

Glen's Numbers - February 28, 2010

San Francisco East Bay - Tracking 38 Cities

Area Description	<u>Active</u>			<u>Pending</u>			<u>Pending/Active Ratio</u>					<u>Months Supply</u>		
	Per City	REO%	Short Pay%	Per City	REO%	Short Pay%	NOW 2/28/2010	Jan 1/31/2010	Dec 12/31/2009	July 7/31/2009	March 3/31/2009	"Bottom" 10/2/2007	NOW 2/28/2010	Last Yr 3/15/2009
Alameda	91	12%	15%	71	7%	44%	0.78	0.85	1.00	0.72	0.41	0.29	2.5	3.8
Alamo	89	4%	9%	35	3%	49%	0.39	0.42	0.44	0.38	0.11	0.10	7.7	10.4
Albany	21	14%	43%	15	27%	20%	0.71	0.64	0.90	0.39	0.19	0.32	2.1	4.9
Antioch	259	27%	39%	584	21%	66%	2.25	2.35	2.88	2.96	1.11	0.06	1.4	2.7
Berkeley	86	8%	21%	59	15%	29%	0.69	0.79	1.69	0.84	0.52	0.43	2.1	2.2
Blackhawk	51	0%	10%	24	29%	50%	0.47	0.30	0.33	0.21	0.10	0.10	8.2	12.9
Brentwood	164	21%	34%	355	13%	77%	2.16	1.91	2.56	2.19	0.89	0.07	1.6	3.6
Castro Valley	99	20%	24%	116	15%	60%	1.17	1.53	1.59	1.25	0.45	0.20	2.5	5.0
Clayton	30	10%	17%	30	20%	40%	1.00	0.93	0.93	0.84	0.45	0.17	2.5	5.5
Concord	234	23%	40%	435	15%	64%	1.86	1.72	2.00	2.06	0.95	0.11	1.8	3.0
Crockett	12	25%	17%	6	17%	67%	0.50	0.75	1.33	1.22	0.19	0.10	4.1	8.0
Danville	158	4%	15%	135	7%	50%	0.85	0.77	0.88	0.64	0.24	0.19	3.3	6.8
Diablo	9	0%	0%	2	0%	50%	0.22	0.25	0.20	0.05	-	-	18.0	30.9
Dublin	95	7%	26%	174	11%	64%	1.83	2.09	2.13	1.57	0.65	0.15	2.1	4.4
El Cerrito	37	11%	16%	18	17%	39%	0.49	0.43	0.75	0.91	0.44	0.29	2.4	2.7
El Sobrante	41	24%	34%	38	37%	37%	0.93	1.08	1.06	0.88	0.73	0.10	3.1	4.2
Emeryville	55	7%	27%	35	14%	57%	0.64	0.84	0.78	0.60	0.23	0.13	5.9	8.2
Fremont	317	11%	26%	436	10%	50%	1.38	1.42	1.45	1.15	0.38	0.20	2.1	4.7
Hayward	283	18%	47%	566	20%	63%	2.00	1.92	2.08	1.92	0.74	0.08	1.8	4.7
Hercules	65	22%	66%	143	16%	74%	2.20	2.63	3.16	3.12	0.93	0.11	2.0	3.9
Kensington	14	14%	7%	7	0%	29%	0.50	0.42	1.00	0.62	0.83	0.67	3.5	1.6
Lafayette	70	4%	4%	31	6%	19%	0.44	0.58	0.50	0.40	0.14	0.24	3.9	5.3
Livermore	189	15%	32%	279	13%	65%	1.48	1.59	1.70	1.28	0.65	0.12	2.3	4.1
Martinez	148	21%	19%	131	16%	61%	0.89	0.88	0.82	0.88	0.51	0.10	3.7	5.0
Moraga	39	8%	5%	32	6%	25%	0.82	0.83	0.72	0.32	0.15	0.42	3.5	4.6
Oakland	772	22%	30%	913	23%	49%	1.18	1.23	1.53	1.34	0.71	0.15	2.6	4.8
Orinda	45	4%	9%	17	24%	24%	0.38	0.36	0.54	0.32	0.19	0.25	3.2	5.2
Piedmont	15	0%	0%	7	0%	0%	0.47	0.27	1.00	0.52	0.19	0.47	2.5	4.2
Pinole	33	30%	42%	60	33%	47%	1.82	1.58	1.26	2.00	0.66	0.08	2.0	3.6
Pittsburg	158	32%	48%	368	23%	60%	2.33	2.22	2.61	2.59	0.93	0.05	1.5	3.8
Pleasant Hill	74	14%	34%	75	9%	67%	1.01	1.24	1.53	1.43	0.52	0.13	2.8	3.3
Pleasanton	144	9%	19%	156	11%	57%	1.08	1.04	1.17	0.84	0.26	0.19	2.4	5.9
Richmond	293	21%	40%	390	24%	58%	1.33	1.52	1.94	1.88	0.77	0.10	2.0	4.9
San Leandro	142	31%	30%	201	18%	61%	1.42	1.49	2.06	2.11	0.94	0.11	1.8	3.0
San Lorenzo	25	24%	52%	90	21%	60%	3.60	3.79	3.35	5.67	1.19	0.11	0.9	2.9
San Pablo	66	20%	42%	138	34%	46%	2.09	1.41	2.10	2.04	1.02	0.09	1.3	3.8
San Ramon	136	9%	26%	262	10%	65%	1.93	1.92	2.40	1.55	0.44	0.15	1.7	5.6
<u>Walnut Creek</u>	<u>199</u>	<u>12%</u>	<u>21%</u>	<u>208</u>	<u>11%</u>	<u>53%</u>	<u>1.05</u>	<u>1.06</u>	<u>0.80</u>	<u>0.55</u>	<u>0.37</u>	<u>0.15</u>	<u>3.3</u>	<u>4.3</u>
Totals	4,758	17%	30%	6,642	18%	58%	1.40	1.44	1.66	1.38	0.64	0.13	2.2	4.2

*Data from EBRD MLS as of February 28, 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 11/1/2009 Months</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	433	111	16%	8%	\$ 562,917	\$ 523,000	98.40%	43
Alamo	139	54	19%	9%	\$ 1,148,947	\$ 1,074,500	94.60%	97
Albany	121	41	15%	7%	\$ 560,326	\$ 560,000	101.20%	36
Antioch	2254	505	53%	23%	\$ 207,881	\$ 210,000	102.70%	29
Berkeley	491	135	13%	8%	\$ 669,174	\$ 599,000	102.60%	29
Blackhawk	75	27	11%	4%	\$ 950,763	\$ 882,500	64.60%	150
Brentwood	1199	356	47%	28%	\$ 305,897	\$ 290,000	101.20%	28
Castro Valley	484	138	26%	11%	\$ 472,522	\$ 456,000	99.30%	38
Clayton	145	53	11%	25%	\$ 588,387	\$ 570,000	103.20%	53
Concord	1547	437	40%	23%	\$ 276,771	\$ 260,000	101.20%	34
Crockett	35	10	40%	10%	\$ 276,820	\$ 304,500	97.00%	43
Danville	568	163	13%	16%	\$ 778,389	\$ 764,500	95.80%	51
Diablo	6	1	0%	0%				
Dublin	556	147	25%	31%	\$ 496,427	\$ 440,000	99.80%	32
El Cerrito	184	49	16%	4%	\$ 564,040	\$ 550,000	102.40%	29
El Sobrante	157	43	49%	14%	\$ 298,052	\$ 235,000	98.40%	48
Emeryville	112	40	23%	18%	\$ 298,866	\$ 297,955	99.70%	33
Fremont	1777	492	18%	20%	\$ 541,419	\$ 481,500	99.40%	31
Hayward	1930	496	49%	24%	\$ 291,184	\$ 260,000	102.80%	31
Hercules	391	106	35%	36%	\$ 310,469	\$ 3,155,000	102.60%	30
Kensington	48	8	13%	0%	\$ 855,406	\$ 809,125	98.50%	21
Lafayette	214	49	14%	2%	\$ 996,359	\$ 900,000	94.50%	56
Livermore	1000	276	31%	24%	\$ 445,506	\$ 399,500	99.30%	33
Martinez	478	131	40%	18%	\$ 341,685	\$ 335,000	99.20%	37
Moraga	134	44	14%	9%	\$ 702,672	\$ 685,000	94.10%	73
Oakland	3631	931	45%	12%	\$ 332,963	\$ 240,000	101.50%	35
Orinda	170	47	4%	9%	\$ 970,357	\$ 868,200	93.40%	73
Piedmont	73	13	8%	8%	\$ 1,076,899	\$ 979,195	97.60%	30
Pinole	202	53	40%	13%	\$ 280,070	\$ 275,000	102.70%	26
Pittsburg	1284	293	60%	19%	\$ 198,573	\$ 192,000	102.40%	24
Pleasant Hill	315	84	30%	12%	\$ 441,847	\$ 428,500	98.30%	32
Pleasanton	724	196	8%	18%	\$ 750,487	\$ 640,000	97.10%	38
Richmond	1765	400	53%	17%	\$ 190,621	\$ 151,900	103.70%	34
San Leandro	925	259	44%	16%	\$ 327,679	\$ 335,000	101.80%	27
San Lorenzo	318	82	35%	30%	\$ 313,776	\$ 315,000	104.50%	24
San Pablo	633	149	67%	13%	\$ 178,741	\$ 160,500	104.70%	32
San Ramon	968	249	22%	24%	\$ 622,763	\$ 610,000	99.50%	33
<u>Walnut Creek</u>	<u>730</u>	<u>203</u>	<u>21%</u>	<u>13%</u>	<u>\$ 524,376</u>	<u>\$ 510,000</u>	<u>97.00%</u>	<u>53</u>
Totals	26,216	6,871	37%	19%				