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## **Contra Costa County Market Dynamics & Seasonality**

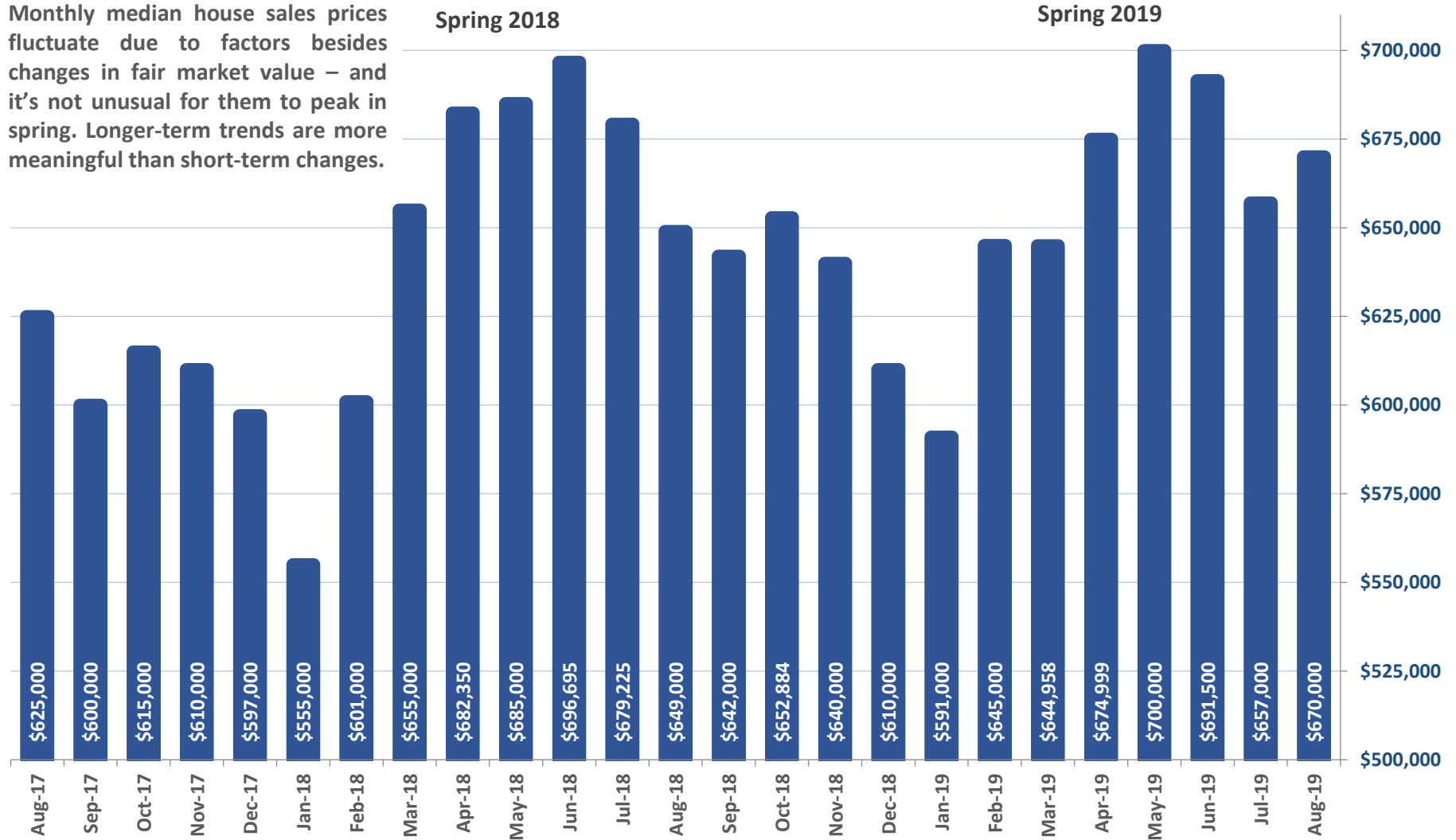
Sales prices, overbidding, supply and demand -  
all are affected by market seasonality.

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# Contra Costa County Market Dynamics

## Median HOUSE Sales Prices, by Month

Monthly median house sales prices fluctuate due to factors besides changes in fair market value – and it's not unusual for them to peak in spring. Longer-term trends are more meaningful than short-term changes.



Median house sales prices as reported to MLS. Last month's price is a preliminary reading and may change due to late-reported sales. Analysis may contain errors and subject to revision. All numbers are approximate.

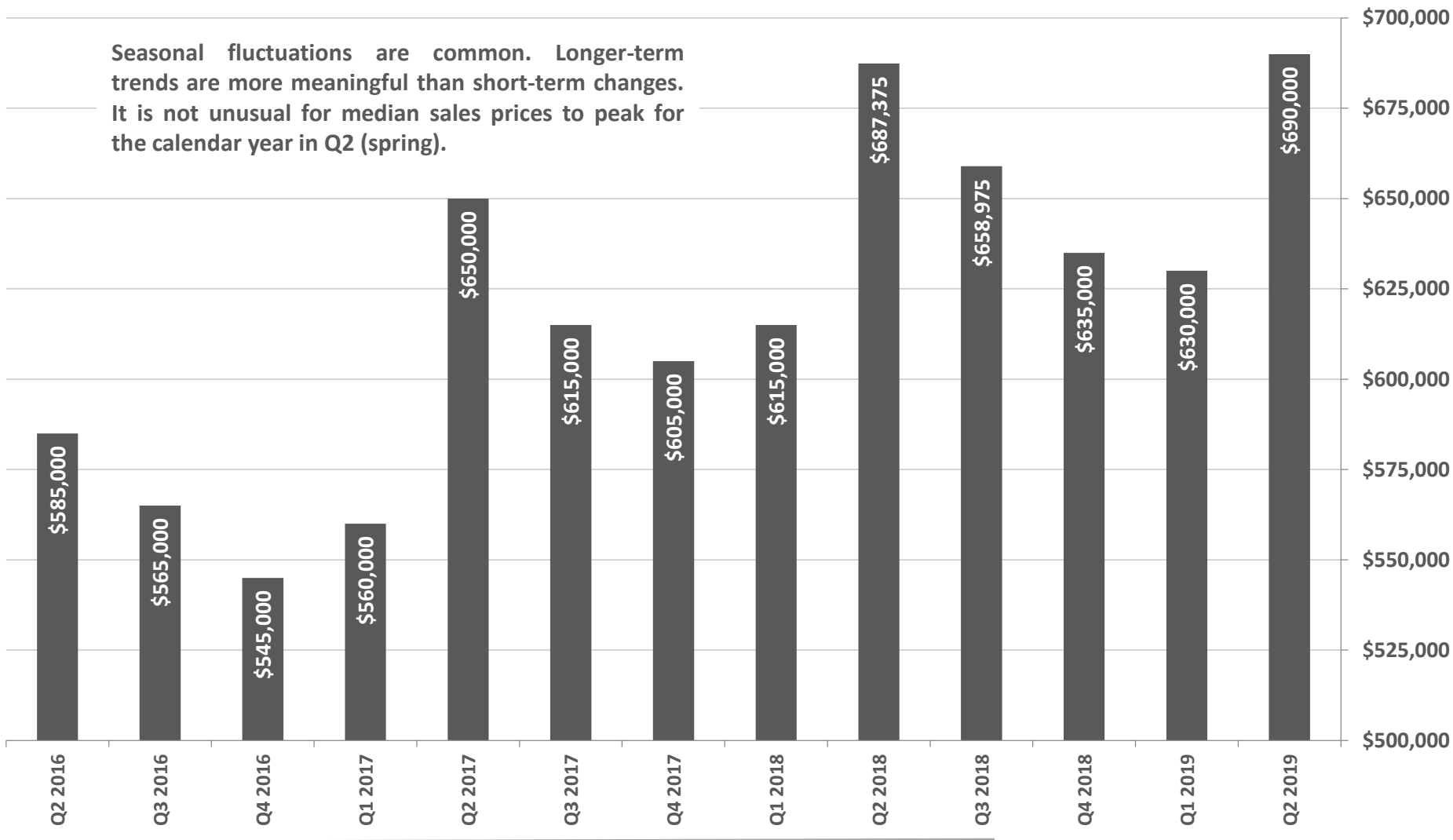


# Contra Costa County House Price Appreciation

## Median House Sales Prices, 2016 – Present, by Quarter

As reported to MLS,  
per Broker Metrics

Seasonal fluctuations are common. Longer-term trends are more meaningful than short-term changes. It is not unusual for median sales prices to peak for the calendar year in Q2 (spring).



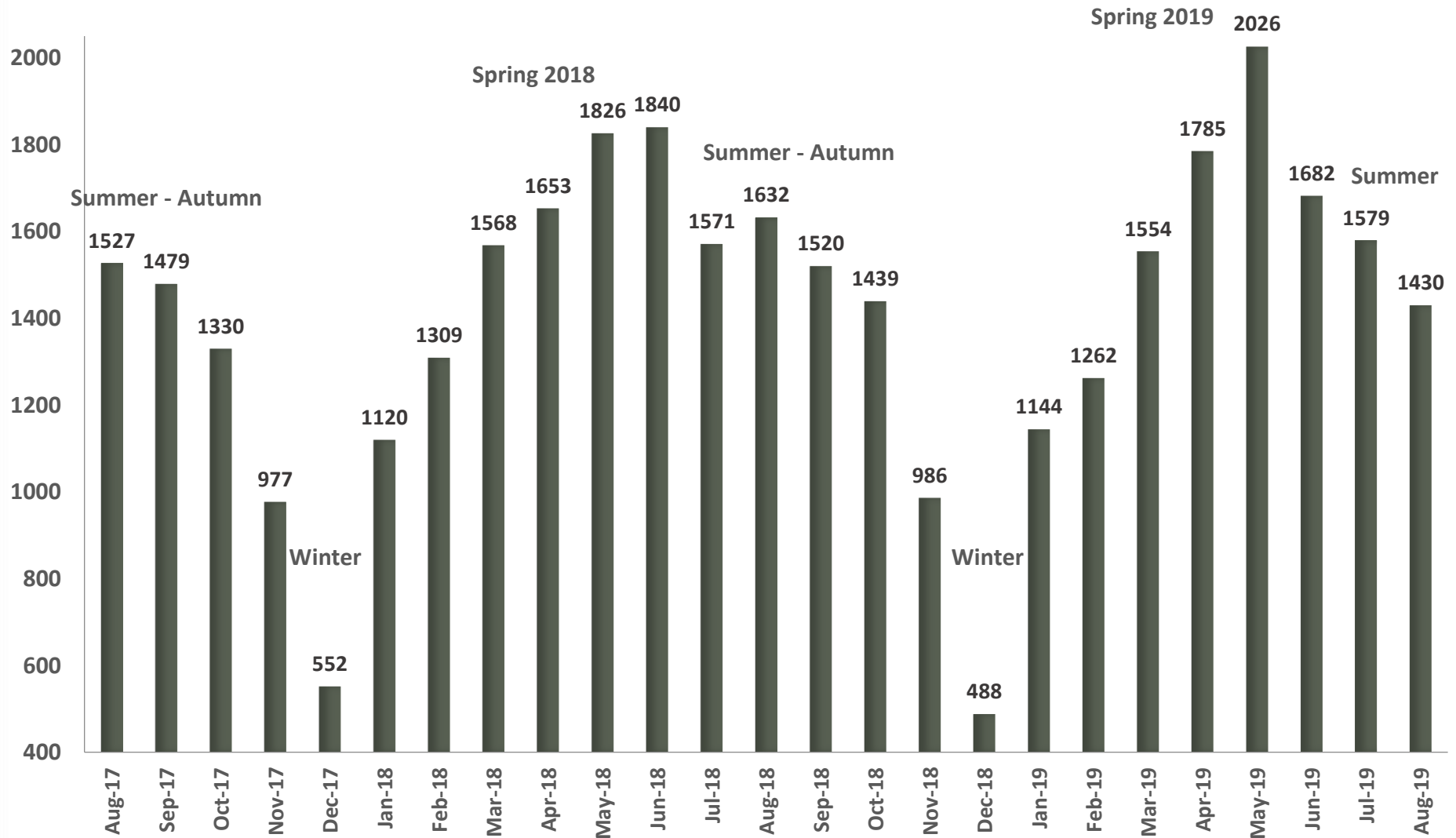
Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.



# New Listings Coming on Market

## Contra Costa County Market Dynamics & Seasonality

Listings of houses, condos, townhouses & duets reported to MLS, per Broker Metrics



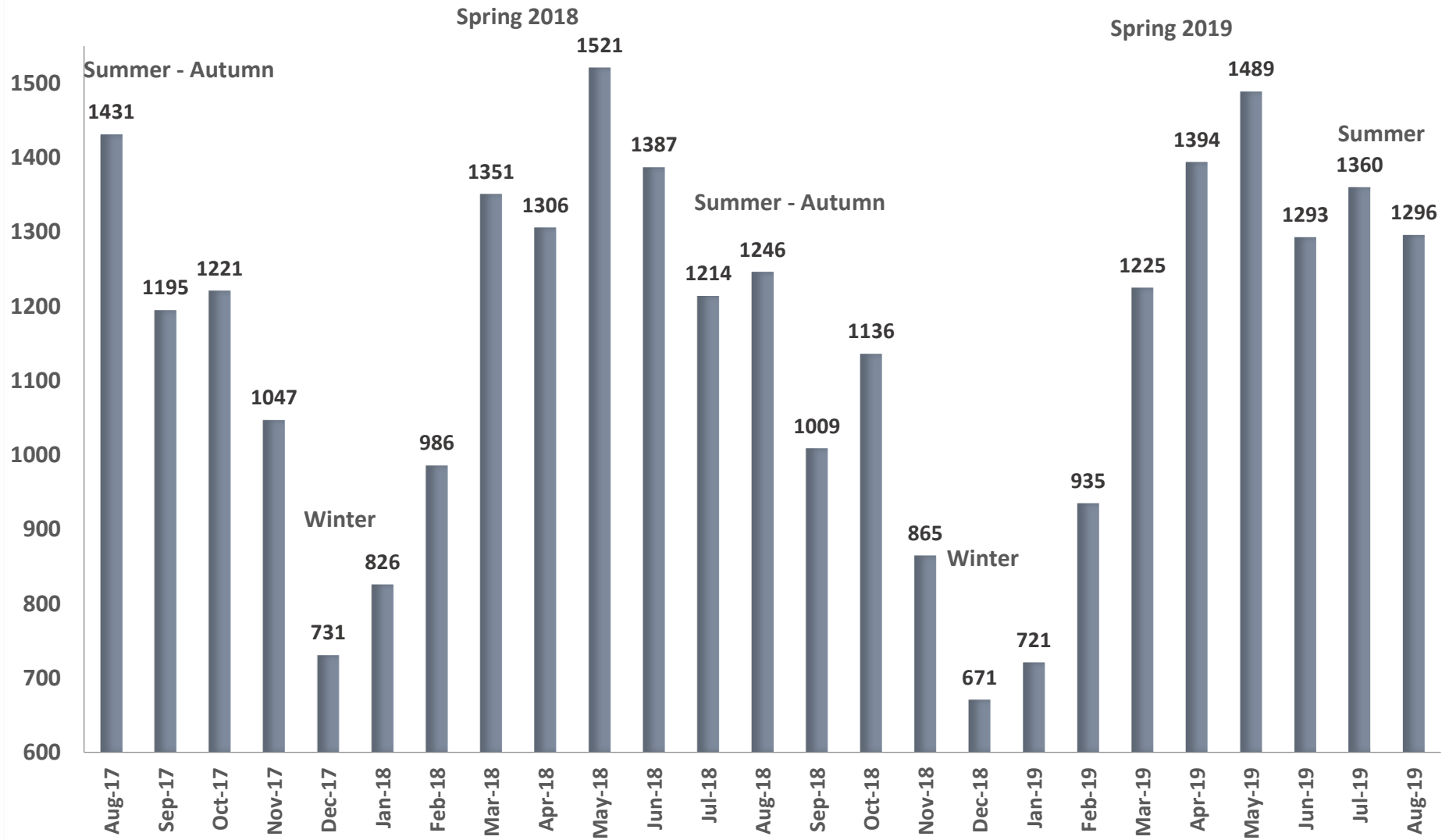
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



# Listings Accepting Offers

## Contra Costa County Market Dynamics & Seasonality

Listing going into contract, as reported to MLS, per Broker Metrics



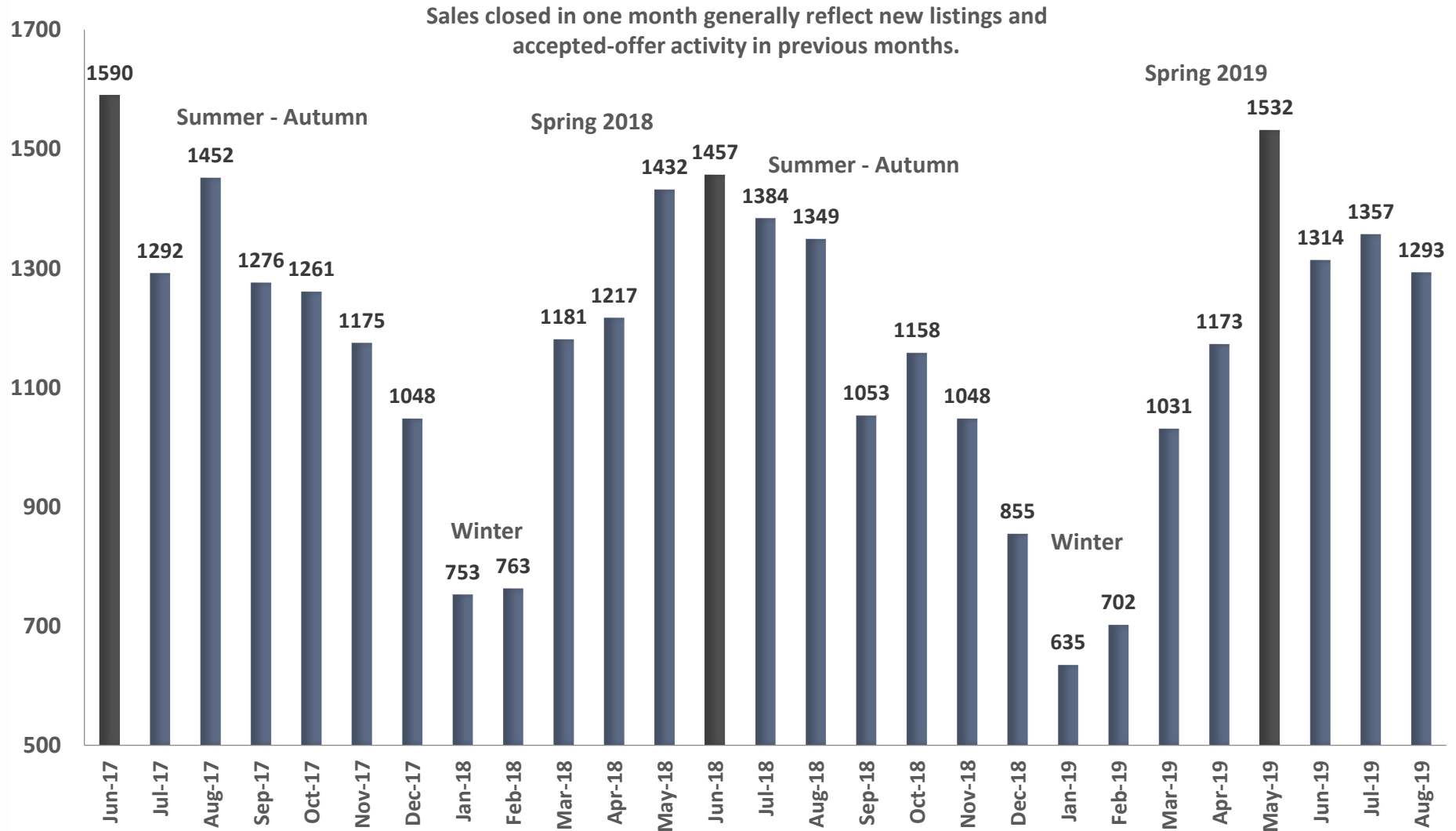
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



# Home Sales Volume by Month

## Contra Costa County Market Dynamics & Seasonality

Sales of houses, condos, townhouses & duets reported to MLS, per Broker Metrics



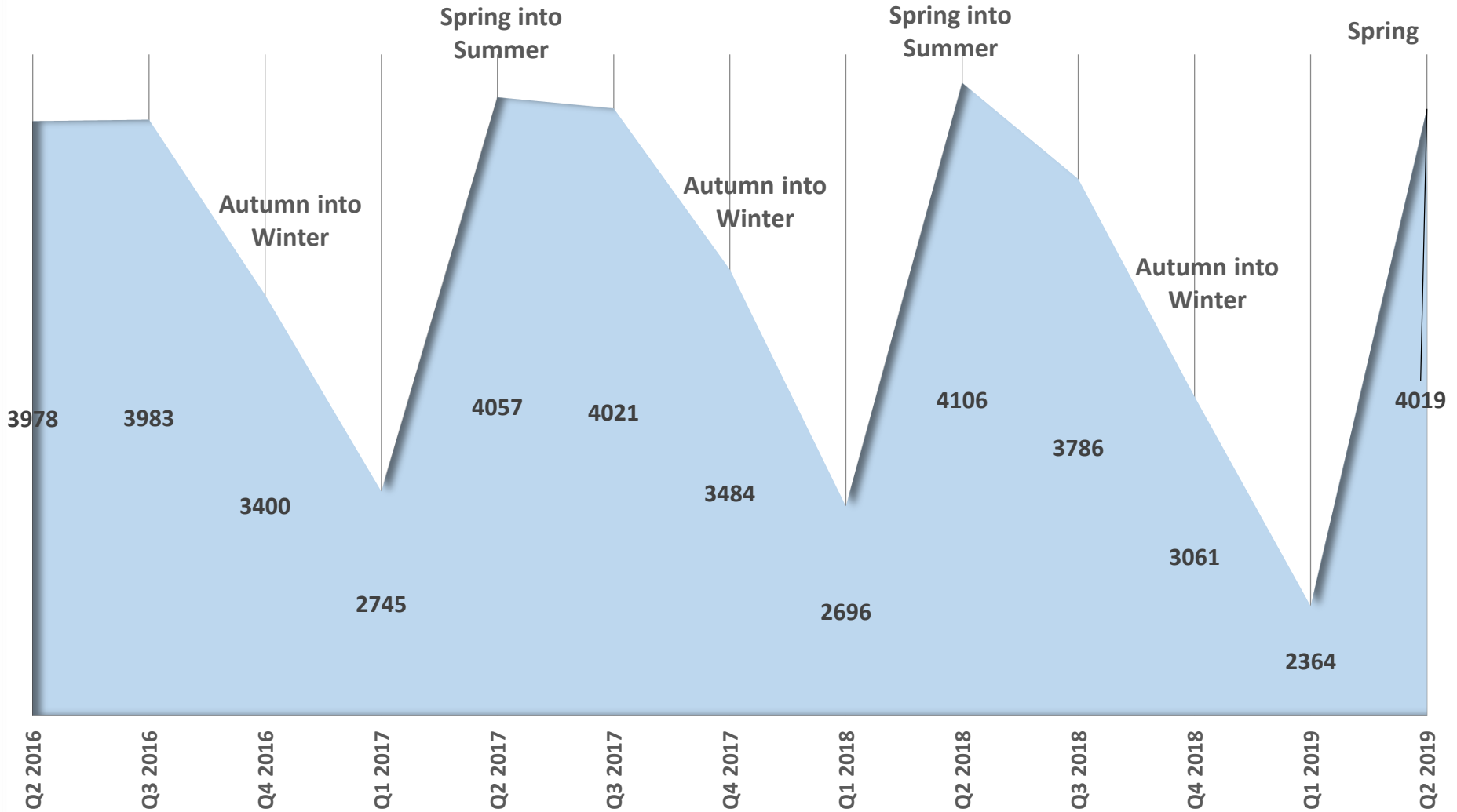
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



# Sales Volume by Quarter

## Contra Costa County Market Dynamics & Seasonality

As reported to MLS,  
per Broker Metrics



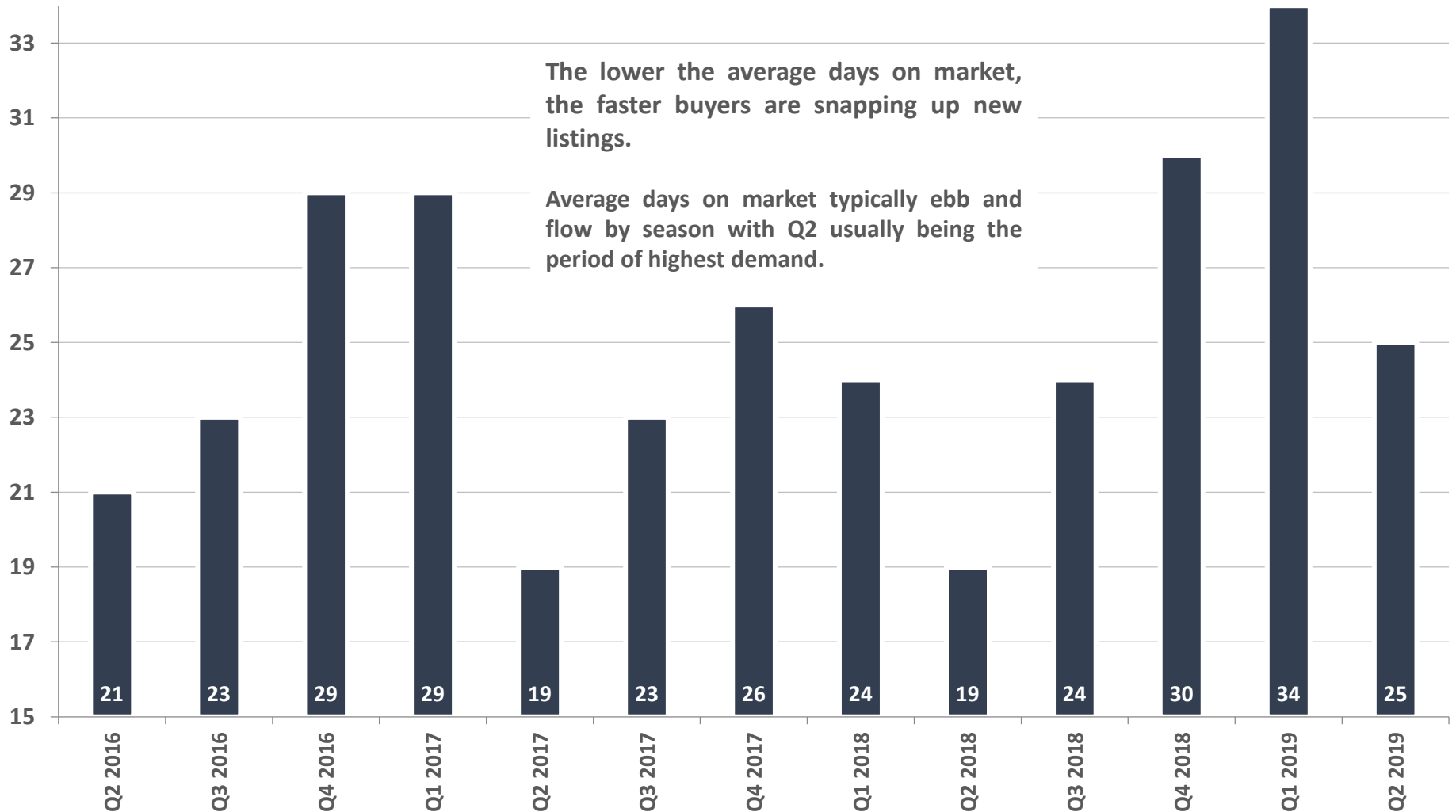
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



# Average Days on Market by Quarter

## Contra Costa County Market Dynamics, 2016 to Present

As reported to MLS,  
per Broker Metrics



For sold listings reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision.

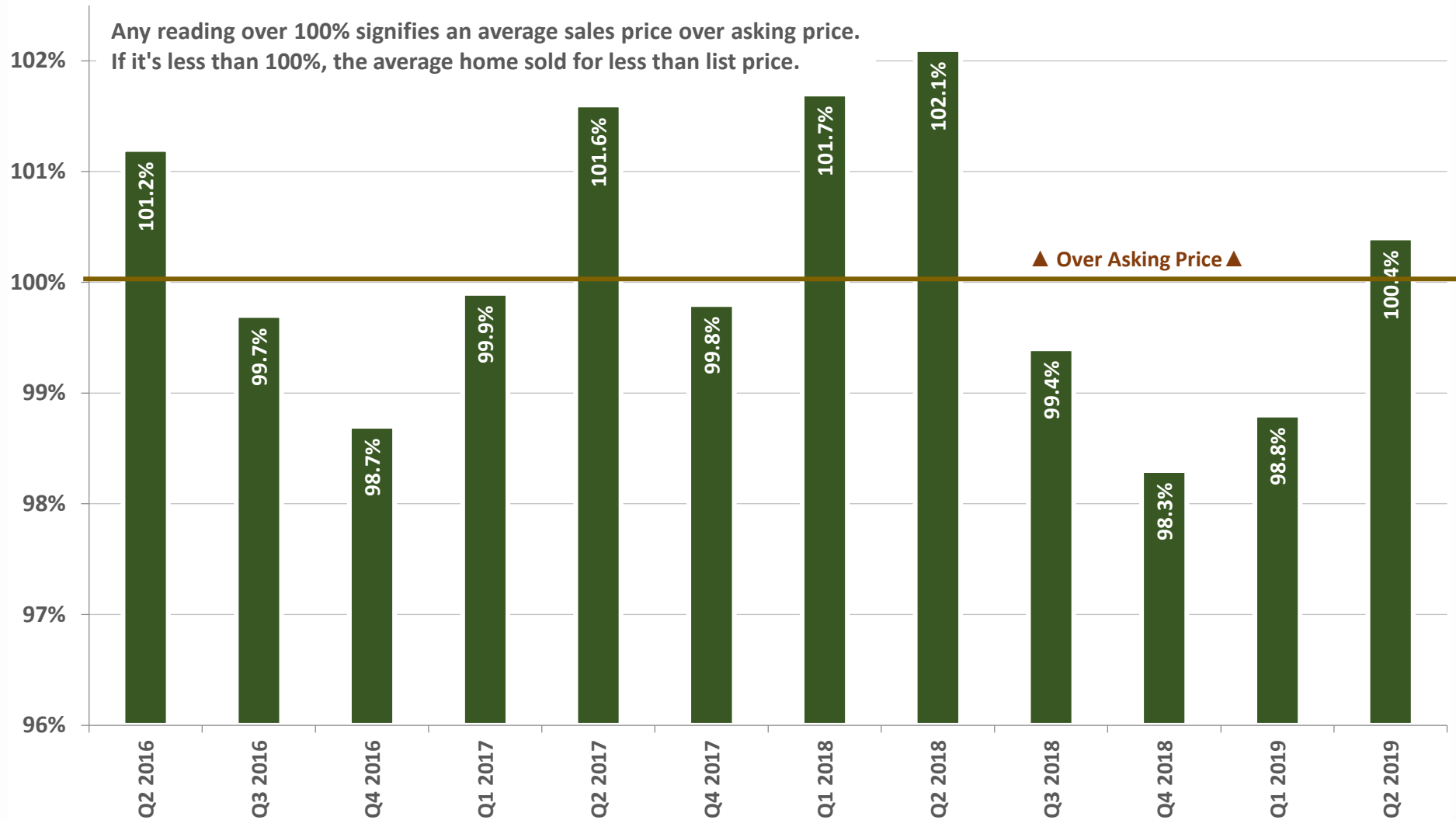
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# Sales Price to Original List Price % by Quarter

## Contra Costa County Market Dynamics, 2016 to Present

As reported to MLS,  
per Broker Metrics



For sold residential properties reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. Q3 2017 deleted due to errors in data.

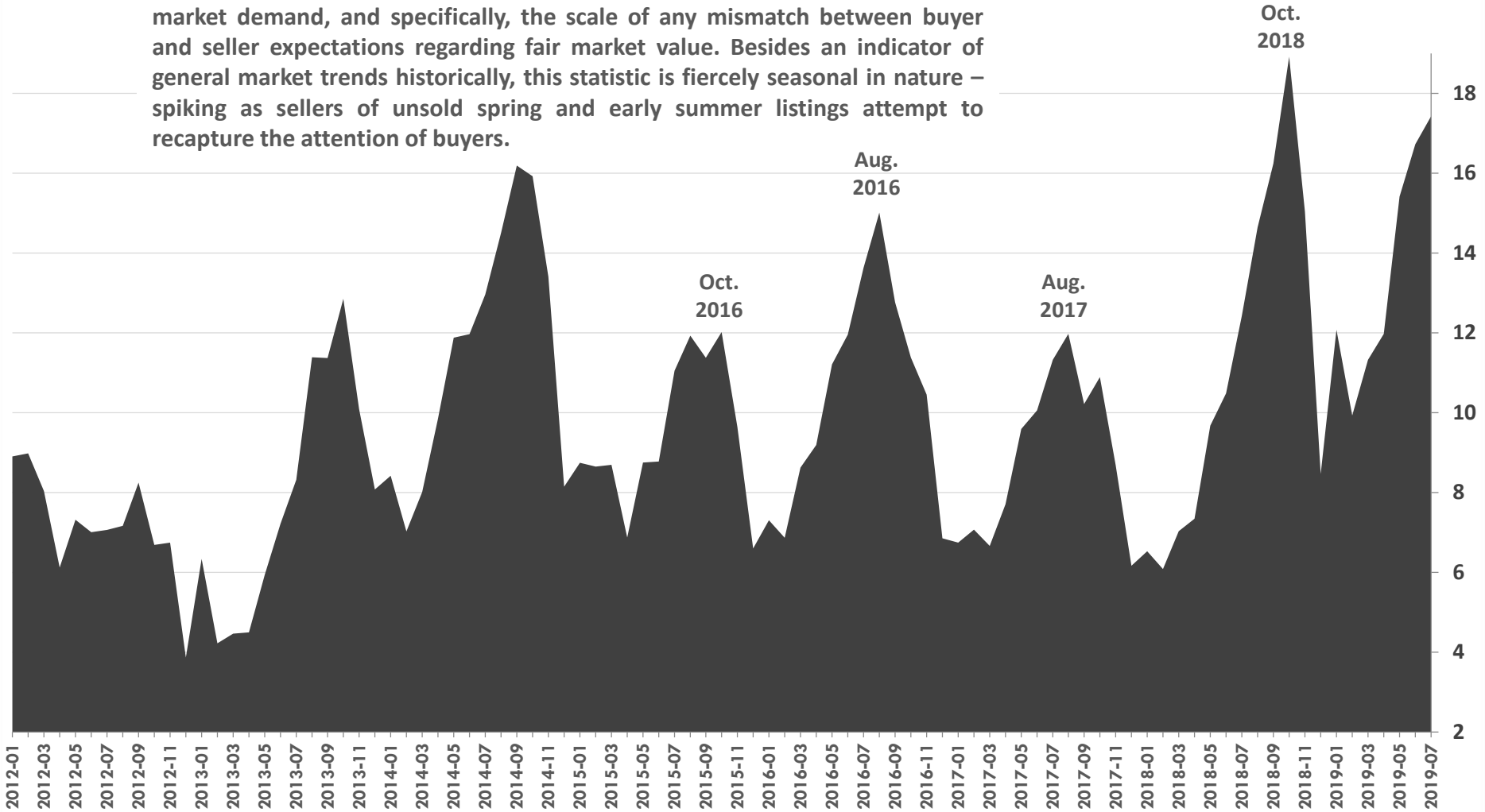
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# Percentage of Active Listings Reducing Price in Month

## Contra Costa County Real Estate Market since 2012

Updated through 7/31/19

The percentage of listings reducing asking price illustrates both the strength of market demand, and specifically, the scale of any mismatch between buyer and seller expectations regarding fair market value. Besides an indicator of general market trends historically, this statistic is fiercely seasonal in nature – spiking as sellers of unsold spring and early summer listings attempt to recapture the attention of buyers.



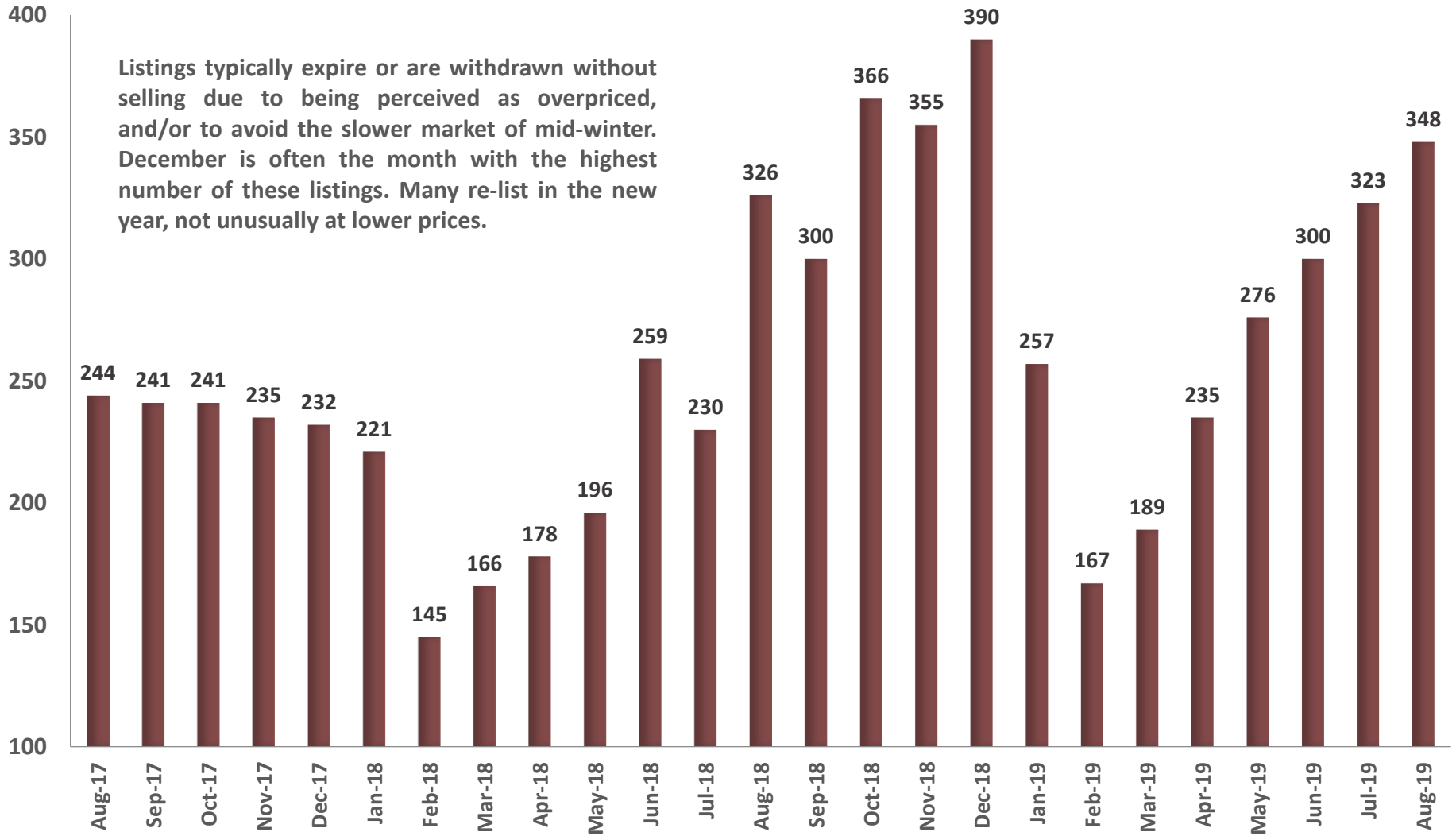
Per Zillow Research: <https://www.zillow.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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# Expired/Withdrawn Listings – No Sale

## Contra Costa County Market Dynamics & Seasonality

As reported to MLS,  
per Broker Metrics



House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



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