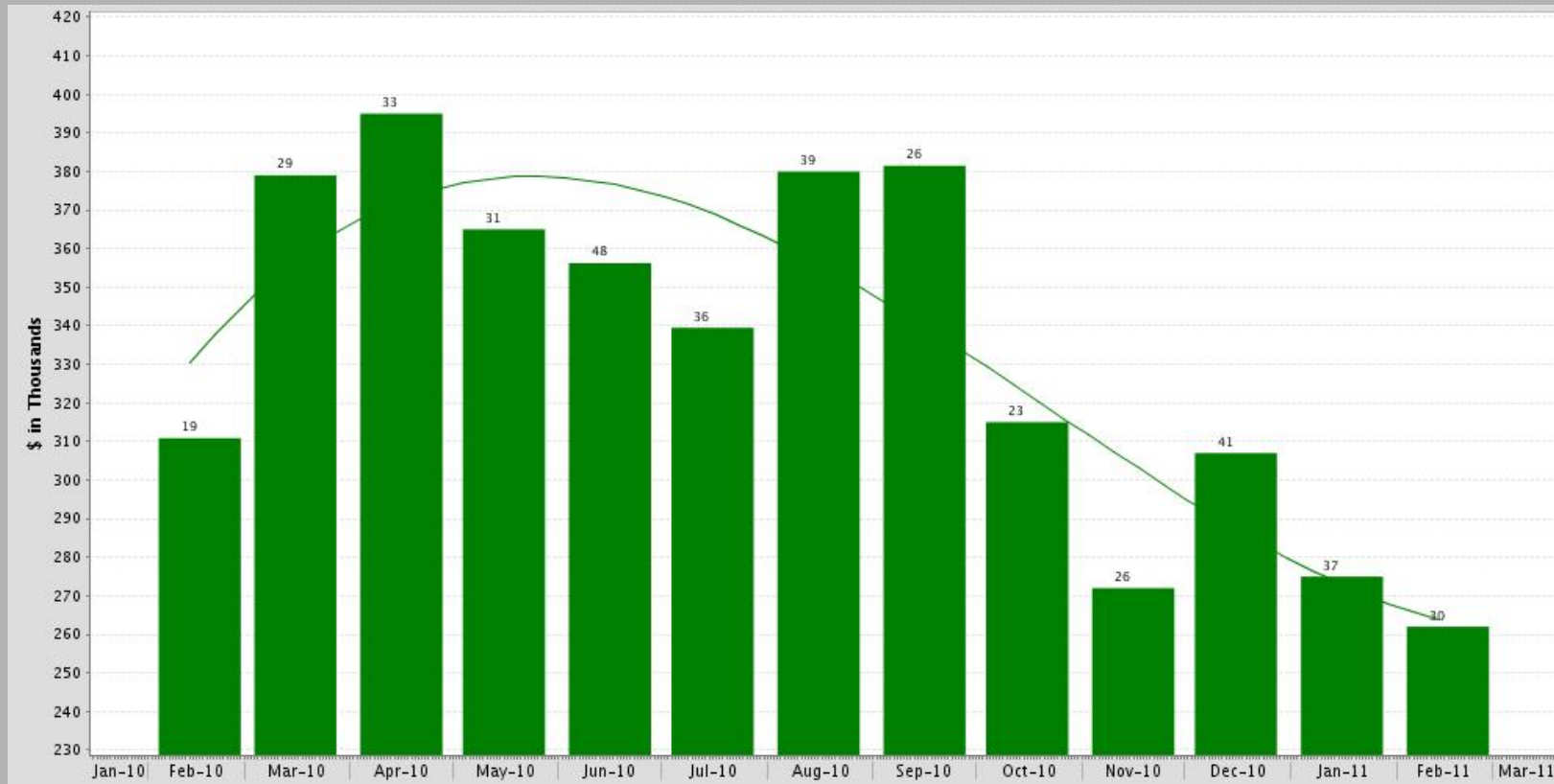


# Market Dynamics

**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	%
310,860	262,000	-48,860	-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: Martinez

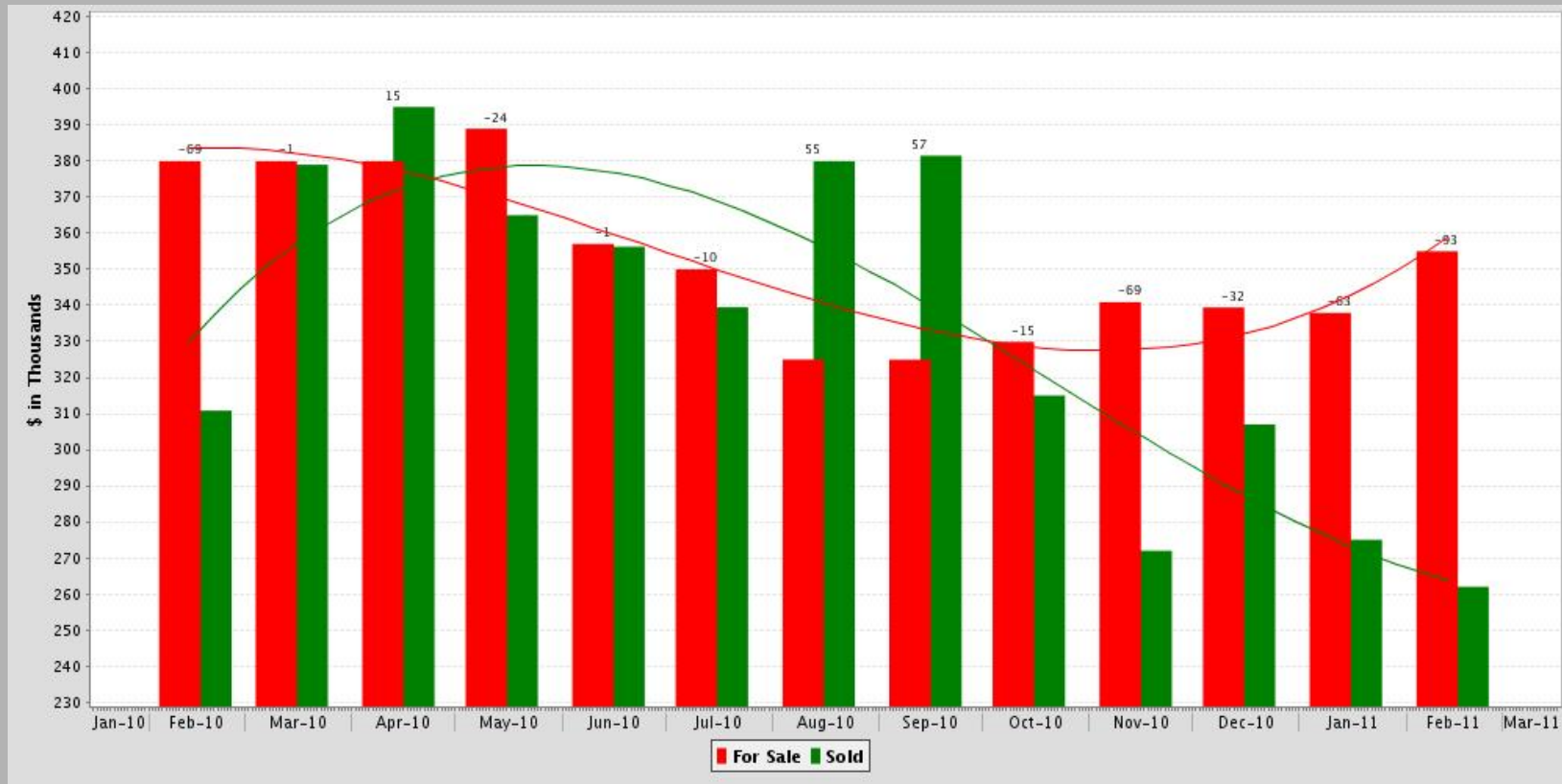
## Median Sold Price by Month

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

Time Period	Median Price	# Units	Average DOM
Feb-11	262,000	30	73
Jan-11	275,000	37	52
Dec-10	307,000	41	64
Nov-10	271,990	26	48
Oct-10	315,000	23	53
Sep-10	381,500	26	47
Aug-10	380,000	39	86
Jul-10	339,500	36	43
Jun-10	356,250	48	60
May-10	365,000	31	44
Apr-10	395,000	33	58
Mar-10	379,000	29	52
Feb-10	310,860	19	73

## Median For Sale vs. Median Sold

Feb-10 vs. Feb-11: The median price of for sale properties is down 7% and the median price of sold properties is down 16%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
379,950	355,000	-24,950	-7%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
310,860	262,000	-48,860	-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: Martinez

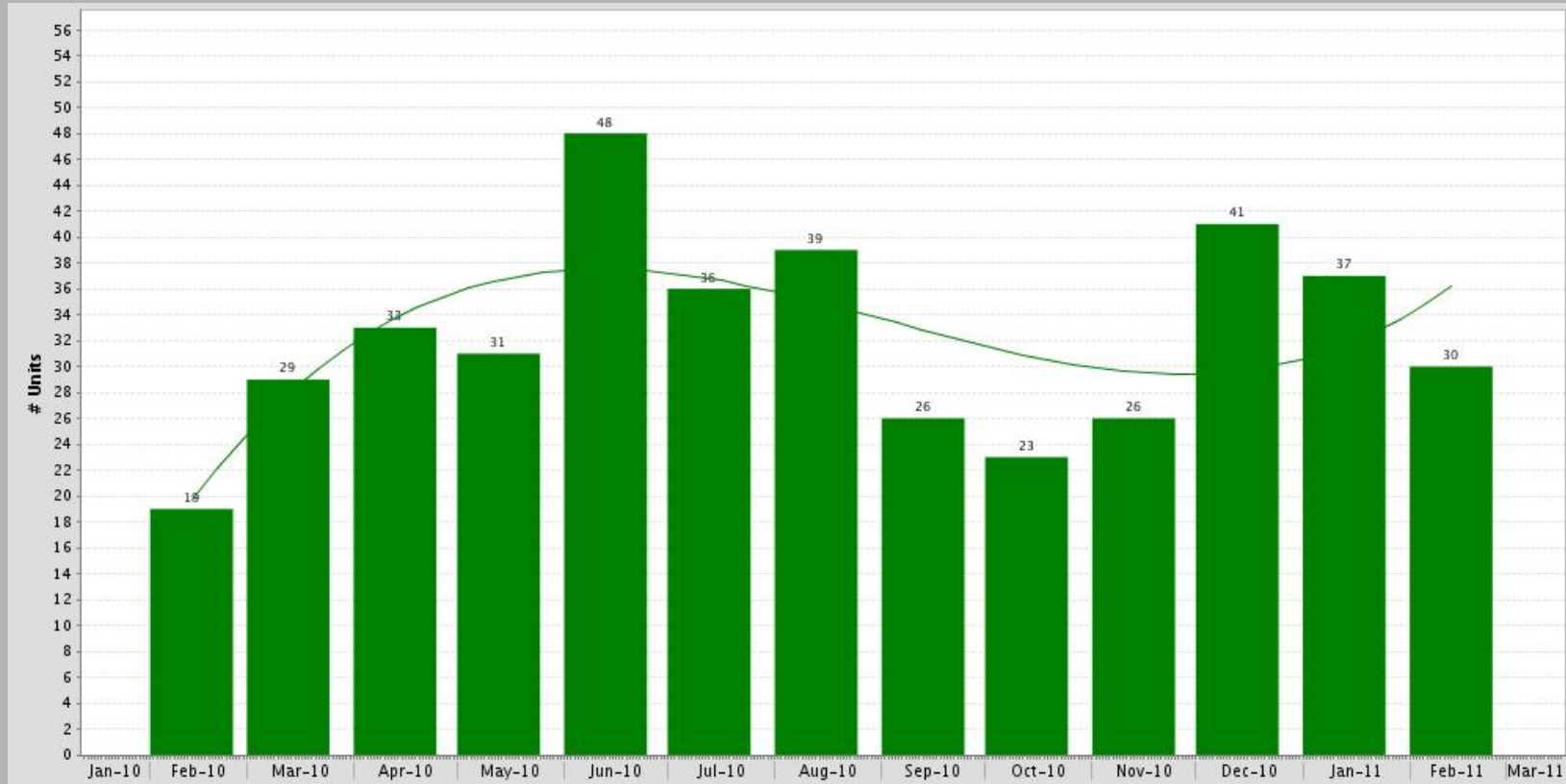
## Median For Sale vs. Median Sold

Feb-10 vs. Feb-11: The median price of for sale properties is down 7% 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	355,000	162	262,000	30	-93,000
Jan-11	337,900	181	275,000	37	-62,900
Dec-10	339,450	192	307,000	41	-32,450
Nov-10	340,900	215	271,990	26	-68,910
Oct-10	329,900	219	315,000	23	-14,900
Sep-10	324,950	207	381,500	26	56,550
Aug-10	325,000	217	380,000	39	55,000
Jul-10	350,000	214	339,500	36	-10,500
Jun-10	357,000	218	356,250	48	-750
May-10	389,000	208	365,000	31	-24,000
Apr-10	379,950	210	395,000	33	15,050
Mar-10	379,950	206	379,000	29	-950
Feb-10	379,950	177	310,860	19	-69,090

## Sold Properties by Month

Feb-10 vs. Feb-11: The number of Sold properties is up 58%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
19	30	11	+58%



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: Martinez

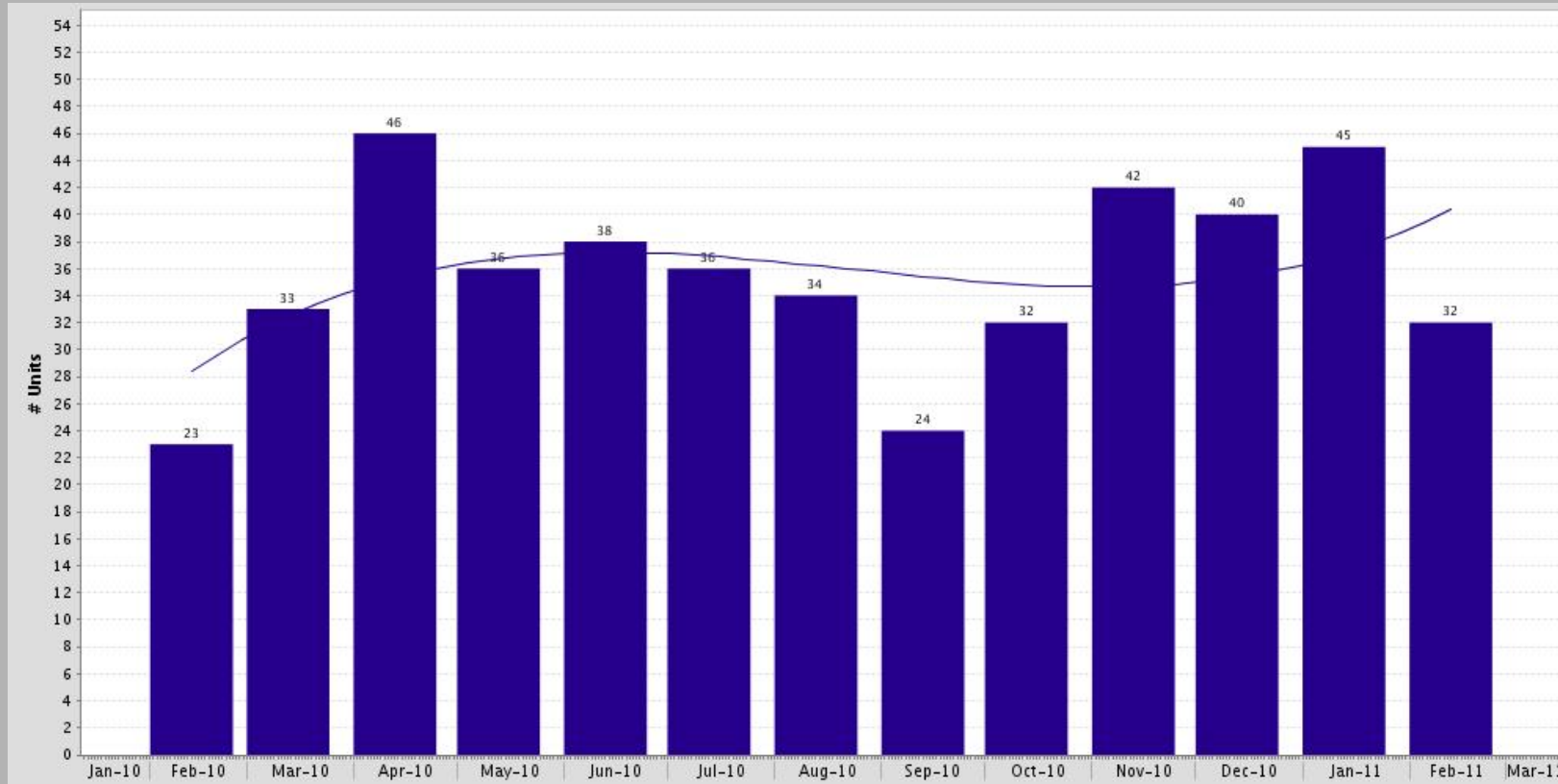
## Sold Properties by Month

Feb-10 vs. Feb-11: The number of Sold properties is up 58%

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	30	262,000	73	18	60.0	241,500	12	40.0	310,000
Jan-11	37	275,000	52	19	51.4	250,000	18	48.6	367,500
Dec-10	41	307,000	64	27	65.8	275,000	14	34.1	470,000
Nov-10	26	271,990	48	12	46.1	213,278	14	53.9	334,500
Oct-10	23	315,000	53	11	47.8	215,000	12	52.2	412,500
Sep-10	26	381,500	47	11	42.3	363,000	15	57.7	400,000
Aug-10	39	380,000	86	21	53.9	240,000	18	46.1	434,500
Jul-10	36	339,500	43	15	41.7	305,000	21	58.3	395,000
Jun-10	48	356,250	60	25	52.1	230,000	23	47.9	394,000
May-10	31	365,000	44	9	29.0	320,000	22	71.0	377,188
Apr-10	33	395,000	58	11	33.3	370,000	22	66.7	408,500
Mar-10	29	379,000	52	16	55.2	297,000	13	44.8	380,000
Feb-10	19	310,860	73	10	52.6	310,430	9	47.4	375,000

## Under Contract Properties by Month

Feb-10 vs. Feb-11: The number of Under Contract properties is up 39%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
23	32	9	+39%



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: Martinez

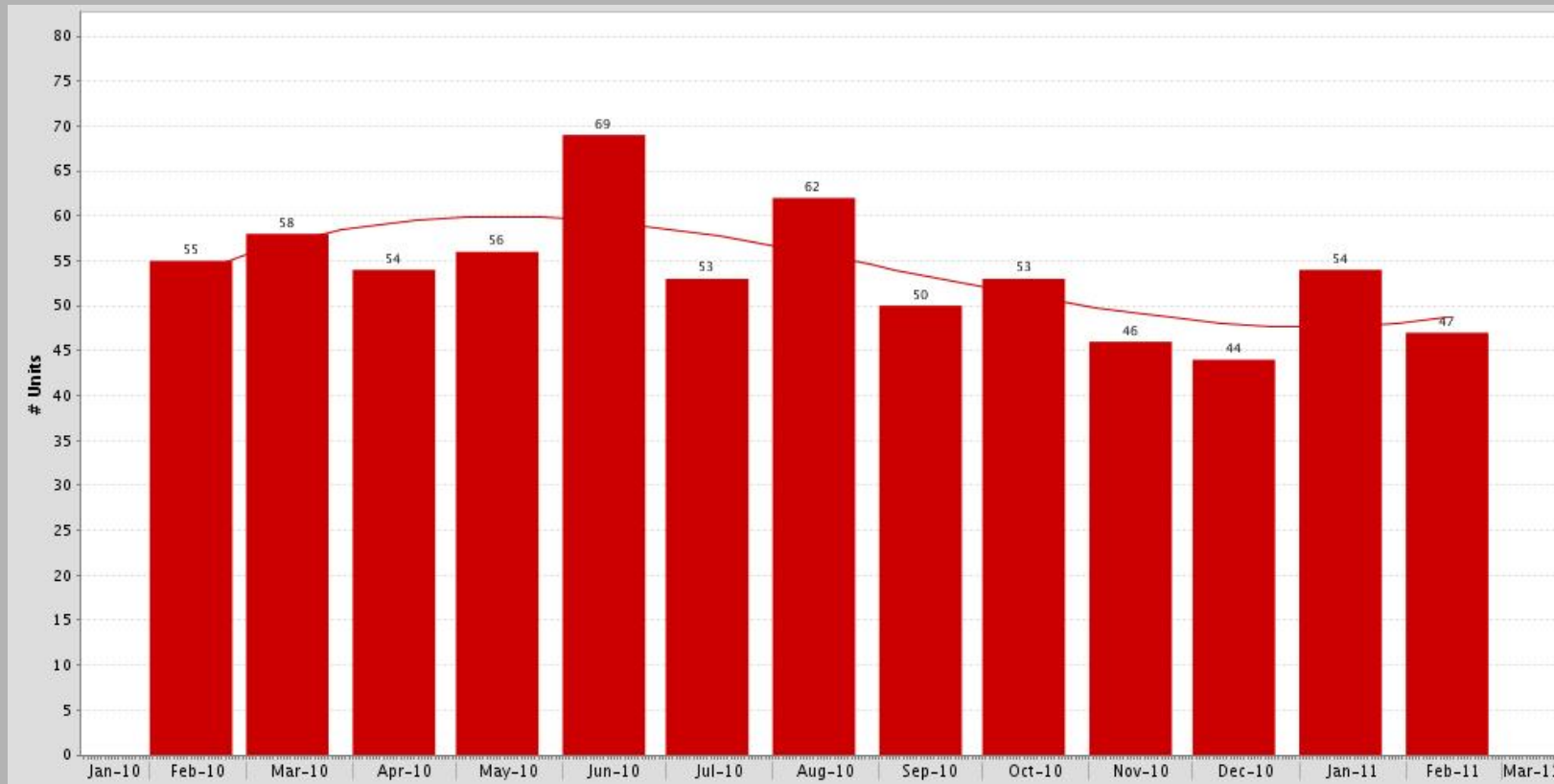
## Under Contract Properties by Month

Feb-10 vs. Feb-11: The number of Under Contract properties is up 39%

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	32	307,450	41	23	71.9	289,950	9	28.1	375,000
Jan-11	45	299,000	83	27	60.0	265,000	18	40.0	350,000
Dec-10	40	273,950	66	23	57.5	250,000	17	42.5	329,950
Nov-10	42	259,450	47	27	64.3	235,000	15	35.7	419,000
Oct-10	32	299,450	50	20	62.5	262,475	12	37.5	322,475
Sep-10	24	292,500	46	16	66.7	217,450	8	33.3	404,000
Aug-10	34	401,400	44	16	47.1	244,950	18	52.9	442,000
Jul-10	36	354,250	61	10	27.8	264,750	26	72.2	407,500
Jun-10	38	312,500	44	21	55.3	269,000	17	44.7	350,000
May-10	36	399,500	60	19	52.8	229,900	17	47.2	439,000
Apr-10	46	369,925	81	19	41.3	265,000	27	58.7	415,000
Mar-10	33	395,000	52	10	30.3	312,500	23	69.7	399,950
Feb-10	23	380,000	31	13	56.5	325,000	10	43.5	405,000

## New Properties by Month

Feb-10 vs. Feb-11: The number of New properties is down 15%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
55	47	-8	-15%



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: Martinez

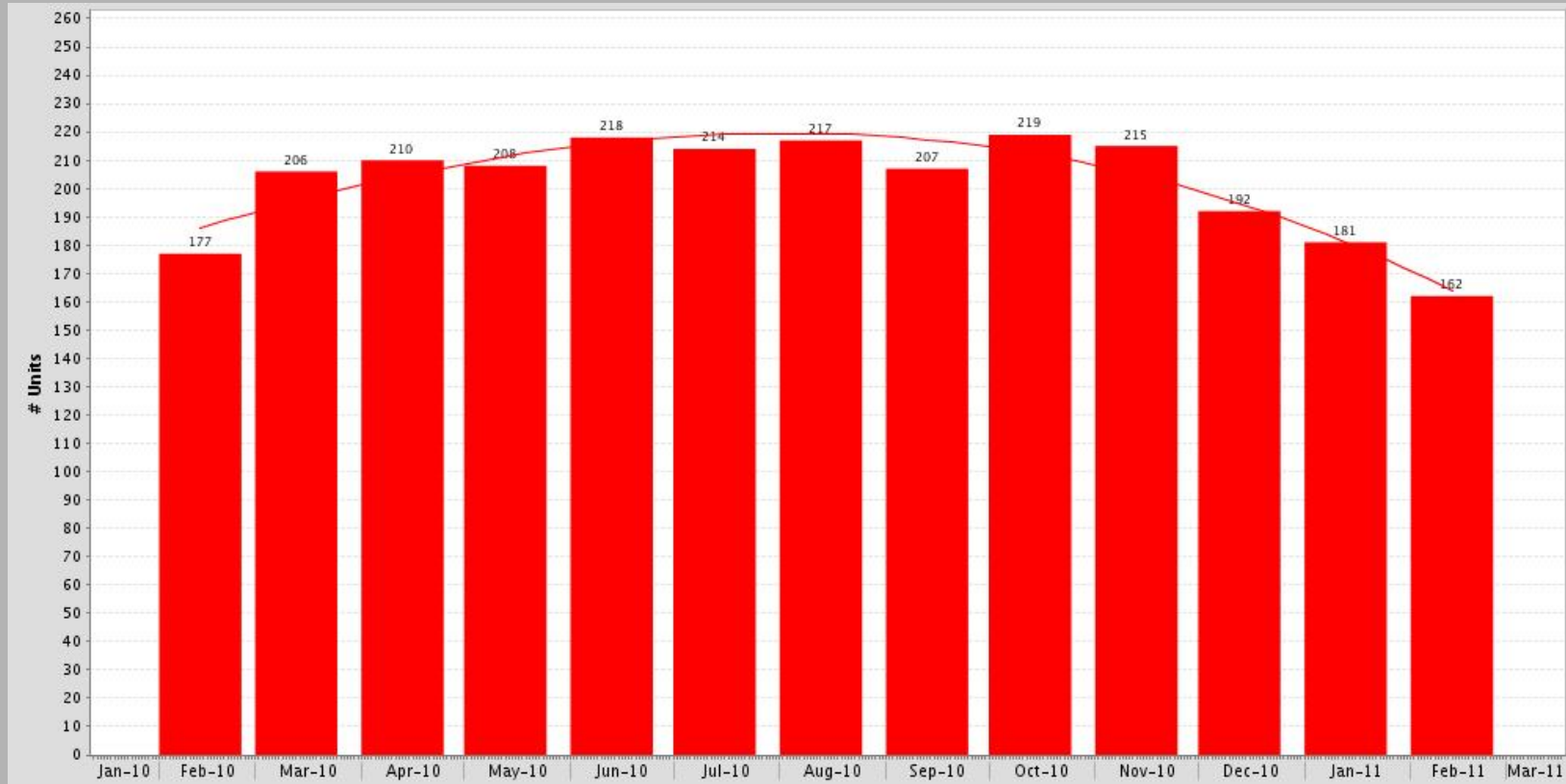
## New Properties by Month

Feb-10 vs. Feb-11: The number of New properties is down 15%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Feb-11	47	350,000	22	46.8	327,000	25	53.2	409,000
Jan-11	54	326,950	29	53.7	265,000	25	46.3	454,000
Dec-10	44	275,450	28	63.6	250,000	16	36.4	329,500
Nov-10	46	319,850	27	58.7	230,000	19	41.3	358,900
Oct-10	53	364,900	24	45.3	261,425	29	54.7	449,000
Sep-10	50	327,000	18	36.0	249,900	32	64.0	384,000
Aug-10	62	299,450	36	58.1	267,450	26	41.9	444,250
Jul-10	53	284,000	29	54.7	210,000	24	45.3	422,500
Jun-10	69	289,000	30	43.5	249,250	39	56.5	410,000
May-10	56	360,000	27	48.2	269,000	29	51.8	425,000
Apr-10	54	389,000	24	44.4	324,500	30	55.6	427,000
Mar-10	58	390,777	26	44.8	327,400	32	55.2	437,450
Feb-10	55	374,888	21	38.2	299,900	34	61.8	399,950

## For Sale Properties by Month

Feb-10 vs. Feb-11: The number of For Sale properties is down 8%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
177	162	-15	-8%



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: Martinez

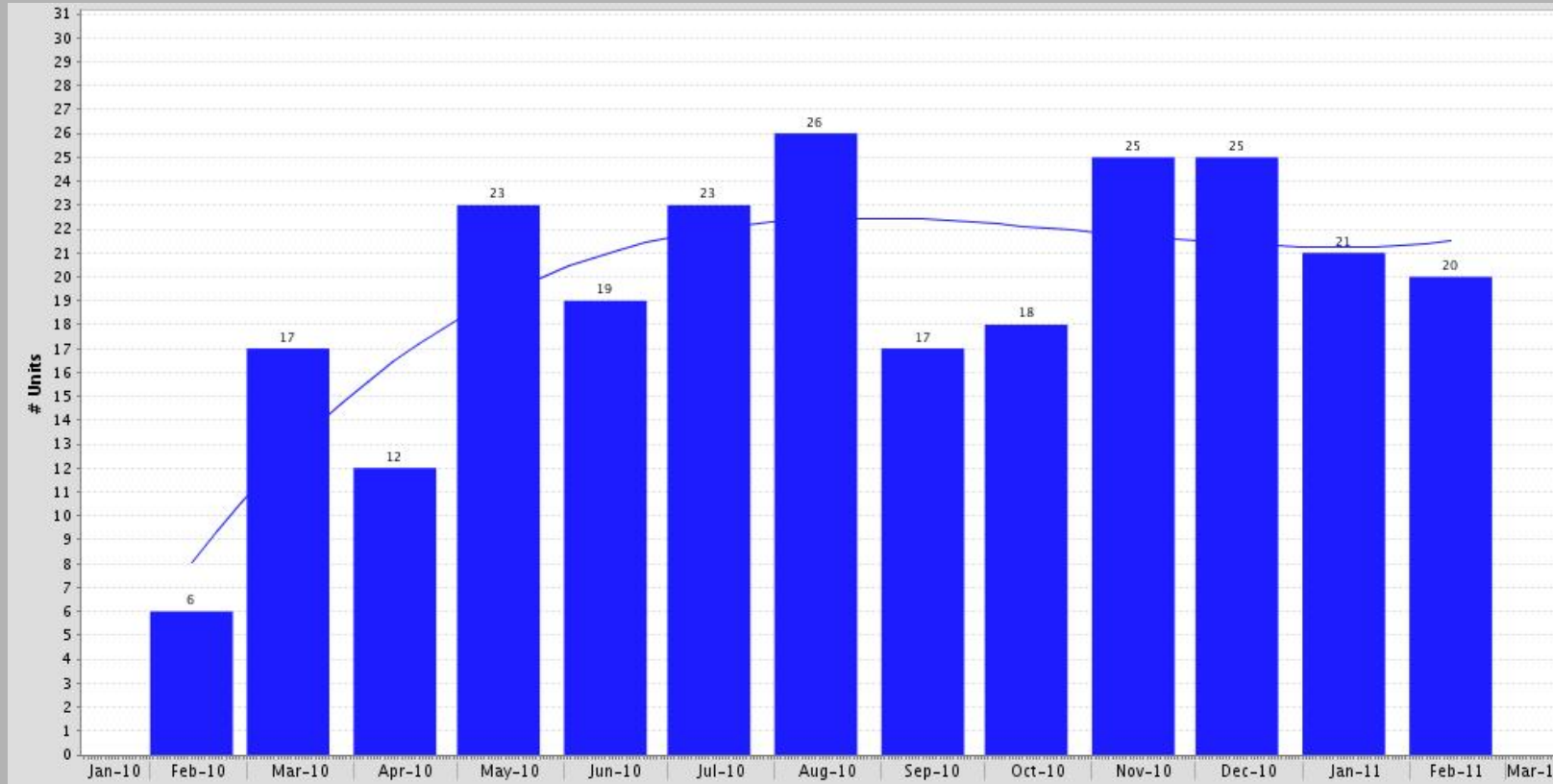
## For Sale Properties by Month

Feb-10 vs. Feb-11: The number of For Sale properties is down 8%

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	162	355,000	81	79	48.8	295,000	83	51.2	449,500
Jan-11	181	337,900	104	90	49.7	262,500	91	50.3	409,000
Dec-10	192	339,450	118	93	48.4	259,900	99	51.6	386,500
Nov-10	215	340,900	120	103	47.9	245,000	112	52.1	412,500
Oct-10	219	329,900	120	102	46.6	249,925	117	53.4	424,950
Sep-10	207	324,950	126	98	47.3	242,500	109	52.7	418,000
Aug-10	217	325,000	124	112	51.6	240,000	105	48.4	439,000
Jul-10	214	350,000	126	97	45.3	249,000	117	54.7	425,000
Jun-10	218	357,000	129	98	45.0	259,950	120	55.0	419,000
May-10	208	389,000	132	99	47.6	309,900	109	52.4	439,000
Apr-10	210	379,950	136	98	46.7	299,900	112	53.3	439,000
Mar-10	206	379,950	143	92	44.7	299,900	114	55.3	424,950
Feb-10	177	379,950	146	82	46.3	299,000	95	53.7	421,999

## Expired Properties by Month

Feb-10 vs. Feb-11: The number of Expired properties is up 233%



### Feb-10 vs. Feb-11

**Feb-10**

**Feb-11**

**Change**

**%**

6

20

14

+233%



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: Martinez

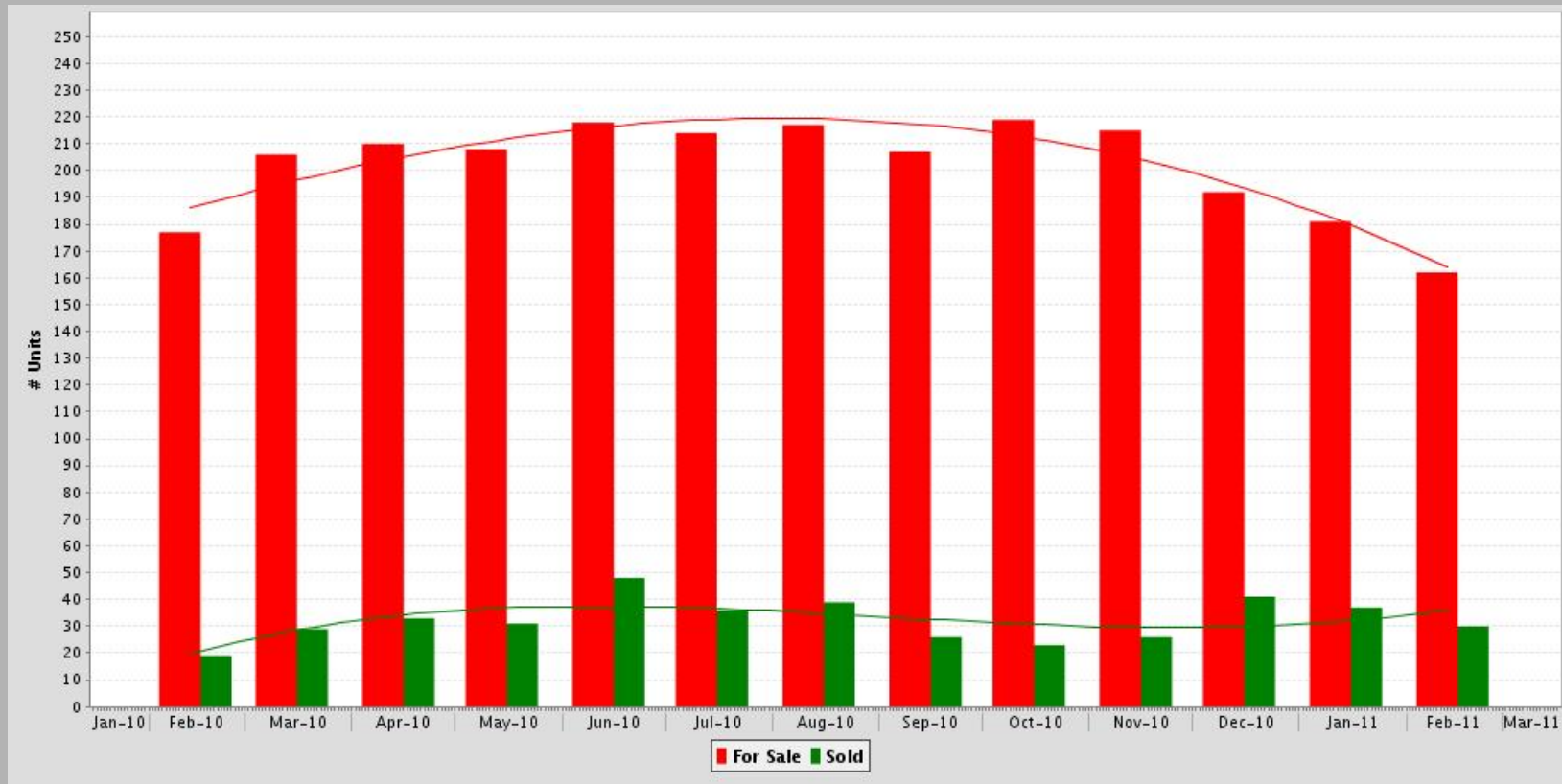
## Expired Properties by Month

Feb-10 vs. Feb-11: The number of Expired properties is up 233%

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	20	378,500	132	8	40.0	215,000	12	60.0	437,225
Jan-11	21	295,000	125	6	28.6	226,500	15	71.4	340,900
Dec-10	25	395,000	121	9	36.0	250,000	16	64.0	461,950
Nov-10	25	389,000	123	11	44.0	259,000	14	56.0	461,000
Oct-10	18	427,000	101	6	33.3	286,500	12	66.7	467,500
Sep-10	17	399,000	107	4	23.5	344,950	13	76.5	399,000
Aug-10	26	277,450	92	16	61.5	217,450	10	38.5	734,725
Jul-10	23	365,000	106	11	47.8	299,000	12	52.2	399,500
Jun-10	19	360,000	177	9	47.4	295,000	10	52.6	524,925
May-10	23	439,000	89	12	52.2	349,450	11	47.8	455,000
Apr-10	12	337,450	98	7	58.3	324,900	5	41.7	539,000
Mar-10	17	350,000	135	8	47.1	317,400	9	52.9	419,950
Feb-10	6	390,450	68	3	50.0	355,900	3	50.0	599,000

# Supply & Demand by Month

Feb-10 vs. Feb-11: The number of for sale properties is down 8% and the number of sold properties is up 58%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
177	162	-15	-8%



Feb-10 vs. Feb-11			
Feb-10	Feb-11	Change	%
19	30	11	+58%

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: Martinez

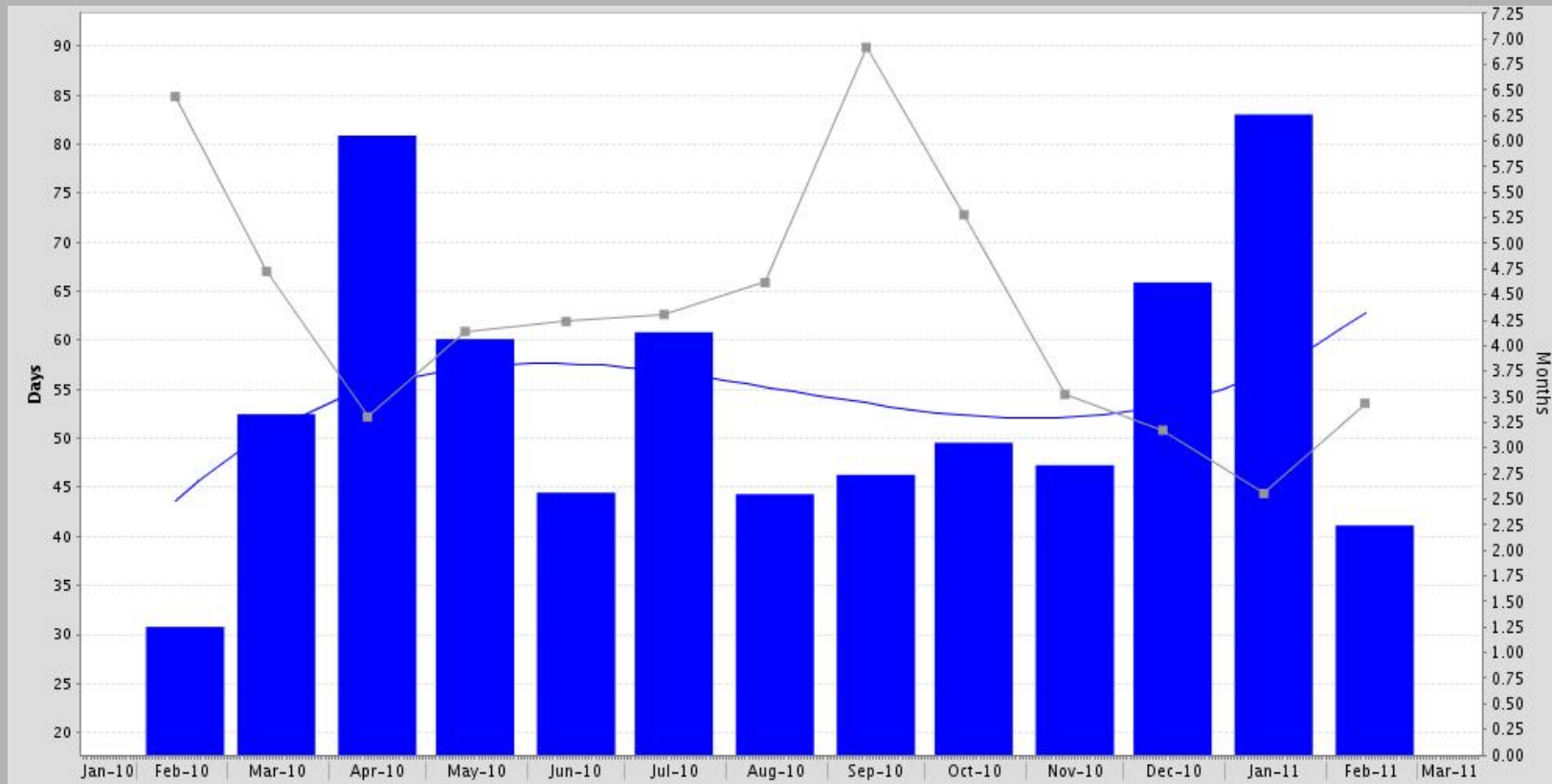
## Supply & Demand by Month

Feb-10 vs. Feb-11: The number of for sale properties is down 8% and the number of sold properties is up 58%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Feb-11	162	81	30	73
Jan-11	181	104	37	52
Dec-10	192	118	41	64
Nov-10	215	120	26	48
Oct-10	219	120	23	53
Sep-10	207	126	26	47
Aug-10	217	124	39	86
Jul-10	214	126	36	43
Jun-10	218	129	48	60
May-10	208	132	31	44
Apr-10	210	136	33	58
Mar-10	206	143	29	52
Feb-10	177	146	19	73

# The Average Days on Market by Month

Feb-10 vs. Feb-11: The average days on market is up 34%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
31	41	10	+34%



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: Martinez

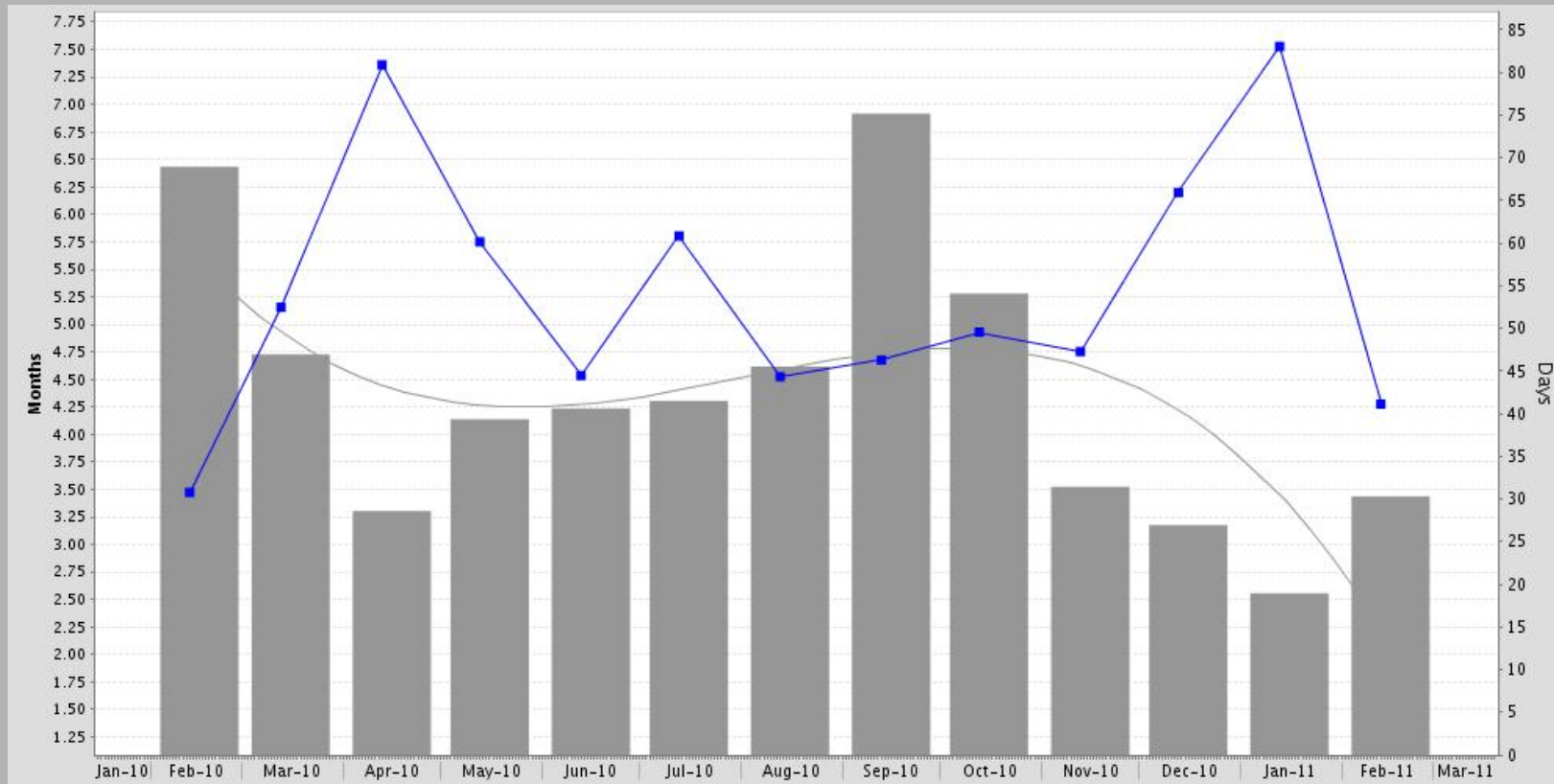
## The Average Days on Market by Month

Feb-10 vs. Feb-11: The average days on market is up 34%

Time Period	Average DOM	# UC Units
Feb-11	41	32
Jan-11	83	45
Dec-10	66	40
Nov-10	47	42
Oct-10	50	32
Sep-10	46	24
Aug-10	44	34
Jul-10	61	36
Jun-10	44	38
May-10	60	36
Apr-10	81	46
Mar-10	52	33
Feb-10	31	23

## Months Supply of Inventory

Feb-10 vs. Feb-11: The average months supply of inventory is down 47%



### Feb-10 vs. Feb-11

Feb-10	Feb-11	Change	%
6.4	3.4	-3.0	-47%



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: Martinez

## Months Supply of Inventory

Feb-10 vs. Feb-11: The average months supply of inventory is down 47%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Feb-11	110	32	3.4	41
Jan-11	115	45	2.6	83
Dec-10	127	40	3.2	66
Nov-10	148	42	3.5	47
Oct-10	169	32	5.3	50
Sep-10	166	24	6.9	46
Aug-10	157	34	4.6	44
Jul-10	155	36	4.3	61
Jun-10	161	38	4.2	44
May-10	149	36	4.1	60
Apr-10	152	46	3.3	81
Mar-10	156	33	4.7	52
Feb-10	148	23	6.4	31