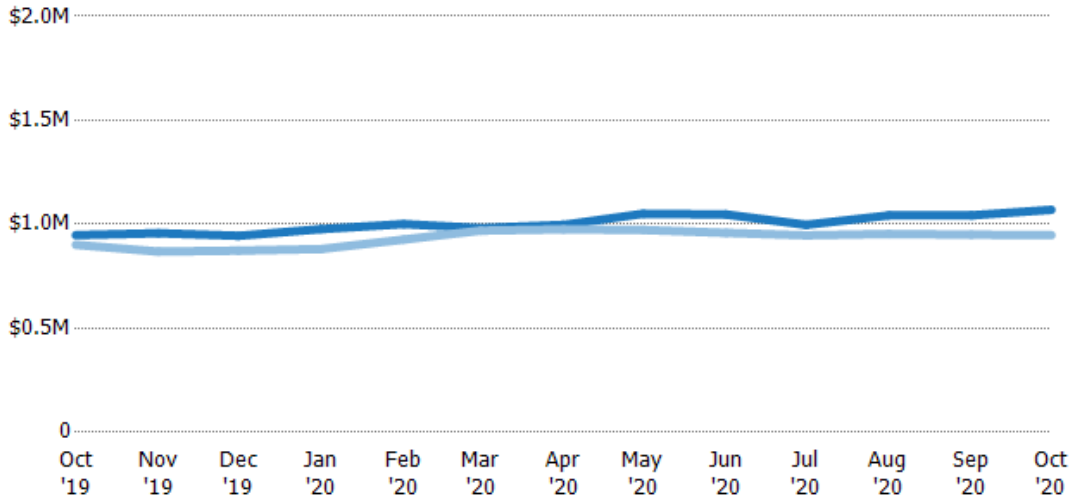
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$2.96B | \$2.09B | \$1.38B | \$1.53B | \$1.82B | \$1.81B | \$2.19B | \$2.62B | \$2.55B | \$2.55B | \$2.35B | \$2.49B | \$2.47B |
| Prior Year | \$3.1B | \$2.61B | \$1.76B | \$2.03B | \$2.4B | \$2.71B | \$3.01B | \$3.38B | \$3.49B | \$3.4B | \$3.14B | \$3.31B | \$2.96B |
| Percent Change from Prior Year | -5% | -20% | -22% | -25% | -24% | -33% | -27% | -22% | -27% | -25% | -25% | -25% | -17% |

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



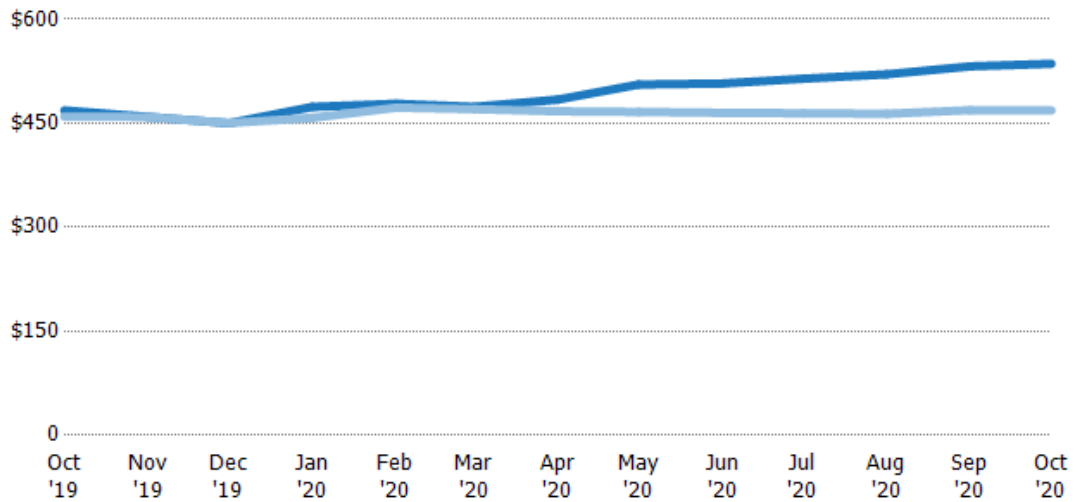
| | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$948K | \$957K | \$944K | \$977K | \$1M | \$981K | \$997K | \$1.05M | \$1.05M | \$997K | \$1.04M | \$1.04M | \$1.07M |
| Prior Year | \$901K | \$869K | \$873K | \$881K | \$927K | \$970K | \$976K | \$973K | \$959K | \$947K | \$953K | \$950K | \$948K |
| Percent Change from Prior Year | 5% | 10% | 8% | 11% | 8% | 1% | 2% | 8% | 9% | 5% | 9% | 10% | 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



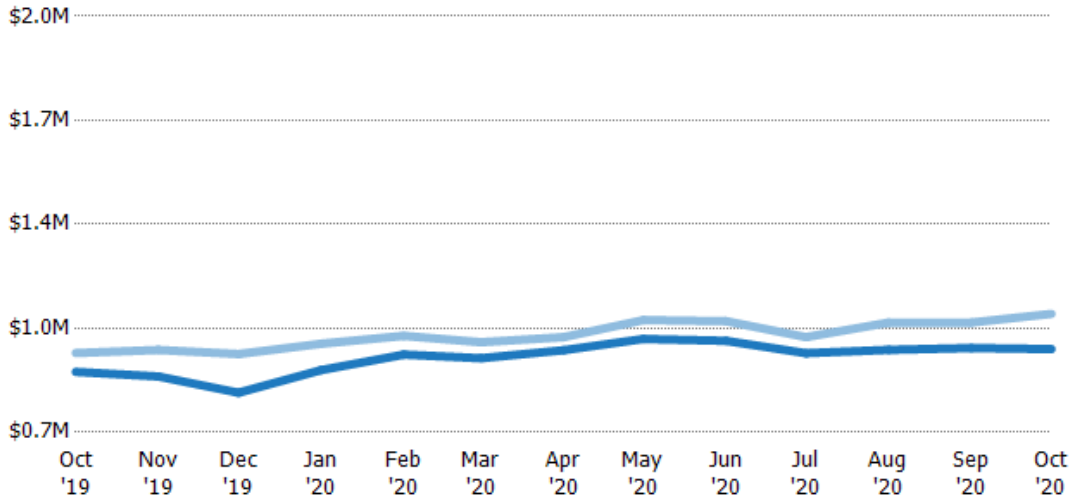
| | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$468 | \$459 | \$450 | \$474 | \$478 | \$474 | \$484 | \$506 | \$507 | \$514 | \$521 | \$532 | \$536 |
| Prior Year | \$460 | \$459 | \$450 | \$458 | \$473 | \$470 | \$467 | \$466 | \$465 | \$465 | \$464 | \$469 | \$468 |
| Percent Change from Prior Year | 2% | 0% | 0% | 3% | 1% | 1% | 4% | 8% | 9% | 11% | 12% | 13% | 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



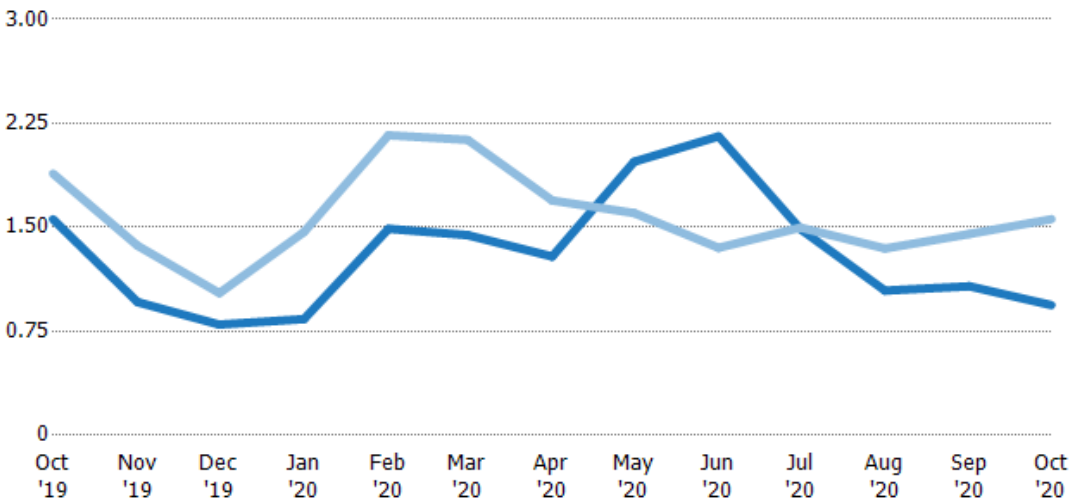
| | | | | | | | | | | | | | |
|---|--------|--------|--------|--------|--------|--------|--------|---------|---------|--------|---------|---------|---------|
| Avg Est Value | \$889K | \$874K | \$824K | \$894K | \$943K | \$931K | \$956K | \$992K | \$986K | \$947K | \$958K | \$963K | \$960K |
| Avg Listing Price | \$948K | \$957K | \$944K | \$977K | \$1M | \$981K | \$997K | \$1.05M | \$1.05M | \$997K | \$1.04M | \$1.04M | \$1.07M |
| Avg Listing Price as a % of Avg Est Value | 107% | 109% | 115% | 109% | 106% | 105% | 104% | 106% | 106% | 105% | 109% | 108% | 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



| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 1.56 | 0.96 | 0.8 | 0.84 | 1.49 | 1.44 | 1.29 | 1.97 | 2.16 | 1.49 | 1.04 | 1.07 | 0.94 |
| Prior Year | 1.89 | 1.37 | 1.03 | 1.47 | 2.16 | 2.13 | 1.69 | 1.6 | 1.35 | 1.5 | 1.35 | 1.45 | 1.56 |
| Percent Change from Prior Year | -17% | -30% | -22% | -43% | -31% | -32% | -24% | 23% | 59% | -1% | -23% | -26% | -40% |

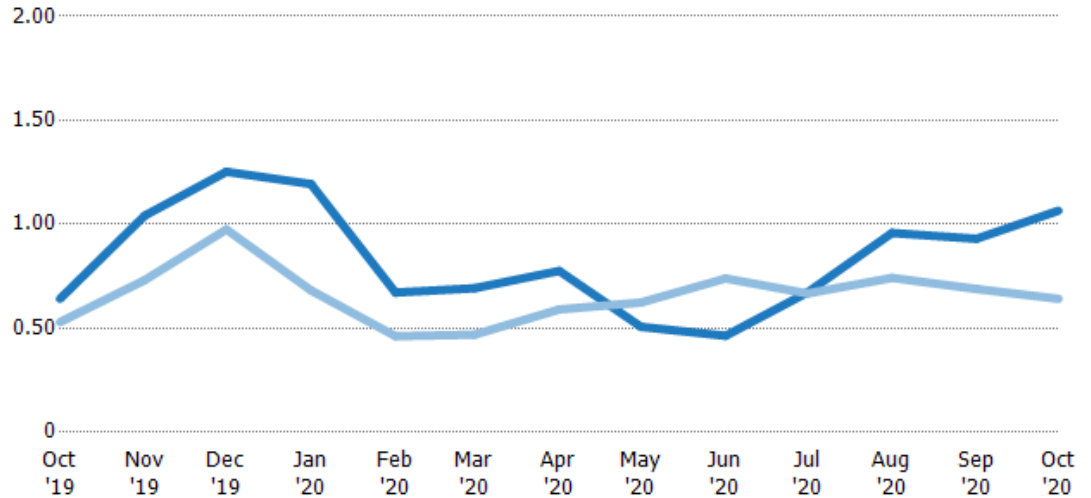
Absorption Rate

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. |
|------------|------|--------|
| Oct '20 | 107% | -42.3% |
| Oct '19 | 64% | -11.2% |
| Oct '18 | 53% | 74.6% |

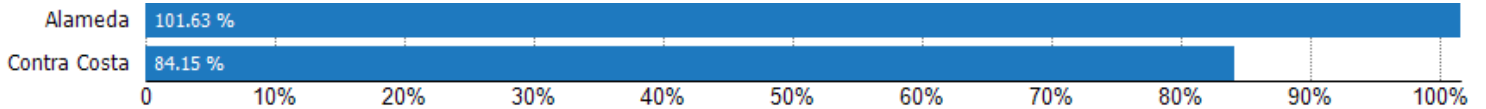


| | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 64% | 104% | 125% | 119% | 67% | 69% | 78% | 51% | 46% | 67% | 96% | 93% | 107% |
| Prior Year | 53% | 73% | 98% | 68% | 46% | 47% | 59% | 62% | 74% | 67% | 74% | 69% | 64% |
| Change from Prior Year | -11% | -31% | -28% | -51% | -21% | -22% | -19% | 12% | 28% | 0% | -22% | -24% | -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



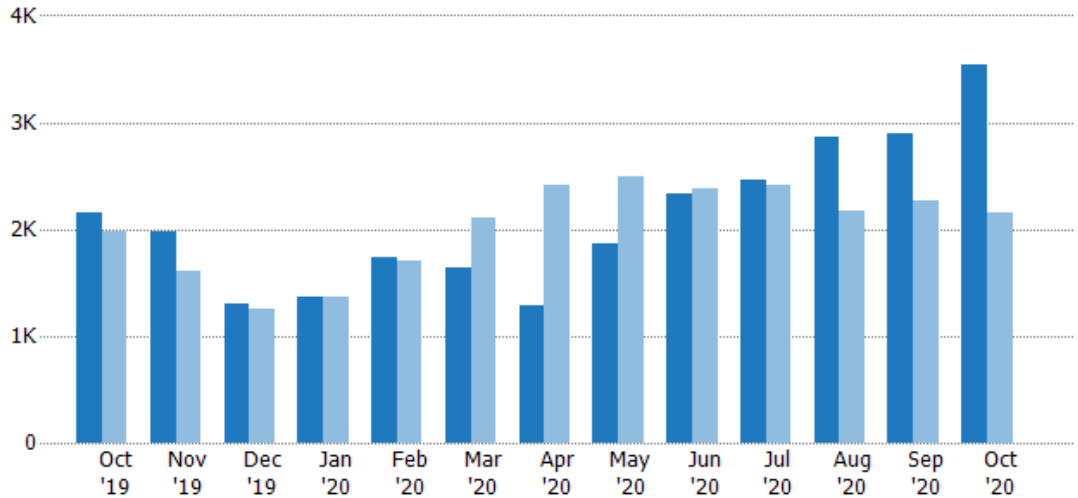
Pending Sales

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. |
|------------|-------|--------|
| Oct '20 | 3.54K | 64.6% |
| Oct '19 | 2.15K | 8.8% |
| Oct '18 | 1.98K | 19.3% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 2.15K | 1.98K | 1.3K | 1.37K | 1.73K | 1.65K | 1.29K | 1.87K | 2.34K | 2.46K | 2.86K | 2.89K | 3.54K |
| Prior Year | 1.98K | 1.6K | 1.25K | 1.36K | 1.7K | 2.11K | 2.41K | 2.49K | 2.38K | 2.41K | 2.18K | 2.27K | 2.15K |
| Percent Change from Prior Year | 9% | 23% | 4% | 1% | 2% | -22% | -46% | -25% | -2% | 2% | 31% | 27% | 65% |

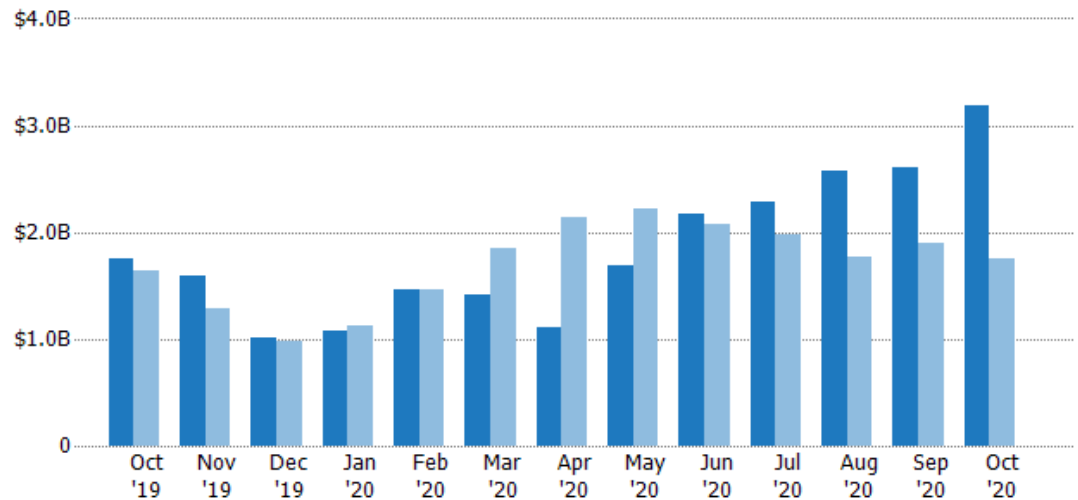
Pending Sales Volume

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. |
|------------|---------|--------|
| Oct '20 | \$3.19B | 81.3% |
| Oct '19 | \$1.76B | 6.9% |
| Oct '18 | \$1.65B | 9.1% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$1.76B | \$1.6B | \$1.02B | \$1.08B | \$1.46B | \$1.42B | \$1.1B | \$1.69B | \$2.17B | \$2.29B | \$2.57B | \$2.61B | \$3.19B |
| Prior Year | \$1.65B | \$1.29B | \$981M | \$1.12B | \$1.46B | \$1.85B | \$2.13B | \$2.23B | \$2.07B | \$1.98B | \$1.77B | \$1.9B | \$1.76B |
| Percent Change from Prior Year | 7% | 24% | 4% | -4% | 0% | -23% | -48% | -24% | 5% | 15% | 46% | 37% | 81% |

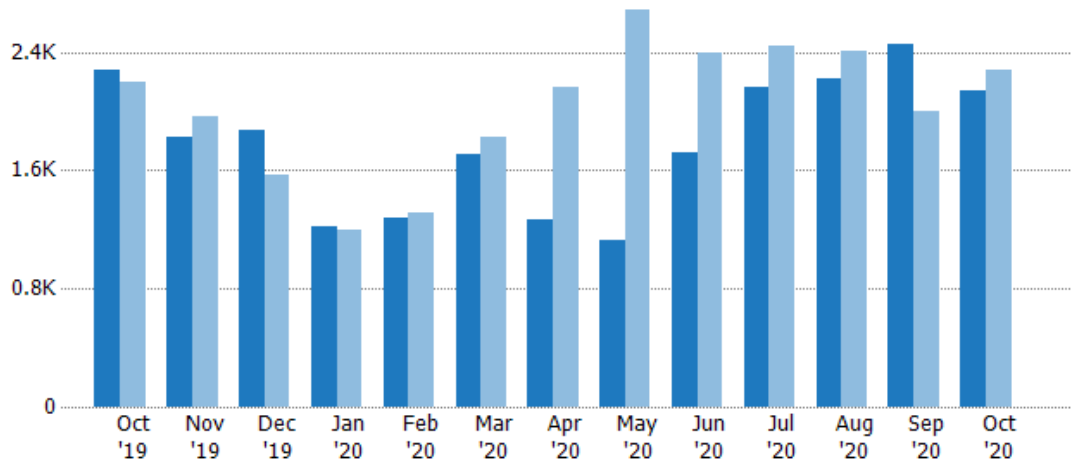
Closed Sales

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. |
|------------|-------|--------|
| Oct '20 | 2.14K | -5.7% |
| Oct '19 | 2.27K | 3.3% |
| Oct '18 | 2.2K | 12% |



| | | | | | | | | | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year | 2.27K | 1.83K | 1.87K | 1.22K | 1.28K | 1.71K | 1.27K | 1.13K | 1.72K | 2.16K | 2.22K | 2.46K | 2.14K |
| Prior Year | 2.2K | 1.97K | 1.57K | 1.2K | 1.31K | 1.82K | 2.17K | 2.69K | 2.39K | 2.44K | 2.4K | 2K | 2.27K |
| Percent Change from Prior Year | 3% | -7% | 19% | 2% | -3% | -6% | -42% | -58% | -28% | -12% | -8% | 23% | -6% |

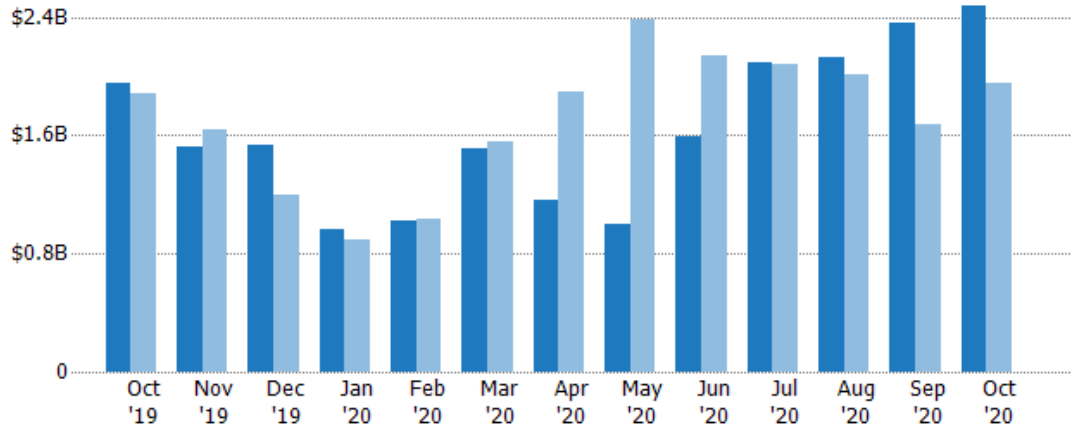
Closed Sales Volume

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. |
|------------|---------|--------|
| Oct '20 | \$2.47B | 26.5% |
| Oct '19 | \$1.96B | 3.6% |
| Oct '18 | \$1.89B | 3.8% |



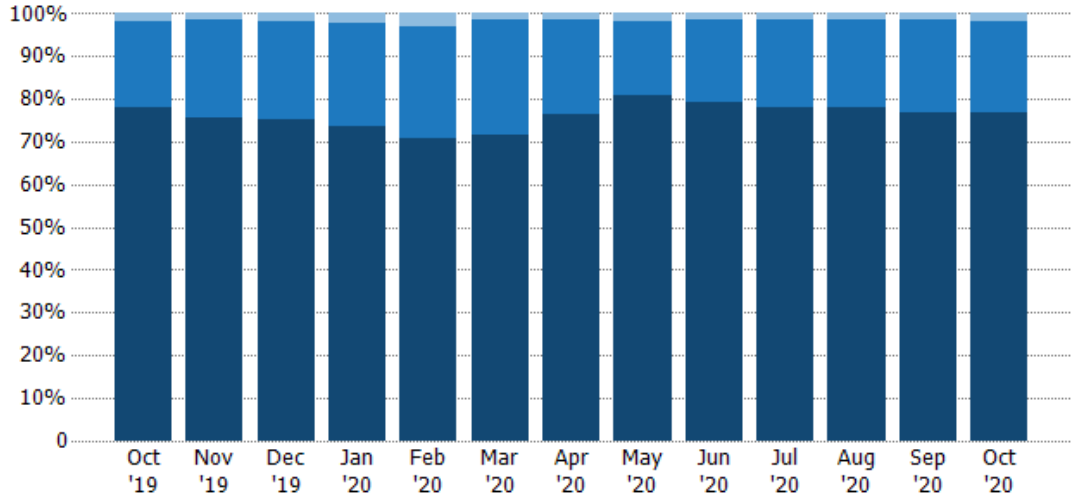
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$1.96B | \$1.52B | \$1.53B | \$964M | \$1.03B | \$1.51B | \$1.16B | \$999M | \$1.59B | \$2.09B | \$2.13B | \$2.36B | \$2.47B |
| Prior Year | \$1.89B | \$1.63B | \$1.2B | \$890M | \$1.04B | \$1.55B | \$1.89B | \$2.39B | \$2.14B | \$2.09B | \$2.01B | \$1.67B | \$1.96B |
| Percent Change from Prior Year | 4% | -7% | 27% | 8% | -1% | -3% | -39% | -58% | -25% | 0% | 6% | 41% | 27% |

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

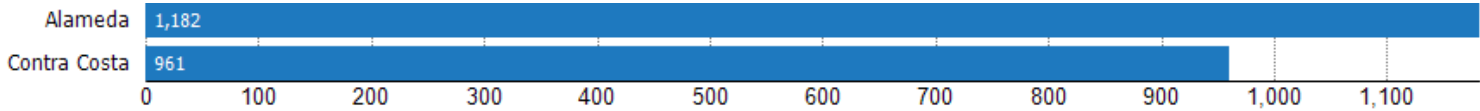


| Property Type | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|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

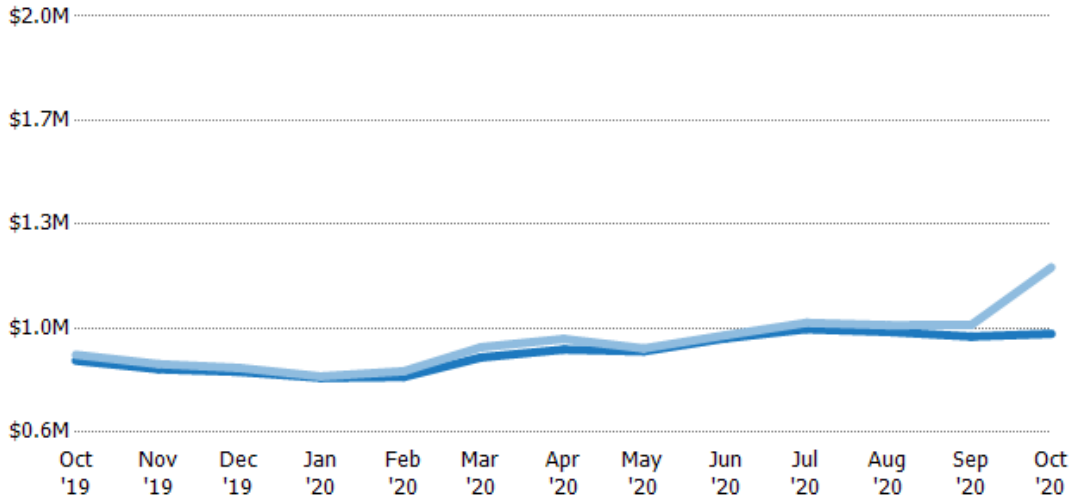


Average Sales Price vs Average Listing Price

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



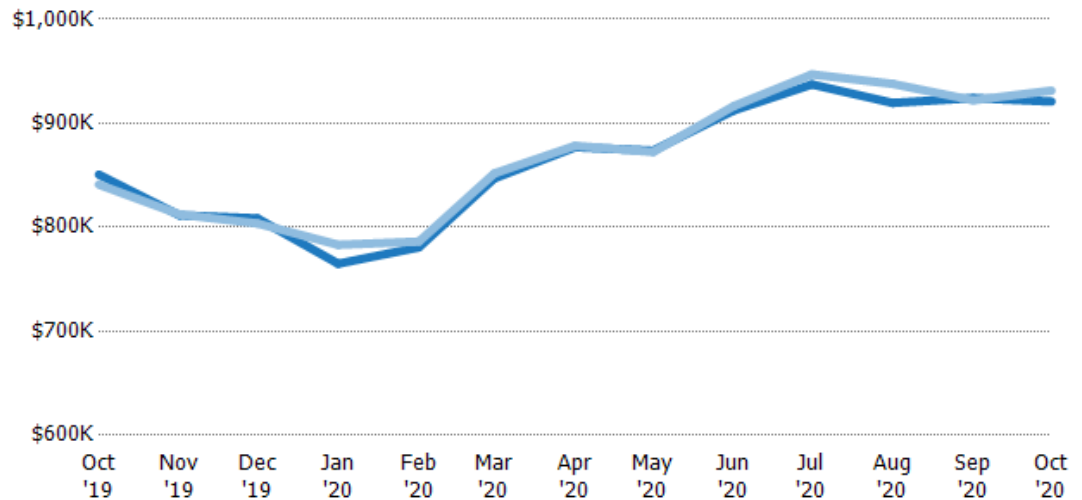
| | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price | \$841K | \$812K | \$804K | \$783K | \$786K | \$852K | \$878K | \$872K | \$917K | \$947K | \$938K | \$922K | \$931K |
| Avg Sales Price | \$861K | \$830K | \$817K | \$788K | \$805K | \$886K | \$914K | \$882K | \$927K | \$968K | \$960K | \$962K | \$1.15M |
| Avg Sales Price as a % of Avg List Price | 102% | 102% | 102% | 101% | 102% | 104% | 104% | 101% | 101% | 102% | 102% | 104% | 124% |

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



| | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value | \$851K | \$812K | \$809K | \$765K | \$781K | \$847K | \$877K | \$874K | \$912K | \$937K | \$920K | \$924K | \$921K |
| Avg Sales Price | \$841K | \$812K | \$804K | \$783K | \$786K | \$852K | \$878K | \$872K | \$917K | \$947K | \$938K | \$922K | \$931K |
| Avg Sales Price as a % of Avg Est Value | 99% | 100% | 99% | 102% | 101% | 101% | 100% | 100% | 100% | 101% | 102% | 100% | 101% |

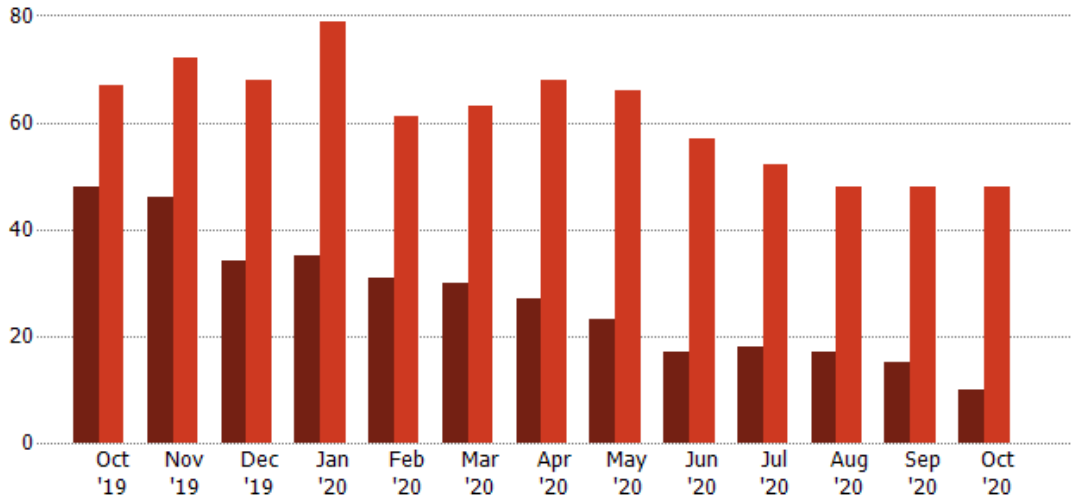
Distressed Listings

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. |
|------------|-------|--------|
| Oct '20 | 10 | -79.2% |
| Oct '19 | 48 | -28.4% |
| Oct '18 | 67 | 14.9% |

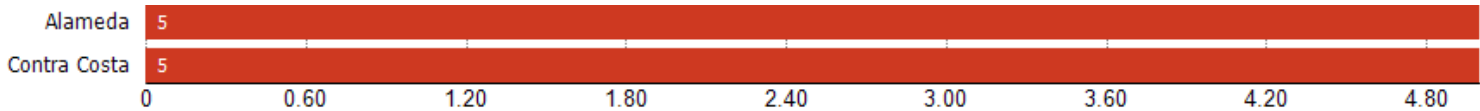


| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 48 | 46 | 34 | 35 | 31 | 30 | 27 | 23 | 17 | 18 | 17 | 15 | 10 |
| Prior Year | 67 | 72 | 68 | 79 | 61 | 63 | 68 | 66 | 57 | 52 | 48 | 48 | 48 |
| Percent Change from Prior Year | -28% | -36% | -50% | -56% | -49% | -52% | -60% | -65% | -70% | -65% | -65% | -69% | -79% |

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: 11/09/2020

Scheduled: Yes

Report Date Range: From 10/2019 To: 10/2020

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 10/2020 data

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