PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	12/17/10	12/24/10	12/31/10	1/7/11
Number of ACTIVE Listings within All Marin Cities	833	772	747	709
Number of CONTINGENT/PENDING Listings within All Marin Cities	352	337	310	301
Number of SOLD Listings within All Marin Cities - YTD	2207	2257	2299	18
Average DOM All Marin Cities	148	154	160	157
% In Contract	29.70%	30.39%	29.33%	29.80%
Number of ACTIVE Listings within 13 Marin Cities*	684	636	613	586
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	321	307	286	276
Number of SOLD Listings within 13 Marin Cities* - YTD	1997	2043	2077	18
Average DOM 13 Marin Cities*	142	148	154	150
% In Contract	31.94%	32.56%	31.81%	32.02%

13 Marin Cities: Belvedere, Corte Madera, Fairfax, Greenbrae, Kentfield, Larkspur, Mill Valley, Novato, Ross, San Anselmo, San Rafael, Sausalito, & Tiburon

All data deemed reliable, but not guaranteed and may contain errors and omissions.

Pacific Union International Marin Market Update

Statistics - Marin County (13 Cities) - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	309	287	277	269
Active (LAST year)	210	193	177	194
% of Change	**47.14%**	**48.70%**	**56.50%**	**38.66%**
Active Price per Sq. Ft.	$443	$444	$441	$415
Contingent/Pending	179	170	159	153
% In Contract	**36.68%**	**37.20%**	**36.47%**	**36.26%**
Sold (THIS year)	1126	1154	1175	9
Sold (LAST year)	1083	1107	1131	9
% of Change (Sold)	**3.97%**	**4.25%**	**3.89%**	**0.00%**
Sold Price per Sq. Ft. (THIS year)	$436	$435	$434	$81
Sold Price per Sq. Ft. (LAST year)	$461	$459	$458	$125
% of Change (Sq. Ft.)	**-5.51%**	**-5.29%**	**-5.39%**	**-35.03%**
$1M - $1.499M				
Active (THIS year)	74	66	62	56
Active (LAST year) $1M-$2M	145	130	115	118
% of Change	**-48.97%**	**-49.23%**	**-46.09%**	**-52.54%**
Active Price per Sq. Ft.	$432	$428	$426	$448
Contingent/Pending	26	21	18	19
% In Contract	**26.00%**	**24.14%**	**22.50%**	**25.33%**
Sold (THIS year)	269	275	278	1
Sold (LAST year)	235	238	240	2
% of Change (Sold)	**14.47%**	**15.55%**	**15.83%**	**-50.00%**
Sold Price per Sq. Ft. (THIS year)	$460	$460	$460	$83
Sold Price per Sq. Ft. (LAST year)	$490	$490	$491	$85
% of Change (Sq. Ft.)	**-6.09%**	**-6.20%**	**-6.29%**	**-2.70%**
$1.5M - $2M				
Active (THIS year)	53	49	46	44
Active (LAST year)	0	0	0	0
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$489	$479	$473	$471
Contingent/Pending	15	13	12	11
% In Contract	**100.41%**	**100.48%**	**100.53%**	**100.25%**
Sold (THIS year)	124	126	129	0
Sold (LAST year)	100	102	102	1
% of Change (Sold)	**24.00%**	**23.53%**	**26.47%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$571	$571	$571	$0
Sold Price per Sq. Ft. (LAST year)	$591	$591	$591	$34
% of Change (Sq. Ft.)	**-3.36%**	**-3.36%**	**-3.36%**	**-100.00%**
$2M - $4M				
Active (THIS year)	65	56	54	48
Active (LAST year)	67	66	54	57
% of Change	**-2.99%**	**-15.15%**	**0.00%**	**-15.79%**
Active Price per Sq. Ft.	$545	$542	$542	$545
Contingent/Pending	10	8	9	8
% In Contract	**13.33%**	**12.50%**	**14.29%**	**14.29%**
Sold (THIS year)	130	131	132	2
Sold (LAST year)	97	100	102	1
% of Change (Sold)	**34.02%**	**31.00%**	**29.41%**	**100.00%**
Sold Price per Sq. Ft. (THIS year)	$586	$586	$586	$130
Sold Price per Sq. Ft. (LAST year)	$588	$585	$585	$41
% of Change (Sq. Ft.)	**-0.37%**	**0.22%**	**0.05%**	**218.46%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County (13 Cities) - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	44	41	38	38
Active (LAST year)	37	37	32	30
% of Change	**18.92%**	**10.81%**	**18.75%**	**26.67%**
Active Price per Sq. Ft.	$618	$588	$590	$584
Contingent/Pending	2	2	2	2
% In Contract	**4.35%**	**4.65%**	**5.00%**	**5.00%**
Sold (THIS year)	19	21	21	0
Sold (LAST year)	21	21	21	0
% of Change (Sold)	**-9.52%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$469	$477	$477	$0
Sold Price per Sq. Ft. (LAST year)	$392	$392	$392	$0
% of Change (Sq. Ft.)	**19.63%**	**21.75%**	**21.75%**	**-100.00%**

Statistics - Marin County (13 Cities) - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	192	186	182	175
Active (LAST year)	132	130	123	138
% of Change	**45.45%**	**43.08%**	**47.97%**	**26.81%**
Active Price per Sq. Ft.	$270	$269	$268	$258
Contingent/Pending	104	106	98	94
% In Contract	**35.14%**	**36.30%**	**35.00%**	**34.94%**
Sold (THIS year)	453	462	471	6
Sold (LAST year)	484	495	501	7
% of Change (Sold)	**-6.40%**	**-6.67%**	**-5.99%**	**-14.29%**
Sold Price per Sq. Ft. (THIS year)	$291	$290	$290	$87
Sold Price per Sq. Ft. (LAST year)	$299	$299	$299	$105
% of Change (Sq. Ft.)	**-2.57%**	**-2.83%**	**-3.04%**	**-17.15%**

TOTAL SFR & CONDO - Marin County (13 Cities)	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**684**	**636**	**613**	**586**
Contingents/Pendings	**321**	**307**	**286**	**276**
Solds	**1997**	**2043**	**2077**	**18**
Average DOM	**142**	**148**	**154**	**150**
% In Contract	**31.94%**	**32.56%**	**31.81%**	**32.02%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$1M - $1.499M				
Active (THIS year)	0	0	0	0
Active (LAST year) $1M-$2M	3	2	2	2
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	1	1	1	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	0	0	0	0
Sold (LAST year)	0	0	0	0
% of Change (Sold)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$0	$0	$0	$0
Sold Price per Sq. Ft. (LAST year)	$0	$0	$0	$0
% of Change (Sq. Ft.)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	2	2	2	2
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$1,114	$1,114	$1,114	$1,114
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	7	7	7	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**250.00%**	**250.00%**	**250.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$812	$812	$812	$0
Sold Price per Sq. Ft. (LAST year)	$743	$743	$743	$0
% of Change (Sq. Ft.)	**9.29%**	**9.29%**	**9.29%**	**-100.00%**
$2M - $4M				
Active (THIS year)	16	15	14	13
Active (LAST year)	10	10	8	9
% of Change	**60.00%**	**50.00%**	**75.00%**	**44.44%**
Active Price per Sq. Ft.	$971	$940	$937	$931
Contingent/Pending	4	3	3	2
% In Contract	**20.00%**	**16.67%**	**17.65%**	**13.33%**
Sold (THIS year)	18	19	20	1
Sold (LAST year)	12	12	12	0
% of Change (Sold)	**50.00%**	**58.33%**	**66.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$889	$891	$884	$961
Sold Price per Sq. Ft. (LAST year)	$942	$942	$942	$0
% of Change (Sq. Ft.)	**-5.63%**	**-5.41%**	**-6.16%**	**-100.00%**
$4M+				
Active (THIS year)	12	11	10	10
Active (LAST year)	8	9	9	10
% of Change	**50.00%**	**22.22%**	**11.11%**	**0.00%**
Active Price per Sq. Ft.	$2,087	$2,080	$2,124	$2,124
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	5	6	6	0
Sold (LAST year)	6	6	6	0
% of Change (Sold)	**-16.67%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$1,309	$1,417	$1,417	$0
Sold Price per Sq. Ft. (LAST year)	$1,039	$1,039	$1,039	$0
% of Change (Sq. Ft.)	**25.99%**	**36.38%**	**36.38%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

TOTAL SFR - Belvedere	12/17/10	12/24/10	12/31/10	1/7/11
Actives	30	28	26	25
Contingents/Pendings	5	4	4	2
Solds	30	32	33	1
Average DOM	217	232	240	254
% In Contract	14.29%	12.50%	13.33%	7.41%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	12	12	12	12
Active (LAST year)	4	3	3	4
% of Change	**200.00%**	**300.00%**	**300.00%**	**200.00%**
Active Price per Sq. Ft.	$488	$488	$485	$484
Contingent/Pending	5	5	2	2
% In Contract	**29.41%**	**29.41%**	**14.29%**	**14.29%**
Sold (THIS year)	60	61	63	0
Sold (LAST year)	49	49	49	1
% of Change (Sold)	**22.45%**	**24.49%**	**28.57%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$516	$519	$520	$0
Sold Price per Sq. Ft. (LAST year)	$529	$529	$529	$435
% of Change (Sq. Ft.)	**-2.46%**	**-1.89%**	**-1.70%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	1	2	2	2
Active (LAST year) $1M-$2M	6	6	6	5
% of Change	**-83.33%**	**-66.67%**	**-66.67%**	**-60.00%**
Active Price per Sq. Ft.	$514	$510	$510	$510
Contingent/Pending	1	0	0	0
% In Contract	**50.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	13	13	13	0
Sold (LAST year)	14	14	14	0
% of Change (Sold)	**-7.14%**	**-7.14%**	**-7.14%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$518	$518	$518	$0
Sold Price per Sq. Ft. (LAST year)	$561	$561	$561	$0
% of Change (Sq. Ft.)	**-7.66%**	**-7.66%**	**-7.66%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	0	0	0	0
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	5	5	5	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**150.00%**	**150.00%**	**150.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$594	$594	$594	$0
Sold Price per Sq. Ft. (LAST year)	$566	$566	$566	$0
% of Change (Sq. Ft.)	**4.95%**	**4.95%**	**4.95%**	**-100.00%**
$2M - $4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	0
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	3	3	3	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**50.00%**	**50.00%**	**50.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$552	$552	$552	$0
Sold Price per Sq. Ft. (LAST year)	$756	$756	$756	$0
% of Change (Sq. Ft.)	**-26.98%**	**-26.98%**	**-26.98%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	4	4	4	4
Active (LAST year)	4	5	4	5
% of Change	**0.00%**	**-20.00%**	**0.00%**	**-20.00%**
Active Price per Sq. Ft.	$351	$351	$349	$340
Contingent/Pending	2	2	2	2
% In Contract	**33.33%**	**33.33%**	**33.33%**	**33.33%**
Sold (THIS year)	14	14	14	0
Sold (LAST year)	17	18	18	0
% of Change (Sold)	**-17.65%**	**-22.22%**	**-22.22%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$358	$358	$358	$0
Sold Price per Sq. Ft. (LAST year)	$394	$399	$399	$0
% of Change (Sq. Ft.)	**-9.14%**	**-10.28%**	**-10.28%**	**-100.00%**

TOTAL SFR & CONDO - Corte Madera	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**17**	**18**	**18**	**18**
Contingents/Pendings	**8**	**7**	**4**	**4**
Solds	**95**	**96**	**98**	**0**
Average DOM	**85**	**99**	**105**	**113**
% In Contract	**32.00%**	**28.00%**	**18.18%**	**18.18%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	15	16	15	15
Active (LAST year)	7	7	7	8
% of Change	**114.29%**	**128.57%**	**114.29%**	**87.50%**
Active Price per Sq. Ft.	$367	$362	$356	$352
Contingent/Pending	6	6	6	6
% In Contract	**28.57%**	**27.27%**	**28.57%**	**28.57%**
Sold (THIS year)	66	67	67	0
Sold (LAST year)	58	60	60	0
% of Change (Sold)	**13.79%**	**11.67%**	**11.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$407	$406	$406	$0
Sold Price per Sq. Ft. (LAST year)	$418	$420	$420	$0
% of Change (Sq. Ft.)	**-2.63%**	**-3.33%**	**-3.33%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	2	2	2	2
Active (LAST year) $1M-$2M	1	1	1	3
% of Change	**100.00%**	**100.00%**	**100.00%**	**-33.33%**
Active Price per Sq. Ft.	$435	$435	$435	$435
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	5	5	5	0
Sold (LAST year)	3	3	3	0
% of Change (Sold)	**66.67%**	**66.67%**	**66.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$389	$389	$389	$0
Sold Price per Sq. Ft. (LAST year)	$421	$421	$421	$0
% of Change (Sq. Ft.)	**-7.60%**	**-7.60%**	**-7.60%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	2	2	2	2
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$384	$384	$384	$384
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	1	1	1	0
Sold (LAST year)	1	1	1	0
% of Change (Sold)	**0.00%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$416	$416	$416	$0
Sold Price per Sq. Ft. (LAST year)	$512	$512	$512	$0
% of Change (Sq. Ft.)	**-18.75%**	**-18.75%**	**-18.75%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	0
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	1	1	1	1
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	7	7	7	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**250.00%**	**250.00%**	**250.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$312	$312	$312	$0
Sold Price per Sq. Ft. (LAST year)	$345	$345	$345	$0
% of Change (Sq. Ft.)	**-9.57%**	**-9.57%**	**-9.57%**	**-100.00%**

TOTAL SFR & CONDO - Fairfax	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**19**	**20**	**19**	**19**
Contingents/Pendings	**7**	**7**	**7**	**7**
Solds	**79**	**80**	**80**	**0**
Average DOM	**92**	**96**	**103**	**105**
% In Contract	**26.92%**	**25.93%**	**26.92%**	**26.92%**

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Pacific Union International Marin Market Update

Statistics - Greenbrae - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	1	1	2	1
Active (LAST year)	2	1	1	1
% of Change	**-50.00%**	**0.00%**	**100.00%**	**0.00%**
Active Price per Sq. Ft.	$465	$465	$446	$465
Contingent/Pending	6	6	5	6
% In Contract	**85.71%**	**85.71%**	**71.43%**	**85.71%**
Sold (THIS year)	24	24	24	0
Sold (LAST year)	16	16	17	0
% of Change (Sold)	**50.00%**	**50.00%**	**41.18%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$479	$479	$479	$0
Sold Price per Sq. Ft. (LAST year)	$482	$482	$476	$0
% of Change (Sq. Ft.)	**-0.62%**	**-0.62%**	**0.63%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	2	2	3	2
Active (LAST year) $1M-$2M	6	4	3	4
% of Change	**-66.67%**	**-50.00%**	**0.00%**	**-50.00%**
Active Price per Sq. Ft.	$542	$542	$494	$542
Contingent/Pending	1	0	0	1
% In Contract	**33.33%**	**0.00%**	**0.00%**	**33.33%**
Sold (THIS year)	23	24	24	0
Sold (LAST year)	23	23	23	0
% of Change (Sold)	**0.00%**	**4.35%**	**4.35%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$489	$489	$489	$0
Sold Price per Sq. Ft. (LAST year)	$543	$543	$543	$0
% of Change (Sq. Ft.)	**-9.94%**	**-9.94%**	**-9.94%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	1	1	1	1
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$348	$348	$348	$348
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	3	3	3	0
Sold (LAST year)	3	3	3	0
% of Change (Sold)	**0.00%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$563	$563	$563	$0
Sold Price per Sq. Ft. (LAST year)	$580	$580	$580	$0
% of Change (Sq. Ft.)	**-2.93%**	**-2.93%**	**-2.93%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

$2M - $4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	1	1
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	0	0	0	0
% of Change (Sold)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$616	$616	$616	$0
Sold Price per Sq. Ft. (LAST year)	$0	$0	$0	$0
% of Change (Sq. Ft.)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**

Statistics - Greenbrae - CONDO	**12/17/10**	**12/24/10**	**12/31/10**	**1/7/11**
ALL				
Active (THIS year)	8	8	8	5
Active (LAST year)	11	11	11	10
% of Change	**-27.27%**	**-27.27%**	**-27.27%**	**-50.00%**
Active Price per Sq. Ft.	$305	$303	$303	$269
Contingent/Pending	5	6	5	7
% In Contract	**38.46%**	**42.86%**	**38.46%**	**58.33%**
Sold (THIS year)	33	33	33	1
Sold (LAST year)	18	20	20	1
% of Change (Sold)	**83.33%**	**65.00%**	**65.00%**	**0.00%**
Sold Price per Sq. Ft. (THIS year)	$354	$354	$354	$294
Sold Price per Sq. Ft. (LAST year)	$379	$377	$377	$442
% of Change (Sq. Ft.)	**-6.60%**	**-6.10%**	**-6.10%**	**-33.48%**

TOTAL SFR & CONDO - Greenbrae	**12/17/10**	**12/24/10**	**12/31/10**	**1/7/11**
Actives	**12**	**12**	**14**	**9**
Contingents/Pendings	**12**	**12**	**10**	**14**
Solds	**87**	**88**	**88**	**1**
Average DOM	**77**	**84**	**89**	**98**
% In Contract	**50.00%**	**50.00%**	**41.67%**	**60.87%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	1	1	1	0
Active (LAST year)	2	2	2	2
% of Change	**-50.00%**	**-50.00%**	**-50.00%**	**-100.00%**
Active Price per Sq. Ft.	$362	$362	$362	$0
Contingent/Pending	1	0	0	1
% In Contract	**50.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	7	8	8	0
Sold (LAST year)	8	8	8	0
% of Change (Sold)	**-12.50%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$421	$401	$401	$0
Sold Price per Sq. Ft. (LAST year)	$487	$487	$487	$0
% of Change (Sq. Ft.)	**-13.55%**	**-17.66%**	**-17.66%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	0	0	0	0
Active (LAST year) $1M-$2M	6	6	5	5
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	14	14	14	0
Sold (LAST year)	9	9	9	1
% of Change (Sold)	**55.56%**	**55.56%**	**55.56%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$540	$540	$540	$0
Sold Price per Sq. Ft. (LAST year)	$623	$623	$623	$637
% of Change (Sq. Ft.)	**-13.32%**	**-13.32%**	**-13.32%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	1	1	1	1
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$616	$616	$616	$616
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	16	16	16	0
Sold (LAST year)	8	8	8	1
% of Change (Sold)	**100.00%**	**100.00%**	**100.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$604	$604	$604	$0
Sold Price per Sq. Ft. (LAST year)	$563	$563	$563	$440
% of Change (Sq. Ft.)	**7.28%**	**7.28%**	**7.28%**	**-100.00%**
$2M - $4M				
Active (THIS year)	5	4	4	4
Active (LAST year)	2	2	2	1
% of Change	**150.00%**	**100.00%**	**100.00%**	**300.00%**
Active Price per Sq. Ft.	$736	$714	$714	$714
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	24	24	24	0
Sold (LAST year)	9	9	9	1
% of Change (Sold)	**166.67%**	**166.67%**	**166.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$711	$711	$711	$0
Sold Price per Sq. Ft. (LAST year)	$720	$720	$720	$531
% of Change (Sq. Ft.)	**-1.25%**	**-1.25%**	**-1.25%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	2	2	2	3
Active (LAST year)	2	2	2	2
% of Change	**0.00%**	**0.00%**	**0.00%**	**50.00%**
Active Price per Sq. Ft.	$1,123	$1,123	$1,123	$992
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	1	1	1	0
Sold (LAST year)	4	4	4	0
% of Change (Sold)	**-75.00%**	**-75.00%**	**-75.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$1,039	$1,039	$1,039	$0
Sold Price per Sq. Ft. (LAST year)	$1,114	$1,114	$1,114	$0
% of Change (Sq. Ft.)	**-6.73%**	**-6.73%**	**-6.73%**	**-100.00%**

TOTAL SFR - Kentfield	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**9**	**8**	**8**	**8**
Contingents/Pendings	**1**	**0**	**0**	**1**
Solds	**62**	**63**	**63**	**0**
Average DOM	**125**	**132**	**138**	**134**
% In Contract	**10.00%**	**0.00%**	**0.00%**	**11.11%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	5	5	5	5
Active (LAST year)	4	4	4	3
% of Change	**25.00%**	**25.00%**	**25.00%**	**66.67%**
Active Price per Sq. Ft.	$506	$506	$506	$504
Contingent/Pending	2	2	1	1
% In Contract	**28.57%**	**28.57%**	**16.67%**	**16.67%**
Sold (THIS year)	23	23	24	0
Sold (LAST year)	21	22	22	1
% of Change (Sold)	**9.52%**	**4.55%**	**9.09%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$603	$603	$589	$0
Sold Price per Sq. Ft. (LAST year)	$593	$597	$597	$488
% of Change (Sq. Ft.)	**1.69%**	**1.01%**	**-1.34%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	6	5	5	2
Active (LAST year) $1M-$2M	9	8	8	10
% of Change	**-33.33%**	**-37.50%**	**-37.50%**	**-80.00%**
Active Price per Sq. Ft.	$505	$491	$491	$525
Contingent/Pending	3	1	0	0
% In Contract	**33.33%**	**16.67%**	**0.00%**	**0.00%**
Sold (THIS year)	24	26	26	0
Sold (LAST year)	17	17	17	0
% of Change (Sold)	**41.18%**	**52.94%**	**52.94%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$557	$553	$553	$0
Sold Price per Sq. Ft. (LAST year)	$504	$504	$504	$0
% of Change (Sq. Ft.)	**10.52%**	**9.72%**	**9.72%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	2	1	1	2
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$633	$581	$581	$623
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	6	6	6	0
Sold (LAST year)	6	6	6	0
% of Change (Sold)	**0.00%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$625	$625	$625	$0
Sold Price per Sq. Ft. (LAST year)	$639	$639	$639	$0
% of Change (Sq. Ft.)	**-2.19%**	**-2.19%**	**-2.19%**	**-100.00%**
$2M - $4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	0
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	3	3	3	0
Sold (LAST year)	3	4	4	0
% of Change (Sold)	**0.00%**	**-25.00%**	**-25.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$895	$895	$895	$0
Sold Price per Sq. Ft. (LAST year)	$751	$726	$726	$0
% of Change (Sq. Ft.)	**19.17%**	**23.28%**	**23.28%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	6	5	6	6
Active (LAST year)	6	6	5	5
% of Change	**0.00%**	**-16.67%**	**20.00%**	**20.00%**
Active Price per Sq. Ft.	$454	$460	$451	$451
Contingent/Pending	1	1	1	1
% In Contract	**14.29%**	**16.67%**	**14.29%**	**14.29%**
Sold (THIS year)	8	8	8	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**300.00%**	**300.00%**	**300.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$412	$412	$412	$0
Sold Price per Sq. Ft. (LAST year)	$479	$479	$479	$0
% of Change (Sq. Ft.)	**-13.99%**	**-13.99%**	**-13.99%**	**-100.00%**

TOTAL SFR & CONDO - Larkspur	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**19**	**16**	**17**	**15**
Contingents/Pendings	**6**	**4**	**2**	**2**
Solds	**64**	**66**	**67**	**0**
Average DOM	**101**	**113**	**119**	**120**
% In Contract	**24.00%**	**20.00%**	**10.53%**	**11.76%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	34	31	29	29
Active (LAST year)	23	21	20	20
% of Change	**47.83%**	**47.62%**	**45.00%**	**45.00%**
Active Price per Sq. Ft.	$482	$485	$484	$484
Contingent/Pending	16	13	12	12
% In Contract	**32.00%**	**29.55%**	**29.27%**	**29.27%**
Sold (THIS year)	113	116	118	1
Sold (LAST year)	117	119	122	0
% of Change (Sold)	**-3.42%**	**-2.52%**	**-3.28%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$509	$507	$506	$0
Sold Price per Sq. Ft. (LAST year)	$490	$490	$490	$0
% of Change (Sq. Ft.)	**3.88%**	**3.47%**	**3.27%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	23	20	17	15
Active (LAST year) $1M-$2M	33	27	23	25
% of Change	**-30.30%**	**-25.93%**	**-26.09%**	**-40.00%**
Active Price per Sq. Ft.	$508	$509	$534	$564
Contingent/Pending	7	8	6	7
% In Contract	**23.33%**	**28.57%**	**26.09%**	**31.82%**
Sold (THIS year)	61	62	64	1
Sold (LAST year)	55	56	57	1
% of Change (Sold)	**10.91%**	**10.71%**	**12.28%**	**0.00%**
Sold Price per Sq. Ft. (THIS year)	$534	$533	$532	$1,081
Sold Price per Sq. Ft. (LAST year)	$562	$561	$562	$474
% of Change (Sq. Ft.)	**-4.98%**	**-4.99%**	**-5.34%**	**128.06%**
$1.5M - $2M				
Active (THIS year)	14	13	13	12
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$627	$594	$594	$596
Contingent/Pending	7	6	4	3
% In Contract	**33.33%**	**31.58%**	**23.53%**	**20.00%**
Sold (THIS year)	38	39	42	0
Sold (LAST year)	29	29	29	0
% of Change (Sold)	**31.03%**	**34.48%**	**44.83%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$612	$612	$612	$0
Sold Price per Sq. Ft. (LAST year)	$580	$580	$580	$0
% of Change (Sq. Ft.)	**5.52%**	**5.52%**	**5.52%**	**-100.00%**
$2M - $4M				
Active (THIS year)	8	5	5	3
Active (LAST year)	13	13	11	10
% of Change	**-38.46%**	**-61.54%**	**-54.55%**	**-70.00%**
Active Price per Sq. Ft.	$807	$771	$771	$779
Contingent/Pending	1	1	1	1
% In Contract	**11.11%**	**16.67%**	**16.67%**	**25.00%**
Sold (THIS year)	29	29	29	1
Sold (LAST year)	20	20	20	0
% of Change (Sold)	**45.00%**	**45.00%**	**45.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$663	$663	$663	$730
Sold Price per Sq. Ft. (LAST year)	$760	$760	$760	$0
% of Change (Sq. Ft.)	**-12.76%**	**-12.76%**	**-12.76%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	5	5	5	5
Active (LAST year)	4	3	3	2
% of Change	**25.00%**	**66.67%**	**66.67%**	**150.00%**
Active Price per Sq. Ft.	$999	$999	$999	$999
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	2	2	2	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**0.00%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$700	$700	$700	$0
Sold Price per Sq. Ft. (LAST year)	$905	$905	$905	$0
% of Change (Sq. Ft.)	**-22.65%**	**-22.65%**	**-22.65%**	**-100.00%**

Statistics - Mill Valley - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	12	13	12	11
Active (LAST year)	4	4	3	5
% of Change	**200.00%**	**225.00%**	**300.00%**	**120.00%**
Active Price per Sq. Ft.	$442	$437	$439	$429
Contingent/Pending	9	7	6	6
% In Contract	**42.86%**	**35.00%**	**33.33%**	**35.29%**
Sold (THIS year)	27	30	31	0
Sold (LAST year)	25	28	28	1
% of Change (Sold)	**8.00%**	**7.14%**	**10.71%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$446	$436	$434	$0
Sold Price per Sq. Ft. (LAST year)	$470	$468	$468	$460
% of Change (Sq. Ft.)	**-5.11%**	**-6.84%**	**-7.26%**	**-100.00%**

TOTAL SFR & CONDO - Mill Valley	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**96**	**87**	**81**	**75**
Contingents/Pendings	**40**	**35**	**29**	**29**
Solds	**270**	**278**	**286**	**3**
Average DOM	**117**	**122**	**128**	**123**
% In Contract	**29.41%**	**28.69%**	**26.36%**	**27.88%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	97	91	86	84
Active (LAST year)	72	62	59	79
% of Change	**34.72%**	**46.77%**	**45.76%**	**6.33%**
Active Price per Sq. Ft.	$298	$299	$292	$292
Contingent/Pending	81	75	71	68
% In Contract	**45.51%**	**45.18%**	**45.22%**	**44.74%**
Sold (THIS year)	354	366	377	2
Sold (LAST year)	372	381	390	4
% of Change (Sold)	**-4.84%**	**-3.94%**	**-3.33%**	**-50.00%**
Sold Price per Sq. Ft. (THIS year)	$299	$299	$299	$295
Sold Price per Sq. Ft. (LAST year)	$302	$302	$302	$300
% of Change (Sq. Ft.)	**-0.99%**	**-0.99%**	**-0.99%**	**-1.67%**
$1M - $1.499M				
Active (THIS year)	12	8	8	8
Active (LAST year) $1M-$2M	22	21	20	19
% of Change	**-45.45%**	**-61.90%**	**-60.00%**	**-57.89%**
Active Price per Sq. Ft.	$309	$298	$298	$297
Contingent/Pending	3	4	4	3
% In Contract	**20.00%**	**33.33%**	**33.33%**	**27.27%**
Sold (THIS year)	26	26	26	0
Sold (LAST year)	29	29	29	0
% of Change (Sold)	**-10.34%**	**-10.34%**	**-10.34%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$317	$317	$317	$0
Sold Price per Sq. Ft. (LAST year)	$315	$315	$315	$0
% of Change (Sq. Ft.)	**0.63%**	**0.63%**	**0.63%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	6	6	5	4
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$445	$445	$453	$384
Contingent/Pending	0	0	1	1
% In Contract	**0.00%**	**0.00%**	**16.67%**	**20.00%**
Sold (THIS year)	1	1	1	0
Sold (LAST year)	5	5	5	0
% of Change (Sold)	**-80.00%**	**-80.00%**	**-80.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$403	$403	$403	$0
Sold Price per Sq. Ft. (LAST year)	$401	$401	$401	$0
% of Change (Sq. Ft.)	**0.50%**	**0.50%**	**0.50%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

$2M - $4M				
Active (THIS year)	5	4	4	4
Active (LAST year)	1	1	1	1
% of Change	**400.00%**	**300.00%**	**300.00%**	**300.00%**
Active Price per Sq. Ft.	$737	$817	$817	$817
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	0	0	0	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**100.00%**	**100.00%**	**100.00%**	**100.00%**
Sold Price per Sq. Ft. (THIS year)	$0	$0	$0	$0
Sold Price per Sq. Ft. (LAST year)	$461	$461	$461	$0
% of Change (Sq. Ft.)	**100.00%**	**100.00%**	**100.00%**	**100.00%**

Statistics - Novato - CONDO	**12/17/10**	**12/24/10**	**12/31/10**	**1/7/11**
ALL				
Active (THIS year)	53	51	49	48
Active (LAST year)	23	19	20	30
% of Change	**130.43%**	**168.42%**	**145.00%**	**60.00%**
Active Price per Sq. Ft.	$234	$234	$236	$232
Contingent/Pending	35	32	32	29
% In Contract	**39.77%**	**38.55%**	**39.51%**	**37.66%**
Sold (THIS year)	158	162	162	3
Sold (LAST year)	183	185	190	3
% of Change (Sold)	**-13.66%**	**-12.43%**	**-14.74%**	**0.00%**
Sold Price per Sq. Ft. (THIS year)	$227	$227	$227	$206
Sold Price per Sq. Ft. (LAST year)	$231	$230	$230	$248
% of Change (Sq. Ft.)	**-1.73%**	**-1.30%**	**-1.30%**	**-16.94%**

TOTAL SFR & CONDO - Novato	**12/17/10**	**12/24/10**	**12/31/10**	**1/7/11**
Actives	**173**	**160**	**152**	**148**
Contingents/Pendings	**119**	**111**	**108**	**101**
Solds	**539**	**555**	**566**	**5**
Average DOM	**134**	**130**	**136**	**136**
% In Contract	**40.75%**	**40.96%**	**41.54%**	**40.56%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	2	2	2	1
Active (LAST year)	3	3	2	2
% of Change	**-33.33%**	**-33.33%**	**0.00%**	**-50.00%**
Active Price per Sq. Ft.	$836	$836	$836	$781
Contingent/Pending	0	0	0	0
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**100.00%**	**100.00%**	**100.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$474	$474	$474	$0
Sold Price per Sq. Ft. (LAST year)	$618	$618	$618	$0
% of Change (Sq. Ft.)	**-23.30%**	**-23.30%**	**-23.30%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	2	3	2	2
Active (LAST year) $1M-$2M	3	3	3	2
% of Change	**-33.33%**	**0.00%**	**-33.33%**	**0.00%**
Active Price per Sq. Ft.	$691	$723	$691	$691
Contingent/Pending	0	0	1	1
% In Contract	**0.00%**	**0.00%**	**33.33%**	**33.33%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	8	8	8	0
% of Change (Sold)	**-50.00%**	**-50.00%**	**-50.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$545	$545	$545	$0
Sold Price per Sq. Ft. (LAST year)	$652	$652	$652	$0
% of Change (Sq. Ft.)	**-16.41%**	**-16.41%**	**-16.41%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	0	0	0	0
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$0	$0	$0	$0
Contingent/Pending	1	1	1	1
% In Contract	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	3	3	3	0
Sold (LAST year)	7	7	7	0
% of Change (Sold)	**-57.14%**	**-57.14%**	**-57.14%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$654	$654	$654	$0
Sold Price per Sq. Ft. (LAST year)	$798	$798	$798	$0
% of Change (Sq. Ft.)	**-18.05%**	**-18.05%**	**-18.05%**	**-100.00%**
$2M - $4M				
Active (THIS year)	3	3	3	2
Active (LAST year)	4	4	4	5
% of Change	**-25.00%**	**-25.00%**	**-25.00%**	**-60.00%**
Active Price per Sq. Ft.	$1,066	$1,066	$1,066	$1,060
Contingent/Pending	1	1	1	1
% In Contract	**25.00%**	**25.00%**	**25.00%**	**33.33%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	15	17	17	0
% of Change (Sold)	**-73.33%**	**-76.47%**	**-76.47%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$704	$704	$704	$0
Sold Price per Sq. Ft. (LAST year)	$800	$782	$782	$0
% of Change (Sq. Ft.)	**-12.00%**	**-9.97%**	**-9.97%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	5	4	3	3
Active (LAST year)	3	3	3	2
% of Change	**66.67%**	**33.33%**	**0.00%**	**50.00%**
Active Price per Sq. Ft.	$1,421	$1,034	$1,050	$1,086
Contingent/Pending	1	1	1	1
% In Contract	**16.67%**	**20.00%**	**25.00%**	**25.00%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	3	3	3	0
% of Change (Sold)	**33.33%**	**33.33%**	**33.33%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$981	$981	$981	$0
Sold Price per Sq. Ft. (LAST year)	$1,011	$1,011	$1,011	$0
% of Change (Sq. Ft.)	**-2.97%**	**-2.97%**	**-2.97%**	**-100.00%**

TOTAL SFR - Ross	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**12**	**12**	**10**	**8**
Contingents/Pendings	**3**	**3**	**4**	**4**
Solds	**19**	**19**	**19**	**0**
Average DOM	**198**	**194**	**219**	**213**
% In Contract	**20.00%**	**20.00%**	**28.57%**	**33.33%**

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Pacific Union International Marin Market Update

Statistics - San Anselmo - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	31	28	27	24
Active (LAST year)	18	16	14	13
% of Change	**72.22%**	**75.00%**	**92.86%**	**84.62%**
Active Price per Sq. Ft.	$410	$411	$410	$402
Contingent/Pending	12	13	11	8
% In Contract	**27.91%**	**31.71%**	**28.95%**	**25.00%**
Sold (THIS year)	103	104	106	2
Sold (LAST year)	92	95	98	0
% of Change (Sold)	**11.96%**	**9.47%**	**8.16%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$424	$424	$424	$426
Sold Price per Sq. Ft. (LAST year)	$493	$489	$488	$0
% of Change (Sq. Ft.)	**-14.00%**	**-13.29%**	**-13.11%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	4	3	3	3
Active (LAST year) $1M-$2M	13	11	10	9
% of Change	**-69.23%**	**-72.73%**	**-70.00%**	**-66.67%**
Active Price per Sq. Ft.	$476	$414	$414	$414
Contingent/Pending	4	4	3	3
% In Contract	**50.00%**	**57.14%**	**50.00%**	**50.00%**
Sold (THIS year)	31	31	32	0
Sold (LAST year)	23	24	24	0
% of Change (Sold)	**34.78%**	**29.17%**	**33.33%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$473	$473	$472	$0
Sold Price per Sq. Ft. (LAST year)	$507	$509	$509	$0
% of Change (Sq. Ft.)	**-6.71%**	**-7.07%**	**-7.27%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	1	1	1	1
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$449	$449	$449	$449
Contingent/Pending	2	2	1	1
% In Contract	**66.67%**	**66.67%**	**50.00%**	**50.00%**
Sold (THIS year)	6	6	6	0
Sold (LAST year)	2	2	2	0
% of Change (Sold)	**200.00%**	**200.00%**	**200.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$476	$476	$476	$0
Sold Price per Sq. Ft. (LAST year)	$495	$495	$495	$0
% of Change (Sq. Ft.)	**-3.84%**	**-3.84%**	**-3.84%**	**-100.00%**
$2M - $4M				
Active (THIS year)	3	3	3	2
Active (LAST year)	1	1	1	1
% of Change	**200.00%**	**200.00%**	**200.00%**	**100.00%**
Active Price per Sq. Ft.	$597	$597	$597	$616
Contingent/Pending	1	1	1	1
% In Contract	**25.00%**	**25.00%**	**25.00%**	**33.33%**
Sold (THIS year)	1	1	1	0
Sold (LAST year)	3	3	4	0
% of Change (Sold)	**-66.67%**	**-66.67%**	**-75.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$612	$612	$612	$0
Sold Price per Sq. Ft. (LAST year)	$553	$553	$558	$0
% of Change (Sq. Ft.)	**10.67%**	**10.67%**	**9.68%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	4	4	4	3
Active (LAST year)	1	1	2	1
% of Change	**300.00%**	**300.00%**	**100.00%**	**200.00%**
Active Price per Sq. Ft.	$417	$408	$408	$366
Contingent/Pending	1	1	1	1
% In Contract	**20.00%**	**20.00%**	**20.00%**	**25.00%**
Sold (THIS year)	5	5	5	0
Sold (LAST year)	8	8	8	0
% of Change (Sold)	**-37.50%**	**-37.50%**	**-37.50%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$405	$405	$405	$0
Sold Price per Sq. Ft. (LAST year)	$352	$352	$352	$0
% of Change (Sq. Ft.)	**15.06%**	**15.06%**	**15.06%**	**-100.00%**

TOTAL SFR & CONDO - San Anselmo	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**43**	**39**	**38**	**33**
Contingents/Pendings	**20**	**21**	**17**	**14**
Solds	**146**	**147**	**150**	**2**
Average DOM	**102**	**111**	**118**	**111**
% In Contract	**31.75%**	**35.00%**	**30.91%**	**29.79%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	105	94	92	91
Active (LAST year)	65	64	59	55
% of Change	**61.54%**	**46.88%**	**55.93%**	**65.45%**
Active Price per Sq. Ft.	$372	$376	$380	$371
Contingent/Pending	44	45	46	45
% In Contract	**29.53%**	**32.37%**	**33.33%**	**33.09%**
Sold (THIS year)	338	346	349	4
Sold (LAST year)	322	326	333	3
% of Change (Sold)	**4.97%**	**6.13%**	**4.80%**	**33.33%**
Sold Price per Sq. Ft. (THIS year)	$373	$374	$373	$338
Sold Price per Sq. Ft. (LAST year)	$392	$392	$392	$407
% of Change (Sq. Ft.)	**-4.85%**	**-4.59%**	**-4.85%**	**-16.95%**
$1M - $1.499M				
Active (THIS year)	14	13	12	12
Active (LAST year) $1M-$2M	21	20	15	14
% of Change	**-33.33%**	**-35.00%**	**-20.00%**	**-14.29%**
Active Price per Sq. Ft.	$465	$474	$473	$444
Contingent/Pending	3	2	2	3
% In Contract	**17.65%**	**13.33%**	**14.29%**	**20.00%**
Sold (THIS year)	34	34	34	0
Sold (LAST year)	32	32	32	0
% of Change (Sold)	**6.25%**	**6.25%**	**6.25%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$427	$427	$427	$0
Sold Price per Sq. Ft. (LAST year)	$416	$416	$416	$0
% of Change (Sq. Ft.)	**2.64%**	**2.64%**	**2.64%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	8	7	7	7
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$442	$433	$433	$433
Contingent/Pending	1	1	1	1
% In Contract	**11.11%**	**12.50%**	**12.50%**	**12.50%**
Sold (THIS year)	11	11	11	0
Sold (LAST year)	15	15	15	0
% of Change (Sold)	**-26.67%**	**-26.67%**	**-26.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$469	$469	$469	$0
Sold Price per Sq. Ft. (LAST year)	$448	$448	$448	$0
% of Change (Sq. Ft.)	**4.69%**	**4.69%**	**4.69%**	**-100.00%**
$2M - $4M				
Active (THIS year)	5	5	5	2
Active (LAST year)	4	3	3	5
% of Change	**25.00%**	**66.67%**	**66.67%**	**-60.00%**
Active Price per Sq. Ft.	$714	$714	$714	$687
Contingent/Pending	1	1	1	1
% In Contract	**16.67%**	**16.67%**	**16.67%**	**33.33%**
Sold (THIS year)	3	3	3	0
Sold (LAST year)	7	7	7	0
% of Change (Sold)	**-57.14%**	**-57.14%**	**-57.14%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$588	$588	$588	$0
Sold Price per Sq. Ft. (LAST year)	$481	$481	$481	$0
% of Change (Sq. Ft.)	**22.25%**	**22.25%**	**22.25%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	68	66	64	69
Active (LAST year)	53	57	54	57
% of Change	**28.30%**	**15.79%**	**18.52%**	**21.05%**
Active Price per Sq. Ft.	$287	$291	$293	$285
Contingent/Pending	39	42	38	36
% In Contract	**36.45%**	**38.89%**	**37.25%**	**34.29%**
Sold (THIS year)	143	145	151	1
Sold (LAST year)	177	180	181	2
% of Change (Sold)	**-19.21%**	**-19.44%**	**-16.57%**	**-50.00%**
Sold Price per Sq. Ft. (THIS year)	$270	$270	$267	$258
Sold Price per Sq. Ft. (LAST year)	$253	$253	$254	$220
% of Change (Sq. Ft.)	**6.72%**	**6.72%**	**5.12%**	**17.27%**

TOTAL SFR & CONDO - San Rafael	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**200**	**185**	**180**	**181**
Contingents/Pendings	**88**	**91**	**88**	**86**
Solds	**529**	**539**	**548**	**5**
Average DOM	**120**	**121**	**126**	**118**
% In Contract	**30.56%**	**32.97%**	**32.84%**	**32.21%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	3	3	3	3
Active (LAST year)	7	7	5	5
% of Change	**-57.14%**	**-57.14%**	**-40.00%**	**-40.00%**
Active Price per Sq. Ft.	$461	$461	$461	$461
Contingent/Pending	4	4	4	3
% In Contract	**57.14%**	**57.14%**	**57.14%**	**50.00%**
Sold (THIS year)	18	18	18	0
Sold (LAST year)	16	17	18	0
% of Change (Sold)	**12.50%**	**5.88%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$559	$559	$559	$0
Sold Price per Sq. Ft. (LAST year)	$585	$579	$576	$0
% of Change (Sq. Ft.)	**-4.44%**	**-3.45%**	**-2.95%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	6	6	7	5
Active (LAST year) $1M-$2M	10	10	9	9
% of Change	**-40.00%**	**-40.00%**	**-22.22%**	**-44.44%**
Active Price per Sq. Ft.	$601	$601	$622	$614
Contingent/Pending	1	0	0	0
% In Contract	**14.29%**	**0.00%**	**0.00%**	**0.00%**
Sold (THIS year)	14	15	15	0
Sold (LAST year)	8	9	10	0
% of Change (Sold)	**75.00%**	**66.67%**	**50.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$643	$636	$636	$0
Sold Price per Sq. Ft. (LAST year)	$644	$644	$647	$0
% of Change (Sq. Ft.)	**-0.16%**	**-1.24%**	**-1.70%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	3	3	2	1
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$673	$643	$539	$544
Contingent/Pending	1	1	1	2
% In Contract	**25.00%**	**25.00%**	**33.33%**	**66.67%**
Sold (THIS year)	9	9	9	0
Sold (LAST year)	6	7	7	0
% of Change (Sold)	**50.00%**	**28.57%**	**28.57%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$582	$582	$582	$0
Sold Price per Sq. Ft. (LAST year)	$687	$698	$698	$0
% of Change (Sq. Ft.)	**-15.28%**	**-16.62%**	**-16.62%**	**-100.00%**
$2M - $4M				
Active (THIS year)	7	3	3	5
Active (LAST year)	12	12	7	7
% of Change	**-41.67%**	**-75.00%**	**-57.14%**	**-28.57%**
Active Price per Sq. Ft.	$689	$672	$672	$716
Contingent/Pending	1	1	1	1
% In Contract	**12.50%**	**25.00%**	**25.00%**	**16.67%**
Sold (THIS year)	4	4	4	0
Sold (LAST year)	4	4	4	0
% of Change (Sold)	**0.00%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$665	$665	$665	$0
Sold Price per Sq. Ft. (LAST year)	$698	$698	$698	$0
% of Change (Sq. Ft.)	**-4.73%**	**-4.73%**	**-4.73%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	4	4	4	4
Active (LAST year)	4	4	2	2
% of Change	**0.00%**	**0.00%**	**100.00%**	**100.00%**
Active Price per Sq. Ft.	$1,060	$1,060	$1,060	$1,060
Contingent/Pending	1	1	0	0
% In Contract	**20.00%**	**20.00%**	**0.00%**	**0.00%**
Sold (THIS year)	2	2	2	0
Sold (LAST year)	0	0	0	0
% of Change (Sold)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$821	$821	$821	$0
Sold Price per Sq. Ft. (LAST year)	$0	$0	$0	$0
% of Change (Sq. Ft.)	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**

Statistics - Sausalito - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	19	17	17	16
Active (LAST year)	12	9	9	9
% of Change	**58.33%**	**88.89%**	**88.89%**	**77.78%**
Active Price per Sq. Ft.	$445	$445	$442	$430
Contingent/Pending	8	10	8	8
% In Contract	**29.63%**	**37.04%**	**32.00%**	**33.33%**
Sold (THIS year)	37	37	39	0
Sold (LAST year)	38	38	38	0
% of Change (Sold)	**-2.63%**	**-2.63%**	**2.63%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$440	$440	$438	$0
Sold Price per Sq. Ft. (LAST year)	$462	$462	$462	$0
% of Change (Sq. Ft.)	**-4.76%**	**-4.76%**	**-5.19%**	**-100.00%**

TOTAL SFR & CONDO - Sausalito	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**42**	**36**	**36**	**34**
Contingents/Pendings	**16**	**17**	**14**	**14**
Solds	**84**	**85**	**87**	**0**
Average DOM	**147**	**161**	**167**	**170**
% In Contract	**27.59%**	**32.08%**	**28.00%**	**29.17%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$0 - $999K				
Active (THIS year)	3	3	3	4
Active (LAST year)	3	3	1	2
% of Change	**0.00%**	**0.00%**	**200.00%**	**100.00%**
Active Price per Sq. Ft.	$715	$715	$715	$804
Contingent/Pending	2	1	1	1
% In Contract	**40.00%**	**25.00%**	**25.00%**	**20.00%**
Sold (THIS year)	16	17	17	0
Sold (LAST year)	10	12	12	0
% of Change (Sold)	**60.00%**	**41.67%**	**41.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$598	$608	$608	$0
Sold Price per Sq. Ft. (LAST year)	$603	$584	$584	$0
% of Change (Sq. Ft.)	**-0.83%**	**4.11%**	**4.11%**	**-100.00%**
$1M - $1.499M				
Active (THIS year)	2	2	1	3
Active (LAST year) $1M-$2M	12	11	10	11
% of Change	**-83.33%**	**-81.82%**	**-90.00%**	**-72.73%**
Active Price per Sq. Ft.	$571	$573	$570	$783
Contingent/Pending	2	1	1	1
% In Contract	**50.00%**	**33.33%**	**50.00%**	**25.00%**
Sold (THIS year)	20	21	21	0
Sold (LAST year)	14	14	14	0
% of Change (Sold)	**42.86%**	**50.00%**	**50.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$552	$558	$558	$0
Sold Price per Sq. Ft. (LAST year)	$624	$624	$624	$0
% of Change (Sq. Ft.)	**-11.54%**	**-10.58%**	**-10.58%**	**-100.00%**
$1.5M - $2M				
Active (THIS year)	13	12	11	11
Active (LAST year)				
% of Change	**-100.00%**	**-100.00%**	**-100.00%**	**-100.00%**
Active Price per Sq. Ft.	$630	$621	$638	$638
Contingent/Pending	3	2	3	2
% In Contract	**18.75%**	**14.29%**	**21.43%**	**15.38%**
Sold (THIS year)	18	19	19	0
Sold (LAST year)	14	15	15	0
% of Change (Sold)	**28.57%**	**26.67%**	**26.67%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$609	$613	$613	$0
Sold Price per Sq. Ft. (LAST year)	$665	$658	$658	$0
% of Change (Sq. Ft.)	**-8.42%**	**-6.84%**	**-6.84%**	**-100.00%**
$2M - $4M				
Active (THIS year)	13	14	13	13
Active (LAST year)	19	19	16	17
% of Change	**-31.58%**	**-26.32%**	**-18.75%**	**-23.53%**
Active Price per Sq. Ft.	$762	$755	$762	$767
Contingent/Pending	1	0	1	1
% In Contract	**7.14%**	**0.00%**	**7.14%**	**7.14%**
Sold (THIS year)	37	37	37	0
Sold (LAST year)	20	20	21	0
% of Change (Sold)	**85.00%**	**85.00%**	**76.19%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$722	$722	$722	$0
Sold Price per Sq. Ft. (LAST year)	$723	$723	$724	$0
% of Change (Sq. Ft.)	**-0.14%**	**-0.14%**	**-0.28%**	**-100.00%**

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	12/17/10	12/24/10	12/31/10	1/7/11
$4M+				
Active (THIS year)	16	15	14	13
Active (LAST year)	16	16	13	12
% of Change	**0.00%**	**-6.25%**	**7.69%**	**8.33%**
Active Price per Sq. Ft.	$1,350	$1,350	$1,314	$1,329
Contingent/Pending	0	0	1	1
% In Contract	**0.00%**	**0.00%**	**6.67%**	**7.14%**
Sold (THIS year)	5	6	6	0
Sold (LAST year)	6	6	6	0
% of Change (Sold)	**-16.67%**	**0.00%**	**0.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$1,244	$1,244	$1,244	$0
Sold Price per Sq. Ft. (LAST year)	$1,025	$1,025	$1,025	$0
% of Change (Sq. Ft.)	**21.37%**	**21.37%**	**21.37%**	**-100.00%**

Statistics - Tiburon - CONDO	12/17/10	12/24/10	12/31/10	1/7/11
ALL				
Active (THIS year)	18	18	18	13
Active (LAST year)	18	18	15	16
% of Change	**0.00%**	**0.00%**	**20.00%**	**-18.75%**
Active Price per Sq. Ft.	$569	$563	$563	$547
Contingent/Pending	3	4	4	3
% In Contract	**14.29%**	**18.18%**	**18.18%**	**18.75%**
Sold (THIS year)	21	21	21	1
Sold (LAST year)	14	14	14	0
% of Change (Sold)	**50.00%**	**50.00%**	**50.00%**	**-100.00%**
Sold Price per Sq. Ft. (THIS year)	$560	$560	$560	$377
Sold Price per Sq. Ft. (LAST year)	$519	$519	$519	$0
% of Change (Sq. Ft.)	**7.90%**	**7.90%**	**7.90%**	**-100.00%**

TOTAL SFR & CONDO - Tiburon	12/17/10	12/24/10	12/31/10	1/7/11
Actives	**65**	**64**	**60**	**57**
Contingents/Pendings	**11**	**8**	**11**	**9**
Solds	**117**	**121**	**121**	**1**
Average DOM	**158**	**162**	**170**	**164**
% In Contract	**14.47%**	**11.11%**	**15.49%**	**13.64%**

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