

Glen's Numbers - July 31, 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 7.31.11	Jan 6.30.11	June 1.31.11	Dec 6.30.10	Dec 12.31.09	"Bottom" 10.2.07	NOW 7.31.11	2010 7.31.10	2009 7.31.09
Alameda	148	12%	16%	100	10%	44%	0.68	0.55	0.38	0.52	1.00	0.29	4.0	3.6	4.4
Alamo	97	4%	7%	60	10%	38%	0.62	0.51	0.32	0.50	0.44	0.10	6.8	6.6	14.1
Albany	31	16%	10%	17	6%	35%	0.55	0.81	0.70	0.54	0.90	0.32	3.5	2.8	4.6
Antioch	311	25%	46%	539	24%	60%	1.73	1.73	0.88	1.86	2.88	0.06	2.2	2.3	0.9
Berkeley	152	5%	18%	87	6%	32%	0.57	0.71	0.68	0.63	1.69	0.43	3.1	3.3	2.3
Blackhawk	52	4%	6%	13	8%	62%	0.25	0.38	0.50	0.45	0.33	0.10	6.6	5.1	16.5
Brentwood	182	20%	33%	326	12%	72%	1.79	2.01	1.27	1.74	2.56	0.07	2.1	2.4	1.8
Castro Valley	170	29%	24%	119	15%	47%	0.70	0.83	0.74	0.82	1.59	0.20	4.4	3.8	3.0
Clayton	43	14%	14%	40	5%	65%	0.93	0.74	0.48	0.34	0.93	0.17	3.3	5.1	4.6
Concord	327	25%	40%	454	17%	63%	1.39	1.40	0.84	1.14	2.00	0.11	2.7	3.3	1.5
Crockett	13	15%	0%	9	22%	33%	0.69	0.41	0.75	0.50	1.33	0.10	5.0	5.4	4.2
Danville	210	6%	18%	136	4%	47%	0.65	0.70	0.72	0.75	0.88	0.19	3.9	3.7	5.5
Diablo	11	0%	0%	4	0%	25%	0.36	0.56	0.25	0.25	0.20	-	10.2	16.8	48.0
Dublin	121	6%	21%	186	6%	62%	1.54	1.84	1.02	1.14	2.13	0.15	2.3	3.4	2.3
El Cerrito	64	9%	22%	33	21%	39%	0.52	0.39	0.60	0.46	0.75	0.29	3.8	3.9	2.3
El Sobrante	44	32%	30%	40	28%	53%	0.91	0.80	0.57	0.77	1.06	0.10	3.4	3.7	3.5
Emeryville	54	17%	22%	35	17%	69%	0.65	0.78	0.51	0.65	0.78	0.13	4.2	6.2	6.5
Fremont	503	10%	27%	476	11%	55%	0.95	0.80	0.83	0.93	1.45	0.20	3.3	3.5	2.7
Hayward	397	26%	40%	515	18%	63%	1.30	1.15	0.93	1.33	2.08	0.08	2.9	3.2	1.9
Hercules	103	34%	51%	131	29%	57%	1.27	1.12	0.97	1.46	3.16	0.11	3.5	4.1	1.3
Kensington	13	0%	0%	8	13%	25%	0.62	0.33	0.36	0.47	1.00	0.67	2.7	3.9	4.1
Lafayette	96	1%	5%	42	7%	24%	0.44	0.36	0.34	0.33	0.50	0.24	4.3	5.6	6.8
Livermore	246	15%	27%	265	15%	63%	1.08	1.07	0.76	1.25	1.70	0.12	2.8	2.6	2.4
Martinez	162	28%	25%	194	22%	55%	1.20	0.99	0.85	0.69	0.82	0.10	3.6	4.2	3.6
Moraga	52	8%	13%	26	8%	27%	0.50	0.43	0.70	0.47	0.72	0.42	3.3	5.7	5.8
Oakland	1098	20%	25%	875	21%	51%	0.80	0.86	0.75	1.07	1.53	0.15	4.1	3.7	2.5
Orinda	53	2%	4%	33	21%	15%	0.62	0.45	0.46	0.39	0.54	0.25	3.3	7.2	6.6
Piedmont	18	0%	0%	20	0%	20%	1.11	0.74	0.62	0.79	1.00	0.47	1.8	3.7	3.3
Pinole	57	26%	44%	54	26%	48%	0.95	1.06	0.98	1.26	1.26	0.08	3.6	3.7	1.6
Pittsburg	127	32%	37%	269	26%	59%	2.12	2.14	1.37	1.84	2.61	0.05	1.6	2.1	1.2
Pleasant Hill	112	16%	26%	83	16%	45%	0.74	0.85	0.74	0.78	1.53	0.13	3.7	4.1	2.6
Pleasanton	250	6%	16%	157	5%	43%	0.63	0.62	0.70	0.74	1.17	0.19	3.9	3.7	4.4
Richmond	334	25%	33%	360	25%	56%	1.08	1.10	0.82	1.26	1.94	0.10	3.1	3.3	1.6
San Leandro	248	19%	36%	256	17%	59%	1.03	0.93	0.68	1.11	2.06	0.11	3.8	3.3	1.5
San Lorenzo	63	21%	41%	92	14%	62%	1.46	1.59	1.08	1.32	3.35	0.11	2.9	3.1	0.6
San Pablo	103	33%	53%	117	26%	60%	1.14	1.07	0.73	1.30	2.10	0.09	3.2	2.2	1.4
San Ramon	221	7%	25%	269	10%	53%	1.22	1.02	0.85	1.44	2.40	0.15	2.7	2.8	2.5
Walnut Creek	247	14%	19%	177	15%	48%	0.72	0.77	0.79	0.64	0.80	0.15	3.5	4.3	4.4
Totals	6,533	18%	28%	6,617	17%	56%	1.01	0.99	0.81	1.04	1.66	0.13	3.2	3.4	2.3

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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 4/1/2011 Sales</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	446	186	15%	11%	\$ 528,554	\$ 500,000	98.0%	60
Alamo	171	65	6%	9%	\$ 1,167,834	\$ 1,090,000	95.5%	85
Albany	105	33	3%	6%	\$ 595,645	\$ 535,000	101.1%	30
Antioch	1730	594	47%	25%	\$ 182,044	\$ 180,000	99.1%	44
Berkeley	589	239	8%	5%	\$ 685,541	\$ 632,000	100.7%	31
Blackhawk	95	38	8%	11%	\$ 1,134,005	\$ 1,015,000	88.9%	66
Brentwood	1058	369	34%	35%	\$ 304,777	\$ 301,000	99.0%	37
Castro Valley	460	170	22%	19%	\$ 441,715	\$ 404,500	97.8%	47
Clayton	155	59	20%	22%	\$ 475,710	\$ 440,000	97.1%	52
Concord	1477	567	43%	22%	\$ 232,398	\$ 222,000	98.5%	56
Crockett	31	5	80%	0%	\$ 183,600	\$ 155,000	103.2%	45
Danville	653	262	14%	15%	\$ 780,828	\$ 765,000	96.7%	43
Diablo	13	6	0%	0%	\$ 1,307,500	\$ 1,269,000	73.1%	105
Dublin	628	219	18%	35%	\$ 475,789	\$ 415,000	98.6%	42
El Cerrito	200	68	9%	7%	\$ 498,291	\$ 462,000	98.7%	37
El Sobrante	156	55	42%	24%	\$ 235,203	\$ 225,000	98.4%	61
Emeryville	153	63	49%	21%	\$ 254,539	\$ 232,000	97.3%	41
Fremont	1830	674	18%	19%	\$ 528,100	\$ 482,000	98.2%	37
Hayward	1619	563	42%	24%	\$ 262,926	\$ 244,500	98.5%	45
Hercules	355	130	44%	32%	\$ 271,035	\$ 287,250	99.3%	38
Kensington	57	19	0%	5%	\$ 742,789	\$ 680,000	99.5%	42
Lafayette	266	121	4%	6%	\$ 1,051,246	\$ 946,140	94.1%	43
Livermore	1065	401	21%	25%	\$ 457,415	\$ 405,000	98.5%	42
Martinez	534	197	43%	17%	\$ 289,009	\$ 255,000	97.4%	52
Moraga	187	82	11%	4%	\$ 724,375	\$ 771,430	98.1%	37
Oakland	3217	1196	32%	17%	\$ 337,281	\$ 230,000	99.1%	45
Orinda	194	64	8%	6%	\$ 1,059,909	\$ 945,000	95.5%	47
Piedmont	123	57	2%	2%	\$ 1,577,571	\$ 1,351,000	100.2%	22
Pinole	192	70	43%	21%	\$ 241,585	\$ 239,950	97.2%	49
Pittsburg	960	334	49%	24%	\$ 176,104	\$ 170,000	99.1%	36
Pleasant Hill	365	128	27%	23%	\$ 334,043	\$ 339,000	98.4%	50
Pleasanton	763	284	8%	13%	\$ 777,476	\$ 689,500	97.2%	42
Richmond	1276	420	48%	18%	\$ 186,827	\$ 156,500	98.2%	45
San Leandro	784	295	38%	24%	\$ 297,418	\$ 285,000	98.0%	51
San Lorenzo	259	94	27%	35%	\$ 264,647	\$ 273,500	98.4%	39
San Pablo	391	150	61%	18%	\$ 143,053	\$ 131,500	99.9%	36
San Ramon	997	395	17%	24%	\$ 587,172	\$ 580,000	98.6%	40
Walnut Creek	842	352	22%	17%	\$ 524,272	\$ 506,500	97.4%	46
Totals	24,396	9,024	30%	20%				