



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	6/10/11	6/17/11	6/24/11	7/1/11
Number of ACTIVE Listings within All Marin Cities	1036	1047	1058	1045
Number of CONTINGENT/PENDING Listings within All Marin Cities	477	465	462	461
Number of SOLD Listings within All Marin Cities - YTD	975	1038	1110	1158
Average DOM All Marin Cities	110	110	111	115
% In Contract	31.53%	30.75%	30.39%	30.61%
Number of ACTIVE Listings within 13 Marin Cities*	870	876	885	874
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	435	424	419	417
Number of SOLD Listings within 13 Marin Cities* - YTD	885	942	1012	1060
Average DOM 13 Marin Cities*	102	103	104	108
% In Contract	33.33%	32.62%	32.13%	32.30%

*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	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	361	365	370	357
Active (LAST year)	403	399	420	390
% of Change	-10.42%	-8.52%	-11.90%	-8.46%
Active Price per Sq. Ft.	\$442	\$420	\$417	\$431
Contingent/Pending	243	229	234	232
% In Contract	40.23%	38.55%	38.74%	39.39%
Sold (THIS year)	499	535	573	600
Sold (LAST year)	506	524	551	587
% of Change (Sold)	-1.38%	2.10%	3.99%	2.21%
Sold Price per Sq. Ft. (THIS year)	\$366	\$365	\$365	\$366
Sold Price per Sq. Ft. (LAST year)	\$430	\$429	\$445	\$442
% of Change (Sq. Ft.)	-14.72%	-14.92%	-18.03%	-17.24%
\$1M - \$1.499M				
Active (THIS year)	131	127	127	129
Active (LAST year) \$1M-\$2M	294	284	284	269
% of Change	-55.44%	-55.28%	-55.28%	-52.04%
Active Price per Sq. Ft.	\$549	\$559	\$562	\$564
Contingent/Pending	38	41	38	39
% In Contract	22.49%	24.40%	23.03%	23.21%
Sold (THIS year)	106	111	123	131
Sold (LAST year)	121	132	140	147
% of Change (Sold)	-12.40%	-15.91%	-12.14%	-10.88%
Sold Price per Sq. Ft. (THIS year)	\$505	\$506	\$508	\$509
Sold Price per Sq. Ft. (LAST year)	\$473	\$472	\$471	\$472
% of Change (Sq. Ft.)	6.70%	7.05%	7.70%	7.70%
\$1.5M - \$2M				
Active (THIS year)	84	83	85	82
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$563	\$568	\$520	\$565
Contingent/Pending	21	20	22	21
% In Contract	99.68%	99.65%	99.65%	99.63%
Sold (THIS year)	48	53	54	62
Sold (LAST year)	49	53	54	58
% of Change (Sold)	-2.04%	0.00%	0.00%	6.90%
Sold Price per Sq. Ft. (THIS year)	\$566	\$569	\$571	\$581
Sold Price per Sq. Ft. (LAST year)	\$451	\$460	\$460	\$520
% of Change (Sq. Ft.)	25.33%	23.71%	24.16%	11.63%
\$2M - \$4M				
Active (THIS year)	97	99	97	96
Active (LAST year)	122	124	130	129
% of Change	-20.49%	-20.16%	-25.38%	-25.58%
Active Price per Sq. Ft.	#VALUE!	#VALUE!	#VALUE!	#VALUE!
Contingent/Pending	22	17	17	17
% In Contract	18.49%	14.66%	14.91%	15.04%
Sold (THIS year)	61	65	68	71
Sold (LAST year)	68	72	74	78
% of Change (Sold)	-10.29%	-9.72%	-8.11%	-8.97%
Sold Price per Sq. Ft. (THIS year)	\$573	\$568	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$544	\$543	\$592	\$593
% of Change (Sq. Ft.)	5.22%	4.57%	-4.17%	-4.49%

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Statistics - Marin County (13 Cities) - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
Active (THIS year)	53	56	56	56
Active (LAST year)	53	60	59	56
% of Change	0.00%	-6.67%	-5.08%	0.00%
Active Price per Sq. Ft.	\$562	\$569	\$582	\$586
Contingent/Pending	3	5	5	4
% In Contract	5.36%	8.20%	8.20%	6.67%
Sold (THIS year)	9	9	10	11
Sold (LAST year)	10	10	10	11
% of Change (Sold)	-10.00%	-10.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$224	\$224	\$222	\$299
Sold Price per Sq. Ft. (LAST year)	\$472	\$472	\$472	\$470
% of Change (Sq. Ft.)	-52.63%	-52.63%	-53.06%	-36.42%
Statistics - Marin County (13 Cities) - CONDO	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	228	229	235	236
Active (LAST year)	240	232	250	240
% of Change	-5.00%	-1.29%	-6.00%	-1.67%
Active Price per Sq. Ft.	\$288	\$288	\$286	\$284
Contingent/Pending	129	132	125	125
% In Contract	36.13%	36.57%	34.72%	34.63%
Sold (THIS year)	210	222	238	247
Sold (LAST year)	216	222	235	251
% of Change (Sold)	-2.78%	0.00%	1.28%	-1.59%
Sold Price per Sq. Ft. (THIS year)	\$257	\$260	\$259	\$259
Sold Price per Sq. Ft. (LAST year)	\$296	\$293	\$291	\$295
% of Change (Sq. Ft.)	-13.25%	-11.26%	-11.09%	-12.25%
TOTAL SFR & CONDO - Marin County (13 Cities)	6/10/11	6/17/11	6/24/11	7/1/11
Actives	870	876	885	874
Contingents/Pendings	435	424	419	417
Solds	885	942	1012	1060
Average DOM	102	103	104	108
% In Contract	33.33%	32.62%	32.13%	32.30%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$1M - \$1.499M				
Active (THIS year)	2	1	1	1
Active (LAST year) \$1M-\$2M	5	5	7	7
% of Change	-60.00%	-80.00%	-85.71%	-85.71%
Active Price per Sq. Ft.	\$838	\$904	\$904	\$904
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	3	3
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	\$527	\$527
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	1	1	1
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$898	\$932	\$932	\$932
Contingent/Pending	1	2	1	1
% In Contract	33.33%	66.67%	50.00%	50.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	4	4	4	4
% of Change (Sold)	-50.00%	-50.00%	-50.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$1,046	\$1,046	\$1,046	\$1,046
Sold Price per Sq. Ft. (LAST year)	\$801	\$801	\$801	\$801
% of Change (Sq. Ft.)	30.59%	30.59%	30.59%	30.59%
\$2M - \$4M				
Active (THIS year)	12	13	11	11
Active (LAST year)	19	20	21	23
% of Change	-36.84%	-35.00%	-47.62%	-52.17%
Active Price per Sq. Ft.	\$964	\$965	\$926	\$926
Contingent/Pending	5	4	6	6
% In Contract	29.41%	23.53%	35.29%	35.29%
Sold (THIS year)	11	12	12	13
Sold (LAST year)	10	11	11	11
% of Change (Sold)	10.00%	9.09%	9.09%	18.18%
Sold Price per Sq. Ft. (THIS year)	\$910	\$905	\$905	\$913
Sold Price per Sq. Ft. (LAST year)	\$914	\$899	\$899	\$899
% of Change (Sq. Ft.)	-0.44%	0.67%	0.67%	1.56%
\$4M+				
Active (THIS year)	15	14	14	14
Active (LAST year)	11	11	11	9
% of Change	36.36%	27.27%	27.27%	55.56%
Active Price per Sq. Ft.	\$1,865	\$1,911	\$1,911	\$1,911
Contingent/Pending	1	2	2	1
% In Contract	6.25%	12.50%	12.50%	6.67%
Sold (THIS year)	0	0	0	1
Sold (LAST year)	2	2	2	3
% of Change (Sold)	-100.00%	-100.00%	-100.00%	-66.67%
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$1,000
Sold Price per Sq. Ft. (LAST year)	\$1,169	\$1,169	\$1,169	\$1,136
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-11.97%



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TOTAL SFR - Belvedere	6/10/11	6/17/11	6/24/11	7/1/11
Actives	31	29	27	27
Contingents/Pendings	7	8	9	8
Solds	15	16	17	19
Average DOM	241	251	257	264
% In Contract	18.42%	21.62%	25.00%	22.86%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	18	17	20	17
Active (LAST year)	20	19	19	14
% of Change	-10.00%	-10.53%	5.26%	21.43%
Active Price per Sq. Ft.	\$487	\$506	\$467	\$482
Contingent/Pending	9	8	8	10
% In Contract	33.33%	32.00%	28.57%	37.04%
Sold (THIS year)	18	20	21	22
Sold (LAST year)	22	22	25	25
% of Change (Sold)	-18.18%	-9.09%	-16.00%	-12.00%
Sold Price per Sq. Ft. (THIS year)	\$473	\$462	\$463	\$462
Sold Price per Sq. Ft. (LAST year)	\$507	\$507	\$514	\$514
% of Change (Sq. Ft.)	-6.71%	-8.88%	-9.92%	-10.12%
\$1M - \$1.499M				
Active (THIS year)	7	6	6	8
Active (LAST year) \$1M-\$2M	8	6	7	7
% of Change	-12.50%	0.00%	-14.29%	14.29%
Active Price per Sq. Ft.	\$476	\$484	\$489	\$476
Contingent/Pending	3	3	2	2
% In Contract	30.00%	33.33%	25.00%	20.00%
Sold (THIS year)	8	9	11	11
Sold (LAST year)	3	3	4	4
% of Change (Sold)	166.67%	200.00%	175.00%	175.00%
Sold Price per Sq. Ft. (THIS year)	\$565	\$559	\$549	\$549
Sold Price per Sq. Ft. (LAST year)	\$478	\$478	\$485	\$485
% of Change (Sq. Ft.)	18.20%	16.95%	13.20%	13.20%
\$1.5M - \$2M				
Active (THIS year)	3	3	3	3
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$574	\$574	\$574	\$574
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)	1	2	2	2
% of Change (Sold)	100.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$689	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$587	\$667	\$667	\$667
% of Change (Sq. Ft.)	17.38%	3.30%	3.30%	3.30%
\$2M - \$4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	2	2	2
% 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)	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)	\$610	\$610	\$610	\$610
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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Statistics - Corte Madera - CONDO	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	9	9	8	10
Active (LAST year)	6	5	7	5
% of Change	50.00%	80.00%	14.29%	100.00%
Active Price per Sq. Ft.	\$345	\$343	\$351	\$338
Contingent/Pending	4	3	4	4
% In Contract	30.77%	25.00%	33.33%	28.57%
Sold (THIS year)	8	9	9	9
Sold (LAST year)	8	8	8	8
% of Change (Sold)	0.00%	12.50%	12.50%	12.50%
Sold Price per Sq. Ft. (THIS year)	\$316	\$320	\$320	\$320
Sold Price per Sq. Ft. (LAST year)	\$358	\$358	\$358	\$358
% of Change (Sq. Ft.)	-11.73%	-10.61%	-10.61%	-10.61%
TOTAL SFR & CONDO - Corte Madera				
Actives	37	35	37	38
Contingents/Pendings	16	14	14	16
Solds	36	40	43	44
Average DOM	56	57	62	53
% In Contract	30.19%	28.57%	27.45%	29.63%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	11	12	13	12
Active (LAST year)	27	26	29	27
% of Change	-59.26%	-53.85%	-55.17%	-55.56%
Active Price per Sq. Ft.	\$390	\$371	\$389	\$384
Contingent/Pending	14	14	15	13
% In Contract	56.00%	53.85%	53.57%	52.00%
Sold (THIS year)	29	33	36	38
Sold (LAST year)	28	29	31	33
% of Change (Sold)	3.57%	13.79%	16.13%	15.15%
Sold Price per Sq. Ft. (THIS year)	\$376	\$377	\$378	\$378
Sold Price per Sq. Ft. (LAST year)	\$420	\$423	\$424	\$418
% of Change (Sq. Ft.)	-10.48%	-10.87%	-10.85%	-9.57%
\$1M - \$1.499M				
Active (THIS year)	6	5	5	5
Active (LAST year) \$1M-\$2M	4	4	6	6
% of Change	50.00%	25.00%	-16.67%	-16.67%
Active Price per Sq. Ft.	\$439	\$399	\$399	\$399
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	3
% of Change (Sold)	0.00%	0.00%	0.00%	-33.33%
Sold Price per Sq. Ft. (THIS year)	\$381	\$381	\$381	\$381
Sold Price per Sq. Ft. (LAST year)	\$398	\$398	\$398	\$389
% of Change (Sq. Ft.)	-4.27%	-4.27%	-4.27%	-2.06%
\$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)	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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	2	2	2	2
Active (LAST year)	1	1	2	1
% of Change	100.00%	100.00%	0.00%	100.00%
Active Price per Sq. Ft.	\$305	\$301	\$294	\$294
Contingent/Pending	2	2	1	1
% In Contract	50.00%	50.00%	33.33%	33.33%
Sold (THIS year)	1	1	2	2
Sold (LAST year)	5	5	5	5
% of Change (Sold)	-80.00%	-80.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$256	\$256	\$253	\$253
Sold Price per Sq. Ft. (LAST year)	\$329	\$329	\$329	\$329
% of Change (Sq. Ft.)	-22.19%	-22.19%	-23.10%	-23.10%
TOTAL SFR & CONDO - Fairfax	6/10/11	6/17/11	6/24/11	7/1/11
Actives	19	19	20	19
Contingents/Pendings	16	16	16	14
Solds	33	37	41	43
Average DOM	74	78	78	89
% In Contract	45.71%	45.71%	44.44%	42.42%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	2	3	3	4
Active (LAST year)	5	5	6	6
% of Change	-60.00%	-40.00%	-50.00%	-33.33%
Active Price per Sq. Ft.	\$409	\$428	\$406	\$406
Contingent/Pending	4	1	2	1
% In Contract	66.67%	25.00%	40.00%	20.00%
Sold (THIS year)	12	13	13	14
Sold (LAST year)	9	9	10	11
% of Change (Sold)	33.33%	44.44%	30.00%	27.27%
Sold Price per Sq. Ft. (THIS year)	\$454	\$446	\$446	\$449
Sold Price per Sq. Ft. (LAST year)	\$488	\$488	\$489	\$478
% of Change (Sq. Ft.)	-6.97%	-8.61%	-8.79%	-6.07%
\$1M - \$1.499M				
Active (THIS year)	4	5	6	7
Active (LAST year) \$1M-\$2M	14	12	11	9
% of Change	-71.43%	-58.33%	-45.45%	-22.22%
Active Price per Sq. Ft.	\$494	\$530	\$530	\$521
Contingent/Pending	3	3	3	3
% In Contract	42.86%	37.50%	33.33%	30.00%
Sold (THIS year)	8	9	9	10
Sold (LAST year)	9	11	11	13
% of Change (Sold)	-11.11%	-18.18%	-18.18%	-23.08%
Sold Price per Sq. Ft. (THIS year)	\$513	\$523	\$523	\$519
Sold Price per Sq. Ft. (LAST year)	\$471	\$471	\$471	\$474
% of Change (Sq. Ft.)	8.92%	11.04%	11.04%	9.49%
\$1.5M - \$2M				
Active (THIS year)	1	1	0	1
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$684	\$684	\$0	\$631
Contingent/Pending	1	1	1	1
% In Contract	50.00%	50.00%	0.00%	50.00%
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)	\$595	\$595	\$595	\$595
Sold Price per Sq. Ft. (LAST year)	\$642	\$642	\$642	\$642
% of Change (Sq. Ft.)	-7.32%	-7.32%	-7.32%	-7.32%



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\$2M - \$4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	2	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)	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				
	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	12	12	14	13
Active (LAST year)	10	9	10	9
% of Change	20.00%	33.33%	40.00%	44.44%
Active Price per Sq. Ft.	\$337	\$341	\$340	\$339
Contingent/Pending	10	9	8	9
% In Contract	45.45%	42.86%	36.36%	40.91%
Sold (THIS year)	17	19	20	20
Sold (LAST year)	17	17	19	21
% of Change (Sold)	0.00%	11.76%	5.26%	-4.76%
Sold Price per Sq. Ft. (THIS year)	\$301	\$301	\$302	\$302
Sold Price per Sq. Ft. (LAST year)	\$370	\$370	\$367	\$369
% of Change (Sq. Ft.)	-18.65%	-18.65%	-17.71%	-18.16%
TOTAL SFR & CONDO - Greenbrae				
	6/10/11	6/17/11	6/24/11	7/1/11
Actives	19	21	23	25
Contingents/Pendings	18	14	14	14
Solds	41	45	46	48
Average DOM	67	72	68	68
% In Contract	48.65%	40.00%	37.84%	35.90%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	3	2	2	2
Active (LAST year)	3	2	3	3
% of Change	0.00%	0.00%	-33.33%	-33.33%
Active Price per Sq. Ft.	\$504	\$534	\$523	\$639
Contingent/Pending	1	1	0	1
% In Contract	25.00%	33.33%	0.00%	33.33%
Sold (THIS year)	4	4	5	5
Sold (LAST year)	4	4	4	5
% of Change (Sold)	0.00%	0.00%	25.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$526	\$526	\$524	\$524
Sold Price per Sq. Ft. (LAST year)	\$407	\$407	\$407	\$392
% of Change (Sq. Ft.)	29.24%	29.24%	28.75%	33.67%
\$1M - \$1.499M				
Active (THIS year)	6	5	3	2
Active (LAST year) \$1M-\$2M	15	14	15	16
% of Change	-60.00%	-64.29%	-80.00%	-87.50%
Active Price per Sq. Ft.	\$534	\$521	\$499	\$512
Contingent/Pending	3	3	4	4
% In Contract	33.33%	37.50%	57.14%	66.67%
Sold (THIS year)	6	6	7	8
Sold (LAST year)	7	8	8	9
% of Change (Sold)	-14.29%	-25.00%	-12.50%	-11.11%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$544	\$564
Sold Price per Sq. Ft. (LAST year)	\$551	\$542	\$542	\$542
% of Change (Sq. Ft.)	1.09%	2.77%	0.37%	4.06%
\$1.5M - \$2M				
Active (THIS year)	4	4	5	5
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$607	\$607	\$665	\$637
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	16.67%
Sold (THIS year)	2	3	3	3
Sold (LAST year)	8	8	8	8
% of Change (Sold)	-75.00%	-62.50%	-62.50%	-62.50%
Sold Price per Sq. Ft. (THIS year)	\$581	\$567	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$568	\$568	\$568	\$568
% of Change (Sq. Ft.)	2.29%	-0.18%	-0.18%	-0.18%
\$2M - \$4M				
Active (THIS year)	6	6	6	7
Active (LAST year)	10	10	9	8
% of Change	-40.00%	-40.00%	-33.33%	-12.50%
Active Price per Sq. Ft.	\$875	\$875	\$875	\$882
Contingent/Pending	3	2	1	0
% In Contract	33.33%	25.00%	14.29%	0.00%
Sold (THIS year)	9	9	10	11
Sold (LAST year)	15	16	16	16
% of Change (Sold)	-40.00%	-43.75%	-37.50%	-31.25%
Sold Price per Sq. Ft. (THIS year)	\$753	\$753	\$743	\$732
Sold Price per Sq. Ft. (LAST year)	\$717	\$718	\$718	\$718
% of Change (Sq. Ft.)	5.02%	4.87%	3.48%	1.95%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
Active (THIS year)	3	4	6	6
Active (LAST year)	4	6	7	7
% of Change	-25.00%	-33.33%	-14.29%	-14.29%
Active Price per Sq. Ft.	\$841	\$917	\$983	\$983
Contingent/Pending	1	1	0	0
% In Contract	25.00%	20.00%	0.00%	0.00%
Sold (THIS year)	5	5	6	6
Sold (LAST year)	1	1	1	1
% of Change (Sold)	400.00%	400.00%	500.00%	500.00%
Sold Price per Sq. Ft. (THIS year)	\$989	\$989	\$963	\$963
Sold Price per Sq. Ft. (LAST year)	\$1,039	\$1,039	\$1,039	\$1,039
% of Change (Sq. Ft.)	-4.81%	-4.81%	-7.31%	-7.31%
TOTAL SFR - Kentfield	6/10/11	6/17/11	6/24/11	7/1/11
Actives	22	21	22	22
Contingents/Pendings	8	7	5	6
Solds	26	27	31	33
Average DOM	108	112	105	93
% In Contract	26.67%	25.00%	18.52%	21.43%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	11	9	11	10
Active (LAST year)	7	8	7	6
% of Change	57.14%	12.50%	57.14%	66.67%
Active Price per Sq. Ft.	\$535	\$501	\$496	\$494
Contingent/Pending	5	6	6	6
% In Contract	31.25%	40.00%	35.29%	37.50%
Sold (THIS year)	5	6	6	8
Sold (LAST year)	9	9	9	9
% of Change (Sold)	-44.44%	-33.33%	-33.33%	-11.11%
Sold Price per Sq. Ft. (THIS year)	\$453	\$434	\$434	\$448
Sold Price per Sq. Ft. (LAST year)	\$644	\$644	\$644	\$644
% of Change (Sq. Ft.)	-29.66%	-32.61%	-32.61%	-30.43%
\$1M - \$1.499M				
Active (THIS year)	5	4	5	3
Active (LAST year) \$1M-\$2M	19	16	15	13
% of Change	-73.68%	-75.00%	-66.67%	-76.92%
Active Price per Sq. Ft.	\$599	\$599	\$630	\$671
Contingent/Pending	1	2	2	3
% In Contract	16.67%	33.33%	28.57%	50.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	13	14	15	15
% of Change (Sold)	-46.15%	-50.00%	-53.33%	-53.33%
Sold Price per Sq. Ft. (THIS year)	\$531	\$531	\$531	\$531
Sold Price per Sq. Ft. (LAST year)	\$554	\$562	\$556	\$556
% of Change (Sq. Ft.)	-4.15%	-5.52%	-4.50%	-4.50%
\$1.5M - \$2M				
Active (THIS year)	6	7	6	8
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$580	\$573	\$575	\$565
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	14.29%	11.11%
Sold (THIS year)	2	2	2	3
Sold (LAST year)	0	0	0	1
% of Change (Sold)	-100.00%	-100.00%	-100.00%	200.00%
Sold Price per Sq. Ft. (THIS year)	\$673	\$673	\$673	\$747
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$674
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	10.83%
\$2M - \$4M				
Active (THIS year)	3	3	3	4
Active (LAST year)	2	2	2	2
% of Change	50.00%	50.00%	50.00%	100.00%
Active Price per Sq. Ft.	\$869	\$854	\$854	\$816
Contingent/Pending	2	2	2	1
% In Contract	40.00%	40.00%	40.00%	20.00%
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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	4	4	4	4
Active (LAST year)	8	8	7	7
% of Change	-50.00%	-50.00%	-42.86%	-42.86%
Active Price per Sq. Ft.	\$368	\$368	\$368	\$355
Contingent/Pending	2	2	2	2
% In Contract	33.33%	33.33%	33.33%	33.33%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	2	2	2	3
% of Change (Sold)	150.00%	150.00%	150.00%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$358	\$358	\$358	\$358
Sold Price per Sq. Ft. (LAST year)	\$391	\$391	\$391	\$416
% of Change (Sq. Ft.)	-8.44%	-8.44%	-8.44%	-13.94%
TOTAL SFR & CONDO - Larkspur				
6/10/11	6/17/11	6/24/11	7/1/11	
Actives	29	27	29	29
Contingents/Pendings	10	12	13	13
Solds	21	22	22	25
Average DOM	68	79	80	83
% In Contract	25.64%	30.77%	30.95%	30.95%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	46	48	49	47
Active (LAST year)	52	49	51	45
% of Change	-11.54%	-2.04%	-3.92%	4.44%
Active Price per Sq. Ft.	\$535	\$528	\$549	\$541
Contingent/Pending	28	27	28	27
% In Contract	37.84%	36.00%	36.36%	36.49%
Sold (THIS year)	62	66	71	75
Sold (LAST year)	45	47	48	53
% of Change (Sold)	37.78%	40.43%	47.92%	41.51%
Sold Price per Sq. Ft. (THIS year)	\$445	\$447	\$444	\$452
Sold Price per Sq. Ft. (LAST year)	\$546	\$537	\$539	\$535
% of Change (Sq. Ft.)	-18.50%	-16.76%	-17.63%	-15.51%
\$1M - \$1.499M				
Active (THIS year)	34	32	31	32
Active (LAST year) \$1M-\$2M	67	67	60	60
% of Change	-49.25%	-52.24%	-48.33%	-46.67%
Active Price per Sq. Ft.	\$518	\$531	\$522	\$525
Contingent/Pending	6	9	12	11
% In Contract	15.00%	21.95%	27.91%	25.58%
Sold (THIS year)	29	29	30	31
Sold (LAST year)	31	33	34	34
% of Change (Sold)	-6.45%	-12.12%	-11.76%	-8.82%
Sold Price per Sq. Ft. (THIS year)	\$554	\$554	\$553	\$548
Sold Price per Sq. Ft. (LAST year)	\$551	\$542	\$543	\$543
% of Change (Sq. Ft.)	0.54%	2.21%	1.84%	0.92%
\$1.5M - \$2M				
Active (THIS year)	21	19	19	18
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$614	\$595	\$596	\$596
Contingent/Pending	8	8	9	6
% In Contract	27.59%	29.63%	32.14%	25.00%
Sold (THIS year)	14	15	15	19
Sold (LAST year)	18	20	20	21
% of Change (Sold)	-22.22%	-25.00%	-25.00%	-9.52%
Sold Price per Sq. Ft. (THIS year)	\$643	\$644	\$644	\$625
Sold Price per Sq. Ft. (LAST year)	\$611	\$623	\$623	\$633
% of Change (Sq. Ft.)	5.24%	3.37%	3.37%	-1.26%
\$2M - \$4M				
Active (THIS year)	19	17	18	18
Active (LAST year)	22	21	25	23
% of Change	-13.64%	-19.05%	-28.00%	-21.74%
Active Price per Sq. Ft.	\$794	\$763	\$764	\$764
Contingent/Pending	1	1	1	1
% In Contract	5.00%	5.56%	5.26%	5.26%
Sold (THIS year)	12	12	12	12
Sold (LAST year)	16	17	17	19
% of Change (Sold)	-25.00%	-29.41%	-29.41%	-36.84%
Sold Price per Sq. Ft. (THIS year)	\$819	\$819	\$819	\$819
Sold Price per Sq. Ft. (LAST year)	\$671	\$667	\$667	\$675
% of Change (Sq. Ft.)	22.06%	22.79%	22.79%	21.33%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Mill Valley - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
Active (THIS year)	2	2	3	4
Active (LAST year)	6	6	6	6
% of Change	-66.67%	-66.67%	-50.00%	-33.33%
Active Price per Sq. Ft.	\$897	\$897	\$960	\$995
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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	24	26	27	26
Active (LAST year)	24	24	24	24
% of Change	0.00%	8.33%	12.50%	8.33%
Active Price per Sq. Ft.	\$484	\$479	\$464	\$459
Contingent/Pending	5	4	5	3
% In Contract	17.24%	13.33%	15.63%	10.34%
Sold (THIS year)	14	14	14	16
Sold (LAST year)	12	12	13	14
% of Change (Sold)	16.67%	16.67%	7.69%	14.29%
Sold Price per Sq. Ft. (THIS year)	\$427	\$427	\$427	\$415
Sold Price per Sq. Ft. (LAST year)	\$476	\$476	\$471	\$483
% of Change (Sq. Ft.)	-10.29%	-10.29%	-9.34%	-14.08%
TOTAL SFR & CONDO - Mill Valley	6/10/11	6/17/11	6/24/11	7/1/11
Actives	146	144	147	145
Contingents/Pendings	48	49	55	48
Solds	132	137	143	154
Average DOM	77	84	81	88
% In Contract	24.74%	25.39%	27.23%	24.87%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	118	120	121	118
Active (LAST year)	120	125	134	126
% of Change	-1.67%	-4.00%	-9.70%	-6.35%
Active Price per Sq. Ft.	\$304	\$304	\$305	\$304
Contingent/Pending	84	78	81	81
% In Contract	41.58%	39.39%	40.10%	40.70%
Sold (THIS year)	159	168	178	185
Sold (LAST year)	164	170	179	192
% of Change (Sold)	-3.05%	-1.18%	-0.56%	-3.65%
Sold Price per Sq. Ft. (THIS year)	\$271	\$269	\$269	\$271
Sold Price per Sq. Ft. (LAST year)	\$303	\$303	\$303	\$302
% of Change (Sq. Ft.)	-10.56%	-11.22%	-11.22%	-10.26%
\$1M - \$1.499M				
Active (THIS year)	18	18	17	19
Active (LAST year) \$1M-\$2M	34	34	35	35
% of Change	-47.06%	-47.06%	-51.43%	-45.71%
Active Price per Sq. Ft.	\$350	\$353	\$320	\$323
Contingent/Pending	4	2	0	0
% In Contract	18.18%	10.00%	0.00%	0.00%
Sold (THIS year)	7	8	9	9
Sold (LAST year)	11	13	13	13
% of Change (Sold)	-36.36%	-38.46%	-30.77%	-30.77%
Sold Price per Sq. Ft. (THIS year)	\$272	\$269	\$275	\$275
Sold Price per Sq. Ft. (LAST year)	\$320	\$317	\$317	\$317
% of Change (Sq. Ft.)	-15.00%	-15.14%	-13.25%	-13.25%
\$1.5M - \$2M				
Active (THIS year)	4	4	3	3
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$417	\$417	\$453	\$453
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	25.00%	25.00%
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	5	5	5
Active (LAST year)	5	5	5	4
% of Change	-20.00%	0.00%	0.00%	25.00%
Active Price per Sq. Ft.	N/A	N/A	N/A	N/A
Contingent/Pending	1	1	1	1
% In Contract	20.00%	16.67%	16.67%	16.67%
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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	52	48	50	49
Active (LAST year)	46	44	50	50
% of Change	13.04%	9.09%	0.00%	-2.00%
Active Price per Sq. Ft.	\$217	\$212	\$212	\$208
Contingent/Pending	47	52	47	49
% In Contract	47.47%	52.00%	48.45%	50.00%
Sold (THIS year)	67	70	77	80
Sold (LAST year)	86	88	90	97
% of Change (Sold)	-22.09%	-20.45%	-14.44%	-17.53%
Sold Price per Sq. Ft. (THIS year)	\$206	\$233	\$207	\$207
Sold Price per Sq. Ft. (LAST year)	\$232	\$233	\$233	\$233
% of Change (Sq. Ft.)	-11.21%	0.00%	-11.16%	-11.16%
TOTAL SFR & CONDO - Novato	6/10/11	6/17/11	6/24/11	7/1/11
Actives	196	195	196	194
Contingents/Pendings	136	133	130	132
Solds	233	246	264	274
Average DOM	89	94	98	100
% In Contract	40.96%	40.55%	39.88%	40.49%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	2	2	2	1
Active (LAST year)	1	1	1	0
% of Change	100.00%	100.00%	100.00%	-100.00%
Active Price per Sq. Ft.	\$622	\$366	\$366	\$451
Contingent/Pending	1	1	1	2
% In Contract	33.33%	33.33%	33.33%	66.67%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	1	1	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)	\$352	\$352	\$447	\$447
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
\$1M - \$1.499M				
Active (THIS year)	4	3	3	2
Active (LAST year) \$1M-\$2M	8	10	11	9
% of Change	-50.00%	-70.00%	-72.73%	-77.78%
Active Price per Sq. Ft.	\$801	\$814	\$814	\$816
Contingent/Pending	1	1	0	0
% In Contract	20.00%	25.00%	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)	\$781	\$781	\$775	\$775
Sold Price per Sq. Ft. (LAST year)	\$630	\$630	\$630	\$630
% of Change (Sq. Ft.)	23.97%	23.97%	23.02%	23.02%
\$1.5M - \$2M				
Active (THIS year)	7	7	7	6
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$697	\$749	\$686	\$669
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	14.29%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	1	1	1	1
% of Change (Sold)	200.00%	200.00%	200.00%	200.00%
Sold Price per Sq. Ft. (THIS year)	\$858	\$858	\$858	\$858
Sold Price per Sq. Ft. (LAST year)	\$619	\$619	\$619	\$619
% of Change (Sq. Ft.)	38.61%	38.61%	38.61%	38.61%
\$2M - \$4M				
Active (THIS year)	1	1	2	2
Active (LAST year)	4	4	4	5
% of Change	-75.00%	-75.00%	-50.00%	-60.00%
Active Price per Sq. Ft.	\$791	\$999	\$951	\$951
Contingent/Pending	1	1	1	1
% In Contract	50.00%	50.00%	33.33%	33.33%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	3	3	3	3
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$935	\$935	\$935	\$935
Sold Price per Sq. Ft. (LAST year)	\$629	\$629	\$629	\$629
% of Change (Sq. Ft.)	48.65%	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	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
Active (THIS year)	6	6	6	6
Active (LAST year)	8	9	9	9
% of Change	-25.00%	-33.33%	-33.33%	-33.33%
Active Price per Sq. Ft.	\$1,324	\$1,324	\$1,324	\$1,324
Contingent/Pending	1	1	1	1
% In Contract	14.29%	14.29%	14.29%	14.29%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	3	3	3	3
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$1,149	\$1,149	\$1,149	\$1,149
Sold Price per Sq. Ft. (LAST year)	\$1,028	\$1,028	\$1,028	\$1,028
% of Change (Sq. Ft.)	11.77%	11.77%	11.77%	11.77%
TOTAL SFR - Ross	6/10/11	6/17/11	6/24/11	7/1/11
Actives	20	19	20	17
Contingents/Pendings	4	4	3	5
Solds	10	10	11	11
Average DOM	109	110	106	126
% In Contract	16.67%	17.39%	13.04%	22.73%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	33	34	34	32
Active (LAST year)	21	23	24	25
% of Change	57.14%	47.83%	41.67%	28.00%
Active Price per Sq. Ft.	\$500	\$468	\$476	\$458
Contingent/Pending	17	16	14	15
% In Contract	34.00%	32.00%	29.17%	31.91%
Sold (THIS year)	44	47	51	53
Sold (LAST year)	53	53	56	61
% of Change (Sold)	-16.98%	-11.32%	-8.93%	-13.11%
Sold Price per Sq. Ft. (THIS year)	\$388	\$394	\$395	\$398
Sold Price per Sq. Ft. (LAST year)	\$431	\$431	\$430	\$430
% of Change (Sq. Ft.)	-9.98%	-8.58%	-8.14%	-7.44%
\$1M - \$1.499M				
Active (THIS year)	9	7	8	9
Active (LAST year) \$1M-\$2M	29	26	28	26
% of Change	-68.97%	-73.08%	-71.43%	-65.38%
Active Price per Sq. Ft.	\$458	\$495	\$508	\$506
Contingent/Pending	5	4	2	2
% In Contract	35.71%	36.36%	20.00%	18.18%
Sold (THIS year)	6	8	10	10
Sold (LAST year)	12	13	16	17
% of Change (Sold)	-50.00%	-38.46%	-37.50%	-41.18%
Sold Price per Sq. Ft. (THIS year)	\$451	\$457	\$468	\$468
Sold Price per Sq. Ft. (LAST year)	\$497	\$489	\$472	\$473
% of Change (Sq. Ft.)	-9.26%	-6.54%	-0.85%	-1.06%
\$1.5M - \$2M				
Active (THIS year)	4	5	5	4
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$484	\$508	\$519	\$536
Contingent/Pending	3	3	3	3
% In Contract	42.86%	37.50%	37.50%	42.86%
Sold (THIS year)	2	3	4	4
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	50.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$508	\$536	\$563	\$563
Sold Price per Sq. Ft. (LAST year)	\$486	\$486	\$486	\$486
% of Change (Sq. Ft.)	4.53%	10.29%	15.84%	15.84%
\$2M - \$4M				
Active (THIS year)	4	5	4	3
Active (LAST year)	6	5	6	6
% of Change	-33.33%	0.00%	-33.33%	-50.00%
Active Price per Sq. Ft.	\$656	\$656	\$665	\$628
Contingent/Pending	1	1	2	3
% In Contract	20.00%	16.67%	33.33%	50.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	0	0	1	1
% of Change (Sold)	-100.00%	-100.00%	400.00%	400.00%
Sold Price per Sq. Ft. (THIS year)	\$547	\$547	\$547	\$547
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$612	\$612
% of Change (Sq. Ft.)	-100.00%	-100.00%	-10.62%	-10.62%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	4	4	3	3
Active (LAST year)	7	7	6	5
% of Change	-42.86%	-42.86%	-50.00%	-40.00%
Active Price per Sq. Ft.	\$403	\$403	\$413	\$413
Contingent/Pending	2	2	3	2
% In Contract	33.33%	33.33%	50.00%	40.00%
Sold (THIS year)	4	4	4	5
Sold (LAST year)	3	3	3	3
% of Change (Sold)	33.33%	33.33%	33.33%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$371	\$371	\$371	\$375
Sold Price per Sq. Ft. (LAST year)	\$375	\$375	\$375	\$375
% of Change (Sq. Ft.)	-1.07%	-1.07%	-1.07%	0.00%
TOTAL SFR & CONDO - San Anselmo	6/10/11	6/17/11	6/24/11	7/1/11
Actives	54	55	54	51
Contingents/Pendings	28	26	24	25
Solds	61	67	74	77
Average DOM	91	89	90	78
% In Contract	34.15%	32.10%	30.77%	32.89%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	102	104	100	99
Active (LAST year)	136	129	134	127
% of Change	-25.00%	-19.38%	-25.37%	-22.05%
Active Price per Sq. Ft.	\$378	\$377	\$373	\$381
Contingent/Pending	68	65	67	67
% In Contract	40.00%	38.46%	40.12%	40.36%
Sold (THIS year)	151	162	175	181
Sold (LAST year)	156	165	170	179
% of Change (Sold)	-3.21%	-1.82%	2.94%	1.12%
Sold Price per Sq. Ft. (THIS year)	\$337	\$338	\$340	\$343
Sold Price per Sq. Ft. (LAST year)	\$388	\$386	\$385	\$385
% of Change (Sq. Ft.)	-13.14%	-12.44%	-11.69%	-10.91%
\$1M - \$1.499M				
Active (THIS year)	20	25	23	22
Active (LAST year) \$1M-\$2M	37	40	39	33
% of Change	-45.95%	-37.50%	-41.03%	-33.33%
Active Price per Sq. Ft.	\$418	\$420	\$434	\$433
Contingent/Pending	5	6	5	6
% In Contract	20.00%	19.35%	17.86%	21.43%
Sold (THIS year)	15	15	17	20
Sold (LAST year)	19	21	23	24
% of Change (Sold)	-21.05%	-28.57%	-26.09%	-16.67%
Sold Price per Sq. Ft. (THIS year)	\$413	\$413	\$406	\$405
Sold Price per Sq. Ft. (LAST year)	\$412	\$419	\$421	\$421
% of Change (Sq. Ft.)	0.24%	-1.43%	-3.56%	-3.80%
\$1.5M - \$2M				
Active (THIS year)	12	11	13	11
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$452	\$442	\$445	\$459
Contingent/Pending	2	2	2	2
% In Contract	14.29%	15.38%	13.33%	15.38%
Sold (THIS year)	5	5	5	7
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)	\$378	\$378	\$378	\$443
Sold Price per Sq. Ft. (LAST year)	\$474	\$474	\$474	\$474
% of Change (Sq. Ft.)	-20.25%	-20.25%	-20.25%	-6.54%
\$2M - \$4M				
Active (THIS year)	11	10	9	8
Active (LAST year)	16	15	14	14
% of Change	-31.25%	-33.33%	-35.71%	-42.86%
Active Price per Sq. Ft.	\$533	\$529	\$526	\$547
Contingent/Pending	1	0	0	1
% In Contract	8.33%	0.00%	0.00%	11.11%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	2	2	2	2
% of Change (Sold)	50.00%	50.00%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$480	\$480	\$480	\$480
Sold Price per Sq. Ft. (LAST year)	\$660	\$660	\$660	\$660
% of Change (Sq. Ft.)	-27.27%	-27.27%	-27.27%	-27.27%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	82	85	85	87
Active (LAST year)	80	80	90	88
% of Change	2.50%	6.25%	-5.56%	-1.14%
Active Price per Sq. Ft.	\$301	\$301	\$298	\$305
Contingent/Pending	42	42	39	39
% In Contract	33.87%	33.07%	31.45%	30.95%
Sold (THIS year)	61	66	72	74
Sold (LAST year)	58	60	66	68
% of Change (Sold)	5.17%	10.00%	9.09%	8.82%
Sold Price per Sq. Ft. (THIS year)	\$245	\$240	\$244	\$247
Sold Price per Sq. Ft. (LAST year)	\$279	\$278	\$272	\$270
% of Change (Sq. Ft.)	-12.19%	-13.67%	-10.29%	-8.52%
TOTAL SFR & CONDO - San Rafael				
Actives	227	235	230	227
Contingents/Pendings	118	115	113	115
Solds	235	251	272	285
Average DOM	83	80	83	87
% In Contract	34.20%	32.86%	32.94%	33.63%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	8	8	10	10
Active (LAST year)	7	7	6	6
% of Change	14.29%	14.29%	66.67%	66.67%
Active Price per Sq. Ft.	\$446	\$444	\$475	\$474
Contingent/Pending	8	7	6	5
% In Contract	50.00%	46.67%	37.50%	33.33%
Sold (THIS year)	10	11	12	12
Sold (LAST year)	8	8	9	9
% of Change (Sold)	25.00%	37.50%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$390	\$402	\$397	\$397
Sold Price per Sq. Ft. (LAST year)	\$508	\$508	\$585	\$585
% of Change (Sq. Ft.)	-23.23%	-20.87%	-32.14%	-32.14%
\$1M - \$1.499M				
Active (THIS year)	7	7	8	9
Active (LAST year) \$1M-\$2M	30	26	25	23
% of Change	-76.67%	-73.08%	-68.00%	-60.87%
Active Price per Sq. Ft.	\$621	\$631	\$653	\$654
Contingent/Pending	3	4	4	4
% In Contract	30.00%	36.36%	33.33%	30.77%
Sold (THIS year)	7	7	8	10
Sold (LAST year)	3	3	3	3
% of Change (Sold)	133.33%	133.33%	166.67%	233.33%
Sold Price per Sq. Ft. (THIS year)	\$488	\$488	\$498	\$502
Sold Price per Sq. Ft. (LAST year)	\$737	\$737	\$737	\$737
% of Change (Sq. Ft.)	-33.79%	-33.79%	-32.43%	-31.89%
\$1.5M - \$2M				
Active (THIS year)	5	5	7	7
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$655	\$655	\$666	\$655
Contingent/Pending	2	1	1	1
% In Contract	28.57%	16.67%	12.50%	12.50%
Sold (THIS year)	4	5	5	5
Sold (LAST year)	1	1	1	3
% of Change (Sold)	300.00%	400.00%	400.00%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$504	\$525	\$525	\$525
Sold Price per Sq. Ft. (LAST year)	\$543	\$543	\$543	\$639
% of Change (Sq. Ft.)	-7.18%	-3.31%	-3.31%	-17.84%
\$2M - \$4M				
Active (THIS year)	12	11	11	12
Active (LAST year)	9	9	11	11
% of Change	33.33%	22.22%	0.00%	9.09%
Active Price per Sq. Ft.	\$725	\$760	\$760	\$760
Contingent/Pending	1	1	1	1
% In Contract	7.69%	8.33%	8.33%	7.69%
Sold (THIS year)	5	6	6	6
Sold (LAST year)	2	2	2	2
% of Change (Sold)	150.00%	200.00%	200.00%	200.00%
Sold Price per Sq. Ft. (THIS year)	\$706	\$694	\$694	\$694
Sold Price per Sq. Ft. (LAST year)	\$657	\$657	\$657	\$657
% of Change (Sq. Ft.)	7.46%	5.63%	5.63%	5.63%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
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.	\$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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	16	17	21	21
Active (LAST year)	29	25	25	25
% of Change	-44.83%	-32.00%	-16.00%	-16.00%
Active Price per Sq. Ft.	\$395	\$407	\$385	\$396
Contingent/Pending	11	11	10	10
% In Contract	40.74%	39.29%	32.26%	32.26%
Sold (THIS year)	18	19	19	20
Sold (LAST year)	16	16	18	21
% of Change (Sold)	12.50%	18.75%	5.56%	-4.76%
Sold Price per Sq. Ft. (THIS year)	\$432	\$447	\$447	\$453
Sold Price per Sq. Ft. (LAST year)	\$418	\$418	\$410	\$424
% of Change (Sq. Ft.)	3.35%	6.94%	9.02%	6.84%
TOTAL SFR & CONDO - Sausalito	6/10/11	6/17/11	6/24/11	7/1/11
Actives	51	51	60	62
Contingents/Pendings	25	24	22	21
Solds	44	48	50	53
Average DOM	123	114	104	107
% In Contract	32.89%	32.00%	26.83%	25.30%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$0 - \$999K				
Active (THIS year)	7	6	5	5
Active (LAST year)	4	5	6	5
% of Change	75.00%	20.00%	-16.67%	0.00%
Active Price per Sq. Ft.	\$641	\$636	\$593	\$593
Contingent/Pending	4	5	6	4
% In Contract	36.36%	45.45%	54.55%	44.44%
Sold (THIS year)	5	5	5	7
Sold (LAST year)	7	7	8	8
% of Change (Sold)	-28.57%	-28.57%	-37.50%	-12.50%
Sold Price per Sq. Ft. (THIS year)	\$651	\$651	\$651	\$634
Sold Price per Sq. Ft. (LAST year)	\$592	\$592	\$617	\$617
% of Change (Sq. Ft.)	9.97%	9.97%	5.51%	2.76%
\$1M - \$1.499M				
Active (THIS year)	9	9	11	10
Active (LAST year) \$1M-\$2M	24	24	25	25
% of Change	-62.50%	-62.50%	-56.00%	-60.00%
Active Price per Sq. Ft.	\$595	\$583	\$598	\$598
Contingent/Pending	4	4	4	4
% In Contract	30.77%	30.77%	26.67%	28.57%
Sold (THIS year)	8	8	8	8
Sold (LAST year)	9	9	9	10
% of Change (Sold)	-11.11%	-11.11%	-11.11%	-20.00%
Sold Price per Sq. Ft. (THIS year)	\$568	\$568	\$568	\$568
Sold Price per Sq. Ft. (LAST year)	\$554	\$554	\$554	\$572
% of Change (Sq. Ft.)	2.53%	2.53%	2.53%	-0.70%
\$1.5M - \$2M				
Active (THIS year)	15	16	16	15
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$659	\$646	\$645	\$635
Contingent/Pending	4	3	3	3
% In Contract	21.05%	15.79%	15.79%	16.67%
Sold (THIS year)	9	10	10	11
Sold (LAST year)	8	9	9	9
% of Change (Sold)	12.50%	11.11%	11.11%	22.22%
Sold Price per Sq. Ft. (THIS year)	\$549	\$559	\$559	\$560
Sold Price per Sq. Ft. (LAST year)	\$536	\$558	\$558	\$558
% of Change (Sq. Ft.)	2.43%	0.18%	0.18%	0.36%
\$2M - \$4M				
Active (THIS year)	25	28	28	26
Active (LAST year)	27	29	30	30
% of Change	-7.41%	-3.45%	-6.67%	-13.33%
Active Price per Sq. Ft.	\$802	\$762	\$758	\$792
Contingent/Pending	6	4	2	2
% In Contract	19.35%	12.50%	6.67%	7.14%
Sold (THIS year)	9	11	13	14
Sold (LAST year)	14	15	16	18
% of Change (Sold)	-35.71%	-26.67%	-18.75%	-22.22%
Sold Price per Sq. Ft. (THIS year)	\$801	\$761	\$761	\$756
Sold Price per Sq. Ft. (LAST year)	\$683	\$690	\$712	\$721
% of Change (Sq. Ft.)	17.28%	10.29%	6.88%	4.85%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	6/10/11	6/17/11	6/24/11	7/1/11
\$4M+				
Active (THIS year)	24	27	24	23
Active (LAST year)	17	21	21	20
% of Change	41.18%	28.57%	14.29%	15.00%
Active Price per Sq. Ft.	\$1,318	\$1,286	\$1,332	\$1,345
Contingent/Pending	0	1	2	2
% In Contract	0.00%	3.57%	7.69%	8.00%
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	6/10/11	6/17/11	6/24/11	7/1/11
ALL				
Active (THIS year)	23	22	21	21
Active (LAST year)	29	29	29	26
% of Change	-20.69%	-24.14%	-27.59%	-19.23%
Active Price per Sq. Ft.	\$588	\$587	\$597	\$588
Contingent/Pending	4	5	6	6
% In Contract	14.81%	18.52%	22.22%	22.22%
Sold (THIS year)	15	15	16	16
Sold (LAST year)	9	11	11	11
% of Change (Sold)	66.67%	36.36%	45.45%	45.45%
Sold Price per Sq. Ft. (THIS year)	\$427	\$427	\$438	\$438
Sold Price per Sq. Ft. (LAST year)	\$621	\$581	\$581	\$581
% of Change (Sq. Ft.)	-31.24%	-26.51%	-24.61%	-24.61%
TOTAL SFR & CONDO - Tiburon	6/10/11	6/17/11	6/24/11	7/1/11
Actives	103	108	105	100
Contingents/Pendings	22	22	23	21
Solds	46	49	52	56
Average DOM	112	108	114	119
% In Contract	17.60%	16.92%	17.97%	17.36%