

Bay Area Real Estate Markets, Demand vs. Supply

Percentage of Listings Accepting Offers, Monthly Average

The June/July ratios of # listings accepting offers to # listings for sale within the average month.

	Pop. Density per Sq. Mile	June/July 2020	June/July 2019	Year-over-Year Market Change	Median House Sales Prices in Q2 2020
Solano County	534	54%	36%	Very Much Hotter	\$485,000
Contra Costa	1568	50%	34%	Very Much Hotter	\$720,000
Alameda County	2224	45%	35%	Substantially Hotter	\$1,000,000
Marin County	500	44%	29%	Very Much Hotter	\$1,432,500
Santa Clara County	1490	42%	30%	Substantially Hotter	\$1,380,000
Santa Cruz County	615	40%	23%	Extremely Hotter	\$905,000
Sonoma County	318	40%	25%	Extremely Hotter	\$677,000
San Mateo County	1708	39%	37%	Slightly Hotter	\$1,695,000
Carmel-City of Monterey Region	132 (full county)	33%	14%	Extremely Hotter	\$1,245,000
Napa County	188	31%	19%	Extremely Hotter	\$714,000
SF HOUSE-only	18,553	30%	31%	Stable	\$1,700,000
SF CONDO-only	18,553	17%	26%	Much Cooler	\$1,200,000

MLS residential activity, per Broker Metrics. Population density figures from U.S. Census 2019 ACS survey. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

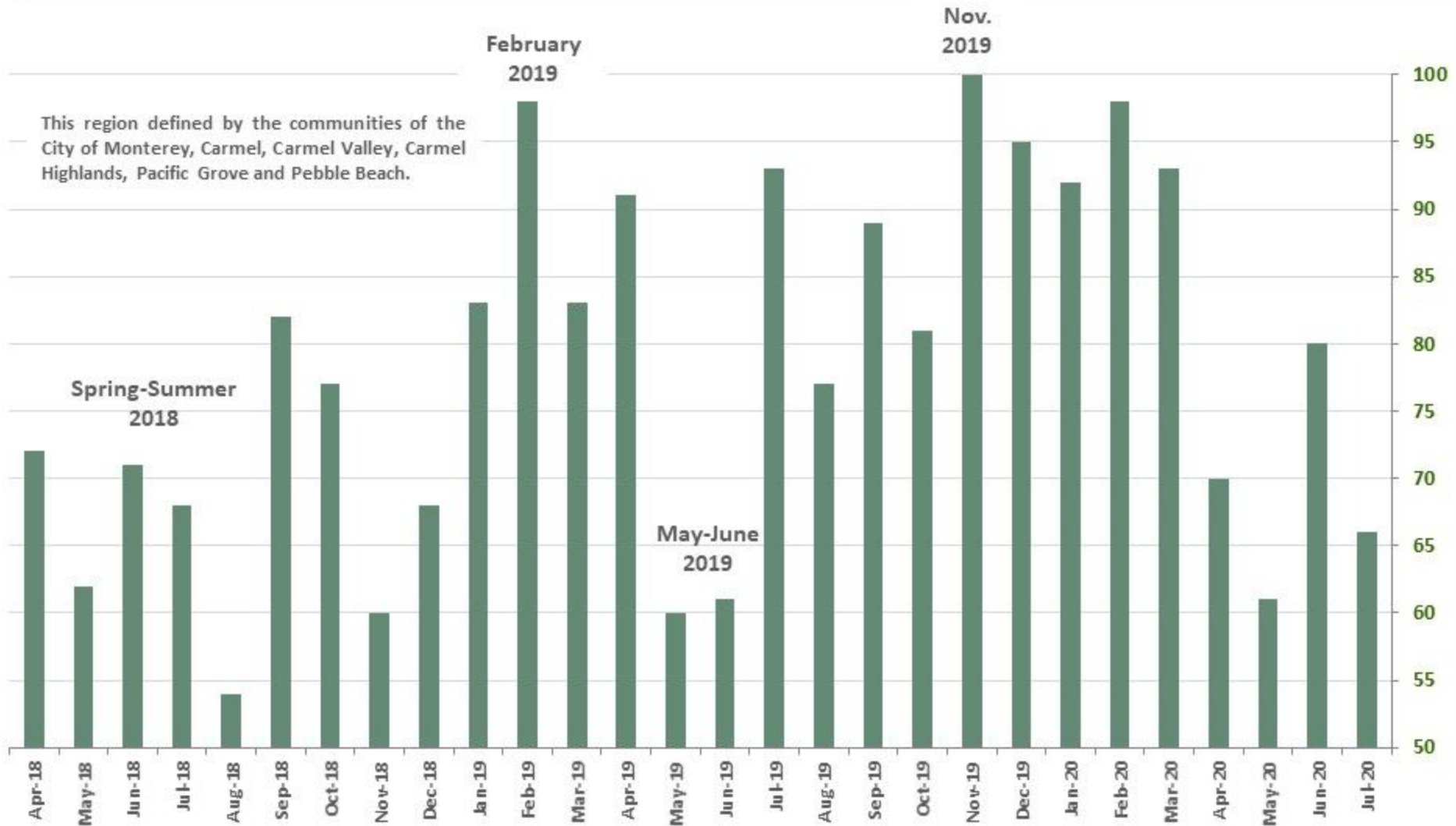
COMPASS

Average Days on Market before Acceptance of Offer

Carmel-Monterey Region Market Dynamics by Month

Residential activity reported to MLS, per Broker Metrics

This region defined by the communities of the City of Monterey, Carmel, Carmel Valley, Carmel Highlands, Pacific Grove and Pebble Beach.



For listings sold in month designated. Data from sources deemed reliable, but may contain errors and subject to revision. Based upon MLS activity. All numbers approximate.



Luxury Home Listings Going into Contract

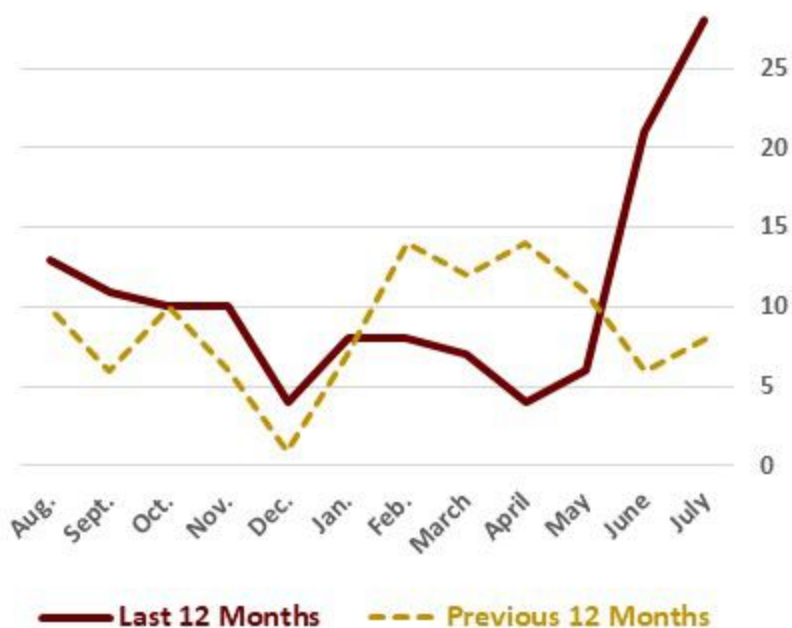
Greater Carmel-Pebble Beach Region: Year-over-Year Market Dynamics

After the initial shelter-in-place plunge, the greater Carmel-Pebble Beach Region sees huge rebound in the sale of higher-price homes.

Comparing market activity in the last 12 months with the 12 months prior.

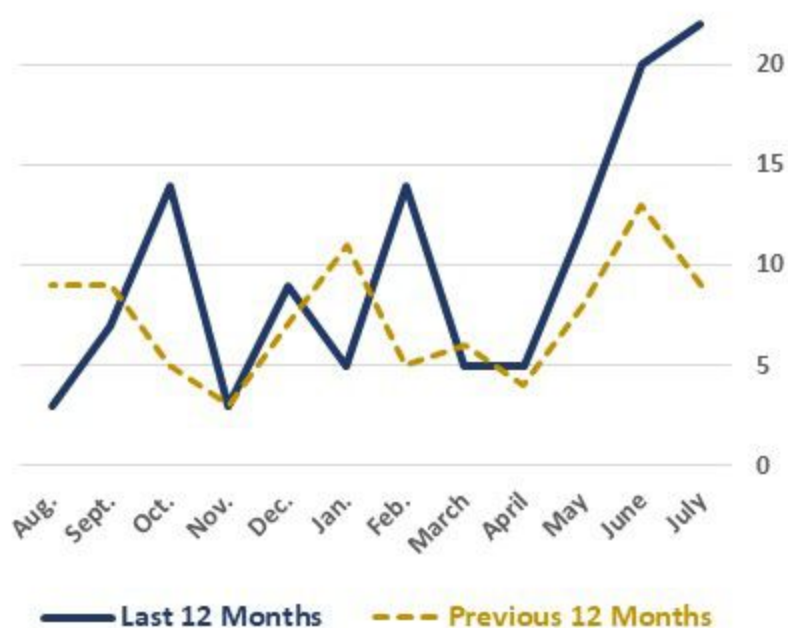
Listings Accepting Offers

Luxury Homes, \$2 Million – \$2.99 Million



Listings Accepting Offers

Ultra-Luxury Homes, \$3 Million+

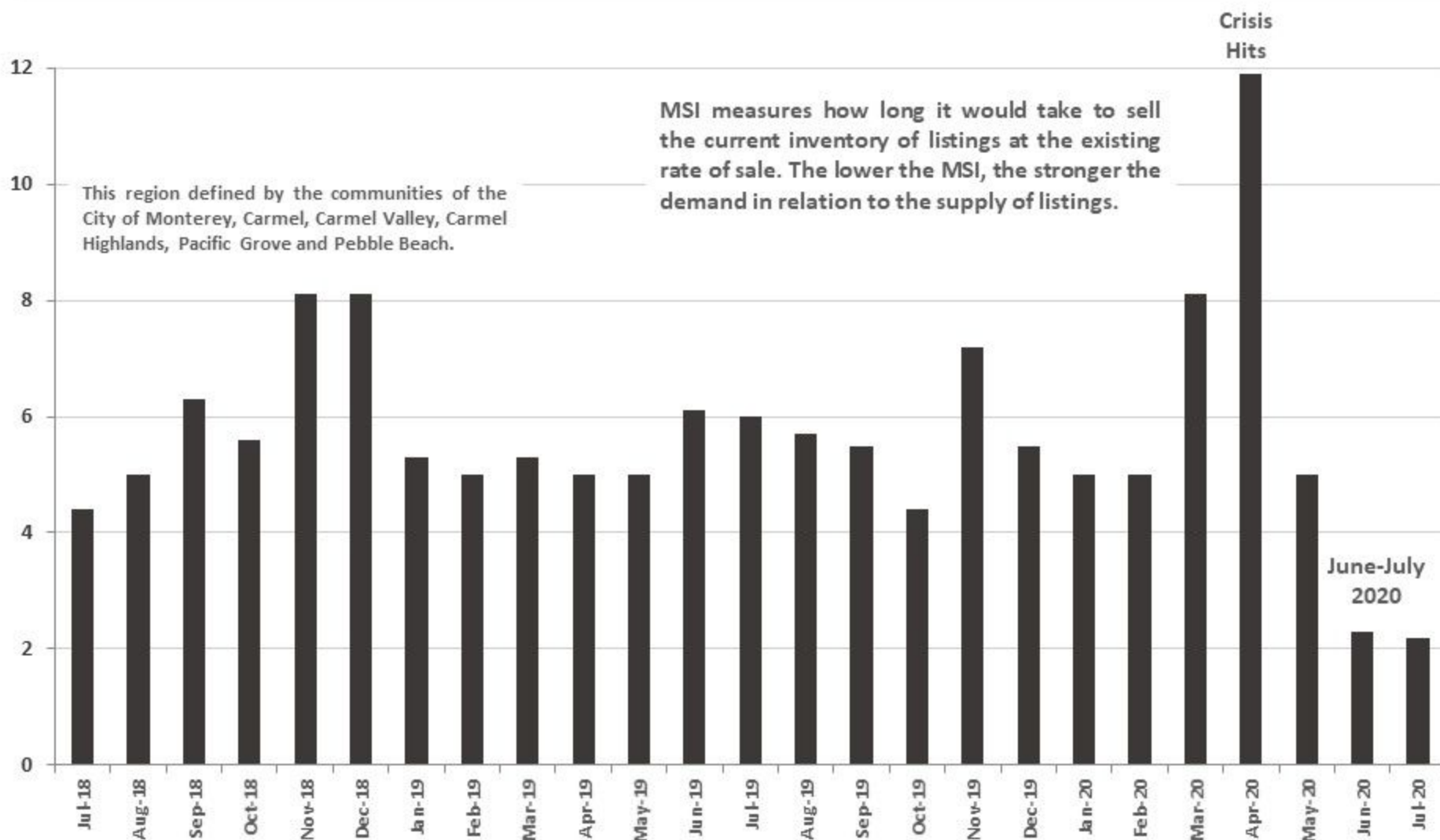


Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

Months Supply of Inventory (MSI)

Carmel-Monterey Region Home Sales Activity

Activity reported to MLS,
per Broker Metrics



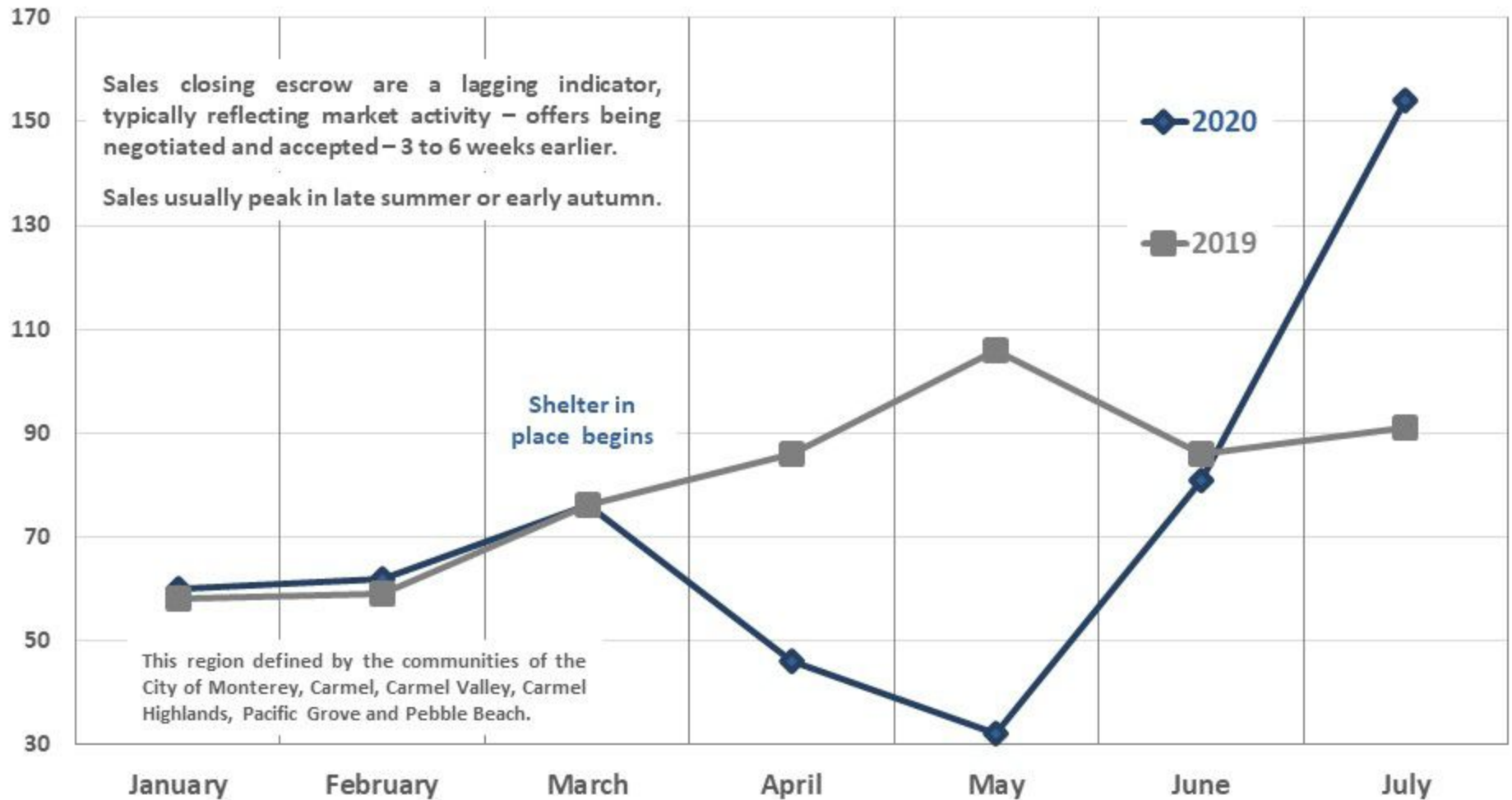
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

Listings Closing Sale in Month

Monterey-Carmel Region Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



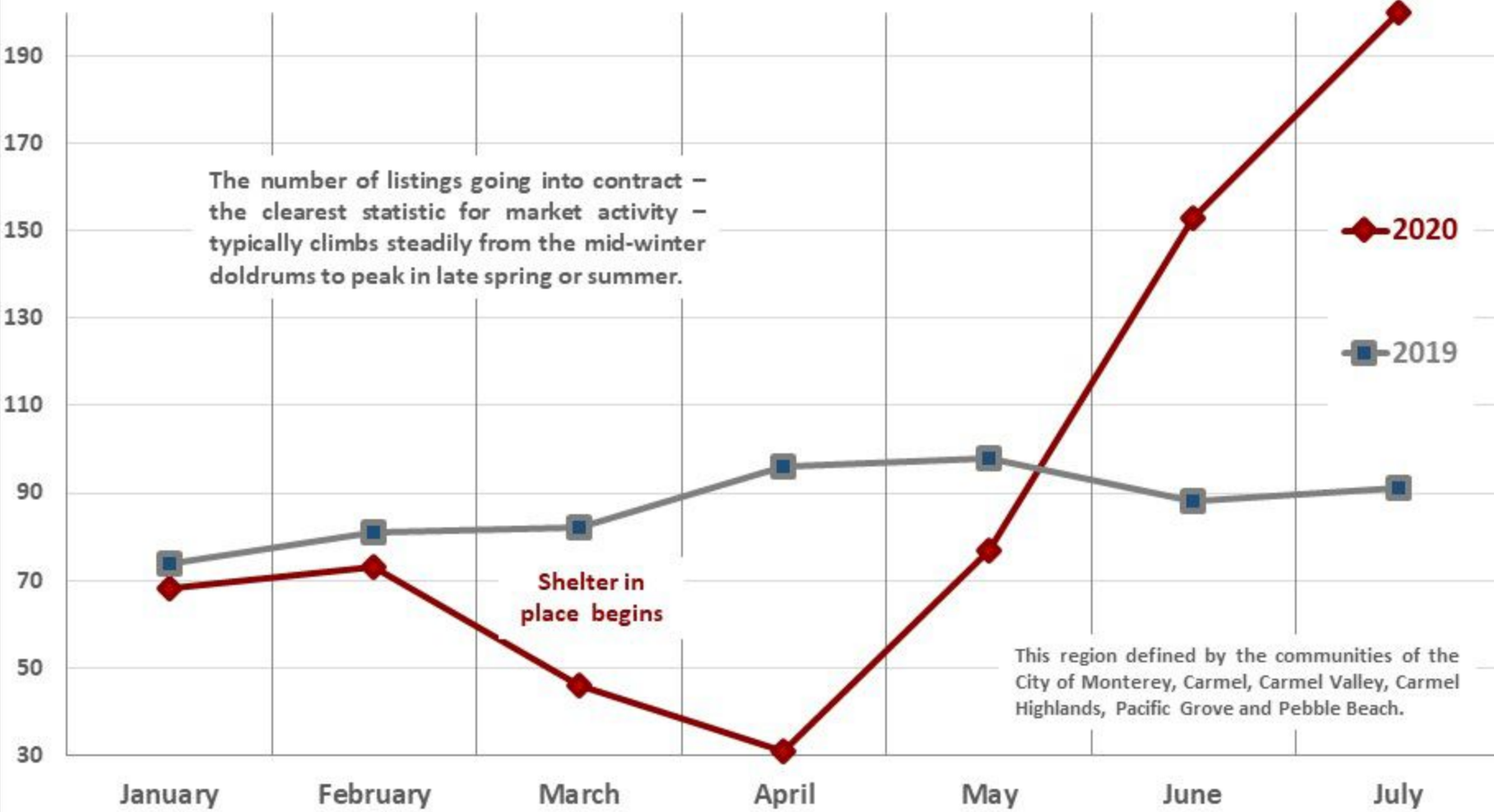
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

COMPASS

Listings Accepting Offers (Going into Contract) in Month

Monterey-Carmel Region Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.



Monterey County Market Trends

New Listings & Listings Going into Contract, Year-over-Year Comparisons

Updated August 1, 2020

320

New Listings – Last 4 Weeks

Down 8% vs. Last Year

372

New Contracts – Last 4 Weeks

Up 58% vs. Last Year

New Listings - Trailing 4 Weeks



New Contracts - Trailing 4 Weeks



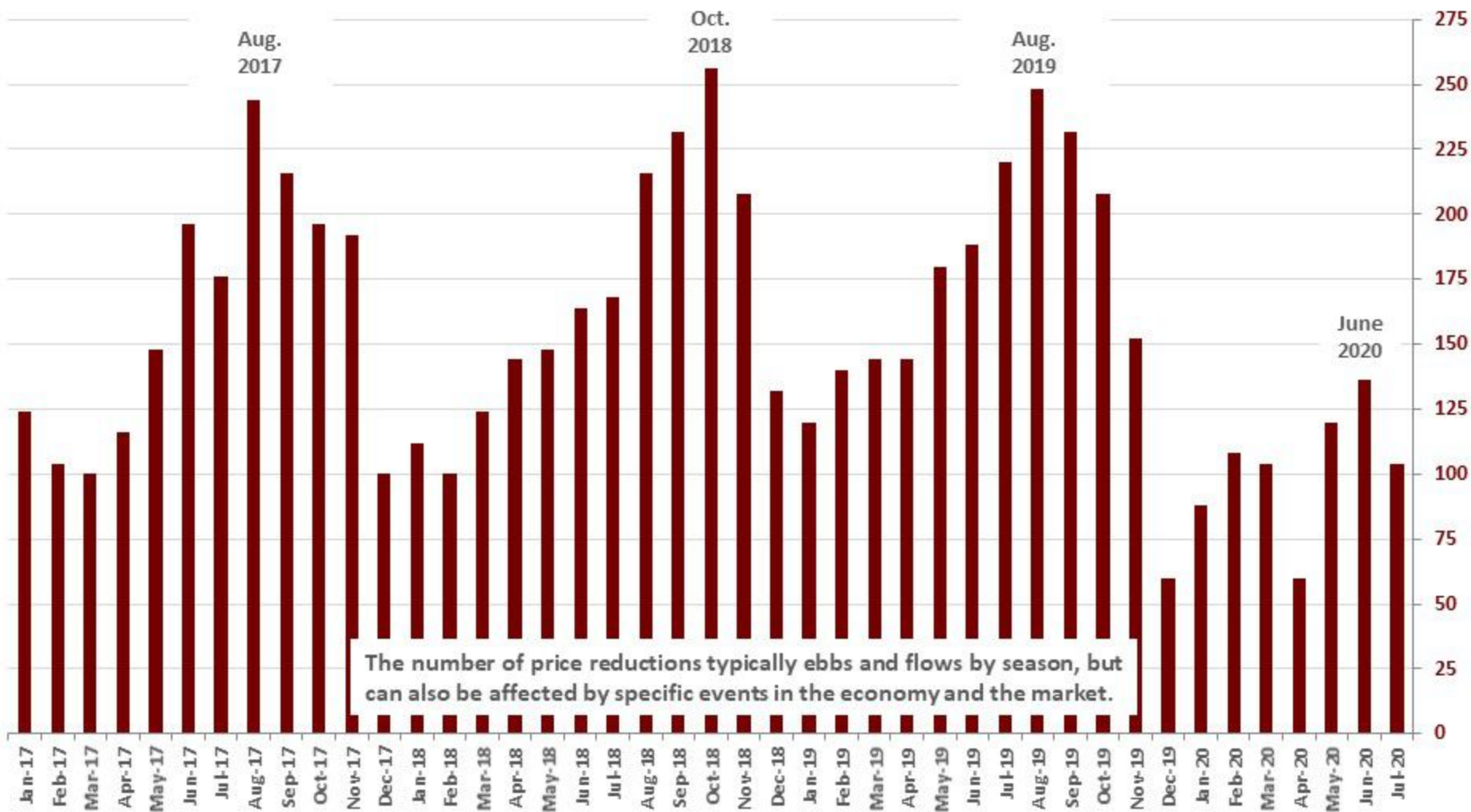
The data herein should be interpreted as approximate and illustrative of general trend lines rather than reflecting exact numbers. Data is sourced from MLS and internal Compass listings data, per all Compass and non-Compass listings from markets for which Compass has an MLS data feed in the greater Bay Area. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Generated by Looker.

COMPASS

Price Reductions on Active Listings

Monterey County Real Estate Market Dynamics

For houses and condos



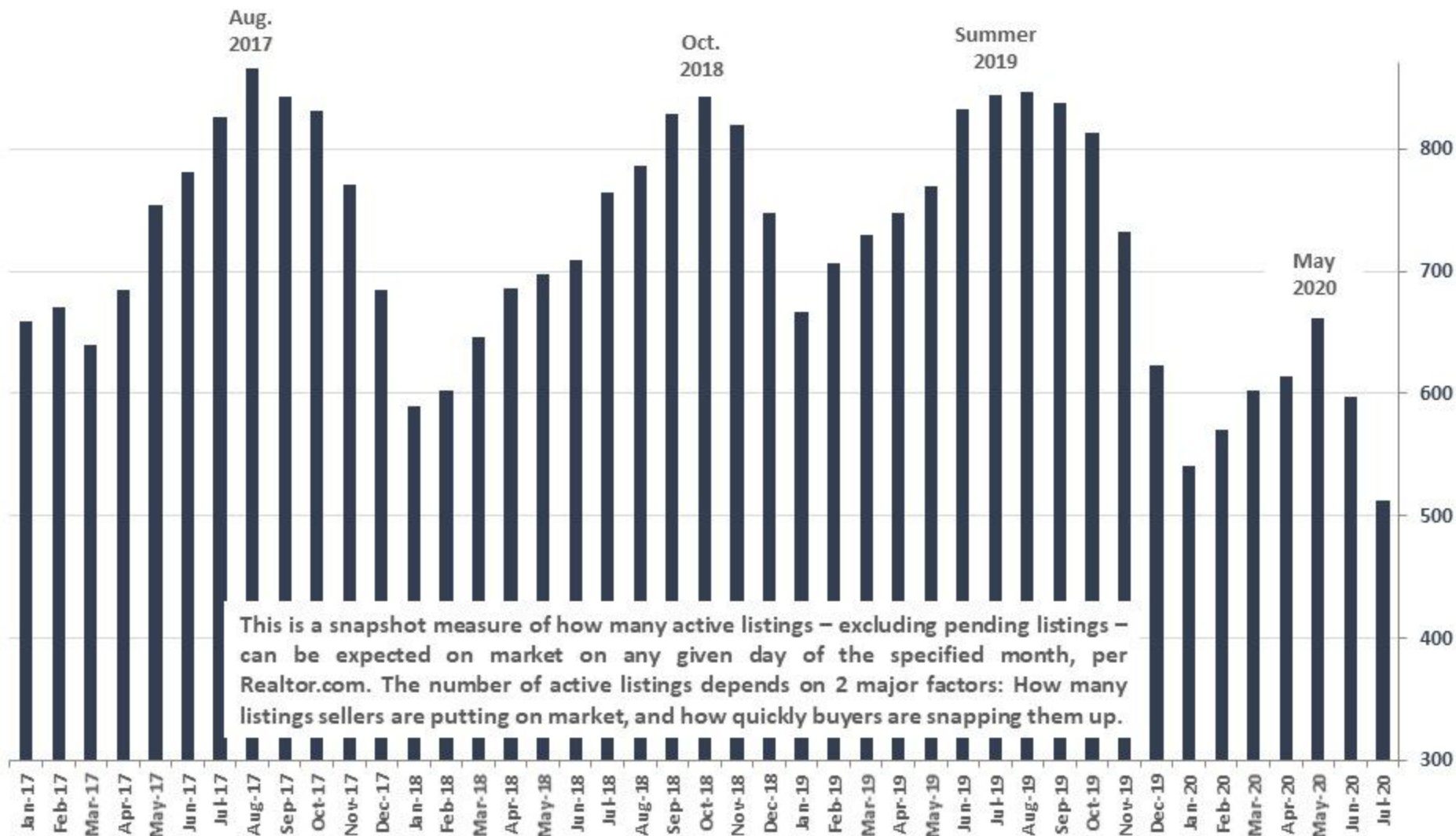
Per Realtor.com Research: <https://www.realtor.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

COMPASS

Active Listings on Market

Monterey County Real Estate Market Dynamics

For houses and condos



Per Realtor.com Research, activity on their website: <https://www.realtor.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

COMPASS