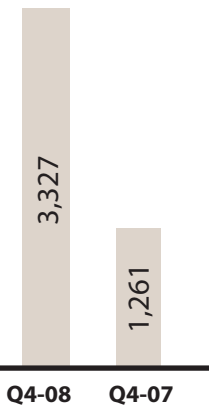


CONTRA COSTA COUNTY

A market overview of single-family detached home sales

Q4
2008

UNIT SALES



MEDIAN PRICE



Continued Wave of Bank-Owned Properties Fuels Dramatic Increase In Contra Costa County Home Sales During Fourth Quarter

Homebuyers attracted by bargain-priced bank-owned properties in west and east Contra Costa County fueled a 164 percent year-over-year increase in sales of single-family detached homes during the fourth quarter of 2008, according to a report by the research division of Prudential California Realty based on an analysis of MLS data.

Among the most active markets during the fourth quarter of 2008 were Baypoint (+762%), Pittsburg (+702%), Antioch (+388%), San Pablo (+372%), Oakley (+307%) and Richmond (+242%). At the opposite end of the home price spectrum, sales declined in Moraga (-30%), Danville (-9%) and Alamo (-7%), but were up 2 percent in Lafayette.

County-wide, the median price of a home sold in the fourth quarter of 2008 fell 45 percent from the same period of 2007, dropping to \$329,453 in deference to the ongoing wave of foreclosed properties on the market. The largest declines came in the markets with the greatest number of sales: Richmond (-60%), San Pablo (-53%), Bay Point (-47%), Antioch and Oakley (both -37%), and Pittsburg (-36%).

Where prices typically are higher and the pace of foreclosure activity is a far less significant factor, the year-over-year median sales price rose by 2 percent (Alamo) and by 19 percent (Lafayette). Experiencing a modest 6 percent decline was Danville, while Orinda experienced a more significant price drop as many luxury homebuyers retreated to the sidelines. At the same time, foreclosures were on the rise in mid-priced central county markets like Concord and Walnut Creek.

In the foreseeable future, homebuyers will continue to find bargain prices in the lower and middle price ranges of the east and west county as lenders continue to work through the backlog of foreclosed properties. Price declines could accelerate in the central county as sellers find increased competition from bank-owned listings. Observers will be closely watching the midrange and upper brackets in the months to come as banks and borrowers work through another round of adjustable rate mortgage resets.

M A R K E T C O M P A R I S O N									
City	Homes Sold Q4/08	Homes Sold Q4/07	% Change	Avg DOM* Q4/08	Avg DOM Q4/07	Change 08/07 (days)	Median Price** Q4/08	Median Price Q4/07	% Change
Alamo	25	27	-7	96	52	44	\$1,300,000	\$1,275,000	2
Antioch	698	143	388	57	86	-29	\$225,000	\$360,000	-37
Bay Point	112	13	762	56	70	-14	\$136,550	\$260,000	-47
Brentwood	267	97	175	47	72	-25	\$320,000	\$450,000	-29
Clayton	21	19	11	86	76	10	\$636,000	\$775,000	-18
Concord	278	132	111	46	71	-25	\$325,000	\$465,000	-30
Crockett	6	7	-14	133	123	10	\$371,625	\$310,000	20
Danville	67	74	-9	62	51	11	\$935,000	\$989,500	-6
Discovery Bay	77	34	126	48	74	-26	\$330,000	\$499,500	-34
El Cerrito	36	30	20	34	40	-6	\$584,000	\$635,000	-8
El Sobrante	28	11	155	43	56	-13	\$283,500	\$350,000	-19
Hercules	59	22	168	49	75	-26	\$415,000	\$536,500	-23
Lafayette	44	43	2	55	59	-4	\$1,311,250	\$1,100,000	19
Martinez	60	48	25	63	85	-22	\$402,500	\$474,500	-15
Moraga	14	20	-30	54	49	5	\$890,000	\$1,055,000	-16
Oakley	224	55	307	50	70	-20	\$228,500	\$365,000	-37
Orinda	36	38	-5	61	53	8	\$972,500	\$1,217,500	-20
Pacheco	9	1	800	51	248	-197	\$325,000	\$335,000	-3
Pinole	47	28	68	62	64	-2	\$309,000	\$461,000	-33
Pittsburg	361	45	702	63	86	-23	\$190,000	\$296,000	-36
Pleasant Hill	56	40	40	60	54	6	\$515,000	\$587,750	-12
Richmond	411	120	242	53	68	-15	\$158,620	\$397,000	-60
Rodeo	27	11	145	76	92	-16	\$245,000	\$401,000	-39
San Pablo	137	29	372	48	61	-13	\$165,000	\$350,000	-53
San Ramon	127	103	23	56	55	1	\$740,000	\$810,000	-9
Walnut Creek	100	71	41	66	54	12	\$746,000	\$850,000	-12

* 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 weighted 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.

Produced by the Prudential California Realty Research Division.