

The REAL Trend Report

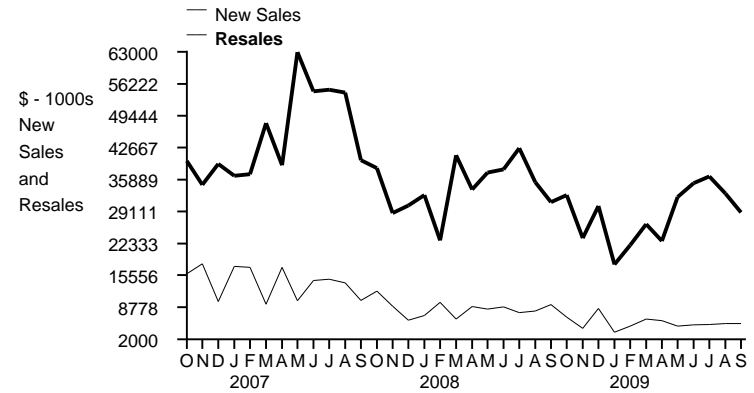
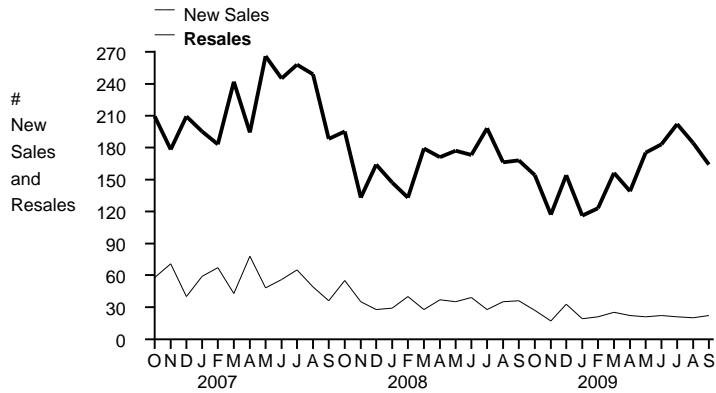
Bay

Real Estate Sales Activity

Number of Sales	SEP 2009	SEP 2008	% Chg	YTD 2009	YTD 2008	% Chg
Single Family						
Total New Sales	22	36	-38.89	193	307	-37.13
Total ReSales	164	168	-2.38	1,442	1,512	-4.63
Total Single Family	186	204	-8.82	1,635	1,819	-10.12
Condominium/Townhomes						
Total New Sales	19	58	-67.24	230	765	-69.93
Total ReSales	89	54	64.81	672	735	-8.57
Total Condo/Townhome	108	112	-3.57	902	1,500	-39.87
Mobile/Manufactured Homes	24	35	-31.43	197	266	-25.94
Residential Lots	124	67	85.07	546	665	-17.89
Commercial & Other IMPRV	17	21	-19.05	108	145	-25.52
Commercial & Other VACNT	8	8	.00	59	85	-30.59
Total	467	447	4.47	3,447	4,480	-23.06
Total Foreclosures	79	62	27.42	551	452	21.90
Total Lis Pendens	210	171	22.81	2,064	1,539	34.11

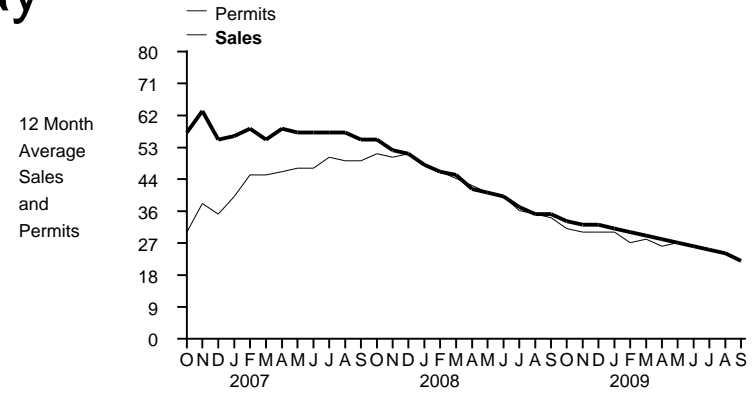
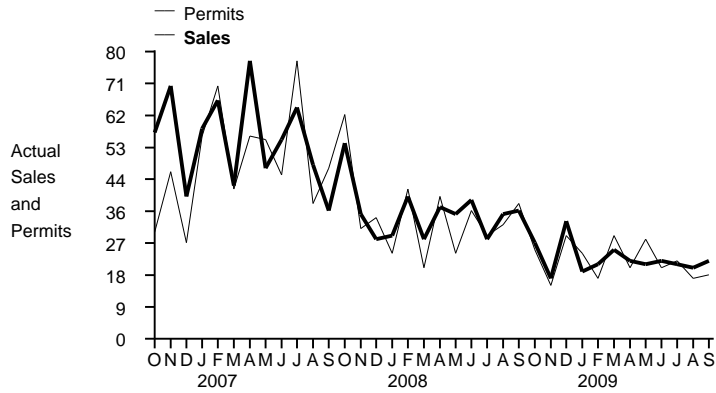
Dollar Volume of Sales	SEP 2009	SEP 2008	% Chg	YTD 2009	YTD 2008	% Chg
Single Family						
Total New Sales	5,295,813	9,315,395	-43.15	45,680,195	73,900,433	-38.19
Total ReSales	28,781,900	30,964,000	-7.05	253,923,000	313,539,500	-19.01
Total Single Family	34,077,713	40,279,395	-15.40	299,603,195	387,439,933	-22.67
Condominium/Townhomes						
Total New Sales	9,745,700	25,969,700	-62.47	63,243,250	321,444,090	-80.33
Total ReSales	17,288,900	13,132,200	31.65	148,430,500	197,413,800	-24.81
Total Condo/Townhome	27,034,600	39,101,900	-30.86	211,673,750	518,857,890	-59.20
Mobile/Manufactured Homes	1,125,900	2,097,200	-46.31	13,415,500	19,208,700	-30.16
Residential Lots	6,400,700	8,863,400	-27.79	24,381,200	57,762,500	-57.79
Commercial & Other IMPRV	11,407,600	16,594,500	-31.26	122,699,800	112,272,608	9.29
Commercial & Other VACNT	1,283,100	112,153,600	-98.86	34,374,000	141,375,500	-75.69
Total	81,329,613	219,089,995	-62.88	706,147,445	1,236,917,131	-42.91
Total Foreclosures	1,544,600	1,593,700	-3.08	38,506,800	37,307,000	3.22

Single Family New and Resales



New Single Family Permit and Sales Trends

Bay



Date	Single Family Permits		Single Family Sales		Sales versus Permits	
	# of	12 Month Avg	# of	12 Month Avg	Actual	12 Month Avg
10/2008	25	31	27	33	2	2
11/2008	15	30	17	32	2	2
12/2008	29	30	33	32	4	2
01/2009	24	30	19	31	-5	1
02/2009	17	27	21	30	4	3
03/2009	29	28	25	29	-4	1
04/2009	20	26	22	28	2	2
05/2009	28	27	21	27	-7	0
06/2009	20	26	22	26	2	0
07/2009	22	25	21	25	-1	0
08/2009	17	24	20	24	3	0
09/2009	18	22	22	22	4	0

Total Single Family

