

# ACTIVE DETACHED REO & SHORT SALES

Criteria: All Active, Detached and Patio Home Villas

12/14/2008

Detached						
Area	Active	#REO	%REO	#Potential Short Sales	%Potential Short Sales	%Potential Short Sale + %REO
Alameda	87	10	11.49%	11	12.64%	24.14%
Castro Valley	161	20	12.42%	33	20.50%	32.92%
Danville	193	10	5.18%	18	9.33%	14.51%
Dublin	99	14	14.14%	38	38.38%	52.53%
Fremont	369	70	18.97%	82	22.22%	41.19%
Hayward	596	185	31.04%	281	47.15%	78.19%
Livermore	318	58	18.24%	82	25.79%	44.03%
Newark	116	34	29.31%	57	49.14%	78.45%
Pleasanton	206	8	3.88%	18	8.74%	12.62%
San Leandro	256	63	24.61%	100	39.06%	63.67%
San Lorenzo	87	29	33.33%	41	47.13%	80.46%
San Ramon	196	22	11.22%	52	26.53%	37.76%
Union City	181	44	24.31%	79	43.65%	67.96%
<b>Total</b>	<b>2865</b>	<b>567</b>	<b>19.79%</b>	<b>892</b>	<b>31.13%</b>	<b>50.92%</b>

Area	Active (Not PSS* or REO)			Active REO / Bank Owned			Active Potential Short Sale		
	Active	Avg LP	Avg \$/Sqft	Active	Avg LP	Avg \$/Sqft	Active	Avg LP	Avg \$/Sqft
Alameda	66	\$777,694	\$375	10	\$597,250	\$355	11	\$612,064	\$329
Castro Valley	108	\$821,162	\$361	20	\$460,262	\$268	33	\$571,271	\$320
Danville	165	\$1,452,793	\$443	10	\$972,770	\$287	18	\$906,621	\$333
Dublin	47	\$796,423	\$311	14	\$486,886	\$312	38	\$662,026	\$262
Fremont	217	\$954,883	\$446	70	\$445,303	\$315	82	\$513,165	\$316
Hayward	130	\$615,139	\$295	185	\$317,600	\$212	281	\$343,772	\$228
Livermore	178	\$923,984	\$380	58	\$414,658	\$258	82	\$491,218	\$272
Newark	25	\$597,312	\$351	34	\$415,767	\$262	57	\$397,045	\$309
Pleasanton	180	\$1,510,970	\$451	8	\$774,800	\$334	18	\$627,360	\$342
San Leandro	93	\$502,265	\$302	63	\$300,284	\$239	100	\$351,635	\$277
San Lorenzo	17	\$451,388	\$331	29	\$309,710	\$234	41	\$318,034	\$254
San Ramon	122	\$1,001,827	\$415	22	\$780,320	\$287	52	\$787,270	\$298
Union City	58	\$654,418	\$322	44	\$457,739	\$257	79	\$480,299	\$264
<b>Total</b>	<b>1406</b>	<b>\$850,789</b>	<b>\$368</b>	<b>567</b>	<b>\$517,950</b>	<b>\$278</b>	<b>892</b>	<b>\$543,214</b>	<b>\$293</b>



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Information deemed accurate but not verified.

\*PSS = Potential Short Sale

# PENDING DETACHED REO & SHORT SALES

Criteria: All Pending, Detached and Patio Home Villas

12/14/2008

Detached						
Area	Pending	#REO	%REO	#Potential Short Sales	%Potential Short Sales	%Potential Short Sale + %REO
Alameda	26	4	15.38%	10	38.46%	53.85%
Castro Valley	59	12	20.34%	23	38.98%	59.32%
Danville	25	4	16.00%	7	28.00%	44.00%
Dublin	49	9	18.37%	25	51.02%	69.39%
Fremont	119	32	26.89%	41	34.45%	61.34%
Hayward	352	216	61.36%	96	27.27%	88.64%
Livermore	130	53	40.77%	47	36.15%	76.92%
Newark	63	34	53.97%	17	26.98%	80.95%
Pleasanton	44	7	15.91%	16	36.36%	52.27%
San Leandro	154	72	46.75%	48	31.17%	77.92%
San Lorenzo	62	27	43.55%	26	41.94%	85.48%
San Ramon	84	24	28.57%	26	30.95%	59.52%
Union City	90	44	48.89%	36	40.00%	88.89%
<b>Total</b>	<b>1257</b>	<b>538</b>	<b>42.80%</b>	<b>418</b>	<b>33.25%</b>	<b>76.05%</b>

Area	Pending (Not PSS* or REO)			Pending REO / Bank Owned			Pending Potential Short Sale		
	Pending	Avg LP	Avg \$/Sqft	Pending	Avg LP	Avg \$/Sqft	Pending	Avg LP	Avg \$/Sqft
Alameda	12	\$532,708	\$429	4	\$535,900	\$349	10	\$562,200	\$414
Castro Valley	24	\$554,299	\$316	12	\$430,775	\$272	23	\$383,595	\$286
Danville	14	\$1,199,968	\$361	4	\$818,475	\$314	7	\$751,850	\$335
Dublin	15	\$671,296	\$317	9	\$538,475	\$288	25	\$760,260	\$292
Fremont	46	\$834,941	\$411	32	\$452,273	\$316	41	\$473,886	\$338
Hayward	40	\$486,884	\$237	216	\$276,927	\$214	96	\$326,503	\$220
Livermore	30	\$629,946	\$282	53	\$411,499	\$238	47	\$448,327	\$253
Newark	12	\$499,622	\$334	34	\$359,555	\$275	17	\$472,994	\$299
Pleasanton	21	\$1,532,305	\$385	7	\$740,843	\$332	16	\$777,988	\$355
San Leandro	34	\$424,418	\$281	72	\$327,421	\$246	48	\$326,373	\$262
San Lorenzo	9	\$339,928	\$269	27	\$293,039	\$239	26	\$329,076	\$244
San Ramon	34	\$866,273	\$324	24	\$663,998	\$300	26	\$779,441	\$307
Union City	10	\$568,761	\$291	44	\$413,439	\$264	36	\$511,016	\$289
<b>Total</b>	<b>301</b>	<b>\$703,181</b>	<b>\$326</b>	<b>538</b>	<b>\$481,740</b>	<b>\$280</b>	<b>418</b>	<b>\$531,039</b>	<b>\$299</b>



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# ACTIVE ATTACHED REO & SHORT SALES

Criteria: All Active; Condos, Townhomes and Duets

12/14/2008

Attached						
Area	Active	#REO	%REO	#Potential Short Sales	%Potential Short Sales	%Potential Short Sale + %REO
Alameda	43	2	4.65%	6	13.95%	18.60%
Castro Valley	26	7	26.92%	8	30.77%	57.69%
Danville	58	7	12.07%	10	17.24%	29.31%
Dublin	79	13	16.46%	23	29.11%	45.57%
Fremont	201	48	23.88%	68	33.83%	57.71%
Hayward	183	67	36.61%	78	42.62%	79.23%
Livermore	60	26	43.33%	22	36.67%	80.00%
Newark	35	13	37.14%	13	37.14%	74.29%
Pleasanton	47	9	19.15%	11	23.40%	42.55%
San Leandro	63	18	28.57%	24	38.10%	66.67%
San Lorenzo	10	7	70.00%	2	20.00%	90.00%
San Ramon	85	14	16.47%	26	30.59%	47.06%
Union City	74	24	32.43%	39	52.70%	85.14%
<b>Total</b>	<b>964</b>	<b>255</b>	<b>26.45%</b>	<b>330</b>	<b>34.23%</b>	<b>60.68%</b>

Area	Attached Active (Not PSS* or REO)			Attached Active REO / Bank Owned			Attached Active Potential Short Sale		
	Active	Avg LP	Avg \$/Sqft	Active	Avg LP	Avg \$/Sqft	Active	Avg LP	Avg \$/Sqft
Alameda	35	\$503,097	\$378	2	\$292,400	\$324	6	\$327,798	\$338
Castro Valley	11	\$452,264	\$275	7	\$391,643	\$221	8	\$402,806	\$316
Danville	41	\$526,476	\$362	7	\$473,943	\$303	10	\$427,925	\$324
Dublin	43	\$462,641	\$323	13	\$333,842	\$254	23	\$343,773	\$260
Fremont	85	\$467,290	\$354	48	\$231,702	\$233	68	\$306,031	\$268
Hayward	38	\$359,032	\$243	67	\$196,737	\$158	78	\$213,599	\$182
Livermore	12	\$357,108	\$279	26	\$263,650	\$209	22	\$292,039	\$237
Newark	9	\$364,031	\$290	13	\$252,235	\$228	13	\$292,177	\$243
Pleasanton	27	\$446,679	\$320	9	\$348,244	\$287	11	\$326,234	\$284
San Leandro	21	\$286,091	\$275	18	\$208,647	\$189	24	\$232,385	\$206
San Lorenzo	1	\$199,000	\$221	7	\$241,086	\$221	2	\$195,000	\$95
San Ramon	45	\$447,456	\$352	14	\$324,363	\$280	26	\$391,665	\$327
Union City	11	\$350,992	\$279	24	\$212,890	\$216	39	\$245,724	\$202
<b>Total</b>	<b>379</b>	<b>\$401,704</b>	<b>\$304</b>	<b>255</b>	<b>\$290,106</b>	<b>\$240</b>	<b>330</b>	<b>\$307,474</b>	<b>\$253</b>



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# PENDING ATTACHED REO & SHORT SALES

Criteria: All Pending: Condos. Townhomes and Duets

12/14/2008

Attached						
Area	Pending	#REO	%REO	#Potential Short Sales	%Potential Short Sales	%Potential Short Sale + %REO
Alameda	16	3	18.75%	3	18.75%	37.50%
Castro Valley	7	3	42.86%	1	14.29%	57.14%
Danville	8	0	0.00%	5	62.50%	62.50%
Dublin	38	12	31.58%	18	47.37%	78.95%
Fremont	67	30	44.78%	23	34.33%	79.10%
Hayward	75	47	62.67%	23	30.67%	93.33%
Livermore	29	11	37.93%	16	55.17%	93.10%
Newark	9	3	33.33%	5	55.56%	88.89%
Pleasanton	16	5	31.25%	6	37.50%	68.75%
San Leandro	34	14	41.18%	10	29.41%	70.59%
San Lorenzo	10	9	90.00%	1	10.00%	100.00%
San Ramon	41	9	21.95%	22	53.66%	75.61%
Union City	44	17	38.64%	24	54.55%	93.18%
<b>Total</b>	<b>394</b>	<b>163</b>	<b>41.37%</b>	<b>157</b>	<b>39.85%</b>	<b>81.22%</b>

Area	Attached Pending (Not PSS* or REO)			Pending REO / Bank Owned			Pending Potential Short Sale		
	Pending	Avg LP	Avg \$/Sqft	Pending	Avg LP	Avg \$/Sqft	Pending	Avg LP	Avg \$/Sqft
Alameda	10	\$441,700	\$309	3	\$310,517	\$290	3	\$324,333	\$295
Castro Valley	3	\$395,833	\$318	3	\$321,433	\$246	1	\$415,000	\$256
Danville	3	\$558,967	\$351	0	\$0	\$0	5	\$431,800	\$309
Dublin	8	\$486,588	\$288	12	\$332,933	\$279	18	\$372,939	\$259
Fremont	14	\$399,983	\$321	30	\$276,037	\$256	23	\$269,411	\$256
Hayward	5	\$307,166	\$231	47	\$206,533	\$165	23	\$201,147	\$184
Livermore	2	\$232,200	\$291	11	\$290,191	\$182	16	\$242,999	\$203
Newark	1	\$325,000	\$257	3	\$220,424	\$222	5	\$285,490	\$232
Pleasanton	5	\$438,306	\$328	5	\$351,585	\$284	6	\$364,650	\$271
San Leandro	10	\$259,870	\$283	14	\$233,993	\$182	10	\$219,985	\$192
San Lorenzo	0	\$0	\$0	9	\$233,714	\$184	1	\$179,000	\$181
San Ramon	10	\$407,875	\$313	9	\$368,378	\$290	22	\$374,622	\$298
Union City	3	\$328,300	\$243	17	\$224,991	\$209	24	\$249,563	\$226
<b>Total</b>	<b>74</b>	<b>\$352,445</b>	<b>\$272</b>	<b>163</b>	<b>\$259,287</b>	<b>\$215</b>	<b>157</b>	<b>\$302,380</b>	<b>\$243</b>



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