

Marin County -- A Brief Summary

- Inventory of single family homes and condos is up compared to the previous month and compared to the same month last. Based on February and March sales rates, the inventory of both condos and single family homes is approx. 10-12 months .
- Compared to the previous month the number of sales is down for both single family homes and condos. Compared to the same month last year the number of sales is down for single family homes and up slightly for condos.
- Average selling prices compared to the previous month are up for condos and down for single family homes. Compared to the same month last year both are down significantly.
- Interest rates remain at or near four year lows.

Inventory			
	March 1st vs. February 1st		March 1st 2009 vs. March 1st 2008
	2008	2009	
Single Family	Up 26%	Up 17%	Up 33%
Condos	Up 26%	Up 6%	Up 4%

Number of Properties Sold			
	February vs. January		February 2009 vs. February 2008
	2008	2009	
Single Family	Up 5%	Down 2%	Down 31%
Condos	Up 46%	Down 44%	Up 5%

Average Sales Price		
	February 2009 vs. January 2009	February 2009 vs. February 2008
Single Family	Down 12%	Down 35%
Condos	Up 10%	Down 40%

What does this mean to a buyer?

Inventory remains strong, the highest in five years. Buyers should take advantage of the relative lack of competition due to a large number of buyers sitting on the sidelines. This is a buyers market.

What does this mean to a seller?

Sellers must take into account a change in the expectations and behavior of buyers. Attractive pricing and preparation is key in this market. Average selling prices are at or near the lowest level in the last five years.

Percentage of Active+Pending Listings that are Short Sales and REOs					
	<i>Total Listings</i>	<i>Short Sales</i>	<i>REOs</i>	<i>Total Short Sales & REOs</i>	<i>% of Short Sales & REOs to Total Listings</i>
Single Family	893	135	45	180	20%
Condos	283	88	28	116	41%
Total Residential	1,176	223	73	296	25%



The Sausalito Office
221 Caledonia St.
Sausalito, CA 94965

Frank A. Bodnar 415-762-9362
fbodnar@boldsf.com

John Oldfield 415-762-9608
joldfield@boldsf.com

Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	1	\$730	\$730	\$730	\$730	33	99%
December, '08	2	\$702	\$649	\$755	\$702	112	97%
January, '09	4	\$405	\$320	\$489	\$405	82	92%
February, '09	9	\$604	\$324	\$906	\$575	68	98%
Active*	60	\$628	\$315	\$1,289	\$599	112	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	3	\$888	\$490	\$1,450	\$725	65	98%
December, '08	5	\$1,476	\$470	\$4,900	\$650	109	89%
January, '09	4	\$640	\$540	\$825	\$600	139	94%
February, '09	2	\$731	\$702	\$760	\$731	57	95%
Active*	48	\$904	\$375	\$2,700	\$817	93	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	25	\$737	\$355	\$1,258	\$715	82	97%
December, '08	31	\$624	\$290	\$1,090	\$550	93	94%
January, '09	27	\$730	\$275	\$1,365	\$750	102	95%
February, '09	19	\$633	\$380	\$1,212	\$603	52	97%
Active*	184	\$868	\$279	\$4,900	\$749	91	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	15	\$1,132	\$430	\$2,295	\$990	67	98%
December, '08	8	\$1,056	\$485	\$2,230	\$905	80	95%
January, '09	9	\$1,205	\$220	\$2,375	\$778	153	92%
February, '09	7	\$715	\$420	\$990	\$680	50	96%
Active*	100	\$1,191	\$334	\$3,695	\$1,077	89	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	10	\$1,240	\$810	\$1,690	\$1,215	117	90%
December, '08	18	\$913	\$460	\$1,690	\$830	106	93%
January, '09	8	\$735	\$410	\$1,100	\$740	135	95%
February, '09	6	\$1,108	\$625	\$1,623	\$1,083	127	93%
Active*	142	\$1,222	\$355	\$3,195	\$1,022	84	

Single Family, 4BR 4BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	8	\$2,004	\$765	\$3,200	\$1,815	114	83%
December, '08	5	\$1,307	\$560	\$2,177	\$1,149	112	97%
January, '09	3	\$1,302	\$788	\$2,175	\$943	63	96%
February, '09	1	\$649	\$649	\$649	\$649	210	100%
Active*	73	\$2,087	\$519	\$18,000	\$1,695	107	

*as of 3/14/2009

Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.
Information has not been verified, is not guaranteed, and is subject to change.



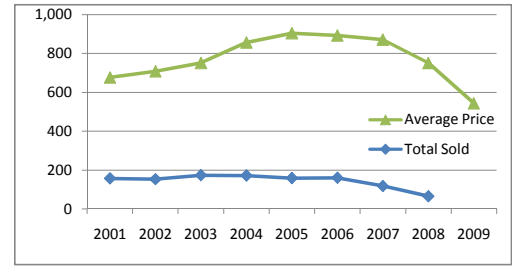
The Sausalito Office
221 Caledonia Street
Sausalito, CA 94964

John Oldfield 415-762-9608
joldfield@boldsf.com
Frank Bodnar 415-762-9362
fbodnar@boldsf.com

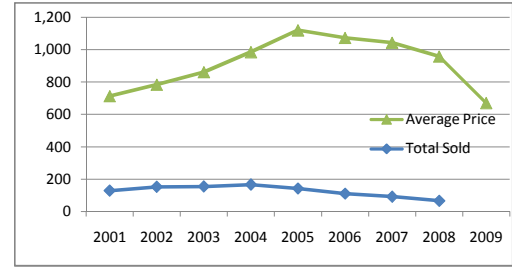
Marin County Market Analysis by year

3/15/2009

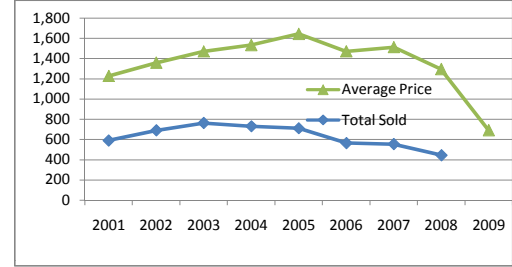
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium	
Single Family, 2BR 1BA	2001	157	\$519	65	975	500	48	0.99
	2002	153	\$555	\$325	\$1,085	\$550	52	100%
	2003	173	\$578	\$200	\$1,005	\$563	54	100%
	2004	172	\$684	\$403	\$2,725	\$650	38	103%
	2005	159	\$745	\$298	\$1,650	\$725	37	104%
	2006	160	\$732	\$300	\$1,375	\$713	53	99%
	2007	118	\$753	\$460	\$1,800	\$725	69	99%
	2008	66	\$684	\$265	\$2,000	\$631	72	97%
	2009	13	\$543	\$320	\$906	\$510	72	96%



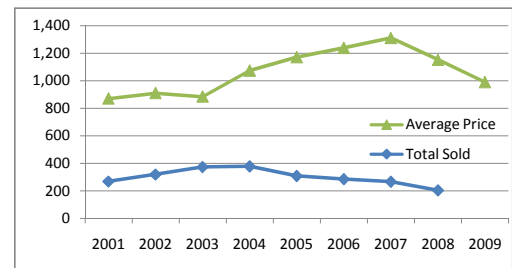
Single Family, 2BR 2BA	2001	130	\$584	225	1400	543	53	0.98
	2002	153	\$632	\$266	\$1,325	\$581	51	99%
	2003	155	\$707	\$361	\$1,450	\$645	72	98%
	2004	167	\$819	\$375	\$2,445	\$730	45	101%
	2005	143	\$978	\$425	\$2,443	\$861	53	100%
	2006	111	\$963	\$360	\$3,435	\$850	67	98%
	2007	92	\$952	\$490	\$2,656	\$803	84	99%
	2008	67	\$892	\$365	\$4,902	\$760	79	95%
	2009	6	\$671	\$540	\$825	\$656	112	94%



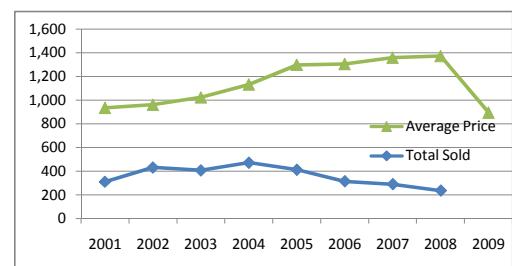
Single Family, 3BR 2BA	2001	590	\$638	179	2500	580	51	0.99
	2002	690	\$669	\$305	\$2,510	\$605	51	100%
	2003	763	\$709	\$360	\$2,750	\$650	52	99%
	2004	731	\$803	\$425	\$2,200	\$731	42	101%
	2005	711	\$935	\$525	\$3,225	\$841	41	101%
	2006	564	\$908	\$575	\$2,950	\$833	58	99%
	2007	554	\$960	\$400	\$3,600	\$865	57	99%
	2008	444	\$852	\$290	\$3,300	\$753	75	97%
	2009	46	\$690	\$275	\$1,365	\$617	81	96%



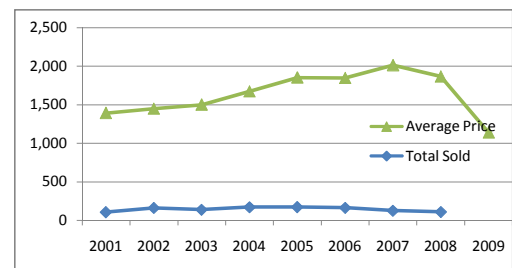
Single Family, 3BR 3BA	2001	268	\$871	305	4250	739	54	0.97
	2002	319	\$911	\$420	\$3,600	\$800	62	98%
	2003	374	\$885	\$459	\$3,800	\$786	67	98%
	2004	378	\$1,075	\$494	\$3,800	\$934	55	99%
	2005	309	\$1,172	\$587	\$3,625	\$1,050	49	99%
	2006	285	\$1,240	\$616	\$4,835	\$1,072	68	98%
	2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
	2008	204	\$1,153	\$430	\$2,900	\$1,074	77	97%
	2009	16	\$991	\$220	\$2,375	\$768	108	93%



Single Family, 4BR 3BA	2001	310	\$935	418	3825	835	57	0.99
	2002	432	\$962	\$435	\$4,200	\$821	66	98%
	2003	407	\$1,024	\$472	\$3,950	\$890	64	98%
	2004	472	\$1,133	\$557	\$5,000	\$965	54	99%
	2005	412	\$1,299	\$600	\$3,995	\$1,182	49	100%
	2006	315	\$1,305	\$623	\$4,200	\$1,160	71	98%
	2007	290	\$1,360	\$553	\$3,650	\$1,200	65	98%
	2008	236	\$1,374	\$460	\$6,595	\$1,263	80	97%
	2009	14	\$895	\$410	\$1,623	\$849	132	94%



Single Family, 4BR 4BA	2001	106	\$1,392	365	3598	1193	68	0.97
	2002	161	\$1,449	\$480	\$3,996	\$1,278	70	97%
	2003	139	\$1,501	\$600	\$3,850	\$1,361	84	96%
	2004	171	\$1,673	\$610	\$6,450	\$1,500	74	97%
	2005	173	\$1,852	\$780	\$5,575	\$1,660	74	99%
	2006	164	\$1,847	\$775	\$4,775	\$1,746	66	98%
	2007	125	\$2,012	\$765	\$5,400	\$1,825	87	98%
	2008	109	\$1,866	\$560	\$6,300	\$1,800	104	95%
	2009	4	\$1,139	\$649	\$2,175	\$866	100	96%



Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report. Information has not been verified, is not guaranteed, and is subject to change.



The Sausalito Office
221 Caledonia Street
Sausalito, CA 94964

John Oldfield 415-762-9608
joldfield@boldsf.com
Frank Bodnar 415-762-9362
fbodnar@boldsf.com

Marin County Market Analysis

by month

3/15/2009

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	12	\$193	\$125	\$378	\$175	100	98%
December, '08	11	\$265	\$140	\$570	\$210	129	98%
January, '09	6	\$172	\$120	\$232	\$163	150	98%
February, '09	7	\$191	\$100	\$350	\$165	176	91%
Active*	49	\$275	\$123	\$570	\$230	116	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	7	\$318	\$172	\$734	\$259	93	92%
December, '08	8	\$377	\$145	\$550	\$416	99	96%
January, '09	14	\$270	\$104	\$855	\$210	109	100%
February, '09	5	\$279	\$155	\$370	\$275	157	90%
Active*	82	\$488	\$152	\$1,525	\$444	99	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	9	\$295	\$199	\$490	\$255	119	83%
December, '08	11	\$341	\$230	\$520	\$280	99	100%
January, '09	9	\$253	\$181	\$395	\$260	49	100%
February, '09	3	\$360	\$151	\$669	\$410	260	91%
Active*	48	\$404	\$179	\$1,850	\$284	106	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
November, '08	6	\$594	\$440	\$769	\$542	91	97%
December, '08	3	\$542	\$335	\$700	\$590	57	94%
January, '09	3	\$442	\$310	\$670	\$347	22	105%
February, '09	3	\$458	\$245	\$700	\$429	83	97%
Active*	44	\$658	\$265	\$1,835	\$584	99	

*as of 3/8/2009

Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.
Information has not been verified, is not guaranteed, and is subject to change.



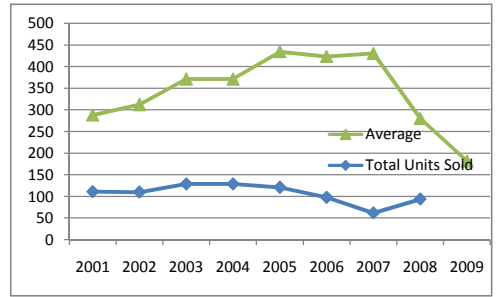
The Sausalito Office
221 Caledonia Street
Sausalito, CA 94964

John Oldfield 415-762-9608
joldfield@boldsf.com
Frank Bodnar 415-762-9362
fbodnar@boldsf.com

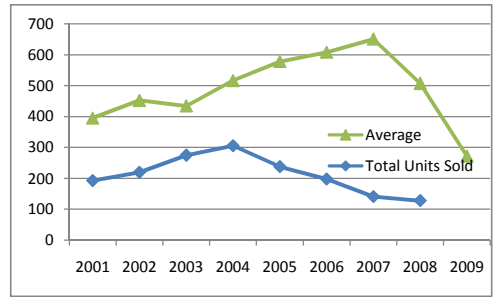
Marin County Market Analysis by year

3/15/2009

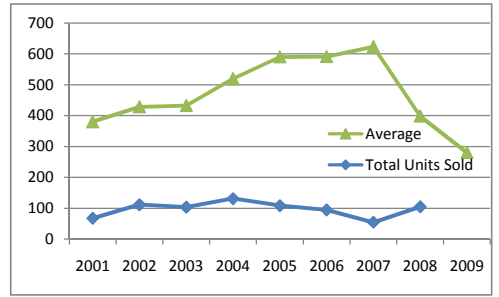
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2001	111	\$288	\$180	\$569	\$274	55	100%
	2002	110	\$312	\$189	\$615	\$305	49	100%
	2003	129	\$371	\$265	\$868	\$349	34	102%
	2004	129	\$371	\$265	\$868	\$349	34	102%
	2005	121	\$434	\$262	\$700	\$425	40	103%
	2006	98	\$423	\$252	\$617	\$421	71	99%
	2007	62	\$430	\$215	\$1,246	\$408	97	98%
	2008	94	\$280	\$125	\$830	\$234	92	97%
	2009	13	\$182	\$100	\$350	\$165	164	94%



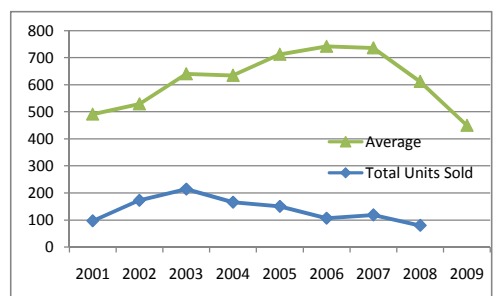
Condos, 2BR 2BA	2001	193	\$395	\$169	\$1,675	\$344	41	100%
	2002	220	\$452	\$210	\$1,875	\$389	53	99%
	2003	275	\$434	\$225	\$1,658	\$397	49	100%
	2004	306	\$516	\$209	\$1,600	\$490	40	102%
	2005	238	\$578	\$335	\$1,735	\$523	38	102%
	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	19	\$272	\$104	\$855	\$232	122	97%



Condos, 3BR 2BA	2001	67	\$380	\$199	\$895	\$361	53	100%
	2002	111	\$428	\$265	\$825	\$415	50	100%
	2003	103	\$432	\$295	\$1,045	\$407	59	100%
	2004	131	\$519	\$299	\$979	\$485	36	102%
	2005	108	\$590	\$365	\$1,185	\$550	37	103%
	2006	94	\$591	\$385	\$1,369	\$556	68	100%
	2007	54	\$623	\$350	\$1,625	\$545	78	98%
	2008	104	\$398	\$199	\$1,357	\$303	91	98%
	2009	12	\$280	\$151	\$669	\$260	80	98%



Condos, 3BR 3BA	2001	97	\$491	\$281	\$1,300	\$450	53	101%
	2002	173	\$529	\$318	\$1,685	\$476	53	99%
	2003	215	\$640	\$365	\$1,450	\$523	47	98%
	2004	166	\$635	\$370	\$1,475	\$563	36	102%
	2005	151	\$713	\$460	\$1,795	\$649	35	101%
	2006	107	\$742	\$510	\$2,050	\$657	80	99%
	2007	119	\$736	\$315	\$2,350	\$674	70	98%
	2008	80	\$612	\$260	\$1,645	\$540	101	97%
	2009	6	\$450	\$245	\$700	\$388	52	101%



Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.
Information has not been verified, is not guaranteed, and is subject to change.



The Sausalito Office
221 Caledonia Street
Sausalito, CA 94964

John Oldfield 415-762-9608
joldfield@boldsf.com
Frank Bodnar 415-762-9362
fbodnar@boldsf.com