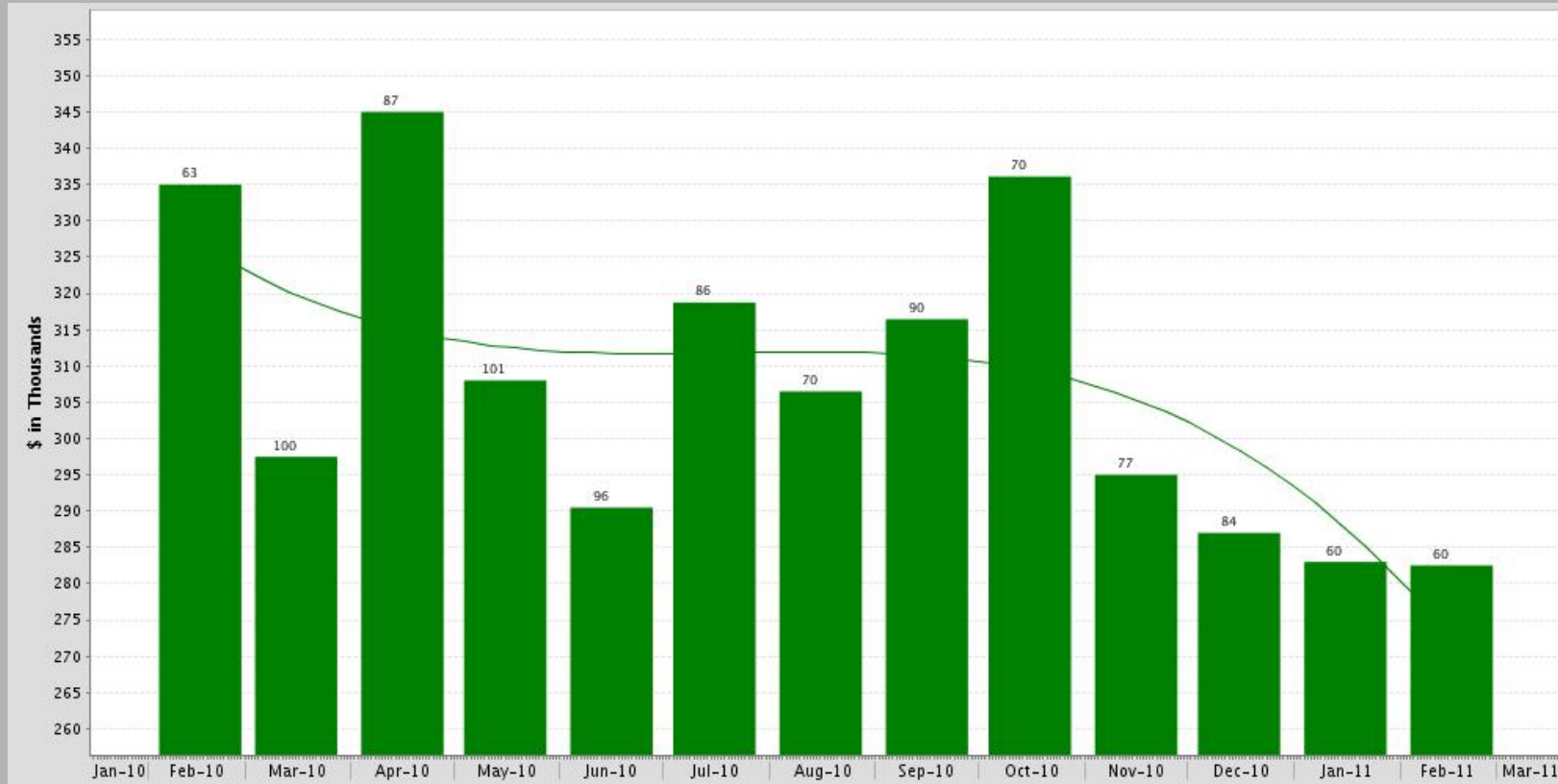


# Market Dynamics

**Harlan Griswold**  
**Bay East AOR**

## Median Sold Price by Month

Feb-10 vs. Feb-11: The median sold price is down 16%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
335,000	282,500	-52,500	-16%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

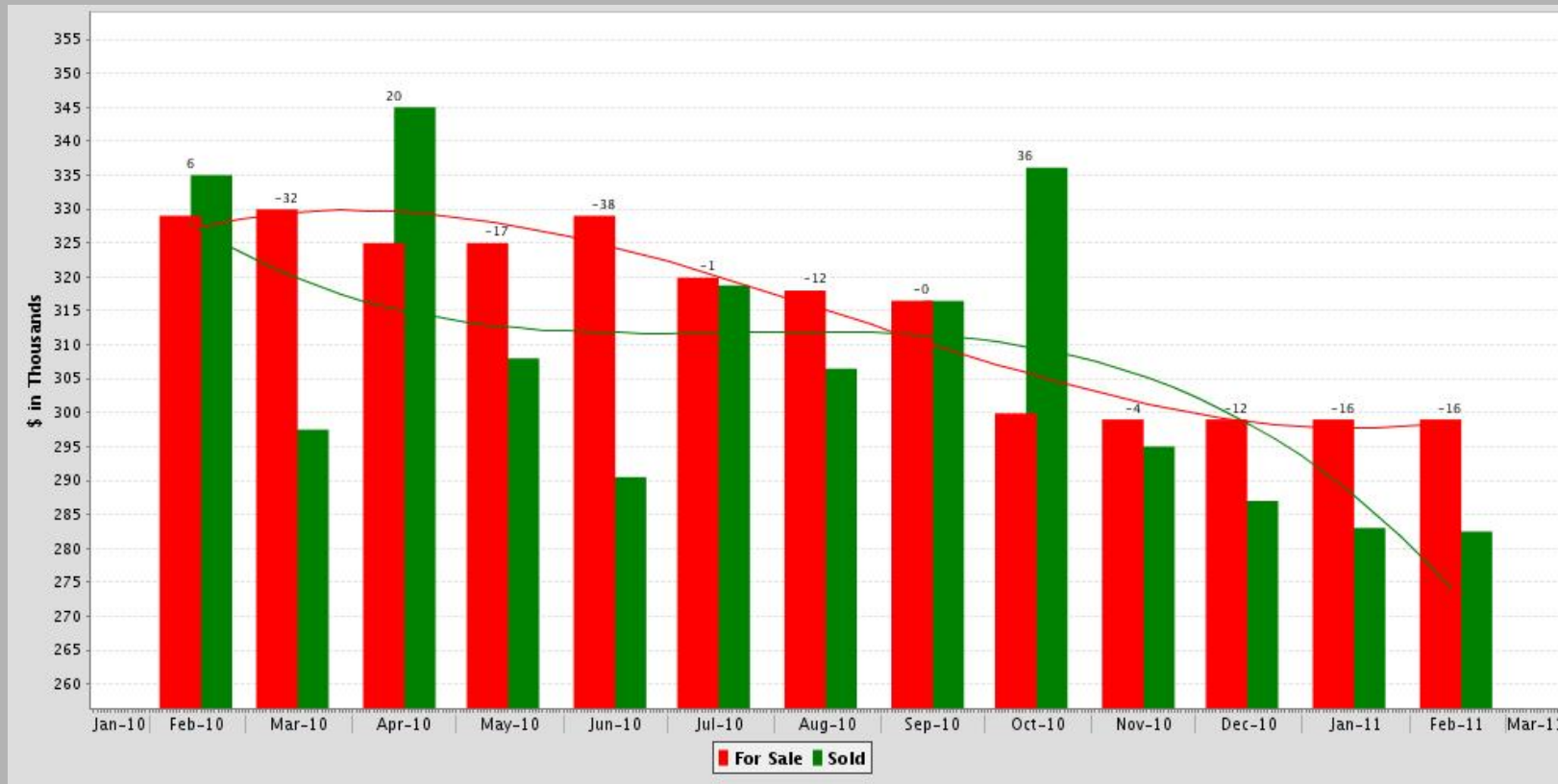
## Median Sold Price by Month

Feb-10 vs. Feb-11: The median sold price is down 16%

Time Period	Median Price	# Units	Average DOM
Feb-11	282,500	60	51
Jan-11	283,000	60	47
Dec-10	287,000	84	46
Nov-10	295,000	77	36
Oct-10	336,100	70	34
Sep-10	316,450	90	43
Aug-10	306,500	70	31
Jul-10	318,750	86	28
Jun-10	290,500	96	33
May-10	308,000	101	30
Apr-10	345,000	87	42
Mar-10	297,500	100	37
Feb-10	335,000	63	41

## Median For Sale vs. Median Sold

Feb-10 vs. Feb-11: The median price of for sale properties is down 9% and the median price of sold properties is down 16%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
329,000	299,000	-30,000	-9%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
335,000	282,500	-52,500	-16%

MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

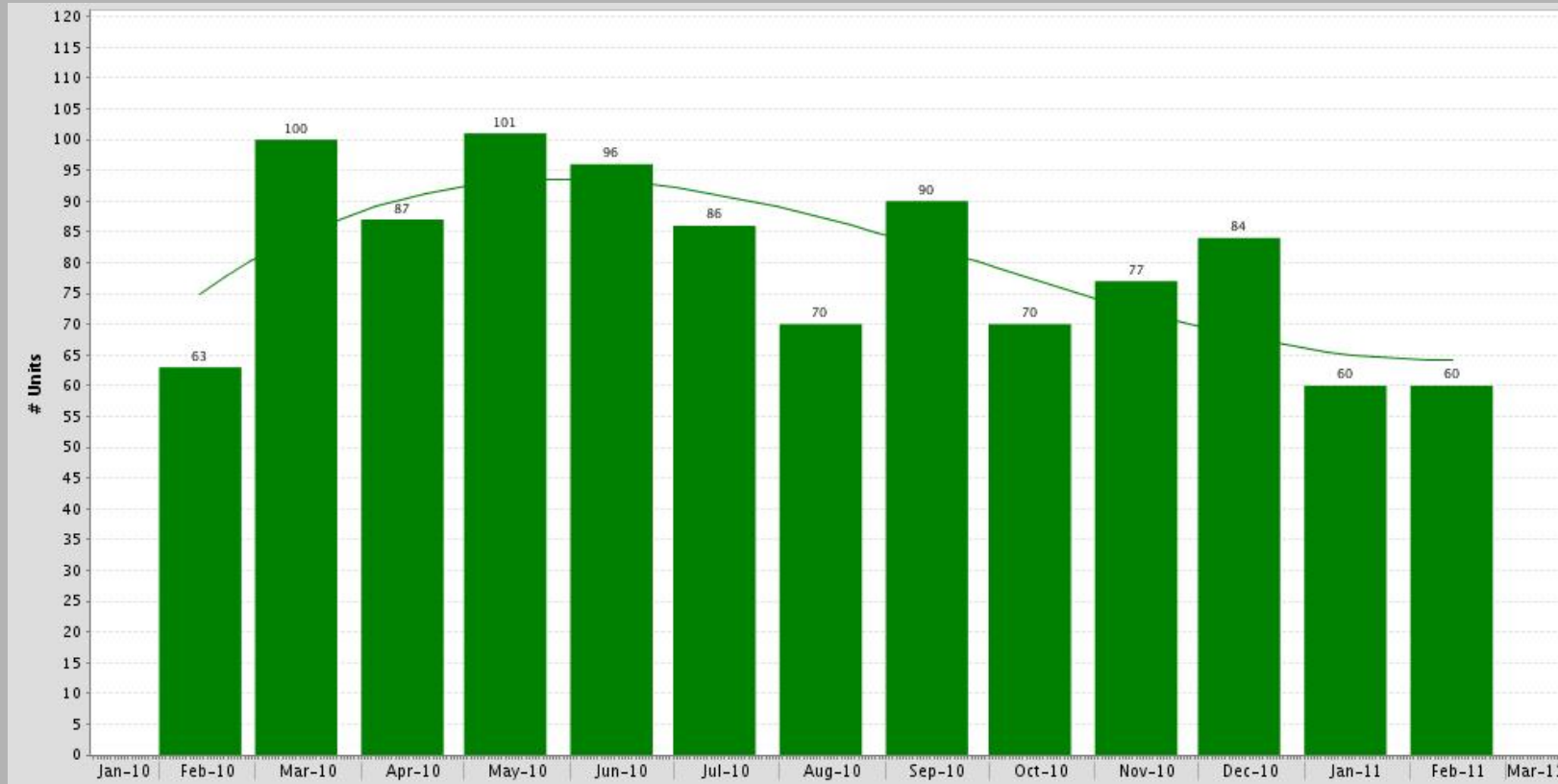
## Median For Sale vs. Median Sold

Feb-10 vs. Feb-11: The median price of for sale properties is down 9% and the median price of sold properties is down 16%

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Feb-11	299,000	435	282,500	60	-16,500
Jan-11	299,000	481	283,000	60	-16,000
Dec-10	299,000	454	287,000	84	-12,000
Nov-10	299,000	491	295,000	77	-4,000
Oct-10	299,900	500	336,100	70	36,200
Sep-10	316,500	496	316,450	90	-50
Aug-10	318,000	502	306,500	70	-11,500
Jul-10	319,900	468	318,750	86	-1,150
Jun-10	329,000	435	290,500	96	-38,500
May-10	325,000	402	308,000	101	-17,000
Apr-10	325,000	410	345,000	87	20,000
Mar-10	329,975	382	297,500	100	-32,475
Feb-10	329,000	357	335,000	63	6,000

## Sold Properties by Month

Feb-10 vs. Feb-11: The number of Sold properties is down 5%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
63	60	-3	-5%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

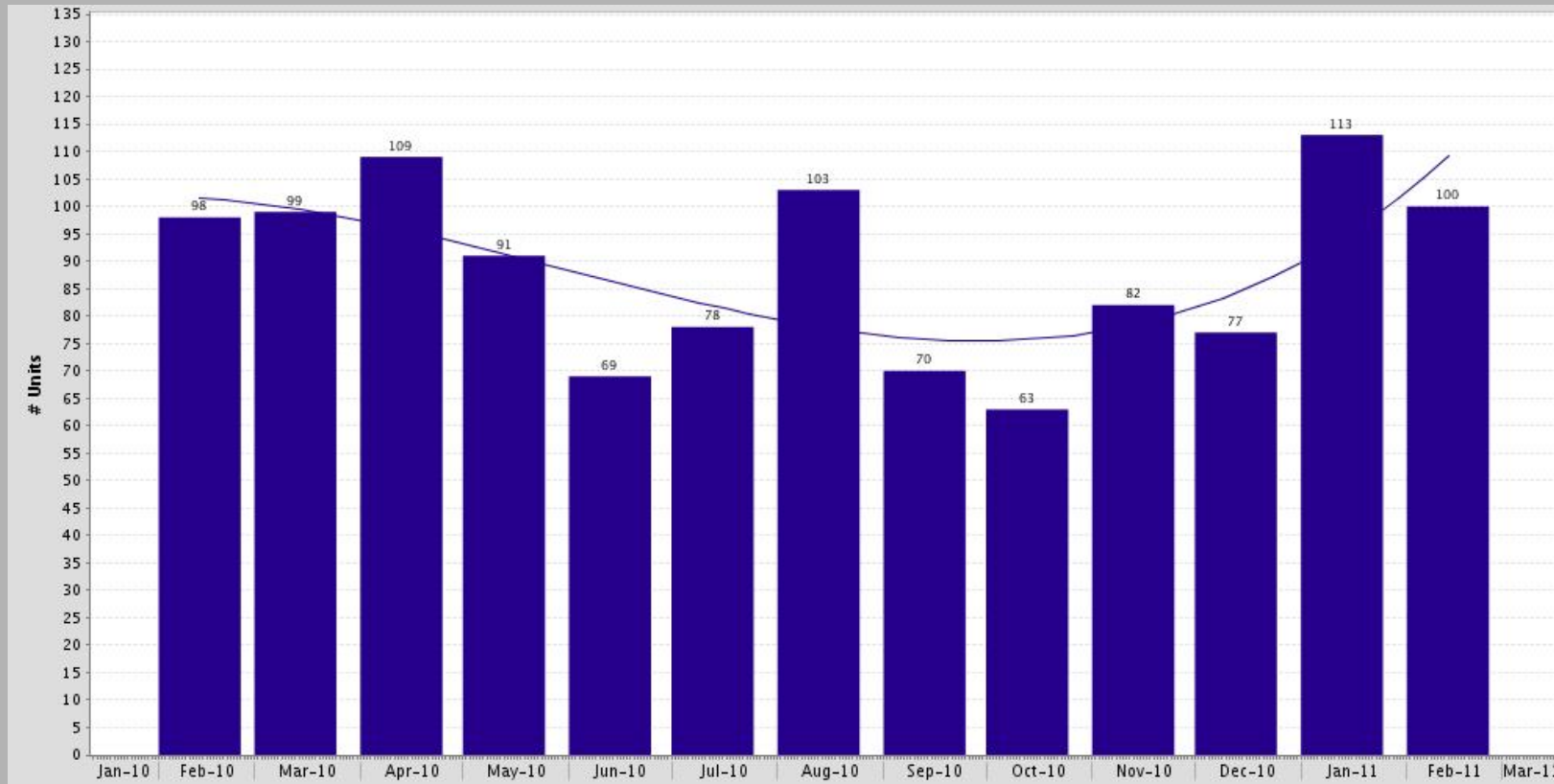
## Sold Properties by Month

Feb-10 vs. Feb-11: The number of Sold properties is down 5%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	60	282,500	51	36	60.0	240,000	24	40.0	352,500
Jan-11	60	283,000	47	31	51.7	225,000	29	48.3	318,300
Dec-10	84	287,000	46	42	50.0	249,200	42	50.0	307,000
Nov-10	77	295,000	36	41	53.2	265,000	36	46.8	347,500
Oct-10	70	336,100	34	34	48.6	277,450	36	51.4	406,975
Sep-10	90	316,450	43	49	54.4	260,000	41	45.6	389,000
Aug-10	70	306,500	31	31	44.3	261,000	39	55.7	350,000
Jul-10	86	318,750	28	49	57.0	295,000	37	43.0	340,000
Jun-10	96	290,500	33	42	43.8	266,250	54	56.2	334,500
May-10	101	308,000	30	53	52.5	270,000	48	47.5	330,975
Apr-10	87	345,000	42	44	50.6	289,900	43	49.4	375,000
Mar-10	100	297,500	37	53	53.0	275,000	47	47.0	333,000
Feb-10	63	335,000	41	33	52.4	305,000	30	47.6	335,000

## Under Contract Properties by Month

Feb-10 vs. Feb-11: The number of Under Contract properties is up 2%



### Feb-10 vs. Feb-11

**Feb-10**

**Feb-11**

**Change**

**%**

98

100

2

+2%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

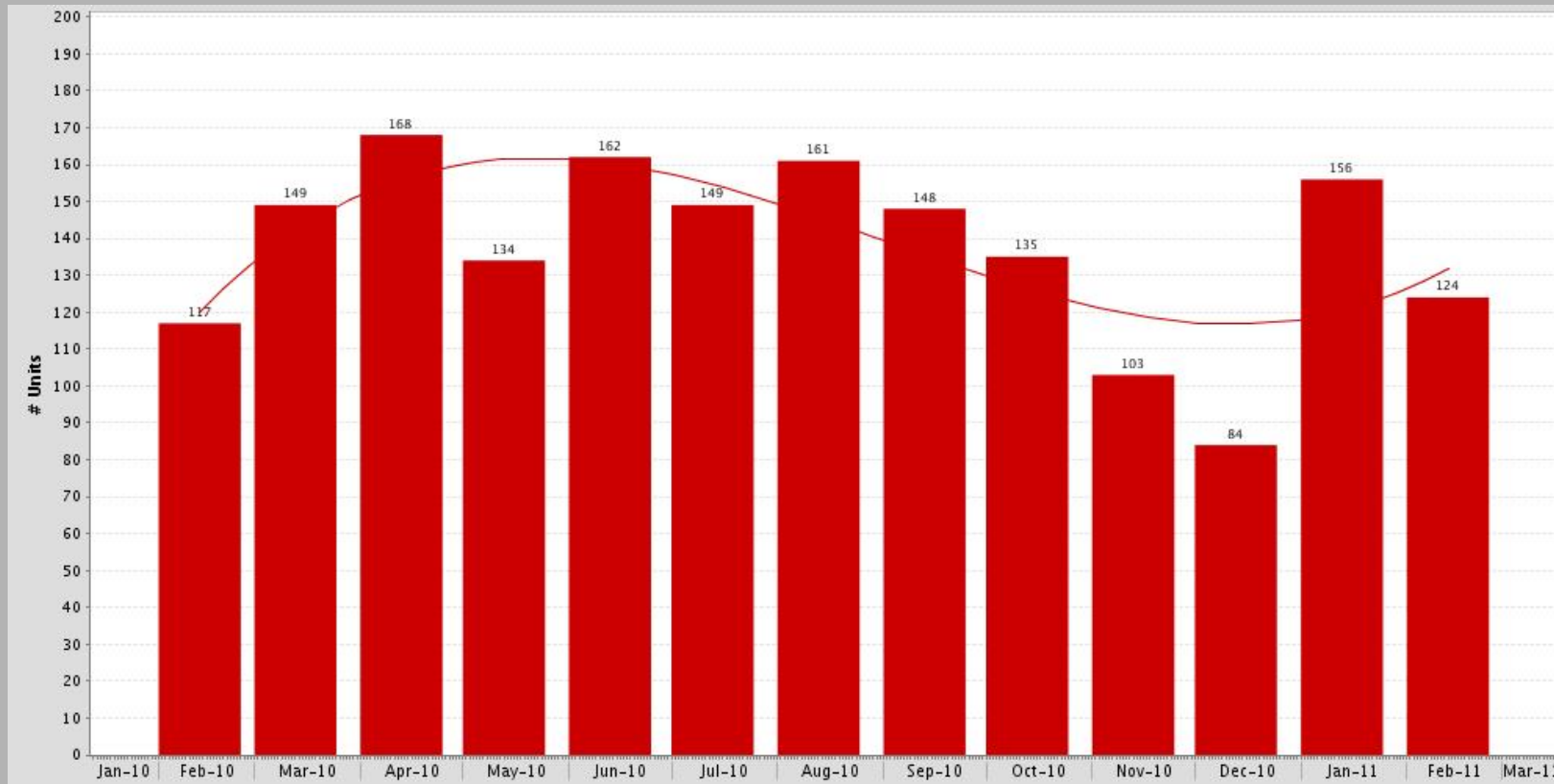
## Under Contract Properties by Month

Feb-10 vs. Feb-11: The number of Under Contract properties is up 2%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	100	304,950	53	66	66.0	286,950	34	34.0	337,500
Jan-11	113	279,500	56	80	70.8	264,950	33	29.2	339,900
Dec-10	77	285,000	59	55	71.4	259,900	22	28.6	326,750
Nov-10	82	299,000	47	45	54.9	239,900	37	45.1	314,950
Oct-10	63	309,950	46	32	50.8	242,000	31	49.2	349,500
Sep-10	70	337,475	36	35	50.0	262,000	35	50.0	375,000
Aug-10	103	325,000	38	57	55.3	280,000	46	44.7	417,000
Jul-10	78	319,450	36	28	35.9	262,350	50	64.1	363,250
Jun-10	69	315,900	32	37	53.6	265,000	32	46.4	364,500
May-10	91	299,900	34	42	46.1	282,450	49	53.9	349,000
Apr-10	109	310,000	29	55	50.5	270,000	54	49.5	349,000
Mar-10	99	324,500	31	57	57.6	269,000	42	42.4	369,500
Feb-10	98	312,500	37	46	46.9	275,000	52	53.1	339,000

## New Properties by Month

Feb-10 vs. Feb-11: The number of New properties is up 6%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
117	124	7	+6%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

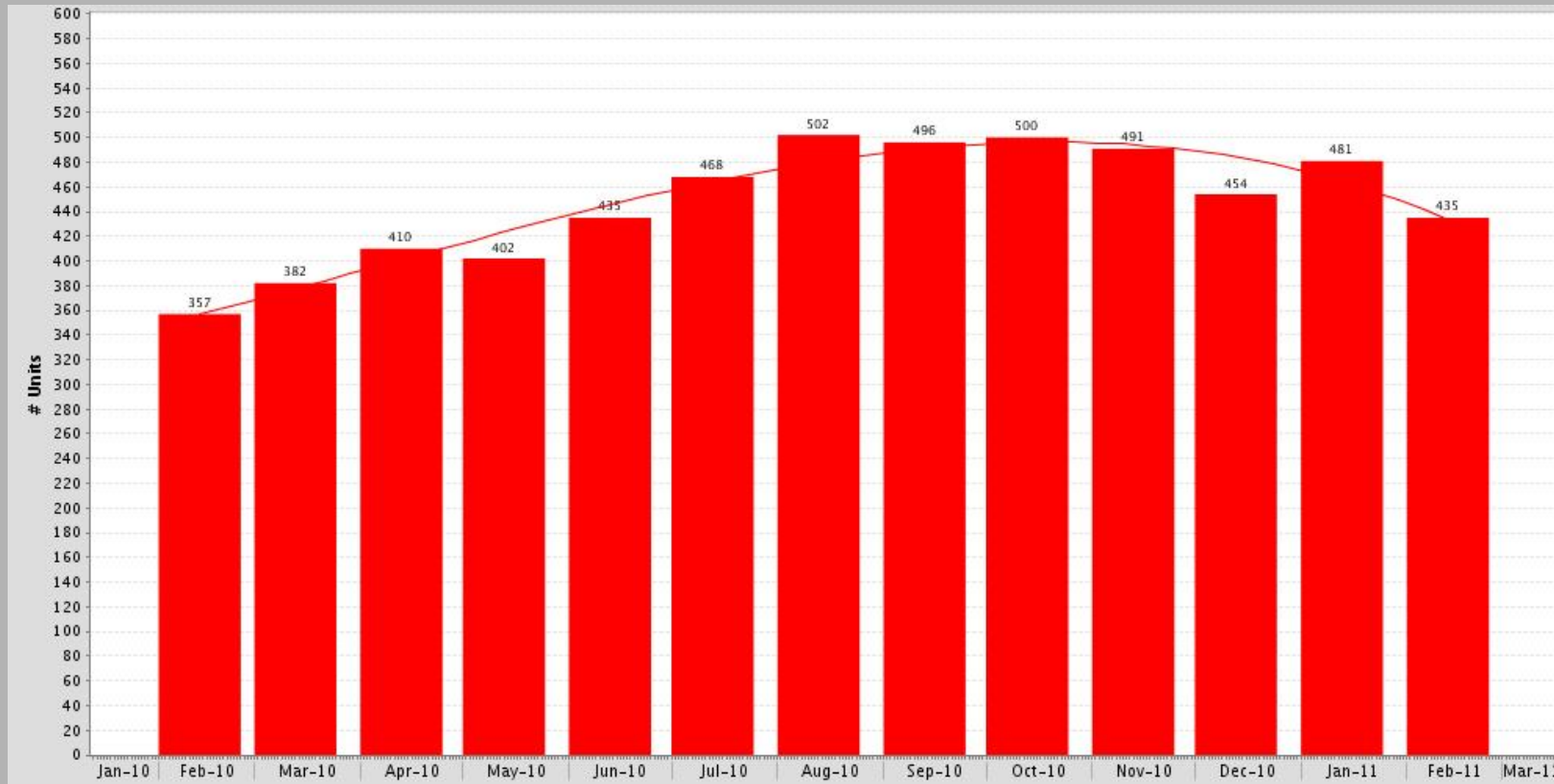
## New Properties by Month

Feb-10 vs. Feb-11: The number of New properties is up 6%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	124	299,000	74	59.7	280,250	50	40.3	334,945
Jan-11	156	299,000	94	60.3	289,900	62	39.7	325,000
Dec-10	84	289,900	60	71.4	267,400	24	28.6	344,950
Nov-10	103	289,900	58	56.3	244,900	45	43.7	363,500
Oct-10	135	299,000	66	48.9	282,425	69	51.1	305,000
Sep-10	148	332,450	77	52.0	289,500	71	48.0	375,000
Aug-10	161	325,000	91	56.5	263,200	70	43.5	378,750
Jul-10	149	279,900	75	50.3	269,950	74	49.7	352,475
Jun-10	162	339,000	91	56.2	318,000	71	43.8	379,000
May-10	134	312,450	74	55.2	291,250	60	44.8	369,450
Apr-10	168	317,500	84	50.0	288,000	84	50.0	349,450
Mar-10	149	325,000	82	55.0	297,450	67	45.0	395,000
Feb-10	117	335,000	67	57.3	274,900	50	42.7	349,500

## For Sale Properties by Month

Feb-10 vs. Feb-11: The number of For Sale properties is up 22%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
357	435	78	+22%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

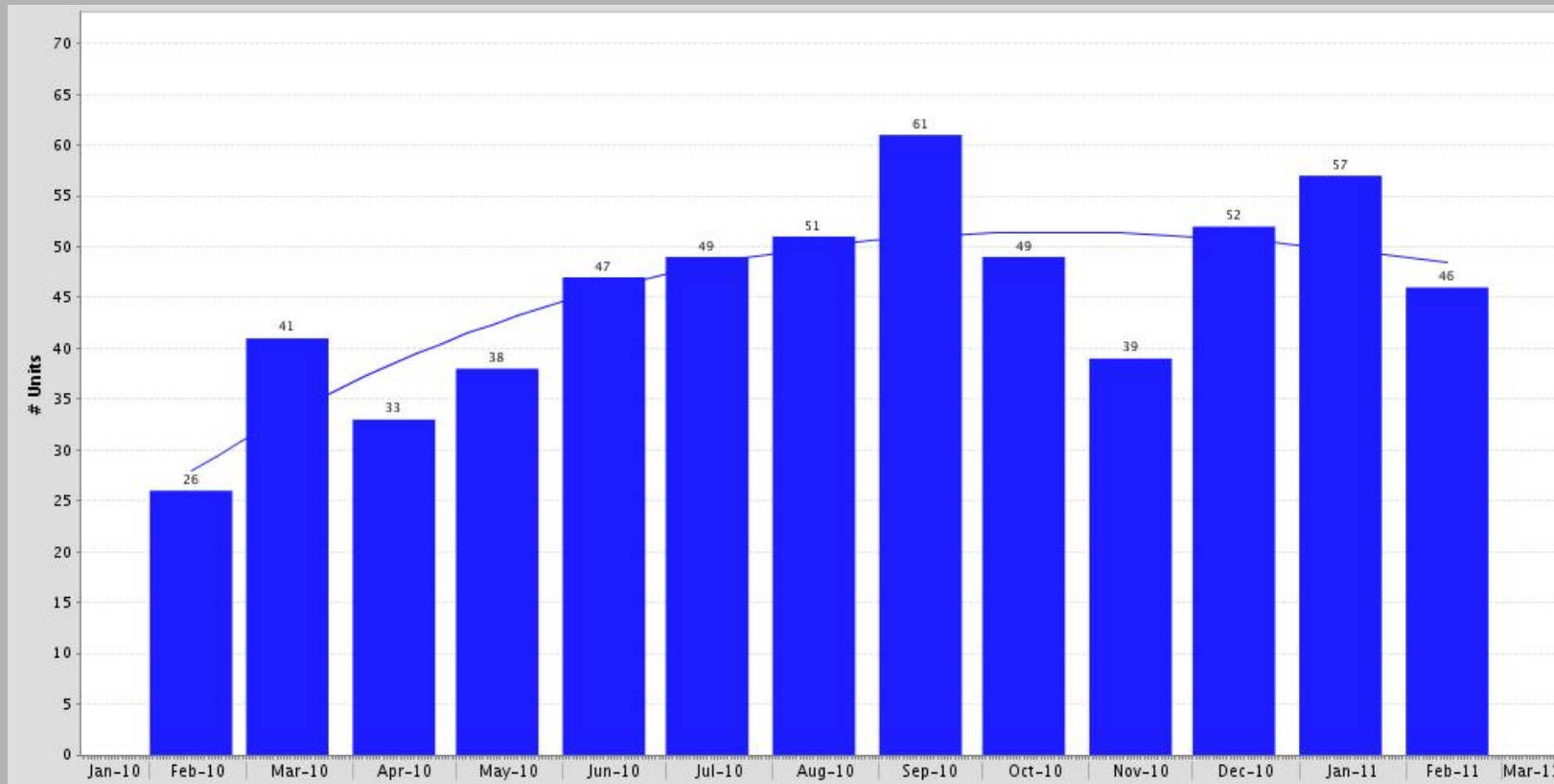
## For Sale Properties by Month

Feb-10 vs. Feb-11: The number of For Sale properties is up 22%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	435	299,000	81	267	61.4	275,681	168	38.6	349,700
Jan-11	481	299,000	97	308	64.0	275,000	173	36.0	349,000
Dec-10	454	299,000	113	295	65.0	275,000	159	35.0	349,900
Nov-10	491	299,000	111	302	61.5	274,950	189	38.5	349,000
Oct-10	500	299,900	110	300	60.0	284,900	200	40.0	341,500
Sep-10	496	316,500	109	298	60.1	280,900	198	39.9	375,000
Aug-10	502	318,000	104	311	62.0	280,000	191	38.0	385,000
Jul-10	468	319,900	103	269	57.5	284,900	199	42.5	385,000
Jun-10	435	329,000	103	257	59.1	295,000	178	40.9	394,975
May-10	402	325,000	96	229	57.0	293,500	173	43.0	375,000
Apr-10	410	325,000	88	233	56.8	294,900	177	43.2	372,900
Mar-10	382	329,975	84	235	61.5	299,000	147	38.5	389,000
Feb-10	357	329,000	84	218	61.1	282,500	139	38.9	372,900

## Expired Properties by Month

Feb-10 vs. Feb-11: The number of Expired properties is up 77%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
26	46	20	+77%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

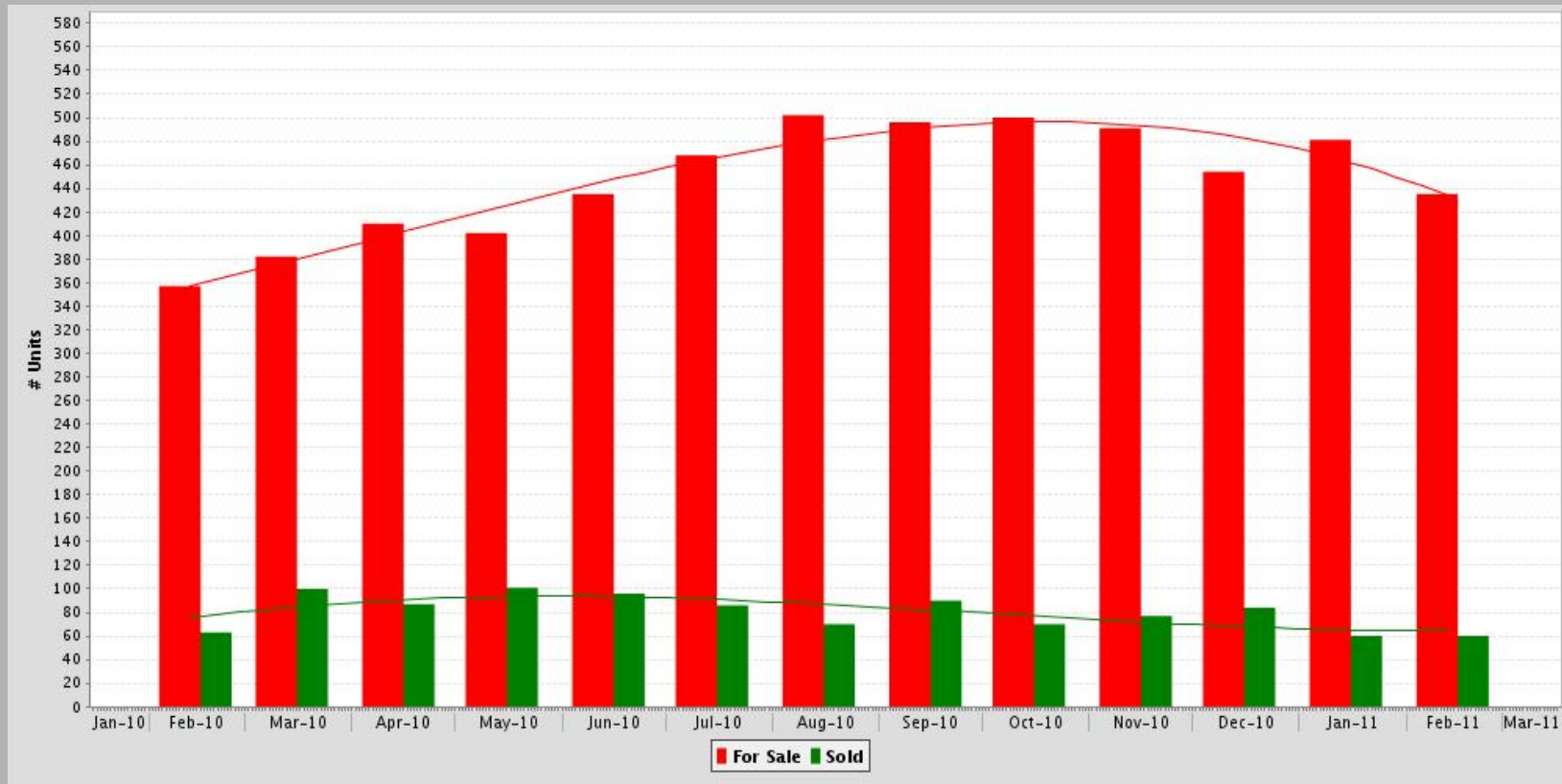
## Expired Properties by Month

Feb-10 vs. Feb-11: The number of Expired properties is up 77%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	46	299,000	91	29	63.0	285,000	17	37.0	369,900
Jan-11	57	299,000	126	35	61.4	289,900	22	38.6	317,400
Dec-10	52	322,000	90	26	50.0	299,444	26	50.0	332,000
Nov-10	39	299,900	76	22	56.4	265,000	17	43.6	350,000
Oct-10	49	299,900	73	24	49.0	299,450	25	51.0	319,988
Sep-10	61	335,000	82	29	47.5	274,950	32	52.5	407,450
Aug-10	51	345,000	68	33	64.7	324,900	18	35.3	399,450
Jul-10	49	365,000	78	21	42.9	339,900	28	57.1	425,000
Jun-10	47	339,000	79	26	55.3	294,000	21	44.7	425,000
May-10	38	364,000	52	21	55.3	300,000	17	44.7	420,000
Apr-10	33	350,000	45	23	69.7	349,900	10	30.3	355,000
Mar-10	41	400,000	53	29	70.7	345,000	12	29.3	524,475
Feb-10	26	279,950	43	19	73.1	265,000	7	26.9	299,500

### Supply & Demand by Month

Feb-10 vs. Feb-11: The number of for sale properties is up 22% and the number of sold properties is down 5%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
357	435	78	+22%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
63	60	-3	-5%

MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

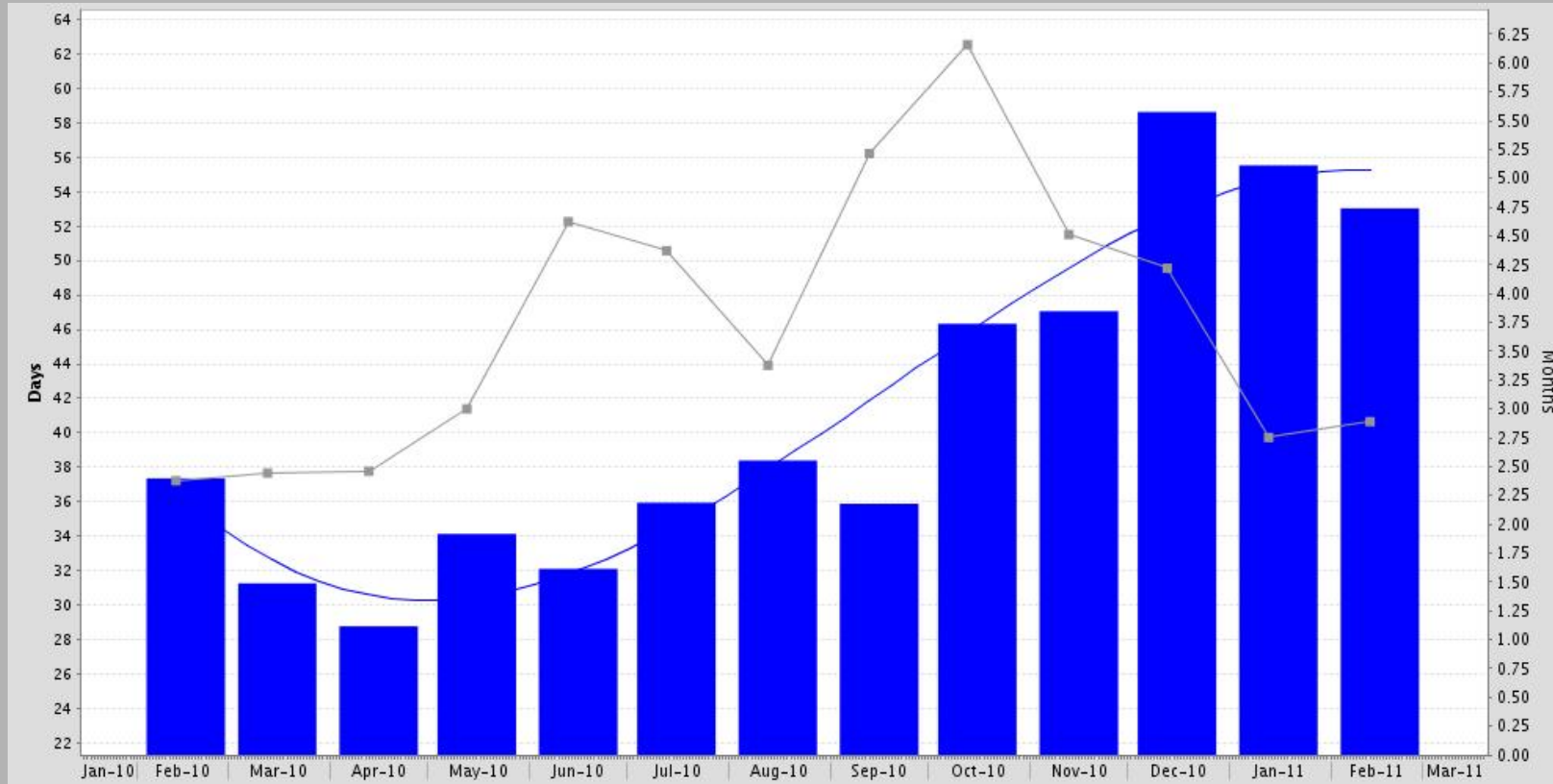
## Supply & Demand by Month

Feb-10 vs. Feb-11: The number of for sale properties is up 22% and the number of sold properties is down 5%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Feb-11	435	81	60	51
Jan-11	481	97	60	47
Dec-10	454	113	84	46
Nov-10	491	111	77	36
Oct-10	500	110	70	34
Sep-10	496	109	90	43
Aug-10	502	104	70	31
Jul-10	468	103	86	28
Jun-10	435	103	96	33
May-10	402	96	101	30
Apr-10	410	88	87	42
Mar-10	382	84	100	37
Feb-10	357	84	63	41

# The Average Days on Market by Month

Feb-10 vs. Feb-11: The average days on market is up 42%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
37	53	16	+42%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

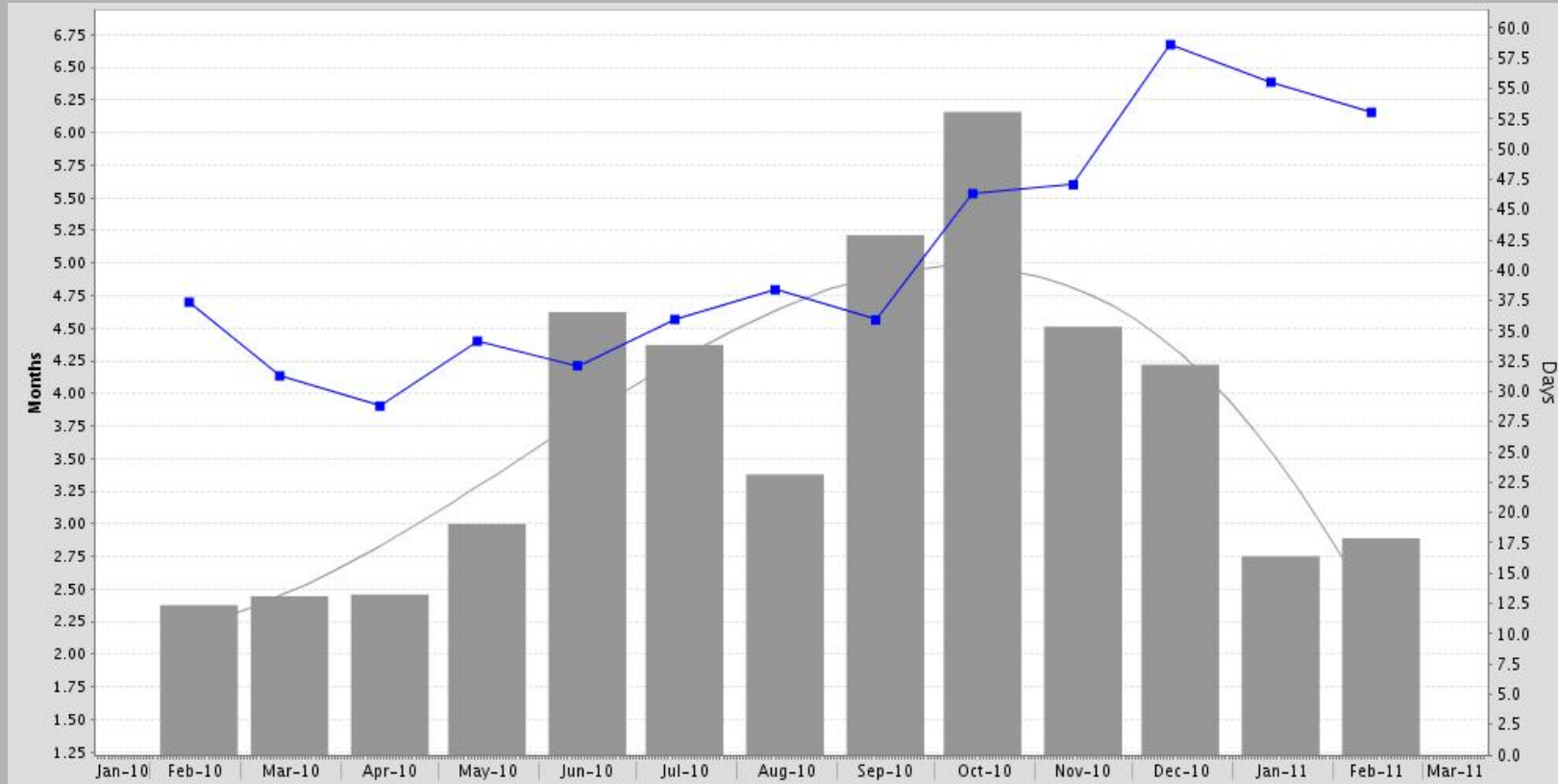
## The Average Days on Market by Month

Feb-10 vs. Feb-11: The average days on market is up 42%

Time Period	Average DOM	# UC Units
Feb-11	53	100
Jan-11	56	113
Dec-10	59	77
Nov-10	47	82
Oct-10	46	63
Sep-10	36	70
Aug-10	38	103
Jul-10	36	78
Jun-10	32	69
May-10	34	91
Apr-10	29	109
Mar-10	31	99
Feb-10	37	98

# Months Supply of Inventory

Feb-10 vs. Feb-11: The average months supply of inventory is up 22%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
2.4	2.9	0.5	+22%



MLS: MAXEBRD    Period: 1 year (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Detached Single)    Sq Ft: All  
 Cities: Concord

## Months Supply of Inventory

Feb-10 vs. Feb-11: The average months supply of inventory is up 22%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Feb-11	289	100	2.9	53
Jan-11	311	113	2.8	56
Dec-10	325	77	4.2	59
Nov-10	370	82	4.5	47
Oct-10	388	63	6.2	46
Sep-10	365	70	5.2	36
Aug-10	348	103	3.4	38
Jul-10	341	78	4.4	36
Jun-10	319	69	4.6	32
May-10	273	91	3.0	34
Apr-10	268	109	2.5	29
Mar-10	242	99	2.4	31
Feb-10	233	98	2.4	37