

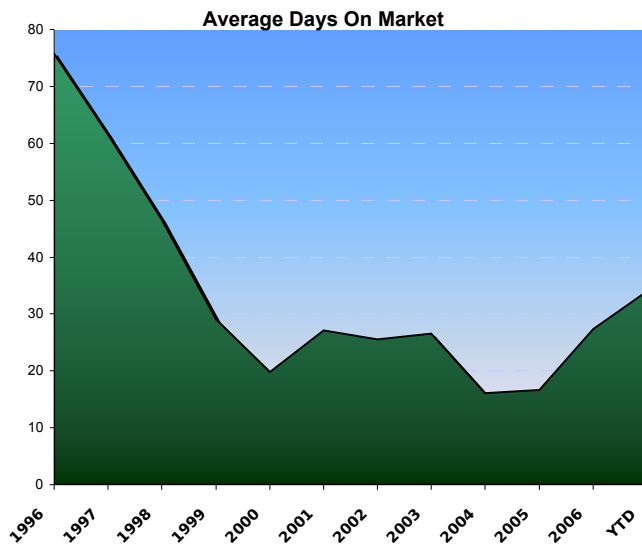


# Bay East Housing Report

July-07

In a recent report released by the National Association of REALTORS® the total number of sales of single family detached homes year-to-date declined 11.4% from the same period in 2006. As with the national averages reported single family homes sales year-to-date in the Bay East Market declined by 18.8%. Sales were down from 4116 sold in 2006 to 3343 sold same period 2007. Year-to-date there has been an increase of 751 active homes for the same period in 2006. For the month of July there was a slight decline in newly pending properties from 447 in June to 387 in July.

Days on Market (DOM) have increased from an average of 29 Days on Market in June to an average of 31 days in July. The average Days on Market for a single family detached home year-to-date is 34 days this is up slightly from the same period in 2006 from 28. Sold to list ratios are still staying strong with sellers getting an average of 98.39% of their asking price.

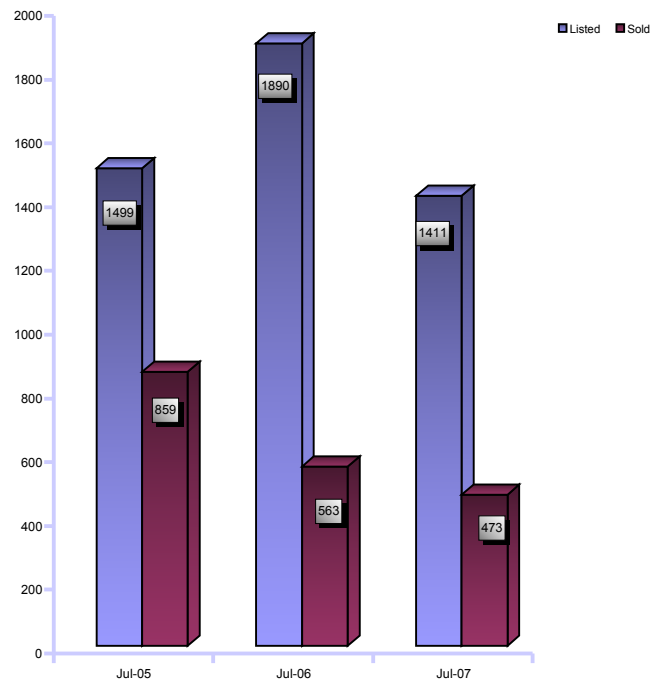


Market at a Glance		
Sold	563	483
Avg DOM	26	31
Median	\$679,000	\$685,000
Avg Price	\$753,294	\$781,324
Max Price	\$3,000,000	\$3,150,000
Min Price	\$398,800	\$348,000
	Jul - 06	Jul - 07

Price Ranges		
Range	# listings	Avg DOM
< 300k	4	29
\$300k-399k	4	65
\$400k-499k	30	35
\$500k-599k	105	34
\$600k-699k	105	36
\$700k-799k	59	22
\$800k-899k	59	24
\$900k-999k	33	31
\$1m-1.5m	54	26
\$1.5m-2.0m	13	30
\$2m +	6	57

(Single Family Homes)				
CITY	AREA	ACTIVE	PENDING	SOLD
Alameda	2900	105	28	33
Castro Valley	3300	213	34	32
Dublin	4100	156	24	33
Fremont	3700	419	91	118
Hayward	3400	709	36	44
Livermore	4000	423	63	65
Newark	3600	162	15	13
Pleasanton	3900	206	48	59
San Leandro	3100	426	35	39
San Lorenzo	3200	146	14	9
Union City	3500	222	22	24
(Condos/Duets/Townhouses)				
CITY	AREA	ACTIVE	PENDING	SOLD
Alameda	2900	51	21	18
Castro Valley	3300	43	5	8
Dublin	4100	129	15	24
Fremont	3700	254	38	37
Hayward	3400	258	10	15
Livermore	4000	102	16	6
Newark	3600	57	4	7
Pleasanton	3900	90	14	14
San Leandro	3100	81	8	7
San Lorenzo	3200	16	1	1
Union City	3500	108	4	8

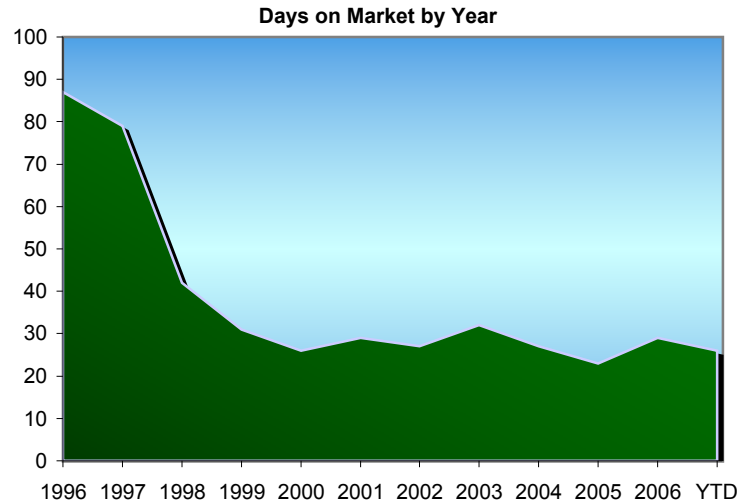
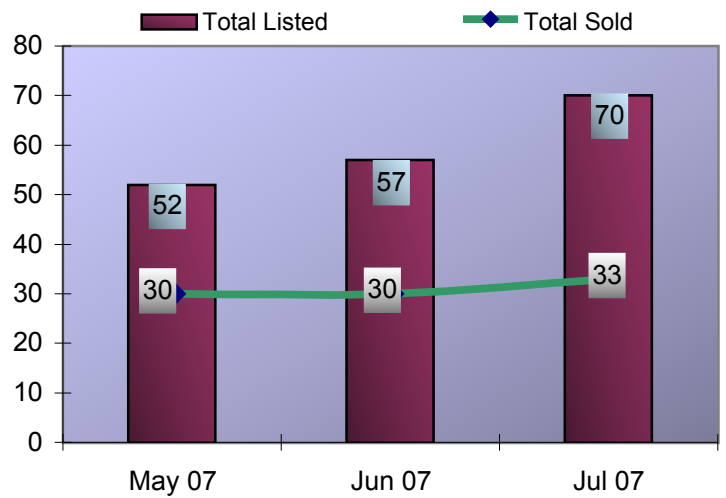
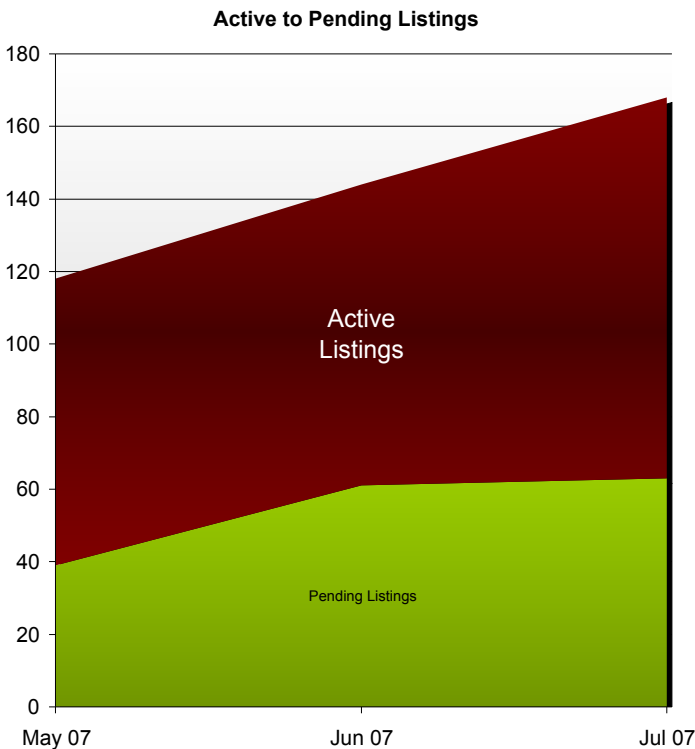
Bay East Association Market  
July 05 - 07 Listed to Sold



# Market Analysis: Alameda

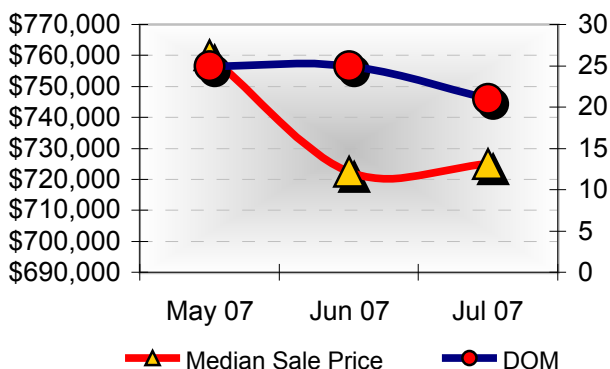
July-07

The year-to-date ratio for sold single family homes to newly listed in Alameda is 53.7%. Days on Market (DOM) for the Alameda area year-to-date is at 26. For the month of July Days on Market (DOM) for sold properties in Alameda are at 21.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	79	27	52	30	57.69%	\$757,554	\$760,000	\$772,466	25	101.97%
Jun 07	83	42	57	30	52.63%	\$770,996	\$722,500	\$776,658	25	100.73%
Jul 07	105	28	70	33	47.14%	\$771,818	\$725,000	\$774,681	21	100.37%
YTD			365	196	53.70%	\$747,477	\$719,000	\$750,039	26	100.34%
2006			678	413	60.91%	\$760,010	\$700,000	\$755,830	29	99.45%

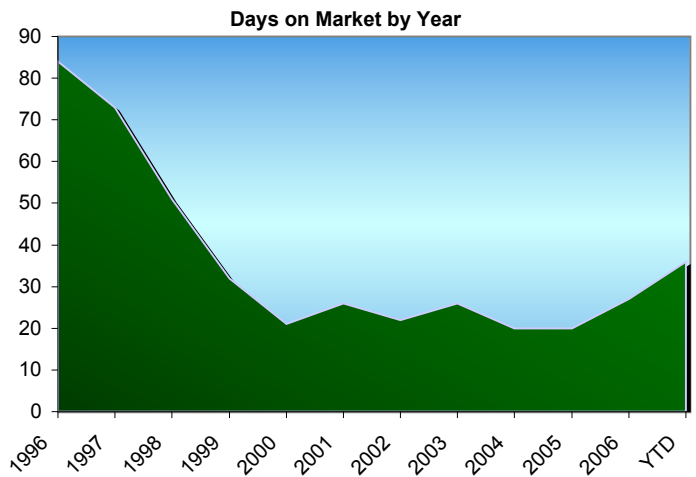
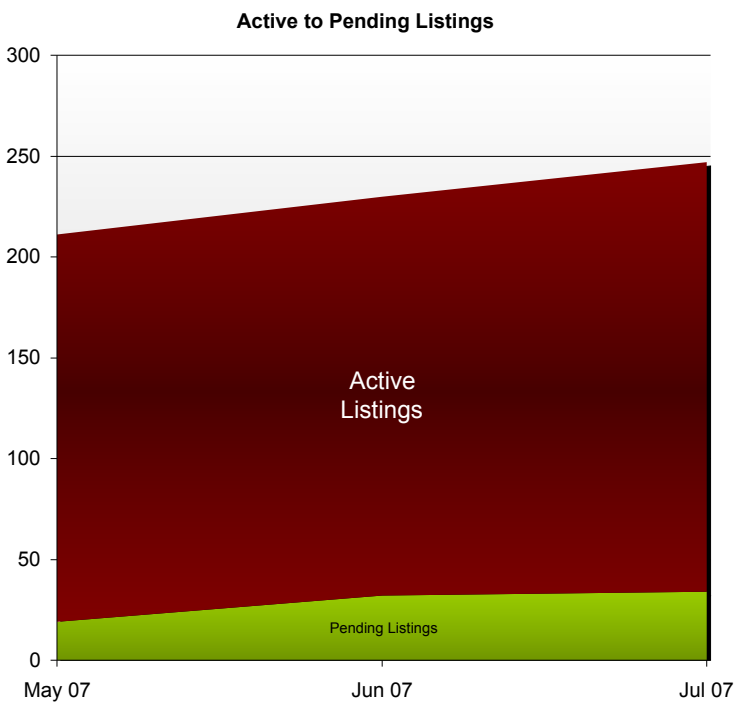
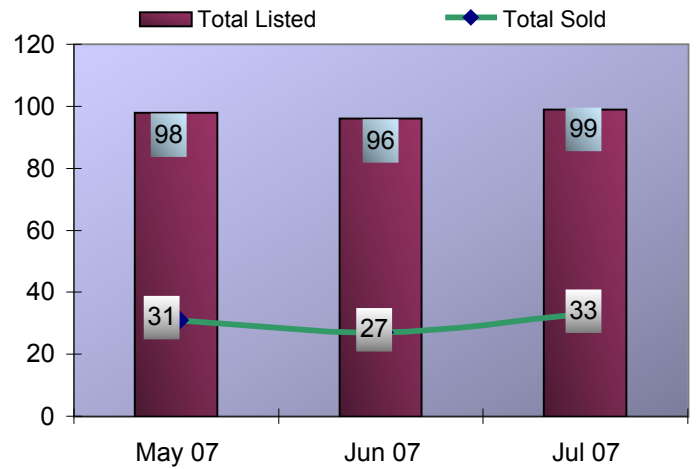


The median single family home price in Alameda for July was \$725,000. As of the last day of July there were 105 active homes in Alameda which spent an average of 21 days on the market prior to selling. The median price in 2006 for Alameda was \$700,000.

# Market Analysis: Castro Valley

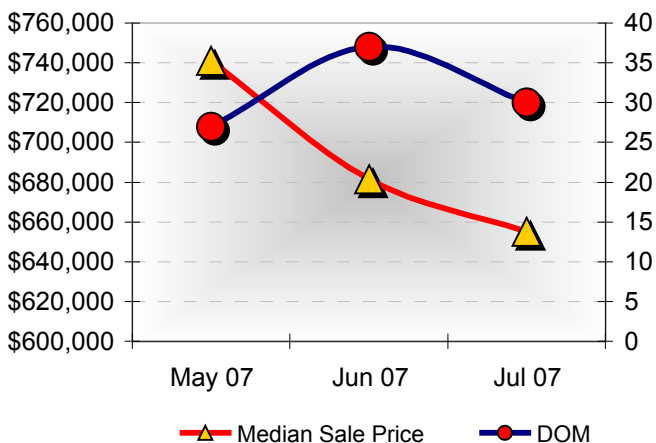
July-07

The year-to-date ratio for sold single family homes to newly listed in Castro Valley is 33.07%. Days on Market (DOM) for the Castro Valley area year-to-date is at 36. For the month of July Days on Market (DOM) for sold properties in Castro Valley are at 30.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	192	19	98	31	31.63%	\$851,193	\$741,000	\$814,738	27	95.72%
Jun 07	198	32	96	27	28.13%	\$683,170	\$681,345	\$671,066	37	98.23%
Jul 07	213	34	99	33	33.33%	\$705,762	\$655,000	\$689,542	30	97.70%
<b>YTD</b>			<b>638</b>	<b>211</b>	<b>33.07%</b>	<b>\$728,419</b>	<b>\$678,000</b>	<b>\$711,461</b>	<b>36</b>	<b>97.67%</b>
2006			1,069	610	57.06%	\$715,027	\$676,500	\$720,698	27	100.79%

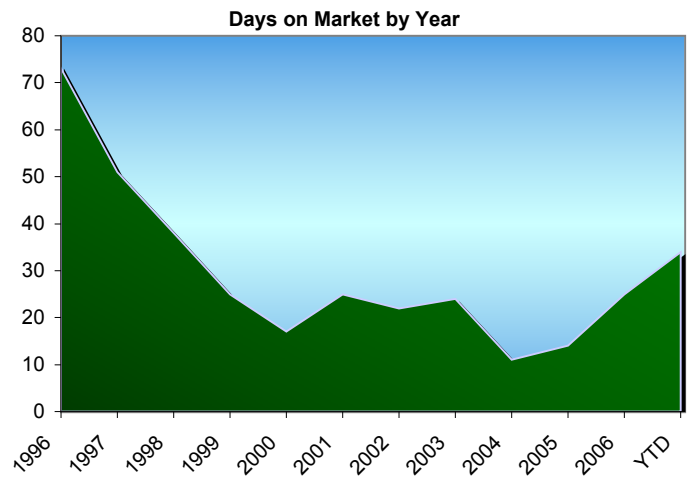
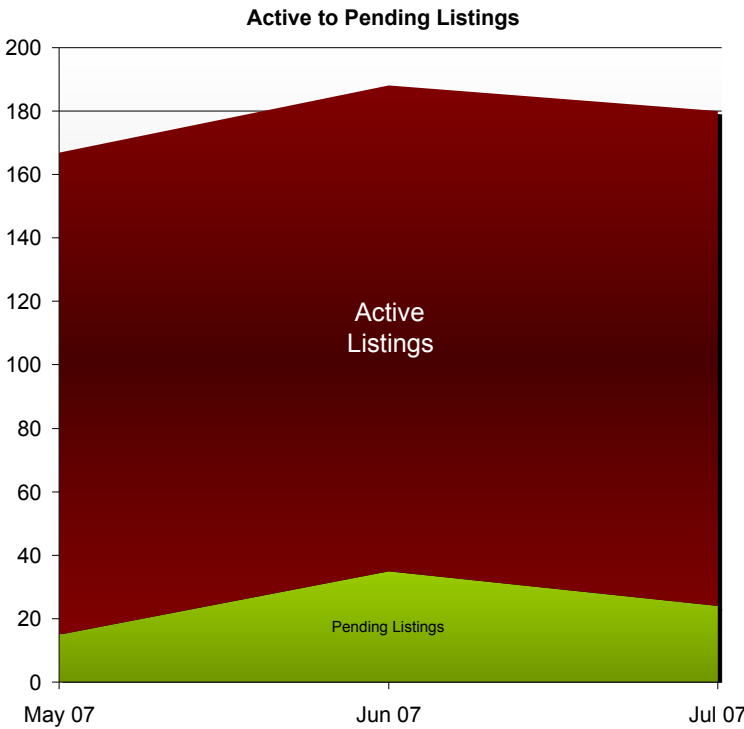
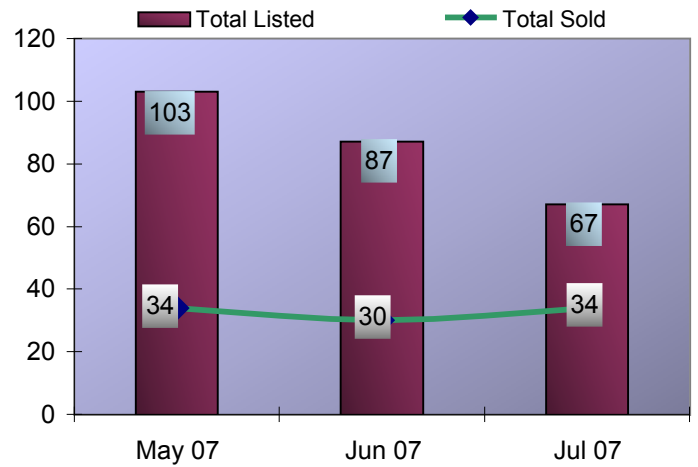


The median single family home price in Castro Valley for July was \$655,000. As of the last day of July there were 213 active homes in Castro Valley which spent an average of 30 days on the market prior to selling. The median price in 2006 for Castro Valley was \$676,500.

# Market Analysis: Dublin

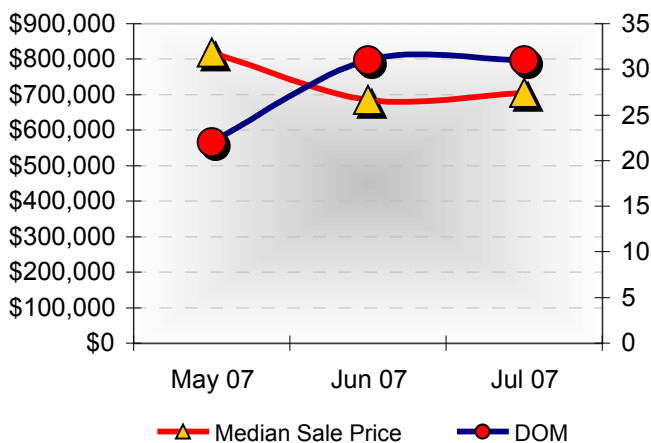
July-07

The year-to-date ratio for sold single family homes to newly listed in Dublin is 34.61%. Days on Market (DOM) for the Dublin area year-to-date is at 34. For the month of July Days on Market (DOM) for sold properties in Dublin are at 31.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	152	15	103	34	33.01%	\$944,197	\$819,500	\$913,541	22	96.75%
Jun 07	153	35	87	30	34.48%	\$769,354	\$685,000	\$751,944	31	97.74%
Jul 07	156	24	67	34	50.75%	\$823,022	\$706,000	\$798,584	31	97.03%
<b>YTD</b>			<b>575</b>	<b>199</b>	<b>34.61%</b>	<b>\$834,340</b>	<b>\$740,000</b>	<b>\$813,374</b>	<b>34</b>	<b>97.49%</b>
2006			1,050	306	29.14%	\$832,872	\$750,000	\$817,983	25	98.21%

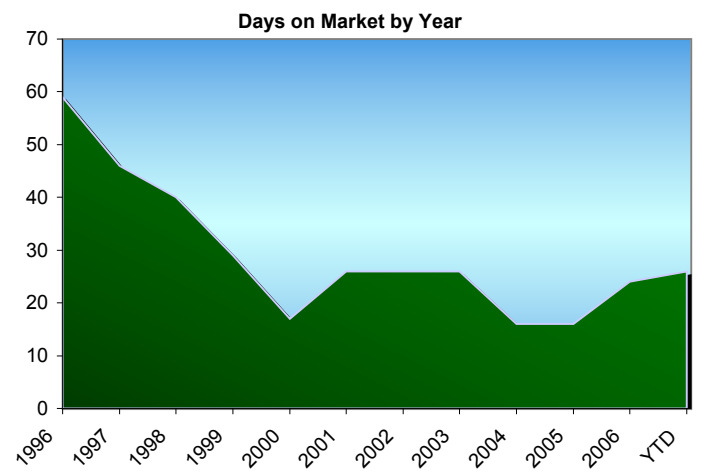
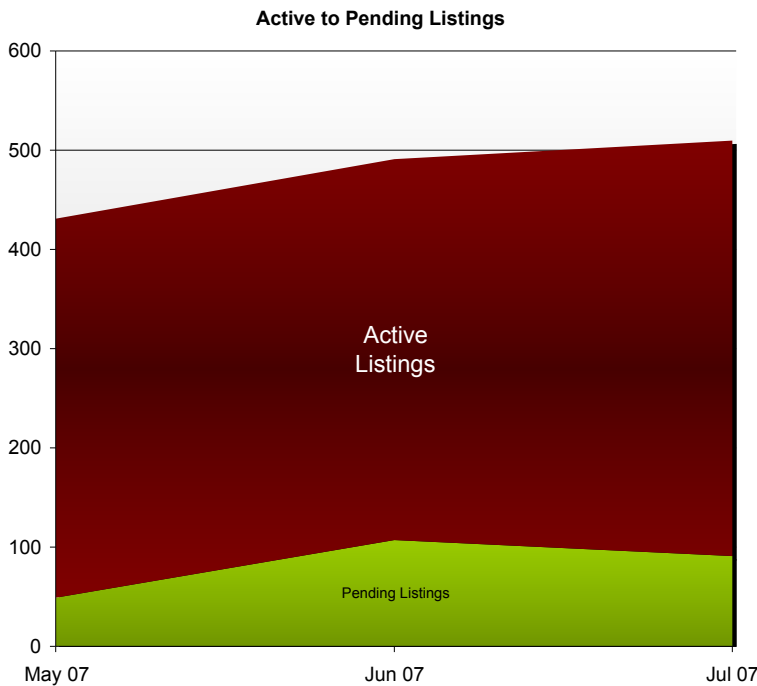
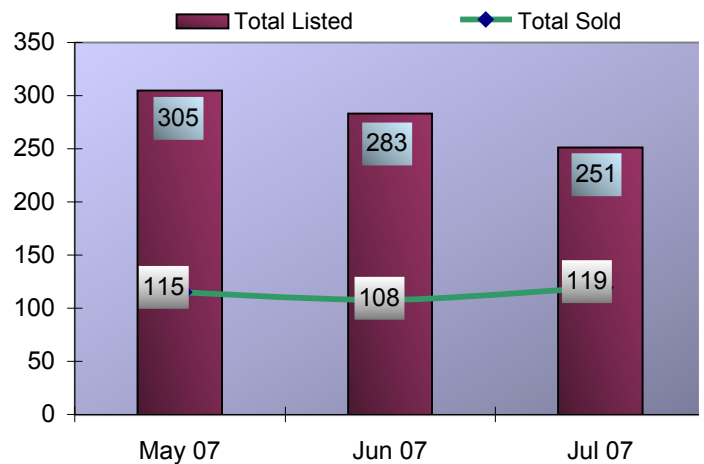


The median single family home price in Dublin for July was \$706,000. As of the last day of July there were 156 active homes in Dublin which spent an average of 31 days on the market prior to selling. The median price in 2006 for Dublin was \$750,000.

# Market Analysis: Fremont

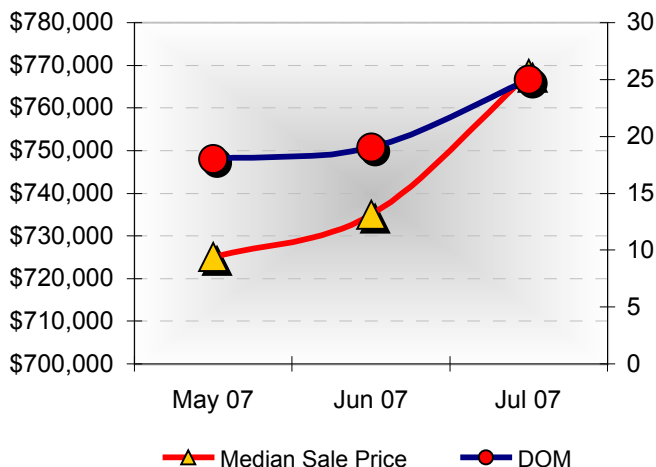
July-07

The year-to-date ratio for sold single family homes to newly listed in Fremont is 46.58%. Days on Market (DOM) for the Fremont area year-to-date is at 26. For the month of July Days on Market (DOM) for sold properties in Fremont are at 25.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	382	49	305	115	37.70%	\$815,479	\$725,100	\$811,874	18	99.56%
Jun 07	384	107	283	108	38.16%	\$829,307	\$735,000	\$823,592	19	99.31%
Jul 07	419	91	251	119	47.41%	\$887,205	\$768,000	\$876,510	25	98.79%
<b>YTD</b>			<b>1,709</b>	<b>796</b>	<b>46.58%</b>	<b>\$824,769</b>	<b>\$720,000</b>	<b>\$816,553</b>	<b>26</b>	<b>99.00%</b>
2006			3,003	1,402	46.69%	\$795,777	\$705,000	\$787,828	24	99.00%

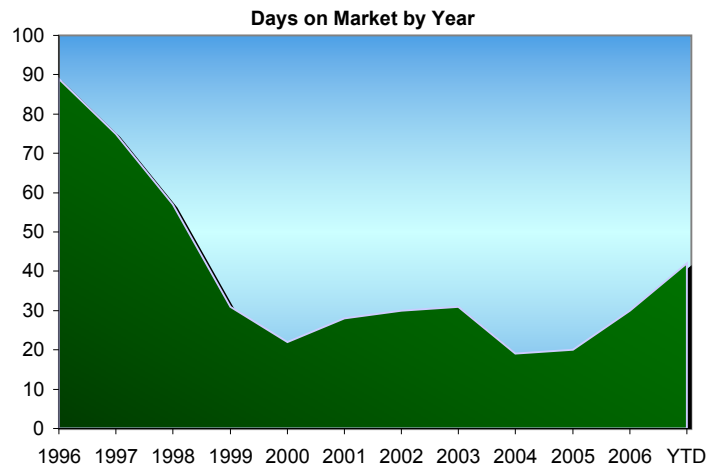
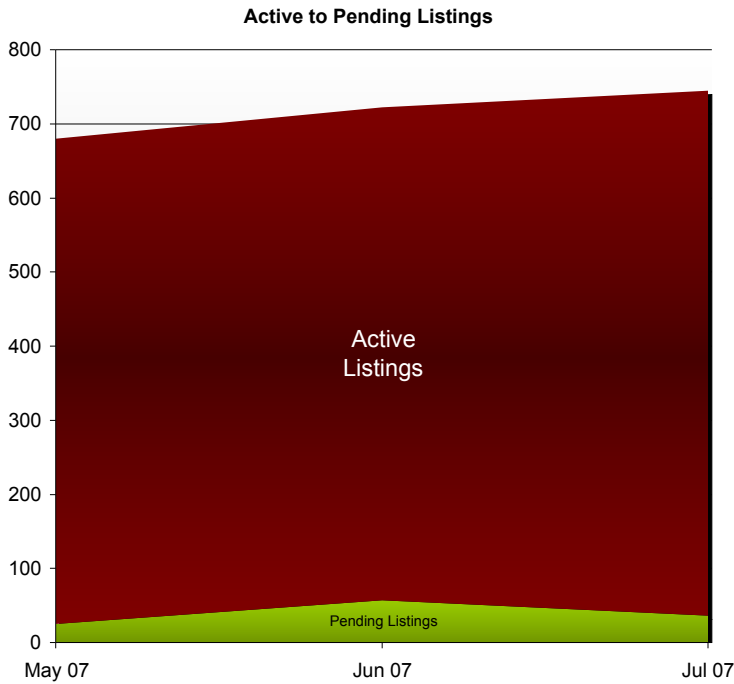
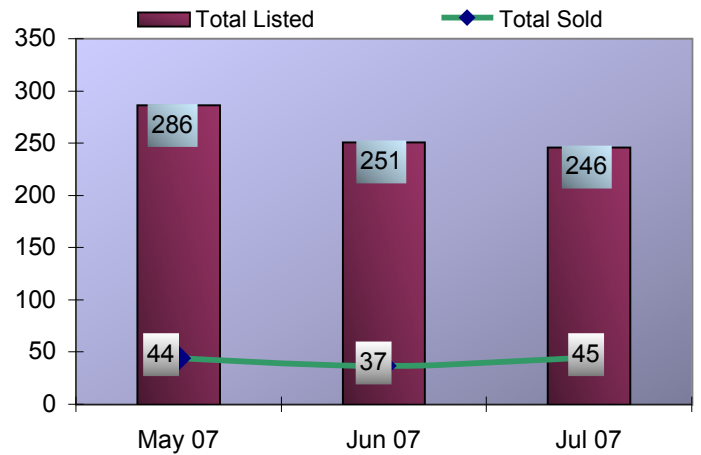


The median single family home price in Fremont for July was \$720,000. As of the last day of July there were 419 active homes in Fremont which spent an average of 26 days on the market prior to selling. The median price in 2006 for Fremont was \$705,000.

# Market Analysis: Hayward

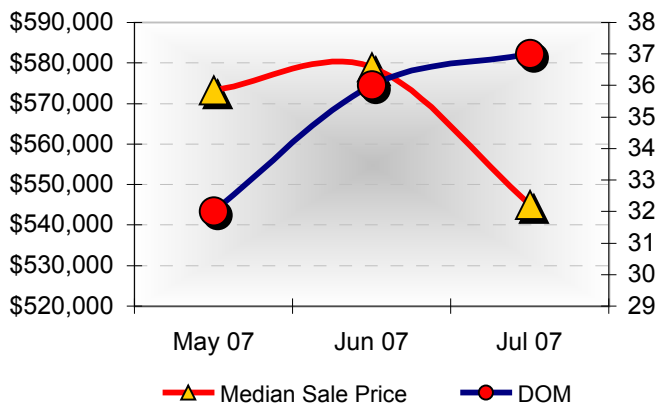
July-07

The year-to-date ratio for sold single family homes to newly listed in Hayward is 18.47%. Days on Market (DOM) for the Hayward area year-to-date is at 42. For the month of July Days on Market (DOM) for sold properties in Hayward are at 37.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	655	25	286	44	15.38%	\$682,076	\$573,250	\$667,638	32	97.88%
Jun 07	665	57	251	37	14.74%	\$655,353	\$579,000	\$641,624	36	97.91%
Jul 07	709	36	246	45	18.29%	\$577,965	\$545,000	\$573,196	37	99.17%
<b>YTD</b>			<b>1,830</b>	<b>338</b>	<b>18.47%</b>	<b>\$618,631</b>	<b>\$565,000</b>	<b>\$609,614</b>	<b>42</b>	<b>98.54%</b>
2006			2,849	1,017	35.70%	\$620,777	\$585,000	\$621,446	30	100.11%

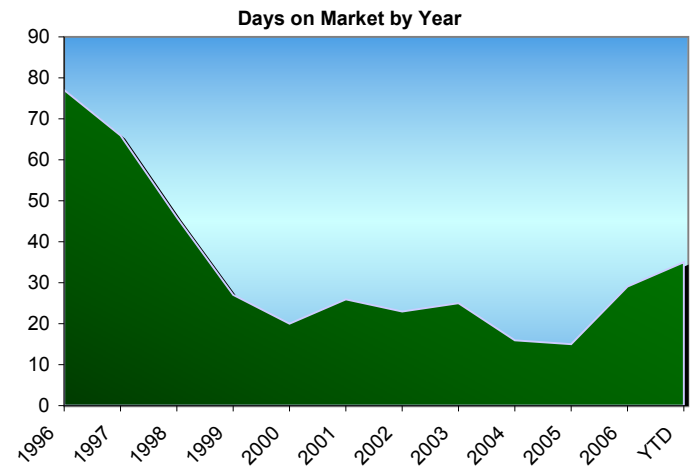
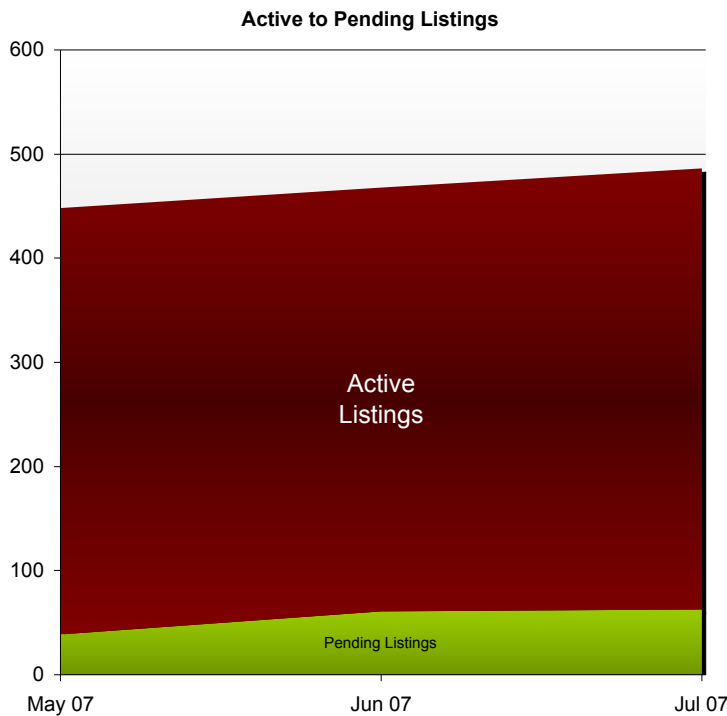
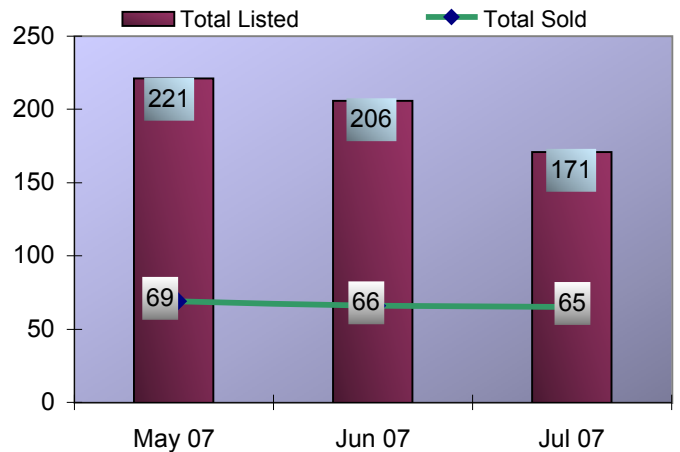


The median single family home price in Hayward for July was \$545,000. As of the last day of July there were 709 active homes in Hayward which spent an average of 37 days on the market prior to selling. The median price in 2006 for Hayward was \$585,000.

# Market Analysis: Livermore

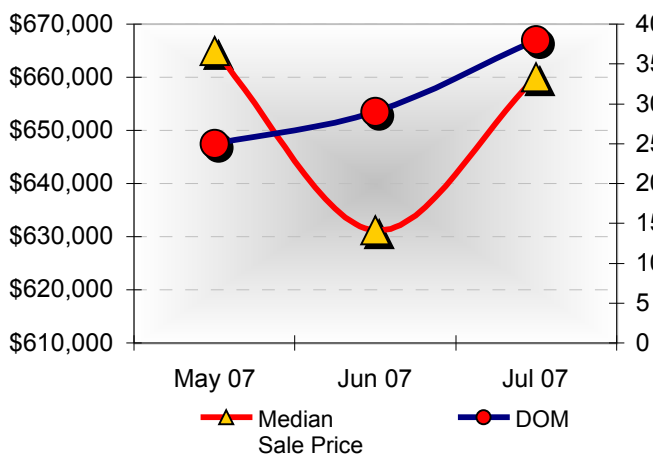
July-07

The year-to-date ratio for sold single family homes to newly listed in Livermore is 37.09%. Days on Market (DOM) for the Livermore area year-to-date is at 35. For the month of July Days on Market (DOM) for sold properties in Livermore are at 38.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price
May 07	409	39	221	69	31.22%	\$748,823	\$665,000	\$739,748	25	98.79%
Jun 07	407	61	206	66	32.04%	\$776,722	\$631,250	\$762,489	29	98.17%
Jul 07	423	63	171	65	38.01%	\$743,998	\$660,000	\$735,298	38	98.83%
<b>YTD</b>			<b>1,340</b>	<b>497</b>	<b>37.09%</b>	<b>\$750,341</b>	<b>\$655,000</b>	<b>\$738,331</b>	<b>35</b>	<b>98.40%</b>
2006			2,727	974	35.72%	\$744,454	\$645,000	\$734,329	29	98.64%

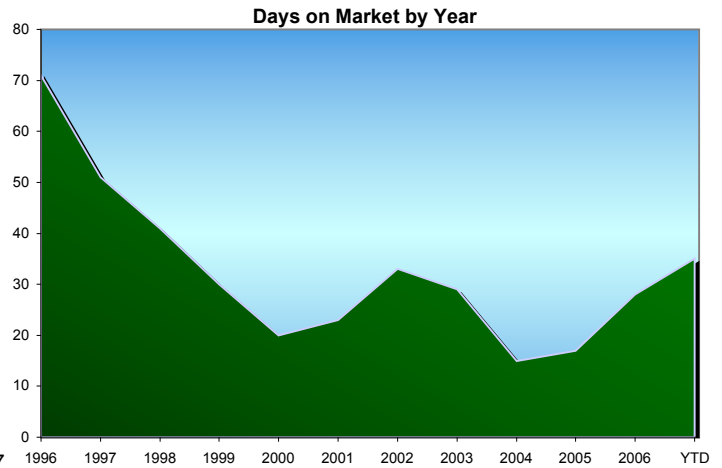
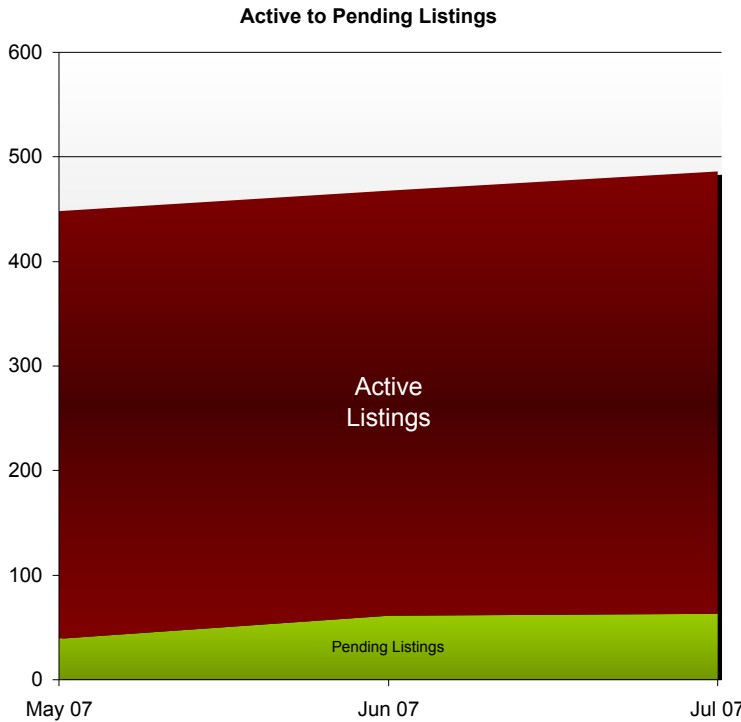
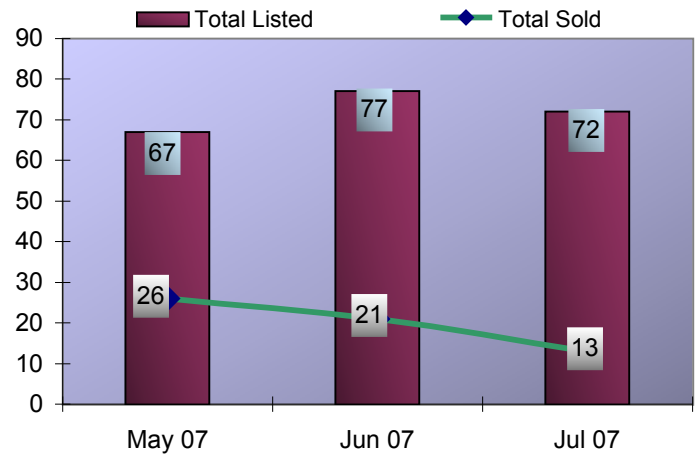


The median single family home price in Livermore for July was \$660,000. As of the last day of July there were 423 active homes in Livermore which spent an average of 38 days on the market prior to selling. The median price in 2006 for Livermore was \$645,000.

# Market Analysis: Newark

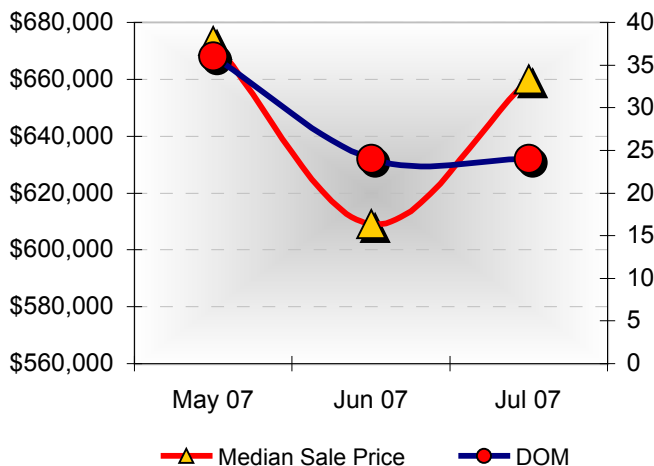
July-07

The year-to-date ratio for sold single family homes to newly listed in Newark is 30.98%. Days on Market (DOM) for the Newark area year-to-date is at 35. For the month of July Days on Market (DOM) for sold properties in Newark are at 24.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	132	29	67	26	38.81%	\$717,381	\$673,500	\$706,219	36	98.44%
Jun 07	137	16	77	21	27.27%	\$659,532	\$609,000	\$649,444	24	98.47%
Jul 07	162	15	72	13	18.06%	\$706,088	\$660,000	\$697,730	24	98.82%
<b>YTD</b>			<b>439</b>	<b>136</b>	<b>30.98%</b>	<b>\$680,734</b>	<b>\$647,500</b>	<b>\$673,241</b>	<b>35</b>	<b>98.90%</b>
2006			749	329	43.93%	\$673,663	\$650,000	\$673,888	28	100.03%

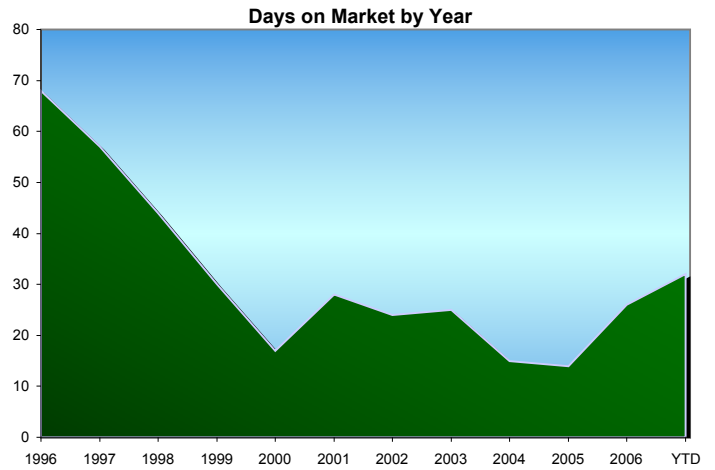
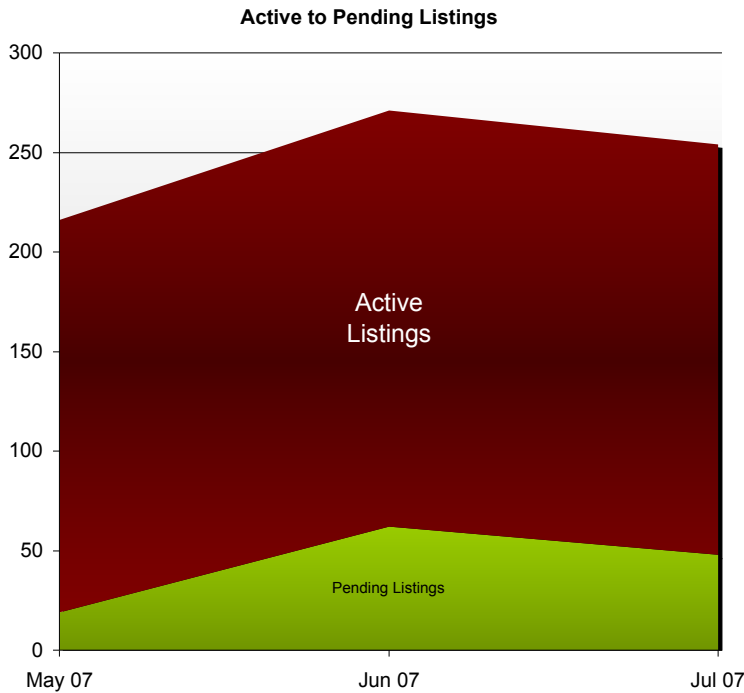
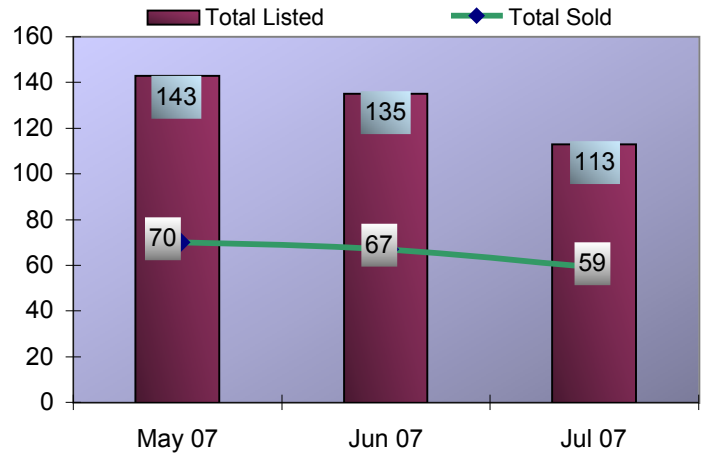


The median single family home price in Newark for July was \$660,000. As of the last day of July there were 162 active homes in Newark which spent an average of 24 days on the market prior to selling. The median price in 2006 for Newark was \$650,000.

# Market Analysis: Pleasanton

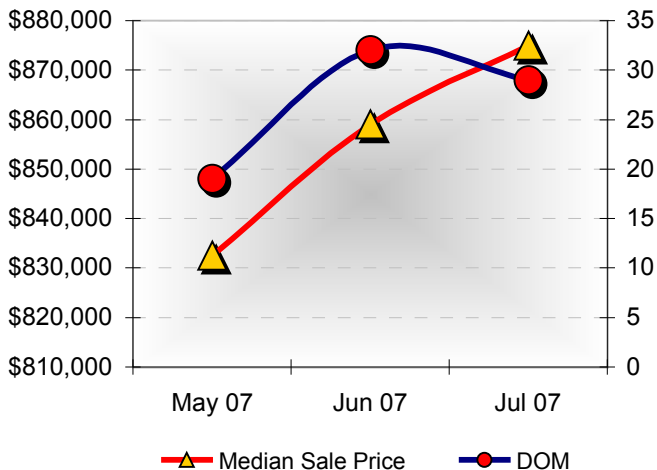
July-07

The year-to-date ratio for sold single family homes to newly listed in Pleasanton is 49.35%. Days on Market (DOM) for the Pleasanton area year-to-date is at 32. For the month of July Days on Market (DOM) for sold properties in Pleasanton are at 29.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	197	19	143	70	48.95%	\$978,622	\$832,500	\$959,625	19	98.06%
Jun 07	209	62	135	67	49.63%	\$1,127,527	\$859,000	\$1,099,627	32	97.53%
Jul 07	206	48	113	59	52.21%	\$1,117,545	\$875,000	\$1,080,458	29	96.68%
<b>YTD</b>			<b>847</b>	<b>418</b>	<b>49.35%</b>	<b>\$1,058,240</b>	<b>\$836,975</b>	<b>\$1,027,571</b>	<b>32</b>	<b>97.10%</b>
2006			1,802	662	36.74%	\$1,081,543	\$849,975	\$1,052,545	26	97.32%

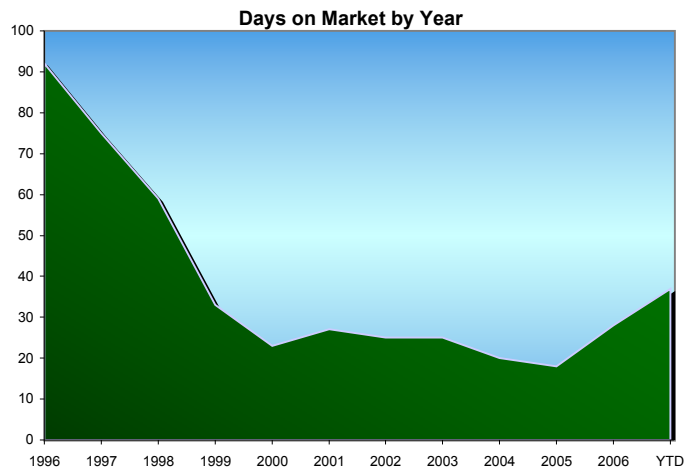
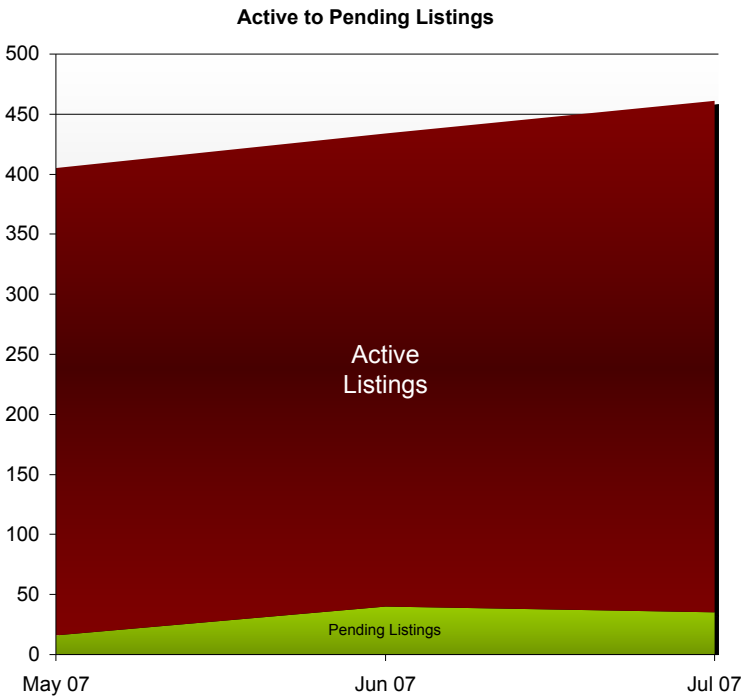
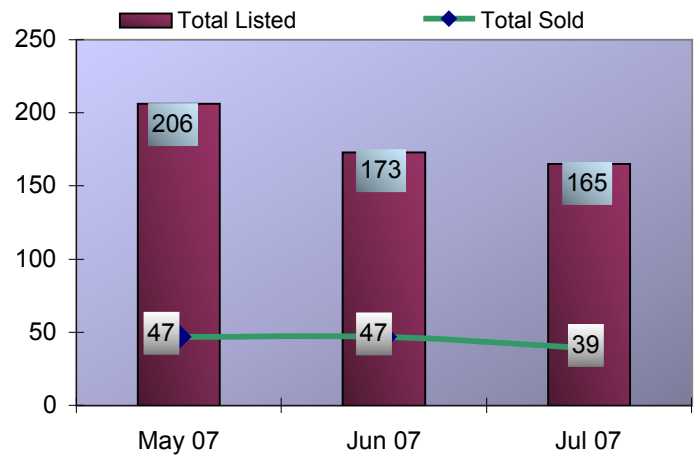


The median single family home price in Pleasanton for July was \$875,000. As of the last day of July there were 206 active homes in Pleasanton which spent an average of 29 days on the market prior to selling. The median price in 2006 for Pleasanton was \$849,975.

# Market Analysis: San Leandro

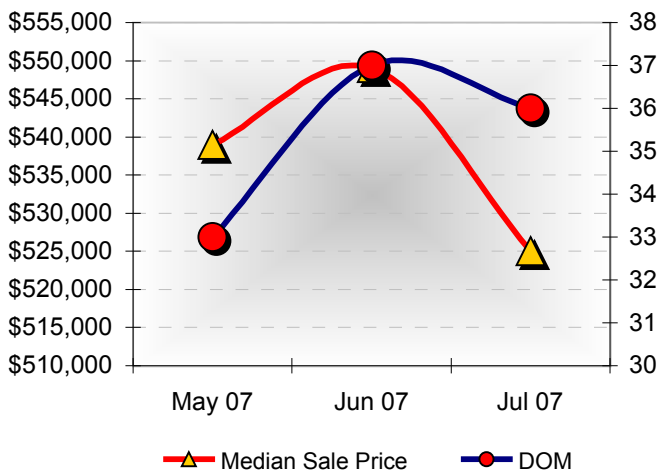
July-07

The year-to-date ratio for sold single family homes to newly listed in San Leandro is 27.46%. Days on Market (DOM) (DOM) for the San Leandro area year-to-date is at 37. For the month of July Days on Market (DOM) (DOM) for sold properties in San Leandro are at 36.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	389	16	206	47	22.82%	\$574,743	\$539,000	\$563,940	33	98.12%
Jun 07	394	40	173	47	27.17%	\$577,166	\$549,000	\$568,281	37	98.46%
Jul 07	426	35	165	39	23.64%	\$568,317	\$525,000	\$555,788	36	97.80%
<b>YTD</b>			<b>1,096</b>	<b>301</b>	<b>27.46%</b>	<b>\$573,857</b>	<b>\$545,000</b>	<b>\$565,292</b>	<b>37</b>	<b>98.51%</b>
2006			1,652	778	47.09%	\$603,091	\$575,000	\$602,724	28	99.94%

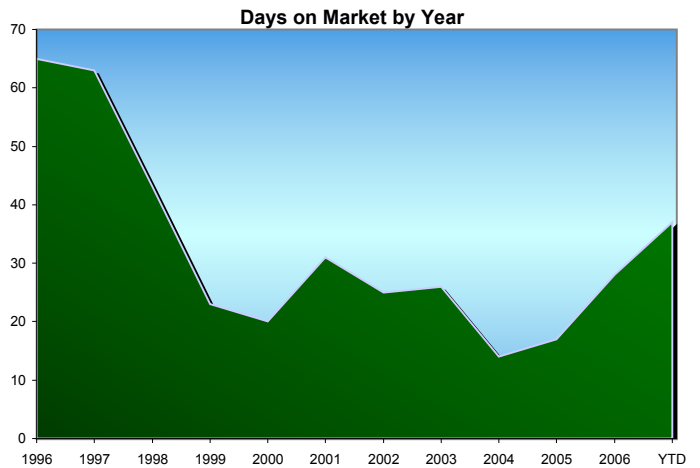
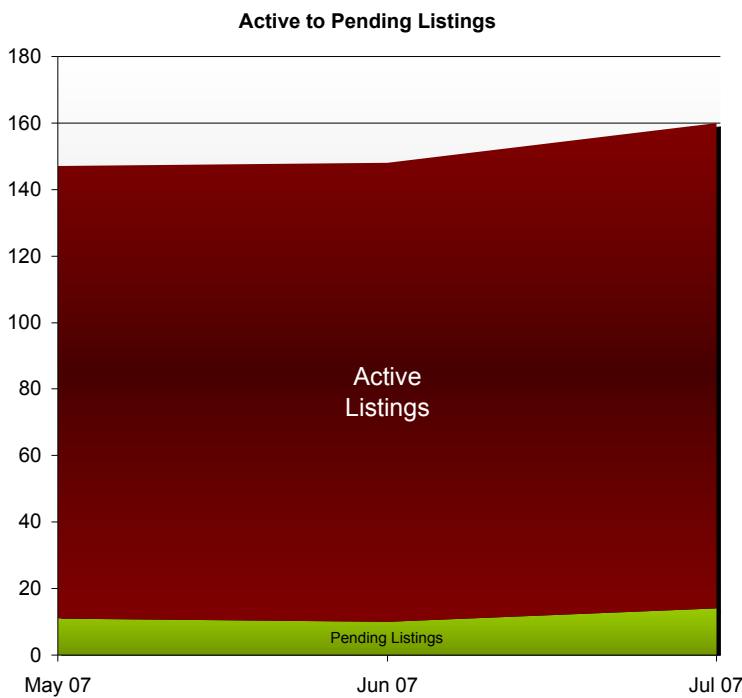
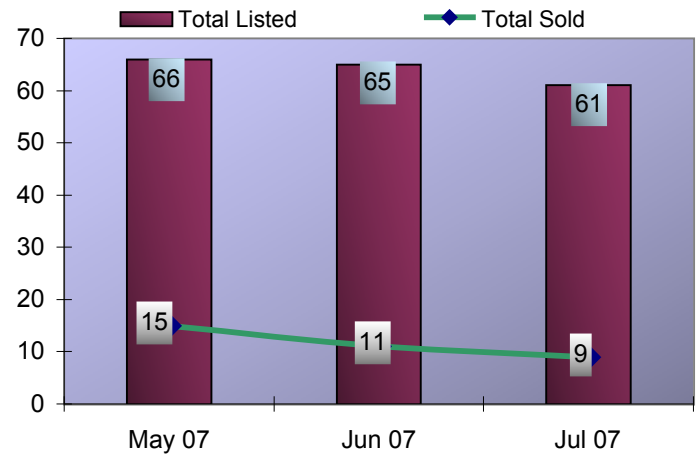


The median single family home price in San Leandro for July was \$525,000. As of the last day of July there were 426 active homes in San Leandro which spent an average of 36 days on the market prior to selling. The median price in 2006 for San Leandro was \$575,000.

# Market Analysis: San Lorenzo

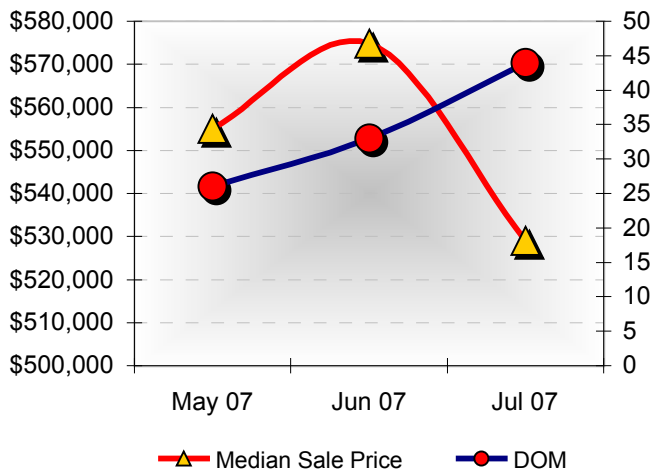
July-07

The year-to-date ratio for sold single family homes to newly listed in San Lorenzo is 20.77%. Days on Market (DOM) for the San Lorenzo area year-to-date is at 37. For the month of July Days on Market (DOM) for sold properties in San Lorenzo are at 44.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	136	11	66	15	22.73%	\$558,263	\$555,000	\$551,800	26	98.84%
Jun 07	138	10	65	11	16.92%	\$580,153	\$574,818	\$574,818	33	99.08%
Jul 07	146	14	61	9	14.75%	\$540,666	\$529,000	\$535,444	44	99.03%
<b>YTD</b>			<b>414</b>	<b>86</b>	<b>20.77%</b>	<b>550,947</b>	<b>542,500</b>	<b>548,240</b>	<b>37</b>	<b>99.51%</b>
2006			545	256	46.97%	\$561,374	\$558,000	\$563,505	28	100.38%

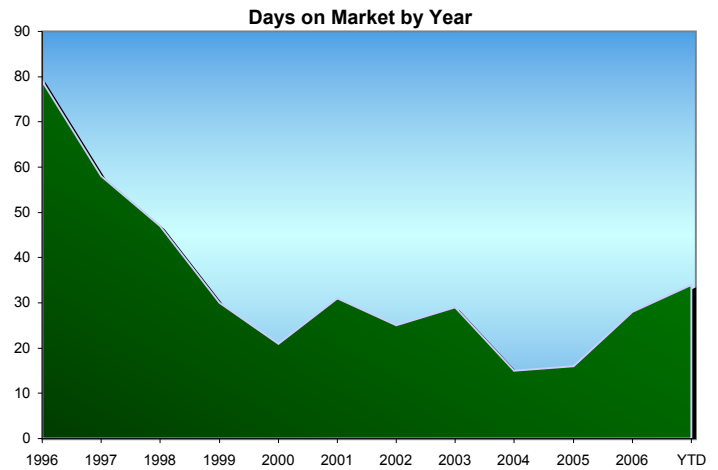
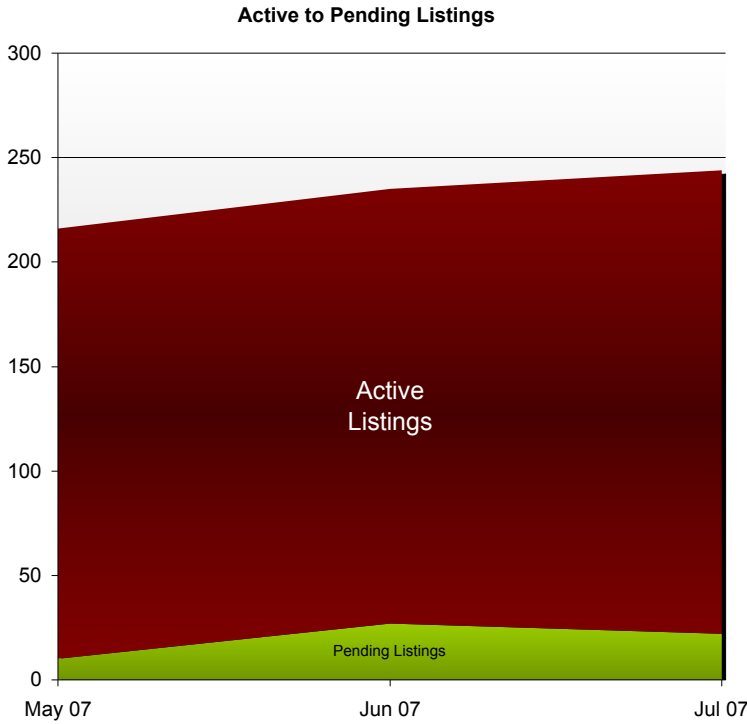
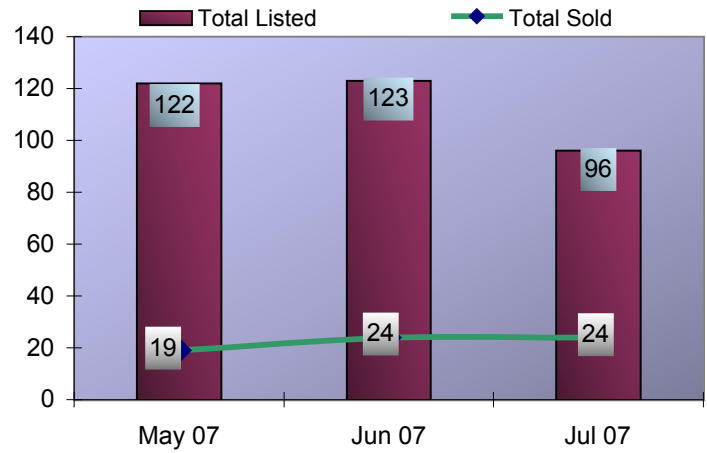


The median single family home price in San Lorenzo for July was \$529,000. As of the last day of July there were 146 active homes in San Lorenzo which spent an average of 44 days on the market prior to selling. The median price in 2006 for San Lorenzo was \$558,000.

# Market Analysis: Union City

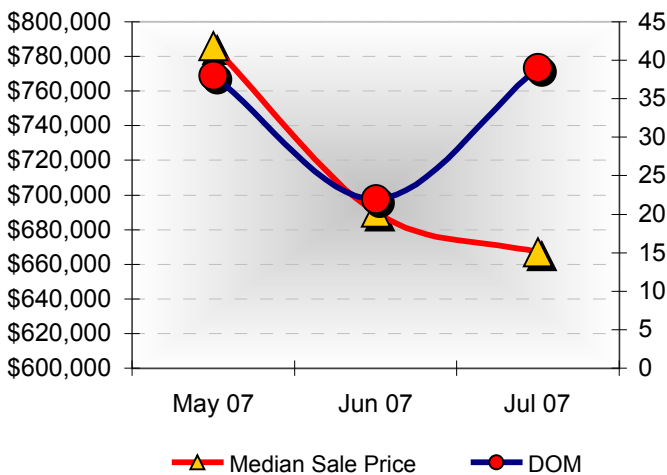
July-07

The year-to-date ratio for sold single family homes to newly listed in Union City is 25.85%. Days on Market (DOM) for the Union City area year-to-date is at 34. For the month of July Days on Market (DOM) for sold properties in Union City are at 39.



## Summary Analysis (Single Family Detached)

	Active	Pending	Total Listed	Total Sold	% Sold	Avg LP Sold	Median Sale Price	Avg Sale Price	DOM	Sale Price/ List Price Ratio
May 07	206	10	122	19	15.57%	\$799,211	\$786,000	\$783,677	38	98.06%
Jun 07	208	27	123	24	19.51%	\$709,214	\$690,000	\$691,782	22	97.54%
Jul 07	222	22	96	24	25.00%	\$709,477	\$667,000	\$695,062	39	97.97%
YTD			650	168	25.85%	\$740,208	\$687,500	\$727,374	34	98.27%
2006			1,010	399	39.50%	\$740,870	\$700,000	\$736,979	28	99.47%



The median single family home price in Union City for July was \$667,000. As of the last day of July there were 222 active homes in Union City which spent an average of 39 days on the market prior to selling. The median price in 2006 for Union City was \$700,000.