

SALES AND PRICE ACTIVITY (SFH Homes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Median Sold Price of Existing Single-Family Homes					Sales	
State/Region/County	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
CA SFH (SAAR)	\$717,930	\$698,980	\$614,880	2.7%	16.8%	0.2%	28.0%
CA Condo/Townhomes	\$520,000	\$520,000	\$477,000	0.0%	9.0%	8.3%	31.3%
Los Angeles Metropolitan Area	\$625,250	\$630,000	\$550,000	-0.8%	13.7%	14.3%	31.6%
Central Coast	\$825,000	\$825,000	\$700,000	0.0%	17.9%	5.3%	17.1%
Central Valley	\$395,000	\$400,000	\$342,000	-1.3%	15.5%	5.4%	22.2%
Far North	\$325,000	\$340,000	\$282,000	-4.4%	15.2%	18.0%	30.8%
Inland Empire	\$450,000	\$450,000	\$385,000	0.0%	16.9%	13.0%	34.9%
S.F. Bay Area	\$1,058,000	\$1,100,000	\$908,750	-3.8%	16.4%	1.5%	40.2%
Southern California	\$650,000	\$657,820	\$575,000	-1.2%	13.0%	12.4%	31.4%
S.F. Bay Area	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Alameda	\$1,060,000	\$1,049,040	\$881,500	1.0%	20.2%	5.4%	44.5%
Contra Costa	\$763,000	\$810,000	\$665,000	-5.8%	14.7%	7.9%	52.4%
Marin	\$1,459,000	\$1,425,000	\$1,300,000	2.4%	12.2%	-5.9%	59.6%
Napa	\$842,000	\$824,500	\$765,000	2.1%	10.1%	26.0%	45.8%
San Francisco	\$1,581,000	\$1,697,500	\$1,450,000	-6.9%	9.0%	5.6%	53.8%
San Mateo	\$1,700,000	\$1,650,000	\$1,475,000	3.0%	15.3%	-2.9%	35.9%
Santa Clara	\$1,375,000	\$1,383,000	\$1,225,000	-0.6%	12.2%	-8.8%	31.0%
Solano	\$510,000	\$505,250	\$455,500	0.9%	12.0%	-3.8%	8.6%
Sonoma	\$720,000	\$715,000	\$647,500	0.7%	11.2%	5.7%	39.4%
Southern California	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Los Angeles	\$709,500	\$664,160	\$641,340	6.8%	10.6%	22.1%	30.5%
Orange	\$950,000	\$930,000	\$840,000	2.2%	13.1%	5.5%	25.1%
Riverside	\$488,250	\$490,000	\$420,000	-0.4%	16.3%	15.8%	39.0%
San Bernardino	\$378,500	\$380,250	\$320,000	-0.5%	18.3%	8.5%	28.2%
San Diego	\$730,000	\$740,000	\$655,000	-1.4%	11.5%	4.4%	30.3%
Ventura	\$740,000	\$760,000	\$657,000	-2.6%	12.6%	-1.4%	41.7%
Central Coast	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Monterey	\$785,000	\$850,000	\$613,250	-7.6%	28.0%	1.6%	18.4%
San Luis Obispo	\$711,000	\$699,500	\$615,500	1.6%	15.5%	13.9%	35.1%
Santa Barbara	\$970,000	\$955,000	\$770,000	1.6%	26.0%	0.7%	2.7%
Santa Cruz	\$1,070,000	\$1,050,000	\$889,000	1.9%	20.4%	3.0%	11.1%
Central Valley	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Fresno	\$325,000	\$323,500	\$285,000	0.5%	14.0%	5.3%	9.2%
Glenn	\$297,500	\$334,750	\$252,000	-11.1%	18.1%	28.6%	50.0%
Kern	\$300,000	\$290,000	\$262,900	3.4%	14.1%	14.5%	43.1%
Kings	\$281,750	\$265,000	\$255,000	6.3%	10.5%	17.6%	28.2%
Madera	\$335,000	\$320,000	\$285,100	4.7%	17.5%	7.0%	35.6%
Merced	\$315,000	\$315,500	\$278,800	-0.2%	13.0%	19.0%	-11.9%

SALES AND PRICE ACTIVITY (SFH Homes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Median Sold Price of Existing Single-Family Homes					Sales	
State/Region/County	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Placer	\$559,000	\$552,650	\$495,000	1.1%	12.9%	2.5%	32.6%
Sacramento	\$442,250	\$442,500	\$385,000	-0.1%	14.9%	1.6%	24.9%
San Benito	\$729,500	\$665,590	\$600,000	9.6%	21.6%	-39.7%	-6.4%
San Joaquin	\$435,750	\$441,500	\$391,500	-1.3%	11.3%	9.7%	26.4%
Stanislaus	\$380,000	\$389,000	\$335,000	-2.3%	13.4%	0.9%	14.8%
Tulare	\$295,000	\$280,000	\$252,000	5.4%	17.1%	12.7%	9.1%
Far North	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Butte	\$408,460	\$405,000	\$351,720	0.9%	16.1%	24.1%	17.9%
Lassen	\$215,000	\$231,250	\$247,500	-7.0%	-13.1%	-39.5%	-8.0%
Plumas	\$305,000	\$385,000	\$270,500	-20.8%	12.8%	0.0%	50.0%
Shasta	\$307,500	\$327,250	\$275,000	-6.0%	11.8%	35.0%	50.5%
Siskiyou	\$228,000	\$263,000	\$225,000	-13.3%	1.3%	-31.4%	-16.7%
Tehama	\$273,250	\$371,000	\$237,500	-26.3%	15.1%	41.9%	33.3%
Other Counties in California	Dec-20	Nov-20	Dec-19	Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg	Sales YTY% Chg
Amador	\$355,000	\$360,000	\$300,000	-1.4%	18.3%	20.3%	66.0%
Calaveras	\$397,500	\$407,120	\$339,500	-2.4%	17.1%	-7.9%	79.2%
Del Norte	\$346,000	\$308,750	\$276,780	12.1%	25.0%	70.0%	36.0%
El Dorado	\$538,350	\$585,000	\$465,000	-8.0%	15.8%	-1.0%	64.2%
Humboldt	\$370,000	\$351,000	\$318,500	5.4%	16.2%	0.8%	31.6%
Lake	\$306,950	\$317,000	\$271,500	-3.2%	13.1%	-2.3%	31.3%
Mariposa	\$380,000	\$374,000	\$299,900	1.6%	26.7%	-16.0%	75.0%
Mendocino	\$540,000	\$494,000	\$447,000	9.3%	20.8%	4.3%	56.5%
Mono	\$880,000	\$806,000	\$400,000	9.2%	120.0%	0.0%	40.0%
Nevada	\$508,000	\$466,250	\$400,000	9.0%	27.0%	21.0%	44.0%
Sutter	\$369,900	\$370,000	\$308,250	0.0%	20.0%	14.1%	19.1%
Tuolumne	\$330,000	\$337,500	\$292,000	-2.2%	13.0%	24.2%	82.3%
Yolo	\$515,000	\$511,000	\$441,000	0.8%	16.8%	7.0%	10.5%
Yuba	\$360,000	\$352,500	\$299,850	2.1%	20.1%	-13.1%	4.3%

Note: The MLS median price and sales data in the table below are generated from a survey of more than 90 associations of REALTORS® throughout the state, and represent statistics of existing single-family detached homes only. sales data are not adjusted to account for seasonal factors that can influence home sales. Movements in sales prices should not be interpreted as changes in the cost of a standard home. Median prices can be influenced by changes in cost, as well as changes in the characteristics and the size of homes sold. Due to the low sales volume in some areas, median price changes may exhibit unusual fluctuation.

Los Angeles Metropolitan Area is a 5- region that includes Los Angeles , Orange , Riverside , San Bernardino , and Ventura
S.F. Bay Area has been redefined to include the following counties: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, and Sonoma
Inland Empire includes Riverside and San Bernardino

Note: "r" = revised

Scheduled Date for Press Release:

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Supply Indicators - (SFH Homes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Unsold Inventory Index			Median Time on Market		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
CA SFH (SAAR)	1.3	1.9	2.5	11.0	9.0	28.0
CA Condo/Townhomes	1.6	2.2	2.1	17.0	14.0	28.0
Los Angeles Metropolitan Area	1.4	2.1	2.8	11.0	10.0	31.0
Central Coast	1.7	2.1	2.7	11.0	10.0	38.0
Central Valley	1.3	1.6	2.2	8.0	7.0	22.0
Far North	2.1	3.0	4.0	19.0	14.5	47.0
Inland Empire	1.4	2.1	3.3	12.0	11.0	38.0
S.F. Bay Area	1.1	1.6	1.4	13.0	11.0	27.0
Southern California	1.3	2.0	2.7	10.0	9.0	28.0
S.F. Bay Area	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Alameda	0.8	1.3	0.9	9.0	8.0	20.0
Contra Costa	0.9	1.3	1.4	8.0	7.0	23.0
Marin	1.0	1.5	1.7	28.0	25.5	59.0
Napa	2.3	3.7	3.6	37.0	35.0	65.0
San Francisco	1.2	2.0	0.8	27.0	18.0	20.0
San Mateo	1.1	1.8	1.1	12.0	11.0	23.0
Santa Clara	1.1	1.4	1.1	9.0	8.0	19.0
Solano	1.4	1.7	2.2	29.0	27.5	38.5
Sonoma	2.1	2.7	3.0	37.0	33.0	56.5
Southern California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Los Angeles	1.4	2.1	2.4	10.0	9.0	24.0
Orange	1.3	2.0	2.3	11.0	10.0	29.0
Riverside	1.4	2.1	3.4	13.0	11.0	36.0
San Bernardino	1.3	2.0	3.3	11.0	10.0	42.0
San Diego	1.2	1.6	2.2	8.0	7.0	20.0
Ventura	1.1	1.7	3.8	27.0	27.0	51.0
Central Coast	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Monterey	2.0	2.3	3.0	10.0	11.0	28.5
San Luis Obispo	1.6	2.2	3.3	10.0	10.5	41.5
Santa Barbara	1.6	2.0	2.6	15.0	10.0	35.5
Santa Cruz	1.4	2.0	1.7	10.5	8.0	44.0
Central Valley	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Fresno	1.4	1.8	2.5	7.0	7.0	18.5
Glenn	2.2	3.4	5.4	5.0	26.5	24.0
Kern	1.5	2.1	2.3	11.0	8.0	20.0
Kings	1.3	2.0	2.8	7.0	6.0	20.0
Madera	1.9	2.1	4.5	13.0	14.0	27.0
Merced	1.3	2.0	2.7	14.0	10.5	34.0

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State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Placer	1.1	1.5	1.9	7.0	8.0	27.0
Sacramento	1.0	1.3	1.6	7.0	7.0	19.0
San Benito	2.0	1.4	2.5	9.0	9.0	27.0
San Joaquin	1.0	1.4	2.4	8.0	7.0	25.0
Stanislaus	1.3	1.6	2.0	8.0	7.0	20.0
Tulare	1.5	2.0	2.6	8.5	7.0	23.0
Far North	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Butte	1.4	2.5	2.7	7.0	7.0	42.0
Lassen	3.7	2.5	4.5	100.0	72.5	148.0
Plumas	2.9	3.8	6.7	91.0	118.0	168.0
Shasta	1.8	3.0	4.0	17.0	8.0	30.5
Siskiyou	3.7	2.9	5.5	31.0	11.0	39.0
Tehama	3.4	5.1	5.3	45.5	41.0	91.0
Other Counties in California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Amador	1.9	2.7	5.4	23.0	17.0	58.5
Calaveras	1.5	1.8	4.9	61.0	62.5	87.0
Del Norte	2.2	5.3	5.1	127.0	116.0	142.0
El Dorado	1.3	1.6	3.6	20.0	18.0	57.0
Humboldt	1.8	2.2	4.2	12.0	12.5	35.5
Lake	2.5	3.5	5.8	35.0	27.0	64.5
Mariposa	2.8	3.1	7.4	73.0	34.0	67.0
Mendocino	2.6	3.3	6.3	67.0	51.0	68.0
Mono	2.0	2.5	6.9	106.0	105.0	148.0
Nevada	1.8	2.7	3.6	20.0	11.5	34.0
Sutter	0.9	1.4	2.2	10.0	6.0	35.0
Tuolumne	1.9	2.8	5.8	30.0	24.5	60.5
Yolo	1.4	1.9	2.1	13.0	9.0	29.0
Yuba	1.2	1.2	2.7	7.0	9.0	26.5

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Price per Squre Foot & Sales to List Ratio (SFH Homes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Price per Square Foot			Sales Price to List Price Ratio		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
CA SFH (SAAR)	\$330	\$332	\$289	100.1%	100.5%	98.3%
CA Condo/Townhomes	\$430	\$433	\$396	100.0%	100.0%	98.3%
Los Angeles Metropolitan Area	\$341	\$342	\$310	100.2%	100.4%	98.4%
Central Coast	\$460	\$449	\$394	100.0%	100.0%	96.9%
Central Valley	\$228	\$226	\$201	100.0%	100.3%	98.5%
Far North	\$208	\$211	\$184	99.6%	100.0%	96.2%
Inland Empire	\$236	\$234	\$203	100.0%	100.0%	98.0%
S.F. Bay Area	\$596	\$608	\$518	101.9%	102.8%	99.1%
Southern California	\$359	\$360	\$324	100.2%	100.3%	98.4%
S.F. Bay Area	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Alameda	\$613	\$615	\$549	105.4%	106.5%	100.0%
Contra Costa	\$438	\$460	\$389	102.9%	103.5%	99.1%
Marin	\$737	\$721	\$622	100.0%	100.5%	94.8%
Napa	\$493	\$477	\$442	100.0%	100.0%	96.2%
San Francisco	\$988	\$999	\$918	102.3%	104.3%	107.8%
San Mateo	\$987	\$984	\$914	100.0%	100.3%	99.5%
Santa Clara	\$819	\$824	\$724	101.7%	102.6%	98.3%
Solano	\$306	\$300	\$268	101.3%	101.2%	99.0%
Sonoma	\$435	\$452	\$389	100.0%	100.0%	97.3%
Southern California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Los Angeles	\$396	\$393	\$362	101.3%	101.4%	99.2%
Orange	\$467	\$467	\$429	100.0%	100.0%	97.7%
Riverside	\$240	\$242	\$212	100.0%	100.0%	98.2%
San Bernardino	\$225	\$219	\$184	100.0%	100.2%	97.8%
San Diego	\$412	\$410	\$362	100.1%	100.1%	98.3%
Ventura	\$397	\$400	\$358	100.0%	100.0%	98.0%
Central Coast	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Monterey	\$463	\$467	\$374	100.0%	100.0%	96.7%
San Luis Obispo	\$400	\$368	\$359	100.0%	99.2%	96.9%
Santa Barbara	\$477	\$473	\$354	100.0%	100.0%	97.9%
Santa Cruz	\$626	\$610	\$528	100.4%	101.3%	94.6%
Central Valley	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Fresno	\$193	\$188	\$170	100.0%	100.0%	98.3%
Glenn	\$203	\$208	\$194	99.4%	98.6%	96.4%
Kern	\$172	\$171	\$152	100.0%	100.0%	98.6%
Kings	\$171	\$178	\$156	100.0%	100.0%	99.5%
Madera	\$183	\$182	\$163	100.0%	99.8%	97.5%
Merced	\$187	\$187	\$158	100.0%	100.0%	98.0%

Price per Squire Foot & Sales to List Ratio (SFH Homes)
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December-20	Price per Square Foot			Sales Price to List Price Ratio		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Placer	\$275	\$275	\$248	100.0%	100.0%	98.1%
Sacramento	\$273	\$270	\$240	101.4%	101.5%	98.8%
San Benito	\$321	\$332	\$310	100.8%	100.5%	97.4%
San Joaquin	\$248	\$245	\$223	101.3%	102.2%	98.7%
Stanislaus	\$241	\$234	\$210	100.0%	101.0%	98.4%
Tulare	\$172	\$171	\$154	100.0%	100.0%	98.0%
Far North	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Butte	\$260	\$258	\$224	100.0%	100.0%	95.0%
Lassen	\$157	\$143	\$142	97.6%	100.0%	91.5%
Plumas	\$202	\$197	\$167	96.3%	94.9%	89.7%
Shasta	\$199	\$208	\$176	99.3%	100.0%	97.3%
Siskiyou	\$160	\$187	\$143	96.0%	96.6%	95.8%
Tehama	\$194	\$203	\$192	98.3%	99.1%	96.2%
Other Counties in California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Amador	\$219	\$209	\$197	97.8%	99.2%	96.5%
Calaveras	\$229	\$244	\$198	99.3%	100.0%	97.3%
Del Norte	\$192	\$185	\$183	NA	NA	NA
El Dorado	\$281	\$291	\$253	100.0%	100.0%	95.5%
Humboldt	\$239	\$242	\$233	100.0%	100.0%	96.8%
Lake	\$207	\$210	\$175	98.3%	98.0%	93.4%
Mariposa	\$184	\$194	\$200	92.3%	93.7%	92.4%
Mendocino	\$300	\$304	\$272	97.3%	99.5%	96.9%
Mono	\$403	\$366	\$265	96.0%	96.7%	91.7%
Nevada	\$269	\$256	\$223	98.8%	100.0%	94.3%
Sutter	\$218	\$203	\$179	100.0%	100.0%	98.5%
Tuolumne	\$218	\$213	\$182	96.9%	98.2%	93.5%
Yolo	\$303	\$302	\$281	100.0%	100.0%	98.2%
Yuba	\$206	\$202	\$188	101.7%	101.0%	99.3%

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State/Region/County	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
CA Condo/Townhomes	\$520,000	\$520,000	\$477,000	0.0%	9.0%	8.3%	31.3%
Los Angeles Metropolitan Area	\$485,880	\$480,000	\$449,500	1.2%	8.1%	11.4%	28.9%
Central Coast	\$620,000	\$650,000	\$575,000	-4.6%	7.8%	15.5%	36.7%
Central Valley	\$230,000	\$248,000	\$207,500	-7.3%	10.8%	0.7%	22.7%
Far North	\$301,500	\$238,250	\$229,000	26.5%	31.7%	0.0%	128.6%
Inland Empire	\$355,000	\$350,000	\$299,000	1.4%	18.7%	16.5%	38.1%
S.F. Bay Area	\$725,000	\$750,000	\$676,000	-3.3%	7.2%	2.6%	39.9%
Southern California	\$485,000	\$480,000	\$445,000	1.0%	9.0%	11.0%	27.6%
S.F. Bay Area	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Alameda	\$645,400	\$661,000	\$610,000	-2.4%	5.8%	7.7%	43.1%
Contra Costa	\$543,500	\$540,000	\$457,500	0.6%	18.8%	3.1%	34.5%
Marin	\$764,500	\$672,500	\$629,000	13.7%	21.5%	-15.6%	38.5%
Napa	\$653,530	\$550,000	\$510,000	18.8%	28.1%	55.6%	7.7%
San Francisco	\$1,139,000	\$1,225,000	\$1,248,000	-7.0%	-8.7%	5.1%	76.2%
San Mateo	\$820,000	\$910,000	\$960,000	-9.9%	-14.6%	10.9%	19.2%
Santa Clara	\$825,000	\$840,000	\$765,000	-1.8%	7.8%	-6.9%	28.4%
Solano	\$327,500	\$327,500	\$327,500	0.0%	0.0%	33.3%	33.3%
Sonoma	\$418,000	\$409,750	\$345,000	2.0%	21.2%	1.6%	57.5%
Southern California	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Los Angeles	\$500,000	\$488,500	\$444,950	2.4%	12.4%	10.6%	30.4%
Orange	\$555,000	\$550,000	\$545,000	0.9%	1.8%	6.1%	20.0%
Riverside	\$355,000	\$350,000	\$297,000	1.4%	19.5%	16.1%	33.7%
San Bernardino	\$360,000	\$358,000	\$300,000	0.6%	20.0%	18.6%	69.4%
San Diego	\$485,000	\$475,000	\$440,000	2.1%	10.2%	10.0%	24.5%
Ventura	\$495,250	\$474,500	\$439,800	4.4%	12.6%	35.3%	44.0%
Central Coast	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Monterey	\$479,500	\$553,500	\$517,060	-13.4%	-7.3%	11.1%	42.9%
San Luis Obispo	\$429,000	\$462,500	\$497,000	-7.2%	-13.7%	-20.0%	21.7%
Santa Barbara	\$725,000	\$800,000	\$680,500	-9.4%	6.5%	43.6%	31.7%
Santa Cruz	\$629,000	\$719,980	\$597,500	-12.6%	5.3%	12.5%	50.0%
Central Valley	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Fresno	\$169,500	\$204,000	\$167,000	-16.9%	1.5%	21.7%	0.0%
Glenn	NA	NA	NA	NA	NA	NA	NA
Kern	\$170,000	\$158,000	\$134,000	7.6%	26.9%	23.8%	52.9%
Kings	\$74,000	NA	NA	NA	NA	NA	NA
Madera	NA	\$158,000	NA	NA	NA	-100.0%	NA
Merced	\$190,000	\$247,000	\$110,000	-23.1%	72.7%	-50.0%	-66.7%
Placer	\$305,000	\$284,950	\$281,000	7.0%	8.5%	-21.9%	47.1%

SALES AND PRICE ACTIVITY (Condos/Townhomes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Median Sold Price of Existing Condos and Townhomes					Sales	
State/Region/County	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Sacramento	\$265,000	\$264,950	\$233,250	0.0%	13.6%	-1.5%	31.4%
San Benito	\$481,250	\$389,000	\$361,000	23.7%	33.3%	-50.0%	-50.0%
San Joaquin	\$236,000	\$240,500	\$177,500	-1.9%	33.0%	-3.6%	3.8%
Stanislaus	\$227,500	\$216,750	\$206,000	5.0%	10.4%	37.5%	-12.0%
Tulare	\$189,000	\$195,000	\$103,000	-3.1%	83.5%	11.1%	233.3%
Far North	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Butte	\$284,500	\$210,000	\$175,250	35.5%	62.3%	60.0%	100.0%
Lassen	NA	NA	NA	NA	NA	NA	NA
Plumas	\$349,500	\$295,000	NA	18.5%	NA	20.0%	NA
Shasta	\$182,500	\$259,900	\$235,000	-29.8%	-22.3%	-60.0%	-33.3%
Siskiyou	NA	NA	NA	NA	NA	NA	NA
Tehama	NA	\$129,000	NA	NA	NA	-100.0%	NA
Other Counties in California	Dec-20	Nov-20	Dec-19	MTM% Chg	YTY% Chg	MTM% Chg	YTY% Chg
Amador	\$295,000	NA	NA	NA	NA	NA	NA
Calaveras	\$287,000	\$235,500	\$199,900	21.9%	43.6%	250.0%	600.0%
Del Norte	NA	NA	NA	NA	NA	NA	NA
El Dorado	\$320,000	\$325,000	\$307,500	-1.5%	4.1%	6.7%	166.7%
Humboldt	\$197,750	\$220,000	NA	-10.1%	NA	100.0%	NA
Lake	\$355,750	NA	\$242,500	NA	46.7%	NA	-33.3%
Mariposa	NA	NA	NA	NA	NA	NA	NA
Mendocino	\$319,000	NA	\$225,000	NA	NA	NA	0.0%
Mono	NA	NA	NA	NA	NA	NA	NA
Nevada	\$359,000	\$269,500	\$214,500	33.2%	67.4%	-50.0%	0.0%
Sutter	\$147,500	\$124,250	\$161,000	18.7%	-8.4%	0.0%	100.0%
Tuolumne	NA	NA	NA	NA	NA	NA	NA
Yolo	\$415,000	\$364,980	\$273,300	13.7%	51.8%	-10.0%	-10.0%
Yuba	\$109,000	NA	NA	NA	NA	NA	NA

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Supply Indicators - (Condo & Townhomes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Unsold Inventory Index			Median Time on Market		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
CA Condo/Townhomes	1.6	2.2	2.1	17.0	14.0	28.0
Los Angeles Metropolitan Area	1.6	2.3	2.4	19.0	16.0	30.0
Central Coast	1.3	2.0	2.6	13.0	11.0	34.0
Central Valley	1.4	1.8	1.8	11.0	9.0	20.0
Far North	1.5	1.6	4.4	42.0	30.0	54.0
Inland Empire	1.7	2.5	3.5	34.0	32.0	40.0
S.F. Bay Area	1.8	2.4	1.6	23.0	19.0	31.0
Southern California	1.5	2.2	2.3	15.0	13.0	28.0
S.F. Bay Area	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Alameda	1.5	2.0	1.4	14.0	13.5	21.0
Contra Costa	1.2	1.6	1.6	17.0	11.0	30.0
Marin	2.4	2.7	2.6	41.0	29.5	57.0
Napa	3.0	5.8	3.0	97.0	32.0	44.0
San Francisco	2.4	3.8	1.7	54.0	40.0	39.5
San Mateo	1.8	2.7	1.0	28.0	17.5	24.5
Santa Clara	1.8	2.1	1.5	15.0	13.0	30.0
Solano	1.9	2.5	2.8	33.0	40.5	40.0
Sonoma	2.2	2.6	2.7	39.0	39.5	69.5
Southern California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Los Angeles	1.7	2.4	2.2	14.0	13.0	27.5
Orange	1.4	2.0	1.9	14.0	12.0	26.0
Riverside	1.8	2.6	3.6	36.0	36.0	42.0
San Bernardino	1.3	1.9	3.0	15.0	11.0	35.0
San Diego	1.4	1.9	2.1	10.0	9.0	21.0
Ventura	0.9	2.2	3.1	33.0	31.0	55.0
Central Coast	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Monterey	1.5	2.2	2.5	14.0	13.5	32.5
San Luis Obispo	1.8	1.8	3.8	25.5	6.0	42.0
Santa Barbara	0.9	1.9	2.3	11.0	15.0	40.5
Santa Cruz	1.4	2.1	2.4	12.0	10.5	18.5
Central Valley	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Fresno	1.9	2.3	2.8	8.0	12.0	25.5
Glenn	NA	NA	NA	NA	NA	NA
Kern	1.6	2.4	1.9	11.0	7.0	31.0
Kings	0.0	NA	NA	4.0	NA	NA
Madera	NA	2.0	NA	NA	31.0	NA
Merced	4.0	1.5	2.3	19.0	50.5	1.0
Placer	0.9	1.0	1.4	8.0	6.5	11.0

Supply Indicators - (Condo & Townhomes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Unsold Inventory Index			Median Time on Market		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Sacramento	1.3	1.8	1.5	12.0	9.0	15.5
San Benito	0.5	0.5	2.8	7.5	33.5	49.5
San Joaquin	1.7	1.5	2.3	11.0	11.5	39.0
Stanislaus	1.5	2.1	1.4	10.5	8.0	15.0
Tulare	1.4	1.6	4.0	6.5	2.0	33.0
Far North	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Butte	1.5	2.4	2.0	12.0	7.0	77.5
Lassen	NA	NA	NA	NA	NA	NA
Plumas	0.5	1.0	NA	116.5	143.0	NA
Shasta	4.0	1.6	3.0	109.5	25.0	17.0
Siskiyou	NA	NA	NA	NA	NA	NA
Tehama	NA	1.0	NA	NA	5.0	NA
Other Counties in California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Amador	1.0	NA	NA	33.0	NA	NA
Calaveras	0.7	5.5	10.0	78.0	76.5	31.0
Del Norte	NA	NA	NA	NA	NA	NA
El Dorado	1.3	1.4	6.0	35.5	53.0	48.0
Humboldt	2.0	2.0	NA	40.5	90.0	NA
Lake	1.5	NA	1.3	104.5	NA	19.0
Mariposa	NA	NA	NA	NA	NA	NA
Mendocino	1.0	NA	3.0	1.0	NA	92.0
Mono	NA	NA	NA	NA	NA	NA
Nevada	3.0	2.5	4.0	27.0	6.0	129.0
Sutter	0.3	1.0	4.0	19.5	105.5	9.5
Tuolumne	NA	NA	NA	NA	NA	NA
Yolo	1.6	2.4	2.4	33.0	44.0	36.5
Yuba	2.0	NA	NA	8.0	NA	NA

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Price per Squire Foot & Sales to List Ratio (Condo & Townhomes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Price per Square Foot			Sales Price to List Price Ratio		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
CA Condo/Townhomes	\$430	\$433	\$396	100.0%	100.0%	98.3%
Los Angeles Metropolitan Area	\$396	\$395	\$367	100.0%	100.0%	98.3%
Central Coast	\$516	\$517	\$448	99.9%	100.0%	97.6%
Central Valley	\$212	\$220	\$194	100.0%	100.0%	97.5%
Far North	\$210	\$165	\$161	98.1%	98.7%	96.8%
Inland Empire	\$244	\$241	\$217	99.4%	98.6%	97.3%
S.F. Bay Area	\$586	\$595	\$562	99.9%	100.0%	98.5%
Southern California	\$405	\$404	\$372	100.0%	100.0%	98.3%
S.F. Bay Area	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Alameda	\$538	\$542	\$514	101.2%	100.3%	100.0%
Contra Costa	\$447	\$433	\$424	100.0%	100.0%	98.0%
Marin	\$564	\$531	\$470	99.8%	99.1%	99.4%
Napa	\$451	\$395	\$474	95.8%	100.0%	97.2%
San Francisco	\$1,035	\$1,032	\$1,091	96.3%	97.9%	100.0%
San Mateo	\$760	\$781	\$797	97.4%	98.5%	98.7%
Santa Clara	\$604	\$646	\$612	99.4%	100.0%	97.3%
Solano	\$292	\$291	\$262	100.5%	100.5%	100.0%
Sonoma	\$364	\$359	\$318	100.0%	100.0%	96.8%
Southern California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Los Angeles	\$405	\$399	\$377	100.0%	100.0%	98.9%
Orange	\$438	\$433	\$406	100.0%	100.0%	98.2%
Riverside	\$243	\$238	\$218	98.7%	98.4%	97.2%
San Bernardino	\$245	\$278	\$215	100.3%	100.0%	98.0%
San Diego	\$430	\$431	\$389	100.0%	100.0%	98.4%
Ventura	\$357	\$355	\$336	100.0%	100.0%	98.2%
Central Coast	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Monterey	\$443	\$499	\$425	98.7%	100.0%	96.1%
San Luis Obispo	\$299	\$390	\$399	99.8%	100.0%	97.4%
Santa Barbara	\$582	\$569	\$480	99.3%	100.0%	98.1%
Santa Cruz	\$537	\$553	\$471	100.0%	100.1%	98.6%
Central Valley	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Fresno	\$152	\$170	\$140	100.0%	100.0%	97.5%
Glenn	NA	NA	NA	NA	NA	NA
Kern	\$135	\$133	\$108	99.7%	100.0%	95.8%
Kings	\$107	NA	NA	102.8%	NA	NA
Madera	NA	\$150	NA	NA	95.8%	NA
Merced	\$157	\$185	\$113	100.5%	102.1%	91.7%
Placer	\$264	\$263	\$246	100.0%	100.5%	99.5%

Price per Squire Foot & Sales to List Ratio (Condo & Townhomes)
Regional/ Sales Data and Condo Sales Data Not Seasonally Adjusted

December-20	Price per Square Foot			Sales Price to List Price Ratio		
State/Region/County	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Sacramento	\$226	\$226	\$209	100.0%	100.0%	98.2%
San Benito	\$301	\$365	\$311	98.9%	101.4%	97.8%
San Joaquin	\$219	\$231	\$184	98.3%	98.4%	95.7%
Stanislaus	\$206	\$198	\$171	99.0%	100.0%	97.3%
Tulare	\$141	\$145	\$118	100.0%	100.0%	95.4%
Far North	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Butte	\$217	\$194	\$174	97.2%	95.5%	93.7%
Lassen	NA	NA	NA	NA	NA	NA
Plumas	\$199	\$141	NA	99.8%	100.0%	NA
Shasta	\$177	\$177	\$154	89.8%	100.0%	98.3%
Siskiyou	NA	NA	NA	NA	NA	NA
Tehama	NA	\$137	NA	NA	100.0%	NA
Other Counties in California	Dec-20	Nov-20	Dec-19	Dec-20	Nov-20	Dec-19
Amador	\$192	NA	NA	98.7%	NA	NA
Calaveras	\$190	\$199	\$172	98.7%	96.1%	100.0%
Del Norte	NA	NA	NA	NA	NA	NA
El Dorado	\$272	\$355	\$306	98.8%	97.9%	97.6%
Humboldt	\$201	\$162	NA	101.7%	100.0%	NA
Lake	\$328	NA	\$194	95.5%	NA	96.2%
Mariposa	NA	NA	NA	NA	NA	NA
Mendocino	\$319	NA	\$250	100.0%	NA	95.7%
Mono	NA	NA	NA	NA	NA	NA
Nevada	\$286	\$221	\$179	100.0%	100.0%	95.3%
Sutter	\$120	\$125	\$145	97.5%	92.1%	92.6%
Tuolumne	NA	NA	NA	NA	NA	NA
Yolo	\$350	\$336	\$217	96.5%	99.1%	94.5%
Yuba	\$162	NA	NA	94.8%	NA	NA

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