

Glen's Numbers - August 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 8.31.11 | July 7.31.11 | Jan 1.31.11 | June 6.30.10 | Dec 12.31.09 | "Bottom" 10.2.07 | NOW 8.31.11 | 2010 8.31.10 | 2009 8.31.09 |
| Alameda | 139 | 14% | 17% | 96 | 13% | 49% | 0.69 | 0.68 | 0.38 | 0.52 | 1.00 | 0.29 | 3.6 | 3.8 | 3.6 |
| Alamo | 98 | 3% | 10% | 42 | 12% | 43% | 0.43 | 0.62 | 0.32 | 0.50 | 0.44 | 0.10 | 6.4 | 6.3 | 12.6 |
| Albany | 34 | 12% | 3% | 15 | 7% | 60% | 0.44 | 0.55 | 0.70 | 0.54 | 0.90 | 0.32 | 3.8 | 2.9 | 3.4 |
| Antioch | 292 | 27% | 46% | 507 | 20% | 64% | 1.74 | 1.73 | 0.88 | 1.86 | 2.88 | 0.06 | 2.0 | 2.5 | 0.8 |
| Berkeley | 144 | 7% | 15% | 81 | 5% | 40% | 0.56 | 0.57 | 0.68 | 0.63 | 1.69 | 0.43 | 2.9 | 3.5 | 2.0 |
| Blackhawk | 38 | 3% | 11% | 16 | 0% | 44% | 0.42 | 0.25 | 0.50 | 0.45 | 0.33 | 0.10 | 4.8 | 5.1 | 10.5 |
| Brentwood | 181 | 20% | 33% | 320 | 13% | 73% | 1.77 | 1.79 | 1.27 | 1.74 | 2.56 | 0.07 | 2.0 | 2.5 | 1.7 |
| Castro Valley | 159 | 13% | 24% | 131 | 8% | 50% | 0.82 | 0.70 | 0.74 | 0.82 | 1.59 | 0.20 | 4.1 | 4.1 | 2.8 |
| Clayton | 40 | 18% | 15% | 34 | 6% | 71% | 0.85 | 0.93 | 0.48 | 0.34 | 0.93 | 0.17 | 3.1 | 4.5 | 4.4 |
| Concord | 324 | 26% | 40% | 471 | 19% | 62% | 1.45 | 1.39 | 0.84 | 1.14 | 2.00 | 0.11 | 2.6 | 3.6 | 1.5 |
| Crockett | 13 | 23% | 15% | 6 | 0% | 50% | 0.46 | 0.69 | 0.75 | 0.50 | 1.33 | 0.10 | 5.0 | 4.5 | 4.4 |
| Danville | 207 | 7% | 15% | 123 | 9% | 51% | 0.59 | 0.65 | 0.72 | 0.75 | 0.88 | 0.19 | 3.8 | 3.8 | 5.2 |
| Diablo | 8 | 0% | 0% | 4 | 0% | 25% | 0.50 | 0.36 | 0.25 | 0.25 | 0.20 | - | 6.9 | 18.0 | 48.0 |
| Dublin | 133 | 14% | 21% | 183 | 5% | 64% | 1.38 | 1.54 | 1.02 | 1.14 | 2.13 | 0.15 | 2.5 | 3.8 | 1.9 |
| El Cerrito | 67 | 12% | 22% | 34 | 9% | 35% | 0.51 | 0.52 | 0.60 | 0.46 | 0.75 | 0.29 | 4.2 | 4.0 | 2.9 |
| El Sobrante | 39 | 26% | 33% | 39 | 26% | 44% | 1.00 | 0.91 | 0.57 | 0.77 | 1.06 | 0.10 | 2.9 | 4.0 | 2.4 |
| Emeryville | 47 | 17% | 21% | 39 | 28% | 51% | 0.83 | 0.65 | 0.51 | 0.65 | 0.78 | 0.13 | 3.7 | 6.1 | 5.5 |
| Fremont | 482 | 10% | 28% | 486 | 10% | 56% | 1.01 | 0.95 | 0.83 | 0.93 | 1.45 | 0.20 | 3.1 | 3.9 | 2.4 |
| Hayward | 377 | 23% | 40% | 532 | 22% | 57% | 1.41 | 1.30 | 0.93 | 1.33 | 2.08 | 0.08 | 2.8 | 3.5 | 1.7 |
| Hercules | 90 | 29% | 58% | 143 | 31% | 55% | 1.59 | 1.27 | 0.97 | 1.46 | 3.16 | 0.11 | 3.0 | 3.7 | 1.5 |
| Kensington | 13 | 8% | 0% | 6 | 0% | 33% | 0.46 | 0.62 | 0.36 | 0.47 | 1.00 | 0.67 | 2.7 | 4.1 | 2.8 |
| Lafayette | 83 | 1% | 6% | 38 | 0% | 29% | 0.46 | 0.44 | 0.34 | 0.33 | 0.50 | 0.24 | 3.7 | 5.2 | 5.8 |
| Livermore | 242 | 12% | 27% | 274 | 14% | 61% | 1.13 | 1.08 | 0.76 | 1.25 | 1.70 | 0.12 | 2.7 | 2.9 | 2.3 |
| Martinez | 148 | 25% | 26% | 180 | 22% | 57% | 1.22 | 1.20 | 0.85 | 0.69 | 0.82 | 0.10 | 3.1 | 4.2 | 3.6 |
| Moraga | 42 | 7% | 14% | 32 | 6% | 28% | 0.76 | 0.50 | 0.70 | 0.47 | 0.72 | 0.42 | 2.8 | 5.4 | 6.5 |
| Oakland | 1023 | 20% | 27% | 886 | 20% | 52% | 0.87 | 0.80 | 0.75 | 1.07 | 1.53 | 0.15 | 3.8 | 3.9 | 2.4 |
| Orinda | 63 | 2% | 8% | 26 | 8% | 12% | 0.41 | 0.62 | 0.46 | 0.39 | 0.54 | 0.25 | 4.0 | 5.9 | 6.0 |
| Piedmont | 16 | 0% | 6% | 15 | 0% | 20% | 0.94 | 1.11 | 0.62 | 0.79 | 1.00 | 0.47 | 1.5 | 3.9 | 3.9 |
| Pinole | 51 | 24% | 39% | 63 | 30% | 43% | 1.24 | 0.95 | 0.98 | 1.26 | 1.26 | 0.08 | 3.2 | 3.2 | 1.3 |
| Pittsburg | 140 | 38% | 40% | 261 | 21% | 58% | 1.86 | 2.12 | 1.37 | 1.84 | 2.61 | 0.05 | 1.7 | 2.6 | 1.0 |
| Pleasant Hill | 94 | 18% | 29% | 90 | 8% | 49% | 0.96 | 0.74 | 0.74 | 0.78 | 1.53 | 0.13 | 3.0 | 4.7 | 2.4 |
| Pleasanton | 231 | 9% | 16% | 155 | 5% | 48% | 0.67 | 0.63 | 0.70 | 0.74 | 1.17 | 0.19 | 3.6 | 3.7 | 3.7 |
| Richmond | 350 | 28% | 36% | 345 | 26% | 55% | 0.99 | 1.08 | 0.82 | 1.26 | 1.94 | 0.10 | 3.2 | 3.7 | 1.6 |
| San Leandro | 239 | 20% | 35% | 273 | 15% | 58% | 1.14 | 1.03 | 0.68 | 1.11 | 2.06 | 0.11 | 3.6 | 3.7 | 1.6 |
| San Lorenzo | 65 | 17% | 46% | 83 | 18% | 59% | 1.28 | 1.46 | 1.08 | 1.32 | 3.35 | 0.11 | 2.9 | 2.8 | 0.8 |
| San Pablo | 90 | 27% | 50% | 123 | 30% | 60% | 1.37 | 1.14 | 0.73 | 1.30 | 2.10 | 0.09 | 2.7 | 2.5 | 1.1 |
| San Ramon | 229 | 10% | 23% | 227 | 7% | 62% | 0.99 | 1.22 | 0.85 | 1.44 | 2.40 | 0.15 | 2.7 | 3.3 | 2.0 |
| Walnut Creek | 211 | 13% | 22% | 217 | 14% | 50% | 1.03 | 0.72 | 0.79 | 0.64 | 0.80 | 0.15 | 3.0 | 4.1 | 4.5 |
| Totals | 6,242 | 18% | 29% | 6,596 | 17% | 56% | 1.06 | 1.01 | 0.81 | 1.04 | 1.66 | 0.13 | 3.0 | 3.6 | 2.2 |

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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</u> <u>Sales</u> | <u>Sales</u> | <u>REO%</u> | <u>Short%</u> | <u>Average</u> <u>Sales Price</u> | <u>Median</u> <u>Sales Price</u> | | |
| Alameda | 457 | 192 | 12% | 12% | \$ 514,419 | \$ 475,750 | 98.1% | 60 |
| Alamo | 184 | 83 | 7% | 7% | \$ 1,223,810 | \$ 1,100,000 | 94.1% | 72 |
| Albany | 107 | 32 | 6% | 3% | \$ 565,500 | \$ 550,000 | 100.9% | 34 |
| Antioch | 1772 | 644 | 45% | 25% | \$ 182,654 | \$ 179,450 | 99.2% | 44 |
| Berkeley | 590 | 237 | 6% | 5% | \$ 670,177 | \$ 604,000 | 100.5% | 28 |
| Blackhawk | 95 | 37 | 14% | 14% | \$ 1,176,705 | \$ 1,065,000 | 88.8% | 57 |
| Brentwood | 1083 | 381 | 32% | 35% | \$ 305,615 | \$ 295,000 | 99.1% | 37 |
| Castro Valley | 460 | 166 | 23% | 20% | \$ 439,097 | \$ 400,000 | 98.1% | 42 |
| Clayton | 157 | 54 | 22% | 30% | \$ 452,125 | \$ 429,000 | 97.3% | 57 |
| Concord | 1514 | 559 | 40% | 23% | \$ 237,302 | \$ 231,500 | 98.2% | 47 |
| Crockett | 31 | 8 | 63% | 0% | \$ 227,399 | \$ 196,000 | 99.4% | 52 |
| Danville | 661 | 271 | 10% | 14% | \$ 801,766 | \$ 777,500 | 96.6% | 41 |
| Diablo | 14 | 7 | 0% | 14% | \$ 1,270,714 | \$ 1,200,000 | 75.0% | 128 |
| Dublin | 642 | 222 | 16% | 33% | \$ 504,037 | \$ 438,500 | 98.6% | 41 |
| El Cerrito | 193 | 63 | 14% | 10% | \$ 469,396 | \$ 441,000 | 98.4% | 37 |
| El Sobrante | 161 | 57 | 44% | 21% | \$ 243,787 | \$ 220,000 | 98.3% | 59 |
| Emeryville | 151 | 60 | 42% | 25% | \$ 265,022 | \$ 245,000 | 97.6% | 44 |
| Fremont | 1848 | 679 | 18% | 19% | \$ 527,686 | \$ 481,000 | 98.0% | 38 |
| Hayward | 1635 | 557 | 40% | 26% | \$ 257,569 | \$ 237,650 | 97.9% | 45 |
| Hercules | 359 | 134 | 49% | 25% | \$ 263,504 | \$ 274,950 | 99.0% | 40 |
| Kensington | 57 | 23 | 4% | 4% | \$ 723,217 | \$ 680,000 | 99.4% | 47 |
| Lafayette | 268 | 126 | 6% | 5% | \$ 1,051,756 | \$ 925,000 | 93.7% | 43 |
| Livermore | 1092 | 414 | 22% | 23% | \$ 454,424 | \$ 402,750 | 98.3% | 43 |
| Martinez | 565 | 228 | 43% | 19% | \$ 287,046 | \$ 255,500 | 97.4% | 49 |
| Moraga | 183 | 76 | 11% | 3% | \$ 744,045 | \$ 784,680 | 98.1% | 39 |
| Oakland | 3251 | 1214 | 32% | 17% | \$ 343,520 | \$ 240,000 | 99.1% | 44 |
| Orinda | 191 | 69 | 9% | 6% | \$ 1,061,895 | \$ 945,000 | 95.9% | 52 |
| Piedmont | 127 | 55 | 0% | 4% | \$ 1,465,354 | \$ 1,310,000 | 99.8% | 31 |
| Pinole | 192 | 76 | 34% | 24% | \$ 239,229 | \$ 240,000 | 98.2% | 38 |
| Pittsburg | 967 | 317 | 50% | 24% | \$ 176,526 | \$ 174,300 | 99.1% | 32 |
| Pleasant Hill | 374 | 139 | 27% | 20% | \$ 389,237 | \$ 372,000 | 98.0% | 50 |
| Pleasanton | 774 | 282 | 6% | 12% | \$ 773,827 | \$ 699,000 | 97.4% | 39 |
| Richmond | 1294 | 439 | 50% | 19% | \$ 188,064 | \$ 157,000 | 98.7% | 42 |
| San Leandro | 801 | 291 | 36% | 24% | \$ 297,157 | \$ 285,000 | 98.3% | 47 |
| San Lorenzo | 273 | 95 | 26% | 33% | \$ 271,126 | \$ 276,000 | 98.2% | 43 |
| San Pablo | 405 | 154 | 61% | 18% | \$ 139,142 | \$ 130,500 | 100.3% | 36 |
| San Ramon | 1023 | 414 | 15% | 22% | \$ 594,801 | \$ 580,000 | 98.5% | 37 |
| Walnut Creek | 834 | 354 | 21% | 17% | \$ 523,358 | \$ 509,500 | 97.6% | 45 |
| Totals | 24,785 | 9,209 | 29% | 20% | | | | |