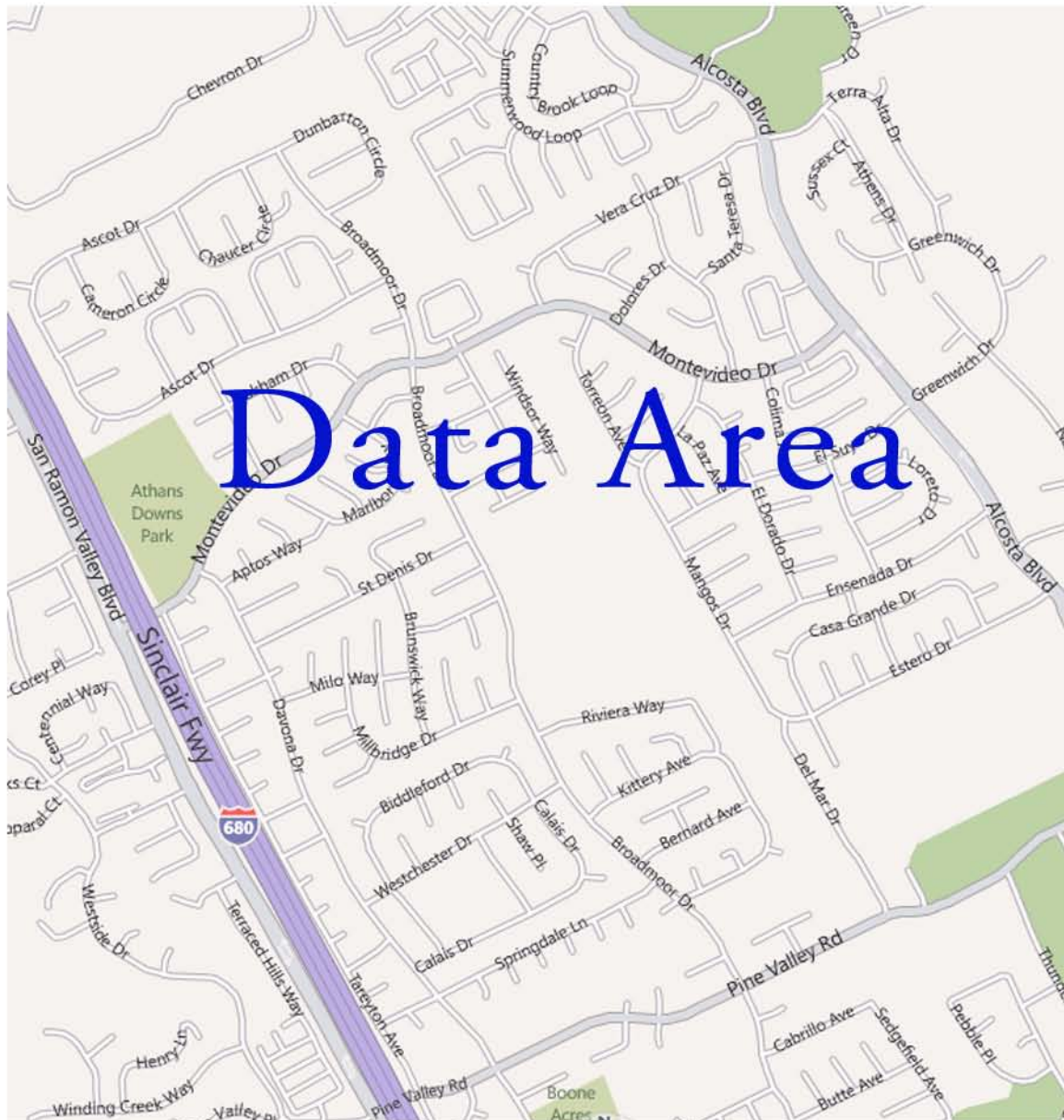




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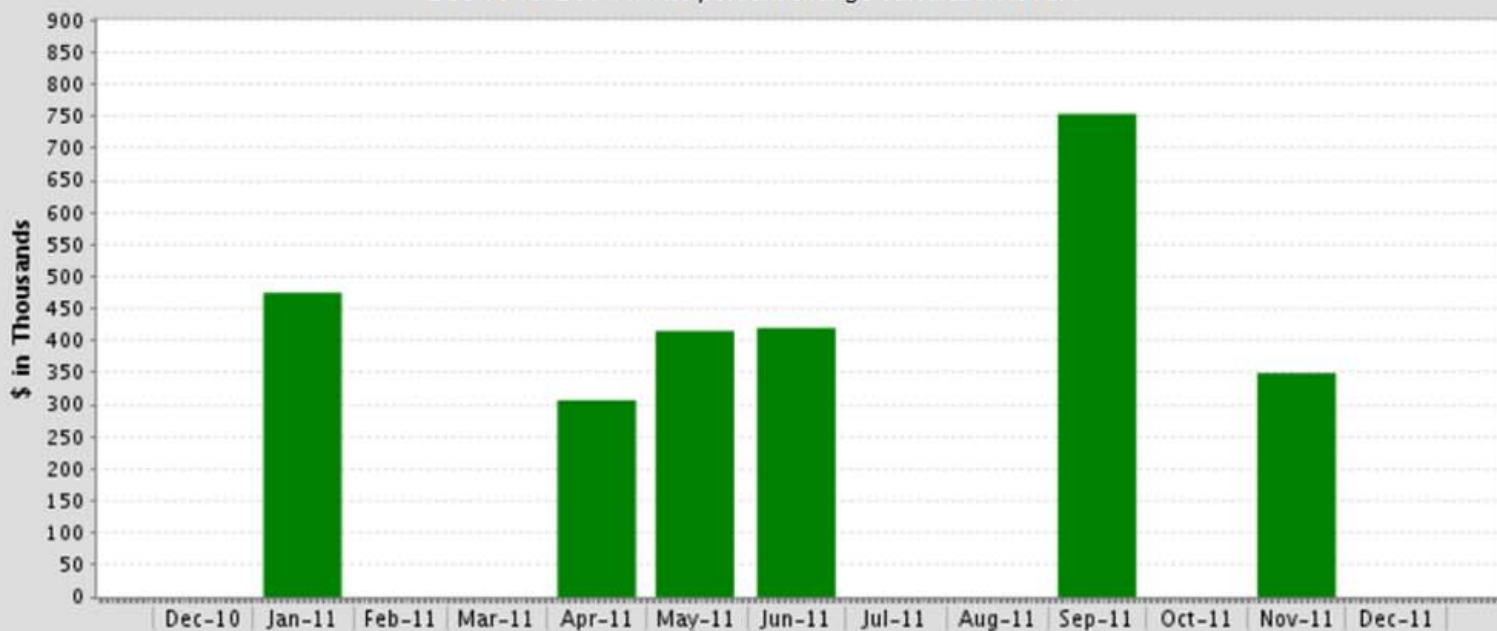
This statistical data for Condo - Townhome - Villa sales in San Ramon is deemed reliable, but not guaranteed to accurately reflect all sales or data. Use this information to gain a sense of what is happening with Condo - Townhome - Villa sales. Then give us a call with your specifics and we will prepare a more accurate report customized for your situation.

Thank You for Your Interest - The Harper Team



Median Sold Price by Month

Dec-10 vs. Dec-11: The percent change calculation is N/A



Dec-10 vs. Dec-11

Dec-10	Dec-11	Change	%
0	0	0	

Calculation of the percent change is not applicable

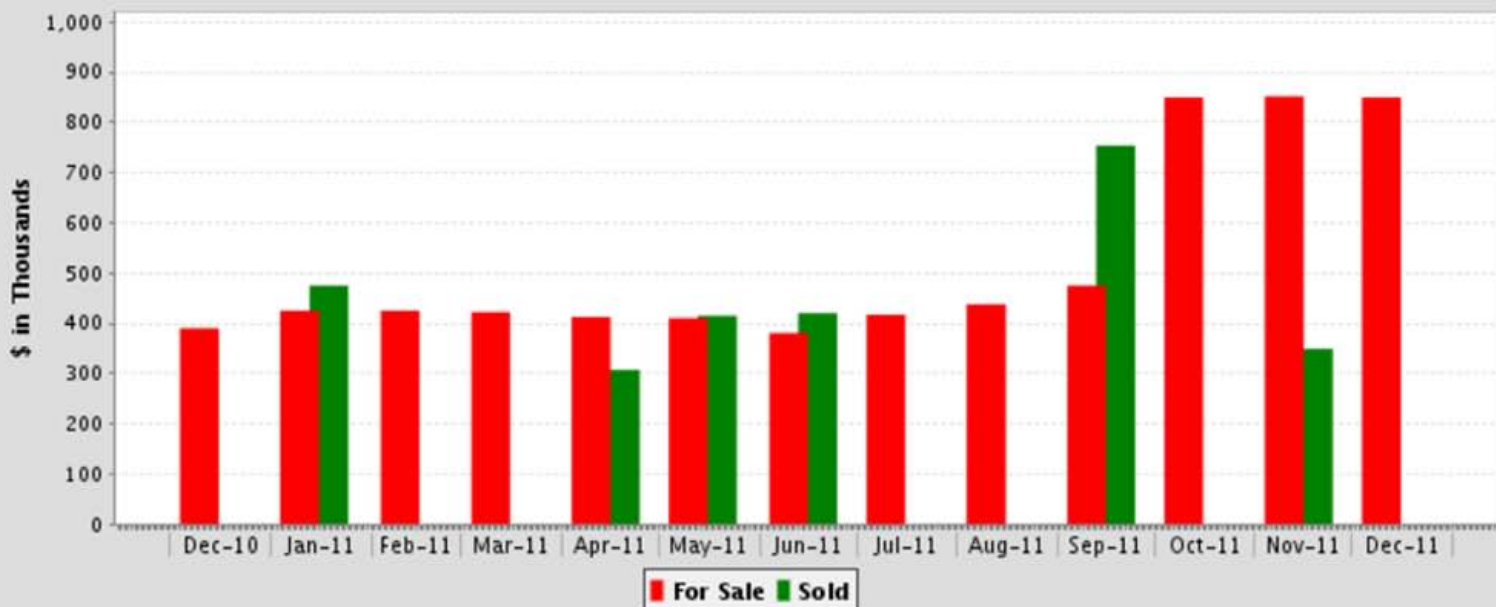
Month	Median Price	# Properties	Avg DOM
Dec-11		0	
Nov-11	349,500	2	84
Oct-11		0	
Sep-11	753,750	2	36
Aug-11		0	
Jul-11		0	
Jun-11	420,000	1	11
May-11	415,000	3	11
Apr-11	307,000	1	137
Mar-11		0	
Feb-11		0	
Jan-11	475,000	1	20
Dec-10		0	

Median Sold Price for Condos - Townhomes - Duets -

chart shows the middle price point of a group of properties that successfully Sold (i.e. closed escrow) during the time period. Thus, half sold for more than the median price and half sold for less.

Median For Sale vs. Median Sold

Dec-10 vs. Dec-11: The median price of for sale properties is up 118% and the percent change in the median price of sold properties is N/A



Dec-10 vs. Dec-11

FOR SALE

Dec-10	Dec-11	Change	%
390,000	850,000	460,000	+118%



Calculation of the percent change is not applicable

Dec-10 vs. Dec-11

SOLD

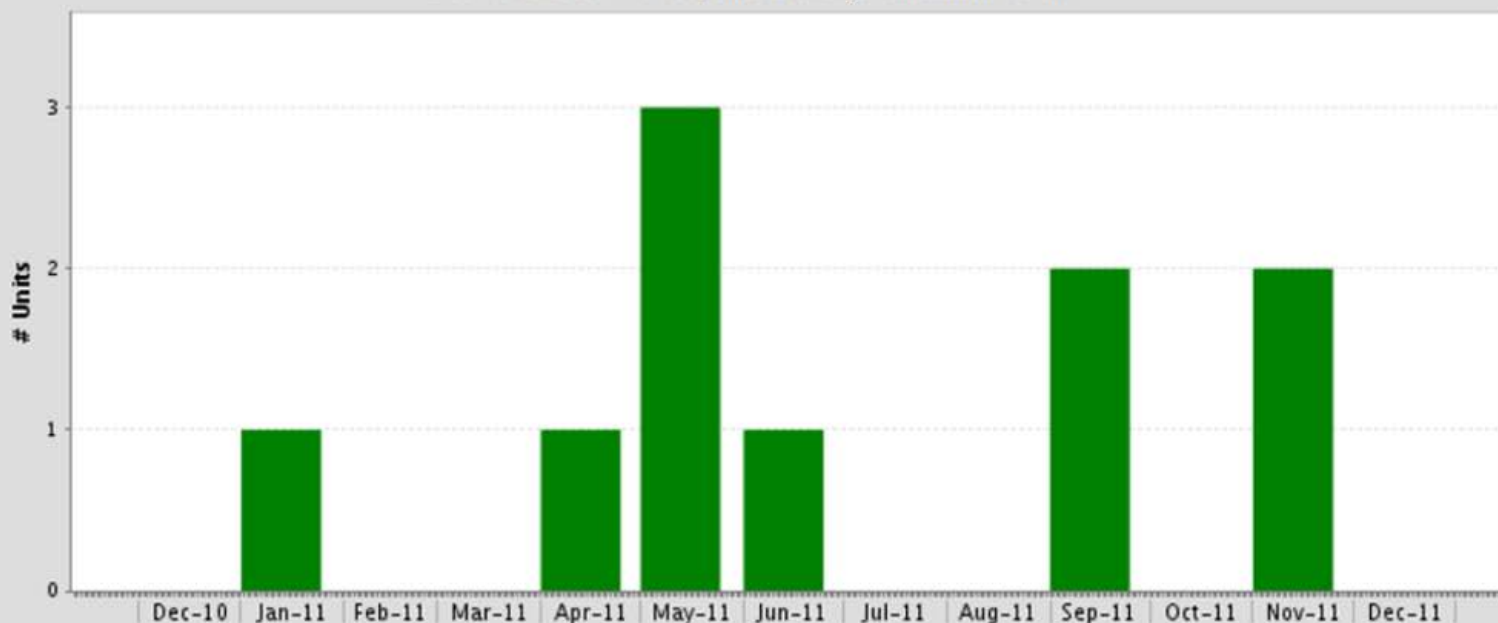
Dec-10	Dec-11	Change	%
0	0	0	

Month	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Dec-11	850,000	1		0	-850,000
Nov-11	852,000	2	349,500	2	-502,500
Oct-11	850,000	3		0	-850,000
Sep-11	475,000	3	753,750	2	278,750
Aug-11	437,475	6		0	-437,475
Jul-11	417,000	4		0	-417,000
Jun-11	380,550	4	420,000	1	39,450
May-11	410,000	5	415,000	3	5,000
Apr-11	412,400	5	307,000	1	-105,400
Mar-11	422,500	4		0	-422,500
Feb-11	425,000	5		0	-425,000
Jan-11	425,000	5	475,000	1	50,000
Dec-10	390,000	4		0	-390,000

Median For Sale Price vs. Median Sold Price – chart shows the median price of properties listed For Sale (a measurement of seller expectations) compared with the median price of properties that have successfully Sold (a reflection of buyer activity) during the time period. The difference in these two median prices speaks volumes about how buyers and sellers perceive the same set of market conditions.

Sold Properties by Month

Dec-10 vs. Dec-11: The percent change calculation is N/A



Dec-10 vs. Dec-11

Dec-10	Dec-11	Change	%
0	0	0	

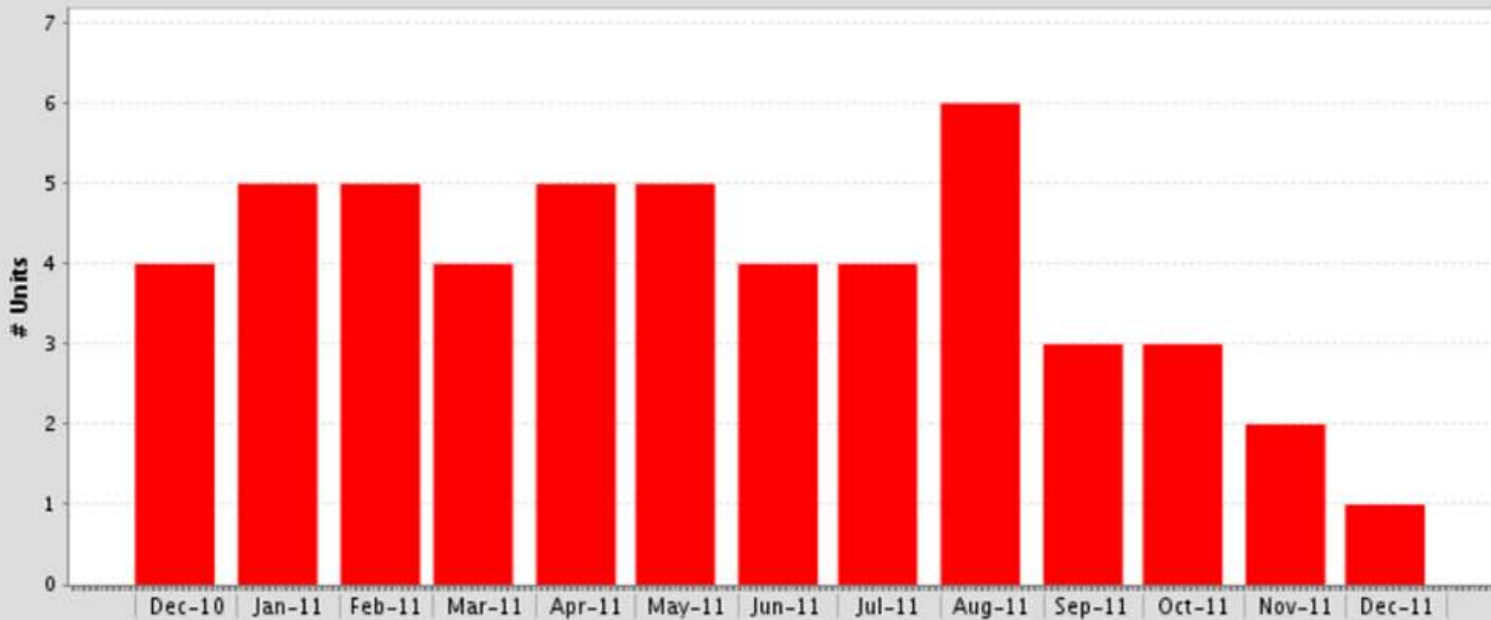
Calculation of the percent change is not applicable

Month	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Avg DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Dec-11	0			0	0.00		0	0.00	
Nov-11	2	349,500	84	2	100.00	349,500	0	0.00	
Oct-11	0			0	0.00		0	0.00	
Sep-11	2	753,750	36	0	0.00		2	100.00	753,750
Aug-11	0			0	0.00		0	0.00	
Jul-11	0			0	0.00		0	0.00	
Jun-11	1	420,000	11	1	100.00	420,000	0	0.00	
May-11	3	415,000	11	1	33.33	415,000	2	66.67	425,000
Apr-11	1	307,000	137	1	100.00	307,000	0	0.00	
Mar-11	0			0	0.00		0	0.00	
Feb-11	0			0	0.00		0	0.00	
Jan-11	1	475,000	20	1	100.00	475,000	0	0.00	
Dec-10	0			0	0.00		0	0.00	

Number of Properties Sold – chart shows the number of properties that sold (closed escrow) each month for the time period. This sales metric (#Sold properties) provides useful insight into how consumer demand is changing over time.

For Sale Properties by Month

Dec-10 vs. Dec-11: The number of for sale properties is *down 75%*



Dec-10 vs. Dec-11

Dec-10	Dec-11	Change	%
4	1	-3	-75%

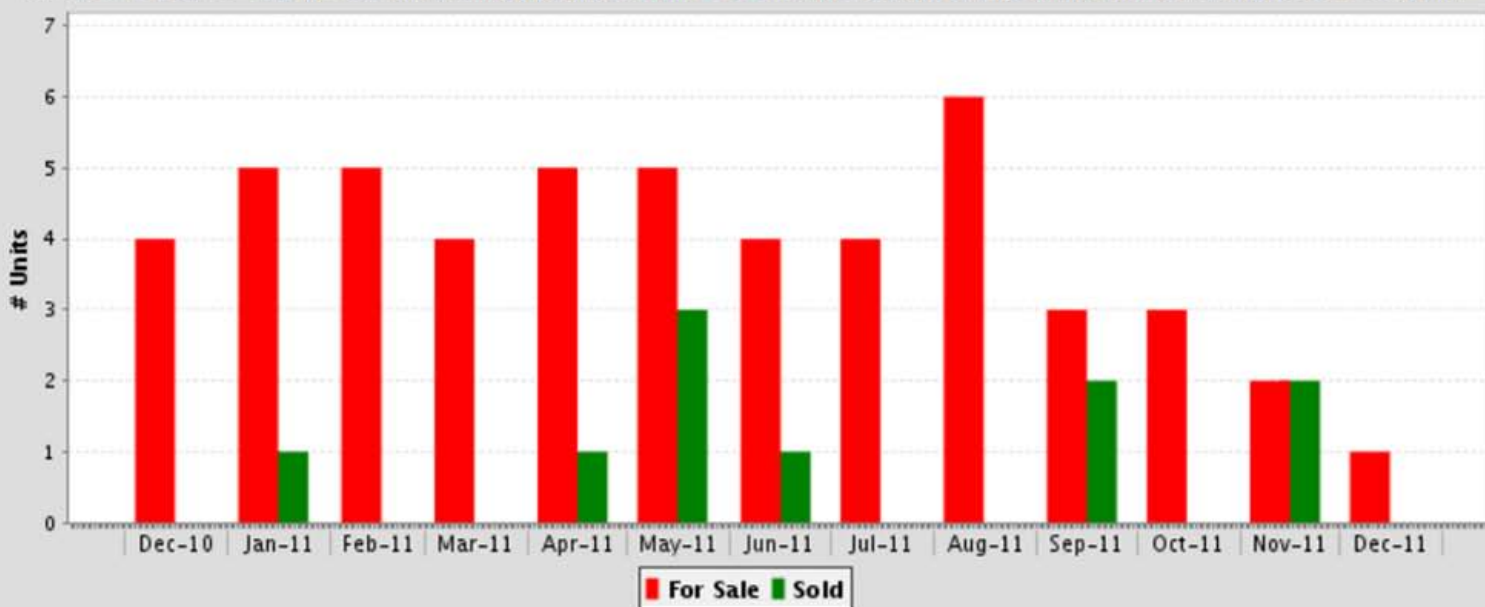


Month	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Avg DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Dec-11	1	850,000	85	0	0.00		1	100.00	850,000
Nov-11	2	852,000	79	0	0.00		2	100.00	852,000
Oct-11	3	850,000	65	1	33.33	475,000	2	66.67	852,000
Sep-11	3	475,000	80	2	66.67	417,000	1	33.33	854,000
Aug-11	6	437,475	94	3	50.00	359,000	3	50.00	854,000
Jul-11	4	417,000	115	3	75.00	359,000	1	25.00	1,195,000
Jun-11	4	380,550	90	3	75.00	359,000	1	25.00	1,195,000
May-11	5	410,000	64	4	80.00	384,500	1	20.00	1,195,000
Apr-11	5	412,400	83	4	80.00	411,200	1	20.00	449,000
Mar-11	4	422,500	80	2	50.00	390,000	2	50.00	432,000
Feb-11	5	425,000	91	5	100.00	425,000	0	0.00	
Jan-11	5	425,000	108	5	100.00	425,000	0	0.00	
Dec-10	4	390,000	107	4	100.00	390,000	0	0.00	

For Sale Detached Homes – chart shows the number of properties that were For Sale each month during the time period. This sales metric provides useful insight into the overall supply of properties that exist on a monthly basis (i.e. the competitive landscape).

Supply & Demand by Month

Dec-10 vs. Dec-11: The number of for sale properties is **down 75%** and the percent change in the number of sold properties is **N/A**



Dec-10 vs. Dec-11 FOR SALE

Dec-10	Dec-11	Change	%
4	1	-3	-75%



Calculation of the percent change is not applicable

Dec-10 vs. Dec-11 SOLD

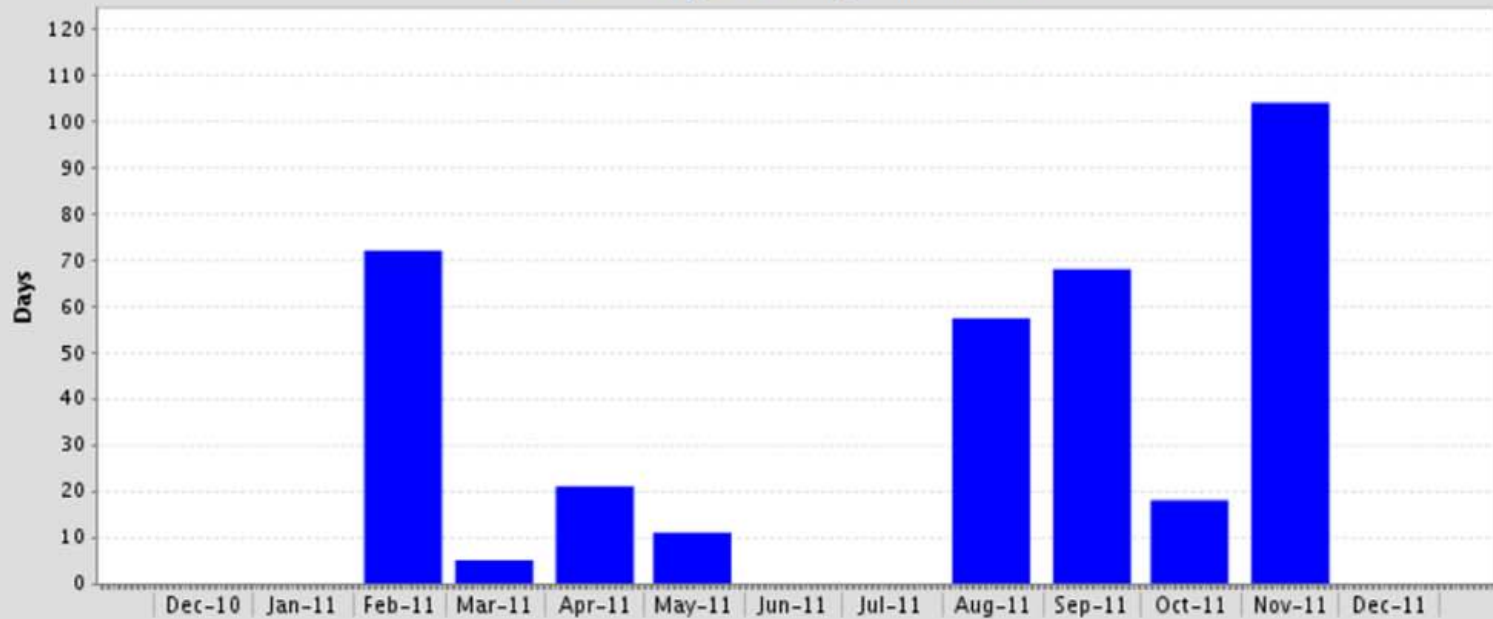
Dec-10	Dec-11	Change	%
0	0	0	

Month	# Units For Sale	For Sale Average DOM	# Sold Units	Sold Average DOM
Dec-11	1	85	0	
Nov-11	2	79	2	84
Oct-11	3	65	0	
Sep-11	3	80	2	36
Aug-11	6	94	0	
Jul-11	4	115	0	
Jun-11	4	90	1	11
May-11	5	64	3	11
Apr-11	5	83	1	137
Mar-11	4	80	0	
Feb-11	5	91	0	
Jan-11	5	108	1	20
Dec-10	4	107	0	

Supply & Demand – chart shows the basic supply and demand relationships that existed each month for the time period. This combined metric (Supply & Demand) provides valuable insight into current market conditions because it reflects the collective actions of all participants (buyers and sellers).

The Average Days on Market by Month

Dec-10 vs. Dec-11: The percent change calculation is N/A



Dec-10 vs. Dec-11

Dec-10	Dec-11	Change	%
0	0	0	

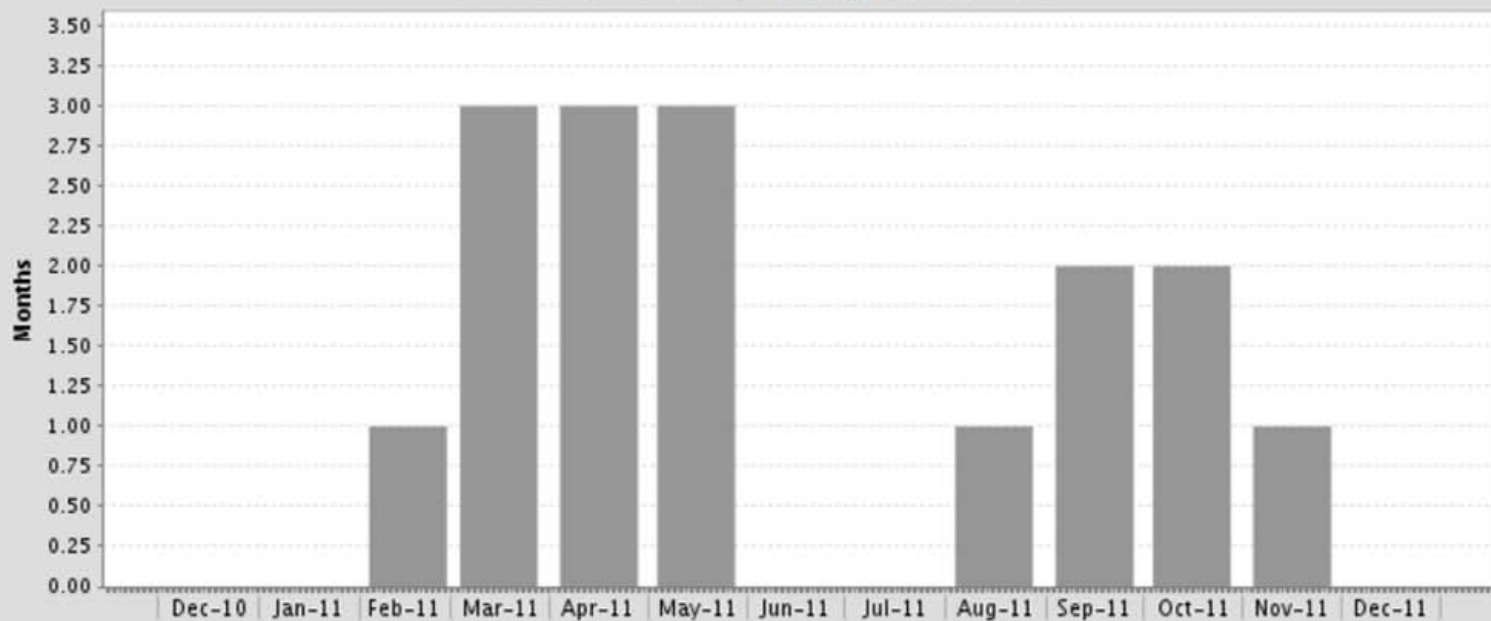
Calculation of the percent change is not applicable

Month	Avg DOM	# UC Properties
Dec-11		0
Nov-11	104	1
Oct-11	18	1
Sep-11	68	1
Aug-11	57	3
Jul-11		0
Jun-11		0
May-11	11	1
Apr-11	21	1
Mar-11	5	1
Feb-11	72	2
Jan-11		0
Dec-10		0

Average Days on Market - this chart shows the average amount of time, in days, that it has taken to get a property Under Contract during any given month. DOM, for any individual property, is defined as the list to the under contract date

Months Supply of Inventory

Dec-10 vs. Dec-11: The percent change calculation is N/A



Dec-10 vs. Dec-11

Dec-10	Dec-11	Change	%
0.0	0.0	0.0	

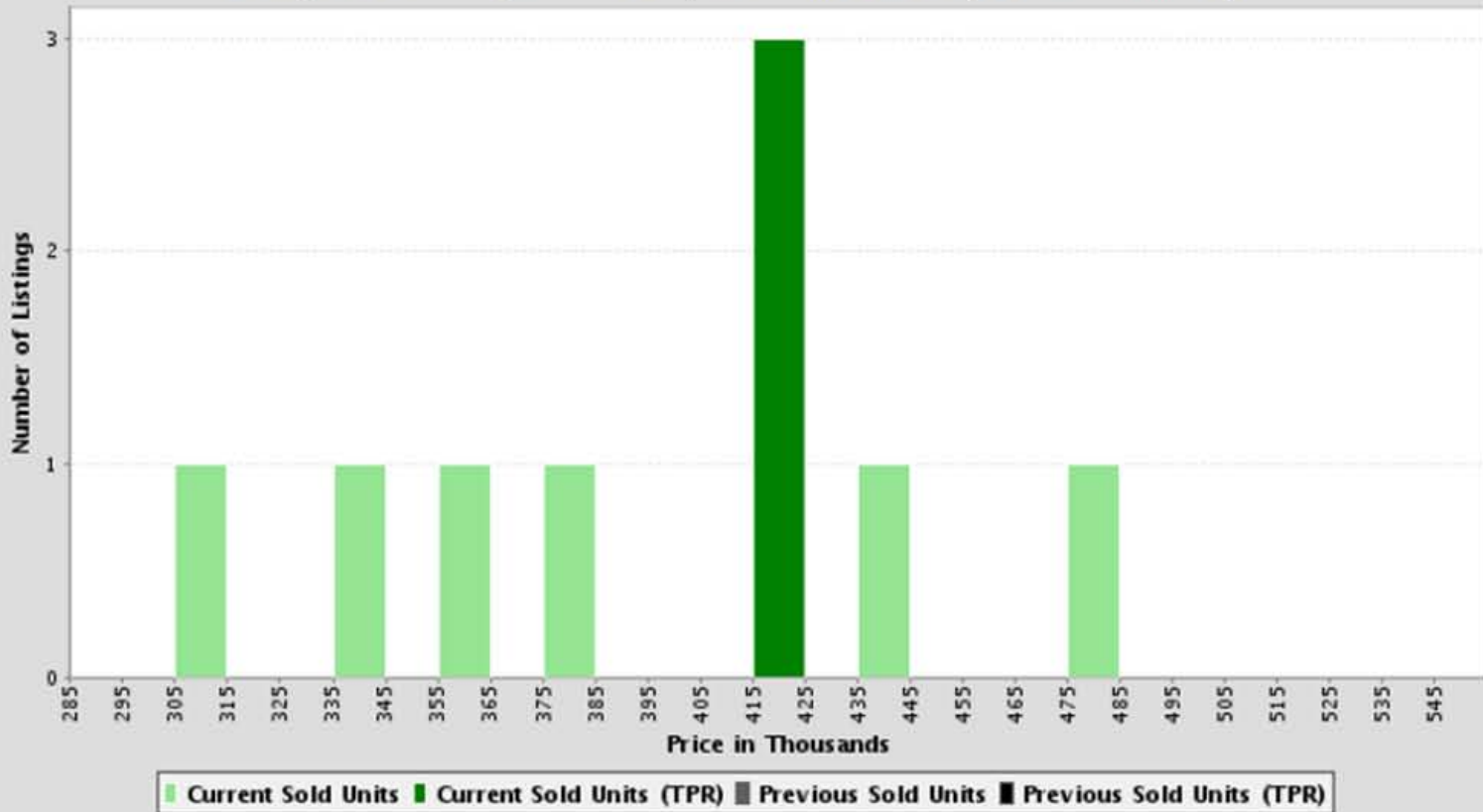
Calculation of the percent change is not applicable

Month	# Properties For Sale Last Day of Month	# UC Properties During Month	MSI	UC Average DOM
Dec-11	1	0		
Nov-11	1	1	1.0	104
Oct-11	2	1	2.0	18
Sep-11	2	1	2.0	68
Aug-11	3	3	1.0	57
Jul-11	4	0		
Jun-11	3	0		
May-11	3	1	3.0	11
Apr-11	3	1	3.0	21
Mar-11	3	1	3.0	5
Feb-11	2	2	1.0	72
Jan-11	4	0		
Dec-10	4	0		

Month's Supply of Inventory – chart shows the time, in months, that it would take to “sell” the remaining inventory for the month in question. This metric (Month's Supply of Inventory) is a “one number summary” of how market supply and demand are changing from month to month.

Market Size

Change in Sales Activity: Number of Properties Sold Last 365 Days vs. Previous 365 Days



	Last 365 Days	Previous 365 Days	Difference	% Difference
The number of properties sold in the last (most recent) 365 days compared to the previous 365 days has increased by 6 units. This represents a percentage increase of 200.0%.	9	3	6	200.0

Price Range (000's)	Last 365 Days	Previous 365 Days	Change	% Change	Most Frequent Property Attributes - Last 365 Days					Most Frequent Property Attributes - Previous 365 Days				
					BD	BA	SQ FT	Lot Size (SQFT)	\$/SQFT	BD	BA	SQ FT	Lot Size (SQFT)	\$/SQFT
225-235	0	1	-1	-100.0						2	1	879		255
255-265	0	2	-2	-100.0						2	1	879		294
285-295	0	0												
295-305	0	0												
305-315	1	0	1		2	2	1579		194					
315-325	0	0												
325-335	0	0												
335-345	1	0	1		2	2	1579		215					
345-355	0	0												
355-365	1	0	1		2	2	1577		227					
365-375	0	0												
375-385	1	0	1		2	2	1579		242					
385-395	0	0												
395-405	0	0												
405-415	0	0												
415-425	3	0	3		3	2	1744	684	238					
425-435	0	0												
435-445	1	0	1		3	2	1656		262					
445-455	0	0												
455-465	0	0												
465-475	0	0												
475-485	1	0	1		4	3	1999		237					