

# Glen's Numbers - September 30, 2011

## San Francisco East Bay - Tracking 38 Cities (Residential)

Area <u>Description</u>	<u>Active</u>			<u>Pending</u>			<u>Pending/Active Ratio</u>						<u>Months Supply</u>		
	Per	Short		Per	Short		NOW	June	Jan	June	Dec	"Bottom"	NOW	2010	2009
	City	REO%	Pay%	City	REO%	Pay%	9.30.11	6.30.11	1.31.11	6.30.10	12.31.09	10.2.07	9.30.11	9.30.10	9.30.09
Alameda	138	13%	17%	94	12%	45%	0.68	0.55	0.38	0.52	1.00	0.29	3.6	4.3	2.9
Alamo	97	3%	13%	30	7%	50%	0.31	0.51	.32	0.50	0.44	0.10	6.5	6.2	12.7
Albany	33	9%	0%	20	10%	55%	0.61	0.81	0.70	0.54	0.90	0.32	3.8	3.7	4.4
Antioch	270	29%	50%	543	20%	63%	2.01	1.73	0.88	1.86	2.88	0.06	1.8	2.9	1.0
Berkeley	154	7%	12%	79	5%	44%	0.51	0.71	0.68	0.63	1.69	0.43	3.1	4.2	2.4
Blackhawk	42	2%	119%	14	7%	43%	0.33	0.38	0.50	0.45	0.33	0.10	5.4	4.8	11.6
Brentwood	162	19%	31%	332	14%	72%	2.05	2.01	1.27	1.74	2.56	0.07	1.8	2.3	1.7
Castro Valley	145	13%	23%	140	11%	52%	0.97	0.83	0.74	0.82	1.59	0.20	3.7	3.9	3.0
Clayton	49	18%	31%	32	16%	59%	0.65	0.74	0.48	0.34	0.93	0.17	4.0	5.3	4.0
Concord	288	27%	40%	457	20%	64%	1.59	1.40	0.84	1.14	2.00	0.11	2.3	3.7	1.4
Crockett	12	33%	25%	12	8%	33%	1.00	0.41	0.75	0.50	1.33	0.10	5.5	3.7	3.3
Danville	208	5%	16%	131	12%	46%	0.63	0.70	0.72	0.75	0.88	0.19	3.8	4.0	5.1
Diablo	8	0%	0%	3	0%	33%	0.38	0.56	0.25	0.25	0.20	-	7.4	16.8	38.0
Dublin	141	13%	19%	171	11%	64%	1.21	1.84	1.02	1.14	2.13	0.15	2.6	4.5	1.7
El Cerrito	70	17%	14%	42	5%	38%	0.60	0.39	0.60	0.46	0.75	0.29	4.3	4.1	2.7
El Sobrante	43	35%	33%	39	23%	49%	0.91	0.80	0.57	0.77	1.06	0.10	3.3	5.4	2.2
Emeryville	49	20%	24%	41	27%	44%	0.84	0.78	0.51	0.65	0.78	0.13	3.9	6.3	7.2
Fremont	454	12%	27%	480	11%	58%	1.06	0.80	0.83	0.93	1.45	0.20	2.9	3.6	2.2
Hayward	388	25%	38%	537	19%	59%	1.38	1.15	0.93	1.33	2.08	0.08	2.8	3.7	1.5
Hercules	90	28%	61%	129	32%	57%	1.43	1.12	0.97	1.46	3.16	0.11	2.9	3.4	1.4
Kensington	14	0%	7%	5	20%	20%	0.36	0.33	0.36	0.47	1.00	0.67	2.9	6.0	1.4
Lafayette	78	3%	8%	30	0%	43%	0.38	0.36	0.34	0.33	0.50	0.24	3.5	5.2	5.8
Livermore	230	10%	31%	274	12%	59%	1.19	1.07	0.76	1.25	1.70	0.12	2.5	3.1	2.3
Martinez	136	24%	22%	166	19%	58%	1.22	0.99	0.85	0.69	0.82	0.10	2.7	4.6	3.4
Moraga	42	2%	12%	27	15%	41%	0.64	0.43	0.70	0.47	0.72	0.42	2.7	4.4	6.3
Oakland	1043	20%	25%	903	18%	51%	0.87	0.86	0.75	1.07	1.53	0.15	3.8	4.4	2.3
Orinda	67	1%	7%	19	11%	16%	0.28	0.45	0.46	0.39	0.54	0.25	4.3	5.7	6.1
Piedmont	21	0%	10%	13	0%	23%	0.62	0.74	0.62	0.79	1.00	0.47	2.0	3.6	3.7
Pinole	59	29%	39%	67	25%	48%	1.14	1.06	0.98	1.26	1.26	0.08	3.6	3.0	1.5
Pittsburg	133	25%	48%	257	27%	57%	1.93	2.14	1.37	1.84	2.61	0.05	1.6	2.9	1.0
Pleasant Hill	89	16%	29%	91	13%	53%	1.02	0.85	0.74	0.78	1.53	0.13	2.8	5.1	2.6
Pleasanton	210	11%	12%	146	5%	53%	0.70	0.62	0.70	0.74	1.17	0.19	3.3	3.9	3.2
Richmond	319	29%	34%	355	25%	56%	1.11	1.10	0.82	1.26	1.94	0.10	3.0	3.9	1.4
San Leandro	248	21%	37%	270	13%	59%	1.09	0.93	0.68	1.11	2.06	0.11	3.7	4.3	1.6
San Lorenzo	50	22%	44%	93	16%	57%	1.86	1.59	1.08	1.32	3.35	0.11	2.1	3.4	0.8
San Pablo	86	26%	45%	132	30%	56%	1.53	1.07	0.73	1.30	2.10	0.09	2.5	2.9	1.2
San Ramon	248	11%	25%	220	9%	65%	0.89	1.02	0.85	1.44	2.40	0.15	2.9	3.2	1.9
<u>Walnut Creek</u>	<u>183</u>	<u>15%</u>	<u>22%</u>	<u>218</u>	<u>11%</u>	<u>53%</u>	<u>1.19</u>	<u>0.77</u>	<u>0.79</u>	<u>0.64</u>	<u>0.80</u>	<u>0.15</u>	<u>2.6</u>	<u>4.0</u>	<u>4.2</u>
<b>Totals</b>	<b>6,097</b>	<b>18%</b>	<b>29%</b>	<b>6,612</b>	<b>17%</b>	<b>57%</b>	<b>1.08</b>	<b>0.99</b>	<b>0.81</b>	<b>1.04</b>	<b>1.66</b>	<b>0.13</b>	<b>2.9</b>	<b>3.8</b>	<b>2.1</b>

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Area <u>Description</u>	<u>SALES</u>	<u>Last 4 Months</u>			<u>Last 4 Months</u>		<u>Sales Price % of List Price</u>	<u>Average DOM</u>
	<u>Annual Sales</u>	<u>Sales Since 6/1/2011 Sales</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	461	189	14%	12%	\$ 505,611	\$ 470,000	98.0%	61
Alamo	180	83	10%	7%	\$ 1,200,584	\$ 1,040,000	93.8%	71
Albany	105	32	6%	3%	\$ 563,941	\$ 550,000	100.7%	36
Antioch	1763	602	42%	26%	\$ 183,464	\$ 179,450	99.3%	45
Berkeley	593	228	5%	7%	\$ 681,778	\$ 605,500	100.1%	31
Blackhawk	94	44	7%	16%	\$ 1,167,373	\$ 1,035,650	89.2%	63
Brentwood	1084	375	32%	34%	\$ 300,888	\$ 289,450	99.3%	38
Castro Valley	467	179	21%	17%	\$ 443,419	\$ 420,000	98.3%	41
Clayton	147	47	13%	34%	\$ 458,676	\$ 429,000	97.7%	47
Concord	1525	557	37%	24%	\$ 245,485	\$ 240,250	98.2%	45
Crockett	26	7	71%	0%	\$ 234,599	\$ 215,000	99.5%	56
Danville	652	253	8%	14%	\$ 791,082	\$ 757,000	97.4%	40
Diablo	13	7	0%	14%	\$ 305,206	\$ 1,200,000	77.3%	145
Dublin	647	222	15%	35%	\$ 495,477	\$ 425,000	98.9%	39
El Cerrito	194	65	14%	6%	\$ 481,608	\$ 460,000	98.4%	38
El Sobrante	158	52	48%	17%	\$ 234,042	\$ 214,995	97.8%	56
Emeryville	151	58	36%	26%	\$ 266,418	\$ 255,000	96.9%	43
Fremont	1879	679	18%	20%	\$ 536,851	\$ 480,000	97.7%	39
Hayward	1643	541	41%	26%	\$ 253,853	\$ 237,900	98.6%	45
Hercules	368	138	49%	24%	\$ 255,334	\$ 272,500	99.1%	37
Kensington	57	23	4%	4%	\$ 697,869	\$ 680,000	99.6%	46
Lafayette	266	122	5%	4%	\$ 1,048,164	\$ 915,000	93.7%	47
Livermore	1083	397	23%	22%	\$ 445,846	\$ 395,000	97.8%	46
Martinez	599	245	40%	22%	\$ 281,380	\$ 250,000	97.6%	46
Moraga	190	82	10%	6%	\$ 769,221	\$ 804,500	98.1%	43
Oakland	3296	1202	34%	17%	\$ 327,940	\$ 230,000	99.0%	45
Orinda	188	65	11%	3%	\$ 1,061,683	\$ 916,183	96.1%	49
Piedmont	126	54	0%	4%	\$ 1,442,680	\$ 1,287,500	99.2%	31
Pinole	197	76	38%	24%	\$ 240,797	\$ 239,950	98.0%	38
Pittsburg	970	312	48%	24%	\$ 176,384	\$ 170,000	98.7%	33
Pleasant Hill	385	147	22%	20%	\$ 396,047	\$ 380,000	97.1%	48
Pleasanton	774	282	6%	12%	\$ 782,294	\$ 700,000	97.2%	39
Richmond	1292	443	49%	20%	\$ 190,595	\$ 160,000	98.7%	43
San Leandro	813	301	35%	24%	\$ 300,364	\$ 285,000	98.2%	47
San Lorenzo	281	105	23%	32%	\$ 271,160	\$ 279,950	98.3%	43
San Pablo	407	135	61%	22%	\$ 140,740	\$ 139,000	100.2%	41
San Ramon	1017	400	15%	20%	\$ 601,471	\$ 600,000	98.4%	38
<u>Walnut Creek</u>	<u>860</u>	<u>342</u>	<u>20%</u>	<u>16%</u>	<u>\$ 511,228</u>	<u>\$ 501,000</u>	<u>97.7%</u>	<u>45</u>
<b>Totals</b>	<b>24,951</b>	<b>9,091</b>	<b>29%</b>	<b>20%</b>				