

**Glen's Numbers - January 31, 2012**  
**San Francisco East Bay - Tracking 38 Cities (Residential)**

Area Description	Active			Pending			Pending/Active Ratio					Months Supply		
	Per City	REO%	Short Pay%	Per City	REO%	Short Pay%	NOW 1.31.12	Sept 9.30.11	June 6.30.11	Jan 1.31.11	"Bottom" 10.2.07	NOW 1.31.12	2010 1.31.11	2009 1.31.10
Alameda	98	14%	27%	77	12%	49%	0.79	0.68	0.55	0.38	0.29	2.4	4.0	2.1
Alamo	64	5%	16%	44	5%	36%	0.69	0.31	0.51	.32	0.10	4.7	4.4	6.4
Albany	25	4%	20%	8	25%	25%	0.32	0.61	0.81	0.70	0.32	2.9	2.2	2.2
Antioch	200	25%	46%	535	19%	65%	2.68	2.01	1.73	0.88	0.06	1.4	3.2	1.2
Berkeley	67	18%	13%	77	13%	44%	1.15	0.51	0.71	0.68	0.43	1.4	2.5	1.6
Blackhawk	30	3%	3%	14	14%	29%	0.47	0.33	0.38	0.50	0.10	3.8	3.6	7.9
Brentwood	155	19%	33%	310	13%	70%	2.00	2.05	2.01	1.27	0.07	1.7	2.6	1.7
Castro Valley	82	13%	32%	118	14%	66%	1.44	0.97	0.83	0.74	0.20	1.9	3.2	2.0
Clayton	23	26%	35%	45	9%	67%	1.96	0.65	0.74	0.48	0.17	1.8	4.2	2.3
Concord	210	30%	34%	410	19%	66%	1.95	1.59	1.40	0.84	0.11	1.6	3.7	1.8
Crockett	10	20%	10%	8	0%	75%	0.80	1.00	0.41	0.75	0.10	4.0	2.4	2.8
Danville	134	7%	19%	119	10%	57%	0.89	0.63	0.70	0.72	0.19	2.3	2.7	3.2
Diablo	5	0%	0%	0	0%	0%	-	0.38	0.56	0.25	-	3.2	4.8	16.0
Dublin	91	10%	27%	156	10%	69%	1.71	1.21	1.84	1.02	0.15	1.7	3.3	1.7
El Cerrito	21	33%	14%	35	23%	51%	1.67	0.60	0.39	0.60	0.29	1.3	2.5	1.9
El Sobrante	28	29%	29%	43	30%	40%	1.54	0.91	0.80	0.57	0.10	2.2	4.6	2.9
Emeryville	41	22%	17%	40	15%	48%	0.98	0.84	0.78	0.51	0.13	3.0	5.6	4.8
Fremont	292	14%	26%	417	14%	59%	1.43	1.06	0.80	0.83	0.20	1.8	2.9	1.9
Hayward	275	28%	39%	512	18%	63%	1.86	1.38	1.15	0.93	0.08	2.0	3.5	1.7
Hercules	44	32%	39%	133	24%	69%	3.02	1.43	1.12	0.97	0.11	1.4	3.3	1.6
Kensington	7	0%	14%	6	0%	17%	0.86	0.36	0.33	0.36	0.67	1.6	2.2	3.1
Lafayette	51	6%	8%	26	8%	42%	0.51	0.38	0.36	0.34	0.24	2.4	3.2	2.7
Livermore	156	10%	31%	260	12%	60%	1.67	1.19	1.07	0.76	0.12	1.7	2.8	2.0
Martinez	97	20%	37%	144	17%	64%	1.48	1.22	0.99	0.85	0.10	1.8	3.9	3.2
Moraga	16	6%	19%	27	11%	52%	1.69	0.64	0.43	0.70	0.42	1.0	2.7	2.8
Oakland	774	24%	27%	827	21%	55%	1.07	0.87	0.86	0.75	0.15	2.7	3.7	2.2
Orinda	28	0%	11%	19	11%	37%	0.68	0.28	0.45	0.46	0.25	1.9	3.0	3.2
Piedmont	4	25%	0%	5	0%	20%	1.25	0.62	0.74	0.62	0.47	0.4	1.6	1.7
Pinole	39	13%	44%	53	17%	58%	1.36	1.14	1.06	0.98	0.08	2.0	3.3	2.1
Pittsburg	87	36%	40%	260	16%	68%	2.99	1.93	2.14	1.37	0.05	1.1	2.5	1.4
Pleasant Hill	69	22%	38%	93	14%	61%	1.35	1.02	0.85	0.74	0.13	2.1	3.7	2.3
Pleasanton	104	13%	16%	137	9%	55%	1.32	0.70	0.62	0.70	0.19	1.6	2.6	2.2
Richmond	240	25%	35%	370	26%	53%	1.54	1.11	1.10	0.82	0.10	2.3	3.7	1.7
San Leandro	181	25%	34%	240	20%	62%	1.33	1.09	0.93	0.68	0.11	2.4	4.1	1.7
San Lorenzo	49	16%	45%	81	23%	60%	1.65	1.86	1.59	1.08	0.11	2.0	3.1	0.9
San Pablo	69	25%	43%	123	24%	59%	1.78	1.53	1.07	0.73	0.09	2.0	3.6	1.6
San Ramon	118	15%	32%	231	10%	66%	1.96	0.89	1.02	0.85	0.15	1.4	2.7	1.5
Walnut Creek	110	15%	20%	184	11%	60%	1.67	1.19	0.77	0.79	0.15	1.4	2.8	2.9
<b>Totals</b>	<b>4,094</b>	<b>20%</b>	<b>30%</b>	<b>6,187</b>	<b>17%</b>	<b>60%</b>	<b>1.51</b>	<b>1.08</b>	<b>0.99</b>	<b>0.81</b>	<b>0.13</b>	<b>1.9</b>	<b>3.3</b>	<b>2.0</b>

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Area <u>Description</u>	<u>SALES</u>	Last 4 Months			Last 4 Months		Sales Price % of List Price	Average DOM
	Annual Sales	Sales Since 10/1/2011 Sales	REO%	Short%	Average Sales Price	Median Sales Price		
Alameda	482	149	17%	12%	\$ 467,683	\$ 455,000	98.2%	59
Alamo	165	39	15%	21%	\$ 1,184,672	\$ 1,075,600	94.2%	50
Albany	105	36	8%	19%	\$ 446,231	\$ 407,900	100.5%	44
Antioch	1744	521	39%	36%	\$ 184,541	\$ 180,000	99.5%	39
Berkeley	593	160	9%	11%	\$ 629,560	\$ 578,500	100.6%	41
Blackhawk	96	24	8%	17%	\$ 1,194,972	\$ 1,017,500	94.2%	68
Brentwood	1069	307	28%	38%	\$ 299,310	\$ 290,000	98.7%	36
Castro Valley	506	178	17%	26%	\$ 442,346	\$ 435,000	97.7%	54
Clayton	155	50	28%	28%	\$ 469,008	\$ 489,750	98.3%	57
Concord	1603	486	37%	31%	\$ 238,308	\$ 230,000	99.0%	38
Crockett	30	13	38%	23%	\$ 189,384	\$ 170,000	97.2%	64
Danville	687	200	12%	21%	\$ 719,334	\$ 723,000	95.3%	50
Diablo	19	7	0%	0%	\$ 1,429,428	\$ 1,225,000	90.0%	64
Dublin	653	193	23%	34%	\$ 471,372	\$ 393,000	98.3%	36
El Cerrito	199	74	14%	11%	\$ 433,017	\$ 431,000	98.0%	48
El Sobrante	153	43	49%	12%	\$ 233,141	\$ 209,000	97.5%	48
Emeryville	165	51	37%	18%	\$ 244,682	\$ 220,000	97.5%	54
Fremont	1944	606	20%	28%	\$ 469,889	\$ 427,950	98.0%	43
Hayward	1673	546	39%	28%	\$ 257,568	\$ 240,000	99.0%	45
Hercules	388	126	51%	31%	\$ 261,986	\$ 270,000	99.0%	51
Kensington	51	16	6%	6%	\$ 628,672	\$ 600,000	97.9%	60
Lafayette	252	54	6%	11%	\$ 994,940	\$ 890,000	97.3%	53
Livermore	1126	354	22%	33%	\$ 416,708	\$ 365,000	98.5%	41
Martinez	660	215	32%	27%	\$ 280,367	\$ 259,000	96.4%	54
Moraga	186	33	6%	18%	\$ 649,583	\$ 595,000	94.2%	34
Oakland	3412	1050	31%	19%	\$ 332,213	\$ 235,500	98.9%	46
Orinda	174	44	5%	5%	\$ 930,099	\$ 813,000	92.5%	65
Piedmont	125	26	4%	8%	\$ 1,315,792	\$ 1,238,500	98.7%	29
Pinole	233	80	45%	19%	\$ 240,439	\$ 235,250	98.7%	43
Pittsburg	926	251	43%	30%	\$ 179,655	\$ 168,600	98.9%	40
Pleasant Hill	401	138	20%	30%	\$ 361,603	\$ 362,750	96.2%	56
Pleasanton	784	229	13%	24%	\$ 645,122	\$ 582,500	96.5%	54
Richmond	1272	393	50%	24%	\$ 184,217	\$ 161,250	100.0%	39
San Leandro	898	313	27%	28%	\$ 279,083	\$ 270,000	98.0%	54
San Lorenzo	287	88	30%	30%	\$ 264,072	\$ 260,000	98.8%	50
San Pablo	423	126	49%	25%	\$ 158,894	\$ 153,500	98.0%	38
San Ramon	1032	293	20%	28%	\$ 526,871	\$ 520,000	96.4%	49
<u>Walnut Creek</u>	<u>937</u>	<u>280</u>	<u>23%</u>	<u>24%</u>	<u>\$ 466,112</u>	<u>\$ 445,000</u>	<u>96.1%</u>	<u>52</u>
<b>Totals</b>	<b>25,608</b>	<b>7,792</b>	<b>29%</b>	<b>26%</b>				