

Glen's Numbers - November 30, 2011

San Francisco East Bay - Tracking 38 Cities (Residential)

Area Description	Active			Pending			Pending/Active Ratio						Months Supply		
	Per City	Short REO%	Short Pay%	Per City	Short REO%	Short Pay%	NOW 11.30.11	Oct 10.31.11	Sept 9.30.11	June 6.30.11	Jan 1.31.11	"Bottom" 10.2.07	NOW 11.30.11	2010 11.31.10	2009 11.31.09
Alameda	129	13%	26%	89	16%	36%	0.69	0.61	0.68	0.55	0.38	0.29	3.3	4.3	2.3
Alamo	77	0%	17%	30	10%	43%	0.39	0.28	.31	0.51	.32	0.10	5.4	5.2	9.5
Albany	23	13%	13%	19	11%	37%	0.83	0.79	0.61	0.81	0.70	0.32	2.7	3.3	3.2
Antioch	187	28%	45%	567	20%	66%	3.03	2.42	2.01	1.73	0.88	0.06	1.3	2.9	0.9
Berkeley	99	13%	17%	80	9%	38%	0.81	0.79	0.51	0.71	0.68	0.43	2.0	3.2	1.6
Blackhawk	34	6%	3%	11	0%	55%	0.32	0.39	0.33	0.38	0.50	0.10	4.3	4.8	7.8
Brentwood	166	17%	32%	305	13%	70%	1.84	1.78	2.05	2.01	1.27	0.07	1.8	2.3	1.6
Castro Valley	102	10%	27%	137	12%	58%	1.34	1.06	0.97	0.83	0.74	0.20	2.5	3.5	2.4
Clayton	40	23%	38%	33	21%	48%	0.83	0.61	0.65	0.74	0.48	0.17	3.1	5.0	2.7
Concord	241	31%	37%	445	18%	65%	1.85	1.67	1.59	1.40	0.84	0.11	1.8	4.0	1.4
Crockett	11	36%	27%	8	0%	75%	0.73	1.00	1.00	0.41	0.75	0.10	4.6	4.4	2.1
Danville	151	3%	21%	150	7%	50%	0.99	0.79	0.63	0.70	0.72	0.19	2.7	3.3	3.5
Diablo	6	0%	0%	3	0%	0%	0.50	0.50	0.38	0.56	0.25	-	4.2	9.6	28.0
Dublin	103	14%	22%	170	13%	62%	1.65	1.24	1.21	1.84	1.02	0.15	1.9	3.9	1.8
El Cerrito	46	22%	17%	38	11%	47%	0.83	0.66	0.60	0.39	0.60	0.29	2.7	4.6	1.9
El Sobrante	36	31%	31%	35	29%	54%	0.97	1.34	0.91	0.80	0.57	0.10	2.7	4.6	2.1
Emeryville	48	15%	19%	39	26%	41%	0.81	0.80	0.84	0.78	0.51	0.13	3.5	5.5	6.5
Fremont	350	15%	27%	436	11%	61%	1.25	1.17	1.06	0.80	0.83	0.20	2.1	3.9	1.9
Hayward	321	27%	40%	526	17%	61%	1.64	1.56	1.38	1.15	0.93	0.08	2.3	3.7	1.4
Hercules	69	26%	54%	125	28%	64%	1.81	1.37	1.43	1.12	0.97	0.11	2.2	3.7	1.5
Kensington	9	0%	0%	8	13%	13%	0.89	0.33	0.36	0.33	0.36	0.67	2.0	4.2	0.9
Lafayette	57	2%	9%	39	3%	33%	0.68	0.34	0.38	0.36	0.34	0.24	2.8	3.6	3.6
Livermore	218	14%	28%	231	12%	63%	1.06	1.13	1.19	1.07	0.76	0.12	2.3	2.9	1.9
Martinez	116	23%	32%	169	22%	52%	1.46	1.22	1.22	0.99	0.85	0.10	2.2	4.6	3.1
Moraga	23	4%	9%	16	6%	63%	0.70	0.72	0.64	0.43	0.70	0.42	1.4	4.1	4.6
Oakland	888	23%	26%	867	19%	52%	0.98	0.91	0.87	0.86	0.75	0.15	3.1	4.2	2.2
Orinda	38	3%	11%	27	7%	11%	0.71	0.36	0.28	0.45	0.46	0.25	2.5	4.0	4.2
Piedmont	6	17%	0%	13	0%	31%	2.17	1.08	0.62	0.74	0.62	0.47	0.6	2.6	2.3
Pinole	49	22%	43%	62	23%	48%	1.27	1.16	1.14	1.06	0.98	0.08	2.7	3.3	1.7
Pittsburg	114	30%	51%	262	18%	63%	2.30	2.52	1.93	2.14	1.37	0.05	1.4	2.7	1.0
Pleasant Hill	63	21%	32%	106	14%	61%	1.68	1.29	1.02	0.85	0.74	0.13	1.9	5.1	1.9
Pleasanton	135	7%	21%	162	9%	51%	1.20	0.69	0.70	0.62	0.70	0.19	2.1	2.9	2.6
Richmond	289	25%	38%	355	27%	55%	1.23	1.21	1.11	1.10	0.82	0.10	2.7	3.9	1.4
San Leandro	189	23%	38%	275	19%	57%	1.46	1.24	1.09	0.93	0.68	0.11	2.6	3.9	1.6
San Lorenzo	53	30%	30%	78	13%	68%	1.47	1.81	1.86	1.59	1.08	0.11	2.2	3.3	1.4
San Pablo	93	32%	43%	135	24%	61%	1.45	1.12	1.53	1.07	0.73	0.09	2.8	3.5	1.1
San Ramon	157	11%	24%	253	11%	61%	1.61	1.36	0.89	1.02	0.85	0.15	1.8	2.6	1.6
Walnut Creek	147	13%	23%	213	14%	57%	1.45	1.27	1.19	0.77	0.79	0.15	2.0	3.4	3.2
Totals	4,883	20%	30%	6,517	17%	58%	1.33	1.18	1.08	0.99	0.81	0.13	2.3	3.6	1.8

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<u>Area</u> <u>Description</u>	SALES	Last 4 Months			Last 4 Months		Sales Price % of List Price	Average DOM
	Annual Sales	Sales Since 8/1/2011	REO%	Short%	Average Sales Price	Median Sales Price		
Alameda	475	166	16%	16%	\$ 483,008	\$ 456,500	98.1%	53
Alamo	170	70	11%	14%	\$ 1,251,441	\$ 1,170,000	92.8%	53
Albany	103	35	11%	14%	\$ 502,773	\$ 480,000	101.3%	43
Antioch	1773	572	40%	31%	\$ 187,294	\$ 180,000	99.2%	41
Berkeley	592	177	6%	9%	\$ 652,997	\$ 549,400	99.7%	38
Blackhawk	96	31	10%	13%	\$ 1,066,764	\$ 970,000	94.4%	65
Brentwood	1092	350	28%	38%	\$ 301,999	\$ 285,125	99.2%	42
Castro Valley	494	177	18%	18%	\$ 445,262	\$ 435,611	98.1%	46
Clayton	154	48	15%	38%	\$ 472,220	\$ 465,000	98.3%	52
Concord	1564	496	35%	28%	\$ 253,884	\$ 248,000	98.7%	41
Crockett	29	12	42%	0%	\$ 226,016	\$ 202,500	95.8%	57
Danville	679	226	11%	19%	\$ 747,661	\$ 728,000	97.4%	44
Diablo	17	7	0%	14%	\$ 1,489,492	\$ 1,225,000	90.5%	87
Dublin	646	197	15%	40%	\$ 491,599	\$ 416,550	98.6%	37
El Cerrito	206	77	16%	6%	\$ 451,084	\$ 440,000	97.5%	42
El Sobrante	158	49	47%	16%	\$ 247,586	\$ 218,250	97.0%	46
Emeryville	163	48	29%	25%	\$ 257,429	\$ 245,000	96.3%	57
Fremont	1961	667	19%	24%	\$ 505,851	\$ 445,000	97.6%	42
Hayward	1682	546	39%	26%	\$ 249,535	\$ 239,250	99.2%	45
Hercules	384	138	50%	28%	\$ 270,347	\$ 276,000	98.9%	47
Kensington	54	15	7%	7%	\$ 678,317	\$ 680,000	97.7%	53
Lafayette	246	69	7%	6%	\$ 1,019,052	\$ 916,915	96.8%	52
Livermore	1115	383	22%	28%	\$ 428,420	\$ 360,000	98.2%	46
Martinez	642	252	36%	27%	\$ 284,229	\$ 256,000	97.5%	48
Moraga	195	63	8%	13%	\$ 735,953	\$ 720,000	96.1%	39
Oakland	3414	1147	32%	18%	\$ 333,492	\$ 232,000	98.7%	48
Orinda	186	55	9%	5%	\$ 1,016,014	\$ 867,500	97.8%	50
Piedmont	123	39	0%	5%	\$ 1,320,127	\$ 1,225,234	98.2%	36
Pinole	216	81	47%	19%	\$ 238,491	\$ 235,000	98.9%	41
Pittsburg	956	285	47%	24%	\$ 176,824	\$ 160,199	98.8%	34
Pleasant Hill	388	137	17%	20%	\$ 393,026	\$ 389,000	96.6%	55
Pleasanton	771	245	9%	16%	\$ 718,688	\$ 640,000	97.4%	45
Richmond	1282	396	49%	22%	\$ 182,393	\$ 155,000	99.5%	38
San Leandro	861	310	26%	27%	\$ 302,125	\$ 289,444	98.2%	47
San Lorenzo	292	105	24%	30%	\$ 272,439	\$ 275,000	97.8%	47
San Pablo	402	118	52%	28%	\$ 150,495	\$ 145,250	100.2%	38
San Ramon	1026	335	16%	24%	\$ 577,683	\$ 557,800	97.5%	45
Walnut Creek	900	302	22%	18%	\$ 480,020	\$ 475,000	96.4%	51
Totals	25,507	8,426	28%	23%				