

**Glen's Numbers - December 31, 2011**  
**San Francisco East Bay - Tracking 38 Cities (Residential)**

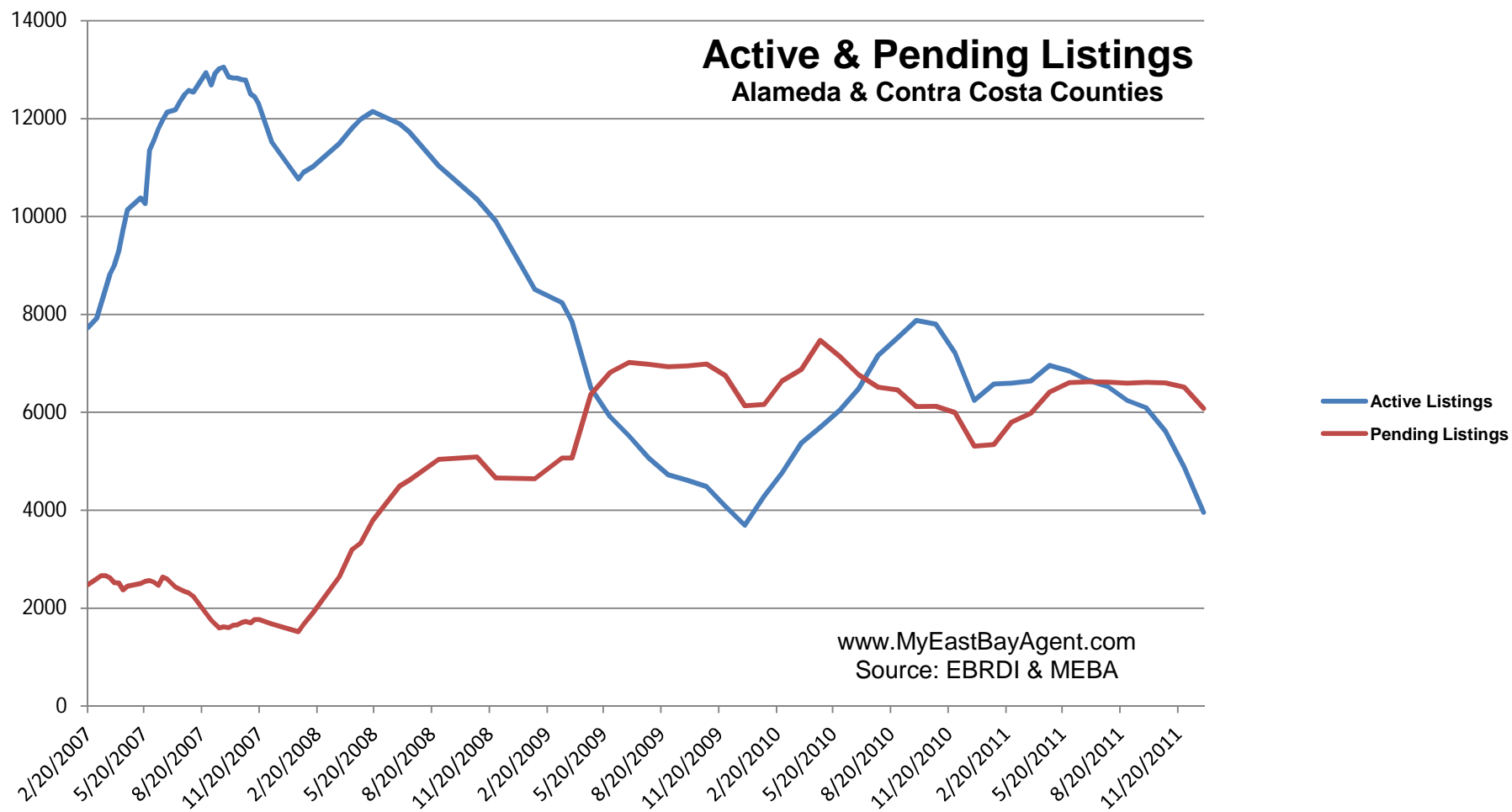
Area Description	<u>Active</u>			<u>Pending</u>			<u>Pending/Active Ratio</u>					<u>Months Supply</u>		
	Per	Short		Per	Short		NOW	Sept	June	Jan	"Bottom"	NOW	2010	2009
	City	REO%	Pay%	City	REO%	Pay%	12.31.11	9.30.11	6.30.11	1.31.11	10.2.07	12.31.11	12.31.10	12.31.09
Alameda	90	18%	23%	73	11%	52%	0.81	0.68	0.55	0.38	0.29	2.3	3.6	1.8
Alamo	62	5%	16%	34	9%	44%	0.55	,31	0.51	,32	0.10	4.6	4.3	6.9
Albany	28	11%	21%	6	17%	17%	0.21	0.61	0.81	0.70	0.32	3.2	2.1	2.1
Antioch	188	29%	44%	520	18%	67%	2.77	2.01	1.73	0.88	0.06	1.3	3.0	0.9
Berkeley	60	18%	23%	72	10%	44%	1.20	0.51	0.71	0.68	0.43	1.2	2.3	0.9
Blackhawk	24	4%	4%	12	8%	33%	0.50	0.33	0.38	0.50	0.10	2.9	3.9	7.3
Brentwood	145	21%	33%	299	13%	71%	2.06	2.05	2.01	1.27	0.07	1.6	2.4	1.3
Castro Valley	90	17%	39%	125	14%	58%	1.39	0.97	0.83	0.74	0.20	2.2	3.1	2.0
Clayton	27	30%	37%	36	8%	61%	1.33	0.65	0.74	0.48	0.17	2.1	4.3	2.6
Concord	206	33%	36%	412	18%	67%	2.00	1.59	1.40	0.84	0.11	1.6	3.6	1.5
Crockett	9	22%	22%	10	20%	60%	1.11	1.00	0.41	0.75	0.10	4.0	2.8	2.3
Danville	113	7%	19%	123	7%	63%	1.09	0.63	0.70	0.72	0.19	2.0	2.8	2.7
Diablo	5	0%	0%	0	0%	0%	-	0.38	0.56	0.25	-	3.0	7.2	20.0
Dublin	82	21%	17%	165	9%	67%	2.01	1.21	1.84	1.02	0.15	1.5	3.4	1.6
El Cerrito	29	41%	17%	37	11%	49%	1.28	0.60	0.39	0.60	0.29	1.8	2.6	1.3
El Sobrante	32	31%	31%	32	31%	56%	1.00	0.91	0.80	0.57	0.10	2.4	3.6	2.3
Emeryville	36	22%	14%	36	14%	47%	1.00	0.84	0.78	0.51	0.13	2.6	4.9	4.2
Fremont	261	16%	26%	428	11%	63%	1.64	1.06	0.80	0.83	0.20	1.6	3.0	1.7
Hayward	272	26%	42%	518	20%	63%	1.90	1.38	1.15	0.93	0.08	2.0	3.4	1.6
Hercules	60	27%	55%	134	30%	60%	2.23	1.43	1.12	0.97	0.11	1.9	3.3	1.4
Kensington	6	17%	0%	3	0%	33%	0.50	0.36	0.33	0.36	0.67	1.4	1.9	,7
Lafayette	32	6%	6%	24	4%	46%	0.75	0.38	0.36	0.34	0.24	1.5	2.7	2.7
Livermore	160	15%	24%	242	13%	63%	1.51	1.19	1.07	0.76	0.12	1.7	2.5	1.8
Martinez	88	24%	33%	152	17%	57%	1.73	1.22	0.99	0.85	0.10	1.6	4.0	3.0
Moraga	13	8%	23%	19	5%	63%	1.46	0.64	0.43	0.70	0.42	0.8	2.7	2.8
Oakland	742	27%	30%	811	19%	54%	1.09	0.87	0.86	0.75	0.15	2.6	3.6	1.8
Orinda	21	0%	5%	22	9%	32%	1.05	0.28	0.45	0.46	0.25	1.4	2.4	2.5
Piedmont	3	33%	0%	4	25%	50%	1.33	0.62	0.74	0.62	0.47	0.3	1.1	0.9
Pinole	47	21%	43%	51	16%	55%	1.09	1.14	1.06	0.98	0.08	2.6	3.1	2.4
Pittsburg	91	33%	44%	254	17%	67%	2.79	1.93	2.14	1.37	0.05	1.2	2.6	1.2
Pleasant Hill	42	17%	38%	88	16%	63%	2.10	1.02	0.85	0.74	0.13	1.3	3.9	1.8
Pleasanton	88	13%	20%	131	8%	58%	1.49	0.70	0.62	0.70	0.19	1.3	2.3	2.0
Richmond	250	28%	36%	353	26%	57%	1.41	1.11	1.10	0.82	0.10	2.3	3.5	1.4
San Leandro	192	28%	39%	242	21%	58%	1.26	1.09	0.93	0.68	0.11	2.6	3.5	1.4
San Lorenzo	48	21%	42%	71	23%	68%	1.48	1.86	1.59	1.08	0.11	2.0	3.5	1.0
San Pablo	81	31%	40%	139	25%	55%	1.72	1.53	1.07	0.73	0.09	2.4	3.3	1.1
San Ramon	114	18%	29%	225	9%	69%	1.97	0.89	1.02	0.85	0.15	1.3	2.2	1.3
Walnut Creek	117	16%	19%	175	14%	66%	1.50	1.19	0.77	0.79	0.15	1.5	2.8	3.0
<b>Totals</b>	<b>3,954</b>	<b>23%</b>	<b>31%</b>	<b>6,078</b>	<b>17%</b>	<b>61%</b>	<b>1.54</b>	<b>1.08</b>	<b>0.99</b>	<b>0.81</b>	<b>0.13</b>	<b>1.9</b>	<b>3.1</b>	<b>1.7</b>

\*Data from EBRD MLS as of December 31, 2011

**Glen's Numbers - December 31, 2011**  
**San Francisco East Bay - Tracking 38 Cities (Residential)**

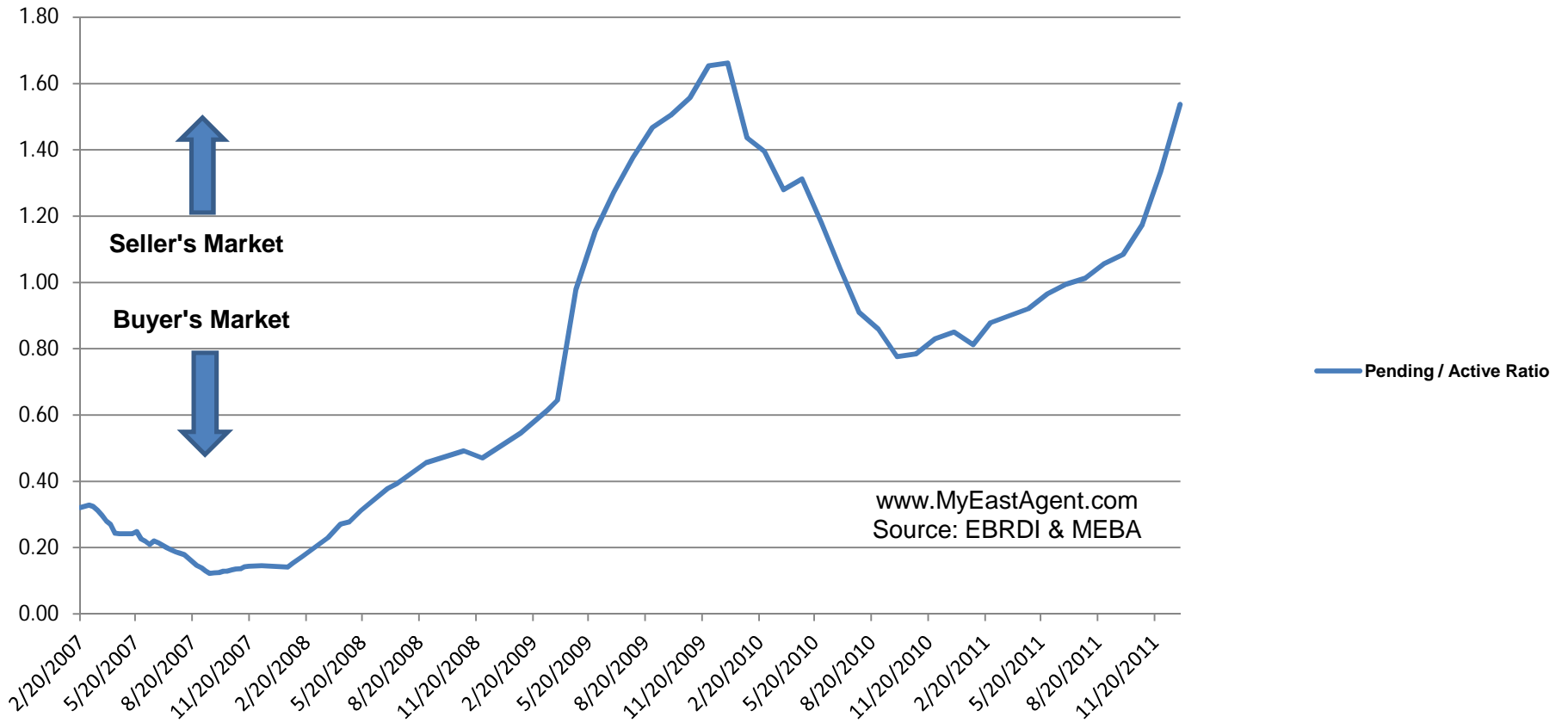
<u>Area Description</u>	<u>SALES</u>	<u>Last 4 Months</u>			<u>Last 4 Months</u>		<u>Sales Price % of List Price</u>	<u>Average DOM</u>
	<u>Annual Sales</u>	<u>Sales Since 9/1/2011</u>	<u>REO%</u>	<u>Short%</u>	<u>Average Sales Price</u>	<u>Median Sales Price</u>		
Alameda	474	165	18%	13%	\$ 483,067	\$ 465,000	98.1%	56
Alamo	163	43	9%	19%	\$ 1,167,772	\$ 1,050,000	94.0%	46
Albany	104	38	11%	21%	\$ 457,522	\$ 429,250	100.9%	46
Antioch	1768	538	38%	34%	\$ 184,420	\$ 179,500	99.1%	41
Berkeley	599	179	7%	11%	\$ 670,424	\$ 590,000	100.0%	42
Blackhawk	100	29	3%	17%	\$ 1,128,460	\$ 1,000,000	93.6%	68
Brentwood	1079	334	28%	37%	\$ 300,912	\$ 287,500	98.8%	40
Castro Valley	487	181	14%	22%	\$ 454,129	\$ 440,000	98.0%	51
Clayton	157	49	20%	29%	\$ 471,142	\$ 482,000	98.5%	58
Concord	1580	498	38%	28%	\$ 247,969	\$ 240,000	98.8%	40
Crockett	27	9	33%	22%	\$ 197,555	\$ 170,000	97.6%	64
Danville	686	222	13%	18%	\$ 751,293	\$ 731,500	97.2%	50
Diablo	20	8	0%	0%	\$ 153,931	\$ 1,392,500	91.6%	78
Dublin	652	205	19%	42%	\$ 466,337	\$ 392,000	98.3%	36
El Cerrito	198	74	12%	8%	\$ 450,613	\$ 449,000	97.6%	48
El Sobrante	158	48	46%	10%	\$ 242,101	\$ 225,000	96.8%	42
Emeryville	166	54	35%	19%	\$ 243,026	\$ 225,000	96.5%	54
Fremont	1917	625	20%	26%	\$ 487,557	\$ 434,000	97.8%	42
Hayward	1656	535	39%	26%	\$ 256,464	\$ 241,500	99.2%	45
Hercules	373	128	48%	31%	\$ 270,357	\$ 272,000	99.2%	46
Kensington	53	16	0%	6%	\$ 648,328	\$ 635,881	97.9%	51
Lafayette	251	63	5%	8%	\$ 1,003,052	\$ 916,915	97.4%	51
Livermore	1101	359	21%	31%	\$ 427,873	\$ 366,000	98.1%	44
Martinez	653	221	36%	26%	\$ 277,852	\$ 254,000	97.6%	50
Moraga	191	54	6%	17%	\$ 714,253	\$ 697,000	95.5%	42
Oakland	3399	1095	31%	18%	\$ 336,294	\$ 235,000	98.8%	47
Orinda	176	55	5%	4%	\$ 998,720	\$ 835,038	97.0%	48
Piedmont	122	32	0%	6%	\$ 1,347,120	\$ 1,225,117	97.7%	29
Pinole	221	81	53%	15%	\$ 241,719	\$ 235,500	98.6%	43
Pittsburg	933	268	45%	26%	\$ 180,504	\$ 165,500	98.7%	36
Pleasant Hill	392	146	16%	27%	\$ 380,737	\$ 383,500	97.2%	53
Pleasanton	784	244	11%	20%	\$ 700,032	\$ 620,000	96.9%	54
Richmond	1286	400	51%	23%	\$ 181,362	\$ 155,000	99.6%	40
San Leandro	879	313	25%	28%	\$ 291,341	\$ 275,000	98.0%	56
San Lorenzo	289	97	25%	30%	\$ 267,125	\$ 267,000	98.4%	47
San Pablo	407	118	51%	26%	\$ 151,855	\$ 150,000	99.7%	43
San Ramon	1014	301	18%	26%	\$ 552,176	\$ 542,500	97.3%	50
Walnut Creek	922	309	21%	19%	\$ 474,349	\$ 467,750	96.5%	51
<b>Totals</b>	<b>25,437</b>	<b>8,134</b>	<b>28%</b>	<b>24%</b>				

## Active & Pending Listings Alameda & Contra Costa Counties

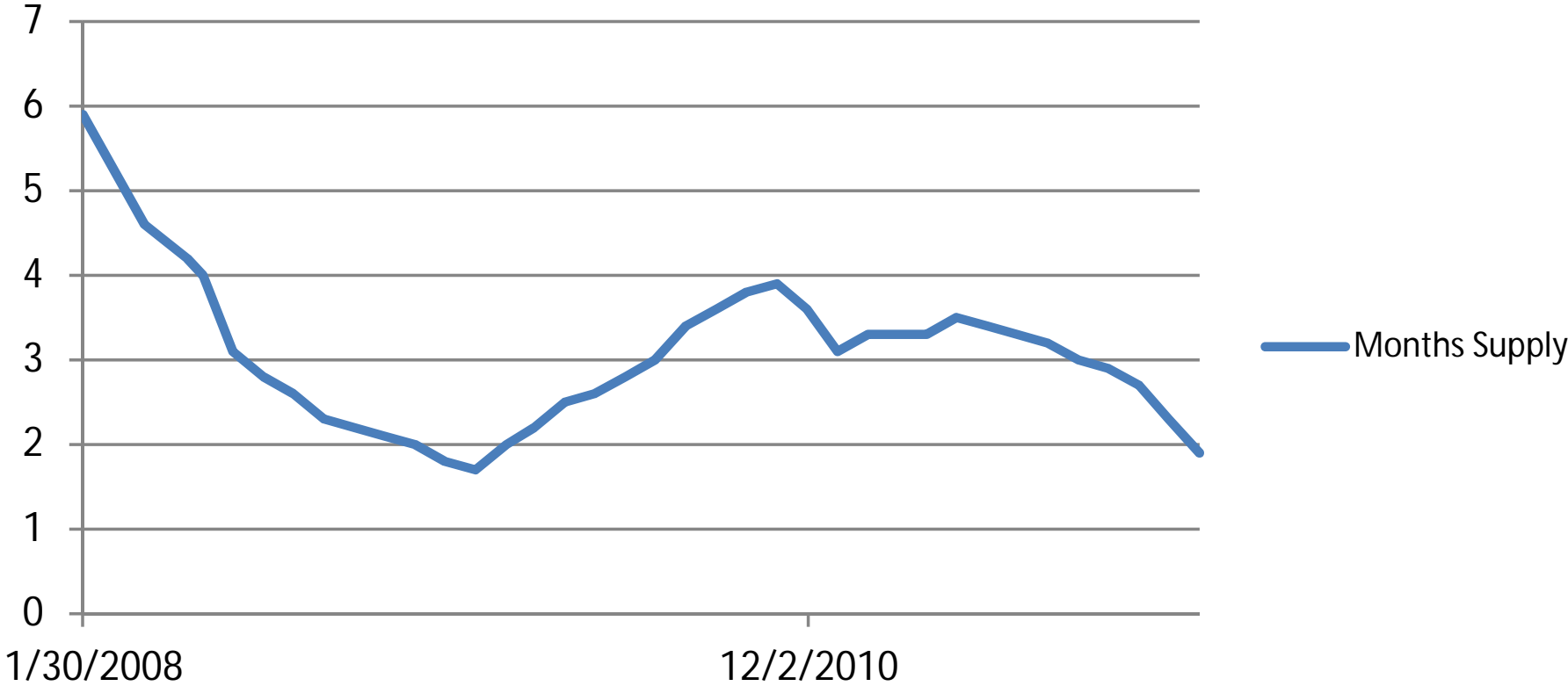


www.MyEastBayAgent.com  
Source: EBRDI & MEBA

# Pending / Active Ratio



# Months Supply



## Glen's Numbers - Break Down By Price (December 31, 2011)

<u>Actives</u>	<u>Alameda County</u>	<u>Contra Costa County</u>	<u>Berkeley</u>	<u>Oakland</u>	<u>Albany</u>	<u>Alameda</u>	<u>El Cerrito</u>	<u>Richmond</u>	<u>San Pablo</u>	<u>Hercules</u>
Under \$300K	46%	54%	12%	65%	46%	32%	21%	82%	99%	62%
\$300K to \$500K	30%	21%	53%	22%	29%	34%	52%	16%	1%	30%
\$500K to \$750K	14%	10%	3%	7%	18%	23%	28%	2%	0%	8%
\$750K to 1 Million	5%	8%	13%	3%	0%	8%	0%	1%	0%	0%
Above 1 Million	<u>5%</u>	<u>7%</u>	<u>5%</u>	<u>3%</u>	<u>7%</u>	<u>2%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
<b>Total Actives</b>	<b>2297</b>	<b>2110</b>	<b>60</b>	<b>742</b>	<b>28</b>	<b>90</b>	<b>29</b>	<b>250</b>	<b>81</b>	<b>60</b>
<b><u>Pending</u></b>										
Under \$300K	56%	70%	28%	73%	33%	18%	24%	88%	99%	68%
\$300K to \$500K	29%	18%	39%	15%	67%	47%	54%	11%	0%	28%
\$500K to \$750K	11%	7%	22%	8%	0%	32%	19%	1%	1%	4%
\$750K to 1 Million	3%	3%	10%	2%	0%	3%	0%	0%	0%	1%
Above 1 Million	<u>2%</u>	<u>2%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>	<u>1%</u>	<u>3%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
<b>Total Actives</b>	<b>3236</b>	<b>3558</b>	<b>72</b>	<b>811</b>	<b>6</b>	<b>73</b>	<b>37</b>	<b>353</b>	<b>139</b>	<b>134</b>
<b><u>Sales - 4 Months (Sept thru Dec)</u></b>										
Under \$300K	42%	60%	9%	58%	31%	14%	21%	85%	99%	64%
\$300K to \$500K	31%	20%	29%	19%	34%	47%	48%	14%	1%	30%
\$500K to \$750K	17%	11%	33%	14%	23%	29%	29%	1%	0%	6%
\$750K to 1 Million	6%	5%	15%	5%	6%	11%	1%	0%	0%	0%
Above 1 Million	<u>4%</u>	<u>3%</u>	<u>14%</u>	<u>3%</u>	<u>6%</u>	<u>0%</u>	<u>1%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
<b>Total Actives</b>	<b>4302</b>	<b>4495</b>	<b>170</b>	<b>1064</b>	<b>35</b>	<b>159</b>	<b>73</b>	<b>377</b>	<b>108</b>	<b>120</b>
<b>Median Price</b>	<b>\$ 395,000</b>		<b>\$ 590,000</b>	<b>\$ 235,000</b>	<b>\$ 429,250</b>	<b>\$ 465,000</b>	<b>\$ 449,000</b>	<b>\$ 155,000</b>	<b>\$ 150,000</b>	<b>\$ 272,000</b>