# Housing Report Detached Homes



Prepared by the Bay East Association of REALTORS® November 2009

# **Market Analysis: Alameda**

November-09

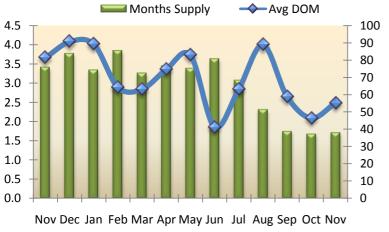
Days on Market (DOM) for the Alameda area year-todate is around 69. The median attached home price in Alameda for November was \$565,000. As of the last day of November there were 60 active homes in Alameda. At current selling rates this means there is approximately 2 months of inventory in Alameda remaining.







| Summary Analysis (Single Family Residential) |         |         |           |                  |                        |                      |                |                |                       |                     |                           |
|--|---------|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|-----------------------|---------------------|---------------------------|
|  | Active* | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>Listed | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |
| Nov 08                                       | 84      | 18      | 22        | 3.4              | \$693,286              | \$649,500            | \$679,237      | 81             | \$384                 | \$383               | 97.97%                    |
| Dec 08                                       | 69      | 18      | 13        | 3.8              | \$673,846              | \$665,000            | \$657,499      | 91             | \$403                 | \$392               | 97.57%                    |
| Jan 09                                       | 70      | 27      | 11        | 3.3              | \$594,027              | \$545,000            | \$555,000      | 89             | \$333                 | \$316               | 93.43%                    |
| Feb 09                                       | 78      | 16      | 20        | 3.8              | \$652,558              | \$585,000            | \$627,875      | 64             | \$381                 | \$366               | 96.22%                    |
| Mar 09                                       | 77      | 28      | 13        | 3.3              | \$615,377              | \$555,000            | \$608,923      | 63             | \$399                 | \$398               | 98.95%                    |
| Apr 09                                       | 78      | 24      | 22        | 3.4              | \$659,259              | \$636,500            | \$638,659      | 75             | \$364                 | \$354               | 96.88%                    |
| May 09                                       | 89      | 27      | 13        | 3.4              | \$619,300              | \$602,000            | \$609,346      | 83             | \$366                 | \$360               | 98.39%                    |
| Jun 09                                       | 93      | 26      | 26        | 3.6              | \$646,365              | \$622,500            | \$634,650      | 41             | \$355                 | \$351               | 98.19%                    |
| Jul 09                                       | 91      | 36      | 26        | 3.1              | \$617,342              | \$593,500            | \$613,285      | 63             | \$360                 | \$360               | 99.34%                    |
| Aug 09                                       | 77      | 38      | 27        | 2.3              | \$681,389              | \$659,000            | \$671,624      | 89             | \$354                 | \$353               | 98.57%                    |
| Sep 09                                       | 74      | 53      | 33        | 1.7              | \$659,083              | \$590,000            | \$645,664      | 59             | \$367                 | \$363               | 97.96%                    |
| Oct 09                                       | 67      | 29      | 44        | 1.7              | \$681,508              | \$636,500            | \$667,825      | 46             | \$379                 | \$366               | 97.99%                    |
| Nov 09                                       | 60      | 23      | 25        | 1.7              | \$581,282              | \$565,000            | \$582,240      | 55             | \$359                 | \$361               | 100.16%                   |
| Month to<br>Month                            | Sold    | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM               | % Change            | Sale Price/<br>List Price |
| Nov 09                                       | 25      | 13.64%  | \$581,282 | -16.16%          | \$565,000              | -13.01%              | \$582,240      | -14.28%        | 55                    | -32.22%             | 100.16%                   |
| Nov 08                                       | 22      | -4.35%  | \$693,286 | -6.32%           | \$649,500              | -1.44%               | \$679,237      | -6.43%         | 81                    | 43.03%              | 97.97%                    |
| Nov 07                                       | 23      | -47.73% | \$740,087 | -2.66%           | \$659,000              | -6.19%               | \$725,935      | -3.43%         | 57                    | 76.70%              | 98.09%                    |
| 1. 1. C                                      |         |         |           |                  |                        |                      |                | VTD Sold 9     | 211mmmany             |                     |                           |

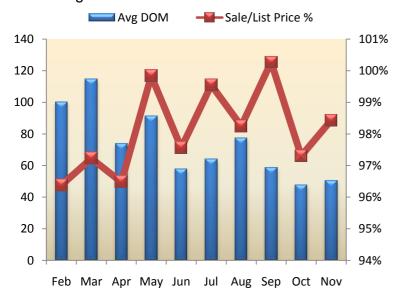


|                           |                   | YTD Sold S      | Summary       |                   |               |  |  |  |  |  |  |  |
|---------------------------|-------------------|-----------------|---------------|-------------------|---------------|--|--|--|--|--|--|--|
|                           | 2009              | 2008            | 2007          | 2006              | 2005          |  |  |  |  |  |  |  |
| Range                     | # listings        | # listings      | # listings    | # listings        | # listings    |  |  |  |  |  |  |  |
| < 300k                    | 4                 | 1               |               |                   |               |  |  |  |  |  |  |  |
| \$300k-399k               | 22                | 10              | 3             | 4                 | 5             |  |  |  |  |  |  |  |
| \$400k-499k 43 29 9 12 18 |                   |                 |               |                   |               |  |  |  |  |  |  |  |
| \$500k-599k               | 63                | 57              | 50            | 52                | 61            |  |  |  |  |  |  |  |
| \$600k-699k               | 62                | 68              | 75            | 116               | 92            |  |  |  |  |  |  |  |
| \$700k-799k               | 40                | 43              | 71            | 82                | 103           |  |  |  |  |  |  |  |
| \$800k-899k               | 24                | 38              | 39            | 45                | 66            |  |  |  |  |  |  |  |
| \$900k-999k               | 5                 | 18              | 27            | 37                | 37            |  |  |  |  |  |  |  |
| \$1m-1.5m                 | 8                 | 11              | 23            | 30                | 32            |  |  |  |  |  |  |  |
| \$1.5m-2.0m               | 3                 | 2               | 2             | 5                 | 4             |  |  |  |  |  |  |  |
| \$2m +                    | \$2m + 2 2 3      |                 |               |                   |               |  |  |  |  |  |  |  |
|                           | *as of the last d | ay of the month | at 11:59 pm P | ST **reflects cha | nge from 2005 |  |  |  |  |  |  |  |

# Market Analysis: Castro Valley

November-09

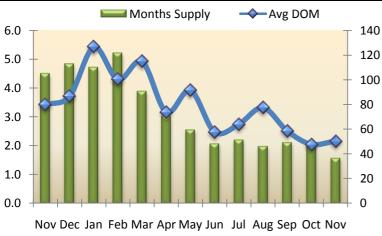
Days on Market (DOM) for the Castro Valley area year-to-date is around 79. The median attached home price in Castro Valley for November was \$491,000. As of the last day of November there were 78 active homes in Castro Valley. At current selling rates this means there is approximately 2 month of inventory in Castro Valley remaining.







|                   | Summary Analysis (Single Family Residential) |         |           |                  |                        |                      |                |                |                     |                     |                           |  |  |
|-------------------|--|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|--|
|                   | Active*                                      | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |  |
| Nov 08            | 162  | 25      | 29        | 4.5              | \$543,654              | \$462,500            | \$521,126      | 80             | \$319               | \$306               | 95.86%                    |  |  |
| Dec 08            | 157  | 22      | 32        | 4.8              | \$576,148              | \$518,500            | \$546,656      | 87             | \$332               | \$320               | 94.88%                    |  |  |
| Jan 09            | 152  | 39      | 18        | 4.7              | \$450,803              | \$407,500            | \$453,250      | 126            | \$326               | \$330               | 100.54%                   |  |  |
| Feb 09            | 151  | 30      | 25        | 5.2              | \$440,543              | \$418,000            | \$424,585      | 100            | \$262               | \$253               | 96.38%                    |  |  |
| Mar 09            | 137  | 50      | 25        | 3.9              | \$450,258              | \$425,000            | \$437,742      | 115            | \$303               | \$298               | 97.22%                    |  |  |
| Apr 09            | 125  | 46      | 31        | 3.0              | \$505,030              | \$480,000            | \$487,242      | 74             | \$286               | \$280               | 96.48%                    |  |  |
| May 09            | 111  | 48      | 34        | 2.6              | \$507,597              | \$472,500            | \$506,735      | 91             | \$283               | \$287               | 99.83%                    |  |  |
| Jun 09            | 102  | 53      | 29        | 2.1              | \$505,362              | \$435,000            | \$492,999      | 58             | \$277               | \$272               | 97.55%                    |  |  |
| Jul 09            | 108  | 49      | 45        | 2.2              | \$484,587              | \$460,000            | \$482,383      | 64             | \$279               | \$279               | 99.55%                    |  |  |
| Aug 09            | 100  | 52      | 44        | 2.0              | \$469,490              | \$442,000            | \$461,250      | 77             | \$278               | \$273               | 98.24%                    |  |  |
| Sep 09            | 107  | 48      | 38        | 2.1              | \$499,247              | \$505,000            | \$500,586      | 59             | \$280               | \$282               | 100.27%                   |  |  |
| Oct 09            | 103  | 47      | 30        | 2.1              | \$548,948              | \$528,000            | \$534,150      | 48             | \$310               | \$305               | 97.30%                    |  |  |
| Nov 09            | 78   | 51      | 26        | 1.6              | \$503,587              | \$491,000            | \$495,663      | 50             | \$315               | \$294               | 98.43%                    |  |  |
| Month to<br>Month | Sold   | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |  |
| Nov 09            | 26   | -10.34% | \$503,587 | -7.37%           | \$491,000              | 6.16%                | \$495,663      | -4.89%         | 50.3932584          | -36.91%             | 98.43%                    |  |  |
| Nov 08            | 29   | 45.00%  | \$543,654 | -15.53%          | \$462,500              | -20.94%              | \$521,126      | -14.94%        | 79.8769231          | -4.08%              | 95.86%                    |  |  |
| Nov 07            | 20   | -52.38% | \$643,602 | -9.07%           | \$585,000              | -6.25%               | \$612,678      | -12.05%        | 83                  | 215.10%             | 95.20%                    |  |  |
| VTD Sold Summary  |  |         |           |                  |                        |                      |                |                |                     |                     |                           |  |  |



|             |                   | YTD Sold S      | Summary       |                   |                |
|-------------|-------------------|-----------------|---------------|-------------------|----------------|
|             | 2009              | 2008            | 2007          | 2006              | 2005           |
| Range       | # listings        | # listings      | # listings    | # listings        | # listings     |
| < 300k      | 25                | 6               |               |                   |                |
| \$300k-399k | 93                | 43              | 1             | 2                 | 1              |
| \$400k-499k | 101               | 93              | 28            | 10                | 28             |
| \$500k-599k | 70                | 92              | 82            | 109               | 153            |
| \$600k-699k | 58                | 45              | 80            | 120               | 129            |
| \$700k-799k | 21                | 34              | 43            | 77                | 98             |
| \$800k-899k | 4                 | 19              | 42            | 56                | 77             |
| \$900k-999k |                   | 10              | 19            | 39                | 51             |
| \$1m-1.5m   | 2                 | 5               | 14            | 19                | 38             |
| \$1.5m-2.0m |                   | 1               | 2             | 5                 |                |
| \$2m +      |                   |                 |               | 2                 | 1              |
|             | *as of the last d | ay of the month | at 11:59 pm P | ST **reflects cha | ange from 2005 |

# **Market Analysis: Danville**

#### November-09

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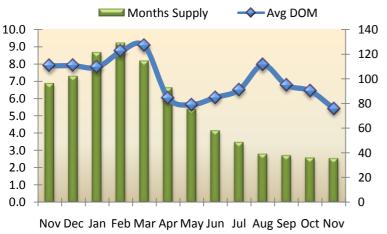
Days on Market (DOM) for the Danville area year-to-date is around 99. The median attached home price in Danville for November was \$855,000. As of the last day of November there were 120 active homes in Danville. At current selling rates this means there is approximately 3 months of inventory in Danville remaining.





|                   | Summary Analysis (Single Family Residential) |         |             |                  |                        |                      |                |                |                     |                     |                           |  |
|-------------------|--|---------|-------------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|
|                   | Active*                                      | Pending | Sold        | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |
| Nov 08            | 189  | 18      | 20          | 6.9              | \$926,389              | \$790,000            | \$900,203      | 110            | \$351               | \$342               | 97.17%                    |  |
| Dec 08            | 162  | 17      | 13          | 7.3              | \$1,057,073            | \$875,000            | \$990,397      | 111            | \$370               | \$349               | 93.69%                    |  |
| Jan 09            | 171  | 20      | 13          | 8.7              | \$997,223              | \$900,000            | \$957,231      | 109            | \$363               | \$349               | 95.99%                    |  |
| Feb 09            | 184  | 25      | 11          | 9.2              | \$1,109,700            | \$850,000            | \$1,019,534    | 122            | \$388               | \$358               | 91.87%                    |  |
| Mar 09            | 196  | 34      | 29          | 8.2              | \$898,408              | \$750,000            | \$824,019      | 127            | \$363               | \$342               | 91.72%                    |  |
| Apr 09            | 199  | 41      | 24          | 6.6              | \$906,399              | \$804,500            | \$863,246      | 85             | \$348               | \$333               | 95.24%                    |  |
| May 09            | 200  | 49      | 31          | 5.4              | \$984,129              | \$800,000            | \$887,177      | 79             | \$344               | \$319               | 90.15%                    |  |
| Jun 09            | 190  | 59      | 41          | 4.2              | \$1,038,724            | \$915,000            | \$993,285      | 85             | \$357               | \$342               | 95.63%                    |  |
| Jul 09            | 177  | 54      | 49          | 3.5              | \$996,359              | \$830,000            | \$919,926      | 91             | \$352               | \$330               | 92.33%                    |  |
| Aug 09            | 151  | 53      | 40          | 2.8              | \$885,570              | \$835,000            | \$834,731      | 111            | \$338               | \$320               | 94.26%                    |  |
| Sep 09            | 144  | 45      | 45          | 2.7              | \$1,007,166            | \$900,000            | \$972,742      | 95             | \$364               | \$353               | 96.58%                    |  |
| Oct 09            | 130  | 49      | 32          | 2.6              | \$913,052              | \$796,000            | \$875,015      | 90             | \$351               | \$337               | 95.83%                    |  |
| Nov 09            | 120  | 41      | 32          | 2.6              | \$1,030,112            | \$855,000            | \$978,806      | 76             | \$410               | \$385               | 95.02%                    |  |
| Month to<br>Month | Sold   | %Change | Avg list    | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |
| Nov 09            | 32   | 60.00%  | \$1,030,112 | 11.20%           | \$855,000              | 8.23%                | \$978,806      | 8.73%          | 76                  | -31.20%             | 95.02%                    |  |
| Nov 08            | 20   | -13.04% | \$926,389   | -12.28%          | \$790,000              | -14.59%              | \$900,203      | -11.13%        | 110                 | 31.39%              | 97.17%                    |  |
| Nov 07            | 23   | -39.47% | \$1,056,117 | -5.10%           | \$925,000              | -5.56%               | \$1,013,000    | -5.88%         | 84                  | 218.24%             | 95.92%                    |  |

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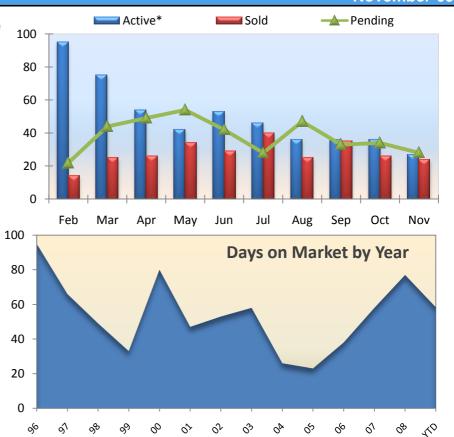
| -5.5070     | Ψ1,015,000 | 3.0070     | 07         | 210.2470   | 33.32 /0   |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 3          | 2          | 2          |            |            |
| \$300k-399k |            |            |            |            |            |
| \$400k-499k | 2          |            |            |            |            |
| \$500k-599k | 25         | 10         | 1          |            | 2          |
| \$600k-699k | 39         | 14         | 11         | 3          | 6          |
| \$700k-799k | 85         | 52         | 30         | 29         | 29         |
| \$800k-899k | 75         | 70         | 77         | 61         | 83         |
| \$900k-999k | 42         | 46         | 72         | 82         | 99         |
| \$1m-1.5m   | 73         | 102        | 182        | 205        | 242        |
| \$1.5m-2.0m | 13         | 25         | 40         | 42         | 60         |
| \$2m +      | 7          | 7          | 17         | 21         | 18         |

# **Market Analysis: Dublin**

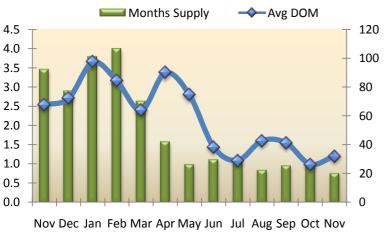
November-09

Days on Market (DOM) for the Dublin area year-to-date is around 58. The median attached home price in Dublin for November was \$627,000. As of the last day of November there were 27 active homes in Dublin. At current selling rates this means there is approximately 1 month of inventory in Dublin remaining.





|                   |         | ,       | Summ      | ary Ana          | alysis (               | Single F             | amily R        | esident        | ial)                |                     |                           |
|-------------------|---------|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|
|                   | Active* | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |
| Nov 08            | 102     | 25      | 14        | 3.5              | \$672,846              | \$615,000            | \$659,050      | 68             | \$314               | \$308               | 97.95%                    |
| Dec 08            | 87      | 27      | 23        | 2.9              | \$656,749              | \$620,000            | \$643,391      | 72             | \$283               | \$279               | 97.97%                    |
| Jan 09            | 91      | 21      | 16        | 3.8              | \$598,611              | \$560,000            | \$578,988      | 97             | \$304               | \$293               | 96.72%                    |
| Feb 09            | 95      | 22      | 14        | 4.0              | \$627,807              | \$546,029            | \$609,004      | 84             | \$265               | \$259               | 97.01%                    |
| Mar 09            | 75      | 44      | 25        | 2.6              | \$594,816              | \$525,000            | \$585,100      | 64             | \$262               | \$259               | 98.37%                    |
| Apr 09            | 54      | 49      | 26        | 1.6              | \$671,412              | \$602,500            | \$653,015      | 90             | \$263               | \$256               | 97.26%                    |
| May 09            | 42      | 54      | 34        | 1.0              | \$611,518              | \$602,500            | \$595,350      | 75             | \$290               | \$284               | 97.36%                    |
| Jun 09            | 53      | 42      | 29        | 1.1              | \$646,656              | \$602,000            | \$632,434      | 38             | \$287               | \$283               | 97.80%                    |
| Jul 09            | 46      | 28      | 40        | 1.1              | \$629,459              | \$602,000            | \$620,635      | 29             | \$298               | \$294               | 98.60%                    |
| Aug 09            | 36      | 47      | 25        | 8.0              | \$652,387              | \$628,000            | \$637,742      | 43             | \$280               | \$276               | 97.76%                    |
| Sep 09            | 36      | 33      | 35        | 1.0              | \$622,654              | \$600,000            | \$620,176      | 41             | \$290               | \$289               | 99.60%                    |
| Oct 09            | 36      | 34      | 26        | 1.0              | \$625,035              | \$603,500            | \$626,735      | 26             | \$283               | \$285               | 100.27%                   |
| Nov 09            | 27      | 28      | 24        | 0.8              | \$625,142              | \$627,000            | \$621,073      | 32             | \$266               | \$266               | 99.35%                    |
| Month to<br>Month | Sold    | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |
| Nov 09            | 24      | 71.43%  | \$625,142 | -7.09%           | \$627,000              | 1.95%                | \$621,073      | -5.76%         | 32                  | -52.56%             | 99.35%                    |
| Nov 08            | 14      | -36.36% | \$672,846 | -5.18%           | \$615,000              | -9.56%               | \$659,050      | -5.97%         | 68                  | -15.51%             | 97.95%                    |
| Nov 07            | 22      | -29.03% | \$709,613 | -2.44%           | \$680,000              | -4.43%               | \$700,859      | -1.12%         | 80                  | 180.79%             | 98.77%                    |



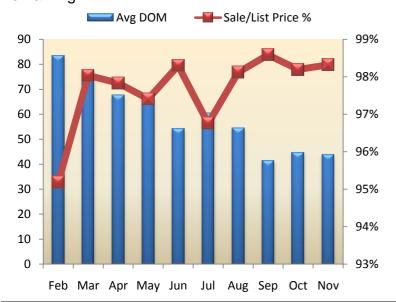
|             |            | YTD Sold S | Summary    |                         |            |
|-------------|------------|------------|------------|-------------------------|------------|
|             | 2009       | 2008       | 2007       | 2006                    | 2005       |
| Range       | # listings | # listings | # listings | # listings              | # listings |
| < 300k      | 1          |            |            |                         |            |
| \$300k-399k | 28         | 3          |            |                         |            |
| \$400k-499k | 61         | 41         | 2          | 1                       |            |
| \$500k-599k | 71         | 56         | 49         | 26                      | 29         |
| \$600k-699k | 62         | 63         | 70         | 81                      | 127        |
| \$700k-799k | 47         | 38         | 64         | 61                      | 63         |
| \$800k-899k | 30         | 20         | 33         | 46                      | 72         |
| \$900k-999k | 14         | 12         | 22         | 15                      | 31         |
| \$1m-1.5m   | 8          | 20         | 39         | 45                      | 83         |
| \$1.5m-2.0m | 1          | ·          | 5          | 7                       | 9          |
| \$2m +      |            |            |            | 1<br>CT ****offeets obs | 5          |

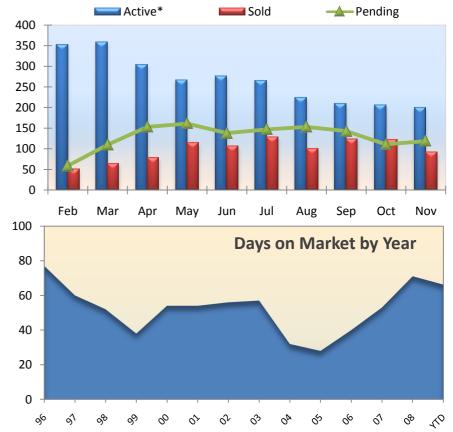
as of the last day of the month at 11:59 pm PST \*\*reflects change from 2005\*

# **Market Analysis: Fremont**

**November-09** 

Days on Market (DOM) for the Fremont area year-todate is around 66. The median attached home price in Fremont for November was \$632,500. As of the last day of November there were 199 active homes in Fremont. At current selling rates this means there is approximately 2 month of inventory in Fremont remaining.





|                   | Summary Analysis (Single Family Residential) |           |           |                  |                        |                      |                |                |                     |                     |                           |  |
|-------------------|--|-----------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|
|                   | Active*                                      | Pending   | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |
| Nov 08            | 367  | 63        | 67        | 3.9              | \$581,127              | \$470,000            | \$561,010      | 77             | \$364               | \$353               | 96.54%                    |  |
| Dec 08            | 306  | 68        | 66        | 3.7              | \$599,576              | \$495,000            | \$581,679      | 80             | \$363               | \$353               | 97.02%                    |  |
| Jan 09            | 339  | 75        | 55        | 4.4              | \$522,844              | \$465,000            | \$509,315      | 109            | \$333               | \$324               | 97.41%                    |  |
| Feb 09            | 353  | 59        | 50        | 5.3              | \$625,677              | \$477,950            | \$595,512      | 84             | \$351               | \$338               | 95.18%                    |  |
| Mar 09            | 359  | 110       | 65        | 4.6              | \$547,935              | \$490,000            | \$537,168      | 78             | \$340               | \$332               | 98.03%                    |  |
| Apr 09            | 304  | 153       | 78        | 3.1              | \$528,629              | \$484,000            | \$517,169      | 68             | \$325               | \$320               | 97.83%                    |  |
| May 09            | 267  | 161       | 114       | 2.2              | \$584,374              | \$504,465            | \$569,252      | 67             | \$340               | \$333               | 97.41%                    |  |
| Jun 09            | 276  | 138       | 106       | 2.0              | \$608,904              | \$549,000            | \$598,545      | 54             | \$351               | \$346               | 98.30%                    |  |
| Jul 09            | 266  | 147       | 128       | 1.8              | \$650,507              | \$550,000            | \$629,391      | 60             | \$357               | \$351               | 96.75%                    |  |
| Aug 09            | 224  | 153       | 101       | 1.5              | \$671,550              | \$575,000            | \$658,934      | 54             | \$371               | \$369               | 98.12%                    |  |
| Sep 09            | 210  | 143       | 124       | 1.4              | \$659,788              | \$561,900            | \$650,450      | 41             | \$365               | \$363               | 98.58%                    |  |
| Oct 09            | 206  | 111       | 123       | 1.5              | \$662,331              | \$580,000            | \$650,371      | 45             | \$363               | \$362               | 98.19%                    |  |
| Nov 09            | 199  | 119       | 92        | 1.5              | \$704,906              | \$632,500            | \$693,041      | 44             | \$375               | \$371               | 98.32%                    |  |
| Month to<br>Month | Sold   | %Change   | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |
| Nov 09            | 92   | 37.31%    | \$704,906 | 21.30%           | \$632,500              | 34.57%               | \$693,041      | 23.53%         | 44                  | -42.88%             | 98.32%                    |  |
| Nov 08            | 67   | -17.28%   | \$581,127 | -29.84%          | \$470,000              | -38.56%              | \$561,010      | -30.32%        | 77                  | 26.64%              | 96.54%                    |  |
| Nov 07            | 81   | -12.90%   | \$828,285 | 14.17%           | \$765,000              | 14.18%               | \$805,107      | 12.26%         | 61                  | 106.59%             | 97.20%                    |  |
|                   |  | Months Su | nnly      | Ava DOM          |                        |                      |                | YTD Sold S     | Summary             |                     |                           |  |



| 14.1070     | ψ000,107   | 12.2070    | 01         | 100.0070   | 37.2070    |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 42         | 11         |            |            | 1          |
| \$300k-399k | 179        | 54         |            |            |            |
| \$400k-499k | 239        | 177        | 22         | 6          | 18         |
| \$500k-599k | 234        | 213        | 143        | 157        | 266        |
| \$600k-699k | 120        | 147        | 322        | 460        | 577        |
| \$700k-799k | 95         | 113        | 215        | 303        | 426        |
| \$800k-899k | 52         | 102        | 161        | 140        | 188        |
| \$900k-999k | 46         | 38         | 79         | 82         | 91         |
| \$1m-1.5m   | 80         | 98         | 161        | 133        | 178        |
| \$1.5m-2.0m | 16         | 22         | 39         | 25         | 41         |
| \$2m +      | 4          | 6          | 5          | 12         | 8          |
|             |            |            |            |            |            |

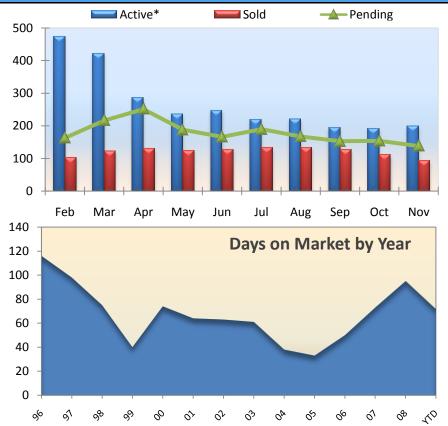
\*as of the last day of the month at 11:59 pm PST \*\*reflects change from 2005

#### **Market Analysis: Hayward**

**November-09** 

Days on Market (DOM) for the Hayward area year-to-date is around 72. The median attached home price in Hayward for November was \$280,000. As of the last day of November there were 199 active homes in Hayward. At current selling rates this means there is approximately 1 month of inventory in Hayward remaining.





|                   |         | 5       | Summa     | ary Ana          | alysis (               | Single F             | amily R        | esiden         | tial)               |                     |                           |
|-------------------|---------|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|
|                   | Active* | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |
| Nov 08            | 595     | 165     | 118       | 3.3              | \$331,176              | \$297,500            | \$330,182      | 71             | \$229               | \$231               | 99.70%                    |
| Dec 08            | 555     | 157     | 143       | 3.1              | \$305,390              | \$275,000            | \$304,959      | 90             | \$223               | \$224               | 99.86%                    |
| Jan 09            | 516     | 164     | 121       | 3.0              | \$302,674              | \$260,000            | \$300,267      | 120            | \$217               | \$218               | 99.20%                    |
| Feb 09            | 473     | 163     | 102       | 2.9              | \$307,559              | \$275,125            | \$305,537      | 83             | \$205               | \$205               | 99.34%                    |
| Mar 09            | 422     | 216     | 122       | 2.4              | \$297,175              | \$253,250            | \$298,129      | 85             | \$198               | \$200               | 100.32%                   |
| Apr 09            | 286     | 251     | 130       | 1.4              | \$275,744              | \$245,000            | \$274,248      | 77             | \$190               | \$189               | 99.46%                    |
| May 09            | 236     | 188     | 123       | 1.2              | \$288,051              | \$252,500            | \$290,364      | 88             | \$204               | \$208               | 100.80%                   |
| Jun 09            | 247     | 166     | 128       | 1.2              | \$288,814              | \$251,000            | \$292,400      | 50             | \$196               | \$200               | 101.24%                   |
| Jul 09            | 218     | 190     | 133       | 1.1              | \$282,232              | \$257,400            | \$289,541      | 62             | \$191               | \$198               | 102.59%                   |
| Aug 09            | 220     | 167     | 134       | 1.2              | \$292,482              | \$263,500            | \$301,144      | 81             | \$202               | \$210               | 102.96%                   |
| Sep 09            | 194     | 153     | 127       | 1.1              | \$299,296              | \$280,000            | \$313,293      | 46             | \$205               | \$217               | 104.68%                   |
| Oct 09            | 191     | 154     | 111       | 1.2              | \$272,433              | \$250,000            | \$284,029      | 41             | \$195               | \$205               | 104.26%                   |
| Nov 09            | 199     | 138     | 93        | 1.3              | \$310,132              | \$280,000            | \$311,575      | 36             | \$209               | \$210               | 100.47%                   |
| Month to<br>Month | Sold    | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |
| Nov 09            | 93      | -21.19% | \$310,132 | -6.35%           | \$280,000              | -5.88%               | \$311,575      | -5.64%         | 36                  | -49.67%             | 100.47%                   |
| Nov 08            | 118     | 218.92% | \$331,176 | -39.25%          | \$297,500              | -39.29%              | \$330,182      | -36.87%        | 71                  | -19.72%             | 99.70%                    |
| Nov 07            | 37      | -43.94% | \$545,142 | -10.70%          | \$490,000              | -14.41%              | \$523,059      | -13.77%        | 89                  | 124.13%             | 95.95%                    |
| -                 | •       |         |           | •                |                        |                      |                | VTD Cald (     |                     |                     |                           |



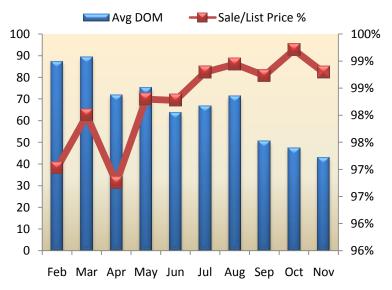
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 968        | 357        | 4          | 3          | 1          |
| \$300k-399k | 293        | 361        | 30         | 14         | 11         |
| \$400k-499k | 90         | 148        | 110        | 81         | 180        |
| \$500k-599k | 63         | 56         | 178        | 445        | 620        |
| \$600k-699k | 35         | 39         | 82         | 229        | 233        |
| \$700k-799k | 14         | 23         | 30         | 93         | 94         |
| \$800k-899k | 6          | 7          | 24         | 35         | 64         |
| \$900k-999k | 1          | 6          | 7          | 29         | 28         |
| \$1m-1.5m   |            | 7          | 16         | 23         | 24         |
| \$1.5m-2.0m |            | 1          | 2          | 1          | 3          |
| \$2m +      |            |            |            |            |            |

\*as of the last day of the month at 11:59 pm PST \*\*reflects change from 2005

# **Market Analysis: Livermore**

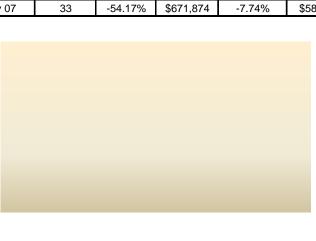
**November-09** 

Days on Market (DOM) for the Livermore area year-to-date is around 73. The median attached home price in Livermore for November was \$435,000. As of the last day of November there were 132 active homes in Livermore. At current selling rates this means there is approximately 1 month of inventory in Livermore remaining.





|                   | Summary Analysis (Single Family Residential) |         |           |                  |                        |                      |                |                |                     |                     |                           |  |  |
|-------------------|--|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|--|
|                   | Active*                                      | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |  |
| Nov 08            | 306  | 54      | 62        | 4.1              | \$490,877              | \$420,000            | \$477,378      | 75             | \$282               | \$277               | 97.25%                    |  |  |
| Dec 08            | 279  | 72      | 51        | 3.7              | \$508,826              | \$415,000            | \$495,764      | 105            | \$253               | \$247               | 97.43%                    |  |  |
| Jan 09            | 265  | 76      | 58        | 3.7              | \$454,010              | \$382,500            | \$443,609      | 105            | \$252               | \$248               | 97.71%                    |  |  |
| Feb 09            | 268  | 62      | 42        | 4.1              | \$468,200              | \$412,500            | \$454,274      | 87             | \$256               | \$250               | 97.03%                    |  |  |
| Mar 09            | 229  | 96      | 58        | 3.0              | \$436,911              | \$395,000            | \$428,179      | 89             | \$251               | \$245               | 98.00%                    |  |  |
| Apr 09            | 217  | 98      | 61        | 2.6              | \$479,669              | \$391,000            | \$464,117      | 72             | \$263               | \$257               | 96.76%                    |  |  |
| May 09            | 194  | 86      | 63        | 2.3              | \$469,423              | \$405,000            | \$461,444      | 75             | \$257               | \$254               | 98.30%                    |  |  |
| Jun 09            | 167  | 107     | 76        | 1.7              | \$521,569              | \$470,000            | \$512,580      | 64             | \$249               | \$246               | 98.28%                    |  |  |
| Jul 09            | 170  | 85      | 80        | 1.8              | \$505,306              | \$431,000            | \$499,225      | 67             | \$264               | \$262               | 98.80%                    |  |  |
| Aug 09            | 160  | 101     | 69        | 1.7              | \$510,412              | \$442,000            | \$505,036      | 71             | \$258               | \$257               | 98.95%                    |  |  |
| Sep 09            | 158  | 93      | 78        | 1.6              | \$552,697              | \$505,000            | \$545,706      | 50             | \$270               | \$268               | 98.74%                    |  |  |
| Oct 09            | 137  | 82      | 70        | 1.5              | \$556,264              | \$502,500            | \$551,860      | 47             | \$251               | \$251               | 99.21%                    |  |  |
| Nov 09            | 132  | 83      | 57        | 1.5              | \$501,950              | \$435,000            | \$495,879      | 43             | \$247               | \$245               | 98.79%                    |  |  |
| Month to<br>Month | Sold   | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |  |
| Nov 09            | 57   | -8.06%  | \$501,950 | 2.26%            | \$435,000              | 3.57%                | \$495,879      | 3.88%          | 43                  | -42.52%             | 98.79%                    |  |  |
| Nov 08            | 62   | 87.88%  | \$490,877 | -26.94%          | \$420,000              | -28.69%              | \$477,378      | -26.38%        | 75                  | -14.73%             | 97.25%                    |  |  |
| Nov 07            | 33   | -54.17% | \$671,874 | -7.74%           | \$589,000              | -9.31%               | \$648,470      | -8.73%         | 88                  | 159.90%             | 96.52%                    |  |  |



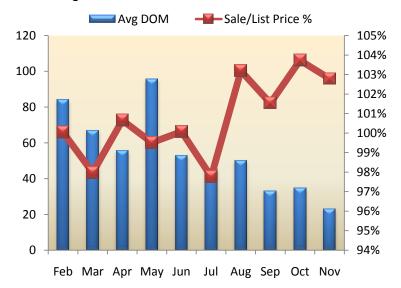
|             | YTD Sold Summary |            |            |            |            |  |  |  |  |  |  |  |  |
|-------------|------------------|------------|------------|------------|------------|--|--|--|--|--|--|--|--|
|             | 2009             | 2008       | 2007       | 2006       | 2005       |  |  |  |  |  |  |  |  |
| Range       | # listings       | # listings | # listings | # listings | # listings |  |  |  |  |  |  |  |  |
| < 300k      | 104              | 35         | 1          |            | 1          |  |  |  |  |  |  |  |  |
| \$300k-399k | 194              | 145        | 3          | 3          | 2          |  |  |  |  |  |  |  |  |
| \$400k-499k | 177              | 174        | 56         | 34         | 46         |  |  |  |  |  |  |  |  |
| \$500k-599k | 89               | 120        | 196        | 269        | 363        |  |  |  |  |  |  |  |  |
| \$600k-699k | 73               | 63         | 152        | 235        | 317        |  |  |  |  |  |  |  |  |
| \$700k-799k | 51               | 58         | 93         | 103        | 108        |  |  |  |  |  |  |  |  |
| \$800k-899k | 39               | 31         | 44         | 72         | 89         |  |  |  |  |  |  |  |  |
| \$900k-999k | 18               | 23         | 42         | 44         | 56         |  |  |  |  |  |  |  |  |
| \$1m-1.5m   | 12               | 35         | 86         | 115        | 102        |  |  |  |  |  |  |  |  |
| \$1.5m-2.0m | ·                | 1          | 8          | 12         | 12         |  |  |  |  |  |  |  |  |
| \$2m +      |                  |            | 3          |            |            |  |  |  |  |  |  |  |  |

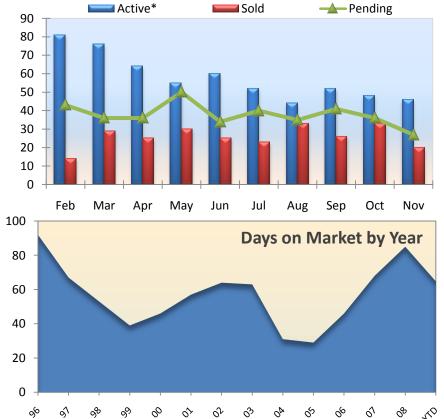
\*as of the last day of the month at 11:59 pm PST \*\*reflects change from 2005

# Market Analysis: Newark

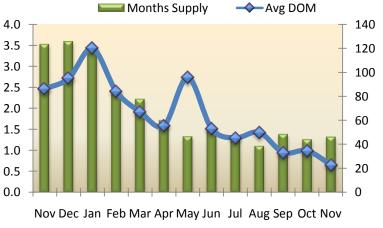
November-09

Days on Market (DOM) for the Newark area year-todate is around 65. The median attached home price in Newark for November was \$422,500. As of the last day of November there were 46 active homes in Newark. At current selling rates this means there is approximately 1 month of inventory in Newark remaining.





|                   |           | 5       | Summa     | ary Ana          | alysis (               | Single F             | amily R        | esident        | tial)               |                     |                           |
|-------------------|-----------|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|
|                   | Active*   | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |
| Nov 08            | 118       | 34      | 15        | 3.5              | \$423,270              | \$390,000            | \$420,467      | 86             | \$289               | \$288               | 99.34%                    |
| Dec 08            | 114       | 24      | 34        | 3.6              | \$411,144              | \$372,500            | \$405,044      | 95             | \$304               | \$302               | 98.52%                    |
| Jan 09            | 103       | 34      | 23        | 3.5              | \$395,323              | \$380,000            | \$399,130      | 120            | \$286               | \$290               | 100.96%                   |
| Feb 09            | 81        | 43      | 14        | 2.4              | \$384,917              | \$355,000            | \$385,064      | 84             | \$254               | \$254               | 100.04%                   |
| Mar 09            | 76        | 36      | 29        | 2.2              | \$379,093              | \$380,000            | \$371,390      | 67             | \$258               | \$253               | 97.97%                    |
| Apr 09            | 64        | 36      | 25        | 1.7              | \$355,617              | \$366,000            | \$357,945      | 56             | \$242               | \$245               | 100.65%                   |
| May 09            | 55        | 50      | 30        | 1.3              | \$373,895              | \$361,500            | \$372,058      | 96             | \$263               | \$263               | 99.51%                    |
| Jun 09            | 60        | 34      | 25        | 1.5              | \$382,151              | \$392,000            | \$382,436      | 53             | \$251               | \$255               | 100.07%                   |
| Jul 09            | 52        | 40      | 23        | 1.3              | \$403,150              | \$365,000            | \$394,109      | 45             | \$267               | \$263               | 97.76%                    |
| Aug 09            | 44        | 35      | 33        | 1.1              | \$390,475              | \$405,000            | \$402,945      | 50             | \$260               | \$270               | 103.19%                   |
| Sep 09            | 52        | 41      | 26        | 1.4              | \$407,040              | \$411,750            | \$413,288      | 33             | \$279               | \$285               | 101.54%                   |
| Oct 09            | 48        | 36      | 33        | 1.3              | \$399,658              | \$412,000            | \$414,559      | 35             | \$263               | \$273               | 103.73%                   |
| Nov 09            | 46        | 27      | 20        | 1.3              | \$405,003              | \$422,500            | \$416,294      | 23             | \$274               | \$284               | 102.79%                   |
| Month to<br>Month | Sold      | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |
| Nov 09            | 18        | 20.00%  | \$405,003 | -4.32%           | \$422,500              | 8.33%                | \$416,294      | -0.99%         | 23                  | -73.33%             | 102.79%                   |
| Nov 08            | 15        | 66.67%  | \$423,270 | -33.00%          | \$390,000              | -28.59%              | \$420,467      | -30.22%        | 86                  | -15.53%             | 99.34%                    |
| Nov 07            | 9         | -60.87% | \$631,737 | -0.55%           | \$546,150              | -11.20%              | \$602,572      | -4.72%         | 102                 | 255.13%             | 95.38%                    |
|                   | A Aug DOM |         |           |                  |                        |                      |                | VTD Sold 9     | Summary             |                     |                           |



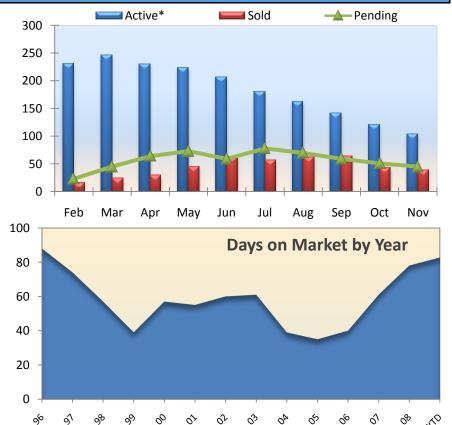
|             | ¥***-;***- |            | _          |            |            |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 58         | 7          |            |            |            |
| \$300k-399k | 115        | 61         | 1          |            |            |
| \$400k-499k | 95         | 92         | 6          | 2          | 5          |
| \$500k-599k | 25         | 42         | 53         | 63         | 95         |
| \$600k-699k | 8          | 14         | 71         | 157        | 179        |
| \$700k-799k | 8          | 11         | 34         | 54         | 68         |
| \$800k-899k |            | 6          | 13         | 16         | 26         |
| \$900k-999k |            | 1          | 7          | 3          | 10         |
| \$1m-1.5m   |            |            | 7          | 9          | 11         |
| \$1.5m-2.0m |            |            |            |            |            |
| \$2m +      |            |            |            |            |            |

# **Market Analysis: Pleasanton**

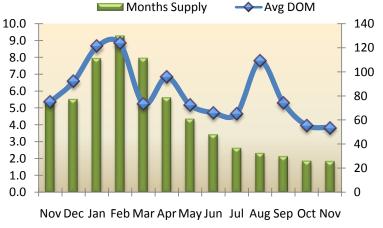
November-09

Days on Market (DOM) for the Pleasanton area year-to-date is around 83. The median attached home price in Pleasanton for November was \$670,000. As of the last day of November there were 104 active homes in Pleasanton. At current selling rates this means there is approximately 2 months of inventory in Pleasanton remaining.





|                   | Summary Analysis (Single Family Residential) |         |             |                  |                        |                      |                |                |                     |                     |                           |  |  |
|-------------------|--|---------|-------------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|--|
|                   | Active*                                      | Pending | Sold        | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |  |
| Nov 08            | 207  | 21      | 26          | 5.3              | \$890,963              | \$700,000            | \$851,423      | 75             | \$403               | \$387               | 95.56%                    |  |  |
| Dec 08            | 179  | 24      | 26          | 5.5              | \$1,109,062            | \$798,500            | \$1,040,044    | 92             | \$373               | \$352               | 93.78%                    |  |  |
| Jan 09            | 212  | 32      | 21          | 7.9              | \$958,682              | \$760,000            | \$896,586      | 121            | \$368               | \$348               | 93.52%                    |  |  |
| Feb 09            | 231  | 23      | 16          | 9.2              | \$1,037,437            | \$752,107            | \$955,760      | 123            | \$374               | \$352               | 92.13%                    |  |  |
| Mar 09            | 246  | 45      | 24          | 7.9              | \$1,090,356            | \$830,236            | \$1,066,885    | 73             | \$382               | \$359               | 97.85%                    |  |  |
| Apr 09            | 230  | 64      | 29          | 5.6              | \$1,023,915            | \$665,000            | \$959,786      | 95             | \$359               | \$338               | 93.74%                    |  |  |
| May 09            | 223  | 73      | 45          | 4.4              | \$896,013              | \$720,000            | \$855,226      | 72             | \$359               | \$345               | 95.45%                    |  |  |
| Jun 09            | 207  | 59      | 62          | 3.4              | \$808,179              | \$681,000            | \$776,345      | 66             | \$353               | \$343               | 96.06%                    |  |  |
| Jul 09            | 180  | 78      | 57          | 2.6              | \$893,103              | \$688,000            | \$845,132      | 65             | \$355               | \$342               | 94.63%                    |  |  |
| Aug 09            | 163  | 70      | 62          | 2.3              | \$895,001              | \$706,500            | \$856,199      | 109            | \$394               | \$375               | 95.66%                    |  |  |
| Sep 09            | 142  | 59      | 64          | 2.1              | \$855,400              | \$685,000            | \$819,582      | 74             | \$353               | \$342               | 95.81%                    |  |  |
| Oct 09            | 121  | 51      | 43          | 1.9              | \$793,279              | \$685,000            | \$763,351      | 56             | \$356               | \$345               | 96.23%                    |  |  |
| Nov 09            | 104  | 45      | 39          | 1.8              | \$986,152              | \$670,000            | \$937,413      | 54             | \$371               | \$359               | 95.06%                    |  |  |
| Month to<br>Month | Sold   | %Change | Avg list    | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |  |
| Nov 09            | 39   | 50.00%  | \$986,152   | 10.68%           | \$670,000              | -4.29%               | \$937,413      | 10.10%         | 54                  | -28.48%             | 95.06%                    |  |  |
| Nov 08            | 26   | -23.53% | \$890,963   | -22.17%          | \$700,000              | -15.84%              | \$851,423      | -21.27%        | 75                  | -2.99%              | 95.56%                    |  |  |
| Nov 07            | 34   | -5.56%  | \$1,144,801 | 19.33%           | \$831,750              | 10.90%               | \$1,081,454    | 25.15%         | 77                  | 163.01%             | 94.47%                    |  |  |
|                   | Months Supply                                |         |             |                  |                        |                      |                | YTD Sold 9     | Summary             |                     |                           |  |  |

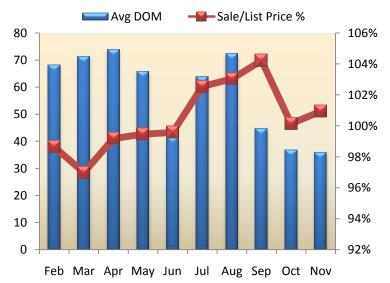


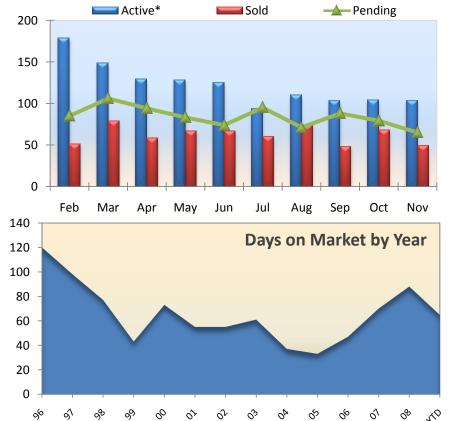
| \$1,081,454 | 25.15%  | 11  | 163.01%  | 94.47%  |
|-------------|---|---|--|---|
|             | YTD Sold S                                      | Summary   |  |   |
| 2009        | 2008  | 2007  | 2006   | 2005  |
| # listings  | # listings                                      | # listings  | # listings   | # listings  |
| 1           | 1   |   | 1  |   |
| 4           | 1   |   |  |   |
| 28          | 10  |   | 3  |   |
| 91          | 49  | 16  | 10   | 26  |
| 121         | 64  | 94  | 67   | 86  |
| 67          | 75  | 135   | 142  | 179   |
| 37          | 66  | 120   | 142  | 180   |
| 26          | 22  | 52  | 47   | 73  |
| 68          | 70  | 97  | 107  | 120   |
| 27          | 46  | 38  | 45   | 63  |
| 15          | 23  | 40  | 42   | 43  |
|             | 2009 # listings 1 4 28 91 121 67 37 26 68 27 15 | ytd Sold S           2009         2008           # listings         # listings           1         1           4         1           28         10           91         49           121         64           67         75           37         66           26         22           68         70           27         46           15         23 | YTD Sold Summary           2009         2008         2007           # listings         # listings         # listings           1         1         1           4         1         1           28         10         10           91         49         16           121         64         94           67         75         135           37         66         120           26         22         52           68         70         97           27         46         38           15         23         40 | YTD Sold Summary           2009         2008         2007         2006           # listings         # listings         # listings           1         1         1           4         1         1           28         10         3           91         49         16         10           121         64         94         67           67         75         135         142           37         66         120         142           26         22         52         47           68         70         97         107           27         46         38         45 |

#### **Market Analysis: San Leandro**

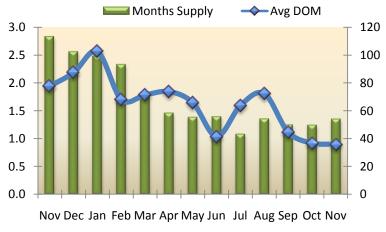
**November-09** 

Days on Market (DOM) for the San Leandro area year-to-date is around 65. The median attached home price in San Leandro for November was \$345,000. As of the last day of November there were 103 active homes in San Leandro. At current selling rates this means there is approximately 1 month of inventory in San Leandro remaining.





|                   | Summary Analysis (Single Family Residential) |         |           |                  |                        |                      |                |                |                     |                     |                           |  |
|-------------------|--|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|
|                   | Active*                                      | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |
| Nov 08            | 251  | 77      | 54        | 2.8              | \$375,535              | \$350,000            | \$368,940      | 78             | \$283               | \$277               | 98.24%                    |  |
| Dec 08            | 218  | 76      | 64        | 2.6              | \$341,279              | \$340,000            | \$343,880      | 87             | \$259               | \$262               | 100.76%                   |  |
| Jan 09            | 196  | 67      | 50        | 2.5              | \$362,901              | \$337,500            | \$357,216      | 103            | \$267               | \$264               | 98.43%                    |  |
| Feb 09            | 178  | 85      | 51        | 2.3              | \$356,738              | \$325,000            | \$351,920      | 68             | \$243               | \$241               | 98.65%                    |  |
| Mar 09            | 148  | 106     | 79        | 1.8              | \$346,543              | \$318,000            | \$336,085      | 71             | \$253               | \$248               | 96.98%                    |  |
| Apr 09            | 129  | 94      | 58        | 1.5              | \$307,292              | \$309,000            | \$304,792      | 74             | \$238               | \$237               | 99.19%                    |  |
| May 09            | 128  | 83      | 67        | 1.4              | \$356,672              | \$330,000            | \$354,719      | 66             | \$242               | \$241               | 99.45%                    |  |
| Jun 09            | 125  | 74      | 67        | 1.4              | \$351,745              | \$340,000            | \$350,293      | 41             | \$242               | \$241               | 99.59%                    |  |
| Jul 09            | 94   | 95      | 60        | 1.1              | \$330,372              | \$315,000            | \$338,789      | 64             | \$237               | \$245               | 102.55%                   |  |
| Aug 09            | 110  | 71      | 74        | 1.4              | \$350,059              | \$333,000            | \$360,712      | 72             | \$246               | \$255               | 103.04%                   |  |
| Sep 09            | 103  | 88      | 48        | 1.3              | \$313,187              | \$322,500            | \$326,415      | 45             | \$244               | \$256               | 104.22%                   |  |
| Oct 09            | 104  | 79      | 68        | 1.2              | \$367,743              | \$355,000            | \$368,270      | 37             | \$250               | \$253               | 100.14%                   |  |
| Nov 09            | 103  | 65      | 49        | 1.4              | \$348,915              | \$345,000            | \$352,214      | 36             | \$254               | \$257               | 100.95%                   |  |
| Month to<br>Month | Sold   | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |
| Nov 09            | 49   | -9.26%  | \$348,915 | -7.09%           | \$345,000              | -1.43%               | \$352,214      | -4.53%         | 36                  | -53.79%             | 100.95%                   |  |
| Nov 08            | 54   | 116.00% | \$375,535 | -26.99%          | \$350,000              | -25.37%              | \$368,940      | -25.27%        | 78                  | -10.82%             | 98.24%                    |  |
| Nov 07            | 25   | -50.98% | \$514,380 | -14.82%          | \$469,000              | -15.95%              | \$493,726      | -17.31%        | 87                  | 186.34%             | 95.98%                    |  |

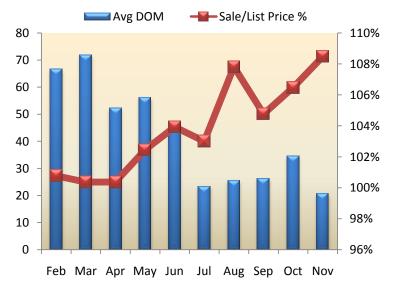


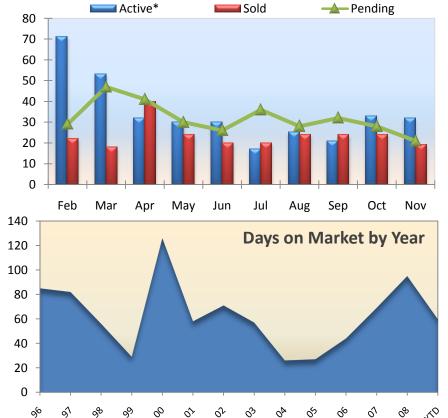
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 260        | 112        | 4          | 1          | 1          |
| \$300k-399k | 283        | 264        | 15         | 2          | 16         |
| \$400k-499k | 108        | 206        | 124        | 64         | 141        |
| \$500k-599k | 51         | 59         | 187        | 360        | 400        |
| \$600k-699k | 18         | 23         | 63         | 186        | 181        |
| \$700k-799k | 2          | 5          | 30         | 62         | 72         |
| \$800k-899k | 1          | 3          | 6          | 31         | 36         |
| \$900k-999k | 1          |            | 5          | 11         | 9          |
| \$1m-1.5m   |            | 1          |            | 5          | 4          |
| \$1.5m-2.0m |            |            |            |            |            |
| \$2m +      |            | ·          |            |            | ·          |

# **Market Analysis: San Lorenzo**

**November-09** 

Days on Market (DOM) for the San Lorenzo area year-to-date is around 60. The median attached home price in San Lorenzo for November was \$315,000. As of the last day of November there were 32 active homes in San Lorenzo. At current selling rates this means there is approximately 1 month of inventory in San Lorenzo remaining.





|                   | Summary Analysis (Single Family Residential) |         |           |                  |                        |                      |                  |                |                     |                     |                           |  |
|-------------------|--|---------|-----------|------------------|------------------------|----------------------|------------------|----------------|---------------------|---------------------|---------------------------|--|
|                   | Active*                                      | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price   | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |
| Nov 08            | 85   | 27      | 27        | 2.2              | \$330,257              | \$332,400            | \$329,361        | 72             | \$262               | \$262               | 99.73%                    |  |
| Dec 08            | 68   | 32      | 24        | 2.0              | \$317,885              | \$335,500            | \$322,369        | 87             | \$266               | \$269               | 101.41%                   |  |
| Jan 09            | 66   | 30      | 16        | 2.1              | \$297,565              | \$301,944            | \$300,118        | 193            | \$253               | \$254               | 100.86%                   |  |
| Feb 09            | 71   | 29      | 22        | 2.4              | \$298,805              | \$308,800            | \$301,095        | 67             | \$240               | \$244               | 100.77%                   |  |
| Mar 09            | 53   | 47      | 18        | 1.5              | \$298,964              | \$307,500            | \$300,041        | 72             | \$231               | \$227               | 100.36%                   |  |
| Apr 09            | 32   | 41      | 40        | 0.9              | \$289,948              | \$287,500            | \$291,018        | 52             | \$232               | \$233               | 100.37%                   |  |
| May 09            | 30   | 30      | 24        | 0.8              | \$296,271              | \$316,250            | \$303,542        | 56             | \$225               | \$232               | 102.45%                   |  |
| Jun 09            | 30   | 26      | 20        | 0.8              | \$297,933              | \$315,000            | \$309,645        | 46             | \$231               | \$240               | 103.93%                   |  |
| Jul 09            | 17   | 36      | 20        | 0.5              | \$308,308              | \$325,000            | \$317,558        | 23             | \$249               | \$257               | 103.00%                   |  |
| Aug 09            | 25   | 28      | 24        | 0.8              | \$294,535              | \$323,000            | \$317,563        | 26             | \$221               | \$238               | 107.82%                   |  |
| Sep 09            | 21   | 32      | 24        | 0.7              | \$310,404              | \$322,500            | \$325,208        | 26             | \$248               | \$260               | 104.77%                   |  |
| Oct 09            | 33   | 28      | 24        | 1.1              | \$329,407              | \$352,500            | \$350,742        | 35             | \$237               | \$254               | 106.48%                   |  |
| Nov 09            | 32   | 21      | 19        | 1.2              | \$297,608              | \$315,000            | \$322,818        | 21             | \$238               | \$258               | 108.47%                   |  |
| Month to<br>Month | Sold   | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price   | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |
| Nov 09            | 19   | -29.63% | \$297,608 | -9.89%           | \$315,000              | -5.23%               | \$322,818        | -1.99%         | 21                  | -71.21%             | 108.47%                   |  |
| Nov 08            | 27   | 170.00% | \$330,257 | -23.16%          | \$332,400              | -19.52%              | \$329,361        | -20.95%        | 72                  | -17.91%             | 99.73%                    |  |
| Nov 07            | 10   | -50.00% | \$429,804 | -23.87%          | \$413,000              | -26.51%              | \$416,640        | -25.71%        | 87                  | 211.40%             | 96.94%                    |  |
|                   | Months Supply Avg DOM                        |         |           |                  |                        |                      | YTD Sold Summary |                |                     |                     |                           |  |

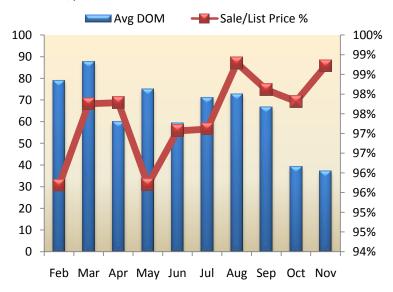


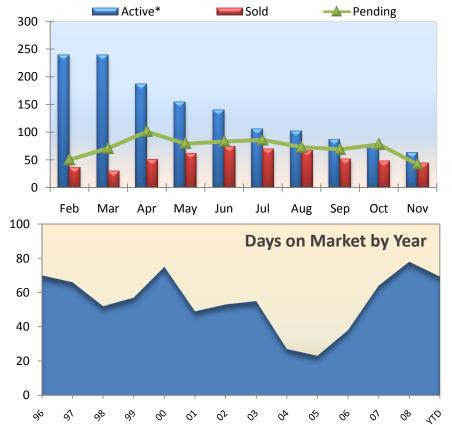
|             | YTD Sold Summary  |                 |               |                   |                |  |  |  |  |  |  |  |
|-------------|-------------------|-----------------|---------------|-------------------|----------------|--|--|--|--|--|--|--|
|             | 2009              | 2008            | 2007          | 2006              | 2005           |  |  |  |  |  |  |  |
| Range       | # listings        | # listings      | # listings    | # listings        | # listings     |  |  |  |  |  |  |  |
| < 300k      | 99                | 28              |               |                   |                |  |  |  |  |  |  |  |
| \$300k-399k | 160               | 166             | 5             | 1                 | 2              |  |  |  |  |  |  |  |
| \$400k-499k | 15                | 56              | 42            | 16                | 35             |  |  |  |  |  |  |  |
| \$500k-599k |                   | 4               | 62            | 159               | 171            |  |  |  |  |  |  |  |
| \$600k-699k |                   |                 | 20            | 54                | 87             |  |  |  |  |  |  |  |
| \$700k-799k |                   |                 | 1             | 6                 | 2              |  |  |  |  |  |  |  |
| \$800k-899k |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$900k-999k |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$1m-1.5m   |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$1.5m-2.0m |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$2m +      |                   |                 |               |                   |                |  |  |  |  |  |  |  |
|             | *as of the last d | ay of the month | at 11:59 pm P | ST **reflects cha | ange from 2005 |  |  |  |  |  |  |  |

# **Market Analysis: San Ramon**

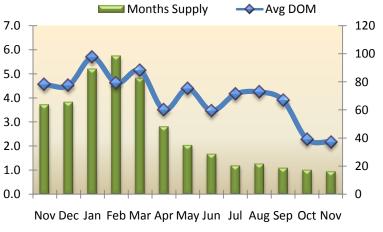
November-09

Days on Market (DOM) for the San Ramon area year-to-date is around 69. The median attached home price in San Ramon for November was \$710,000. As of the last day of November there were 63 active homes in San Ramon. At current selling rates this means there is approximately 1 month of inventory in San Ramon remaining.





|                   | Summary Analysis (Single Family Residential) |           |           |                  |                        |                      |                |                |                     |                     |                           |  |
|-------------------|--|-----------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|--|
|                   | Active*                                      | Pending   | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |  |
| Nov 08            | 198  | 39        | 31        | 3.7              | \$874,478              | \$750,000            | \$838,330      | 78             | \$332               | \$317               | 95.87%                    |  |
| Dec 08            | 169  | 34        | 46        | 3.8              | \$784,534              | \$725,000            | \$758,196      | 77             | \$319               | \$308               | 96.64%                    |  |
| Jan 09            | 214  | 44        | 16        | 5.2              | \$629,710              | \$599,500            | \$611,363      | 97             | \$329               | \$319               | 97.09%                    |  |
| Feb 09            | 239  | 50        | 36        | 5.7              | \$754,173              | \$664,000            | \$721,612      | 79             | \$313               | \$300               | 95.68%                    |  |
| Mar 09            | 239  | 71        | 29        | 4.8              | \$762,064              | \$700,000            | \$744,955      | 88             | \$305               | \$295               | 97.75%                    |  |
| Apr 09            | 187  | 101       | 50        | 2.8              | \$778,380              | \$693,000            | \$761,111      | 60             | \$291               | \$285               | 97.78%                    |  |
| May 09            | 154  | 79        | 61        | 2.0              | \$712,138              | \$680,000            | \$681,553      | 75             | \$309               | \$297               | 95.71%                    |  |
| Jun 09            | 140  | 83        | 73        | 1.7              | \$819,497              | \$686,000            | \$795,447      | 59             | \$301               | \$294               | 97.07%                    |  |
| Jul 09            | 105  | 86        | 69        | 1.2              | \$776,693              | \$735,000            | \$754,258      | 71             | \$301               | \$295               | 97.11%                    |  |
| Aug 09            | 102  | 73        | 66        | 1.3              | \$739,288              | \$705,000            | \$730,325      | 73             | \$302               | \$298               | 98.79%                    |  |
| Sep 09            | 86   | 69        | 51        | 1.1              | \$729,223              | \$685,000            | \$715,450      | 67             | \$305               | \$300               | 98.11%                    |  |
| Oct 09            | 78   | 78        | 47        | 1.0              | \$825,919              | \$790,000            | \$807,860      | 39             | \$301               | \$297               | 97.81%                    |  |
| Nov 09            | 63   | 42        | 44        | 1.0              | \$728,671              | \$710,000            | \$719,322      | 37             | \$308               | \$304               | 98.72%                    |  |
| Month to<br>Month | Sold   | %Change   | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |  |
| Nov 09            | 44   | 41.94%    | \$728,671 | -16.67%          | \$710,000              | -5.33%               | \$719,322      | -14.20%        | 37                  | -52.32%             | 98.72%                    |  |
| Nov 08            | 31   | 14.81%    | \$874,478 | -7.57%           | \$750,000              | -14.77%              | \$838,330      | -8.13%         | 78                  | -3.85%              | 95.87%                    |  |
| Nov 07            | 27   | -50.00%   | \$946,091 | -6.51%           | \$880,000              | 1.97%                | \$912,519      | -5.98%         | 81                  | 201.19%             | 96.45%                    |  |
|                   |  | Months Su | nnly -    | <b>Σ</b> Δνσ DΩΜ |                        | YTD Sold Summary     |                |                |                     |                     |                           |  |

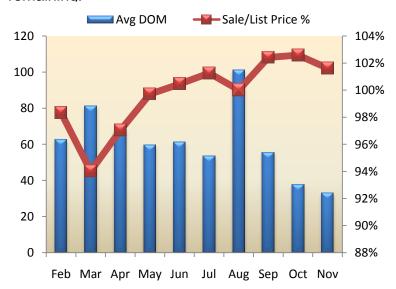


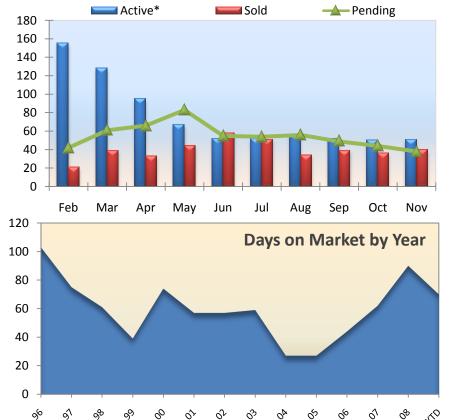
| 1.57 /0     | Ψ512,515   | -3.5070    | 01         | 201.1570   | 30.4370    |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2009       | 2008       | 2007       | 2006       | 2005       |
| Range       | # listings |
| < 300k      | 1          |            |            |            |            |
| \$300k-399k | 8          | 3          |            |            |            |
| \$400k-499k | 29         | 17         | 6          | 2          | 1          |
| \$500k-599k | 114        | 51         | 9          | 4          | 13         |
| \$600k-699k | 138        | 112        | 82         | 49         | 65         |
| \$700k-799k | 120        | 117        | 128        | 151        | 176        |
| \$800k-899k | 70         | 86         | 121        | 110        | 150        |
| \$900k-999k | 41         | 54         | 81         | 91         | 120        |
| \$1m-1.5m   | 53         | 60         | 127        | 146        | 157        |
| \$1.5m-2.0m | 6          | 15         | 23         | 32         | 16         |
| \$2m +      | 1          | 3          | 3          | 6          | 2          |
|             |            |            |            |            |            |

# **Market Analysis: Union City**

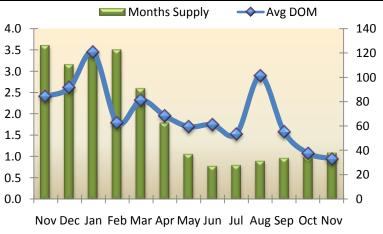
November-09

Days on Market (DOM) for the Union City area year-to-date is around 70. The median attached home price in Union City for November was \$457,500. As of the last day of November there were 51 active homes in Union City. At current selling rates this means there is approximately 1 month of inventory in Union City remaining.





| Summary Analysis (Single Family Residential) |         |         |           |                  |                        |                      |                |                |                     |                     |                           |
|--|---------|---------|-----------|------------------|------------------------|----------------------|----------------|----------------|---------------------|---------------------|---------------------------|
|  | Active* | Pending | Sold      | Months<br>Supply | Avg List<br>Price Sold | Median Sale<br>Price | Avg Sale Price | Average<br>DOM | Avg \$ Sqft<br>List | Avg \$ Sqft<br>Sold | Sale Price/<br>List Price |
| Nov 08                                       | 172     | 41      | 30        | 3.6              | \$446,460              | \$445,000            | \$454,765      | 84             | \$278               | \$283               | 101.86%                   |
| Dec 08                                       | 153     | 51      | 35        | 3.2              | \$478,562              | \$430,000            | \$465,871      | 91             | \$291               | \$284               | 97.35%                    |
| Jan 09                                       | 164     | 43      | 32        | 3.5              | \$445,444              | \$398,275            | \$435,845      | 120            | \$254               | \$251               | 97.85%                    |
| Feb 09                                       | 155     | 42      | 21        | 3.5              | \$484,602              | \$438,000            | \$476,576      | 63             | \$257               | \$252               | 98.34%                    |
| Mar 09                                       | 128     | 61      | 39        | 2.6              | \$441,507              | \$395,000            | \$415,125      | 81             | \$265               | \$262               | 94.02%                    |
| Apr 09                                       | 95      | 66      | 33        | 1.8              | \$512,856              | \$490,000            | \$497,690      | 68             | \$251               | \$243               | 97.04%                    |
| May 09                                       | 67      | 83      | 44        | 1.1              | \$447,880              | \$417,500            | \$446,590      | 59             | \$258               | \$259               | 99.71%                    |
| Jun 09                                       | 52      | 55      | 58        | 0.8              | \$450,942              | \$430,000            | \$452,998      | 61             | \$249               | \$250               | 100.46%                   |
| Jul 09                                       | 52      | 54      | 51        | 0.8              | \$453,902              | \$425,000            | \$459,622      | 53             | \$259               | \$265               | 101.26%                   |
| Aug 09                                       | 56      | 56      | 34        | 0.9              | \$465,944              | \$455,000            | \$466,026      | 101            | \$258               | \$259               | 100.02%                   |
| Sep 09                                       | 52      | 49      | 39        | 1.0              | \$440,303              | \$405,000            | \$450,974      | 55             | \$248               | \$257               | 102.42%                   |
| Oct 09                                       | 50      | 44      | 36        | 1.0              | \$473,642              | \$459,500            | \$485,933      | 38             | \$247               | \$253               | 102.59%                   |
| Nov 09                                       | 51      | 38      | 40        | 1.1              | \$489,150              | \$457,500            | \$497,103      | 33             | \$263               | \$270               | 101.63%                   |
| Month to<br>Month                            | Sold    | %Change | Avg list  | % Change         | Median Sale<br>Price   | % Change             | Avg Sale Price | % Change       | Avg DOM             | % Change            | Sale Price/<br>List Price |
| Nov 09                                       | 40      | 33.33%  | \$489,150 | 9.56%            | \$457,500              | 2.81%                | \$497,103      | 9.31%          | 33                  | -60.77%             | 101.63%                   |
| Nov 08                                       | 30      | 36.36%  | \$446,460 | -33.92%          | \$445,000              | -24.58%              | \$454,765      | -29.74%        | 84                  | 3.39%               | 101.86%                   |
| Nov 07                                       | 22      | -4.35%  | \$675,655 | -1.09%           | \$590,000              | -9.92%               | \$647,300      | -4.97%         | 81                  | 158.70%             | 95.80%                    |
| YTD Sold Summary                             |         |         |           |                  |                        |                      |                |                |                     |                     |                           |



|                  | + - ,      |            | -          |            |            |  |  |  |  |  |  |
|------------------|------------|------------|------------|------------|------------|--|--|--|--|--|--|
| YTD Sold Summary |            |            |            |            |            |  |  |  |  |  |  |
|                  | 2009       | 2008       | 2007       | 2006       | 2005       |  |  |  |  |  |  |
| Range            | # listings |  |  |  |  |  |  |
| < 300k           | 57         | 14         |            |            |            |  |  |  |  |  |  |
| \$300k-399k      | 128        | 35         | 1          |            | 2          |  |  |  |  |  |  |
| \$400k-499k      | 122        | 105        | 15         | 5          | 13         |  |  |  |  |  |  |
| \$500k-599k      | 58         | 69         | 37         | 42         | 76         |  |  |  |  |  |  |
| \$600k-699k      | 53         | 49         | 79         | 133        | 179        |  |  |  |  |  |  |
| \$700k-799k      | 34         | 31         | 44         | 74         | 78         |  |  |  |  |  |  |
| \$800k-899k      | 6          | 13         | 46         | 74         | 72         |  |  |  |  |  |  |
| \$900k-999k      | 3          | 5          | 19         | 24         | 46         |  |  |  |  |  |  |
| \$1m-1.5m        |            | 2          | 9          | 19         | 19         |  |  |  |  |  |  |
| \$1.5m-2.0m      | ·          |            |            | ·          |            |  |  |  |  |  |  |
| \$2m +           |            |            |            |            |            |  |  |  |  |  |  |