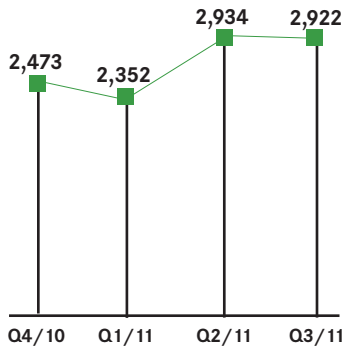


Shortage of Inventory Limits Home Sales

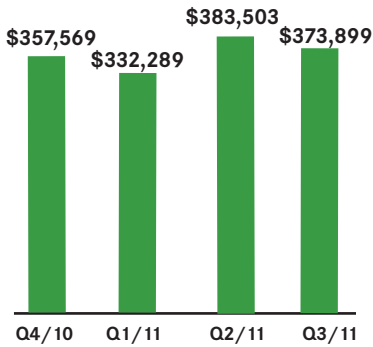
Homebuyers Focus on Lower-Priced Properties

THIRD QUARTER 2011

Unit Sales



Median Price**



CONTRA COSTA COUNTY

A shortage of inventory and a lack of motivation among homebuyers during what traditionally is the peak homebuying season spelled slower sales and flat home prices across Contra Costa County in the third quarter of 2011, according to an analysis of MLS data by the research division of Better Homes and Gardens Mason-McDuffie Real Estate.

Countywide, 2,922 existing, single-family detached homes were sold in the third quarter, little-changed from 2,934 homes sold in the second quarter and 2,868 homes sold in the third quarter of 2010. The countywide median price of a home sold during the third quarter fell 2 percent from \$383,503 in the second quarter to \$373,899, down 8 percent from \$405,477 a year ago as the combination of a shortage of homes available for purchase and a focus by investors on the lowest-priced short sale and bank-owned offerings kept the median price from improving.

Of the 27 communities included in the report, nine reported an increase in home sales from both the previous quarter and year-ago period, including Antioch, Concord, Discovery Bay, El Sobrante, Martinez, Moraga, Pinole, Pleasant Hill, and San Ramon. Seven communities recorded quarterly and annualized declines: Bay Point, Clayton, El Cerrito, Pittsburg, Richmond,

San Pablo and Walnut Creek. The remaining six experienced mixed sales results.

Homes priced for the local market continued to sell at a steady pace. The average number of days a home was on the market before sale was 52 days in the third quarter, almost unchanged from 51 days a year ago. Locally, the number of days it took to sell a home during the third quarter ranged from a low of 36 days in El Cerrito and Moraga to a high of 85 days in Pacheco.

The median price of a home sold in the third quarter dipped on both a quarterly and annualized basis in 14 Contra Costa County communities and results were mixed in the remaining 13. The most significant declines occurred in the outermost areas of the county, including Clayton, Oakley, Pacheco and Rodeo, while price declines in communities closer to the urban centers of the Bay Area generally were in the single digits.

Looking ahead, short sales should continue to account for a large percentage of home sales at least through the end of 2012, when current tax rules governing short sales are set to expire. Expect home sales and prices to continue to seesaw in future quarters as short sales continue to define the market.

CONTRA COSTA COUNTY YEAR-TO-YEAR MARKET COMPARISON

City	Homes Sold Q3/11	Homes Sold Q3/10	% Change	Avg DOM* Q3/11	Avg DOM* Q3/10	Change (days)	Median Price Q3/11	Median Price Q3/10	% Change
Alamo	62	66	-6	60	61	-1	\$1,119,500	\$1,142,500	-2
Antioch	396	389	2	60	46	14	\$185,000	\$210,000	-12
Bay Point	52	57	-9	48	65	-17	\$135,750	\$170,000	-20
Brentwood	257	245	5	51	46	5	\$285,000	\$295,000	-3
Clayton	20	34	-41	81	66	15	\$490,225	\$606,575	-19
Concord	268	246	9	60	43	17	\$295,000	\$315,950	-7
Crockett	6	12	-50	59	52	7	\$272,500	\$279,975	-3
Danville	138	137	1	45	45	0	\$814,000	\$850,000	-4
Discovery Bay	94	70	34	48	46	2	\$299,000	\$318,750	-6
El Cerrito	38	50	-24	36	33	3	\$450,500	\$499,500	-10
El Sobrante	37	36	3	44	92	-48	\$222,000	\$254,950	-13
Hercules	58	63	-8	51	42	9	\$339,000	\$395,000	-14
Kensington	13	12	8	66	29	37	\$680,000	\$727,500	-7
Lafayette	76	73	4	49	68	-19	\$930,000	\$1,015,000	-8
Martinez	130	101	29	46	67	-21	\$320,000	\$365,000	-12
Moraga	46	33	39	36	49	-13	\$850,000	\$892,500	-5
Oakley	178	192	-7	52	46	6	\$185,000	\$217,100	-15
Orinda	48	64	-25	60	64	-4	\$905,500	\$1,005,000	-10
Pacheco	4	2	100	85	42	43	\$253,000	\$309,950	-18
Pinole	46	40	15	40	64	-24	\$260,000	\$292,500	-11
Pittsburg	200	211	-5	45	51	-6	\$180,000	\$190,000	-5
Pleasant Hill	85	42	102	57	30	27	\$448,000	\$492,975	-9
Richmond	253	271	-7	53	37	16	\$165,000	\$150,000	10
Rodeo	17	15	13	41	60	-19	\$224,900	\$270,000	-17
San Pablo	75	78	-4	38	46	-8	\$145,000	\$160,000	-9
San Ramon	195	183	7	51	44	7	\$720,000	\$745,000	-3
Walnut Creek	130	146	-11	51	48	3	\$625,000	\$702,500	-11

* Days on market is the number of days a property was listed on the market until it went under contract at its final listing price. This may not reflect previous listings.
 ** The median home price for the entire county is the mean of median home prices of cities within Contra Costa County.
 Data are sourced from multiple listing services and are deemed reliable but not guaranteed. All percentages rounded to nearest whole number.



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