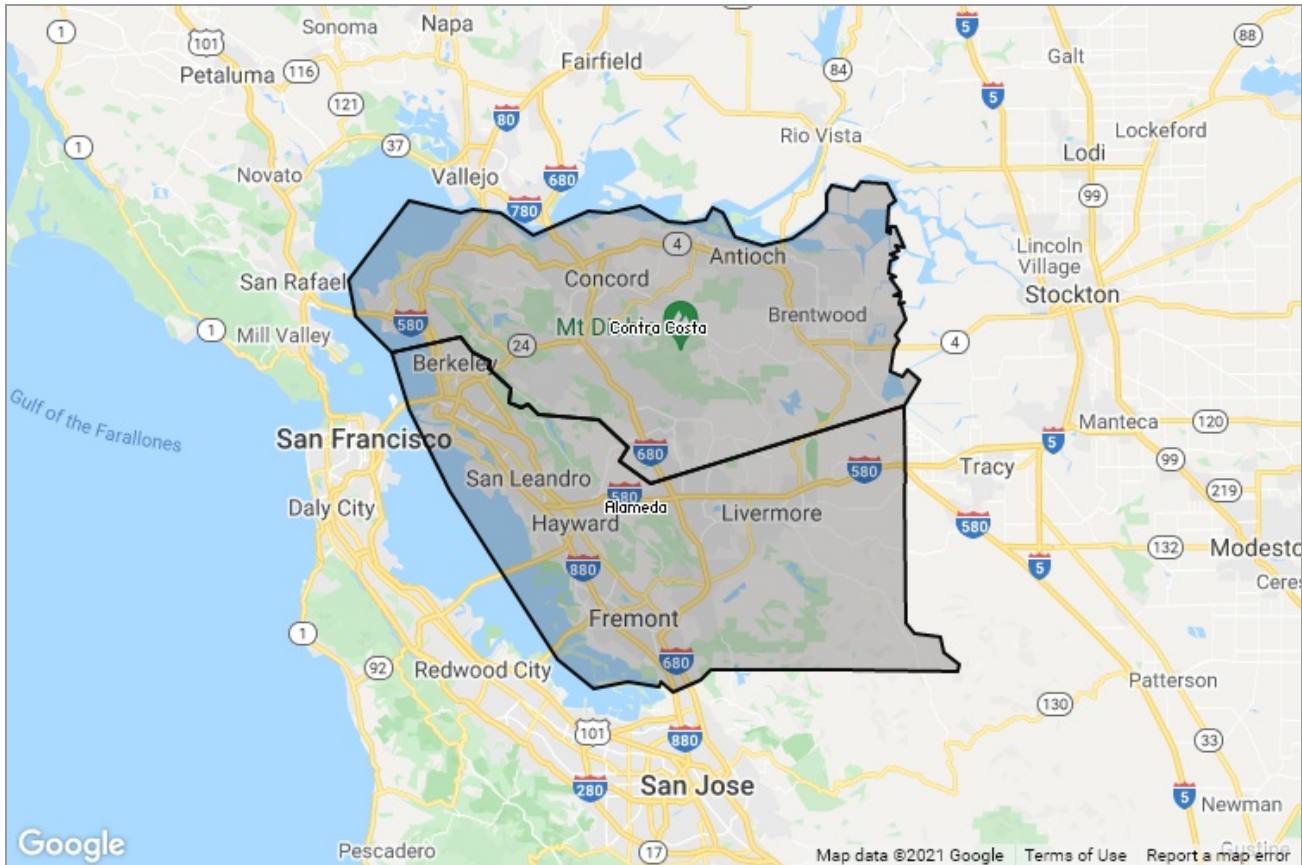


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2020 – 4/2021

Filters Used:
Property Type

Avg/Med: Both

Run Date: 06/01/2021

Scheduled: No

Presented by

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

Director, RPR Industry Relations

(925) 730-4071

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

7021 Koll Center Parkway
Pleasanton, CA 94566

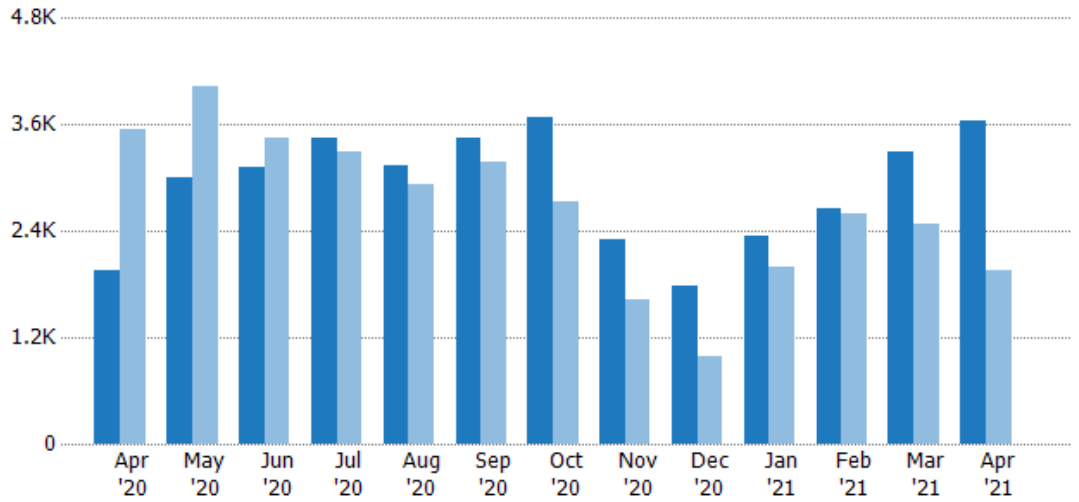
New Listings

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Apr '21	3.63K	86.6%
Apr '20	1.95K	-45%
Apr '19	3.54K	-6%



Current Year	1.95K	3.01K	3.12K	3.44K	3.14K	3.45K	3.68K	2.31K	1.78K	2.35K	2.66K	3.3K	3.63K
Prior Year	3.54K	4.03K	3.45K	3.29K	2.93K	3.17K	2.72K	1.62K	979	2K	2.6K	2.47K	1.95K
Percent Change from Prior Year	-45%	-25%	-10%	5%	7%	9%	35%	43%	82%	17%	3%	33%	87%

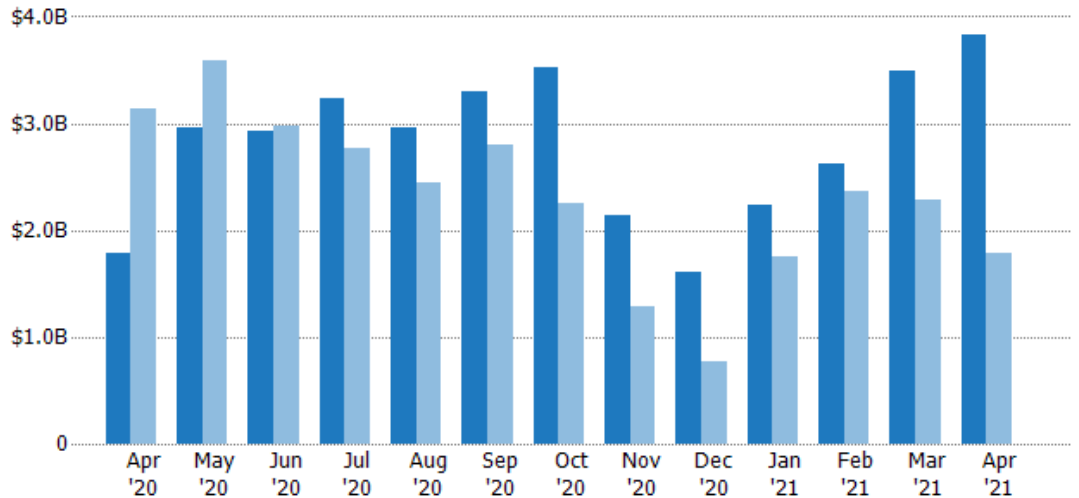
New Listing Volume

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Apr '21	\$3.84B	114.1%
Apr '20	\$1.79B	-42.9%
Apr '19	\$3.14B	-6.1%



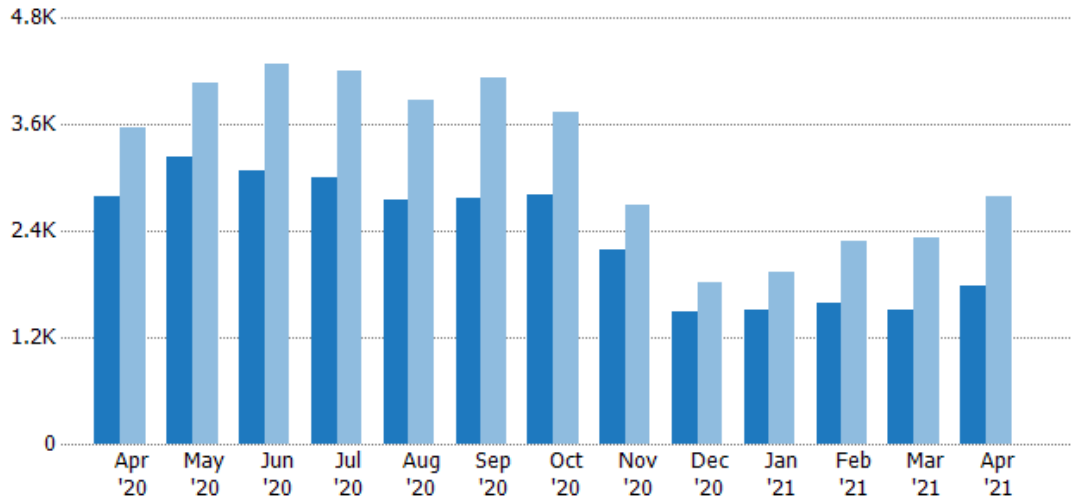
Current Year	\$1.79B	\$2.97B	\$2.93B	\$3.24B	\$2.97B	\$3.3B	\$3.53B	\$2.14B	\$1.6B	\$2.24B	\$2.62B	\$3.5B	\$3.84B
Prior Year	\$3.14B	\$3.6B	\$2.98B	\$2.77B	\$2.45B	\$2.8B	\$2.26B	\$1.29B	\$770M	\$1.75B	\$2.36B	\$2.28B	\$1.79B
Percent Change from Prior Year	-43%	-17%	-1%	17%	21%	18%	56%	66%	108%	28%	11%	53%	114%

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
Property Type: Condo/Townhouse/Apt., Single Family



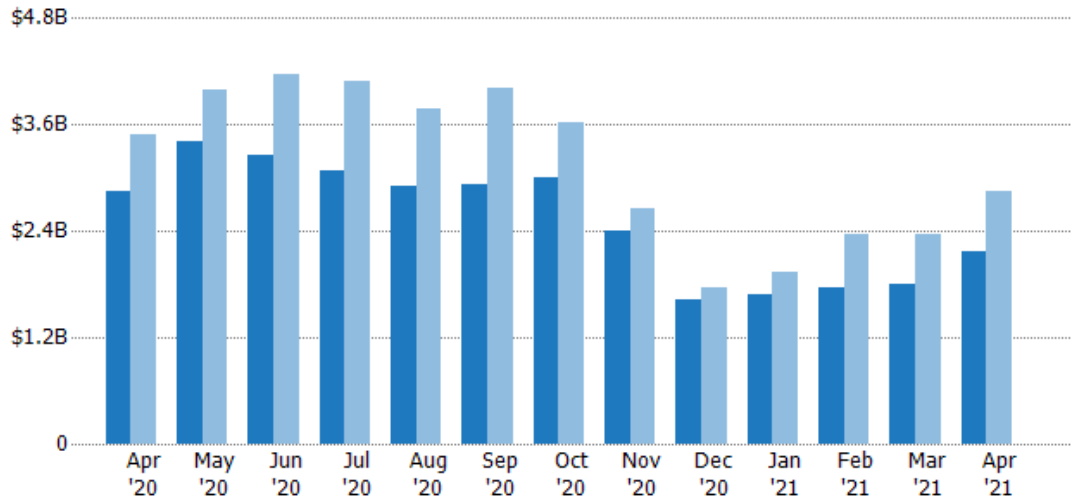
Current Year	2.8K	3.23K	3.09K	3K	2.75K	2.76K	2.81K	2.19K	1.5K	1.51K	1.6K	1.51K	1.78K
Prior Year	3.57K	4.07K	4.29K	4.21K	3.87K	4.14K	3.73K	2.69K	1.81K	1.94K	2.28K	2.33K	2.8K
Percent Change from Prior Year	-22%	-21%	-28%	-29%	-29%	-33%	-25%	-19%	-17%	-22%	-30%	-35%	-36%

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
Property Type: Condo/Townhouse/Apt., Single Family



Current Year	\$2.85B	\$3.4B	\$3.25B	\$3.08B	\$2.91B	\$2.92B	\$3B	\$2.39B	\$1.63B	\$1.68B	\$1.76B	\$1.79B	\$2.16B
Prior Year	\$3.48B	\$3.99B	\$4.17B	\$4.09B	\$3.77B	\$4.02B	\$3.63B	\$2.66B	\$1.77B	\$1.93B	\$2.36B	\$2.36B	\$2.85B
Percent Change from Prior Year	-18%	-15%	-22%	-25%	-23%	-27%	-17%	-10%	-8%	-13%	-25%	-24%	-24%

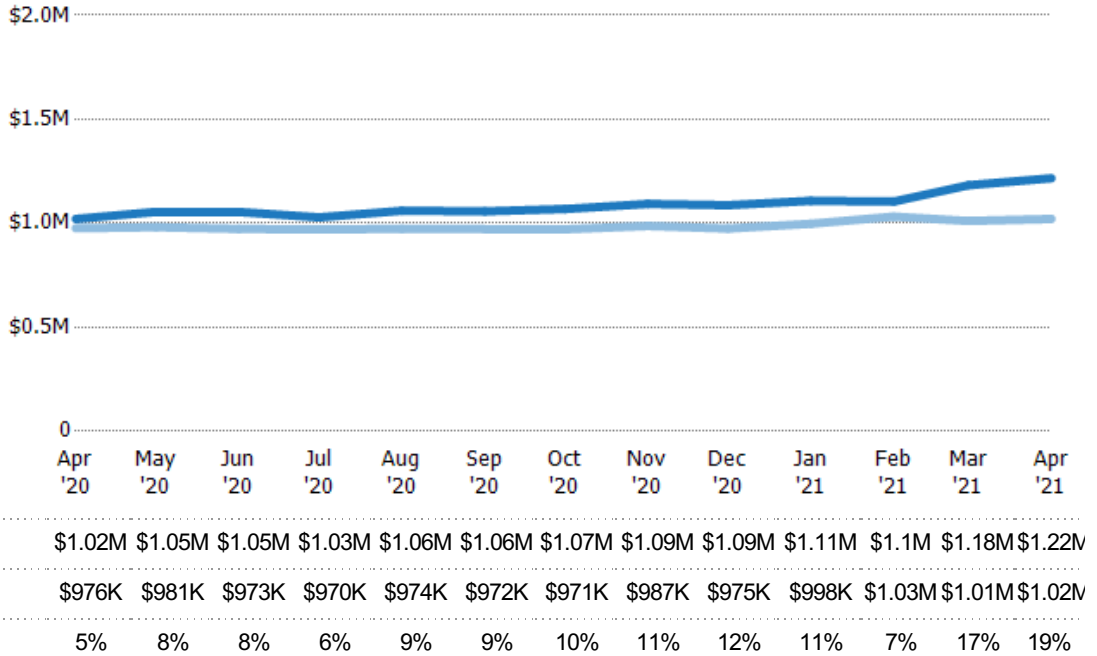
Average Listing Price

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Apr '21	\$1.22M	19.2%
Apr '20	\$1.02M	4.6%
Apr '19	\$976K	4.3%



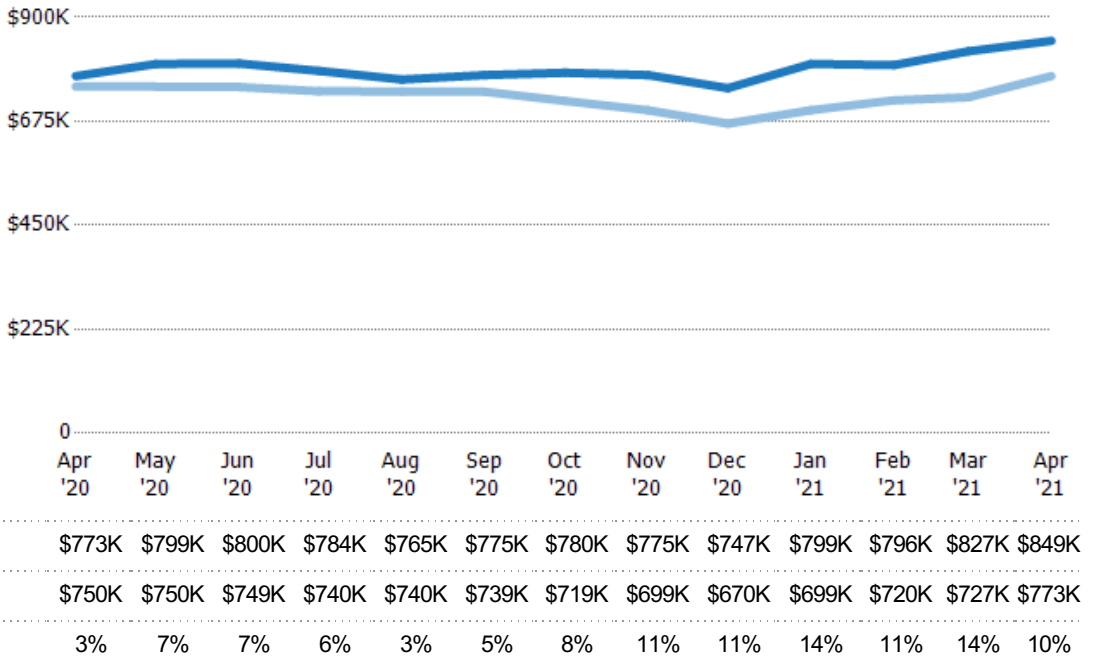
Median Listing Price

The median 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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Apr '21	\$849K	9.9%
Apr '20	\$773K	3%
Apr '19	\$750K	-0.1%

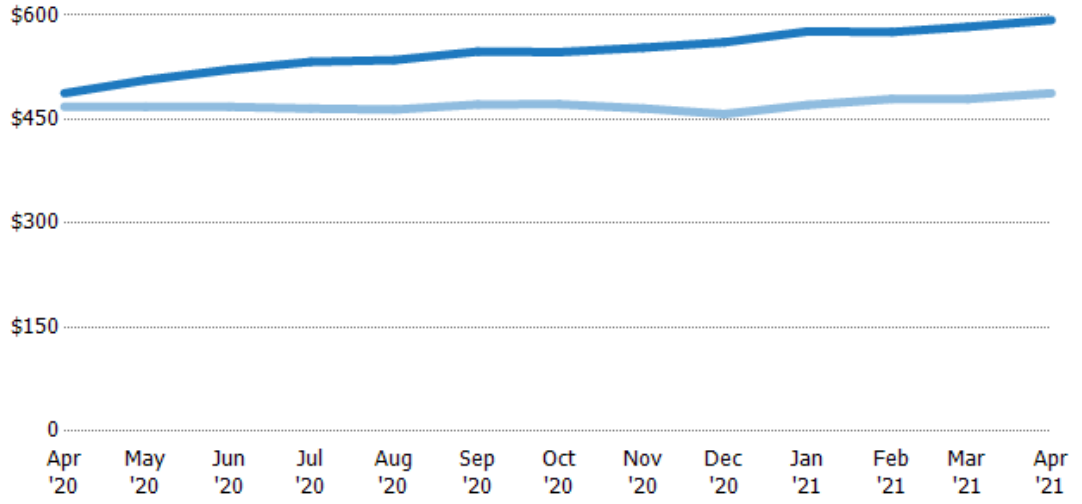


Average Listing Price per Sq Ft

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
Property Type: Condo/Townhouse/Apt., Single Family



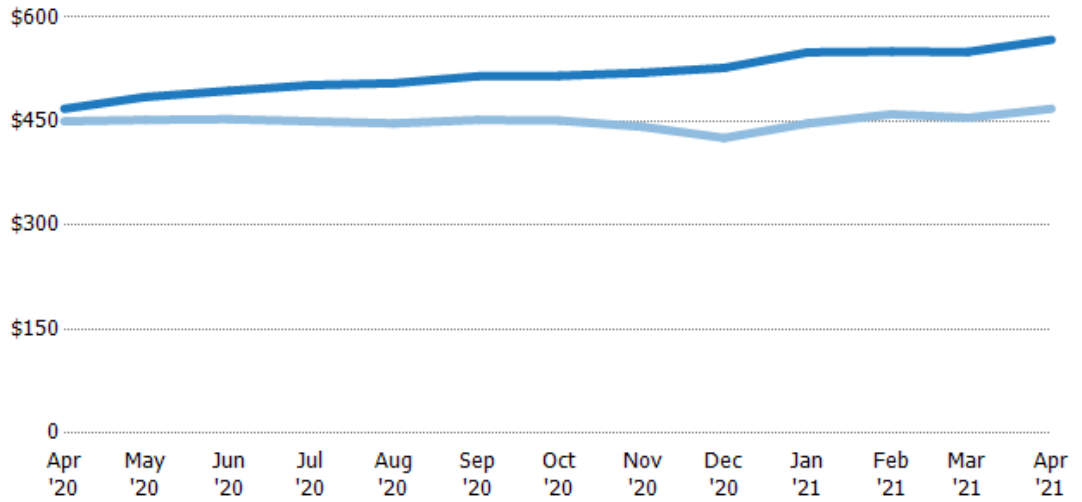
Current Year	\$488	\$507	\$522	\$533	\$535	\$548	\$547	\$553	\$561	\$577	\$576	\$583	\$593
Prior Year	\$468	\$468	\$468	\$465	\$464	\$471	\$472	\$466	\$458	\$471	\$479	\$479	\$488
Percent Change from Prior Year	4%	8%	11%	14%	15%	16%	16%	19%	23%	23%	20%	22%	22%

Median Listing Price per Sq Ft

The median 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
Property Type: Condo/Townhouse/Apt., Single Family



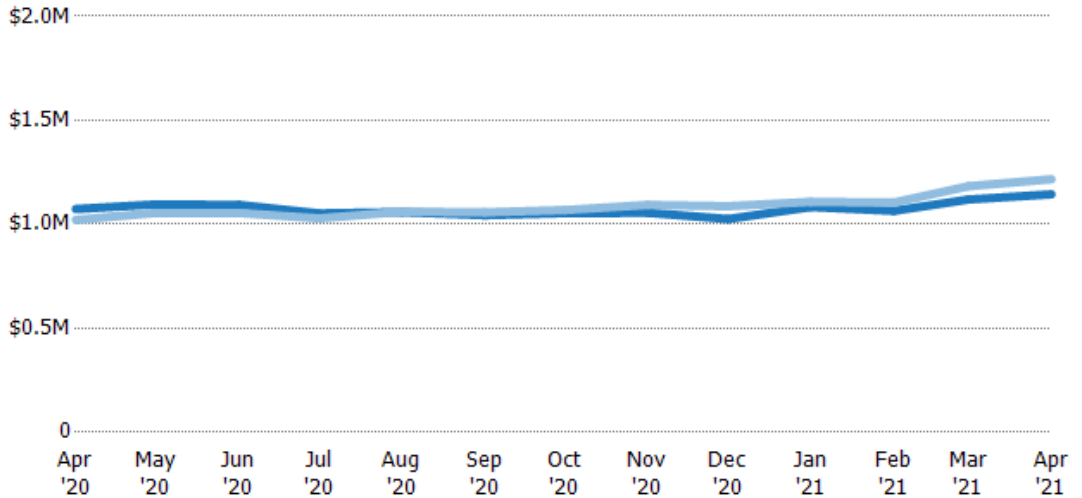
Current Year	\$468	\$485	\$494	\$502	\$505	\$515	\$516	\$520	\$527	\$550	\$551	\$550	\$568
Prior Year	\$450	\$452	\$453	\$450	\$447	\$452	\$451	\$442	\$426	\$447	\$460	\$455	\$468
Percent Change from Prior Year	4%	7%	9%	12%	13%	14%	14%	18%	24%	23%	20%	21%	21%

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
Property Type: Condo/Townhouse/Apt., Single Family

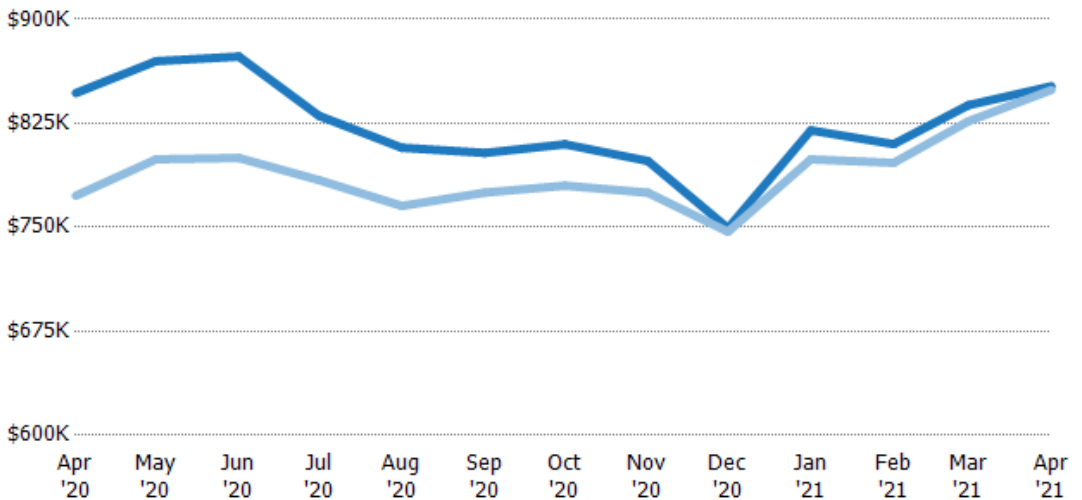


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median 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
Property Type: Condo/Townhouse/Apt., Single Family



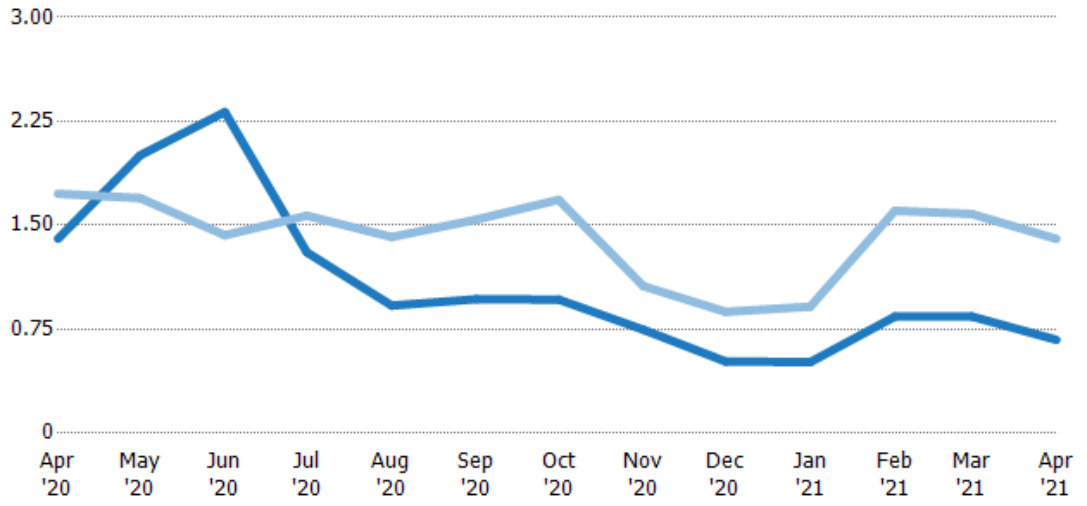
Months of Inventory

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Months	% Chg.
Apr '21	0	-52%
Apr '20	1.4	-18.8%
Apr '19	1.73	-37.6%



Current Year	1.4	2	2.32	1.3	0	0	0	0	0	0	0	0	0
Prior Year	1.73	1.7	1.43	1.57	1.42	1.54	1.68	1.06	0	0	1.61	1.58	1.4
Percent Change from Prior Year	-19%	18%	62%	-17%	-35%	-37%	-43%	-30%	-41%	-44%	-48%	-47%	-52%

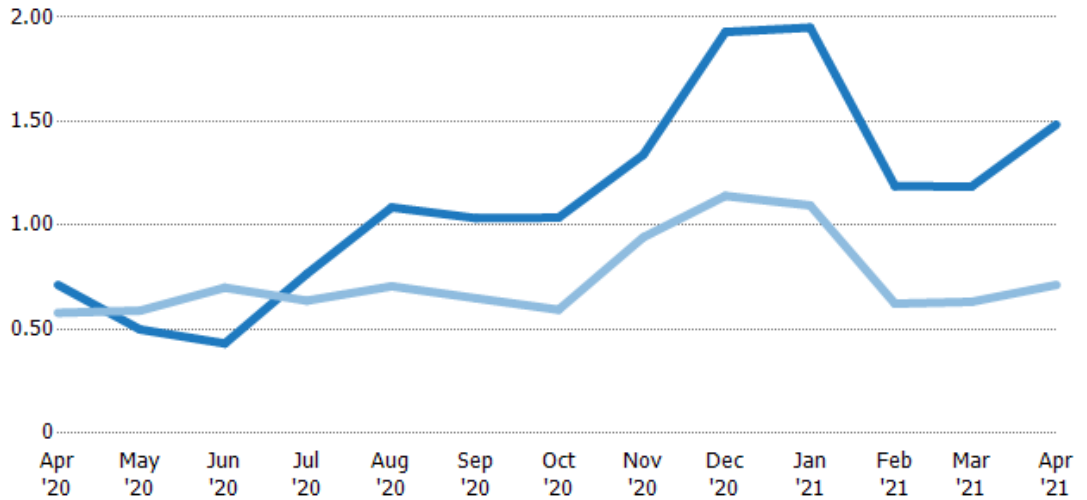
Absorption Rate

The percentage of inventory sold per month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Apr '21	148%	-77.1%
Apr '20	71%	-13.4%
Apr '19	58%	60.2%



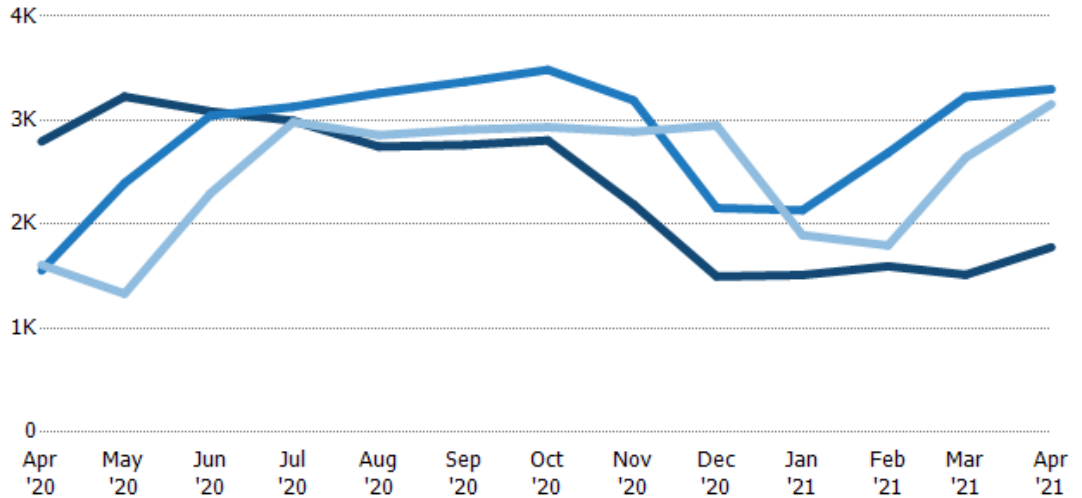
Current Year	71%	50%	43%	77%	109%	103%	104%	134%	193%	195%	119%	119%	148%
Prior Year	58%	59%	70%	64%	71%	65%	59%	94%	114%	110%	62%	63%	71%
Change from Prior Year	-13%	9%	27%	-13%	-38%	-39%	-44%	-40%	-79%	-85%	-56%	-55%	-77%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family



Active	2.8K	3.23K	3.09K	3K	2.75K	2.76K	2.81K	2.19K	1.5K	1.51K	1.6K	1.51K	1.78K
Pending	1.56K	2.4K	3.04K	3.13K	3.26K	3.37K	3.49K	3.19K	2.16K	2.13K	2.69K	3.23K	3.3K
Sold	1.61K	1.33K	2.3K	2.98K	2.86K	2.91K	2.93K	2.89K	2.95K	1.9K	1.8K	2.64K	3.16K

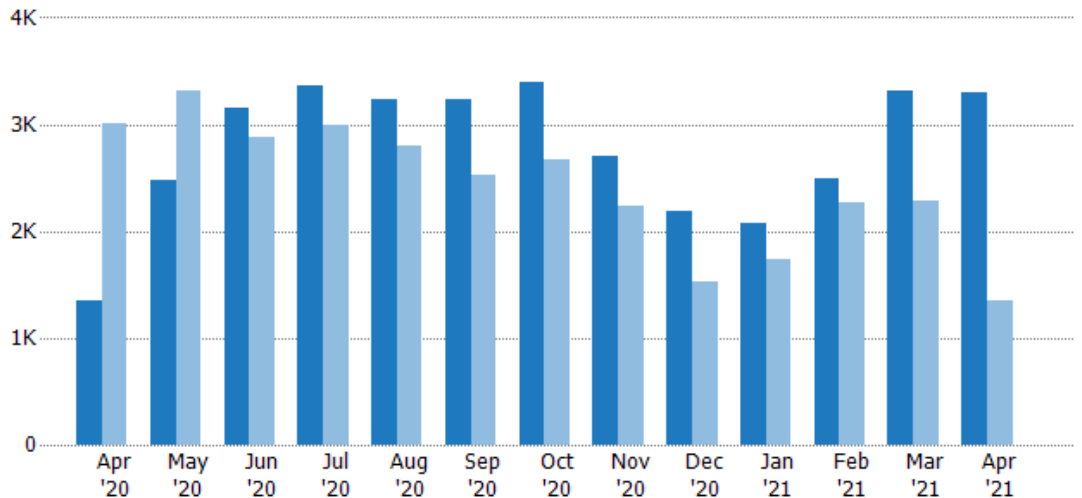
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Apr '21	3.3K	143.5%
Apr '20	1.35K	-55.1%
Apr '19	3.02K	-8%



Current Year	1.35K	2.47K	3.15K	3.37K	3.23K	3.24K	3.39K	2.7K	2.19K	2.07K	2.5K	3.31K	3.3K
Prior Year	3.02K	3.32K	2.87K	2.99K	2.8K	2.53K	2.67K	2.23K	1.53K	1.73K	2.27K	2.28K	1.35K
Percent Change from Prior Year	-55%	-26%	10%	12%	16%	28%	27%	21%	43%	19%	10%	45%	144%

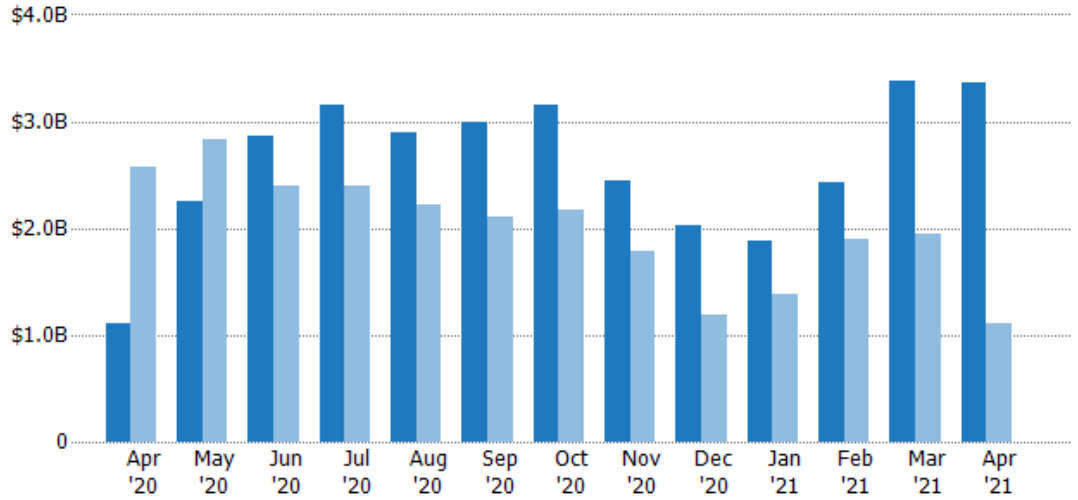
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Apr '21	\$3.37B	203.6%
Apr '20	\$1.11B	-56.9%
Apr '19	\$2.57B	-9%



Current Year	\$1.11B	\$2.25B	\$2.87B	\$3.15B	\$2.9B	\$2.99B	\$3.15B	\$2.45B	\$2.02B	\$1.88B	\$2.43B	\$3.37B	\$3.37B
Prior Year	\$2.57B	\$2.83B	\$2.4B	\$2.39B	\$2.22B	\$2.1B	\$2.16B	\$1.78B	\$1.19B	\$1.37B	\$1.89B	\$1.95B	\$1.11B
Percent Change from Prior Year	-57%	-21%	19%	32%	31%	42%	46%	38%	71%	37%	28%	73%	204%

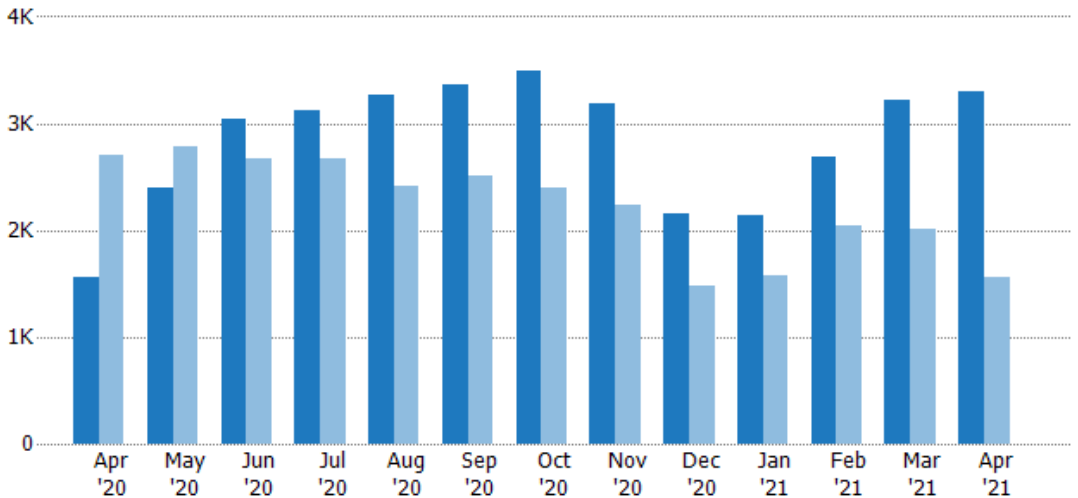
Pending Sales

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Apr '21	3.3K	112.1%
Apr '20	1.56K	-42.5%
Apr '19	2.71K	2.8%



Current Year	1.56K	2.4K	3.04K	3.13K	3.26K	3.37K	3.49K	3.19K	2.16K	2.13K	2.69K	3.23K	3.3K
Prior Year	2.71K	2.79K	2.67K	2.68K	2.41K	2.52K	2.4K	2.23K	1.48K	1.58K	2.05K	2.01K	1.56K
Percent Change from Prior Year	-43%	-14%	14%	17%	35%	34%	45%	43%	46%	35%	31%	60%	112%

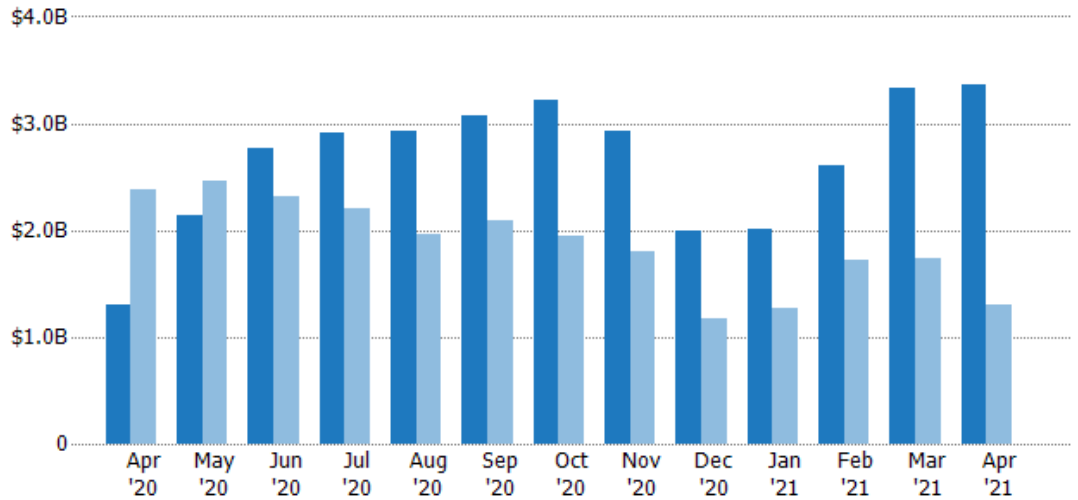
Pending Sales Volume

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Apr '21	\$3.37B	158.1%
Apr '20	\$1.31B	-45.2%
Apr '19	\$2.38B	0.4%



Current Year	\$1.31B	\$2.14B	\$2.77B	\$2.91B	\$2.93B	\$3.07B	\$3.22B	\$2.93B	\$2B	\$2B	\$2.61B	\$3.33B	\$3.37B
Prior Year	\$2.38B	\$2.46B	\$2.31B	\$2.2B	\$1.96B	\$2.1B	\$1.95B	\$1.8B	\$1.16B	\$1.27B	\$1.72B	\$1.73B	\$1.31B
Percent Change from Prior Year	-45%	-13%	20%	32%	50%	47%	65%	63%	72%	58%	51%	92%	158%

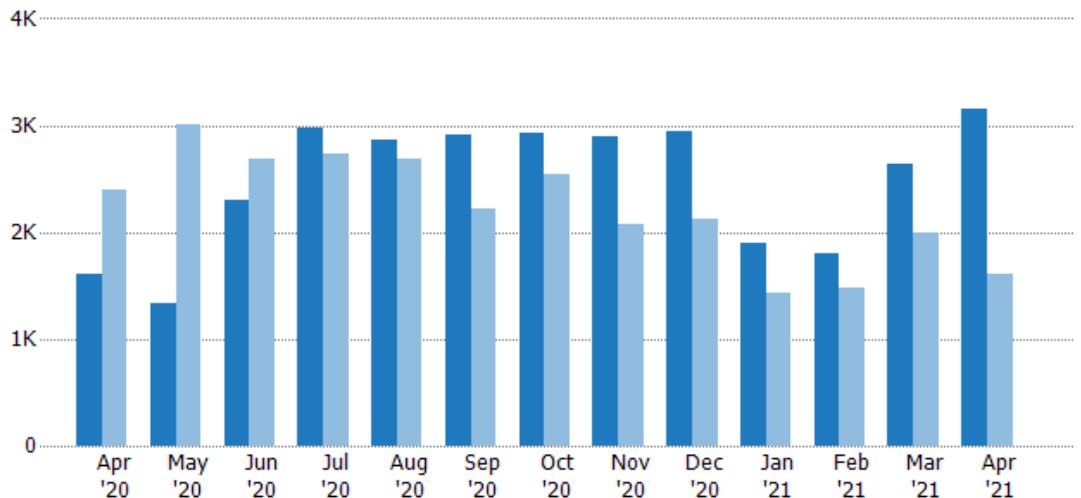
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Apr '21	3.16K	96%
Apr '20	1.61K	-32.9%
Apr '19	2.4K	3.1%



Current Year	1.61K	1.33K	2.3K	2.98K	2.86K	2.91K	2.93K	2.89K	2.95K	1.9K	1.8K	2.64K	3.16K
Prior Year	2.4K	3K	2.68K	2.74K	2.68K	2.22K	2.54K	2.07K	2.12K	1.42K	1.47K	1.99K	1.61K
Percent Change from Prior Year	-33%	-56%	-14%	9%	6%	31%	16%	40%	39%	33%	22%	32%	96%

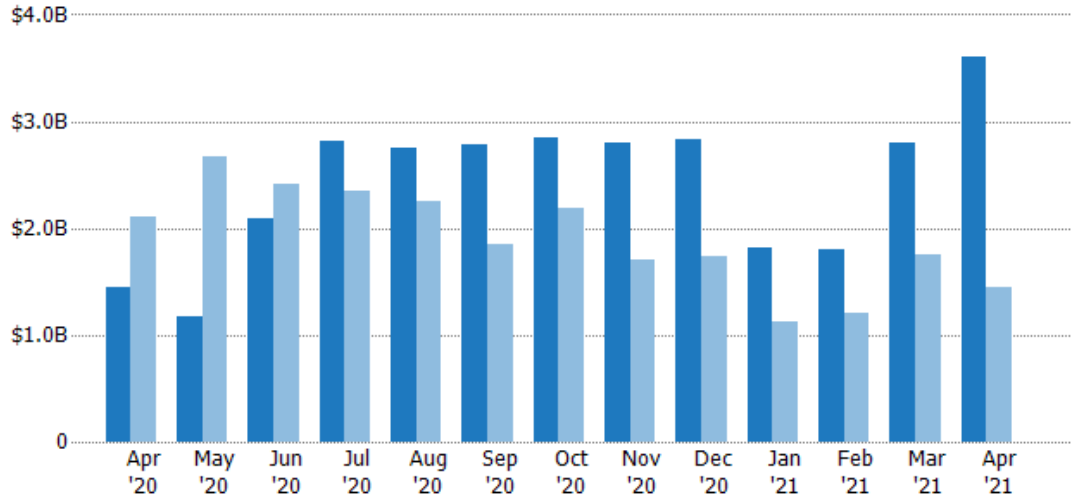
Closed Sales Volume

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Volume	% Chg.
Apr '21	\$3.6B	149.3%
Apr '20	\$1.45B	-31.3%
Apr '19	\$2.1B	3.6%



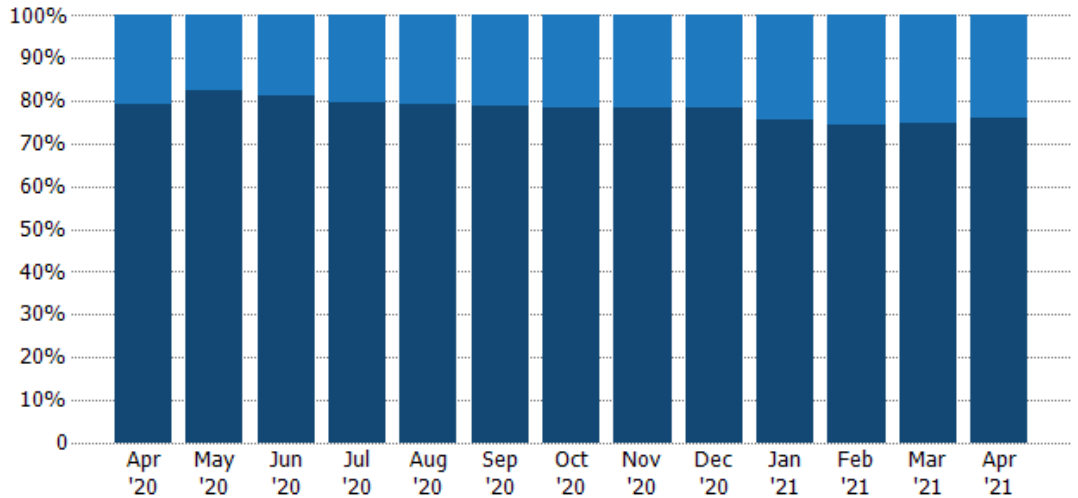
Current Year	\$1.45B	\$1.18B	\$2.09B	\$2.82B	\$2.75B	\$2.78B	\$2.84B	\$2.79B	\$2.84B	\$1.81B	\$1.8B	\$2.79B	\$3.6B
Prior Year	\$2.1B	\$2.67B	\$2.41B	\$2.34B	\$2.25B	\$1.85B	\$2.18B	\$1.71B	\$1.74B	\$1.13B	\$1.2B	\$1.75B	\$1.45B
Percent Change from Prior Year	-31%	-56%	-13%	20%	22%	50%	30%	64%	63%	61%	49%	59%	149%

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
Property Type: Condo/Townhouse/Apt., Single Family



Condo/Townhouse	21%	17%	19%	20%	21%	21%	22%	21%	22%	24%	26%	25%	24%
Single Family Residence	79%	83%	81%	80%	79%	79%	78%	79%	78%	76%	74%	75%	76%

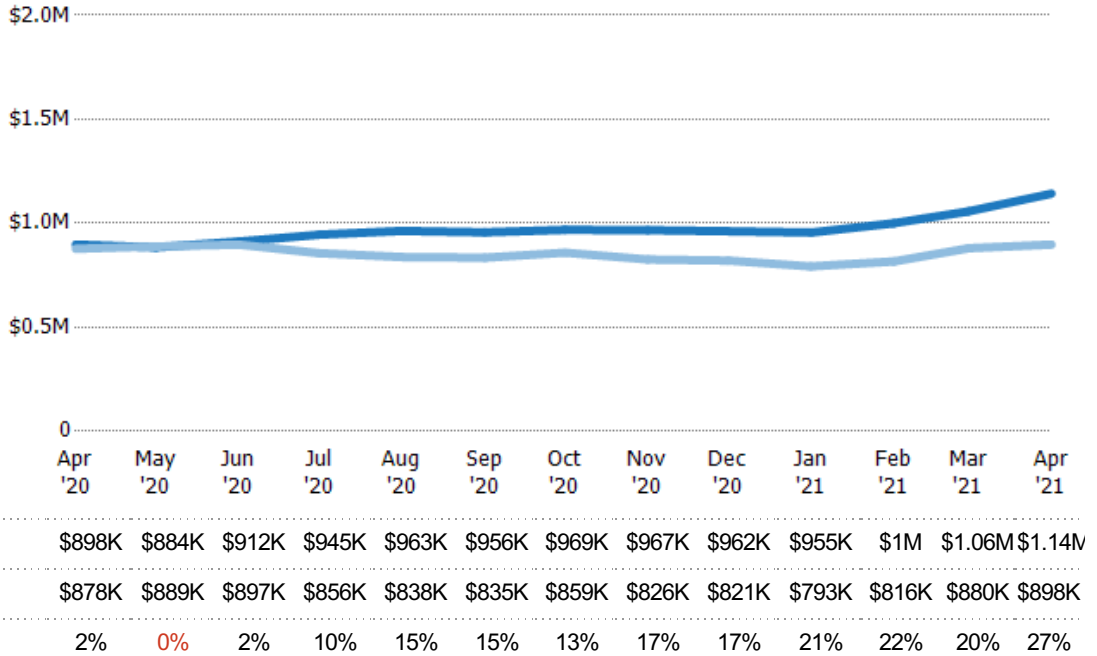
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Apr '21	\$1.14M	27.2%
Apr '20	\$898K	2.3%
Apr '19	\$878K	0.5%



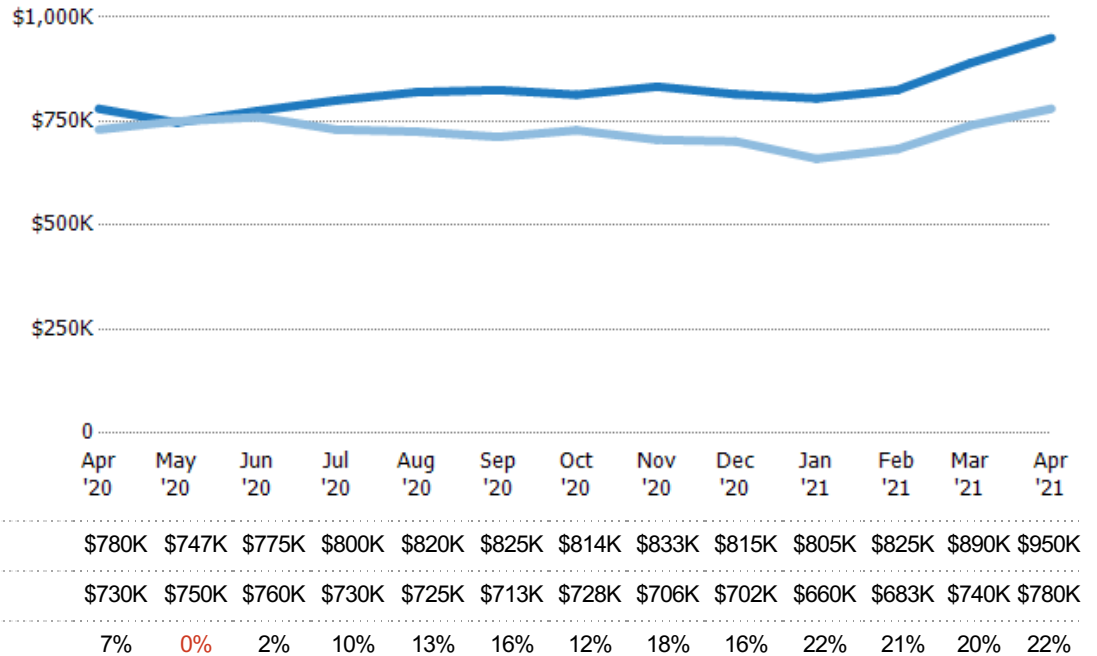
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Apr '21	\$950K	21.8%
Apr '20	\$780K	6.8%
Apr '19	\$730K	1.6%



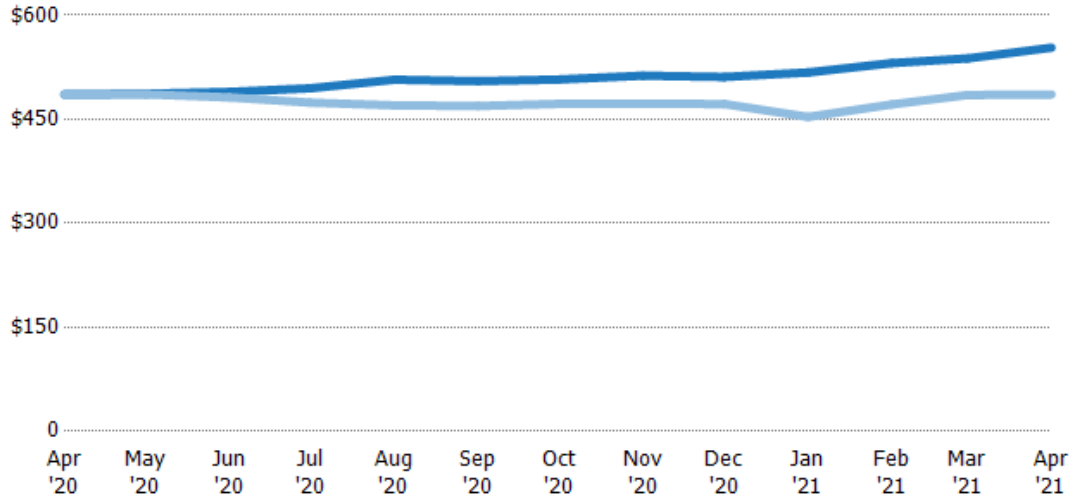
Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price/sq ft	% Chg.
Apr '21	\$553	13.9%
Apr '20	\$486	—
Apr '19	\$486	-5%



Current Year	\$486	\$487	\$490	\$495	\$507	\$505	\$507	\$513	\$511	\$518	\$531	\$538	\$553
Prior Year	\$486	\$486	\$482	\$474	\$470	\$469	\$472	\$473	\$472	\$453	\$471	\$485	\$486
Percent Change from Prior Year	0	0%	2%	4%	8%	8%	7%	9%	8%	14%	13%	11%	14%

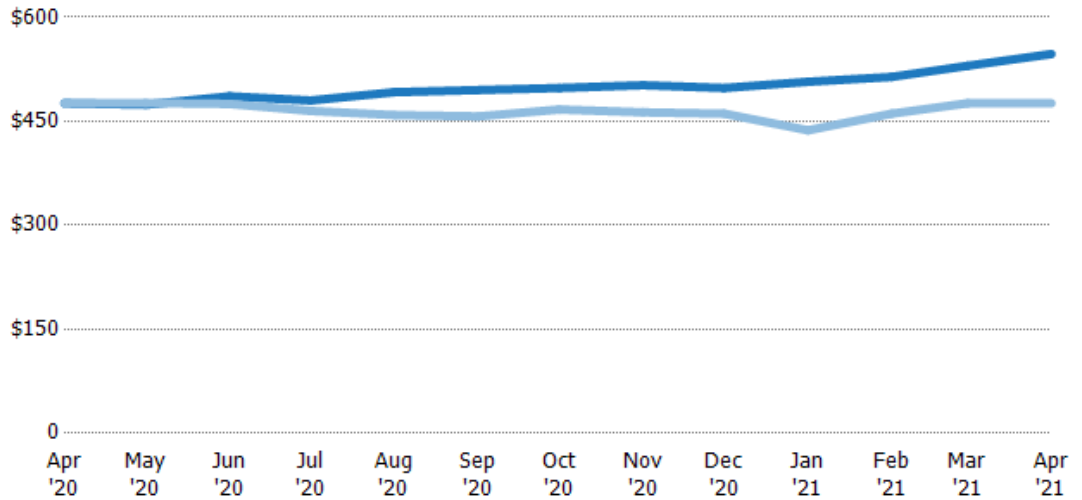
Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price/sq ft	% Chg.
Apr '21	\$547	14.9%
Apr '20	\$476	0%
Apr '19	\$476	-4.8%



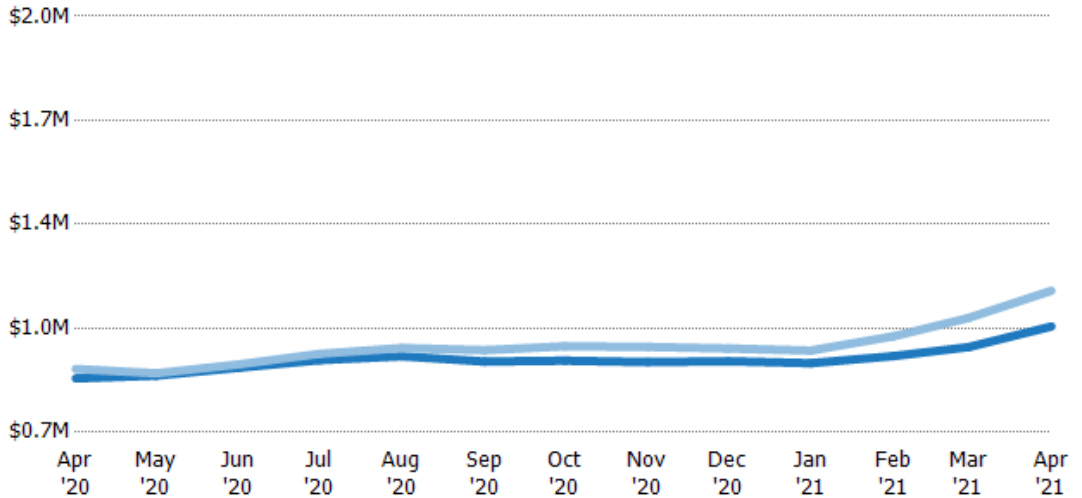
Current Year	\$476	\$474	\$486	\$480	\$492	\$495	\$498	\$502	\$498	\$507	\$514	\$530	\$547
Prior Year	\$476	\$477	\$475	\$465	\$459	\$457	\$467	\$463	\$461	\$437	\$461	\$476	\$476
Percent Change from Prior Year	0%	-1%	2%	3%	7%	8%	7%	8%	8%	16%	11%	11%	15%

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
Property Type: Condo/Townhouse/Apt., Single Family



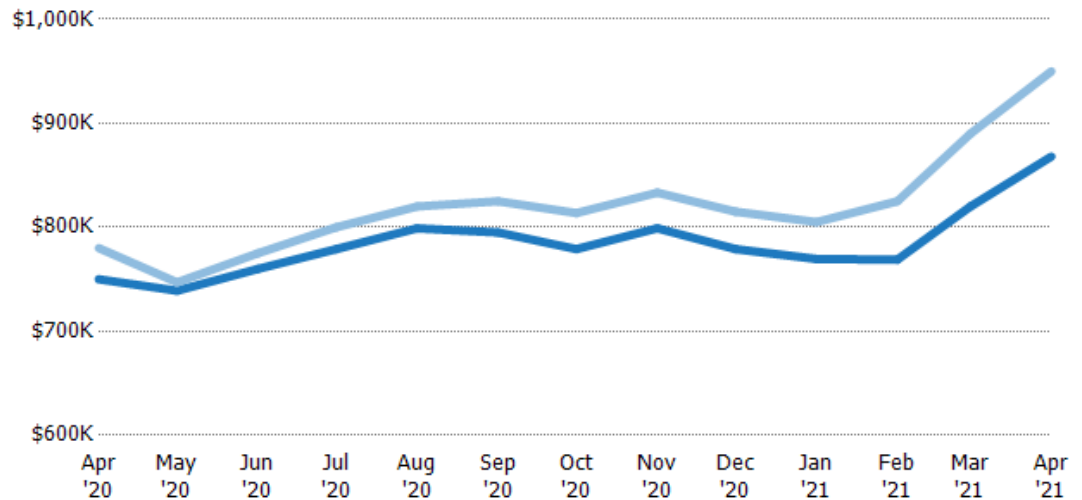
Avg List Price	\$868K	\$877K	\$902K	\$925K	\$937K	\$921K	\$924K	\$919K	\$922K	\$916K	\$938K	\$966K	\$1.03M
Avg Sales Price	\$898K	\$884K	\$912K	\$945K	\$963K	\$956K	\$969K	\$967K	\$962K	\$955K	\$1M	\$1.06M	\$1.14M
Avg Sales Price as a % of Avg List Price	103%	101%	101%	102%	103%	104%	105%	105%	104%	104%	107%	109%	111%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

MLS: Contra Costa Association of REALTORS®, Bay East Association of REALTORS®, and bridgeMLS
Property Type: Condo/Townhouse/Apt., Single Family



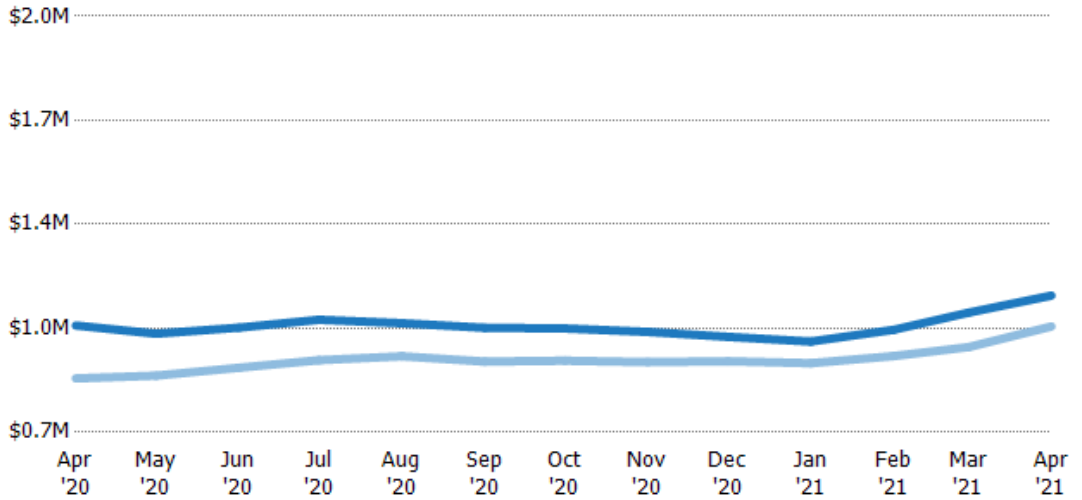
Median List Price	\$750K	\$739K	\$760K	\$779K	\$799K	\$795K	\$779K	\$799K	\$779K	\$770K	\$769K	\$820K	\$868K
Median Sales Price	\$780K	\$747K	\$775K	\$800K	\$820K	\$825K	\$814K	\$833K	\$815K	\$805K	\$825K	\$890K	\$950K
Med Sales Price as a % of Med List Price	104%	101%	102%	103%	103%	104%	104%	104%	105%	105%	107%	109%	109%

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
Property Type: Condo/Townhouse/Apt., Single Family



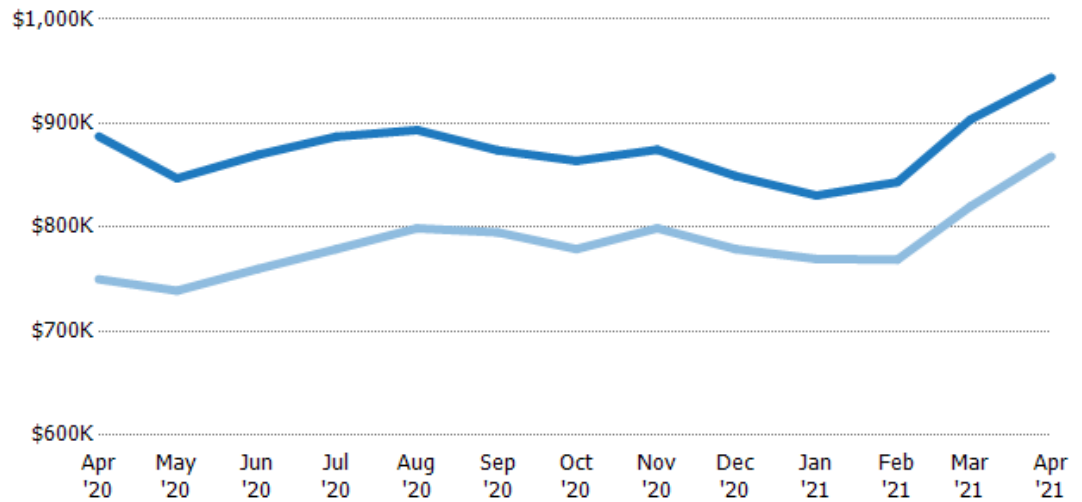
Avg Est Value	\$1.03M	\$1.01M	\$1.03M	\$1.05M	\$1.04M	\$1.03M	\$1.02M	\$1.01M	\$998K	\$984K	\$1.02M	\$1.07M	\$1.13M
Avg Sales Price	\$868K	\$877K	\$902K	\$925K	\$937K	\$921K	\$924K	\$919K	\$922K	\$916K	\$938K	\$966K	\$1.03M
Avg Sales Price as a % of Avg Est Value	84%	87%	88%	88%	90%	90%	90%	91%	92%	93%	92%	90%	91%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median 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
Property Type: Condo/Townhouse/Apt., Single Family



Median Est Value	\$887K	\$847K	\$870K	\$887K	\$893K	\$874K	\$864K	\$875K	\$849K	\$831K	\$843K	\$904K	\$944K
Median Sales Price	\$750K	\$739K	\$760K	\$779K	\$799K	\$795K	\$779K	\$799K	\$779K	\$770K	\$769K	\$820K	\$868K
Med Sales Price as a % of Med Est Value	85%	87%	87%	88%	89%	91%	90%	91%	92%	93%	91%	91%	92%

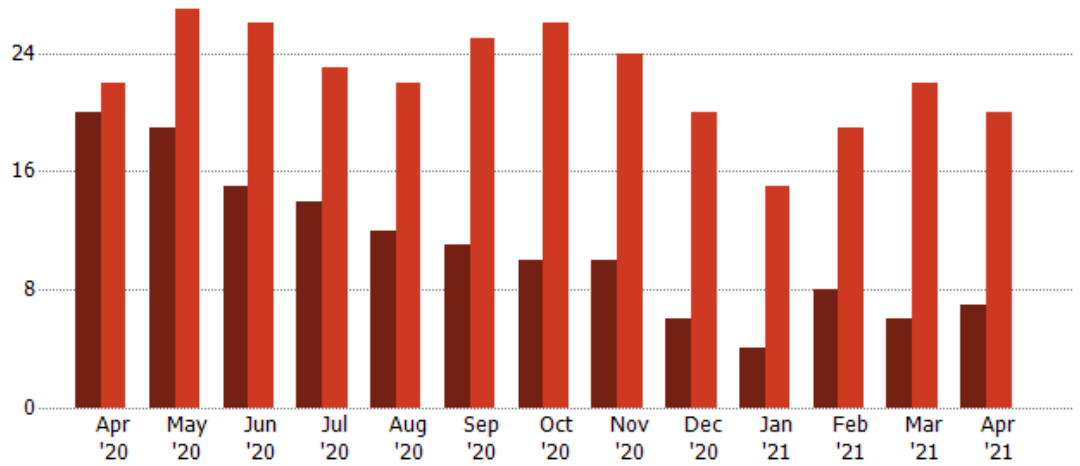
Distressed Listings

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
Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Count	% Chg.
Apr '21	7	-65%
Apr '20	20	-9.1%
Apr '19	22	-22.7%



Current Year	20	19	15	14	12	11	10	10	6	4	8	6	7
Prior Year	22	27	26	23	22	25	26	24	20	15	19	22	20
Percent Change from Prior Year	-9%	-30%	-42%	-39%	-45%	-56%	-62%	-58%	-70%	-73%	-58%	-73%	-65%

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: 06/01/2021

Scheduled: No

Report Date Range: From 4/2020 To: 4/2021

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 type="checkbox"/> Include Metrics By | <input checked="" type="checkbox"/> Medians |

Listing Filters

Property Types: Condo/Townhouse/Apt. Single Family

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code: All

Listing Activity Charts

- ☒ New Listings
- ☒ Active Listings
- ☒ Avg/Med Listing Price
- ☒ Avg/Med Listing Price per Sq Ft
- ☒ Avg/Med 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
- ☒ Avg/Med Sales Price
- ☒ Avg/Med Sales Price per Sq Ft
- ☒ Avg/Med Sales Price vs Listing Price
- ☒ Avg/Med Sales Price vs Est Value

Distressed Charts

- ☒ Distressed Listings
- ☐ Distressed Sales

Data Tables Using 5/2021 data

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