



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	5/13/11	5/20/11	5/27/11	6/3/11
Number of ACTIVE Listings within All Marin Cities	985	1009	1023	1020
Number of CONTINGENT/PENDING Listings within All Marin Cities	465	468	479	481
Number of SOLD Listings within All Marin Cities - YTD	781	820	869	924
Average DOM All Marin Cities	104	105	106	108
% In Contract	32.07%	31.69%	31.89%	32.05%
Number of ACTIVE Listings within 13 Marin Cities*	836	856	858	855
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	423	426	437	438
Number of SOLD Listings within 13 Marin Cities* - YTD	708	744	789	840
Average DOM 13 Marin Cities*	96	98	99	100
% In Contract	33.60%	33.23%	33.75%	33.87%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County (13 Cities) - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	329	349	351	343
Active (LAST year)	354	370	375	384
% of Change	-7.06%	-5.68%	-6.40%	-10.68%
Active Price per Sq. Ft.	\$437	\$452	\$445	\$440
Contingent/Pending	239	237	239	246
% In Contract	42.08%	40.44%	40.51%	41.77%
Sold (THIS year)	401	423	448	477
Sold (LAST year)	374	394	435	473
% of Change (Sold)	7.22%	7.36%	2.99%	0.85%
Sold Price per Sq. Ft. (THIS year)	\$366	\$363	\$364	\$366
Sold Price per Sq. Ft. (LAST year)	\$428	\$429	\$429	\$424
% of Change (Sq. Ft.)	-14.37%	-15.51%	-15.20%	-13.67%
\$1M - \$1.499M				
Active (THIS year)	131	128	125	128
Active (LAST year) \$1M-\$2M	263	275	269	280
% of Change	-50.19%	-53.45%	-53.53%	-54.29%
Active Price per Sq. Ft.	\$542	\$539	\$543	#VALUE!
Contingent/Pending	40	39	43	43
% In Contract	23.39%	23.35%	25.60%	25.15%
Sold (THIS year)	81	85	91	97
Sold (LAST year)	90	96	103	112
% of Change (Sold)	-10.00%	-11.46%	-11.65%	-13.39%
Sold Price per Sq. Ft. (THIS year)	\$510	\$505	\$501	\$501
Sold Price per Sq. Ft. (LAST year)	\$479	\$483	\$485	\$471
% of Change (Sq. Ft.)	6.51%	4.47%	3.38%	6.30%
\$1.5M - \$2M				
Active (THIS year)	74	76	82	83
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$602	\$612	\$596	\$600
Contingent/Pending	19	21	22	23
% In Contract	99.66%	99.79%	99.85%	99.73%
Sold (THIS year)	38	41	43	45
Sold (LAST year)	40	40	42	47
% of Change (Sold)	-5.00%	2.50%	2.38%	-4.26%
Sold Price per Sq. Ft. (THIS year)	\$557	\$562	\$570	\$571
Sold Price per Sq. Ft. (LAST year)	\$414	\$414	\$456	\$452
% of Change (Sq. Ft.)	34.56%	35.80%	24.93%	26.31%
\$2M - \$4M				
Active (THIS year)	96	100	100	99
Active (LAST year)	110	117	124	129
% of Change	-12.73%	-14.53%	-19.35%	-23.26%
Active Price per Sq. Ft.	#VALUE!	#VALUE!	#VALUE!	#VALUE!
Contingent/Pending	26	24	23	24
% In Contract	21.31%	19.35%	18.70%	19.51%
Sold (THIS year)	45	48	53	55
Sold (LAST year)	46	52	58	65
% of Change (Sold)	-2.17%	-7.69%	-8.62%	-15.38%
Sold Price per Sq. Ft. (THIS year)	\$561	\$575	\$575	\$571
Sold Price per Sq. Ft. (LAST year)	\$475	\$483	\$485	\$543
% of Change (Sq. Ft.)	18.21%	18.84%	18.46%	5.08%

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	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	54	53	54	53
Active (LAST year)	50	49	53	54
% of Change	8.00%	8.16%	1.89%	-1.85%
Active Price per Sq. Ft.	\$588	\$590	\$583	\$571
Contingent/Pending	3	4	5	3
% In Contract	5.26%	7.02%	8.47%	5.36%
Sold (THIS year)	7	7	7	9
Sold (LAST year)	8	9	9	10
% of Change (Sold)	-12.50%	-22.22%	-22.22%	-10.00%
Sold Price per Sq. Ft. (THIS year)	\$231	\$231	\$231	\$224
Sold Price per Sq. Ft. (LAST year)	\$407	\$487	\$487	\$472
% of Change (Sq. Ft.)	-43.39%	-52.68%	-52.68%	-52.63%
Statistics - Marin County (13 Cities) - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	226	226	228	232
Active (LAST year)	233	237	246	242
% of Change	-3.00%	-4.64%	-7.32%	-4.13%
Active Price per Sq. Ft.	\$275	\$280	\$282	\$284
Contingent/Pending	115	122	127	122
% In Contract	33.72%	35.06%	35.77%	34.46%
Sold (THIS year)	174	181	190	202
Sold (LAST year)	174	186	194	212
% of Change (Sold)	0.00%	-2.69%	-2.06%	-4.72%
Sold Price per Sq. Ft. (THIS year)	\$258	\$258	\$257	\$259
Sold Price per Sq. Ft. (LAST year)	\$297	\$293	\$293	\$297
% of Change (Sq. Ft.)	-13.00%	-12.09%	-12.02%	-12.63%
TOTAL SFR & CONDO - Marin County (13 Cities)	5/13/11	5/20/11	5/27/11	6/3/11
Actives	836	856	858	855
Contingents/Pendings	423	426	437	438
Solds	708	744	789	840
Average DOM	96	98	99	100
% In Contract	33.60%	33.23%	33.75%	33.87%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$1M - \$1.499M				
Active (THIS year)	1	1	2	2
Active (LAST year) \$1M-\$2M	4	4	4	5
% of Change	-75.00%	-75.00%	-50.00%	-60.00%
Active Price per Sq. Ft.	\$773	\$773	\$838	\$838
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
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)	\$491	\$491	\$491	\$491
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	3	2	2
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$898	\$806	\$898	\$898
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	33.33%	33.33%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	2	2	3	3
% of Change (Sold)	0.00%	0.00%	-33.33%	-33.33%
Sold Price per Sq. Ft. (THIS year)	\$1,046	\$1,046	\$1,046	\$1,046
Sold Price per Sq. Ft. (LAST year)	\$916	\$916	\$825	\$825
% of Change (Sq. Ft.)	14.19%	14.19%	26.79%	26.79%
\$2M - \$4M				
Active (THIS year)	12	13	15	13
Active (LAST year)	17	18	18	19
% of Change	-29.41%	-27.78%	-16.67%	-31.58%
Active Price per Sq. Ft.	\$979	\$935	\$937	\$945
Contingent/Pending	3	3	2	4
% In Contract	20.00%	18.75%	11.76%	23.53%
Sold (THIS year)	10	10	11	11
Sold (LAST year)	7	8	8	10
% of Change (Sold)	42.86%	25.00%	37.50%	10.00%
Sold Price per Sq. Ft. (THIS year)	\$938	\$938	\$910	\$910
Sold Price per Sq. Ft. (LAST year)	\$754	\$799	\$799	\$914
% of Change (Sq. Ft.)	24.40%	17.40%	13.89%	-0.44%
\$4M+				
Active (THIS year)	14	13	15	15
Active (LAST year)	9	8	10	11
% of Change	55.56%	62.50%	50.00%	36.36%
Active Price per Sq. Ft.	\$1,893	\$1,942	\$1,877	\$1,877
Contingent/Pending	0	1	1	1
% In Contract	0.00%	7.14%	6.25%	6.25%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	1	1	1	2
% 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)	\$1,365	\$1,365	\$1,365	\$1,169
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

TOTAL SFR - Belvedere	5/13/11	5/20/11	5/27/11	6/3/11
Actives	29	30	34	32
Contingents/Pendings	3	4	4	6
Solds	14	14	15	15
Average DOM	242	240	218	238
% In Contract	9.38%	11.76%	10.53%	15.79%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	18	22	19	15
Active (LAST year)	16	18	16	17
% of Change	12.50%	22.22%	18.75%	-11.76%
Active Price per Sq. Ft.	\$452	\$504	\$478	\$495
Contingent/Pending	8	9	9	12
% In Contract	30.77%	29.03%	32.14%	44.44%
Sold (THIS year)	12	12	14	15
Sold (LAST year)	14	14	17	20
% of Change (Sold)	-14.29%	-14.29%	-17.65%	-25.00%
Sold Price per Sq. Ft. (THIS year)	\$465	\$465	\$469	\$476
Sold Price per Sq. Ft. (LAST year)	\$507	\$507	\$517	\$512
% of Change (Sq. Ft.)	-8.28%	-8.28%	-9.28%	-7.03%
\$1M - \$1.499M				
Active (THIS year)	6	6	7	7
Active (LAST year) \$1M-\$2M	7	9	9	9
% of Change	-14.29%	-33.33%	-22.22%	-22.22%
Active Price per Sq. Ft.	\$500	\$500	\$484	\$476
Contingent/Pending	4	4	4	5
% In Contract	40.00%	40.00%	36.36%	41.67%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	2	2	3	3
% of Change (Sold)	150.00%	150.00%	66.67%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$563	\$563	\$563	\$563
Sold Price per Sq. Ft. (LAST year)	\$469	\$469	\$478	\$478
% of Change (Sq. Ft.)	20.04%	20.04%	17.78%	17.78%
\$1.5M - \$2M				
Active (THIS year)	1	1	1	2
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$531	\$531	\$531	\$535
Contingent/Pending	1	0	0	0
% In Contract	50.00%	0.00%	0.00%	0.00%
Sold (THIS year)	1	2	2	2
Sold (LAST year)	1	1	1	1
% of Change (Sold)	0.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$748	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$587	\$587	\$587	\$587
% of Change (Sq. Ft.)	27.43%	17.38%	17.38%	17.38%
\$2M - \$4M				
Active (THIS year)	1	0	0	0
Active (LAST year)	1	2	2	2
% of Change	0.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$642	\$0	\$0	\$0
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)	0	0	0	1
% 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	\$610
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	8	7	9	8
Active (LAST year)	4	4	5	5
% of Change	100.00%	75.00%	80.00%	60.00%
Active Price per Sq. Ft.	\$349	\$351	\$353	\$359
Contingent/Pending	6	7	6	6
% In Contract	42.86%	50.00%	40.00%	42.86%
Sold (THIS year)	5	5	5	7
Sold (LAST year)	7	7	7	8
% of Change (Sold)	-28.57%	-28.57%	-28.57%	-12.50%
Sold Price per Sq. Ft. (THIS year)	\$322	\$322	\$322	\$313
Sold Price per Sq. Ft. (LAST year)	\$357	\$357	\$357	\$358
% of Change (Sq. Ft.)	-9.80%	-9.80%	-9.80%	-12.57%
TOTAL SFR & CONDO - Corte Madera				
Actives	34	36	36	32
Contingents/Pendings	19	20	19	23
Solds	23	24	26	29
Average DOM	53	53	59	53
% In Contract	35.85%	35.71%	34.55%	41.82%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	11	15	14	13
Active (LAST year)	20	20	25	27
% of Change	-45.00%	-25.00%	-44.00%	-51.85%
Active Price per Sq. Ft.	\$414	\$404	\$404	\$421
Contingent/Pending	15	14	13	15
% In Contract	57.69%	48.28%	48.15%	53.57%
Sold (THIS year)	23	24	27	27
Sold (LAST year)	20	22	26	26
% of Change (Sold)	15.00%	9.09%	3.85%	3.85%
Sold Price per Sq. Ft. (THIS year)	\$361	\$361	\$365	\$365
Sold Price per Sq. Ft. (LAST year)	\$406	\$411	\$426	\$426
% of Change (Sq. Ft.)	-11.08%	-12.17%	-14.32%	-14.32%
\$1M - \$1.499M				
Active (THIS year)	3	4	4	5
Active (LAST year) \$1M-\$2M	3	3	3	3
% of Change	0.00%	33.33%	33.33%	66.67%
Active Price per Sq. Ft.	\$417	\$462	\$461	\$457
Contingent/Pending	0	1	0	0
% In Contract	0.00%	20.00%	0.00%	0.00%
Sold (THIS year)	1	1	2	2
Sold (LAST year)	2	2	2	2
% of Change (Sold)	-50.00%	-50.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$415	\$415	\$381	\$381
Sold Price per Sq. Ft. (LAST year)	\$398	\$398	\$398	\$398
% of Change (Sq. Ft.)	4.27%	4.27%	-4.27%	-4.27%
\$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.	\$399	\$399	\$399	\$399
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	1	1	1	1
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)	\$329	\$329	\$329	\$329
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	2	1	2	2
Active (LAST year)	1	1	1	1
% of Change	100.00%	0.00%	100.00%	100.00%
Active Price per Sq. Ft.	\$292	\$312	\$305	\$305
Contingent/Pending	1	2	2	2
% In Contract	33.33%	66.67%	50.00%	50.00%
Sold (THIS year)	1	1	1	1
Sold (LAST year)	4	4	4	5
% of Change (Sold)	-75.00%	-75.00%	-75.00%	-80.00%
Sold Price per Sq. Ft. (THIS year)	\$256	\$256	\$256	\$256
Sold Price per Sq. Ft. (LAST year)	\$328	\$328	\$328	\$329
% of Change (Sq. Ft.)	-21.95%	-21.95%	-21.95%	-22.19%
TOTAL SFR & CONDO - Fairfax	5/13/11	5/20/11	5/27/11	6/3/11
Actives	17	21	21	21
Contingents/Pendings	16	17	15	17
Solds	26	27	31	31
Average DOM	48	69	74	62
% In Contract	48.48%	44.74%	41.67%	44.74%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	3	4	2	2
Active (LAST year)	4	6	7	6
% of Change	-25.00%	-33.33%	-71.43%	-66.67%
Active Price per Sq. Ft.	\$508	\$482	\$453	\$409
Contingent/Pending	2	2	4	4
% In Contract	40.00%	33.33%	66.67%	66.67%
Sold (THIS year)	12	12	12	12
Sold (LAST year)	8	8	9	9
% of Change (Sold)	50.00%	50.00%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$454	\$454	\$454	\$454
Sold Price per Sq. Ft. (LAST year)	\$489	\$489	\$488	\$488
% of Change (Sq. Ft.)	-7.16%	-7.16%	-6.97%	-6.97%
\$1M - \$1.499M				
Active (THIS year)	9	5	4	5
Active (LAST year) \$1M-\$2M	13	13	12	12
% of Change	-30.77%	-61.54%	-66.67%	-58.33%
Active Price per Sq. Ft.	\$501	\$468	\$432	\$446
Contingent/Pending	1	3	5	5
% In Contract	10.00%	37.50%	55.56%	50.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	5	6	8	8
% of Change (Sold)	0.00%	-16.67%	-37.50%	-37.50%
Sold Price per Sq. Ft. (THIS year)	\$444	\$444	\$444	\$444
Sold Price per Sq. Ft. (LAST year)	\$502	\$483	\$458	\$458
% of Change (Sq. Ft.)	-11.55%	-8.07%	-3.06%	-3.06%
\$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.	\$684	\$684	\$684	\$684
Contingent/Pending	2	2	1	1
% In Contract	66.67%	66.67%	50.00%	50.00%
Sold (THIS year)	1	1	2	2
Sold (LAST year)	0	0	1	1
% of Change (Sold)	-100.00%	-100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$474	\$474	\$595	\$595
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$642	\$642
% of Change (Sq. Ft.)	-100.00%	-100.00%	-7.32%	-7.32%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	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)	2	2	2	2
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$640	\$640	\$640	\$640
Sold Price per Sq. Ft. (LAST year)	\$638	\$638	\$638	\$638
% of Change (Sq. Ft.)	0.31%	0.31%	0.31%	0.31%
Statistics - Greenbrae - CONDO				
	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	12	13	12	12
Active (LAST year)	10	11	11	11
% of Change	20.00%	18.18%	9.09%	9.09%
Active Price per Sq. Ft.	\$314	\$332	\$325	\$326
Contingent/Pending	5	8	9	10
% In Contract	29.41%	38.10%	42.86%	45.45%
Sold (THIS year)	15	15	15	16
Sold (LAST year)	16	16	16	17
% of Change (Sold)	-6.25%	-6.25%	-6.25%	-5.88%
Sold Price per Sq. Ft. (THIS year)	\$306	\$306	\$306	\$300
Sold Price per Sq. Ft. (LAST year)	\$372	\$372	\$372	\$370
% of Change (Sq. Ft.)	-17.74%	-17.74%	-17.74%	-18.92%
TOTAL SFR & CONDO - Greenbrae				
	5/13/11	5/20/11	5/27/11	6/3/11
Actives	25	23	19	20
Contingents/Pendings	10	15	19	20
Solds	35	35	36	37
Average DOM	52	48	57	58
% In Contract	28.57%	39.47%	50.00%	50.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	3	2	1	2
Active (LAST year)	2	3	4	4
% of Change	50.00%	-33.33%	-75.00%	-50.00%
Active Price per Sq. Ft.	\$473	\$444	\$444	\$546
Contingent/Pending	1	1	2	2
% In Contract	25.00%	33.33%	66.67%	50.00%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	3	3	3	4
% of Change (Sold)	33.33%	33.33%	33.33%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$526	\$526	\$526	\$526
Sold Price per Sq. Ft. (LAST year)	\$387	\$387	\$387	\$407
% of Change (Sq. Ft.)	35.92%	35.92%	35.92%	29.24%
\$1M - \$1.499M				
Active (THIS year)	10	8	7	6
Active (LAST year) \$1M-\$2M	14	14	13	14
% of Change	-28.57%	-42.86%	-46.15%	-57.14%
Active Price per Sq. Ft.	\$561	\$549	\$553	\$538
Contingent/Pending	1	3	3	4
% In Contract	9.09%	27.27%	30.00%	40.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	5	5	5	5
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$578	\$578	\$578	\$578
Sold Price per Sq. Ft. (LAST year)	\$540	\$540	\$540	\$540
% of Change (Sq. Ft.)	7.04%	7.04%	7.04%	7.04%
\$1.5M - \$2M				
Active (THIS year)	4	4	4	4
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$607	\$607	\$607	\$607
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	1	1	2	2
Sold (LAST year)	8	8	8	8
% of Change (Sold)	-87.50%	-87.50%	-75.00%	-75.00%
Sold Price per Sq. Ft. (THIS year)	\$599	\$599	\$581	\$581
Sold Price per Sq. Ft. (LAST year)	\$568	\$568	\$568	\$568
% of Change (Sq. Ft.)	5.46%	5.46%	2.29%	2.29%
\$2M - \$4M				
Active (THIS year)	6	7	6	7
Active (LAST year)	9	10	12	13
% of Change	-33.33%	-30.00%	-50.00%	-46.15%
Active Price per Sq. Ft.	\$783	\$806	\$824	\$845
Contingent/Pending	5	4	3	3
% In Contract	45.45%	36.36%	33.33%	30.00%
Sold (THIS year)	5	6	8	8
Sold (LAST year)	9	10	13	14
% of Change (Sold)	-44.44%	-40.00%	-38.46%	-42.86%
Sold Price per Sq. Ft. (THIS year)	\$714	\$711	\$733	\$733
Sold Price per Sq. Ft. (LAST year)	\$672	\$681	\$701	\$717
% of Change (Sq. Ft.)	6.25%	4.41%	4.56%	2.23%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	4	4	3	3
Active (LAST year)	4	4	4	4
% of Change	0.00%	0.00%	-25.00%	-25.00%
Active Price per Sq. Ft.	\$868	\$868	\$841	\$841
Contingent/Pending	1	1	2	1
% In Contract	20.00%	20.00%	40.00%	25.00%
Sold (THIS year)	4	4	4	5
Sold (LAST year)	0	1	1	1
% of Change (Sold)	-100.00%	300.00%	300.00%	400.00%
Sold Price per Sq. Ft. (THIS year)	\$1,024	\$1,024	\$1,024	\$989
Sold Price per Sq. Ft. (LAST year)	\$0	\$1,039	\$1,039	\$1,039
% of Change (Sq. Ft.)	-100.00%	-1.44%	-1.44%	-4.81%
TOTAL SFR - Kentfield				
Actives	27	25	21	22
Contingents/Pendings	8	9	10	10
Solds	19	20	23	24
Average DOM	75	83	89	95
% In Contract	22.86%	26.47%	32.26%	31.25%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	10	10	9	8
Active (LAST year)	8	8	7	7
% of Change	25.00%	25.00%	28.57%	14.29%
Active Price per Sq. Ft.	\$467	\$466	\$468	\$470
Contingent/Pending	5	4	5	5
% In Contract	33.33%	28.57%	35.71%	38.46%
Sold (THIS year)	3	5	5	5
Sold (LAST year)	6	6	7	7
% of Change (Sold)	-50.00%	-16.67%	-28.57%	-28.57%
Sold Price per Sq. Ft. (THIS year)	\$479	\$453	\$453	\$453
Sold Price per Sq. Ft. (LAST year)	\$657	\$657	\$610	\$610
% of Change (Sq. Ft.)	-27.09%	-31.05%	-25.74%	-25.74%
\$1M - \$1.499M				
Active (THIS year)	4	5	5	6
Active (LAST year) \$1M-\$2M	15	15	14	16
% of Change	-73.33%	-66.67%	-64.29%	-62.50%
Active Price per Sq. Ft.	\$566	\$547	\$556	\$575
Contingent/Pending	5	4	3	0
% In Contract	55.56%	44.44%	37.50%	0.00%
Sold (THIS year)	3	3	4	7
Sold (LAST year)	8	8	8	10
% of Change (Sold)	-62.50%	-62.50%	-50.00%	-30.00%
Sold Price per Sq. Ft. (THIS year)	\$547	\$547	\$539	\$531
Sold Price per Sq. Ft. (LAST year)	\$507	\$507	\$507	\$537
% of Change (Sq. Ft.)	7.89%	7.89%	6.31%	-1.12%
\$1.5M - \$2M				
Active (THIS year)	5	5	5	6
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$615	\$609	\$609	\$586
Contingent/Pending	1	1	1	1
% In Contract	16.67%	16.67%	16.67%	14.29%
Sold (THIS year)	1	1	1	1
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)	\$618	\$618	\$618	\$618
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
\$2M - \$4M				
Active (THIS year)	3	3	3	3
Active (LAST year)	1	2	2	2
% of Change	200.00%	50.00%	50.00%	50.00%
Active Price per Sq. Ft.	\$816	\$799	\$869	\$869
Contingent/Pending	0	1	1	1
% In Contract	0.00%	25.00%	25.00%	25.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	3	3	3	3
% of Change (Sold)	-33.33%	-33.33%	-33.33%	-33.33%
Sold Price per Sq. Ft. (THIS year)	\$852	\$852	\$852	\$852
Sold Price per Sq. Ft. (LAST year)	\$895	\$895	\$895	\$895
% of Change (Sq. Ft.)	-4.80%	-4.80%	-4.80%	-4.80%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	3	4	3	3
Active (LAST year)	6	7	6	6
% of Change	-50.00%	-42.86%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$386	\$389	\$376	\$376
Contingent/Pending	2	2	3	3
% In Contract	40.00%	33.33%	50.00%	50.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	1	1	1	2
% of Change (Sold)	400.00%	400.00%	400.00%	150.00%
Sold Price per Sq. Ft. (THIS year)	\$358	\$358	\$358	\$358
Sold Price per Sq. Ft. (LAST year)	\$381	\$381	\$381	\$391
% of Change (Sq. Ft.)	-6.04%	-6.04%	-6.04%	-8.44%
TOTAL SFR & CONDO - Larkspur				
Actives	25	27	25	26
Contingents/Pendings	13	12	13	10
Solds	14	16	17	20
Average DOM	66	70	77	73
% In Contract	34.21%	30.77%	34.21%	27.78%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	40	41	43	47
Active (LAST year)	48	46	46	44
% of Change	-16.67%	-10.87%	-6.52%	6.82%
Active Price per Sq. Ft.	\$521	\$545	\$542	\$532
Contingent/Pending	31	31	30	28
% In Contract	43.66%	43.06%	41.10%	37.33%
Sold (THIS year)	45	49	53	58
Sold (LAST year)	35	37	39	44
% of Change (Sold)	28.57%	32.43%	35.90%	31.82%
Sold Price per Sq. Ft. (THIS year)	\$425	\$424	\$435	\$445
Sold Price per Sq. Ft. (LAST year)	\$529	\$525	\$532	\$533
% of Change (Sq. Ft.)	-19.66%	-19.24%	-18.23%	-16.51%
\$1M - \$1.499M				
Active (THIS year)	30	29	30	29
Active (LAST year) \$1M-\$2M	62	65	66	69
% of Change	-51.61%	-55.38%	-54.55%	-57.97%
Active Price per Sq. Ft.	\$551	\$548	\$542	\$545
Contingent/Pending	8	7	7	8
% In Contract	21.05%	19.44%	18.92%	21.62%
Sold (THIS year)	24	25	26	27
Sold (LAST year)	25	26	28	31
% of Change (Sold)	-4.00%	-3.85%	-7.14%	-12.90%
Sold Price per Sq. Ft. (THIS year)	\$560	\$555	\$552	\$551
Sold Price per Sq. Ft. (LAST year)	\$559	\$558	\$550	\$551
% of Change (Sq. Ft.)	0.18%	-0.54%	0.36%	0.00%
\$1.5M - \$2M				
Active (THIS year)	19	21	22	21
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$544	\$567	\$593	\$626
Contingent/Pending	7	7	9	8
% In Contract	26.92%	25.00%	29.03%	27.59%
Sold (THIS year)	11	11	11	13
Sold (LAST year)	17	17	17	18
% of Change (Sold)	-35.29%	-35.29%	-35.29%	-27.78%
Sold Price per Sq. Ft. (THIS year)	\$646	\$646	\$646	\$652
Sold Price per Sq. Ft. (LAST year)	\$614	\$614	\$614	\$611
% of Change (Sq. Ft.)	5.21%	5.21%	5.21%	6.71%
\$2M - \$4M				
Active (THIS year)	14	17	19	19
Active (LAST year)	22	25	24	25
% of Change	-36.36%	-32.00%	-20.83%	-24.00%
Active Price per Sq. Ft.	\$809	\$796	\$808	\$803
Contingent/Pending	6	5	5	4
% In Contract	30.00%	22.73%	20.83%	17.39%
Sold (THIS year)	6	7	7	9
Sold (LAST year)	11	11	13	15
% of Change (Sold)	-45.45%	-36.36%	-46.15%	-40.00%
Sold Price per Sq. Ft. (THIS year)	\$797	\$879	\$879	\$834
Sold Price per Sq. Ft. (LAST year)	\$670	\$670	\$679	\$659
% of Change (Sq. Ft.)	18.96%	31.19%	29.46%	26.56%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Mill Valley - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	3	3	3	2
Active (LAST year)	6	6	6	6
% of Change	-50.00%	-50.00%	-50.00%	-66.67%
Active Price per Sq. Ft.	\$1,060	\$1,060	\$1,060	\$897
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	1	1	1	1
Sold (LAST year)	1	1	1	1
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$769	\$769	\$769	\$769
Sold Price per Sq. Ft. (LAST year)	\$700	\$700	\$700	\$700
% of Change (Sq. Ft.)	9.86%	9.86%	9.86%	9.86%
Statistics - Mill Valley - CONDO				
ALL				
Active (THIS year)	19	19	23	24
Active (LAST year)	29	28	28	26
% of Change	-34.48%	-32.14%	-17.86%	-7.69%
Active Price per Sq. Ft.	\$433	\$428	\$478	\$485
Contingent/Pending	6	5	5	4
% In Contract	24.00%	20.83%	17.86%	14.29%
Sold (THIS year)	10	12	13	14
Sold (LAST year)	10	12	12	12
% of Change (Sold)	0.00%	0.00%	8.33%	16.67%
Sold Price per Sq. Ft. (THIS year)	\$436	\$430	\$427	\$427
Sold Price per Sq. Ft. (LAST year)	\$484	\$476	\$476	\$476
% of Change (Sq. Ft.)	-9.92%	-9.66%	-10.29%	-10.29%
TOTAL SFR & CONDO - Mill Valley				
Actives	125	130	140	142
Contingents/Pendings	58	55	56	52
Solds	97	105	111	122
Average DOM	71	74	76	73
% In Contract	31.69%	29.73%	28.57%	26.80%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	108	111	114	111
Active (LAST year)	103	111	111	116
% of Change	4.85%	0.00%	2.70%	-4.31%
Active Price per Sq. Ft.	\$302	\$303	\$306	\$306
Contingent/Pending	79	80	80	80
% In Contract	42.25%	41.88%	41.24%	41.88%
Sold (THIS year)	130	135	140	152
Sold (LAST year)	126	130	142	153
% of Change (Sold)	3.17%	3.85%	-1.41%	-0.65%
Sold Price per Sq. Ft. (THIS year)	\$271	\$272	\$272	\$272
Sold Price per Sq. Ft. (LAST year)	\$297	\$297	\$299	\$304
% of Change (Sq. Ft.)	-8.75%	-8.42%	-9.03%	-10.53%
\$1M - \$1.499M				
Active (THIS year)	15	17	17	18
Active (LAST year) \$1M-\$2M	30	34	33	34
% of Change	-50.00%	-50.00%	-48.48%	-47.06%
Active Price per Sq. Ft.	\$332	\$335	\$366	\$357
Contingent/Pending	3	3	5	5
% In Contract	16.67%	15.00%	22.73%	21.74%
Sold (THIS year)	6	6	6	7
Sold (LAST year)	8	9	9	10
% of Change (Sold)	-25.00%	-33.33%	-33.33%	-30.00%
Sold Price per Sq. Ft. (THIS year)	\$275	\$275	\$275	\$272
Sold Price per Sq. Ft. (LAST year)	\$315	\$316	\$316	\$323
% of Change (Sq. Ft.)	-12.70%	-12.97%	-12.97%	-15.79%
\$1.5M - \$2M				
Active (THIS year)	6	5	5	6
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$389	\$385	\$385	\$408
Contingent/Pending	1	1	1	0
% In Contract	14.29%	16.67%	16.67%	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%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	4	4	3	4
Active (LAST year)	6	6	7	6
% of Change	-33.33%	-33.33%	-57.14%	-33.33%
Active Price per Sq. Ft.	N/A	N/A	N/A	N/A
Contingent/Pending	1	1	1	1
% In Contract	20.00%	20.00%	25.00%	20.00%
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%
Statistics - Novato - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	56	59	56	56
Active (LAST year)	45	38	46	47
% of Change	24.44%	55.26%	21.74%	19.15%
Active Price per Sq. Ft.	\$222	\$219	\$220	\$217
Contingent/Pending	46	43	43	42
% In Contract	45.10%	42.16%	43.43%	42.86%
Sold (THIS year)	55	58	61	64
Sold (LAST year)	68	74	78	84
% of Change (Sold)	-19.12%	-21.62%	-21.79%	-23.81%
Sold Price per Sq. Ft. (THIS year)	\$207	\$207	\$208	\$208
Sold Price per Sq. Ft. (LAST year)	\$228	\$232	\$232	\$233
% of Change (Sq. Ft.)	-9.21%	-10.78%	-10.34%	-10.73%
TOTAL SFR & CONDO - Novato	5/13/11	5/20/11	5/27/11	6/3/11
Actives	189	196	195	195
Contingents/Pendings	130	128	130	128
Solds	191	199	207	223
Average DOM	91	95	92	91
% In Contract	40.75%	39.51%	40.00%	39.63%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	2	2	2	2
Active (LAST year)	2	2	1	1
% of Change	0.00%	0.00%	100.00%	100.00%
Active Price per Sq. Ft.	\$622	\$787	\$787	\$622
Contingent/Pending	0	1	1	1
% In Contract	0.00%	33.33%	33.33%	33.33%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	1	1	1	1
% 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)	\$352	\$352	\$352	\$352
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
\$1M - \$1.499M				
Active (THIS year)	4	4	4	4
Active (LAST year) \$1M-\$2M	8	8	8	8
% of Change	-50.00%	-50.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$718	\$718	\$706	\$801
Contingent/Pending	2	1	1	1
% In Contract	33.33%	20.00%	20.00%	20.00%
Sold (THIS year)	1	1	1	1
Sold (LAST year)	1	1	1	2
% of Change (Sold)	0.00%	0.00%	0.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$781	\$781	\$781	\$781
Sold Price per Sq. Ft. (LAST year)	\$841	\$841	\$841	\$630
% of Change (Sq. Ft.)	-7.13%	-7.13%	-7.13%	23.97%
\$1.5M - \$2M				
Active (THIS year)	3	2	3	4
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$682	\$790	\$785	\$681
Contingent/Pending	0	1	1	1
% In Contract	0.00%	33.33%	25.00%	20.00%
Sold (THIS year)	1	2	2	2
Sold (LAST year)	1	1	1	1
% of Change (Sold)	0.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$816	\$969	\$969	\$969
Sold Price per Sq. Ft. (LAST year)	\$619	\$619	\$619	\$619
% of Change (Sq. Ft.)	31.83%	56.54%	56.54%	56.54%
\$2M - \$4M				
Active (THIS year)	3	3	2	2
Active (LAST year)	1	2	3	6
% of Change	200.00%	50.00%	-33.33%	-66.67%
Active Price per Sq. Ft.	\$791	\$777	\$786	\$786
Contingent/Pending	1	0	1	1
% In Contract	25.00%	0.00%	33.33%	33.33%
Sold (THIS year)	2	3	3	3
Sold (LAST year)	2	3	3	3
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$841	\$935	\$935	\$935
Sold Price per Sq. Ft. (LAST year)	\$569	\$629	\$629	\$629
% of Change (Sq. Ft.)	47.80%	48.65%	48.65%	48.65%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	5	5	5	5
Active (LAST year)	6	6	7	8
% of Change	-16.67%	-16.67%	-28.57%	-37.50%
Active Price per Sq. Ft.	\$1,470	\$1,450	\$1,450	\$1,450
Contingent/Pending	2	2	2	1
% In Contract	28.57%	28.57%	28.57%	16.67%
Sold (THIS year)	2	2	2	3
Sold (LAST year)	3	3	3	3
% of Change (Sold)	-33.33%	-33.33%	-33.33%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$1,204	\$1,204	\$1,204	\$1,149
Sold Price per Sq. Ft. (LAST year)	\$1,028	\$1,028	\$1,028	\$1,028
% of Change (Sq. Ft.)	17.12%	17.12%	17.12%	11.77%
TOTAL SFR - Ross				
Actives	17	16	16	17
Contingents/Pendings	5	5	6	5
Solds	6	8	8	9
Average DOM	104	124	130	120
% In Contract	22.73%	23.81%	27.27%	22.73%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	35	32	34	33
Active (LAST year)	28	31	29	27
% of Change	25.00%	3.23%	17.24%	22.22%
Active Price per Sq. Ft.	\$497	\$486	\$485	\$494
Contingent/Pending	22	24	20	19
% In Contract	38.60%	42.86%	37.04%	36.54%
Sold (THIS year)	32	33	38	41
Sold (LAST year)	40	43	46	52
% of Change (Sold)	-20.00%	-23.26%	-17.39%	-21.15%
Sold Price per Sq. Ft. (THIS year)	\$389	\$389	\$390	\$394
Sold Price per Sq. Ft. (LAST year)	\$423	\$429	\$434	\$434
% of Change (Sq. Ft.)	-8.04%	-9.32%	-10.14%	-9.22%
\$1M - \$1.499M				
Active (THIS year)	6	6	7	8
Active (LAST year) \$1M-\$2M	21	21	20	21
% of Change	-71.43%	-71.43%	-65.00%	-61.90%
Active Price per Sq. Ft.	\$439	\$434	\$450	\$456
Contingent/Pending	4	3	4	4
% In Contract	40.00%	33.33%	36.36%	33.33%
Sold (THIS year)	5	6	6	6
Sold (LAST year)	8	8	9	11
% of Change (Sold)	-37.50%	-25.00%	-33.33%	-45.45%
Sold Price per Sq. Ft. (THIS year)	\$458	\$451	\$451	\$451
Sold Price per Sq. Ft. (LAST year)	\$493	\$493	\$510	\$508
% of Change (Sq. Ft.)	-7.10%	-8.52%	-11.57%	-11.22%
\$1.5M - \$2M				
Active (THIS year)	6	5	4	5
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$560	\$546	\$518	\$500
Contingent/Pending	2	2	3	3
% In Contract	25.00%	28.57%	42.86%	37.50%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	1	1	1	1
% of Change (Sold)	100.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$508	\$508	\$508	\$508
Sold Price per Sq. Ft. (LAST year)	\$468	\$468	\$468	\$468
% of Change (Sq. Ft.)	8.55%	8.55%	8.55%	8.55%
\$2M - \$4M				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	5	6	6
% of Change	-33.33%	-20.00%	-33.33%	-33.33%
Active Price per Sq. Ft.	\$656	\$656	\$656	\$656
Contingent/Pending	2	2	2	2
% In Contract	33.33%	33.33%	33.33%	33.33%
Sold (THIS year)	4	4	4	4
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)	\$547	\$547	\$547	\$547
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	3	4	4	5
Active (LAST year)	10	10	10	7
% of Change	-70.00%	-60.00%	-60.00%	-28.57%
Active Price per Sq. Ft.	\$285	\$326	\$326	\$364
Contingent/Pending	2	1	1	1
% In Contract	40.00%	20.00%	20.00%	16.67%
Sold (THIS year)	3	4	4	4
Sold (LAST year)	2	3	3	3
% of Change (Sold)	50.00%	33.33%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$364	\$371	\$371	\$371
Sold Price per Sq. Ft. (LAST year)	\$409	\$375	\$375	\$375
% of Change (Sq. Ft.)	-11.00%	-1.07%	-1.07%	-1.07%
TOTAL SFR & CONDO - San Anselmo				
Actives	54	51	53	55
Contingents/Pendings	32	32	30	29
Solds	46	49	54	57
Average DOM	73	80	86	83
% In Contract	37.21%	38.55%	36.14%	34.52%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	89	96	97	96
Active (LAST year)	116	117	121	127
% of Change	-23.28%	-17.95%	-19.83%	-24.41%
Active Price per Sq. Ft.	\$376	\$383	\$376	\$371
Contingent/Pending	62	59	64	68
% In Contract	41.06%	38.06%	39.75%	41.46%
Sold (THIS year)	129	136	141	148
Sold (LAST year)	114	122	136	144
% of Change (Sold)	13.16%	11.48%	3.68%	2.78%
Sold Price per Sq. Ft. (THIS year)	\$337	\$337	\$335	\$336
Sold Price per Sq. Ft. (LAST year)	\$382	\$383	\$384	\$385
% of Change (Sq. Ft.)	-11.78%	-12.01%	-12.76%	-12.73%
\$1M - \$1.499M				
Active (THIS year)	25	24	22	21
Active (LAST year) \$1M-\$2M	37	36	37	36
% of Change	-32.43%	-33.33%	-40.54%	-41.67%
Active Price per Sq. Ft.	\$430	\$428	\$432	\$430
Contingent/Pending	6	6	6	5
% In Contract	19.35%	20.00%	21.43%	19.23%
Sold (THIS year)	12	13	14	15
Sold (LAST year)	16	18	18	18
% of Change (Sold)	-25.00%	-27.78%	-22.22%	-16.67%
Sold Price per Sq. Ft. (THIS year)	\$411	\$400	\$403	\$413
Sold Price per Sq. Ft. (LAST year)	\$413	\$412	\$412	\$412
% of Change (Sq. Ft.)	-0.48%	-2.91%	-2.18%	0.24%
\$1.5M - \$2M				
Active (THIS year)	12	12	11	12
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$444	\$453	\$453	\$445
Contingent/Pending	0	1	2	2
% In Contract	0.00%	7.69%	15.38%	14.29%
Sold (THIS year)	4	5	5	5
Sold (LAST year)	4	4	4	5
% of Change (Sold)	0.00%	25.00%	25.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$405	\$378	\$378	\$378
Sold Price per Sq. Ft. (LAST year)	\$484	\$484	\$484	\$474
% of Change (Sq. Ft.)	-16.32%	-21.90%	-21.90%	-20.25%
\$2M - \$4M				
Active (THIS year)	13	13	11	10
Active (LAST year)	13	13	15	15
% of Change	0.00%	0.00%	-26.67%	-33.33%
Active Price per Sq. Ft.	\$521	\$521	\$514	\$527
Contingent/Pending	2	1	2	2
% In Contract	13.33%	7.14%	15.38%	16.67%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$466	\$466	\$466	\$466
Sold Price per Sq. Ft. (LAST year)	\$660	\$660	\$660	\$660
% of Change (Sq. Ft.)	-29.39%	-29.39%	-29.39%	-29.39%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	82	80	80	84
Active (LAST year)	75	85	84	82
% of Change	9.33%	-5.88%	-4.76%	2.44%
Active Price per Sq. Ft.	\$290	\$289	\$287	\$285
Contingent/Pending	37	42	41	38
% In Contract	31.09%	34.43%	33.88%	31.15%
Sold (THIS year)	52	53	58	61
Sold (LAST year)	46	48	51	56
% of Change (Sold)	13.04%	10.42%	13.73%	8.93%
Sold Price per Sq. Ft. (THIS year)	\$254	\$252	\$247	\$245
Sold Price per Sq. Ft. (LAST year)	\$284	\$282	\$282	\$284
% of Change (Sq. Ft.)	-10.56%	-10.64%	-12.41%	-13.73%
TOTAL SFR & CONDO - San Rafael				
Actives	221	225	221	223
Contingents/Pendings	107	109	115	115
Solds	199	209	220	231
Average DOM	79	78	79	84
% In Contract	32.62%	32.63%	34.23%	34.02%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	5	8	9	8
Active (LAST year)	6	6	5	6
% of Change	-16.67%	33.33%	80.00%	33.33%
Active Price per Sq. Ft.	\$394	\$441	\$446	\$446
Contingent/Pending	11	9	7	8
% In Contract	68.75%	52.94%	43.75%	50.00%
Sold (THIS year)	6	8	9	10
Sold (LAST year)	2	3	3	7
% of Change (Sold)	200.00%	166.67%	200.00%	42.86%
Sold Price per Sq. Ft. (THIS year)	\$402	\$381	\$376	\$390
Sold Price per Sq. Ft. (LAST year)	\$520	\$531	\$531	\$452
% of Change (Sq. Ft.)	-22.69%	-28.25%	-29.19%	-13.72%
\$1M - \$1.499M				
Active (THIS year)	7	7	8	8
Active (LAST year) \$1M-\$2M	28	30	28	30
% of Change	-75.00%	-76.67%	-71.43%	-73.33%
Active Price per Sq. Ft.	\$629	\$629	\$629	N/A
Contingent/Pending	5	3	2	2
% In Contract	41.67%	30.00%	20.00%	20.00%
Sold (THIS year)	4	5	7	7
Sold (LAST year)	2	3	3	3
% of Change (Sold)	100.00%	66.67%	133.33%	133.33%
Sold Price per Sq. Ft. (THIS year)	\$536	\$498	\$488	\$488
Sold Price per Sq. Ft. (LAST year)	\$654	\$737	\$737	\$737
% of Change (Sq. Ft.)	-18.04%	-32.43%	-33.79%	-33.79%
\$1.5M - \$2M				
Active (THIS year)	4	5	7	6
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$754	\$853	\$611	\$732
Contingent/Pending	1	2	1	2
% In Contract	20.00%	28.57%	12.50%	25.00%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	1	1	1	1
% of Change (Sold)	300.00%	300.00%	300.00%	300.00%
Sold Price per Sq. Ft. (THIS year)	\$504	\$504	\$504	\$504
Sold Price per Sq. Ft. (LAST year)	\$543	\$543	\$543	\$543
% of Change (Sq. Ft.)	-7.18%	-7.18%	-7.18%	-7.18%
\$2M - \$4M				
Active (THIS year)	10	10	10	11
Active (LAST year)	10	11	12	9
% of Change	0.00%	-9.09%	-16.67%	22.22%
Active Price per Sq. Ft.	\$747	\$747	\$747	\$755
Contingent/Pending	1	1	1	1
% In Contract	9.09%	9.09%	9.09%	8.33%
Sold (THIS year)	4	4	5	5
Sold (LAST year)	1	1	1	2
% of Change (Sold)	300.00%	300.00%	400.00%	150.00%
Sold Price per Sq. Ft. (THIS year)	\$724	\$724	\$706	\$706
Sold Price per Sq. Ft. (LAST year)	\$618	\$618	\$618	\$657
% of Change (Sq. Ft.)	17.15%	17.15%	14.24%	7.46%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	3	3	3	3
Active (LAST year)	7	7	7	7
% of Change	-57.14%	-57.14%	-57.14%	-57.14%
Active Price per Sq. Ft.	\$1,058	\$1,058	\$1,058	\$1,058
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)	1	1	1	1
% 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)	\$646	\$646	\$646	\$646
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
Statistics - Sausalito - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	17	17	17	16
Active (LAST year)	27	26	28	28
% of Change	-37.04%	-34.62%	-39.29%	-42.86%
Active Price per Sq. Ft.	\$433	\$418	\$415	\$380
Contingent/Pending	7	8	12	11
% In Contract	29.17%	32.00%	41.38%	40.74%
Sold (THIS year)	14	14	14	16
Sold (LAST year)	12	13	14	16
% of Change (Sold)	16.67%	7.69%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$415	\$415	\$415	\$454
Sold Price per Sq. Ft. (LAST year)	\$414	\$413	\$402	\$418
% of Change (Sq. Ft.)	0.24%	0.48%	3.23%	8.61%
TOTAL SFR & CONDO - Sausalito	5/13/11	5/20/11	5/27/11	6/3/11
Actives	46	50	54	52
Contingents/Pendings	25	23	23	24
Solds	32	35	39	42
Average DOM	122	120	115	119
% In Contract	35.21%	31.51%	29.87%	31.58%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$0 - \$999K				
Active (THIS year)	5	6	7	6
Active (LAST year)	1	2	3	2
% of Change	400.00%	200.00%	133.33%	200.00%
Active Price per Sq. Ft.	\$655	\$635	\$591	\$613
Contingent/Pending	3	3	4	4
% In Contract	37.50%	33.33%	36.36%	40.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	5	5	6	6
% of Change (Sold)	0.00%	0.00%	-16.67%	-16.67%
Sold Price per Sq. Ft. (THIS year)	\$651	\$651	\$651	\$651
Sold Price per Sq. Ft. (LAST year)	\$610	\$610	\$613	\$613
% of Change (Sq. Ft.)	6.72%	6.72%	6.20%	6.20%
\$1M - \$1.499M				
Active (THIS year)	11	12	8	9
Active (LAST year) \$1M-\$2M	21	23	22	23
% of Change	-47.62%	-47.83%	-63.64%	-60.87%
Active Price per Sq. Ft.	\$628	\$610	\$613	\$595
Contingent/Pending	1	1	3	4
% In Contract	8.33%	7.69%	27.27%	30.77%
Sold (THIS year)	8	8	8	8
Sold (LAST year)	8	8	9	9
% of Change (Sold)	0.00%	0.00%	-11.11%	-11.11%
Sold Price per Sq. Ft. (THIS year)	\$568	\$568	\$568	\$568
Sold Price per Sq. Ft. (LAST year)	\$531	\$531	\$554	\$554
% of Change (Sq. Ft.)	6.97%	6.97%	2.53%	2.53%
\$1.5M - \$2M				
Active (THIS year)	10	11	16	13
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$717	\$726	\$673	\$696
Contingent/Pending	4	4	2	4
% In Contract	28.57%	26.67%	11.11%	23.53%
Sold (THIS year)	9	9	9	9
Sold (LAST year)	5	5	5	8
% of Change (Sold)	80.00%	80.00%	80.00%	12.50%
Sold Price per Sq. Ft. (THIS year)	\$549	\$549	\$549	\$549
Sold Price per Sq. Ft. (LAST year)	\$583	\$583	\$583	\$536
% of Change (Sq. Ft.)	-5.83%	-5.83%	-5.83%	2.43%
\$2M - \$4M				
Active (THIS year)	26	26	27	26
Active (LAST year)	24	23	23	25
% of Change	8.33%	13.04%	17.39%	4.00%
Active Price per Sq. Ft.	\$806	\$807	\$803	\$800
Contingent/Pending	5	6	5	5
% In Contract	16.13%	18.75%	15.63%	16.13%
Sold (THIS year)	8	8	9	9
Sold (LAST year)	9	12	13	13
% of Change (Sold)	-11.11%	-33.33%	-30.77%	-30.77%
Sold Price per Sq. Ft. (THIS year)	\$777	\$777	\$801	\$801
Sold Price per Sq. Ft. (LAST year)	\$696	\$695	\$686	\$686
% of Change (Sq. Ft.)	11.64%	11.80%	16.76%	16.76%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	5/13/11	5/20/11	5/27/11	6/3/11
\$4M+				
Active (THIS year)	25	25	25	25
Active (LAST year)	18	18	19	18
% of Change	38.89%	38.89%	31.58%	38.89%
Active Price per Sq. Ft.	\$1,294	\$1,294	\$1,297	\$1,297
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	2
% 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)	\$1,555	\$1,555	\$1,555	\$1,555
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
Statistics - Tiburon - CONDO	5/13/11	5/20/11	5/27/11	6/3/11
ALL				
Active (THIS year)	24	22	22	22
Active (LAST year)	26	27	27	29
% of Change	-7.69%	-18.52%	-18.52%	-24.14%
Active Price per Sq. Ft.	\$569	\$577	\$580	\$597
Contingent/Pending	3	4	5	5
% In Contract	11.11%	15.38%	18.52%	18.52%
Sold (THIS year)	14	14	14	14
Sold (LAST year)	8	8	8	9
% of Change (Sold)	75.00%	75.00%	75.00%	55.56%
Sold Price per Sq. Ft. (THIS year)	\$436	\$436	\$436	\$436
Sold Price per Sq. Ft. (LAST year)	\$598	\$598	\$598	\$621
% of Change (Sq. Ft.)	-27.09%	-27.09%	-27.09%	-29.79%
TOTAL SFR & CONDO - Tiburon	5/13/11	5/20/11	5/27/11	6/3/11
Actives	101	102	105	101
Contingents/Pendings	16	18	19	22
Solds	44	44	45	45
Average DOM	107	101	103	112
% In Contract	13.68%	15.00%	15.32%	17.89%