

# Glen's Numbers - February 28, 2011

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	Short REO%	Short Pay%	Per City	Short REO%	Short Pay%	NOW 2.28.11	Jan 1.31.11	Oct 10.31.10	June 6.30.10	March 3.31.10	Dec 12.31.09	"Bottom" 10.2.07	NOW 2.28/11	2010 2.29.10
	Alameda	143	14%	21%	74	12%	43%	0.52	0.38	0.51	0.52	0.62	1.00	0.29	3.9
Alamo	81	5%	5%	28	7%	57%	0.35	.32	0.42	0.50	0.34	0.44	0.10	5.2	7.7
Albany	33	15%	24%	12	8%	25%	0.36	0.70	0.55	0.54	0.46	0.90	0.32	3.6	2.1
Antioch	413	29%	46%	440	26%	61%	1.07	0.88	1.12	1.86	2.16	2.88	0.06	2.8	1.4
Berkeley	105	10%	22%	78	13%	29%	0.74	0.68	0.64	0.63	0.70	1.69	0.43	2.3	2.1
Blackhawk	41	5%	7%	15	7%	40%	0.37	0.50	0.35	0.45	0.36	0.33	0.10	4.2	8.2
Brentwood	200	17%	44%	325	17%	69%	1.63	1.27	1.48	1.74	2.02	2.56	0.07	2.3	1.6
Castro Valley	148	14%	24%	87	14%	55%	0.59	0.74	0.69	0.82	0.84	1.59	0.20	3.5	2.5
Clayton	50	12%	44%	30	17%	40%	0.60	0.48	0.52	0.34	0.63	0.93	0.17	4.1	2.5
Concord	413	30%	39%	384	20%	62%	0.93	0.84	0.82	1.14	1.51	2.00	0.11	3.5	1.8
Crockett	10	40%	0%	4	25%	25%	0.40	0.75	0.67	0.50	0.88	1.33	0.10	2.8	4.1
Danville	162	7%	19%	121	10%	51%	0.75	0.72	0.50	0.75	0.99	0.88	0.19	2.9	3.3
Diablo	6	0%	0%	3	0%	33%	0.50	0.25	0.08	0.25	0.07	0.20	-	6.5	18.0
Dublin	132	13%	34%	203	10%	62%	1.54	1.02	0.82	1.14	1.44	2.13	0.15	2.7	2.1
El Cerrito	50	20%	14%	32	13%	34%	0.64	0.60	0.37	0.46	1.20	0.75	0.29	2.9	2.4
El Sobrante	61	34%	38%	33	30%	58%	0.54	0.57	0.62	0.77	0.81	1.06	0.10	4.8	3.1
Emeryville	59	34%	20%	35	26%	63%	0.59	0.51	0.47	0.65	0.57	0.78	0.13	5.5	5.9
Fremont	466	11%	33%	417	13%	56%	0.89	0.83	0.74	0.93	1.15	1.45	0.20	3.0	2.1
Hayward	452	22%	50%	434	22%	61%	0.96	0.93	0.99	1.33	1.75	2.08	0.08	3.4	1.8
Hercules	112	29%	59%	100	19%	69%	0.89	0.97	1.14	1.46	1.92	3.16	0.11	3.9	2.0
Kensington	10	0%	20%	6	17%	17%	0.60	0.36	0.43	0.47	0.47	1.00	0.67	2.0	3.5
Lafayette	67	7%	10%	37	14%	22%	0.55	0.34	0.32	0.33	0.42	0.50	0.24	3.1	3.9
Livermore	245	15%	34%	245	15%	58%	1.00	0.76	0.87	1.25	1.63	1.70	0.12	2.8	2.3
Martinez	164	25%	31%	132	30%	45%	0.80	0.85	0.56	0.69	0.86	0.82	0.10	3.9	3.7
Moraga	31	16%	13%	26	23%	12%	0.84	0.70	0.33	0.47	0.77	0.72	0.42	2.2	3.5
Oakland	1048	24%	31%	823	24%	48%	0.79	0.75	0.69	1.07	1.14	1.53	0.15	3.9	2.6
Orinda	58	10%	7%	33	6%	21%	0.57	0.46	0.33	0.39	0.35	0.54	0.25	3.8	3.2
Piedmont	20	0%	5%	11	0%	18%	0.55	0.62	0.50	0.79	0.48	1.00	0.47	2.4	2.5
Pinole	51	37%	37%	53	28%	57%	1.04	0.98	1.36	1.26	1.58	1.26	0.08	3.2	2.0
Pittsburg	208	27%	51%	283	24%	58%	1.36	1.37	1.29	1.84	2.25	2.61	0.05	2.5	1.5
Pleasant Hill	103	16%	33%	82	16%	60%	0.80	0.74	0.60	0.78	1.12	1.53	0.13	3.5	2.8
Pleasanton	149	9%	18%	154	8%	45%	1.03	0.70	0.67	0.74	1.12	1.17	0.19	2.3	2.4
Richmond	426	24%	41%	294	29%	51%	0.69	0.82	0.83	1.26	1.47	1.94	0.10	4.0	2.0
San Leandro	270	24%	41%	188	24%	55%	0.70	0.68	0.78	1.11	1.24	2.06	0.11	4.2	1.8
San Lorenzo	68	24%	46%	76	22%	55%	1.12	1.08	1.10	1.32	2.84	3.35	0.11	3.4	0.9
San Pablo	128	32%	48%	97	26%	58%	0.76	0.73	0.94	1.30	1.73	2.10	0.09	3.7	1.3
San Ramon	196	11%	37%	243	11%	61%	1.24	0.85	0.81	1.44	1.71	2.40	0.15	2.4	1.7
Walnut Creek	220	15%	27%	159	18%	46%	0.72	0.79	0.67	0.64	0.86	0.80	0.15	3.1	3.3
<b>Totals</b>	<b>6,599</b>	<b>20%</b>	<b>35%</b>	<b>5,797</b>	<b>20%</b>	<b>55%</b>	<b>0.88</b>	<b>0.81</b>	<b>0.78</b>	<b>1.04</b>	<b>1.28</b>	<b>1.66</b>	<b>0.13</b>	<b>3.3</b>	<b>2.2</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 11/1/2010 Months</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	438	129	17%	9%	\$ 566,759	\$ 538,000	97.6%	49
Alamo	188	39	15%	15%	\$ 1,180,195	\$ 1,100,000	94.0%	63
Albany	110	37	5%	3%	\$ 482,216	\$ 474,000	99.4%	37
Antioch	1745	509	52%	26%	\$ 188,037	\$ 190,000	99.3%	43
Berkeley	555	156	15%	6%	\$ 602,648	\$ 550,000	99.9%	46
Blackhawk	117	26	12%	23%	\$ 1,094,868	\$ 997,500	80.4%	83
Brentwood	1051	319	34%	36%	\$ 306,619	\$ 299,800	99.2%	36
Castro Valley	501	137	28%	15%	\$ 449,840	\$ 407,000	96.0%	46
Clayton	146	46	26%	30%	\$ 501,203	\$ 521,058	96.2%	70
Concord	1425	421	43%	21%	\$ 243,037	\$ 226,250	97.9%	49
Crockett	43	11	18%	27%	\$ 232,363	\$ 239,000	99.1%	53
Danville	674	169	19%	15%	\$ 763,026	\$ 745,000	96.2%	51
Diablo	11	2	0%	0%	\$ 1,162,500	\$ 1,162,500	95.1%	59
Dublin	593	173	22%	38%	\$ 531,147	\$ 475,000	98.6%	37
El Cerrito	204	61	13%	3%	\$ 475,812	\$ 450,000	97.3%	61
El Sobrante	154	45	51%	20%	\$ 212,243	\$ 209,000	98.6%	57
Emeryville	129	38	50%	32%	\$ 258,163	\$ 246,400	98.2%	47
Fremont	1892	538	23%	19%	\$ 528,098	\$ 470,000	97.6%	46
Hayward	1614	514	44%	26%	\$ 280,516	\$ 250,000	96.3%	45
Hercules	345	95	63%	19%	\$ 270,143	\$ 260,000	99.1%	47
Kensington	60	17	6%	0%	\$ 602,978	\$ 590,000	97.7%	64
Lafayette	257	55	15%	7%	\$ 945,679	\$ 810,000	90.4%	70
Livermore	1069	294	28%	25%	\$ 430,506	\$ 367,000	98.5%	45
Martinez	505	165	45%	17%	\$ 294,188	\$ 264,000	96.9%	60
Moraga	170	39	13%	5%	\$ 695,110	\$ 705,000	96.1%	77
Oakland	3203	899	38%	16%	\$ 322,184	\$ 229,000	98.8%	43
Orinda	181	51	16%	12%	\$ 918,604	\$ 810,000	92.1%	62
Piedmont	102	26	4%	4%	\$ 1,327,696	\$ 1,055,617	95.7%	50
Pinole	192	50	42%	24%	\$ 269,972	\$ 278,000	97.7%	47
Pittsburg	994	288	51%	26%	\$ 183,096	\$ 170,500	97.5%	43
Pleasant Hill	352	103	33%	13%	\$ 394,845	\$ 378,000	96.7%	51
Pleasanton	773	203	17%	20%	\$ 718,104	\$ 621,500	92.1%	53
Richmond	1286	392	50%	19%	\$ 192,165	\$ 165,000	98.5%	43
San Leandro	769	218	40%	18%	\$ 298,986	\$ 295,000	98.3%	48
San Lorenzo	240	76	39%	22%	\$ 291,455	\$ 291,000	98.5%	52
San Pablo	417	108	52%	22%	\$ 162,425	\$ 150,000	98.4%	41
San Ramon	962	244	20%	29%	\$ 622,095	\$ 599,000	97.7%	50
Walnut Creek	858	218	28%	23%	\$ 488,640	\$ 480,000	96.4%	57
<b>Totals</b>	<b>24,325</b>	<b>6,911</b>	<b>35%</b>	<b>21%</b>				