Marin County -- A Brief Summary

- Compared to the previous month **inventory** of single family homes is down and condos is up. Compared to the same month last year inventory is down for single family homes and condos.
- Compared to the previous month the <u>number of sales</u> is up for single family homes and condos. Compared to the same month last year, the number of sales is down for condos and up for single family homes.
- Compared to the previous month <u>selling prices</u> were up for single family homes and condos. Compared to the same month last year, average <u>selling prices</u> are up for single family homes but down for condos.
- <u>Interest rates</u> are still very competitive the question remains "how long"?

Inventory July 1 st 2011 vs.									
	July 1 st vs. June 1 st								
	2010	2011		,					
Single Family	Down 1%	Down 5%		Down 4%					
Condos	Up 4%	Up 4%		Down 11%					

Number of Properties Sold									
	June	June vs. May							
	2010	2011							
Single Family	Up 10%	Up 19%	Down 3%						
Condos	Up 7%								

Average Sales Price								
	June 2011 vs. May 2011		June 2011 vs. June 2010					
Single Family	Up 1%		Up 1%					
Condos	Up 5%		Down 15%					

What does this mean to a buyer?

Short sale and REO properties remain a significant part of the market. This presents an opportunity for buyers not just for short sale properties but also regular sale properties which have been affected by the overall downward pressure on prices. Offsetting this somewhat are lower inventory levels.

What does this mean to a seller?

Price! Price! Price! The combination of realistic pricing, location and condition remains key. Because there is plenty of choice for a smaller group of buyers putting downward pressure on prices, current market knowledge is essential in order to establish a listing price that will be attractive. If the objective is to sell the property in a reasonable period of time, when setting the listing price you should err toward the low side rather than pushing for premium pricing. For condominium sellers there has never been the kind of competition that exists in our current market.

Percentage of Active Listings that are Short Sales and REOs											
	Total Listings	Short Sales	REOs	Total Short Sales & REOs	% of Short Sales & REOs to Total Listings						
Single Family	1,058	186	58	244	23%						
Condos	340	110	40	150	44%						
Total	1.398	296	98	394	28%						



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Marin County Market Analysis by month

7/8/2011

Single Family, 2BR 1BA

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	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium				
March '11	11	\$642	\$225	\$950	\$600	94	97%				
April '11	12	\$458	\$250	\$821	\$408	65	97%				
May '11	10	\$503	\$272	\$730	\$501	159	95%				
June '11	10	\$540	\$410	\$880	\$505	87	97%				
Active*	41	\$625	\$335	\$2,195	\$599	148					

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	5	\$530	\$300	\$660	\$600	41	98%
April '11	8	\$668	\$375	\$858	\$729	129	96%
May '11	10	\$657	\$275	\$950	\$644	79	98%
June '11	6	\$698	\$510	\$800	\$550	143	99%
Active*	54	\$820	\$240	\$2,400	\$725	143	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	37	\$669	\$251	\$2,000	\$552	106	94%
April '11	40	\$775	\$295	\$3,200	\$567	86	96%
May '11	37	\$735	\$293	\$2,500	\$650	107	97%
June '11	58	\$806	\$280	\$2,800	\$653	84	98%
Active*	228	\$775	\$249	\$5,200	\$683	98	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	24	\$948	\$405	\$1,915	\$869	83	92%
April '11	18	\$771	\$529	\$1,245	\$710	97	98%
May '11	28	\$954	\$454	\$2,302	\$845	75	96%
June '11	21	\$963	\$445	\$1,755	\$963	68	97%
Active*	147	\$1,116	\$250	\$8,250	\$899	107	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	29	\$1,097	\$607	\$2,195	\$964	141	96%
April '11	24	\$1,084	\$560	\$2,995	\$863	83	97%
May '11	29	\$1,113	\$505	\$3,425	\$1,032	70	96%
June '11	38	\$1,075	\$515	\$2,253	\$917	72	97%
Active*	190	\$1,202	\$319	\$4,299	\$992	100	

Single Family, 4BR 4BA

	Single Family, 4BK 4BK											
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium					
March '11	18	\$1,385	\$560	\$3,200	\$1,234	74	95%					
April '11	14	\$1,628	\$525	\$4,650	\$1,230	114	94%					
May '11	15	\$1,767	\$385	\$2,675	\$1,900	138	94%					
June '11	21	\$1,559	\$620	\$2,795	\$1,415	56	98%					
Active*	91	\$2,020	\$575	\$6,300	\$1,849	112						

*as of 7/8/2011

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.



7/8/2011

							Average Days		
	2001	Total Sold	Average Price \$519	65	High 975	Median 500	on Market	0.99	800
∢	2002	153	\$555	\$325	\$1,085	\$550	52	100%	700
18	2003	173	\$578	\$200	\$1,005	\$563	54	100%	600
Family, 2BR 1BA	2004	172	\$684	\$403	\$2,725	\$650	38	103%	500 400 Total Sold
, 2	2005	159	\$745	\$298	\$1,650	\$725	37	104%	300
<u>i</u>	2006	160	\$732	\$300	\$1,375	\$713	53	99%	200 Average Price
ā	2007	118	\$753	\$460	\$1,800	\$725	69	99%	100
e F	2008	66	\$684	\$265	\$2,000	\$631	72	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single	2009	120	\$552	\$215	\$1,057	\$548	116	95%	2007 2007 2007 2007 2007 2007 2007 2007
Si	2010	106	\$570	\$195	\$1,040	\$575	95	96%	
	2011	53	\$505	\$150	\$950	\$472	99	96%	<u>J</u>
	2001	130	\$584	225	1400	543	53	0.98	1,200
⋖	2002	153	\$632	\$266	\$1,325	\$581	51	99%	1,000
Family, 2BR 2BA	2003	155	\$707	\$361	\$1,450	\$645	72	98%	800
88	2004	167	\$819	\$375	\$2,445	\$730	45	101%	600 Total Sold
, 2	2005	143	\$978	\$425	\$2,443	\$861	53	100%	100
<u> </u>	2006	111	\$963	\$360	\$3,435	\$850	67	98%	200 Average Price
ä.	2007	92	\$952	\$490	\$2,656	\$803	84	99%	
e F	2008	67	\$892	\$365	\$4,902	\$760	79	95%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single	2009	89	\$741	\$227	\$1,615	\$703	113	96%	2007 2007 2007 2007 2007 2007 2010 2011
Si	2010	84	\$682	\$230	\$1,856	\$621	108	95%	
<u> </u>	2011	44	\$629	\$275	\$1,300	\$605	128	97%	ı
	2001	590	\$638	179	2500	580	51	0.99	1,200
∢	2001	690	\$669	\$305	\$2,510	\$605	51	100%	1,000
2BA	2003	763	\$709	\$360	\$2,750	\$650	52	99%	800
3BR	2004	731	\$803	\$425	\$2,200	\$731	42	101%	600
	2005	711	\$935	\$525	\$3,225	\$841	41	101%	400
i i	2006	564	\$908	\$575	\$2,950	\$833	58	99%	→ Total Sold
Family,	2007	554	\$960	\$400	\$3,600	\$865	57	99%	Average Price
e F	2008	444	\$852	\$290	\$3,300	\$753	75	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single	2009	451	\$713	\$275	\$2,505	\$669	96	97%	
Sir	2010	488	\$728	\$285	\$3,350	\$685	79	97%	
	2011								
<u> </u>	2011	224	\$763	\$251	\$3,800	\$585	104	96%	
<u> </u>									
	2001	268	\$871	305	4250	739	54	0.97	1,400
3BA	2001 2002	268 319	\$871 \$911	305 \$420	4250 \$3,600	739 \$800	54 62	0.97 98%	1,200
R 3BA	2001 2002 2003	268 319 374	\$871 \$911 \$885	305 \$420 \$459	4250 \$3,600 \$3,800	739 \$800 \$786	54 62 67	0.97 98% 98%	1,200
3BR 3BA	2001 2002 2003 2004	268 319 374 378	\$871 \$911 \$885 \$1,075	305 \$420 \$459 \$494	4250 \$3,600 \$3,800 \$3,800	739 \$800 \$786 \$934	54 62 67 55	0.97 98% 98% 99%	1,200
ily, 3BR 3BA	2001 2002 2003 2004 2005	268 319 374 378 309	\$871 \$911 \$885 \$1,075 \$1,172	305 \$420 \$459 \$494 \$587	4250 \$3,600 \$3,800 \$3,800 \$3,625	739 \$800 \$786 \$934 \$1,050	54 62 67 55 49	0.97 98% 98% 99%	1,200 1,000 800
amily, 3BR 3BA	2001 2002 2003 2004 2005 2006	268 319 374 378	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240	305 \$420 \$459 \$494 \$587 \$616	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835	739 \$800 \$786 \$934 \$1,050 \$1,072	54 62 67 55 49	0.97 98% 98% 99%	1,200 1,000 800 600 Average Price
Family, 3BR	2001 2002 2003 2004 2005	268 319 374 378 309 285	\$871 \$911 \$885 \$1,075 \$1,172	305 \$420 \$459 \$494 \$587	4250 \$3,600 \$3,800 \$3,800 \$3,625	739 \$800 \$786 \$934 \$1,050	54 62 67 55 49	0.97 98% 98% 99% 99%	1,200 1,000 800 600 400 200 0
Family, 3BR	2001 2002 2003 2004 2005 2006 2007	268 319 374 378 309 285 266	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311	305 \$420 \$459 \$494 \$587 \$616 \$574	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149	54 62 67 55 49 68 75	0.97 98% 98% 99% 99% 98% 98%	1,200 1,000 800 600 400 200 Average Price Total Sold
Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 378 309 285 266 204	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153	305 \$420 \$459 \$494 \$587 \$616 \$574 \$430	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074	54 62 67 55 49 68 75	0.97 98% 98% 99% 99% 98% 98% 97%	1,200 1,000 800 600 400 200 0
Single Family, 3BR 3BA	2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 378 309 285 266 204	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025	305 \$420 \$459 \$494 \$587 \$616 \$574 \$430	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074	54 62 67 55 49 68 75 77	0.97 98% 98% 99% 99% 98% 98% 97%	1,200 1,000 800 600 400 200 0
Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	268 319 374 378 309 285 266 204 194 234	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921	305 \$420 \$459 \$494 \$587 \$616 \$543 \$220 \$385 \$236	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,835 \$4,190 \$3,795 \$3,780 \$2,350	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757	54 62 67 55 49 68 77 112 98	0.97 98% 98% 99% 99% 98% 97% 95% 96%	1,200 1,000 800 600 400 200 0
Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	268 319 374 378 309 285 266 204 194 234 119	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921	305 5420 5459 5494 \$587 5616 5574 5430 5220 5385 5236	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757	54 62 67 55 49 68 75 77 112 98	0.97 98% 98% 99% 99% 98% 95% 95% 95%	1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	268 319 374 378 309 285 266 204 194 234 119	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,903 \$921	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$385 \$418	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350	739 \$800 \$784 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757	54 62 67 55 49 68 75 77 112 98 90	0.97 98% 98% 99% 98% 98% 95% 95% 95%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	268 319 374 378 309 285 266 204 194 234 119 310 432 407	\$871 \$911 \$885 \$1,025 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$236	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$2,350	739 \$800 \$784 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757	54 62 67 55 49 68 75 77 112 98 90	0.97 98% 98% 99% 98% 98% 97% 95% 95% 95% 95%	1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004	268 319 374 378 309 285 266 204 194 234 119 310 432 407	\$871 \$911 \$885 \$1,875 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,133	305 \$420 \$459 \$444 \$587 \$616 \$574 \$430 \$220 \$385 \$236 418 \$443 \$443 \$443 \$442 \$557	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,000	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757	54 62 67 55 49 68 75 77 112 98 90	0.97 98% 98% 99% 98% 98% 97% 95% 95% 95%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004	268 319 374 378 379 285 266 204 194 234 119 310 432 407 472 412	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299	305 \$420 \$459 \$4594 \$587 \$616 \$574 \$220 \$385 \$236 418 \$435 \$472 \$557 \$600	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,000 \$3,995	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,182	54 62 67 55 49 68 75 77 112 98 90 57 66 64 54	0.97 98% 98% 99% 99% 98% 95% 95% 95% 95% 96% 95%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 600 Average Price Total Sold
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004 2005 2006	268 319 374 378 309 285 266 204 194 234 119 310 432 407 472 412 315	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$935 \$995 \$995 \$1,123 \$1,124 \$1,123 \$1,129 \$1,305	305 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$475 \$600 \$623	4250 \$3,600 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$3,250 \$4,200 \$3,950 \$3,995 \$4,200	739 \$800 \$786 \$786 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$1,182 \$1,160	54 62 67 55 49 68 75 77 112 98 90 57 66 64 49 71	0.97 98% 98% 99% 98% 98% 95% 95% 95% 95% 95% 95%	1,200 1,000 800 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2020 2031 2032 2033 2034 2035 2036 2037 2038 2039 2030 2031 2031 2031 2031 2031 2031 2031
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007	268 319 374 378 309 285 266 204 194 234 119 310 432 472 412 315 290	\$871 \$911 \$8,85 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$935 \$962 \$1,124 \$1,129 \$1,305 \$1,360	305 \$420 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$435 \$577 \$600 \$623 \$553	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$4,200 \$3,550 \$3,995 \$4,200 \$3,650	739 \$800 \$786 \$784 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$996 \$1,182 \$1,160 \$1,200	54 62 67 55 49 68 75 77 112 98 90 57 66 64 49 71 65	0.97 98% 98% 99% 98% 98% 95% 95% 95% 95% 95% 95% 999 98% 999 98%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 600 Average Price Total Sold
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 379 285 266 204 194 211 310 432 407 472 412 315 290 236	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$935 \$962 \$1,024 \$1,133 \$1,29 \$1,360 \$1,374	305 \$420 \$459 \$4587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$475 \$560 \$6623 \$553 \$460	4250 \$3,600 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$4,200 \$3,950 \$3,9	739 \$800 \$7934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$8757 \$835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263	54 62 67 55 49 68 75 71 112 98 90 57 66 44 49 71 65 80	0.97 98% 98% 99% 98% 98% 95% 95% 95% 0.99 98% 99% 99% 99%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 600 400 400 2001
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007	268 319 374 379 285 266 204 194 234 119 310 432 407 472 412 315 290 236 254	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$385 \$435 \$435 \$475 \$575 \$602 \$553 \$460 \$325	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$4,200 \$3,950 \$5,000 \$3,950 \$4,200 \$3,950 \$4,200 \$3,600 \$4,650 \$4,6	739 \$800 \$7934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866	54 62 67 55 49 68 75 77 112 98 90 57 66 64 54 49 71 65 80	0.97 98% 98% 99% 98% 98% 95% 95% 95% 95% 95% 95% 999 98% 999 98%	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 400 200 0
Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009	268 319 374 379 285 266 204 194 211 310 432 407 472 412 315 290 236	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$935 \$962 \$1,024 \$1,133 \$1,29 \$1,360 \$1,374	305 \$420 \$459 \$4587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$475 \$560 \$6623 \$553 \$460	4250 \$3,600 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$4,200 \$3,950 \$3,9	739 \$800 \$7934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$8757 \$835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263	54 62 67 55 49 68 75 71 112 98 90 57 66 44 49 71 65 80	0.97 95% 95% 99% 95% 95% 95% 95% 95%	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 400 200 0
A Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010	268 319 374 379 285 266 204 194 231 119 310 432 407 472 412 315 290 236 254 289	\$871 \$911 \$8,85 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,025 \$1,025 \$1,024 \$1,133 \$1,29 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009 \$1,028	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$236 \$418 \$435 \$472 \$557 \$602 \$623 \$460 \$325 \$382	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$3,780 \$2,350 \$3,995 \$3,995 \$4,200 \$3,995 \$4,000 \$3,995 \$4,000 \$3,995 \$4,000 \$3,995 \$4,000 \$3,995 \$4,000 \$4,0	739 \$800 \$784 \$784 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,160 \$1,160 \$1,263 \$866 \$900	54 62 67 55 49 68 75 77 112 98 90 57 66 64 44 49 71 65 80 111	0.97 98% 98% 99% 98% 98% 97% 96% 0.99 98% 99% 108% 98% 97% 96%	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 400 200 0
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011	268 319 374 378 309 285 266 204 194 234 119 310 432 407 472 412 315 290 236 254 289 145	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,53 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,129 \$1,305 \$1,360 \$1,374 \$1,009 \$1,104	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$325 \$325 \$418 \$435 \$435 \$475 \$475 \$600 \$623 \$553 \$460 \$325 \$325 \$325 \$325 \$325 \$325 \$325 \$325	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$4,200 \$3,950 \$3,950 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$91,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965	54 62 67 55 49 68 75 77 1112 98 90 57 66 64 49 71 65 80 1111 90 96	0.97 98% 98% 99% 98% 98% 98% 95% 95% 95% 96% 98% 99% 99% 99% 99% 99% 99% 99	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 400 200 0
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011	268 319 374 378 309 285 266 204 194 2119 310 432 407 472 412 315 290 236 254 289 145	\$871 \$911 \$885 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009 \$1,109	305 \$420 \$449 \$4587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$475 \$560 \$6623 \$553 \$460 \$325 \$385 \$325 \$385 \$385 \$480	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$2,350 \$3,780 \$2,350 \$3,950 \$3,950 \$3,950 \$3,950 \$3,650 \$4,200 \$3,650 \$4,200 \$3,650 \$4,6	739 \$806 \$7934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$8757 \$835 \$821 \$896 \$911,160 \$1,160 \$1,263 \$866 \$900 \$965	54 62 67 55 49 68 75 77 112 98 90 57 66 64 44 97 165 80 111 90 96	0.97 98% 98% 99% 98% 98% 95% 95% 95% 95% 96% 96% 96% 96%	1,200 1,000 800
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2011 202 203	268 319 374 379 285 266 204 194 231 310 432 407 472 412 315 290 236 254 289 145	\$871 \$911 \$885 \$1,072 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009 \$1,009 \$1,010 \$1	305 \$420 \$440 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$236 \$435 \$435 \$435 \$475 \$575 \$600 \$325 \$325 \$325 \$325 \$325 \$325 \$325 \$325	4250 \$3,600 \$3,800 \$3,800 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 \$3,780 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,950 \$3,850	739 \$800 \$784 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$990 \$965 1193 \$1,278 \$1,361	54 62 67 55 49 68 75 77 112 98 90 57 66 64 54 49 71 65 80 111 90 96	0.97 95% 95% 99% 95% 95% 95% 95% 95%	1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 Average Price Total Sold Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	268 319 374 379 285 266 204 194 231 119 310 432 407 472 412 329 236 254 289 145	\$871 \$911 \$8,85 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,025 \$1,023 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009 \$1,028 \$1,104	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$435 \$435 \$435 \$472 \$557 \$603 \$523 \$460 \$325 \$382 \$505	4250 \$3,600 \$3,800 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,995 \$4,200 \$4,20	739 \$800 \$784 \$784 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$990 \$965 1193 \$1,278 \$1,361 \$1,500	54 62 67 55 49 68 75 77 112 98 90 57 66 64 44 49 71 65 80 111 90 96	0.97 98% 98% 99% 98% 98% 95% 95% 95% 96% 0.99 98% 99% 108% 98% 97% 96% 96% 96%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011	268 319 374 374 379 389 285 266 204 194 234 119 310 432 407 472 412 315 290 236 289 145 106 161 139 171 173	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,003 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,104	305 \$420 \$459 \$587 \$616 \$574 \$430 \$238 \$385 \$236 418 \$432 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$555	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,955 \$4,200 \$3,650 \$4,200 \$3,650 \$4,200 \$3,650 \$4,200 \$3,650 \$4,200 \$3,650 \$5,955 \$2,625 \$3,300 \$3,700	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$7757 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$1,200 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263 \$1,263	54 62 67 55 49 68 75 77 112 98 90 57 66 64 49 71 65 80 111 90 96	0.97 98% 98% 99% 98% 97% 95% 95% 95% 95% 95% 95% 95% 95	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2,500 2,500 2,500 2,500 1,500
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2011 2012 2003 2004 2005 2009 2010 2011 2001 2001 2001 2001 2001	268 319 374 378 309 285 266 204 194 231 119 310 432 407 407 412 315 290 236 254 289 145	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$1,023 \$1,123 \$1,129 \$1,305 \$1,360 \$1,374 \$1,360 \$1,374 \$1,130 \$	305 \$420 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$325 \$325 \$460 \$623 \$553 \$460 \$325 \$325 \$325 \$325 \$325 \$325 \$325 \$325	4250 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,955 \$4,200 \$3,650 \$5,500 \$3,995 \$4,200 \$3,650 \$5,595 \$2,625 \$3,300 \$3,996	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$1,182 \$1,160 \$1,263 \$866 \$9065 \$1193 \$1,278 \$1,361 \$1,500 \$1,660 \$1,746	54 62 67 55 49 68 75 77 112 98 90 57 66 64 49 71 65 80 111 90 96	0.97 98% 98% 99% 98% 98% 95% 95% 95% 95% 95% 96% 96% 96% 96% 96% 96% 97% 96% 96%	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2,500 2,500 2,000 1,500 1,000 Average Price Total Sold 2,500 2,000 1,500 Average Price Average Price
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2011 2001 2002 2003 2004 2005 2009 2010 2011 2001 2001 2002 2003 2004 2005 2006 2007	268 319 374 378 309 285 266 204 194 234 119 310 432 407 472 412 315 290 236 254 289 145 106 161 139 171 173 164 125	\$871 \$911 \$885 \$1,075 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,025 \$1,023 \$935 \$962 \$1,124 \$1,129 \$1,305 \$1,360 \$1,374 \$1,009 \$1,317 \$1,009 \$1,00	305 \$420 \$459 \$5494 \$587 \$616 \$574 \$430 \$220 \$325 \$325 \$325 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$325 \$325 \$325 \$325 \$325 \$325 \$325	4250 \$3,600 \$3,800 \$3,800 \$3,800 \$3,825 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,500 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 3598 \$3,986 \$3,850 \$6,5575 \$4,775 \$5,400	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$916 \$1,160 \$1,200 \$1,263 \$866 \$990 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$1,200 \$1,263 \$866 \$1,200 \$1,263 \$866 \$1,200 \$1,263 \$866 \$1,200 \$1,263	54 62 67 55 49 68 75 77 112 98 90 57 66 64 54 49 71 65 80 111 90 96	0.97 98% 98% 99% 98% 98% 98% 95% 95% 95% 95% 96% 96% 96% 96% 96% 96% 96% 96	1,200 1,000 800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2012 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 378 309 285 266 204 194 2319 310 432 407 472 412 315 290 236 254 289 145 106 161 139 171 173 164 125 109	\$871 \$911 \$1,025 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,129 \$1,305 \$1,360 \$1,374 \$1,009 \$1,310 \$1,310 \$1,01	305 \$420 \$459 \$494 \$587 \$616 \$574 \$430 \$220 \$325 \$325 \$435 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$505	4250 \$3,600 \$3,800 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,950 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 3598 \$3,996 \$3,850 \$6,450 \$5,575 \$4,775 \$5,400 \$6,300	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$91,182 \$1,160 \$1,263 \$866 \$990 \$965 1193 \$1,278 \$1,361 \$1,500 \$1,766 \$1,460 \$1,746 \$1,825 \$1,800	54 62 67 55 49 68 75 77 1112 98 90 57 66 64 54 49 71 65 80 1111 90 96 68 70 84 74 74 66 87 104	0.97 98% 98% 99% 98% 98% 95% 95% 95% 0.99 98% 96% 96% 96% 96% 96% 96% 96% 96	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,400 1,200 1,000 800 Average Price Total Sold 2,500 2,000 1,500 Average Price Total Sold Average Price Total Sold Average Price Total Sold
Single Family, 4BR 3BA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2011 202 203 204 205 2006 207 2008 2009 2010 2011 2001 2001 2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 378 309 285 266 204 194 231 119 310 432 407 472 412 315 290 236 254 289 145 106 161 139 171 173 1764 125 109 92	\$871 \$911 \$885 \$1,072 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,360 \$1,374 \$1,009 \$1,374 \$1,009 \$1,104 \$1,501 \$1,673 \$1,673 \$1,866 \$1,866 \$1,515	305 \$420 \$459 \$459 \$587 \$616 \$574 \$430 \$220 \$385 \$385 \$418 \$435 \$475 \$557 \$600 \$623 \$553 \$460 \$325 \$325 \$382 \$505	4250 \$3,600 \$3,600 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,000 \$3,950 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 3598 \$3,996 \$3,850 \$6,450 \$5,575 \$4,475 \$5,400 \$6,300 \$4,350	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965 1193 \$1,278 \$1,361 \$1,500 \$1,606 \$1,606 \$1,606 \$1,606 \$1,606 \$1,606 \$1,825 \$1,800 \$1,323	54 62 67 55 49 68 75 77 112 98 90 57 66 64 54 49 71 65 80 1111 90 96 68 70 84 74 74 66 87 104 108	0.97 98% 98% 99% 98% 98% 95% 95% 95% 96% 97% 96% 96% 96% 96% 96% 96% 96% 96	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,200 1,000 800 Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2,500 2,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,500 1,000 1,500 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,5
iA Single Family, 3BR	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2012 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004 2005 2006 2007 2008	268 319 374 378 309 285 266 204 194 2319 310 432 407 472 412 315 290 236 254 289 145 106 161 139 171 173 164 125 109	\$871 \$911 \$1,025 \$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$921 \$935 \$962 \$1,024 \$1,129 \$1,305 \$1,360 \$1,374 \$1,009 \$1,310 \$1,310 \$1,01	305 \$420 \$459 \$494 \$587 \$616 \$574 \$430 \$220 \$325 \$325 \$435 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$505	4250 \$3,600 \$3,800 \$3,800 \$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$2,350 3825 \$4,200 \$3,950 \$5,950 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 3598 \$3,996 \$3,850 \$6,450 \$5,575 \$4,775 \$5,400 \$6,300	739 \$800 \$786 \$934 \$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$757 835 \$821 \$896 \$91,182 \$1,160 \$1,263 \$866 \$990 \$965 1193 \$1,278 \$1,361 \$1,500 \$1,766 \$1,460 \$1,746 \$1,825 \$1,800	54 62 67 55 49 68 75 77 1112 98 90 57 66 64 49 71 65 80 1111 90 96 68 70 84 74 74 66 87 104	0.97 98% 98% 99% 98% 98% 95% 95% 95% 0.99 98% 96% 96% 96% 96% 96% 96% 96% 96	1,200 1,000 800 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 1,600 1,200 1,000 800 Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2,500 2,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,500 1,000 1,500 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,5

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Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	6	\$240	\$145	\$332	\$245	182	97%
April '11	7	\$278	\$120	\$790	\$200	85	99%
May '11	5	\$169	\$120	\$280	\$140	125	95%
June '11	10	\$198	\$110	\$490	\$163	133	93%
Active*	38	\$194	\$99	\$392	\$177	176	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	15	\$362	\$113	\$835	\$300	124	94%
April '11	l'11 14 \$409	\$160	\$1,500	\$280	181	97%	
May '11	10	10 \$294		\$449	\$310	91	105%
June '11	23 \$402 \$1		\$113	\$1,150	\$300	127	94%
Active*	95	\$415	\$130	\$1,325	\$386	122	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	4	\$578	\$300	\$1,250	\$331	61	93%
April '11	4	\$285	\$168	\$469	\$251	76	96%
May '11	3	\$604	\$311	\$935	\$565	54	92%
June '11	9 \$327		\$225	\$484	\$335	84	99%
Active*	39	\$351	\$180	\$919	\$289	143	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '11	7	\$694	\$410	\$1,207	\$600	157	96%
April '11	9 \$375		\$312 \$587 \$230 \$676	\$446	65 69	95%	
May '11				\$316		98%	
June '11			\$305	\$400	\$340	76	100%
Active*	63	\$548	\$225	\$2,295	\$399	107	

*as of 7/8/2011

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Marin County Market Analysis by year

7/8/2011

	.,,	Total Units					Average Days on		
ir-		Sold	Average	Low	High	Median	Market	Premium	
	2001	111	\$288	\$180	\$569	\$274	55	100%	500 Average
	2002	110	\$312	\$189	\$615	\$305	49	100%	450 400 Total Units Sold
BA	2003	129	\$371	\$265	\$868	\$349	34	102%	350
	2004	129	\$371	\$265	\$868	\$349	34	102%	300 250
BR	2005	121	\$434	\$262	\$700	\$425	40	103%	200
, 2	2006	98	\$423	\$252	\$617	\$421	71	99%	150
Condos,	2007	62	\$430	\$215	\$1,246	\$408	97	98%	50
l	2008	94	\$280	\$125	\$830	\$234	92	97%	0
0	2009	75	\$204	\$100	\$580	\$169	131	98%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
	2010	65	\$216	\$108	\$537	\$195	105	98%	
	2011	37	\$213	\$110	\$790	\$173	136	95%	
li-		-						"	
	2001	193	\$395	\$169	\$1,675	\$344	41	100%	700 Average
	2002	220	\$452	\$210	\$1,875	\$389	53	99%	600 Total Units Sold
2BA	2003	275	\$434	\$225	\$1,658	\$397	49	100%	500
II.	2004	306	\$516	\$209	\$1,600	\$490	40	102%	400
BR	2005	238	\$578	\$335	\$1,735	\$523	38	102%	300
, 2	2006	198	\$608	\$300	\$1,825	\$534	68	99%	200
00	2007	141	\$650	\$285	\$1,895	\$570	80	98%	100
nd	2008	128	\$507	\$140	\$2,058	\$440	89	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Condos,	2009	156	\$369	\$104	\$1,400	\$310	125	96%	2001 2002 2003 2004 2003 2000 2007 2008 2003 2010 2011
	2010	148	\$417	\$113	\$1,675	\$357	123	97%	
	2011	93	\$378	\$106	\$1,500	\$300	146	97%	
	2001	67	* 300	¢100	¢005	£261	F.3	1000/	
	2001 2002	67 111	\$380 \$428	\$199 \$265	\$895 \$825	\$361 \$415	53 50	100% 100%	700 Average
4	2002	103	\$432	\$295	\$1,045	\$407	59	100%	600 Total Units Sold
2BA				\$299	\$979	\$485		102%	500
	2004	131	\$519				36		400
3BR	2005	108	\$590	\$365	\$1,185	\$550	37	103%	300
I _	2006	94	\$591	\$385	\$1,369	\$556	68	100%	100
Condos	2007	54	\$623	\$350	\$1,625	\$545	78	98%	0
Ĭ ŭ	2008	104	\$398	\$199	\$1,357	\$303	91	98%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
ŭ	2009	93	\$339	\$150	\$1,038	\$270	88	98%	
	2010	74	\$381	\$155	\$1,200	\$370	142	96%	
	2011	28	\$389	\$168	\$1,350	\$319	96	96%	
	2001	97	\$491	\$281	\$1,300	\$450	53	101%	
	2002	173	\$529	\$318	\$1,685	\$476	53	99%	800
⋖	2003	215	\$640	\$365	\$1,450	\$523	47	98%	700
3BA	2004	166	\$635	\$370	\$1,475	\$563	36	102%	600
	2005	151	\$713	\$460	\$1,795	\$649	35	101%	500
3BR	2006	107	\$742	\$510	\$2,050	\$657	80	99%	400 ———Average
	2007	119	\$736	\$315	\$2,350	\$674	70	98%	300 → Total Units Sold
Condos,		80	\$612	\$260		\$540	101	97%	200
ů	2008				\$1,645				100
ŭ	2009	85	\$521	\$230	\$1,557	\$480	108	97%	0
	2010	91	\$544	\$200	\$2,200	\$450	105	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
		45	\$443	\$205	\$1,207	\$396	105	97%	

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