# **Market Analysis: Alameda**

February-11

Days on Market (DOM) for the Alameda area year-todate is around 59. The median detached home price in Alameda for February was \$484,500. As of the last day of February there were 82 active homes in Alameda. At current selling rates this means there is approximately 4 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 |  |
| Feb 10            | 64   | 22         | 12        | 3.1              | \$623,992              | \$625,000            | \$633,000      | 64             | \$367                 | \$374               | 101.44%                   |  |
| Mar 10            | 74   | 31         | 30        | 3.1              | \$638,545              | \$628,500            | \$634,605      | 39             | \$380                 | \$380               | 99.38%                    |  |
| Apr 10            | 73   | 34         | 26        | 2.5              | \$650,712              | \$620,000            | \$647,081      | 50             | \$382                 | \$381               | 99.44%                    |  |
| May 10            | 81   | 23         | 31        | 2.8              | \$589,397              | \$565,000            | \$591,128      | 63             | \$383                 | \$386               | 100.29%                   |  |
| Jun 10            | 89   | 24         | 29        | 3.3              | \$631,310              | \$619,000            | \$623,756      | 41             | \$400                 | \$393               | 98.80%                    |  |
| Jul 10            | 87   | 28         | 18        | 3.5              | \$636,833              | \$599,500            | \$639,722      | 52             | \$407                 | \$411               | 100.45%                   |  |
| Aug 10            | 92   | 35         | 23        | 3.2              | \$763,583              | \$705,000            | \$739,826      | 51             | \$380                 | \$370               | 96.89%                    |  |
| Sep 10            | 107  | 23         | 27        | 3.7              | \$612,774              | \$600,000            | \$607,111      | 72             | \$380                 | \$376               | 99.08%                    |  |
| Oct 10            | 89   | 45         | 20        | 2.6              | \$615,739              | \$555,000            | \$602,750      | 52             | \$365                 | \$356               | 97.89%                    |  |
| Nov 10            | 93   | 17         | 32        | 3.3              | \$646,700              | \$633,500            | \$627,654      | 73             | \$388                 | \$373               | 97.05%                    |  |
| Dec 10            | 82   | 19         | 27        | 3.0              | \$633,870              | \$595,000            | \$619,633      | 49             | \$371                 | \$363               | 97.75%                    |  |
| Jan 11            | 83   | 19         | 14        | 4.5              | \$687,300              | \$610,000            | \$678,248      | 103            | \$363                 | \$363               | 98.68%                    |  |
| Feb 11            | 82   | 28         | 14        | 3.7              | \$568,304              | \$484,500            | \$553,871      | 55             | \$393                 | \$382               | 97.46%                    |  |
| 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 |  |
| Feb 11            | 14   | 16.67%     | \$568,304 | -8.92%           | \$484,500              | -22.48%              | \$553,871      | -12.50%        | 55                    | -12.99%             | 97.46%                    |  |
| Feb 10            | 12   | -50.00%    | \$623,992 | -2.43%           | \$625,000              | 6.84%                | \$633,000      | 2.99%          | 64                    | 19.14%              | 101.44%                   |  |
| Feb 09            | 24   | 166.67%    | \$639,540 | 4.11%            | \$585,000              | -2.50%               | \$614,615      | -0.06%         | 54                    | -30.52%             | 96.10%                    |  |
|                   |  | Months Cur | anly -    | - Ava DOM        |                        |                      |                | YTD Sold S     | Summary               |                     |                           |  |

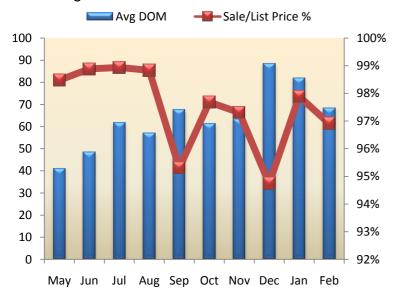


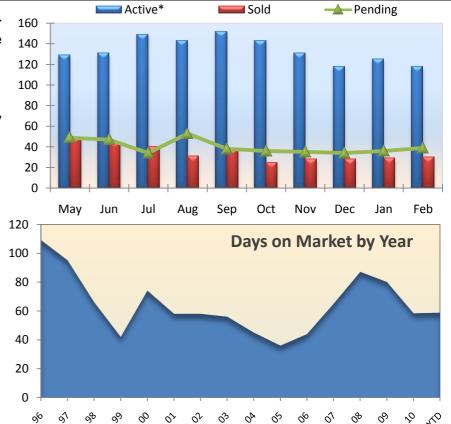
| -2.50 /6    | \$014,013  | -0.00 /6   | 34         | -30.32 /6  | 90.1076    |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 1          |            |            |            |            |
| \$300k-399k | 3          | 5          |            | 1          | 1          |
| \$400k-499k | 3          | 9          | 4          | 2          |            |
| \$500k-599k | 5          | 8          | 5          | 9          | 10         |
| \$600k-699k | 5          | 6          | 5          | 10         | 13         |
| \$700k-799k | 3          | 4          | 4          | 14         | 8          |
| \$800k-899k | 1          | 1          | 2          | 5          | 5          |
| \$900k-999k | 1          | 1          | 1          | 2          | 4          |
| \$1m-1.5m   |            | ·          |            | 3          | 2          |
| \$1.5m-2.0m | 2          | 1          |            |            | 1          |
| \$2m +      |            |            | 1          |            |            |

# Market Analysis: Castro Valley

February-11

Days on Market (DOM) for the Castro Valley area year-to-date is around 59. The median detached home price in Castro Valley for February was \$380,000. As of the last day of February there were 118 active homes in Castro Valley. At current selling rates this means there is approximately 3 months 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 |  |
| Feb 10            | 95   | 41      | 26        | 2.3              | \$515,112              | \$507,500            | \$509,400      | 48             | \$276               | \$274               | 98.89%                    |  |
| Mar 10            | 124  | 49      | 36        | 3.0              | \$507,665              | \$470,000            | \$506,321      | 33             | \$278               | \$278               | 99.74%                    |  |
| Apr 10            | 105  | 61      | 31        | 2.3              | \$525,339              | \$490,000            | \$515,856      | 44             | \$291               | \$286               | 98.19%                    |  |
| May 10            | 129  | 49      | 49        | 2.6              | \$476,685              | \$455,000            | \$469,418      | 41             | \$298               | \$294               | 98.48%                    |  |
| Jun 10            | 131  | 47      | 45        | 2.5              | \$511,929              | \$495,000            | \$506,201      | 48             | \$293               | \$288               | 98.88%                    |  |
| Jul 10            | 149  | 34      | 40        | 3.1              | \$531,785              | \$538,975            | \$526,116      | 62             | \$295               | \$294               | 98.93%                    |  |
| Aug 10            | 143  | 53      | 31        | 3.1              | \$505,014              | \$460,000            | \$499,107      | 57             | \$283               | \$281               | 98.83%                    |  |
| Sep 10            | 152  | 38      | 38        | 3.5              | \$523,594              | \$485,750            | \$499,012      | 68             | \$307               | \$299               | 95.31%                    |  |
| Oct 10            | 143  | 36      | 25        | 3.6              | \$511,571              | \$450,000            | \$499,711      | 61             | \$265               | \$263               | 97.68%                    |  |
| Nov 10            | 131  | 35      | 28        | 3.2              | \$440,407              | \$424,950            | \$428,536      | 63             | \$277               | \$270               | 97.30%                    |  |
| Dec 10            | 118  | 34      | 28        | 3.3              | \$517,692              | \$428,500            | \$490,447      | 88             | \$307               | \$290               | 94.74%                    |  |
| Jan 11            | 125  | 36      | 29        | 3.5              | \$475,764              | \$414,000            | \$465,721      | 82             | \$271               | \$267               | 97.89%                    |  |
| Feb 11            | 118  | 39      | 30        | 3.3              | \$438,668              | \$380,000            | \$425,090      | 68             | \$267               | \$259               | 96.90%                    |  |
| 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 |  |
| Feb 11            | 30   | 15.38%  | \$438,668 | -14.84%          | \$380,000              | -25.12%              | \$425,090      | -16.55%        | 68.3275862          | 42.77%              | 96.90%                    |  |
| Feb 10            | 26   | 4.00%   | \$515,112 | 16.93%           | \$507,500              | 21.41%               | \$509,400      | 19.98%         | 47.8596491          | -50.80%             | 98.89%                    |  |
| Feb 09            | 25   | 38.89%  | \$440,543 | -28.51%          | \$418,000              | -24.34%              | \$424,585      | -29.66%        | 97                  | 24.66%              | 96.38%                    |  |



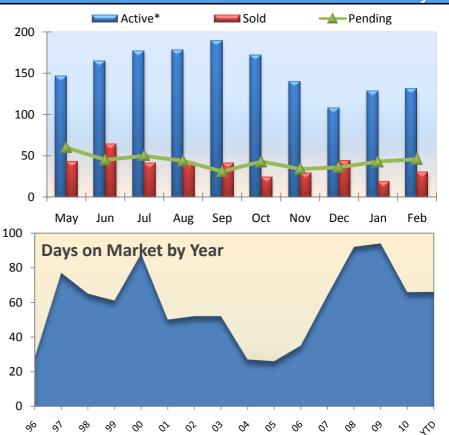
| 24.5470     | Ψ+2+,505   | 23.0070    | 51         | 24.0070    | 30.3070    |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 6          | 4          |            |            |            |
| \$300k-399k | 13         | 16         |            |            |            |
| \$400k-499k | 13         | 9          | 9          | 2          | 2          |
| \$500k-599k | 10         | 7          | 12         | 20         | 16         |
| \$600k-699k | 9          | 6          | 5          | 20         | 19         |
| \$700k-799k | 1          | 1          | 6          | 8          | 12         |
| \$800k-899k | 1          |            | 5          | 8          | 9          |
| \$900k-999k |            |            |            | 4          | 7          |
| \$1m-1.5m   | 1          |            |            | 1          | 3          |
| \$1.5m-2.0m |            | ·          |            |            | 1          |
| \$2m +      |            |            |            |            |            |

# **Market Analysis: Danville**

February-11

Days on Market (DOM) for the Danville area year-to-date is around 66. The median detached home price in Danville for February was \$780,000. As of the last day of February there were 131 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 |  |
| Feb 10                                       | 111     | 51      | 21          | 2.7              | \$857,086              | \$809,000            | \$835,845      | 68             | \$319               | \$312               | 97.52%                    |  |
| Mar 10                                       | 126     | 64      | 50          | 2.7              | \$897,411              | \$815,000            | \$827,980      | 66             | \$343               | \$322               | 92.26%                    |  |
| Apr 10                                       | 141     | 60      | 54          | 2.6              | \$969,789              | \$880,000            | \$943,331      | 48             | \$365               | \$356               | 97.27%                    |  |
| May 10                                       | 146     | 60      | 43          | 2.5              | \$1,078,144            | \$851,000            | \$953,235      | 56             | \$373               | \$354               | 88.41%                    |  |
| Jun 10                                       | 165     | 45      | 64          | 2.9              | \$947,147              | \$828,750            | \$908,796      | 48             | \$368               | \$355               | 95.95%                    |  |
| Jul 10                                       | 177     | 50      | 41          | 3.3              | \$981,394              | \$880,000            | \$952,791      | 59             | \$360               | \$344               | 97.09%                    |  |
| Aug 10                                       | 178     | 44      | 42          | 3.6              | \$839,251              | \$815,000            | \$815,488      | 54             | \$353               | \$343               | 97.17%                    |  |
| Sep 10                                       | 189     | 31      | 41          | 4.4              | \$921,684              | \$849,000            | \$900,585      | 71             | \$333               | \$325               | 97.71%                    |  |
| Oct 10                                       | 172     | 43      | 24          | 4.1              | \$887,995              | \$862,500            | \$873,615      | 72             | \$335               | \$331               | 98.38%                    |  |
| Nov 10                                       | 140     | 34      | 29          | 3.7              | \$970,743              | \$830,000            | \$886,403      | 88             | \$359               | \$341               | 91.31%                    |  |
| Dec 10                                       | 108     | 36      | 44          | 3.0              | \$905,405              | \$825,000            | \$861,687      | 75             | \$335               | \$326               | 95.17%                    |  |
| Jan 11                                       | 128     | 43      | 19          | 3.3              | \$902,932              | \$820,000            | \$820,311      | 86             | \$334               | \$310               | 90.85%                    |  |
| Feb 11                                       | 131     | 46      | 30          | 3.3              | \$892,743              | \$780,000            | \$860,913      | 66             | \$316               | \$305               | 96.43%                    |  |
| 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 |  |
| Feb 11                                       | 30      | 42.86%  | \$892,743   | 4.16%            | \$780,000              | -3.58%               | \$860,913      | 3.00%          | 66                  | -2.94%              | 96.43%                    |  |
| Feb 10                                       | 21      | 75.00%  | \$857,086   | -20.37%          | \$809,000              | -4.82%               | \$835,845      | -15.18%        | 68                  | -36.91%             | 97.52%                    |  |
| Feb 09                                       | 12      | -40.00% | \$1,076,375 | 9.66%            | \$850,000              | -0.87%               | \$985,406      | 3.94%          | 108                 | 14.92%              | 91.55%                    |  |



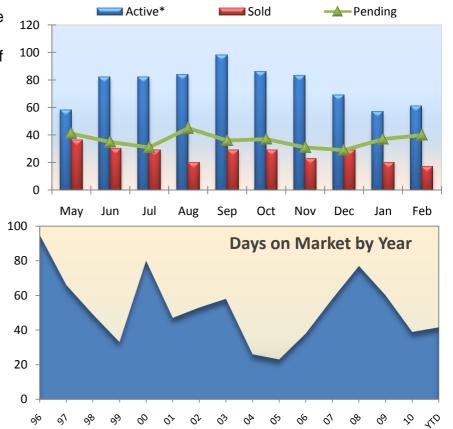
| 0.07 70     | ψ500,400   | 0.0470     | 100        | 14.0270    | 31.0070    |
|-------------|------------|------------|------------|------------|------------|
|             |            | YTD Sold S | Summary    |            |            |
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      |            |            |            |            |            |
| \$300k-399k |            |            |            |            |            |
| \$400k-499k |            |            |            |            |            |
| \$500k-599k | 3          | 1          |            |            |            |
| \$600k-699k | 5          | 2          | 2          | 1          |            |
| \$700k-799k | 7          | 8          | 6          | 6          | 5          |
| \$800k-899k | 10         | 3          | 7          | 18         | 8          |
| \$900k-999k | 4          | 1          | 4          | 15         | 5          |
| \$1m-1.5m   | 10         | 10         | 13         | 24         | 14         |
| \$1.5m-2.0m | 2          |            | 2          | 7          | 6          |
| \$2m +      |            | 1          | 1          | 3          | 1          |

# **Market Analysis: Dublin**

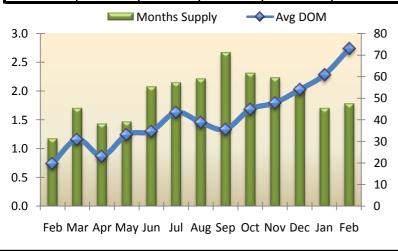
February-11

Days on Market (DOM) for the Dublin area year-to-date is around 42. The median detached home price in Dublin for February was \$635,000. As of the last day of February there were 61 active homes in Dublin. At current selling rates this means there is approximately 2 months of inventory in Dublin 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 |  |  |
| Feb 10            | 35   | 35      | 16        | 1.2              | \$555,017              | \$482,000            | \$558,575      | 20             | \$316               | \$318               | 100.64%                   |  |  |
| Mar 10            | 54   | 36      | 34        | 1.7              | \$608,063              | \$611,000            | \$616,260      | 31             | \$283               | \$285               | 101.35%                   |  |  |
| Apr 10            | 53   | 46      | 20        | 1.4              | \$611,479              | \$610,000            | \$612,878      | 23             | \$273               | \$274               | 100.23%                   |  |  |
| May 10            | 58   | 41      | 36        | 1.5              | \$635,046              | \$635,000            | \$638,175      | 33             | \$291               | \$292               | 100.49%                   |  |  |
| Jun 10            | 82   | 35      | 30        | 2.1              | \$687,145              | \$651,338            | \$679,812      | 35             | \$271               | \$271               | 98.93%                    |  |  |
| Jul 10            | 82   | 31      | 29        | 2.1              | \$656,140              | \$642,500            | \$650,268      | 43             | \$293               | \$291               | 99.11%                    |  |  |
| Aug 10            | 84   | 45      | 20        | 2.2              | \$663,555              | \$641,000            | \$654,123      | 39             | \$289               | \$285               | 98.58%                    |  |  |
| Sep 10            | 98   | 36      | 29        | 2.7              | \$639,470              | \$580,000            | \$637,339      | 36             | \$288               | \$286               | 99.67%                    |  |  |
| Oct 10            | 86   | 37      | 29        | 2.3              | \$678,458              | \$630,000            | \$664,274      | 45             | \$292               | \$287               | 97.91%                    |  |  |
| Nov 10            | 83   | 31      | 23        | 2.2              | \$718,734              | \$710,000            | \$710,900      | 48             | \$267               | \$263               | 98.91%                    |  |  |
| Dec 10            | 69   | 29      | 29        | 2.1              | \$706,651              | \$685,000            | \$697,678      | 54             | \$264               | \$259               | 98.73%                    |  |  |
| Jan 11            | 57   | 37      | 20        | 1.7              | \$705,543              | \$685,500            | \$696,320      | 61             | \$266               | \$262               | 98.69%                    |  |  |
| Feb 11            | 61   | 40      | 17        | 1.8              | \$638,218              | \$635,000            | \$624,618      | 73             | \$279               | \$273               | 97.87%                    |  |  |
| 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 |  |  |
| Feb 11            | 17   | 6.25%   | \$638,218 | 14.99%           | \$635,000              | 31.74%               | \$624,618      | 11.82%         | 73                  | 265.71%             | 97.87%                    |  |  |
| Feb 10            | 16   | 6.67%   | \$555,017 | -12.95%          | \$482,000              | -12.36%              | \$558,575      | -10.26%        | 20                  | -66.31%             | 100.64%                   |  |  |
| Feb 09            | 15   | 7.14%   | \$637,620 | -7.30%           | \$550,000              | -4.01%               | \$622,404      | -3.99%         | 59                  | -12.47%             | 97.61%                    |  |  |



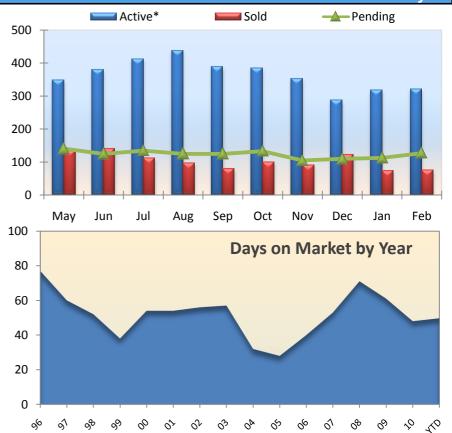
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      |            |            |            |            |            |
| \$300k-399k | 1          | 5          |            |            |            |
| \$400k-499k | 14         | 9          | 4          |            |            |
| \$500k-599k | 9          | 5          | 9          | 6          | 1          |
| \$600k-699k | 8          | 5          |            | 7          | 14         |
| \$700k-799k | 2          | 6          | 5          | 13         | 7          |
| \$800k-899k | 4          | 1          | 2          | 6          | 6          |
| \$900k-999k | 3          | 2          | 1          | 4          | 1          |
| \$1m-1.5m   |            | 1          | 2          | 5          | 8          |
| \$1.5m-2.0m |            |            |            | 1          | 2          |
| \$2m +      | * (1)      |            |            | OT ** "    | 1          |

# **Market Analysis: Fremont**

February-11

Days on Market (DOM) for the Fremont area year-todate is around 50. The median detached home price in Fremont for February was \$523,000. As of the last day of February there were 321 active homes in Fremont. At current selling rates this means there is approximately 3 months 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 |  |  |
| Feb 10            | 230  | 124     | 76        | 2.1              | \$614,131              | \$567,500            | \$610,647      | 34             | \$354               | \$355               | 99.43%                    |  |  |
| Mar 10            | 309  | 155     | 117       | 2.6              | \$691,307              | \$635,000            | \$684,536      | 36             | \$373               | \$373               | 99.02%                    |  |  |
| Apr 10            | 325  | 169     | 98        | 2.3              | \$708,262              | \$607,500            | \$695,278      | 33             | \$370               | \$367               | 98.17%                    |  |  |
| May 10            | 348  | 141     | 134       | 2.4              | \$646,589              | \$597,750            | \$644,051      | 35             | \$383               | \$383               | 99.61%                    |  |  |
| Jun 10            | 380  | 125     | 140       | 2.6              | \$663,863              | \$586,250            | \$658,209      | 48             | \$367               | \$366               | 99.15%                    |  |  |
| Jul 10            | 412  | 135     | 113       | 2.9              | \$744,450              | \$640,000            | \$735,111      | 43             | \$390               | \$385               | 98.75%                    |  |  |
| Aug 10            | 438  | 125     | 96        | 3.3              | \$674,001              | \$572,500            | \$665,459      | 53             | \$370               | \$367               | 98.73%                    |  |  |
| Sep 10            | 389  | 125     | 80        | 3.1              | \$662,836              | \$607,000            | \$648,107      | 55             | \$372               | \$366               | 97.78%                    |  |  |
| Oct 10            | 385  | 133     | 99        | 3.0              | \$673,443              | \$600,000            | \$651,438      | 57             | \$372               | \$363               | 96.73%                    |  |  |
| Nov 10            | 352  | 105     | 91        | 2.9              | \$625,174              | \$540,000            | \$610,302      | 57             | \$368               | \$360               | 97.62%                    |  |  |
| Dec 10            | 287  | 110     | 123       | 2.4              | \$655,035              | \$549,000            | \$637,646      | 68             | \$357               | \$350               | 97.35%                    |  |  |
| Jan 11            | 317  | 113     | 73        | 2.8              | \$634,509              | \$529,000            | \$622,251      | 63             | \$356               | \$349               | 98.07%                    |  |  |
| Feb 11            | 321  | 127     | 76        | 2.8              | \$650,014              | \$523,000            | \$632,965      | 61             | \$347               | \$340               | 97.38%                    |  |  |
| 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 |  |  |
| Feb 11            | 76   | 0.00%   | \$650,014 | 5.84%            | \$523,000              | -7.84%               | \$632,965      | 3.65%          | 61                  | 82.66%              | 97.38%                    |  |  |
| Feb 10            | 76   | 40.74%  | \$614,131 | -6.83%           | \$567,500              | 12.88%               | \$610,647      | -1.91%         | 34                  | -50.00%             | 99.43%                    |  |  |
| Feb 09            | 54   | 8.00%   | \$659,171 | -14.03%          | \$502,727              | -20.20%              | \$622,549      | -16.06%        | 67                  | 5.75%               | 94.44%                    |  |  |



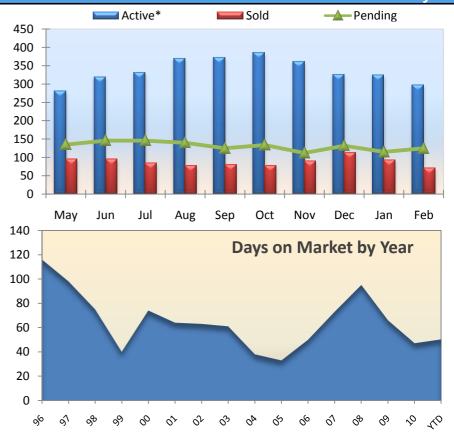
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 1          | 7          |            |            |            |
| \$300k-399k | 23         | 25         | 1          |            |            |
| \$400k-499k | 29         | 31         | 17         | 1          | 1          |
| \$500k-599k | 26         | 20         | 22         | 20         | 17         |
| \$600k-699k | 25         | 9          | 15         | 75         | 62         |
| \$700k-799k | 22         | 4          | 17         | 35         | 40         |
| \$800k-899k | 2          | 4          | 12         | 19         | 9          |
| \$900k-999k | 9          | 5          | 9          | 9          | 6          |
| \$1m-1.5m   | 8          | 5          | 13         | 19         | 13         |
| \$1.5m-2.0m | 1          | 3          |            | 7          | 3          |
| \$2m +      | 1          |            | 3          |            | 3          |

# **Market Analysis: Hayward**

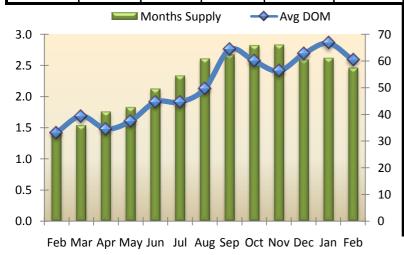
February-11

Days on Market (DOM) for the Hayward area year-to-date is around 50. The median detached home price in Hayward for February was \$280,000. As of the last day of February there were 298 active homes in Hayward. At current selling rates this means there is approximately 2 months of inventory in Hayward 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 |
| Feb 10                                       | 210     | 160     | 79        | 1.5              | \$323,544              | \$290,000            | \$335,877      | 33             | \$200               | \$207               | 103.81%                   |
| Mar 10                                       | 236     | 176     | 119       | 1.5              | \$339,249              | \$305,000            | \$348,232      | 39             | \$215               | \$218               | 102.65%                   |
| Apr 10                                       | 280     | 141     | 102       | 1.8              | \$316,351              | \$300,000            | \$324,466      | 35             | \$211               | \$219               | 102.57%                   |
| May 10                                       | 280     | 135     | 95        | 1.8              | \$335,010              | \$300,000            | \$337,597      | 38             | \$222               | \$225               | 100.77%                   |
| Jun 10                                       | 318     | 146     | 94        | 2.1              | \$343,111              | \$310,000            | \$347,647      | 45             | \$218               | \$222               | 101.32%                   |
| Jul 10                                       | 332     | 146     | 84        | 2.3              | \$332,145              | \$300,500            | \$334,678      | 45             | \$214               | \$217               | 100.76%                   |
| Aug 10                                       | 370     | 140     | 77        | 2.6              | \$314,895              | \$295,000            | \$314,954      | 50             | \$215               | \$215               | 100.02%                   |
| Sep 10                                       | 372     | 125     | 80        | 2.7              | \$319,824              | \$290,000            | \$320,659      | 64             | \$219               | \$219               | 100.26%                   |
| Oct 10                                       | 385     | 134     | 78        | 2.8              | \$320,677              | \$304,000            | \$319,508      | 60             | \$224               | \$223               | 99.64%                    |
| Nov 10                                       | 362     | 112     | 90        | 2.8              | \$349,392              | \$295,500            | \$343,161      | 56             | \$220               | \$217               | 98.22%                    |
| Dec 10                                       | 326     | 132     | 113       | 2.6              | \$331,651              | \$287,500            | \$327,063      | 63             | \$208               | \$206               | 98.62%                    |
| Jan 11                                       | 323     | 115     | 92        | 2.6              | \$296,253              | \$250,500            | \$292,126      | 67             | \$201               | \$198               | 98.61%                    |
| Feb 11                                       | 298     | 125     | 71        | 2.5              | \$328,587              | \$280,000            | \$325,055      | 60             | \$195               | \$193               | 98.93%                    |
| 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 |
| Feb 11                                       | 71      | -10.13% | \$328,587 | 1.56%            | \$280,000              | -3.45%               | \$325,055      | -3.22%         | 60                  | 81.55%              | 98.93%                    |
| Feb 10                                       | 79      | -31.90% | \$323,544 | 7.72%            | \$290,000              | 6.42%                | \$335,877      | 12.42%         | 33                  | -53.69%             | 103.81%                   |
| Feb 09                                       | 116     | 231.43% | \$300,346 | -31.97%          | \$272,500              | -31.01%              | \$298,776      | -27.77%        | 72                  | -27.39%             | 99.48%                    |



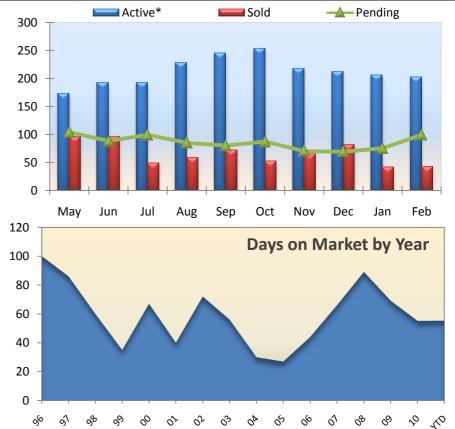
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 97         | 162        | 5          | 1          |            |
| \$300k-399k | 48         | 58         | 23         | 2          | 1          |
| \$400k-499k | 18         | 15         | 18         | 20         | 15         |
| \$500k-599k | 10         | 9          | 7          | 46         | 56         |
| \$600k-699k | 6          | 6          | 6          | 24         | 33         |
| \$700k-799k | 4          | 2          | 1          | 10         | 15         |
| \$800k-899k | 3          | 1          |            | 2          | 7          |
| \$900k-999k |            |            |            | 1          | 5          |
| \$1m-1.5m   |            |            |            | 5          | 3          |
| \$1.5m-2.0m |            |            | 1          |            |            |
| \$2m +      |            |            |            |            |            |

# **Market Analysis: Livermore**

February-11

Days on Market (DOM) for the Livermore area year-to-date is around 55. The median detached home price in Livermore for February was \$423,475. As of the last day of February there were 202 active homes in Livermore. At current selling rates this means there is approximately 3 months 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 |  |
| Feb 10                                       | 162     | 86      | 52        | 2.2              | \$558,954              | \$517,250            | \$556,304      | 49             | \$246               | \$247               | 99.53%                    |  |
| Mar 10                                       | 160     | 124     | 66        | 1.9              | \$498,637              | \$412,500            | \$497,909      | 32             | \$255               | \$256               | 99.85%                    |  |
| Apr 10                                       | 169     | 97      | 66        | 1.8              | \$531,565              | \$483,500            | \$529,002      | 45             | \$262               | \$262               | 99.52%                    |  |
| May 10                                       | 173     | 104     | 96        | 1.7              | \$504,689              | \$449,950            | \$501,893      | 44             | \$269               | \$270               | 99.45%                    |  |
| Jun 10                                       | 192     | 88      | 96        | 1.9              | \$526,473              | \$439,500            | \$522,531      | 44             | \$256               | \$255               | 99.25%                    |  |
| Jul 10                                       | 193     | 99      | 49        | 2.0              | \$496,451              | \$429,500            | \$497,121      | 41             | \$268               | \$269               | 100.14%                   |  |
| Aug 10                                       | 228     | 85      | 58        | 2.4              | \$515,963              | \$467,500            | \$512,754      | 65             | \$263               | \$261               | 99.38%                    |  |
| Sep 10                                       | 245     | 80      | 72        | 2.8              | \$460,317              | \$415,000            | \$454,614      | 56             | \$272               | \$269               | 98.76%                    |  |
| Oct 10                                       | 253     | 87      | 52        | 2.9              | \$558,695              | \$432,500            | \$533,950      | 61             | \$271               | \$264               | 95.57%                    |  |
| Nov 10                                       | 218     | 70      | 64        | 2.7              | \$482,057              | \$419,975            | \$475,098      | 64             | \$250               | \$247               | 98.56%                    |  |
| Dec 10                                       | 212     | 69      | 81        | 2.8              | \$484,988              | \$403,000            | \$478,414      | 80             | \$258               | \$254               | 98.64%                    |  |
| Jan 11                                       | 206     | 75      | 41        | 2.7              | \$475,252              | \$376,000            | \$471,133      | 84             | \$255               | \$254               | 99.13%                    |  |
| Feb 11                                       | 202     | 99      | 42        | 2.6              | \$490,789              | \$423,475            | \$481,442      | 52             | \$255               | \$250               | 98.10%                    |  |
| 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 |  |
| Feb 11                                       | 42      | -19.23% | \$490,789 | -12.19%          | \$423,475              | -18.13%              | \$481,442      | -13.46%        | 52                  | 5.59%               | 98.10%                    |  |
| Feb 10                                       | 52      | 8.33%   | \$558,954 | 20.97%           | \$517,250              | 24.79%               | \$556,304      | 23.86%         | 49                  | -37.26%             | 99.53%                    |  |
| Feb 09                                       | 48      | 20.00%  | \$462,067 | -35.41%          | \$414,500              | -27.91%              | \$449,135      | -34.89%        | 79                  | -18.92%             | 97.20%                    |  |

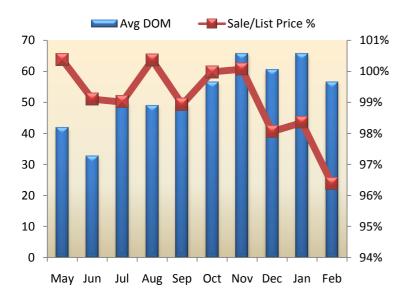


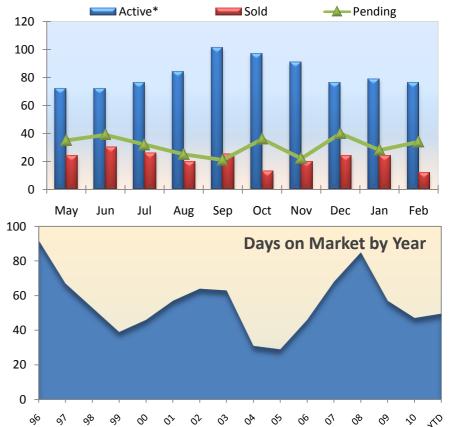
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 11         | 14         | 1          |            |            |
| \$300k-399k | 19         | 41         | 6          |            | 1          |
| \$400k-499k | 28         | 25         | 16         | 6          | 4          |
| \$500k-599k | 11         | 11         | 16         | 38         | 33         |
| \$600k-699k | 9          | 7          | 3          | 29         | 33         |
| \$700k-799k | 7          | 5          | 7          | 24         | 17         |
| \$800k-899k | 6          | 3          | 4          | 6          | 11         |
| \$900k-999k | 3          | 1          | 5          | 11         | 3          |
| \$1m-1.5m   | 4          | 2          | 8          | 10         | 19         |
| \$1.5m-2.0m |            | ·          |            |            | 2          |
| \$2m +      | 1          |            |            | 1          |            |

# **Market Analysis: Newark**

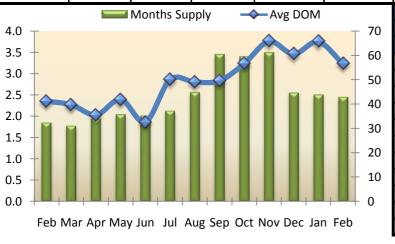
February-11

Days on Market (DOM) for the Newark area year-todate is around 50. The median detached home price in Newark for February was \$316,123. As of the last day of February there were 76 active homes in Newark. At current selling rates this means there is approximately 2 months of inventory in Newark 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 |  |  |
| Feb 10            | 55   | 37      | 17        | 1.8              | \$386,974              | \$389,000            | \$398,199      | 41             | \$279               | \$289               | 102.90%                   |  |  |
| Mar 10            | 55   | 32      | 34        | 1.8              | \$420,104              | \$392,000            | \$425,776      | 40             | \$273               | \$278               | 101.35%                   |  |  |
| Apr 10            | 64   | 37      | 23        | 1.9              | \$415,209              | \$371,000            | \$424,987      | 36             | \$265               | \$271               | 102.36%                   |  |  |
| May 10            | 72   | 35      | 24        | 2.0              | \$427,933              | \$421,500            | \$429,525      | 42             | \$258               | \$255               | 100.37%                   |  |  |
| Jun 10            | 72   | 39      | 30        | 2.0              | \$464,481              | \$432,500            | \$460,311      | 33             | \$280               | \$280               | 99.10%                    |  |  |
| Jul 10            | 76   | 32      | 26        | 2.1              | \$455,622              | \$447,500            | \$451,115      | 50             | \$290               | \$287               | 99.01%                    |  |  |
| Aug 10            | 84   | 25      | 20        | 2.6              | \$397,944              | \$385,500            | \$399,383      | 49             | \$286               | \$287               | 100.36%                   |  |  |
| Sep 10            | 101  | 21      | 25        | 3.5              | \$401,996              | \$385,000            | \$397,704      | 50             | \$268               | \$267               | 98.93%                    |  |  |
| Oct 10            | 97   | 36      | 13        | 3.4              | \$438,123              | \$425,000            | \$438,038      | 57             | \$284               | \$285               | 99.98%                    |  |  |
| Nov 10            | 91   | 22      | 20        | 3.5              | \$411,525              | \$380,000            | \$411,804      | 66             | \$276               | \$278               | 100.07%                   |  |  |
| Dec 10            | 76   | 40      | 24        | 2.6              | \$422,777              | \$412,500            | \$414,583      | 61             | \$283               | \$277               | 98.06%                    |  |  |
| Jan 11            | 79   | 28      | 24        | 2.5              | \$405,022              | \$387,500            | \$398,333      | 66             | \$276               | \$272               | 98.35%                    |  |  |
| Feb 11            | 76   | 34      | 12        | 2.5              | \$381,073              | \$316,123            | \$367,254      | 57             | \$255               | \$246               | 96.37%                    |  |  |
| 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 |  |  |
| Feb 11            | 18   | 5.88%   | \$381,073 | -1.52%           | \$316,123              | -18.73%              | \$367,254      | -7.77%         | 57                  | 37.44%              | 96.37%                    |  |  |
| Feb 10            | 17   | 13.33%  | \$386,974 | -1.75%           | \$389,000              | 8.06%                | \$398,199      | 0.97%          | 41                  | -34.99%             | 102.90%                   |  |  |
| Feb 09            | 15   | 66.67%  | \$393,849 | -31.94%          | \$360,000              | -34.55%              | \$394,393      | -30.71%        | 63                  | -26.10%             | 100.14%                   |  |  |

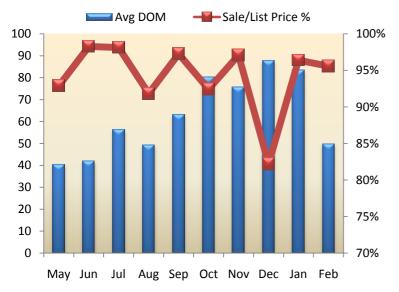


|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      | 4          | 6          |            |            |            |
| \$300k-399k | 17         | 19         | 1          |            |            |
| \$400k-499k | 10         | 5          | 8          |            | 2          |
| \$500k-599k | 7          | 6          | 3          | 12         | 13         |
| \$600k-699k |            | 1          | 1          | 20         | 17         |
| \$700k-799k |            | 2          | 2          | 10         | 11         |
| \$800k-899k |            |            | 1          | 2          | 3          |
| \$900k-999k |            |            |            |            |            |
| \$1m-1.5m   |            |            |            | 1          | 2          |
| \$1.5m-2.0m |            | ·          |            |            |            |
| \$2m +      | ·          | ·          |            |            |            |

# **Market Analysis: Pleasanton**

February-11

Days on Market (DOM) for the Pleasanton area year-to-date is around 57. The median detached home price in Pleasanton for February was \$650,000. As of the last day of February there were 142 active homes in Pleasanton. At current selling rates this means there is approximately 3 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 |  |
| Feb 10            | 116  | 48      | 31          | 2.6              | \$1,104,795            | \$745,000            | \$920,508      | 33             | \$373               | \$346               | 83.32%                    |  |
| Mar 10            | 149  | 69      | 41          | 2.9              | \$930,566              | \$723,000            | \$898,105      | 33             | \$349               | \$342               | 96.51%                    |  |
| Apr 10            | 155  | 81      | 42          | 2.5              | \$934,053              | \$751,000            | \$910,858      | 48             | \$357               | \$354               | 97.52%                    |  |
| May 10            | 180  | 79      | 62          | 2.6              | \$897,265              | \$722,500            | \$833,338      | 40             | \$357               | \$354               | 92.88%                    |  |
| Jun 10            | 196  | 55      | 78          | 2.8              | \$972,530              | \$822,500            | \$955,840      | 42             | \$356               | \$351               | 98.28%                    |  |
| Jul 10            | 209  | 65      | 51          | 3.0              | \$949,065              | \$785,000            | \$931,365      | 56             | \$368               | \$362               | 98.14%                    |  |
| Aug 10            | 210  | 62      | 42          | 3.2              | \$931,099              | \$752,500            | \$854,994      | 49             | \$357               | \$347               | 91.83%                    |  |
| Sep 10            | 202  | 46      | 45          | 3.5              | \$905,571              | \$729,000            | \$880,772      | 63             | \$382               | \$373               | 97.26%                    |  |
| Oct 10            | 177  | 58      | 40          | 3.1              | \$1,046,966            | \$776,400            | \$967,689      | 80             | \$359               | \$343               | 92.43%                    |  |
| Nov 10            | 149  | 36      | 39          | 3.0              | \$821,314              | \$695,000            | \$797,475      | 76             | \$360               | \$350               | 97.10%                    |  |
| Dec 10            | 134  | 32      | 52          | 3.1              | \$1,051,071            | \$699,750            | \$863,983      | 88             | \$347               | \$330               | 82.20%                    |  |
| Jan 11            | 128  | 43      | 30          | 3.0              | \$960,390              | \$665,500            | \$925,756      | 83             | \$360               | \$354               | 96.39%                    |  |
| Feb 11            | 142  | 64      | 30          | 3.2              | \$823,522              | \$650,000            | \$787,237      | 50             | \$347               | \$338               | 95.59%                    |  |
| 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 |  |
| Feb 11            | 30   | -3.23%  | \$823,522   | -25.46%          | \$650,000              | -12.75%              | \$787,237      | -14.48%        | 50                  | 49.30%              | 95.59%                    |  |
| Feb 10            | 31   | 82.35%  | \$1,104,795 | 8.98%            | \$745,000              | 1.92%                | \$920,508      | -1.38%         | 33                  | -68.07%             | 83.32%                    |  |
| Feb 09            | 17   | 41.67%  | \$1,013,764 | -13.95%          | \$731,000              | -39.08%              | \$933,363      | -15.84%        | 104                 | 48.29%              | 92.07%                    |  |

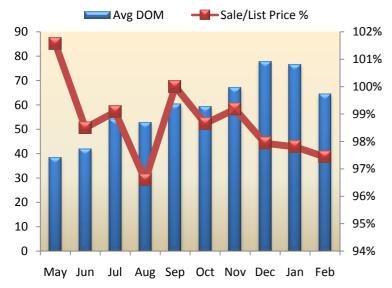


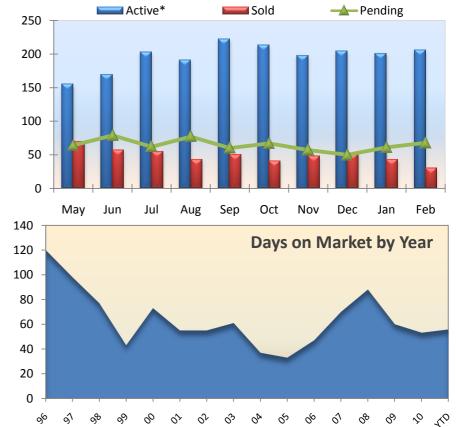
|                   |                   | YTD Sold S      | Summary       |                   |                |  |  |  |  |  |  |  |
|-------------------|-------------------|-----------------|---------------|-------------------|----------------|--|--|--|--|--|--|--|
|                   | 2011              | 2010            | 2009          | 2008              | 2007           |  |  |  |  |  |  |  |
| Range             | # listings        | # listings      | # listings    | # listings        | # listings     |  |  |  |  |  |  |  |
| < 300k            | 2                 |                 |               |                   |                |  |  |  |  |  |  |  |
| \$300k-399k 1     |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$400k-499k 2 2 1 |                   |                 |               |                   |                |  |  |  |  |  |  |  |
| \$500k-599k       | 8                 | 6               | 3             | 2                 | 1              |  |  |  |  |  |  |  |
| \$600k-699k       | 17                | 9               | 5             | 25                | 7              |  |  |  |  |  |  |  |
| \$700k-799k       | 9                 | 4               | 1             | 26                | 17             |  |  |  |  |  |  |  |
| \$800k-899k       | 6                 | 7               | 4             | 11                | 22             |  |  |  |  |  |  |  |
| \$900k-999k       | 7                 | 2               |               | 4                 | 4              |  |  |  |  |  |  |  |
| \$1m-1.5m         | 10                | 5               | 11            | 11                | 11             |  |  |  |  |  |  |  |
| \$1.5m-2.0m       | 3                 | 3               | 5             | 3                 | 9              |  |  |  |  |  |  |  |
| \$2m +            | 2                 | 2               | 1             | 4                 | 3              |  |  |  |  |  |  |  |
|                   | *as of the last d | ay of the month | at 11:59 pm P | ST **reflects cha | ange from 2005 |  |  |  |  |  |  |  |

# **Market Analysis: San Leandro**

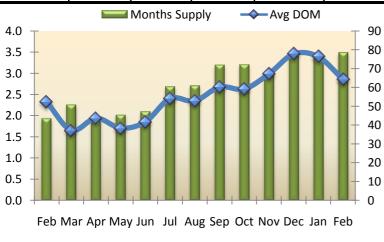
February-11

Days on Market (DOM) for the San Leandro area year-to-date is around 56. The median detached home price in San Leandro for February was \$291,000. As of the last day of February there were 206 active homes in San Leandro. At current selling rates this means there is approximately 3 months 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 |  |
| Feb 10                                       | 123     | 64      | 45        | 1.9              | \$341,952              | \$338,000            | \$351,298      | 52             | \$247               | \$253               | 102.73%                   |  |
| Mar 10                                       | 153     | 82      | 50        | 2.3              | \$335,568              | \$322,500            | \$342,230      | 37             | \$253               | \$260               | 101.99%                   |  |
| Apr 10                                       | 144     | 97      | 47        | 1.9              | \$340,580              | \$336,800            | \$335,636      | 44             | \$241               | \$241               | 98.55%                    |  |
| May 10                                       | 155     | 64      | 69        | 2.0              | \$370,938              | \$369,000            | \$376,759      | 38             | \$250               | \$257               | 101.57%                   |  |
| Jun 10                                       | 169     | 79      | 57        | 2.1              | \$362,560              | \$322,500            | \$357,102      | 42             | \$250               | \$247               | 98.49%                    |  |
| Jul 10                                       | 203     | 62      | 55        | 2.7              | \$343,640              | \$320,000            | \$340,484      | 54             | \$245               | \$244               | 99.08%                    |  |
| Aug 10                                       | 191     | 77      | 43        | 2.7              | \$368,172              | \$320,000            | \$355,610      | 53             | \$249               | \$241               | 96.59%                    |  |
| Sep 10                                       | 222     | 60      | 50        | 3.2              | \$327,808              | \$325,000            | \$327,817      | 60             | \$252               | \$254               | 100.00%                   |  |
| Oct 10                                       | 213     | 67      | 41        | 3.2              | \$374,495              | \$350,000            | \$369,459      | 59             | \$255               | \$253               | 98.66%                    |  |
| Nov 10                                       | 198     | 57      | 48        | 3.0              | \$331,196              | \$317,500            | \$328,477      | 67             | \$251               | \$249               | 99.18%                    |  |
| Dec 10                                       | 204     | 50      | 51        | 3.5              | \$340,940              | \$320,500            | \$333,870      | 78             | \$246               | \$631               | 97.93%                    |  |
| Jan 11                                       | 201     | 61      | 43        | 3.4              | \$332,049              | \$310,000            | \$324,756      | 76             | \$237               | \$232               | 97.80%                    |  |
| Feb 11                                       | 206     | 68      | 30        | 3.5              | \$307,705              | \$291,000            | \$299,797      | 64             | \$233               | \$227               | 97.43%                    |  |
| 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 |  |
| Feb 11                                       | 30      | -33.33% | \$307,705 | -10.02%          | \$291,000              | -13.91%              | \$299,797      | -14.66%        | 64                  | 22.84%              | 97.43%                    |  |
| Feb 10                                       | 45      | -18.18% | \$341,952 | -3.56%           | \$338,000              | 3.71%                | \$351,298      | 0.41%          | 52                  | -18.36%             | 102.73%                   |  |
| Feb 09                                       | 55      | 83.33%  | \$354,589 | -18.26%          | \$325,900              | -24.30%              | \$349,851      | -16.65%        | 64                  | -25.71%             | 98.66%                    |  |

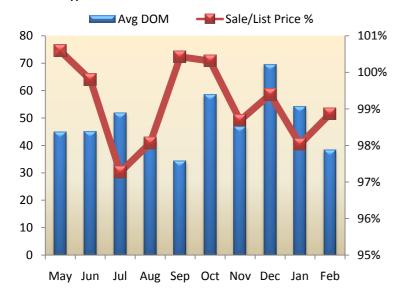


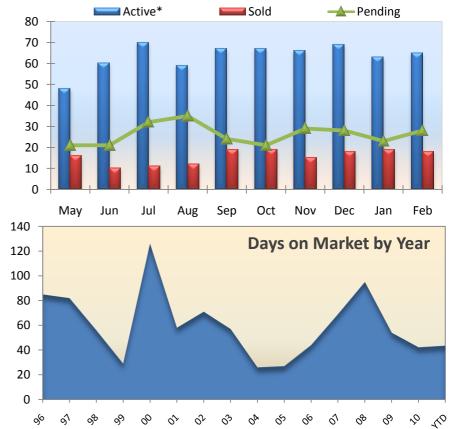
|             |            | YTD Sold S | Summary    |               |            |
|-------------|------------|------------|------------|---------------|------------|
|             | 2011       | 2010       | 2009       | 2008          | 2007       |
| Range       | # listings | # listings | # listings | # listings    | # listings |
| < 300k      | 23         | 38         | 3          | 1             |            |
| \$300k-399k | 47         | 40         | 12         | 1             | 1          |
| \$400k-499k | 17         | 18         | 25         | 12            | 10         |
| \$500k-599k | 3          | 13         | 11         | 39            | 42         |
| \$600k-699k | 3          | 2          | 3          | 11            | 29         |
| \$700k-799k | 1          | 1          | 1          | 6             | 8          |
| \$800k-899k |            |            |            | 1             | 3          |
| \$900k-999k |            |            |            |               | 2          |
| \$1m-1.5m   |            |            | 1          |               |            |
| \$1.5m-2.0m |            |            |            |               |            |
| \$2m +      |            | f th th    |            | OT *** (! ! ! | 6 0005     |

# **Market Analysis: San Lorenzo**

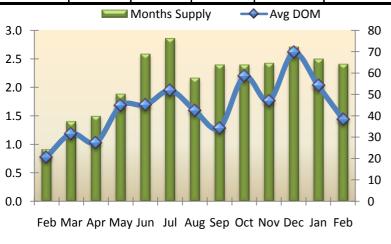
February-11

Days on Market (DOM) for the San Lorenzo area year-to-date is around 44. The median detached home price in San Lorenzo for February was \$295,000. As of the last day of February there were 65 active homes in San Lorenzo. At current selling rates this means there is approximately 2 months 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 |  |  |
| Feb 10            | 24   | 30      | 16        | 0.9              | \$324,903              | \$337,500            | \$327,969      | 21             | \$244               | \$246               | 100.94%                   |  |  |
| Mar 10            | 39   | 27      | 19        | 1.4              | \$309,376              | \$320,000            | \$313,605      | 32             | \$241               | \$242               | 101.37%                   |  |  |
| Apr 10            | 40   | 24      | 21        | 1.5              | \$305,737              | \$311,000            | \$316,743      | 28             | \$236               | \$245               | 103.60%                   |  |  |
| May 10            | 48   | 21      | 16        | 1.9              | \$302,219              | \$285,000            | \$303,988      | 45             | \$219               | \$221               | 100.59%                   |  |  |
| Jun 10            | 60   | 21      | 10        | 2.6              | \$318,125              | \$329,950            | \$317,490      | 45             | \$257               | \$256               | 99.80%                    |  |  |
| Jul 10            | 70   | 32      | 11        | 2.9              | \$306,289              | \$285,000            | \$297,909      | 52             | \$260               | \$252               | 97.26%                    |  |  |
| Aug 10            | 59   | 35      | 12        | 2.2              | \$309,358              | \$297,750            | \$303,375      | 42             | \$261               | \$256               | 98.07%                    |  |  |
| Sep 10            | 67   | 24      | 19        | 2.4              | \$298,891              | \$297,000            | \$300,158      | 34             | \$236               | \$236               | 100.42%                   |  |  |
| Oct 10            | 67   | 21      | 19        | 2.4              | \$322,241              | \$330,000            | \$323,239      | 58             | \$262               | \$262               | 100.31%                   |  |  |
| Nov 10            | 66   | 29      | 15        | 2.4              | \$329,166              | \$300,000            | \$324,827      | 47             | \$254               | \$251               | 98.68%                    |  |  |
| Dec 10            | 69   | 28      | 18        | 2.7              | \$297,431              | \$291,000            | \$295,639      | 70             | \$227               | \$226               | 99.40%                    |  |  |
| Jan 11            | 63   | 23      | 19        | 2.5              | \$294,407              | \$289,000            | \$288,602      | 54             | \$231               | \$227               | 98.03%                    |  |  |
| Feb 11            | 65   | 28      | 18        | 2.4              | \$290,936              | \$295,000            | \$287,625      | 38             | \$229               | \$226               | 98.86%                    |  |  |
| 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 |  |  |
| Feb 11            | 18   | 12.50%  | \$290,936 | -10.45%          | \$295,000              | -12.59%              | \$287,625      | -12.30%        | 38                  | 83.99%              | 98.86%                    |  |  |
| Feb 10            | 16   | -30.43% | \$324,903 | 8.89%            | \$337,500              | 9.72%                | \$327,969      | 9.10%          | 21                  | -67.03%             | 100.94%                   |  |  |
| Feb 09            | 23   | 155.56% | \$298,378 | -27.19%          | \$307,600              | -23.48%              | \$300,613      | -22.16%        | 63                  | -32.88%             | 100.75%                   |  |  |

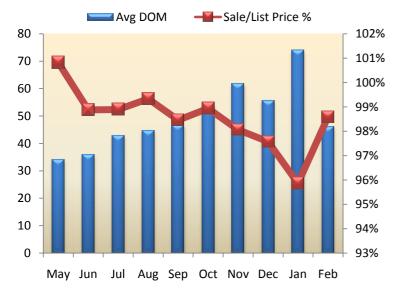


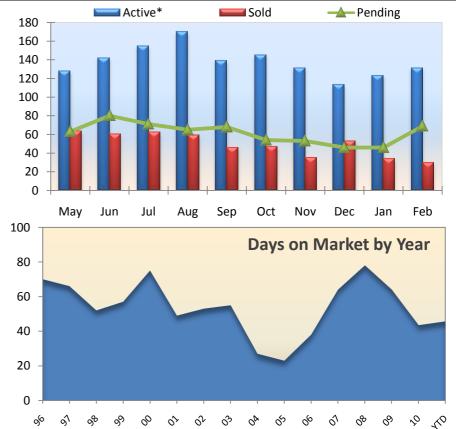
| YTD Sold Summary |            |            |            |            |            |  |  |  |  |  |  |  |
|------------------|------------|------------|------------|------------|------------|--|--|--|--|--|--|--|
|                  | 2011       | 2010       | 2009       | 2008       | 2007       |  |  |  |  |  |  |  |
| Range            | # listings |  |  |  |  |  |  |  |
| < 300k           | 10         | 17         | 1          |            |            |  |  |  |  |  |  |  |
| \$300k-399k      | 24         | 22         | 9          |            | 1          |  |  |  |  |  |  |  |
| \$400k-499k      | 4          | 2          | 9          | 5          | 3          |  |  |  |  |  |  |  |
| \$500k-599k      |            |            | 1          | 15         | 19         |  |  |  |  |  |  |  |
| \$600k-699k      |            |            |            | 2          | 5          |  |  |  |  |  |  |  |
| \$700k-799k      |            |            |            |            |            |  |  |  |  |  |  |  |
| \$800k-899k      |            |            |            |            |            |  |  |  |  |  |  |  |
| \$900k-999k      |            |            |            |            |            |  |  |  |  |  |  |  |
| \$1m-1.5m        |            |            |            |            |            |  |  |  |  |  |  |  |
| \$1.5m-2.0m      |            |            |            |            |            |  |  |  |  |  |  |  |
| \$2m +           |            |            |            |            |            |  |  |  |  |  |  |  |

# **Market Analysis: San Ramon**

February-11

Days on Market (DOM) for the San Ramon area year-to-date is around 46. The median detached home price in San Ramon for February was \$661,000. As of the last day of February there were 131 active homes in San Ramon. At current selling rates this means there is approximately 2 months 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 |  |  |
| Feb 10            | 79   | 52      | 33        | 1.7              | \$739,835              | \$710,000            | \$743,721      | 34             | \$306               | \$309               | 100.53%                   |  |  |
| Mar 10            | 102  | 84      | 39        | 1.8              | \$883,803              | \$785,000            | \$866,199      | 35             | \$303               | \$299               | 98.01%                    |  |  |
| Apr 10            | 116  | 79      | 60        | 1.8              | \$813,833              | \$744,000            | \$816,181      | 28             | \$296               | \$296               | 100.29%                   |  |  |
| May 10            | 128  | 63      | 63        | 1.8              | \$703,443              | \$680,000            | \$709,184      | 34             | \$321               | \$323               | 100.82%                   |  |  |
| Jun 10            | 142  | 80      | 60        | 1.9              | \$795,071              | \$717,500            | \$786,109      | 36             | \$312               | \$310               | 98.87%                    |  |  |
| Jul 10            | 155  | 71      | 62        | 2.1              | \$825,525              | \$835,000            | \$816,379      | 43             | \$307               | \$303               | 98.89%                    |  |  |
| Aug 10            | 170  | 65      | 59        | 2.4              | \$777,656              | \$725,000            | \$772,464      | 45             | \$312               | \$310               | 99.33%                    |  |  |
| Sep 10            | 139  | 68      | 46        | 2.0              | \$761,555              | \$729,250            | \$749,795      | 47             | \$315               | \$310               | 98.46%                    |  |  |
| Oct 10            | 145  | 54      | 47        | 2.2              | \$731,354              | \$692,000            | \$723,586      | 54             | \$327               | \$324               | 98.94%                    |  |  |
| Nov 10            | 131  | 53      | 35        | 2.2              | \$809,301              | \$773,000            | \$793,611      | 62             | \$288               | \$283               | 98.06%                    |  |  |
| Dec 10            | 113  | 46      | 53        | 2.0              | \$746,705              | \$680,000            | \$728,558      | 56             | \$309               | \$302               | 97.57%                    |  |  |
| Jan 11            | 123  | 46      | 34        | 2.5              | \$856,339              | \$748,750            | \$820,906      | 74             | \$438               | \$405               | 95.86%                    |  |  |
| Feb 11            | 131  | 69      | 30        | 2.4              | \$754,708              | \$661,000            | \$744,071      | 46             | \$300               | \$298               | 98.59%                    |  |  |
| 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 |  |  |
| Feb 11            | 30   | -9.09%  | \$754,708 | 2.01%            | \$661,000              | -6.90%               | \$744,071      | 0.05%          | 46                  | 33.78%              | 98.59%                    |  |  |
| Feb 10            | 33   | -8.33%  | \$739,835 | -1.90%           | \$710,000              | 6.93%                | \$743,721      | 3.06%          | 34                  | -43.58%             | 100.53%                   |  |  |
| Feb 09            | 36   | 56.52%  | \$754,173 | -5.20%           | \$664,000              | -3.21%               | \$721,612      | -4.65%         | 61                  | -33.36%             | 95.68%                    |  |  |

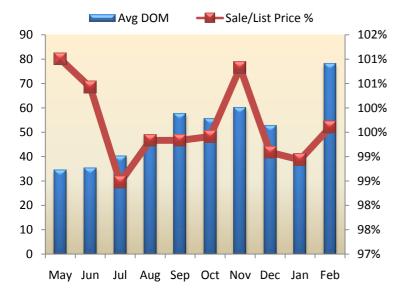


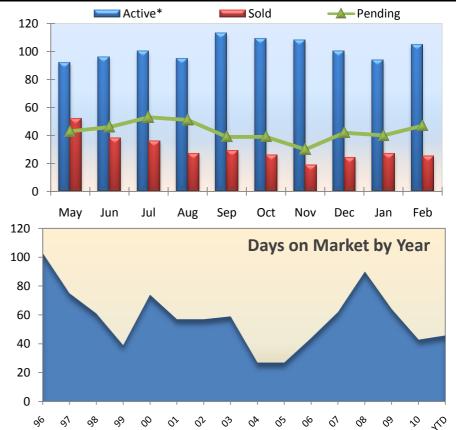
|             |            | YTD Sold S | Summary    |            |            |
|-------------|------------|------------|------------|------------|------------|
|             | 2011       | 2010       | 2009       | 2008       | 2007       |
| Range       | # listings |
| < 300k      |            |            |            |            |            |
| \$300k-399k |            | 1          |            |            |            |
| \$400k-499k | 6          | 5          | 3          |            | 2          |
| \$500k-599k | 17         | 16         | 6          | 2          | 1          |
| \$600k-699k | 11         | 10         | 12         | 10         | 8          |
| \$700k-799k | 14         | 10         | 13         | 26         | 13         |
| \$800k-899k | 14         | 6          | 7          | 13         | 13         |
| \$900k-999k | 6          |            | 5          | 8          | 11         |
| \$1m-1.5m   | 13         | 2          | 8          | 21         | 17         |
| \$1.5m-2.0m | 1          | 2          | 2          | 6          | 3          |
| \$2m +      |            |            | 1          |            |            |

# **Market Analysis: Union City**

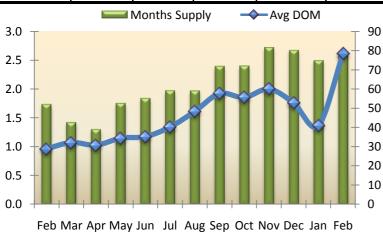
February-11

Days on Market (DOM) for the Union City area year-todate is around 46. The median detached home price in Union City for February was \$508,000. As of the last day of February there were 105 active homes in Union City. At current selling rates this means there is approximately 3 months 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 |
| Feb 10                                       | 75      | 47      | 16        | 1.7              | \$533,002              | \$497,500            | \$546,234      | 29             | \$267               | \$275               | 102.48%                   |
| Mar 10                                       | 69      | 59      | 50        | 1.4              | \$461,701              | \$457,500            | \$468,491      | 32             | \$262               | \$267               | 101.47%                   |
| Apr 10                                       | 68      | 61      | 28        | 1.3              | \$469,007              | \$437,500            | \$473,910      | 31             | \$271               | \$274               | 101.05%                   |
| May 10                                       | 92      | 43      | 52        | 1.8              | \$489,755              | \$482,500            | \$494,659      | 34             | \$267               | \$270               | 101.00%                   |
| Jun 10                                       | 96      | 46      | 38        | 1.8              | \$502,011              | \$485,000            | \$504,124      | 35             | \$275               | \$276               | 100.42%                   |
| Jul 10                                       | 100     | 53      | 36        | 2.0              | \$499,155              | \$503,750            | \$491,520      | 40             | \$265               | \$261               | 98.47%                    |
| Aug 10                                       | 95      | 51      | 27        | 2.0              | \$512,151              | \$478,880            | \$508,736      | 48             | \$278               | \$276               | 99.33%                    |
| Sep 10                                       | 113     | 39      | 29        | 2.4              | \$439,396              | \$380,000            | \$436,466      | 58             | \$260               | \$259               | 99.33%                    |
| Oct 10                                       | 109     | 39      | 26        | 2.4              | \$567,674              | \$570,000            | \$564,323      | 56             | \$265               | \$263               | 99.41%                    |
| Nov 10                                       | 108     | 30      | 19        | 2.7              | \$492,206              | \$434,115            | \$496,269      | 60             | \$272               | \$275               | 100.83%                   |
| Dec 10                                       | 100     | 42      | 24        | 2.7              | \$462,362              | \$432,500            | \$458,137      | 53             | \$253               | \$251               | 99.09%                    |
| Jan 11                                       | 94      | 40      | 27        | 2.5              | \$486,401              | \$438,000            | \$481,209      | 41             | \$246               | \$243               | 98.93%                    |
| Feb 11                                       | 105     | 47      | 25        | 2.6              | \$528,487              | \$508,000            | \$526,380      | 78             | \$266               | \$264               | 99.60%                    |
| 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 |
| Feb 11                                       | 25      | 56.25%  | \$528,487 | -0.85%           | \$508,000              | 2.11%                | \$526,380      | -3.63%         | 78                  | 170.13%             | 99.60%                    |
| Feb 10                                       | 16      | -33.33% | \$533,002 | 12.89%           | \$497,500              | 18.17%               | \$546,234      | 17.65%         | 29                  | -54.92%             | 102.48%                   |
| Feb 09                                       | 24      | 60.00%  | \$472,146 | -14.93%          | \$421,000              | -15.80%              | \$464,269      | -13.38%        | 64                  | -38.30%             | 98.33%                    |



| YTD Sold Summary |            |            |            |            |            |  |  |  |  |  |  |
|------------------|------------|------------|------------|------------|------------|--|--|--|--|--|--|
|                  | 2011       | 2010       | 2009       | 2008       | 2007       |  |  |  |  |  |  |
| Range            | # listings |  |  |  |  |  |  |
| < 300k           | 3          | 10         |            |            |            |  |  |  |  |  |  |
| \$300k-399k      | 10         | 17         | 1          |            |            |  |  |  |  |  |  |
| \$400k-499k      | 14         | 14         | 13         | 1          |            |  |  |  |  |  |  |
| \$500k-599k      | 8          | 5          | 10         | 5          | 10         |  |  |  |  |  |  |
| \$600k-699k      | 7          | 6          |            | 10         | 19         |  |  |  |  |  |  |
| \$700k-799k      | 2          | 5          | 6          | 7          | 12         |  |  |  |  |  |  |
| \$800k-899k      | 1          | 1          |            | 9          | 12         |  |  |  |  |  |  |
| \$900k-999k      |            |            |            | 3          | 6          |  |  |  |  |  |  |
| \$1m-1.5m        |            |            | 1          | 2          | 4          |  |  |  |  |  |  |
| \$1.5m-2.0m      |            |            |            |            |            |  |  |  |  |  |  |
| \$2m +           |            |            |            |            |            |  |  |  |  |  |  |