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Real estate Marketing Report: City of San Ramon

Snapshot of the Market for August 15, 2011

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|--------------------------|------------|------------------------------------------------------------------|
| Homes on the Market: 238 | Homes Sold | *Estimated Marketing Days to Sell inventory at current sale rate |
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| Pending Sales last 10 days | 32 | 74 |
| Pending Sales last 20 days | 72 | 66 |
| Pending Sales last 30 days | 103 | 69 |

| Price Range Trends | Active Listings | Percent of Market | Homes sold in the last 30 Days in each range | Percent of Sales | *Estimated Marketing Days to Sell inventory at current sale rate |
|--------------------|-----------------|-------------------|----------------------------------------------|------------------|------------------------------------------------------------------|
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Up to \$400,000

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|-----------------------------------------------|-----|-------|----|-------|-----|
| \$401,000 to \$600,000 | 95 | 39.9% | 54 | 52.4% | 53 |
| \$600,001 to \$750,000 | 55 | 23.1% | 17 | 16.5% | 97 |
| \$750,001 to \$900,000 | 46 | 19.3% | 14 | 13.6% | 99 |
| \$900,001 to \$1,050,000 | 26 | 10.9% | 12 | 11.7% | 65 |
| \$1,050,001 to \$1,300,000 | 6 | 2.5% | 4 | 3.9% | 45 |
| \$1,300,001 Plus | 9 | 3.8% | 2 | 1.9% | 135 |
| Distressed Properties: Short Sales & REO's | 80 | 33.6% | 47 | 45.6% | 51 |
| Normal Sales | 158 | 66.4% | 56 | 54.4% | 85 |

* Time required to sell current inventory at Pending Sale rate