

Glen's Numbers - January 31, 2010

San Francisco East Bay - Tracking 38 Cities

Area Description	Active			Pending			Pending/Active Ratio					Months Supply	
	Per City	Short REO%	Short Pay%	Per City	Short REO%	Short Pay%	NOW 1/31/2010	Dec 12/31/2009	July 7/31/2009	March 3/31/2009	"Bottom" 10/2/2007	NOW 12/31/2009	Last Yr 11/30/2008
Alameda	75	11%	15%	64	11%	52%	0.85	1.00	0.72	0.41	0.29	2.1	3.1
Alamo	73	4%	16%	31	0%	55%	0.42	0.44	0.38	0.11	0.10	6.4	8.8
Albany	22	14%	5%	14	29%	21%	0.64	0.90	0.39	0.19	0.32	2.2	4.1
Antioch	228	31%	42%	536	23%	68%	2.35	2.88	2.96	1.11	0.06	1.2	3.8
Berkeley	66	15%	14%	52	23%	35%	0.79	1.69	0.84	0.52	0.43	1.6	1.5
Blackhawk	50	2%	16%	15	27%	47%	0.30	0.33	0.21	0.10	0.10	7.9	11.1
Brentwood	173	17%	46%	331	18%	73%	1.91	2.56	2.19	0.89	0.07	1.7	4.0
Castro Valley	80	16%	19%	122	17%	61%	1.53	1.59	1.25	0.45	0.20	2.0	5.3
Clayton	27	15%	26%	25	8%	48%	0.93	0.93	0.84	0.45	0.17	2.3	5.2
Concord	232	24%	38%	399	17%	65%	1.72	2.00	2.06	0.95	0.11	1.8	3.4
Crockett	8	0%	50%	6	50%	33%	0.75	1.33	1.22	0.19	0.10	2.8	9.0
Danville	142	4%	15%	109	13%	58%	0.77	0.88	0.64	0.24	0.19	3.2	6.0
Diablo	8	0%	0%	2	0%	50%	0.25	0.20	0.05	-	-	16.0	22.5
Dublin	76	13%	25%	159	10%	67%	2.09	2.13	1.57	0.65	0.15	1.7	4.0
El Cerrito	30	20%	23%	13	15%	46%	0.43	0.75	0.91	0.44	0.29	1.9	2.1
El Sobrante	39	31%	38%	42	40%	31%	1.08	1.06	0.88	0.73	0.10	2.9	5.3
Emeryville	43	7%	21%	36	11%	56%	0.84	0.78	0.60	0.23	0.13	4.8	6.5
Fremont	279	9%	26%	396	11%	55%	1.42	1.45	1.15	0.38	0.20	1.9	4.4
Hayward	278	23%	46%	534	21%	63%	1.92	2.08	1.92	0.74	0.08	1.7	5.5
Hercules	52	21%	65%	137	15%	76%	2.63	3.16	3.12	0.93	0.11	1.6	4.8
Kensington	12	17%	8%	5	0%	20%	0.42	1.00	0.62	0.83	0.67	3.1	1.9
Lafayette	48	4%	2%	28	18%	29%	0.58	0.50	0.40	0.14	0.24	2.7	3.6
Livermore	169	20%	33%	269	14%	68%	1.59	1.70	1.28	0.65	0.12	2.0	4.3
Martinez	127	21%	27%	112	25%	53%	0.88	0.82	0.88	0.51	0.10	3.2	5.4
Moraga	30	13%	3%	25	12%	36%	0.83	0.72	0.32	0.15	0.42	2.8	3.4
Oakland	688	23%	29%	847	28%	50%	1.23	1.53	1.34	0.71	0.15	2.2	5.9
Orinda	44	7%	9%	16	13%	31%	0.36	0.54	0.32	0.19	0.25	3.2	4.2
Piedmont	11	0%	0%	3	0%	0%	0.27	1.00	0.52	0.19	0.47	1.7	2.7
Pinole	36	33%	39%	57	33%	49%	1.58	1.26	2.00	0.66	0.08	2.1	4.1
Pittsburg	159	27%	44%	353	25%	61%	2.22	2.61	2.59	0.93	0.05	1.4	5.3
Pleasant Hill	59	15%	27%	73	7%	74%	1.24	1.53	1.43	0.52	0.13	2.3	2.6
Pleasanton	129	7%	26%	134	7%	57%	1.04	1.17	0.84	0.26	0.19	2.2	5.1
Richmond	257	28%	36%	390	21%	58%	1.52	1.94	1.88	0.77	0.10	1.7	5.8
San Leandro	134	29%	38%	199	24%	56%	1.49	2.06	2.11	0.94	0.11	1.7	3.9
San Lorenzo	24	21%	58%	91	20%	65%	3.79	3.35	5.67	1.19	0.11	0.9	3.1
San Pablo	86	33%	34%	121	34%	50%	1.41	2.10	2.04	1.02	0.09	1.6	5.6
San Ramon	123	15%	28%	236	12%	66%	1.92	2.40	1.55	0.44	0.15	1.5	4.7
Walnut Creek	172	10%	22%	182	9%	51%	1.06	0.80	0.55	0.37	0.15	2.9	3.6
Totals	4,289	19%	31%	6,164	19%	59%	1.44	1.66	1.38	0.64	0.13	2.0	4.6

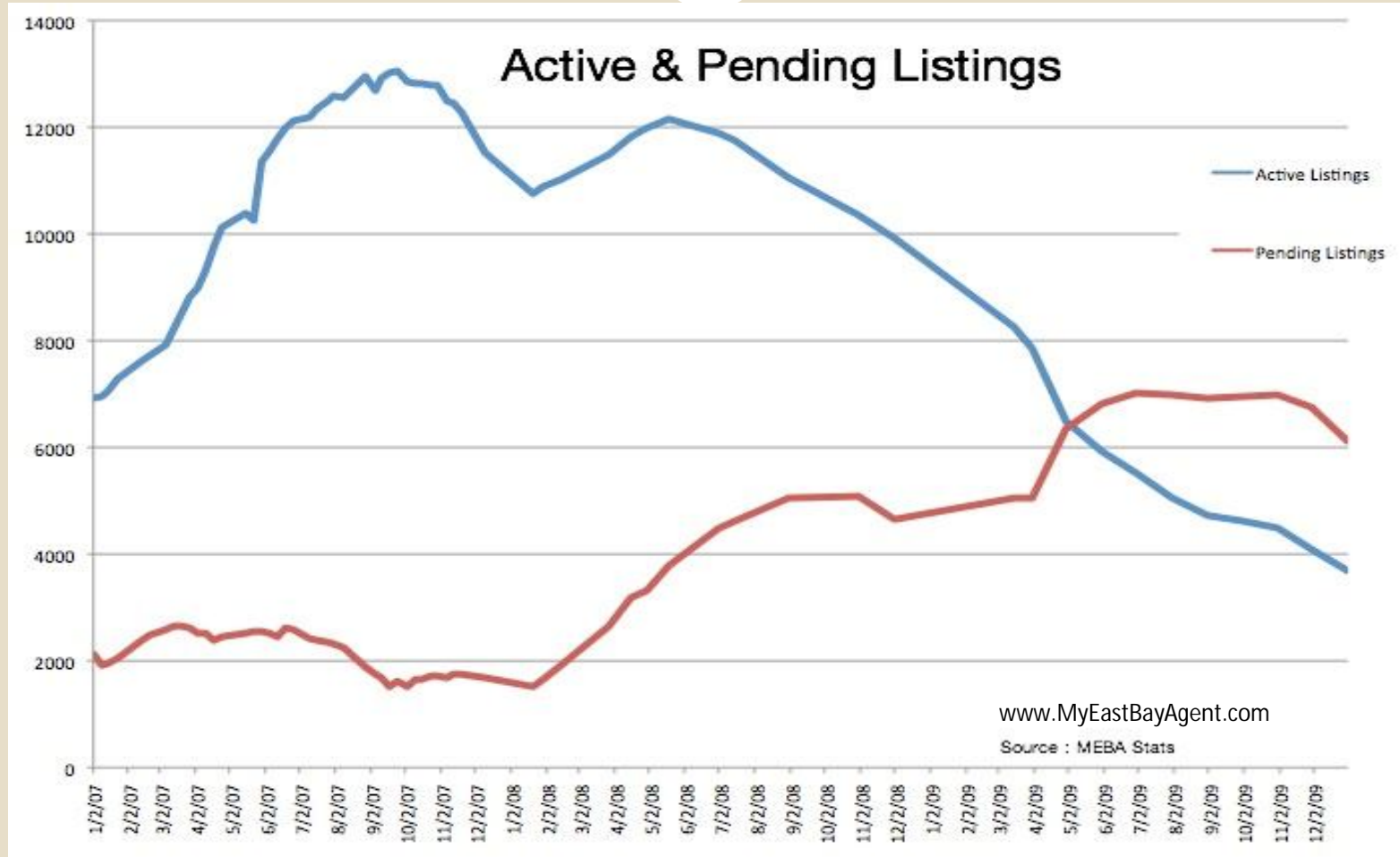
*Data from EBRD MLS as of January 31, 2010

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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 10/1/2009 Months</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	438	153	13%	7%	\$ 571,635	\$ 530,000	97.80%	45
Alamo	136	62	18%	6%	\$ 1,179,962	\$ 1,050,000	92.20%	89
Albany	119	44	9%	7%	\$ 578,549	\$ 572,500	101.90%	33
Antioch	2338	578	54%	22%	\$ 206,809	\$ 210,000	102.90%	28
Berkeley	492	252	6%	4%	\$ 685,657	\$ 610,000	102.90%	28
Blackhawk	76	30	7%	13%	\$ 943,852	\$ 890,000	70.70%	127
Brentwood	1210	391	45%	29%	\$ 308,317	\$ 292,500	101.50%	29
Castro Valley	479	147	24%	10%	\$ 474,732	\$ 450,000	98.70%	36
Clayton	141	55	9%	25%	\$ 576,364	\$ 570,000	98.30%	65
Concord	1563	482	40%	25%	\$ 274,984	\$ 765,000	101.40%	34
Crockett	34	11	45%	9%	\$ 276,745	\$ 300,000	97.80%	42
Danville	536	174	11%	14%	\$ 795,341	\$ 762,500	95.60%	55
Diablo	6	1	0%	0%				
Dublin	550	161	24%	25%	\$ 519,491	\$ 465,000	99.90%	32
El Cerrito	186	64	11%	3%	\$ 555,188	\$ 550,000	102.10%	25
El Sobrante	159	47	45%	15%	\$ 325,939	\$ 294,000	100.10%	48
Emeryville	107	42	24%	17%	\$ 315,503	\$ 315,000	99.50%	31
Fremont	1746	564	20%	18%	\$ 542,625	\$ 481,500	99.20%	33
Hayward	1941	530	49%	24%	\$ 279,283	\$ 253,500	102.80%	32
Hercules	384	118	52%	25%	\$ 323,760	\$ 330,000	103.00%	22
Kensington	47	11	9%	0%	\$ 760,932	\$ 692,500	97.80%	32
Lafayette	210	71	8%	4%	\$ 1,003,337	\$ 930,000	96.80%	63
Livermore	999	305	28%	23%	\$ 455,359	\$ 407,500	99.30%	34
Martinez	477	153	39%	18%	\$ 352,834	\$ 335,000	99.00%	40
Moraga	129	46	11%	9%	\$ 739,020	\$ 760,000	94.20%	76
Oakland	3682	1049	42%	13%	\$ 341,803	\$ 260,000	101.60%	35
Orinda	166	56	5%	5%	\$ 1,003,165	\$ 891,723	94.20%	68
Piedmont	77	23	0%	4%	\$ 1,191,800	\$ 1,001,000	100.00%	34
Pinole	208	54	37%	17%	\$ 290,670	\$ 290,000	102.50%	24
Pittsburg	1348	323	61%	19%	\$ 195,427	\$ 192,000	102.50%	24
Pleasant Hill	314	101	27%	10%	\$ 448,285	\$ 450,000	98.00%	41
Pleasanton	703	213	9%	18%	\$ 720,396	\$ 631,000	97.10%	38
Richmond	1819	447	54%	18%	\$ 196,473	\$ 160,000	103.70%	34
San Leandro	924	276	42%	18%	\$ 332,811	\$ 335,000	101.40%	30
San Lorenzo	321	89	36%	29%	\$ 316,589	\$ 320,000	106.00%	23
San Pablo	646	170	68%	14%	\$ 174,375	\$ 155,000	104.80%	30
San Ramon	958	275	21%	24%	\$ 617,250	\$ 612,000	98.80%	38
<u>Walnut Creek</u>	<u>721</u>	<u>240</u>	<u>21%</u>	<u>12%</u>	<u>\$ 526,964</u>	<u>\$ 522,500</u>	<u>97.00%</u>	<u>53</u>
Totals	26,390	7,808	36%	18%				

ALAMEDA & CONTRA COSTA COUNTIES LOCAL ACTIVE AND PENDING LISTINGS COMPARISON



Pending Over Active ratio relates to buyers and sellers. Basic Econ 101, Supply and demand. Actives (represents sellers), or properties that are still available, versus Pending (represents buyers), or properties leaving the market. That relationship often indicates whether we're in a "sellers or buyers" market. A ratio of 1 (an equal number of Actives and Pending) is considered a normal market or in a state of equilibrium. Anything under (high inventory, few buyers), prices are flat or dropping. Anything above (low inventory, many buyers) is considered a seller's market.



Alameda & Contra Costa Counties – 2007 through 2009

