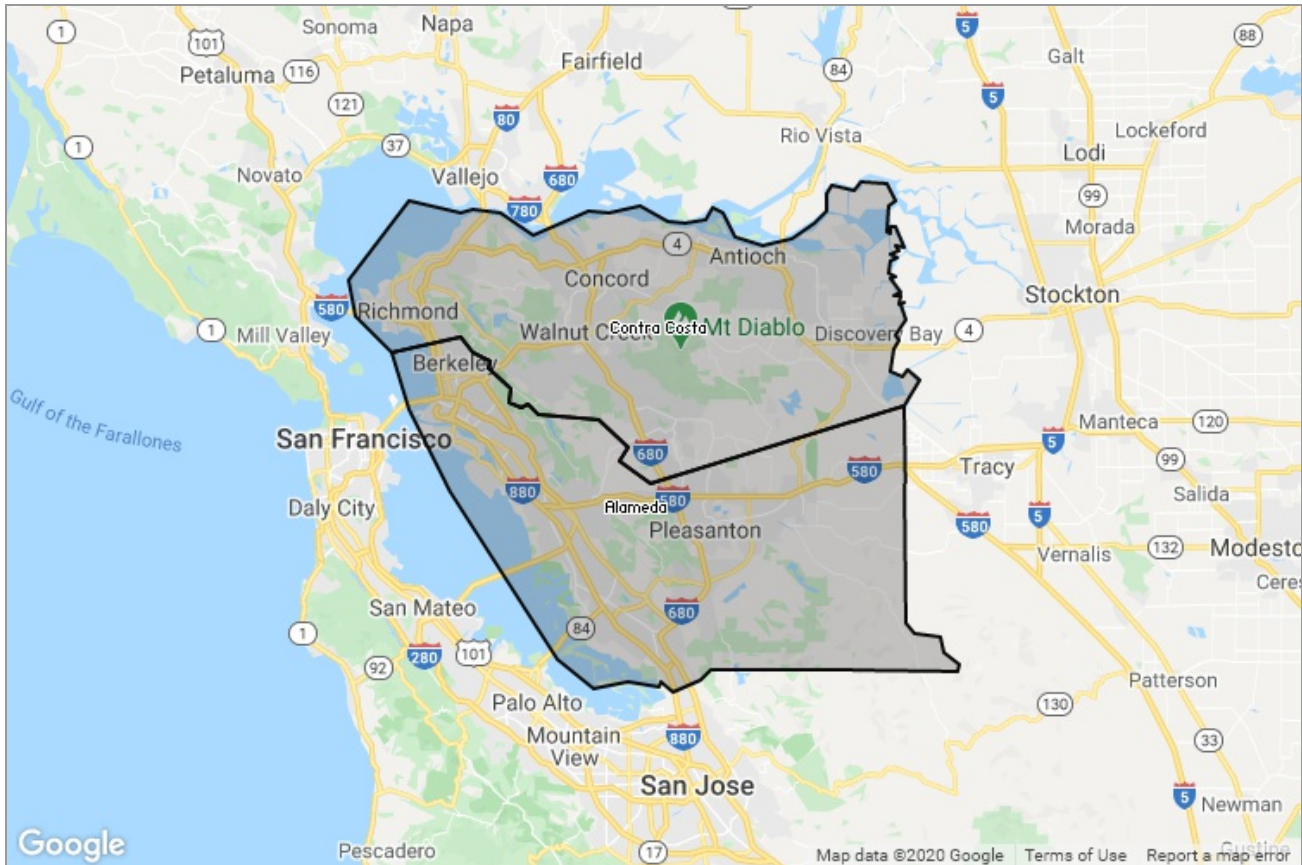


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2019 – 11/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/08/2020

**Scheduled:** No

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

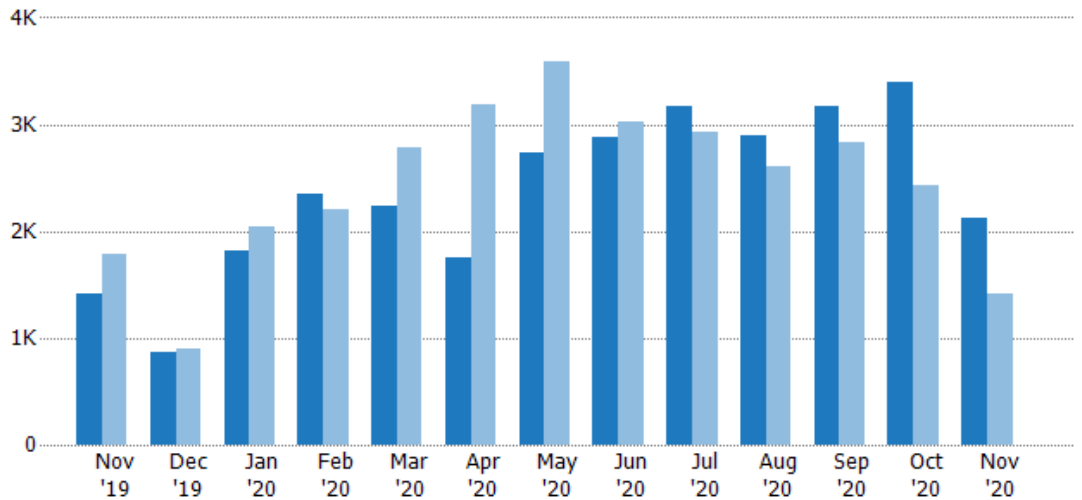
## New Listings

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.
Nov '20	2.12K	49.8%
Nov '19	1.42K	-20.6%
Nov '18	1.78K	1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	1.42K	874	1.82K	2.35K	2.24K	1.76K	2.74K	2.88K	3.18K	2.9K	3.17K	3.39K	2.12K
Prior Year	1.78K	907	2.04K	2.2K	2.78K	3.19K	3.58K	3.02K	2.92K	2.61K	2.83K	2.42K	1.42K
Percent Change from Prior Year	-21%	-4%	-11%	6%	-20%	-45%	-24%	-5%	9%	11%	12%	40%	50%

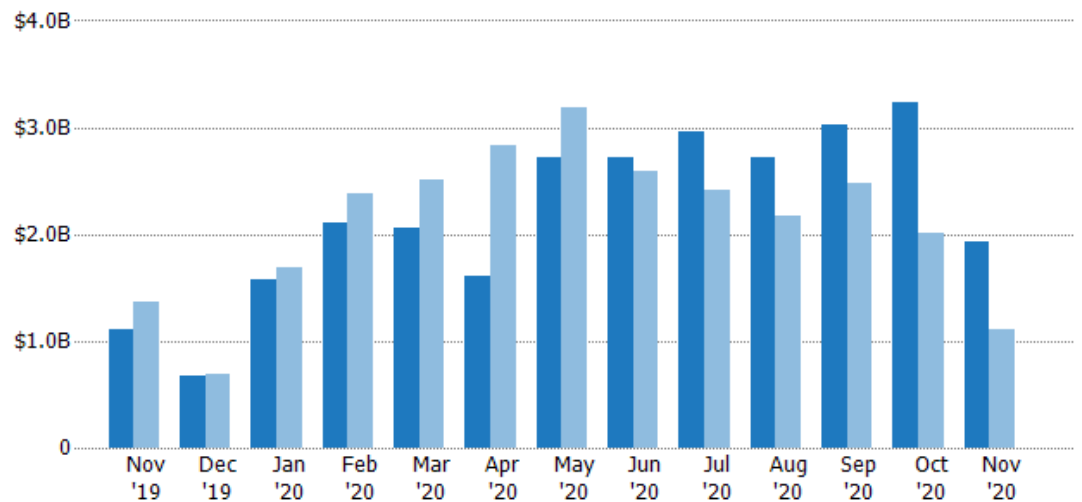
## New Listing Volume

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.
Nov '20	\$1.94B	74.1%
Nov '19	\$1.11B	-18.6%
Nov '18	\$1.37B	-2.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.11B	\$669M	\$1.58B	\$2.1B	\$2.05B	\$1.61B	\$2.71B	\$2.71B	\$2.95B	\$2.72B	\$3.03B	\$3.24B	\$1.94B
Prior Year	\$1.37B	\$689M	\$1.69B	\$2.38B	\$2.51B	\$2.83B	\$3.19B	\$2.59B	\$2.42B	\$2.17B	\$2.48B	\$2.01B	\$1.11B
Percent Change from Prior Year	-19%	-3%	-7%	-12%	-18%	-43%	-15%	5%	22%	25%	22%	61%	74%

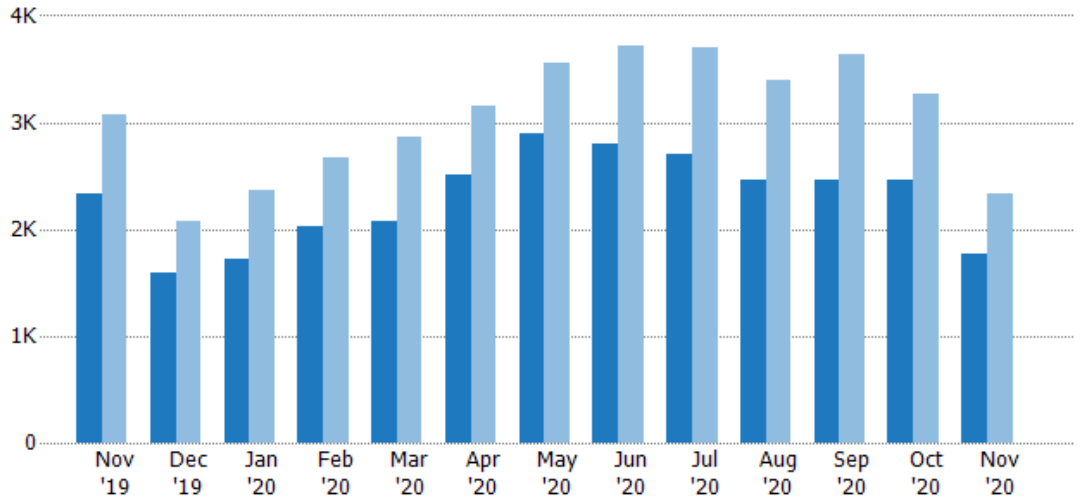
## Active Listings

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.
Nov '20	1.77K	-24%
Nov '19	2.33K	-24.3%
Nov '18	3.08K	-32.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	2.33K	1.59K	1.71K	2.03K	2.07K	2.51K	2.9K	2.8K	2.7K	2.47K	2.46K	2.46K	1.77K
Prior Year	3.08K	2.07K	2.37K	2.66K	2.86K	3.16K	3.56K	3.72K	3.7K	3.4K	3.63K	3.27K	2.33K
Percent Change from Prior Year	-24%	-23%	-28%	-24%	-28%	-21%	-19%	-25%	-27%	-28%	-32%	-25%	-24%

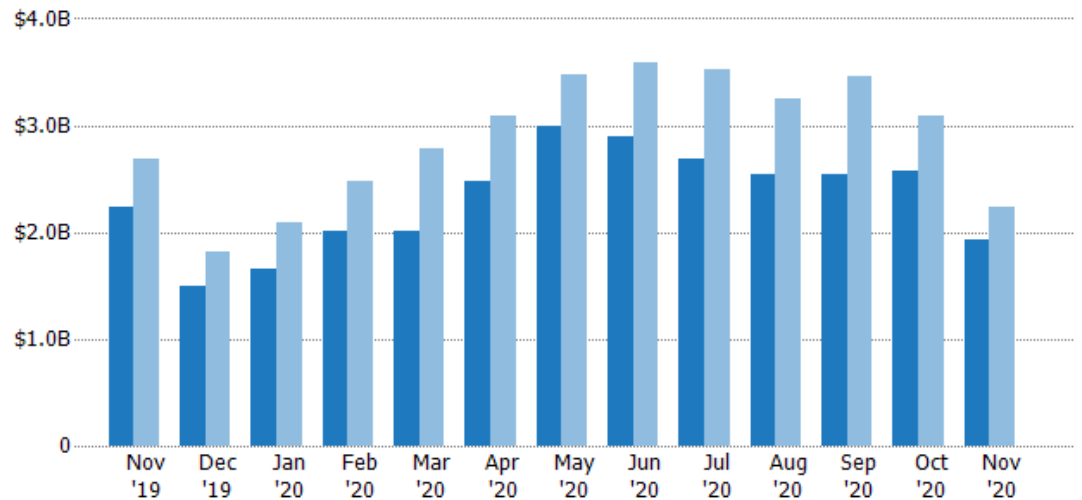
## Active Listing Volume

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.
Nov '20	\$1.93B	-13.6%
Nov '19	\$2.23B	-17.1%
Nov '18	\$2.69B	-24.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$2.23B	\$1.49B	\$1.66B	\$2.02B	\$2.02B	\$2.48B	\$3B	\$2.9B	\$2.68B	\$2.54B	\$2.55B	\$2.58B	\$1.93B
Prior Year	\$2.69B	\$1.81B	\$2.09B	\$2.48B	\$2.79B	\$3.1B	\$3.48B	\$3.59B	\$3.52B	\$3.25B	\$3.45B	\$3.09B	\$2.23B
Percent Change from Prior Year	-17%	-18%	-21%	-19%	-28%	-20%	-14%	-19%	-24%	-22%	-26%	-17%	-14%

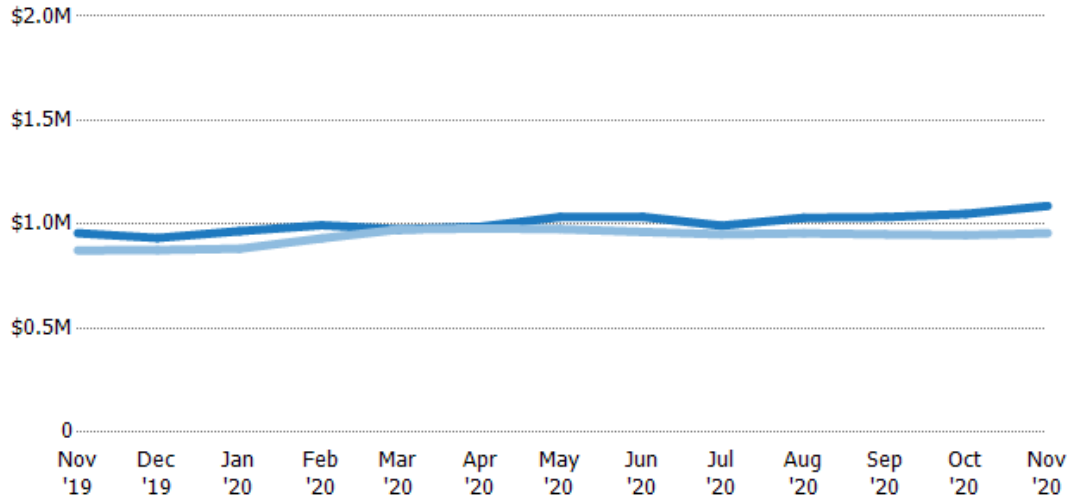
## Average Listing Price

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.
Nov '20	\$1.09M	13.7%
Nov '19	\$957K	9.5%
Nov '18	\$874K	13%



Current Year	\$957K	\$934K	\$967K	\$995K	\$976K	\$988K	\$1.03M	\$1.04M	\$993K	\$1.03M	\$1.03M	\$1.05M	\$1.09M
Prior Year	\$874K	\$876K	\$883K	\$932K	\$975K	\$980K	\$977K	\$963K	\$951K	\$957K	\$951K	\$948K	\$957K
Percent Change from Prior Year	9%	7%	10%	7%	0%	1%	6%	7%	4%	8%	9%	11%	14%

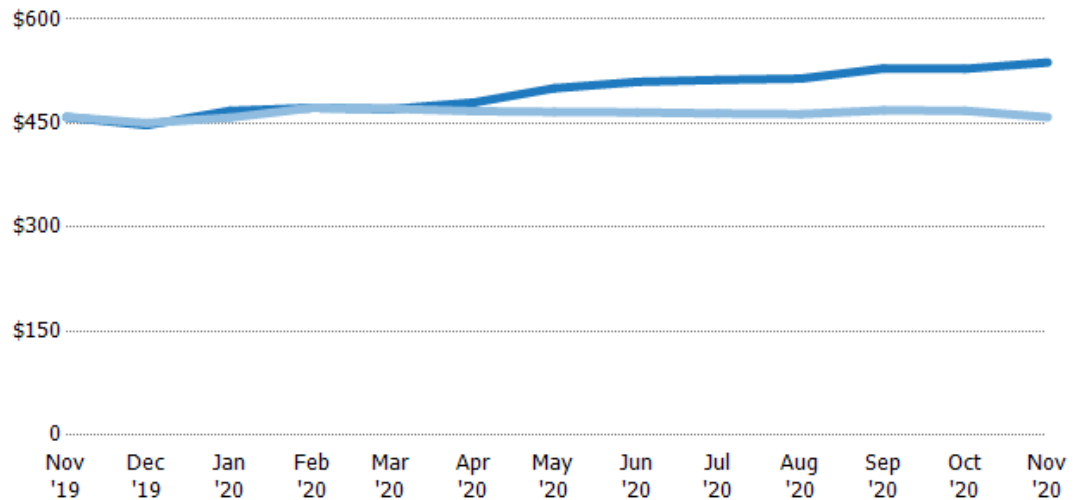
## Average Listing Price per Sq Ft

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.
Nov '20	\$538	17.2%
Nov '19	\$459	-0.1%
Nov '18	\$459	-6.3%



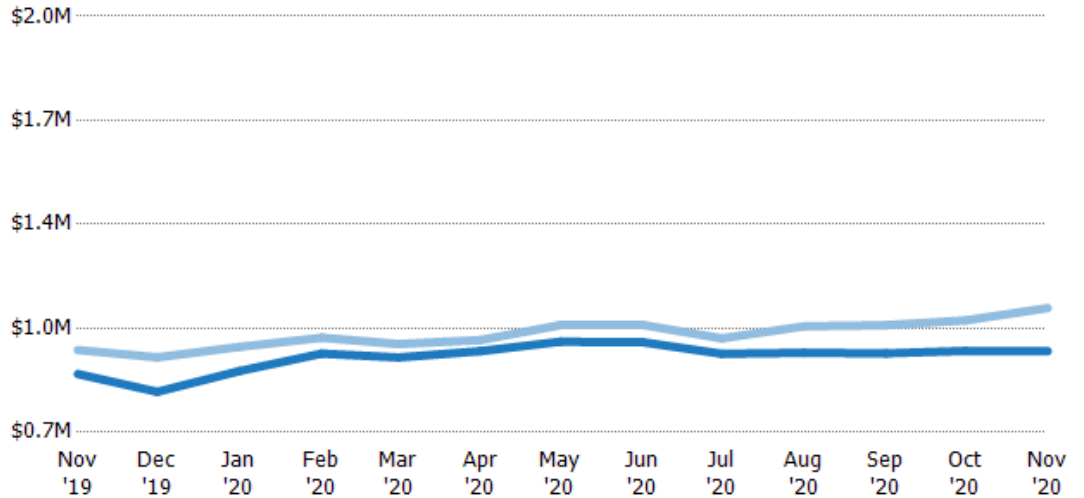
Current Year	\$459	\$447	\$468	\$472	\$470	\$480	\$501	\$510	\$513	\$514	\$529	\$528	\$538
Prior Year	\$459	\$450	\$458	\$472	\$471	\$468	\$466	\$466	\$464	\$463	\$469	\$468	\$459
Percent Change from Prior Year	0%	-1%	2%	0%	0%	3%	7%	9%	10%	11%	13%	13%	17%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$882K	\$826K	\$891K	\$946K	\$934K	\$954K	\$983K	\$982K	\$945K	\$948K	\$947K	\$954K	\$953K
Avg Listing Price	\$957K	\$934K	\$967K	\$995K	\$976K	\$988K	\$1.03M	\$1.04M	\$993K	\$1.03M	\$1.03M	\$1.05M	\$1.09M
Avg Listing Price as a % of Avg Est Value	108%	113%	108%	105%	104%	104%	105%	106%	105%	109%	109%	110%	114%

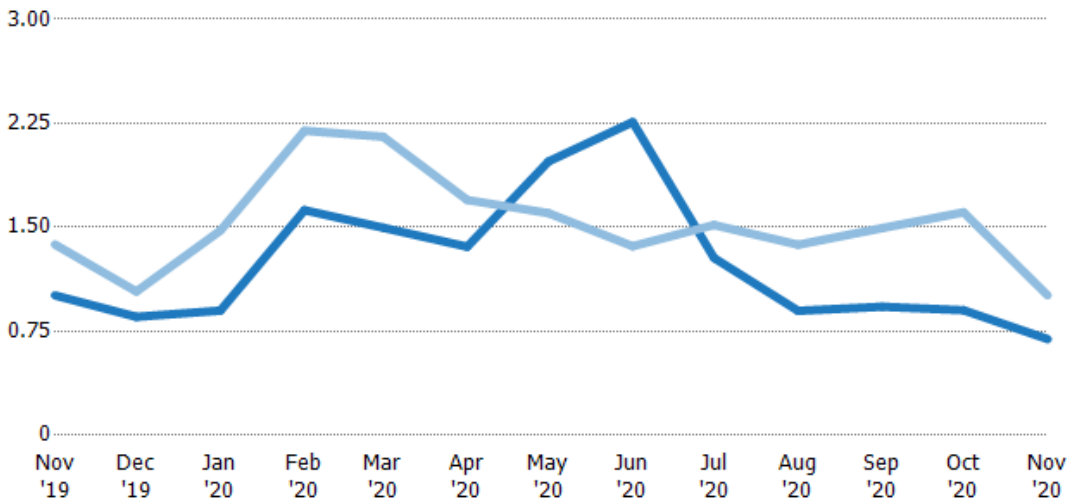
## Months of Inventory

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.
Nov '20	0.69	-31.3%
Nov '19	1.01	-26.7%
Nov '18	1.38	-40%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	1.01	0.85	0.9	1.62	1.5	1.36	1.98	2.26	1.28	0.9	0.93	0.9	0.69
Prior Year	1.38	1.04	1.48	2.2	2.15	1.7	1.6	1.36	1.52	1.37	1.49	1.61	1.01
Percent Change from Prior Year	-27%	-18%	-39%	-26%	-30%	-20%	23%	66%	-16%	-35%	-38%	-44%	-31%

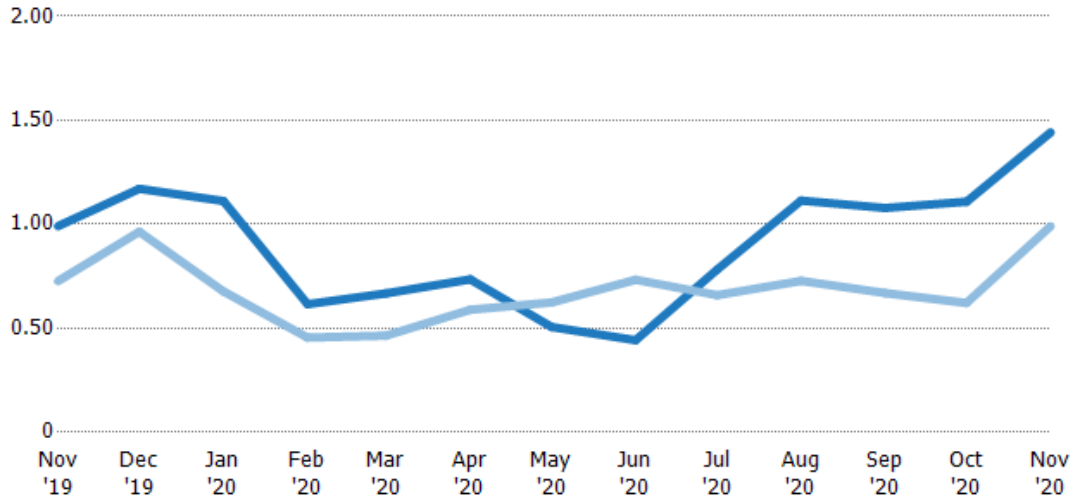
## Absorption Rate

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.
Nov '20	144%	-45.1%
Nov '19	99%	-26.4%
Nov '18	73%	66.7%



Current Year	99%	117%	111%	62%	67%	74%	51%	44%	78%	111%	108%	111%	144%
Prior Year	73%	96%	68%	46%	46%	59%	62%	73%	66%	73%	67%	62%	99%
Change from Prior Year	-26%	-21%	-43%	-16%	-20%	-15%	12%	29%	-12%	-39%	-41%	-49%	-45%

## 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



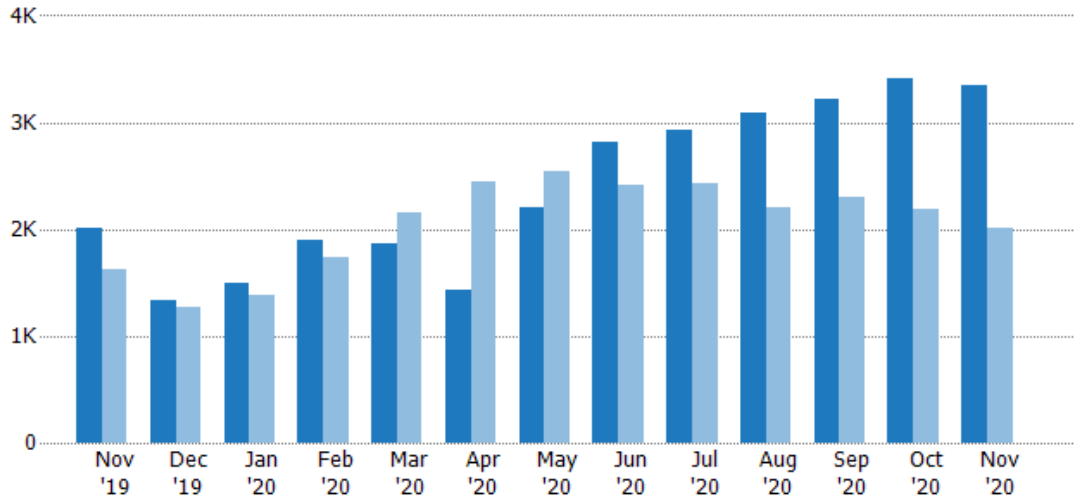
## Pending Sales

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.
Nov '20	3.34K	66.7%
Nov '19	2.01K	23.3%
Nov '18	1.63K	30.6%



Current Year	2.01K	1.33K	1.49K	1.9K	1.87K	1.43K	2.21K	2.82K	2.94K	3.09K	3.22K	3.4K	3.34K
Prior Year	1.63K	1.27K	1.38K	1.73K	2.16K	2.45K	2.53K	2.41K	2.44K	2.21K	2.29K	2.19K	2.01K
Percent Change from Prior Year	23%	5%	8%	10%	-13%	-41%	-13%	17%	20%	40%	40%	56%	67%

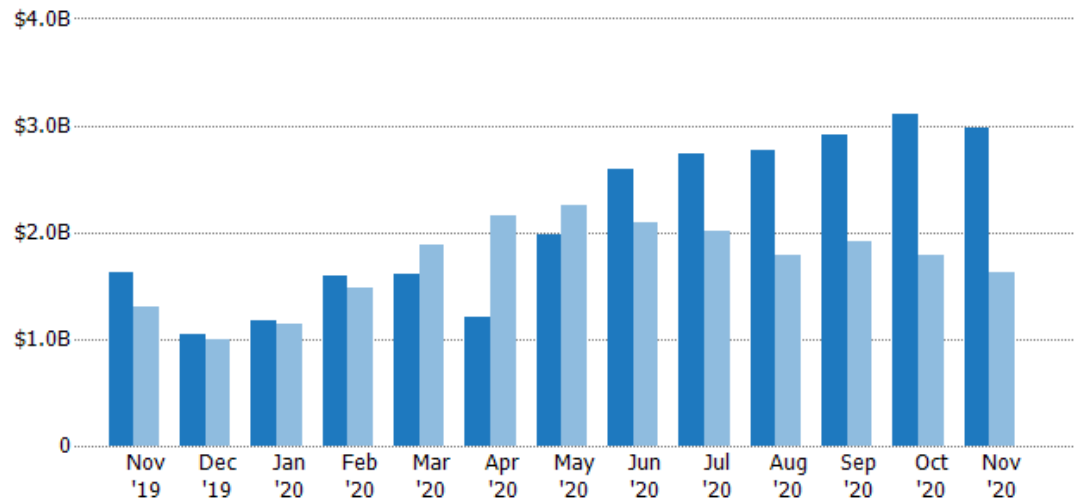
## Pending Sales Volume

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.
Nov '20	\$2.97B	82.9%
Nov '19	\$1.63B	24.9%
Nov '18	\$1.3B	21.1%



Current Year	\$1.63B	\$1.04B	\$1.18B	\$1.6B	\$1.61B	\$1.21B	\$1.98B	\$2.59B	\$2.74B	\$2.76B	\$2.91B	\$3.1B	\$2.97B
Prior Year	\$1.3B	\$994M	\$1.14B	\$1.48B	\$1.89B	\$2.16B	\$2.26B	\$2.09B	\$2B	\$1.79B	\$1.91B	\$1.78B	\$1.63B
Percent Change from Prior Year	25%	5%	4%	8%	-15%	-44%	-12%	24%	37%	55%	52%	74%	83%



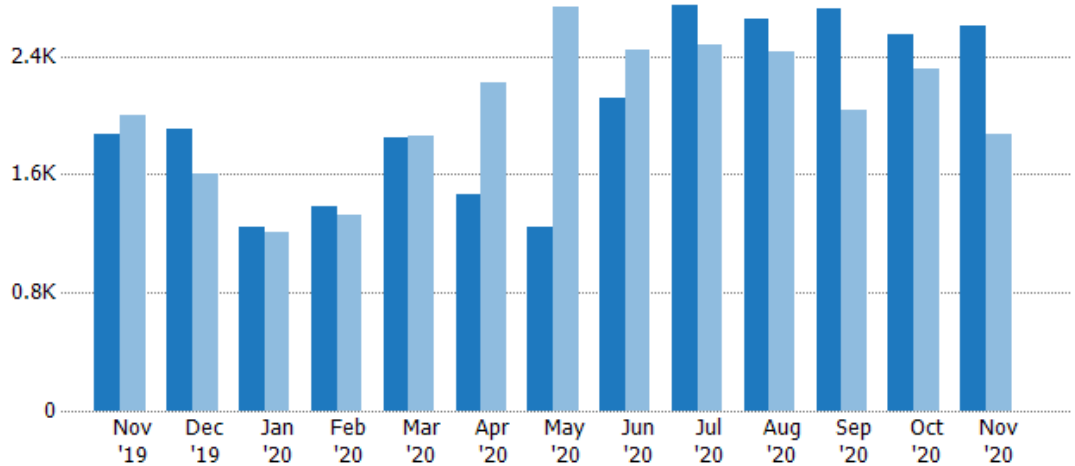
## Closed Sales

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.
Nov '20	2.6K	39.5%
Nov '19	1.87K	-6.5%
Nov '18	2K	11.2%



Current Year	1.87K	1.91K	1.25K	1.38K	1.85K	1.47K	1.24K	2.11K	2.75K	2.66K	2.72K	2.55K	2.6K
Prior Year	2K	1.6K	1.21K	1.33K	1.86K	2.22K	2.73K	2.44K	2.48K	2.43K	2.03K	2.31K	1.87K
Percent Change from Prior Year	-7%	19%	3%	4%	-1%	-34%	-55%	-13%	11%	9%	34%	11%	39%

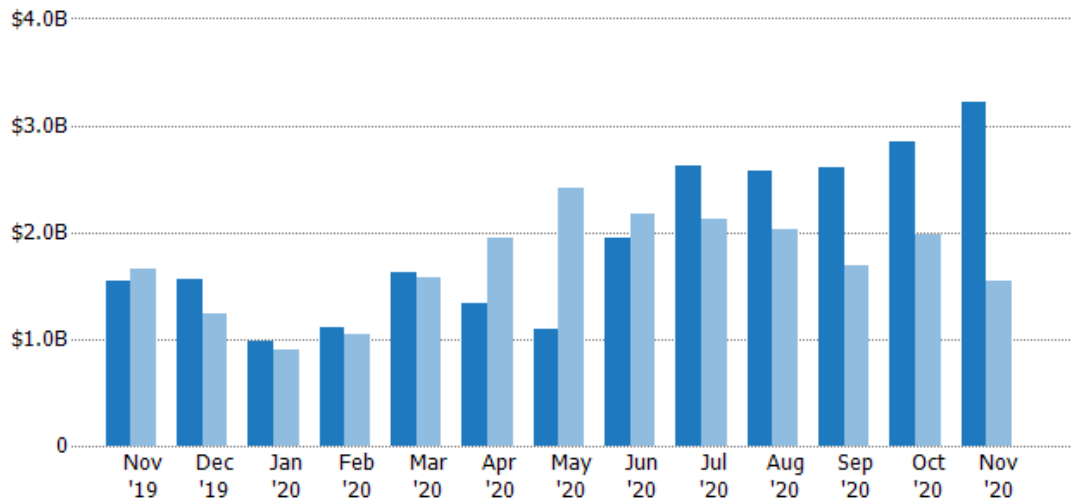
## Closed Sales Volume

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.
Nov '20	\$3.21B	108%
Nov '19	\$1.55B	-6.8%
Nov '18	\$1.66B	4.8%



Current Year	\$1.55B	\$1.56B	\$985M	\$1.11B	\$1.63B	\$1.33B	\$1.09B	\$1.95B	\$2.62B	\$2.58B	\$2.61B	\$2.84B	\$3.21B
Prior Year	\$1.66B	\$1.23B	\$902M	\$1.05B	\$1.58B	\$1.94B	\$2.42B	\$2.17B	\$2.12B	\$2.03B	\$1.69B	\$1.98B	\$1.55B
Percent Change from Prior Year	-7%	27%	9%	6%	3%	-32%	-55%	-10%	24%	27%	54%	44%	108%

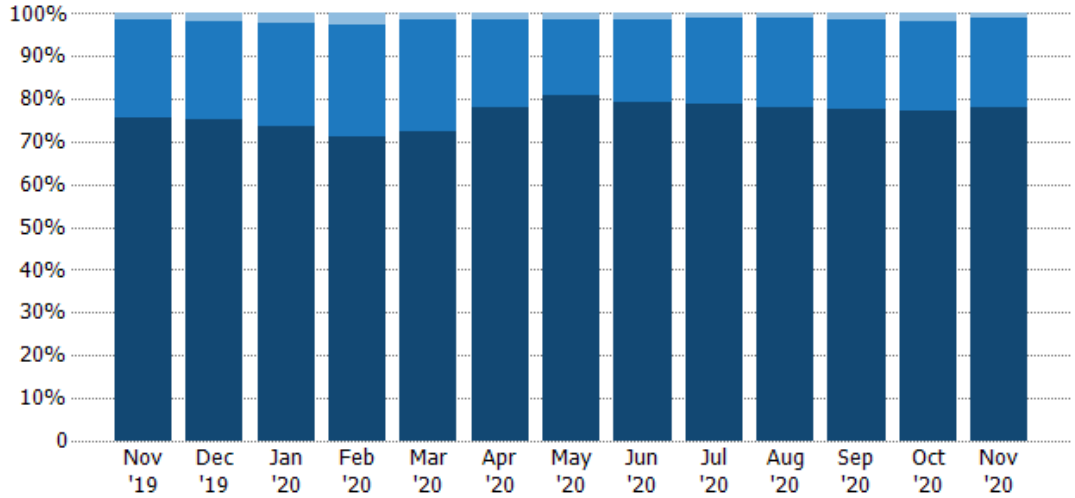


## Closed Sales by Property Type

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

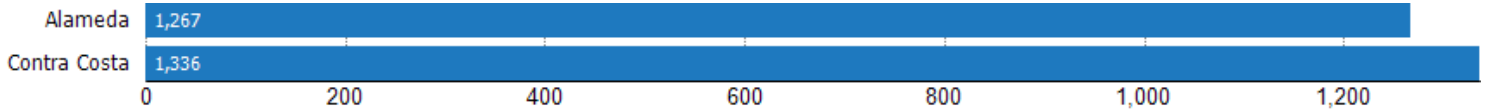


Mobile/Manufactured	2%	2%	2%	3%	2%	1%	2%	1%	1%	1%	1%	2%	1%
Condo/Townhouse	23%	23%	24%	26%	26%	21%	18%	19%	20%	21%	21%	21%	21%
Single Family Residence	76%	75%	74%	71%	72%	78%	81%	79%	79%	78%	78%	77%	78%

## 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

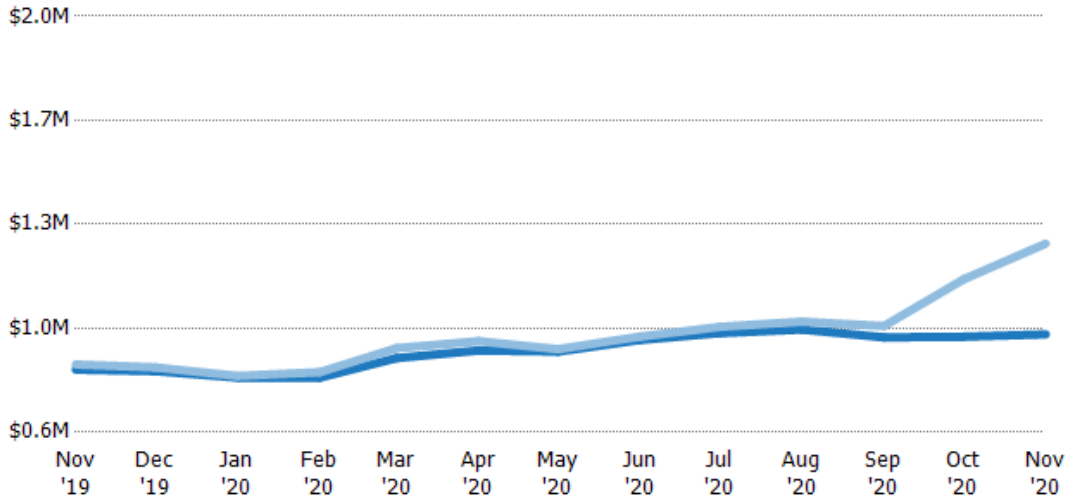


## Average Sales Price vs Average Listing Price

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



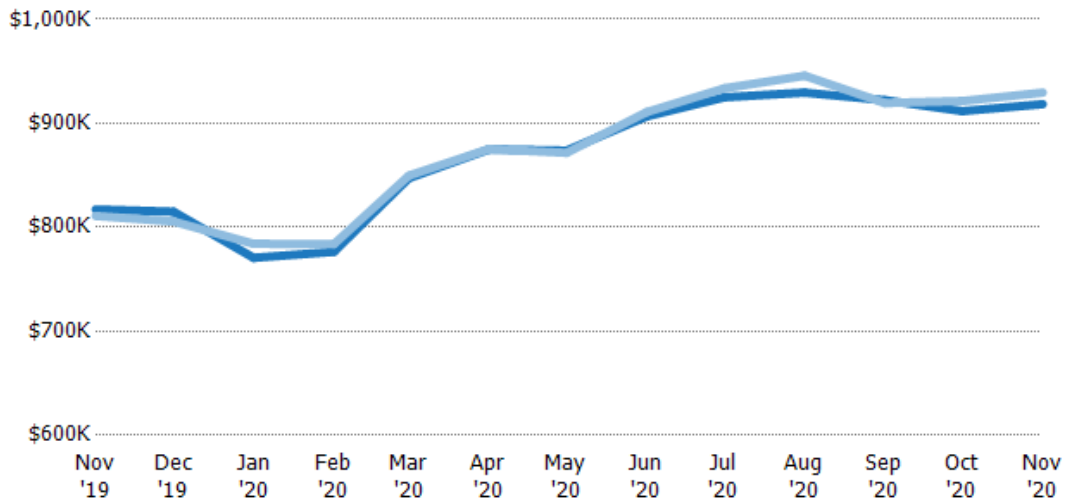
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$811K	\$806K	\$784K	\$784K	\$850K	\$875K	\$872K	\$911K	\$934K	\$946K	\$919K	\$921K	\$929K
Avg Sales Price	\$828K	\$818K	\$789K	\$802K	\$883K	\$906K	\$880K	\$922K	\$955K	\$972K	\$958K	\$1.11M	\$1.23M
Avg Sales Price as a % of Avg List Price	102%	102%	101%	102%	104%	104%	101%	101%	102%	103%	104%	121%	133%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$817K	\$815K	\$771K	\$776K	\$847K	\$875K	\$874K	\$907K	\$925K	\$929K	\$922K	\$912K	\$918K
Avg Sales Price	\$811K	\$806K	\$784K	\$784K	\$850K	\$875K	\$872K	\$911K	\$934K	\$946K	\$919K	\$921K	\$929K
Avg Sales Price as a % of Avg Est Value	99%	99%	102%	101%	100%	100%	100%	100%	101%	102%	100%	101%	101%

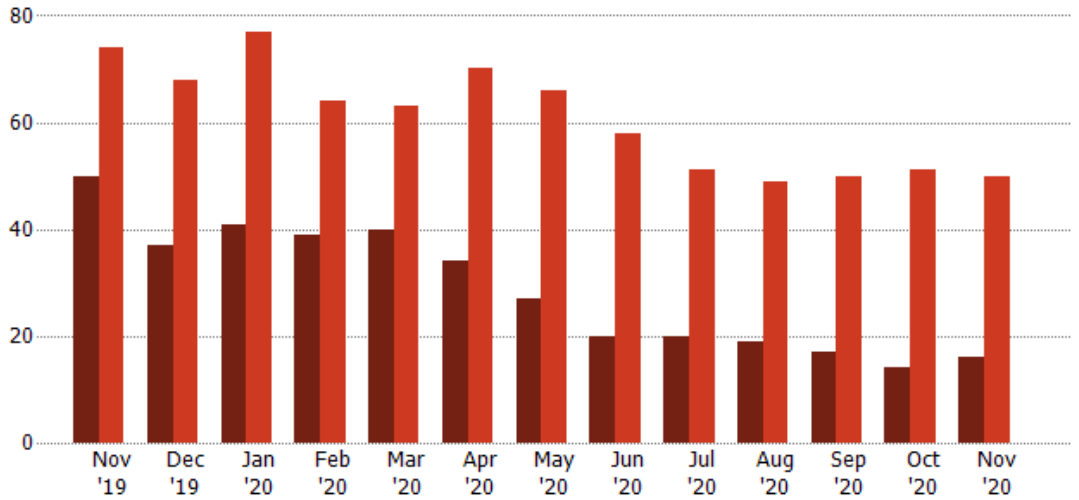
## Distressed Listings

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.
Nov '20	16	-68%
Nov '19	50	-32.4%
Nov '18	74	-8.1%



Current Year	50	37	41	39	40	34	27	20	20	19	17	14	16
Prior Year	74	68	77	64	63	70	66	58	51	49	50	51	50
Percent Change from Prior Year	-32%	-46%	-47%	-39%	-37%	-51%	-59%	-66%	-61%	-61%	-66%	-73%	-68%

## 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:** 12/08/2020

**Scheduled:** No

**Report Date Range:** From 11/2019 To: 11/2020

### 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 11/2020 data

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