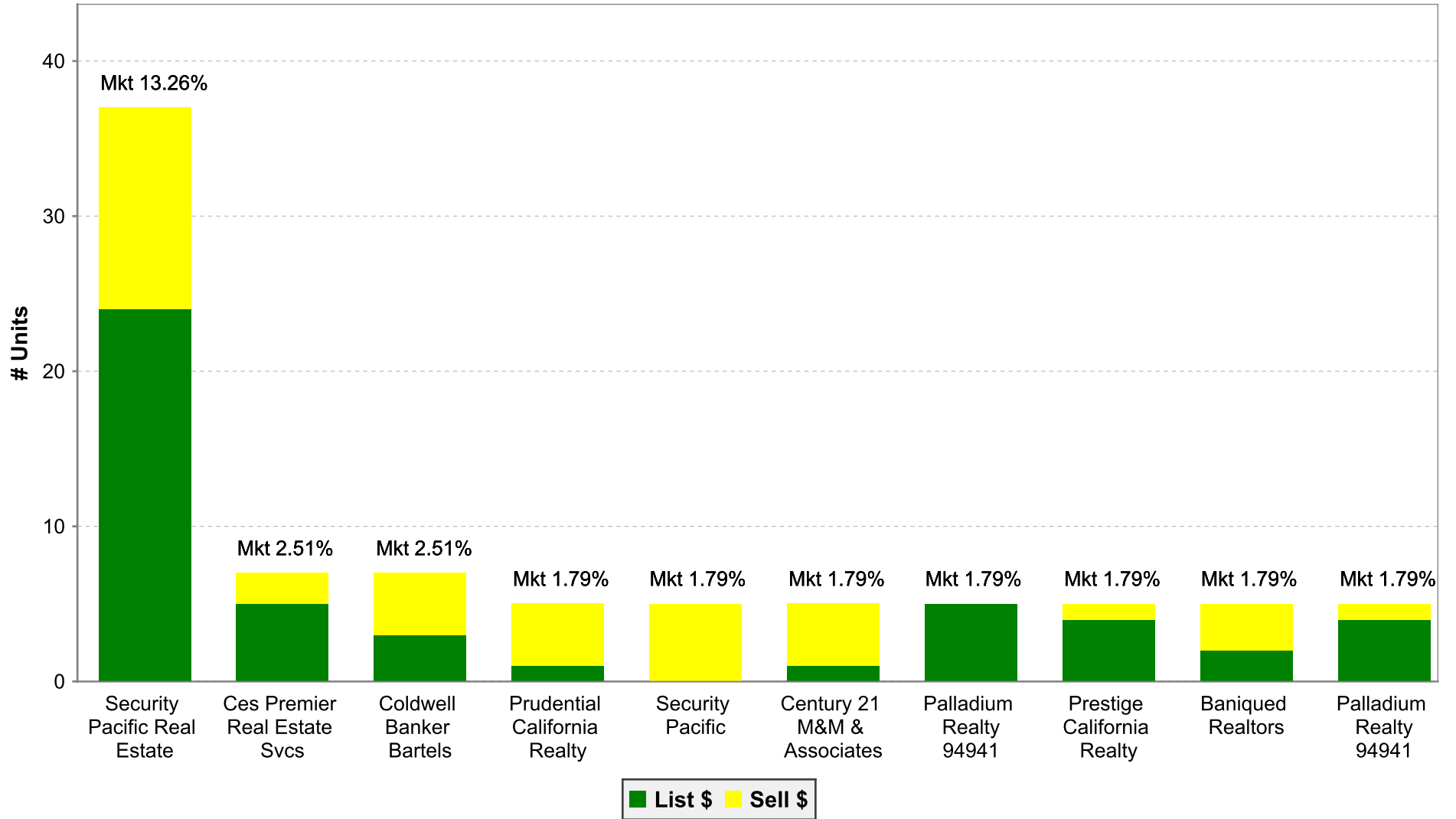


# Market Share Totals

## Total # Units (By Office)

Security Pacific Real Estate



■ List \$ ■ Sell \$

MLS: MAXEBRD Date: 01/01/2012 - 05/04/2012 Type: Office Status: Sold Price: All Construction Type: All Bedrooms: All Bathrooms: All  
 Property Types: Residential: (Detached Single, Condo, PatioHome/Villa, Townhouse, Res Other)  
 Cities: San Pablo

# Market Share Totals

Security Pacific Real Estate

## Total # Units

| #                          | Name                         | ZIP   | List #     | List \$           | Sell #     | Sell \$           | Total #    | Total \$          | Market Share % | Avg Price      | DOM       | Prod Agents (Total) | Prod Agents (Search) |
|----------------------------|------------------------------|-------|------------|-------------------|------------|-------------------|------------|-------------------|----------------|----------------|-----------|---------------------|----------------------|
| 1                          | Security Pacific Real Estate | 94806 | 24         | 3,173,400         | 13         | 1,759,480         | 37         | 4,932,880         | 13.26          | 133,321        | 41        | 59                  | 24                   |
| 2                          | Ces Premier Real Estate Svcs | 94564 | 5          | 636,000           | 2          | 290,000           | 7          | 926,000           | 2.51           | 132,286        | 71        | 6                   | 3                    |
| 2                          | Coldwell Banker Bartels      | 94564 | 3          | 255,000           | 4          | 290,133           | 7          | 545,133           | 2.51           | 77,876         | 76        | 27                  | 6                    |
| 3                          | Prudential California Realty | 94801 | 1          | 47,000            | 4          | 826,000           | 5          | 873,000           | 1.79           | 174,600        | 30        | 1                   | 4                    |
| 3                          | Security Pacific             | 94806 | 0          | 0                 | 5          | 821,000           | 5          | 821,000           | 1.79           | 164,200        |           | 3                   | 4                    |
| 3                          | Century 21 M&M & Associates  | 94547 | 1          | 160,000           | 4          | 581,000           | 5          | 741,000           | 1.79           | 148,200        | 5         | 9                   | 4                    |
| 3                          | Palladium Realty             | 94941 | 5          | 690,900           | 0          | 0                 | 5          | 690,900           | 1.79           | 138,180        | 47        | 1                   | 1                    |
| 3                          | Prestige California Realty   | 94803 | 4          | 603,500           | 1          | 79,000            | 5          | 682,500           | 1.79           | 136,500        | 14        | 35                  | 5                    |
| 3                          | Baniqued Realtors            | 94564 | 2          | 200,000           | 3          | 419,000           | 5          | 619,000           | 1.79           | 123,800        | 7         | 8                   | 3                    |
| 3                          | Palladium Realty             | 94941 | 4          | 510,900           | 1          | 60,000            | 5          | 570,900           | 1.79           | 114,180        | 51        | 3                   | 4                    |
| <b>Subtotals/Averages</b>  |                              |       | <b>49</b>  | <b>6,276,700</b>  | <b>37</b>  | <b>5,125,613</b>  | <b>86</b>  | <b>11,402,313</b> | <b>30.81</b>   | <b>132,585</b> | <b>42</b> | <b>152</b>          | <b>58</b>            |
| <b>MLS Totals/Averages</b> |                              |       | <b>140</b> | <b>20,089,036</b> | <b>139</b> | <b>20,089,036</b> | <b>279</b> | <b>40,178,072</b> | <b>100.00</b>  | <b>144,007</b> | <b>40</b> | <b>1,330</b>        | <b>209</b>           |