

Glen's Numbers - June 30, 2011

San Francisco East Bay - Tracking 38 Cities (Residential)

Area Description	Active			Pending			Pending/Active Ratio					Months Supply			
	Per City	REO%	Short Pay%	Per City	REO%	Short Pay%	NOW 6.30.11	Jan 5.31.11	June 1.31.11	June 6.30.10	Dec 12.31.09	"Bottom" 10.2.07	NOW 6.30.11	2010 6.30.10	2009 6.30.09
Alameda	164	11%	19%	91	10%	41%	0.55	0.61	0.38	0.52	1.00	0.29	4.6	3.2	4.5
Alamo	106	4%	8%	54	9%	35%	0.51	0.49	0.32	0.50	0.44	0.10	7.0	7.6	12.1
Albany	26	8%	0%	21	5%	33%	0.81	0.46	0.70	0.54	0.90	0.32	3.0	2.6	3.0
Antioch	311	29%	42%	539	1%	64%	1.73	1.37	0.88	1.86	2.88	0.06	2.2	1.9	2.9
Berkeley	152	2%	16%	108	5%	24%	0.71	0.63	0.68	0.63	1.69	0.43	3.2	3.4	13.5
Blackhawk	53	2%	15%	20	10%	35%	0.38	0.37	0.50	0.45	0.33	0.10	6.8	5.9	13.0
Brentwood	176	17%	37%	353	16%	70%	2.01	1.87	1.27	1.74	2.56	0.07	2.0	2.0	7.7
Castro Valley	158	10%	24%	131	12%	47%	0.83	0.74	0.74	0.82	1.59	0.20	4.2	3.5	7.2
Clayton	46	11%	17%	34	3%	68%	0.74	0.91	0.48	0.34	0.93	0.17	3.5	5.1	5.3
Concord	325	26%	41%	456	0%	61%	1.40	1.22	0.84	1.14	2.00	0.11	2.7	2.9	8.8
Crockett	17	29%	6%	7	29%	43%	0.41	0.18	0.75	0.50	1.33	0.10	6.0	5.6	7.8
Danville	210	4%	14%	147	7%	41%	0.70	0.68	0.72	0.75	0.88	0.19	3.9	3.4	7.0
Diablo	9	0%	0%	5	0%	20%	0.56	0.40	0.25	0.25	0.20	-	7.7	27.4	22.0
Dublin	112	5%	18%	206	11%	60%	1.84	1.64	1.02	1.14	2.13	0.15	2.2	2.8	6.2
El Cerrito	67	9%	27%	26	19%	31%	0.39	0.50	0.60	0.46	0.75	0.29	4.0	3.7	3.6
El Sobrante	50	28%	44%	40	20%	40%	0.80	1.05	0.57	0.77	1.06	0.10	3.9	3.5	12.6
Emeryville	50	26%	26%	39	26%	56%	0.78	0.82	0.51	0.65	0.78	0.13	4.2	6.3	7.4
Fremont	546	10%	29%	437	11%	57%	0.80	0.92	0.83	0.93	1.45	0.20	3.6	3.0	6.4
Hayward	430	24%	42%	493	19%	62%	1.15	1.14	0.93	1.33	2.08	0.08	3.2	2.7	16.2
Hercules	102	32%	54%	114	27%	58%	1.12	0.94	0.97	1.46	3.16	0.11	3.5	3.1	11.3
Kensington	15	0%	7%	5	0%	20%	0.33	1.10	0.36	0.47	1.00	0.67	3.2	3.2	2.0
Lafayette	105	3%	7%	38	5%	26%	0.36	0.72	0.34	0.33	0.50	0.24	4.8	5.7	5.8
Livermore	260	17%	31%	278	12%	55%	1.07	0.99	0.76	1.25	1.70	0.12	3.0	2.5	7.6
Martinez	175	26%	27%	173	23%	56%	0.99	0.98	0.85	0.69	0.82	0.10	4.1	4.2	8.3
Moraga	54	11%	13%	23	13%	17%	0.43	0.61	0.70	0.47	0.72	0.42	3.6	4.7	4.5
Oakland	1063	19%	27%	909	22%	48%	0.86	0.79	0.75	1.07	1.53	0.15	4.0	3.1	11.3
Orinda	64	6%	3%	29	21%	21%	0.45	0.38	0.46	0.39	0.54	0.25	3.9	7.0	5.4
Piedmont	27	0%	4%	20	0%	20%	0.74	0.74	0.62	0.79	1.00	0.47	2.6	4.6	3.9
Pinole	52	25%	35%	55	25%	51%	1.06	0.96	0.98	1.26	1.26	0.08	3.4	2.7	9.6
Pittsburg	127	33%	43%	272	27%	57%	2.14	1.72	1.37	1.84	2.61	0.05	1.6	1.8	21.0
Pleasant Hill	104	17%	22%	88	17%	41%	0.85	0.86	0.74	0.78	1.53	0.13	3.7	3.5	5.6
Pleasanton	250	6%	18%	155	4%	45%	0.62	0.73	0.70	0.74	1.17	0.19	4.0	3.7	6.7
Richmond	325	24%	34%	356	24%	55%	1.10	1.08	0.82	1.26	1.94	0.10	3.1	2.7	19.0
San Leandro	258	22%	35%	241	17%	63%	0.93	0.87	0.68	1.11	2.06	0.11	4.0	2.7	9.6
San Lorenzo	59	22%	39%	94	14%	69%	1.59	1.36	1.08	1.32	3.35	0.11	2.9	2.2	9.7
San Pablo	109	25%	55%	117	32%	54%	1.07	1.03	0.73	1.30	2.10	0.09	3.3	2.1	21.9
San Ramon	252	11%	21%	257	10%	55%	1.02	1.07	0.85	1.44	2.40	0.15	3.1	2.3	6.1
Walnut Creek	249	14%	16%	192	16%	44%	0.77	0.81	0.79	0.64	0.80	0.15	3.5	4.2	6.8
Totals	6,658	17%	28%	6,623	14%	54%	0.99	0.97	0.81	1.04	1.66	0.13	3.3	3.0	9.2

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<u>Area</u> <u>Description</u>	SALES	Last 4 Months			Last 4 Months		Sales Price % of List Price	Average DOM
	<u>Annual Sales</u>	<u>Sales Since 3/1/2011 Months</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	425	167	17%	10%	\$ 525,483	\$ 489,000	97.9%	56
Alamo	182	54	11%	15%	\$ 1,107,790	\$ 1,017,500	95.6%	91
Albany	103	31	13%	6%	\$ 537,412	\$ 510,000	101.1%	30
Antioch	1716	595	51%	25%	\$ 180,568	\$ 180,000	99.1%	42
Berkeley	578	225	10%	6%	\$ 665,108	\$ 625,000	100.6%	37
Blackhawk	93	30	10%	7%	\$ 1,112,312	\$ 1,040,000	79.1%	81
Brentwood	1049	372	33%	35%	\$ 307,437	\$ 304,000	98.9%	37
Castro Valley	456	152	22%	21%	\$ 435,598	\$ 418,000	98.1%	46
Clayton	157	66	24%	20%	\$ 462,597	\$ 435,750	97.1%	51
Concord	1431	542	46%	21%	\$ 237,570	\$ 225,999	98.6%	52
Crockett	34	6	67%	0%	\$ 184,166	\$ 187,000	99.2%	80
Danville	649	253	15%	17%	\$ 787,226	\$ 762,500	96.8%	45
Diablo	14	5	0%	0%	\$ 1,422,700	\$ 1,406,500	67.2%	150
Dublin	603	227	19%	34%	\$ 487,869	\$ 415,000	98.5%	46
El Cerrito	203	72	15%	8%	\$ 505,866	\$ 480,600	99.2%	36
El Sobrante	153	50	56%	20%	\$ 226,630	\$ 222,000	97.5%	68
Emeryville	144	57	49%	21%	\$ 250,684	\$ 220,000	97.4%	46
Fremont	1815	679	19%	20%	\$ 527,032	\$ 480,000	98.2%	38
Hayward	1605	559	42%	25%	\$ 271,311	\$ 246,250	98.7%	47
Hercules	351	128	44%	32%	\$ 281,458	\$ 294,750	98.8%	42
Kensington	56	21	5%	5%	\$ 689,857	\$ 645,000	99.8%	26
Lafayette	262	109	6%	5%	\$ 1,036,495	\$ 941,140	93.3%	43
Livermore	1045	387	23%	25%	\$ 460,405	\$ 406,940	97.3%	42
Martinez	517	184	43%	15%	\$ 297,256	\$ 272,500	97.2%	54
Moraga	181	74	14%	1%	\$ 707,418	\$ 769,250	97.7%	40
Oakland	3188	1165	33%	17%	\$ 342,733	\$ 235,247	98.6%	47
Orinda	199	67	4%	7%	\$ 991,527	\$ 935,000	96.5%	50
Piedmont	126	52	2%	2%	\$ 1,532,250	\$ 1,350,500	100.1%	20
Pinole	185	74	47%	26%	\$ 230,789	\$ 233,800	97.8%	51
Pittsburg	944	334	49%	25%	\$ 170,614	\$ 164,950	99.0%	44
Pleasant Hill	340	122	27%	26%	\$ 380,642	\$ 357,950	97.7%	58
Pleasanton	758	289	9%	12%	\$ 743,720	\$ 655,000	96.4%	46
Richmond	1263	417	52%	19%	\$ 175,815	\$ 150,000	98.0%	49
San Leandro	766	286	41%	22%	\$ 292,538	\$ 280,000	97.5%	51
San Lorenzo	245	90	32%	26%	\$ 267,610	\$ 275,000	98.7%	39
San Pablo	395	152	61%	19%	\$ 143,746	\$ 135,500	99.5%	39
San Ramon	985	386	17%	26%	\$ 586,681	\$ 583,000	98.6%	40
Walnut Creek	845	330	22%	18%	\$ 516,486	\$ 490,000	97.0%	50
Totals	24,061	8,809	32%	20%				