



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	10/21/11	10/28/11	11/4/11	11/11/11
Number of ACTIVE Listings within All Marin Cities	908	873	859	815
Number of CONTINGENT/PENDING Listings within All Marin Cities	469	476	438	440
Number of SOLD Listings within All Marin Cities - YTD	1978	2029	2099	2152
Average DOM All Marin Cities	147	149	146	149
% In Contract	34.06%	35.29%	33.77%	35.06%
Number of ACTIVE Listings within 13 Marin Cities*	762	731	717	671
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	436	442	407	413
Number of SOLD Listings within 13 Marin Cities* - YTD	1782	1827	1895	1940
Average DOM 13 Marin Cities*	137	139	137	139
% In Contract	36.39%	37.68%	36.21%	38.10%

*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	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	315	311	308	291
Active (LAST year)	427	430	408	402
% of Change	-26.23%	-27.67%	-24.51%	-27.61%
Active Price per Sq. Ft.	\$436	\$437	\$438	\$430
Contingent/Pending	234	231	216	227
% In Contract	42.62%	42.62%	41.22%	43.82%
Sold (THIS year)	995	1014	1057	1082
Sold (LAST year)	953	979	999	1013
% of Change (Sold)	4.41%	3.58%	5.81%	6.81%
Sold Price per Sq. Ft. (THIS year)	\$403	\$403	\$404	\$405
Sold Price per Sq. Ft. (LAST year)	\$440	\$441	\$440	\$439
% of Change (Sq. Ft.)	-8.26%	-8.47%	-8.16%	-7.62%
\$1M - \$1.499M				
Active (THIS year)	119	112	104	89
Active (LAST year)	134	134	125	120
% of Change	-11.19%	-16.42%	-16.80%	-25.83%
Active Price per Sq. Ft.	\$519	\$553	\$479	\$470
Contingent/Pending	34	39	34	35
% In Contract	22.22%	25.83%	24.64%	28.23%
Sold (THIS year)	224	230	237	242
Sold (LAST year)	235	238	244	251
% of Change (Sold)	-4.68%	-3.36%	-2.87%	-3.59%
Sold Price per Sq. Ft. (THIS year)	\$496	\$497	\$496	\$496
Sold Price per Sq. Ft. (LAST year)	\$468	\$468	\$468	\$461
% of Change (Sq. Ft.)	6.10%	6.13%	6.00%	7.64%
\$1.5M - \$2M				
Active (THIS year)	64	60	59	58
Active (LAST year)	89	85	78	72
% of Change	-28.09%	-29.41%	-24.36%	-19.44%
Active Price per Sq. Ft.	#VALUE!	#VALUE!	#VALUE!	\$579
Contingent/Pending	14	13	13	10
% In Contract	99.57%	99.53%	99.54%	99.24%
Sold (THIS year)	112	114	116	120
Sold (LAST year)	96	97	103	107
% of Change (Sold)	16.67%	17.53%	12.62%	12.15%
Sold Price per Sq. Ft. (THIS year)	\$580	\$579	\$578	\$579
Sold Price per Sq. Ft. (LAST year)	\$542	\$542	\$541	\$549
% of Change (Sq. Ft.)	7.02%	6.92%	6.94%	5.39%
\$2M - \$4M				
Active (THIS year)	93	89	86	75
Active (LAST year)	111	110	103	100
% of Change	-16.22%	-19.09%	-16.50%	-25.00%
Active Price per Sq. Ft.	\$651	\$647	\$602	\$594
Contingent/Pending	18	15	13	15
% In Contract	16.22%	14.42%	13.13%	16.67%
Sold (THIS year)	107	111	114	115
Sold (LAST year)	114	116	120	122
% of Change (Sold)	-6.14%	-4.31%	-5.00%	-5.74%
Sold Price per Sq. Ft. (THIS year)	\$560	\$559	\$558	\$559
Sold Price per Sq. Ft. (LAST year)	\$590	\$584	\$585	\$585
% of Change (Sq. Ft.)	-5.17%	-4.37%	-4.55%	-4.46%

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	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	46	47	44	44
Active (LAST year)	55	56	56	57
% of Change	-16.36%	-16.07%	-21.43%	-22.81%
Active Price per Sq. Ft.	\$540	\$538	\$531	\$528
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	18	18	18	18
Sold (LAST year)	17	17	17	18
% of Change (Sold)	5.88%	5.88%	5.88%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$413	\$413	\$413	\$413
Sold Price per Sq. Ft. (LAST year)	\$459	\$459	\$459	\$472
% of Change (Sq. Ft.)	-10.04%	-10.04%	-10.04%	-12.60%
Statistics - Marin County (13 Cities) - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	189	172	175	172
Active (LAST year)	245	233	236	228
% of Change	-22.86%	-26.18%	-25.85%	-24.56%
Active Price per Sq. Ft.	\$223	\$253	\$271	\$245
Contingent/Pending	150	157	144	136
% In Contract	44.25%	47.72%	45.14%	44.16%
Sold (THIS year)	438	454	469	483
Sold (LAST year)	380	389	396	407
% of Change (Sold)	15.26%	16.71%	18.43%	18.67%
Sold Price per Sq. Ft. (THIS year)	\$257	\$257	\$259	\$257
Sold Price per Sq. Ft. (LAST year)	\$291	\$291	\$292	\$292
% of Change (Sq. Ft.)	-11.66%	-11.84%	-11.55%	-12.13%
TOTAL SFR & CONDO - Marin County (13 Cities)	10/21/11	10/28/11	11/4/11	11/11/11
Actives	762	731	717	671
Contingents/Pendings	436	442	407	413
Solds	1782	1827	1895	1940
Average DOM	137	139	137	139
% In Contract	36.39%	37.68%	36.21%	38.10%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$1M - \$1.499M				
Active (THIS year)	1	1	0	0
Active (LAST year)	1	1	1	1
% of Change	0.00%	0.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$846	\$846	\$0	\$0
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	3	3	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)	\$527	\$527	\$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)	1	1	1	1
Active (LAST year)	1	1	1	1
% of Change	0.00%	0.00%	0.00%	0.00%
Active Price per Sq. Ft.	\$667	\$667	\$667	\$667
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	4	4	4	5
% of Change (Sold)	50.00%	50.00%	50.00%	20.00%
Sold Price per Sq. Ft. (THIS year)	\$1,037	\$1,037	\$1,037	\$1,037
Sold Price per Sq. Ft. (LAST year)	\$801	\$801	\$801	\$880
% of Change (Sq. Ft.)	29.46%	29.46%	29.46%	17.84%
\$2M - \$4M				
Active (THIS year)	14	13	13	12
Active (LAST year)	24	23	23	23
% of Change	-41.67%	-43.48%	-43.48%	-47.83%
Active Price per Sq. Ft.	\$995	\$991	\$987	\$960
Contingent/Pending	2	1	0	0
% In Contract	12.50%	7.14%	0.00%	0.00%
Sold (THIS year)	19	20	21	21
Sold (LAST year)	15	15	16	16
% of Change (Sold)	26.67%	33.33%	31.25%	31.25%
Sold Price per Sq. Ft. (THIS year)	\$904	\$905	\$909	\$909
Sold Price per Sq. Ft. (LAST year)	\$874	\$874	\$886	\$886
% of Change (Sq. Ft.)	3.43%	3.55%	2.60%	2.60%
\$4M+				
Active (THIS year)	14	15	15	15
Active (LAST year)	13	13	13	13
% of Change	7.69%	15.38%	15.38%	15.38%
Active Price per Sq. Ft.	\$1,778	\$1,747	\$1,747	\$1,707
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)	5	5	5	5
% of Change (Sold)	-60.00%	-60.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$1,087	\$1,087	\$1,087	\$1,087
Sold Price per Sq. Ft. (LAST year)	\$1,309	\$1,309	\$1,309	\$1,309
% of Change (Sq. Ft.)	-16.96%	-16.96%	-16.96%	-16.96%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

TOTAL SFR - Belvedere	10/21/11	10/28/11	11/4/11	11/11/11
Actives	30	30	29	28
Contingents/Pendings	2	1	0	0
Solds	30	31	32	32
Average DOM	215	213	220	233
% In Contract	6.25%	3.23%	0.00%	0.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	8	8	10	7
Active (LAST year)	12	14	14	14
% of Change	-33.33%	-42.86%	-28.57%	-50.00%
Active Price per Sq. Ft.	\$550	\$509	\$502	\$543
Contingent/Pending	8	8	7	10
% In Contract	50.00%	50.00%	41.18%	58.82%
Sold (THIS year)	55	56	57	57
Sold (LAST year)	51	51	51	55
% of Change (Sold)	7.84%	9.80%	11.76%	3.64%
Sold Price per Sq. Ft. (THIS year)	\$459	\$459	\$460	\$460
Sold Price per Sq. Ft. (LAST year)	\$519	\$519	\$519	\$517
% of Change (Sq. Ft.)	-11.56%	-11.56%	-11.37%	-11.03%
\$1M - \$1.499M				
Active (THIS year)	7	9	6	7
Active (LAST year)	5	5	4	5
% of Change	40.00%	80.00%	50.00%	40.00%
Active Price per Sq. Ft.	\$479	\$469	\$444	\$461
Contingent/Pending	1	1	4	4
% In Contract	12.50%	10.00%	40.00%	36.36%
Sold (THIS year)	19	19	19	19
Sold (LAST year)	11	11	12	12
% of Change (Sold)	72.73%	72.73%	58.33%	58.33%
Sold Price per Sq. Ft. (THIS year)	\$518	\$518	\$518	\$518
Sold Price per Sq. Ft. (LAST year)	\$543	\$543	\$538	\$538
% of Change (Sq. Ft.)	-4.60%	-4.60%	-3.72%	-3.72%
\$1.5M - \$2M				
Active (THIS year)	2	1	1	1
Active (LAST year)	2	2	2	2
% of Change	0.00%	-50.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$446	\$495	\$495	\$495
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)	4	4	4	4
% of Change (Sold)	-50.00%	-50.00%	-50.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$689	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$613	\$613	\$613	\$613
% of Change (Sq. Ft.)	12.40%	12.40%	12.40%	12.40%
\$2M - \$4M				
Active (THIS year)	1	1	1	3
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$687	\$687	\$687	\$619
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)	3	3	3	3
% 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)	\$552	\$552	\$552	\$552
% 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	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	4	3	2	4
Active (LAST year)	9	5	5	4
% of Change	-55.56%	-40.00%	-60.00%	0.00%
Active Price per Sq. Ft.	\$369	\$392	\$350	\$341
Contingent/Pending	8	8	9	8
% In Contract	66.67%	72.73%	81.82%	66.67%
Sold (THIS year)	17	18	18	18
Sold (LAST year)	10	11	12	12
% of Change (Sold)	70.00%	63.64%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$327	\$326	\$326	\$326
Sold Price per Sq. Ft. (LAST year)	\$354	\$361	\$364	\$364
% of Change (Sq. Ft.)	-7.63%	-9.70%	-10.44%	-10.44%
TOTAL SFR & CONDO - Corte Madera				
Actives	22	22	20	22
Contingents/Pendings	17	17	20	22
Solds	93	95	96	96
Average DOM	76	83	87	74
% In Contract	43.59%	43.59%	50.00%	50.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	13	13	13	12
Active (LAST year)	20	20	20	21
% of Change	-35.00%	-35.00%	-35.00%	-42.86%
Active Price per Sq. Ft.	\$391	\$387	\$394	\$389
Contingent/Pending	8	10	6	7
% In Contract	38.10%	43.48%	31.58%	36.84%
Sold (THIS year)	61	61	64	64
Sold (LAST year)	55	57	58	59
% of Change (Sold)	10.91%	7.02%	10.34%	8.47%
Sold Price per Sq. Ft. (THIS year)	\$391	\$391	\$393	\$393
Sold Price per Sq. Ft. (LAST year)	\$415	\$416	\$412	\$414
% of Change (Sq. Ft.)	-5.78%	-6.01%	-4.61%	-5.07%
\$1M - \$1.499M				
Active (THIS year)	6	4	4	4
Active (LAST year)	1	1	0	0
% of Change	500.00%	300.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$453	\$541	\$541	\$462
Contingent/Pending	0	2	2	2
% In Contract	0.00%	33.33%	33.33%	33.33%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	5	5	5	5
% of Change (Sold)	-40.00%	-40.00%	-40.00%	-40.00%
Sold Price per Sq. Ft. (THIS year)	\$424	\$424	\$424	\$424
Sold Price per Sq. Ft. (LAST year)	\$389	\$389	\$389	\$389
% of Change (Sq. Ft.)	9.00%	9.00%	9.00%	9.00%
\$1.5M - \$2M				
Active (THIS year)	2	2	2	1
Active (LAST year)	2	2	2	2
% of Change	0.00%	0.00%	0.00%	-50.00%
Active Price per Sq. Ft.	\$483	\$483	\$483	\$465
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	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	0	0	1	1
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$259	\$259
Contingent/Pending	1	1	1	1
% In Contract	0.00%	0.00%	50.00%	50.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	7	7	7	7
% of Change (Sold)	-28.57%	-28.57%	-28.57%	-28.57%
Sold Price per Sq. Ft. (THIS year)	\$261	\$261	\$261	\$261
Sold Price per Sq. Ft. (LAST year)	\$312	\$312	\$312	\$312
% of Change (Sq. Ft.)	-16.35%	-16.35%	-16.35%	-16.35%
TOTAL SFR & CONDO - Fairfax	10/21/11	10/28/11	11/4/11	11/11/11
Actives	21	19	20	18
Contingents/Pendings	9	13	9	10
Solds	70	70	73	73
Average DOM	81	68	80	90
% In Contract	30.00%	40.63%	31.03%	35.71%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	6	7	6	6
Active (LAST year)	6	5	3	4
% of Change	0.00%	40.00%	100.00%	50.00%
Active Price per Sq. Ft.	\$471	\$463	\$460	\$455
Contingent/Pending	5	4	5	5
% In Contract	45.45%	36.36%	45.45%	45.45%
Sold (THIS year)	16	16	17	18
Sold (LAST year)	22	23	23	23
% of Change (Sold)	-27.27%	-30.43%	-26.09%	-21.74%
Sold Price per Sq. Ft. (THIS year)	\$451	\$451	\$452	\$448
Sold Price per Sq. Ft. (LAST year)	\$477	\$484	\$484	\$484
% of Change (Sq. Ft.)	-5.45%	-6.82%	-6.61%	-7.44%
\$1M - \$1.499M				
Active (THIS year)	4	5	5	4
Active (LAST year)	3	2	2	3
% of Change	33.33%	150.00%	150.00%	33.33%
Active Price per Sq. Ft.	\$479	\$436	\$436	\$450
Contingent/Pending	3	1	1	0
% In Contract	42.86%	16.67%	16.67%	0.00%
Sold (THIS year)	17	18	18	19
Sold (LAST year)	20	20	21	21
% of Change (Sold)	-15.00%	-10.00%	-14.29%	-9.52%
Sold Price per Sq. Ft. (THIS year)	\$504	\$498	\$498	\$501
Sold Price per Sq. Ft. (LAST year)	\$483	\$483	\$481	\$481
% of Change (Sq. Ft.)	4.35%	3.11%	3.53%	4.16%
\$1.5M - \$2M				
Active (THIS year)	0	0	0	0
Active (LAST year)	2	2	2	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)	5	5	5	5
Sold (LAST year)	3	3	3	3
% of Change (Sold)	66.67%	66.67%	66.67%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$567	\$567	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$563	\$563
% of Change (Sq. Ft.)	0.71%	0.71%	0.71%	0.71%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	1	1	0	0
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$573	\$573	\$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)	4	4	4	4
% of Change (Sold)	-50.00%	-50.00%	-50.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$640	\$640	\$640	\$640
Sold Price per Sq. Ft. (LAST year)	\$616	\$616	\$616	\$616
% of Change (Sq. Ft.)	3.90%	3.90%	3.90%	3.90%
Statistics - Greenbrae - CONDO				
	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	9	8	9	7
Active (LAST year)	5	5	9	11
% of Change	80.00%	60.00%	0.00%	-36.36%
Active Price per Sq. Ft.	\$353	\$346	\$338	\$347
Contingent/Pending	4	5	4	5
% In Contract	30.77%	38.46%	30.77%	41.67%
Sold (THIS year)	39	39	39	39
Sold (LAST year)	33	33	33	33
% of Change (Sold)	18.18%	18.18%	18.18%	18.18%
Sold Price per Sq. Ft. (THIS year)	\$308	\$308	\$308	\$308
Sold Price per Sq. Ft. (LAST year)	\$354	\$354	\$354	\$354
% of Change (Sq. Ft.)	-12.99%	-12.99%	-12.99%	-12.99%
TOTAL SFR & CONDO - Greenbrae				
	10/21/11	10/28/11	11/4/11	11/11/11
Actives	20	21	20	17
Contingents/Pendings	12	10	10	10
Solds	79	80	81	83
Average DOM	95	88	103	101
% In Contract	37.50%	32.26%	33.33%	37.04%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	4	5	5	5
Active (LAST year)	3	2	2	0
% of Change	33.33%	150.00%	150.00%	-100.00%
Active Price per Sq. Ft.	\$600	\$560	\$581	\$553
Contingent/Pending	0	0	1	2
% In Contract	0.00%	0.00%	16.67%	28.57%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	7	7	7	7
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$482	\$482	\$482	\$482
Sold Price per Sq. Ft. (LAST year)	\$421	\$421	\$421	\$421
% of Change (Sq. Ft.)	14.49%	14.49%	14.49%	14.49%
\$1M - \$1.499M				
Active (THIS year)	4	4	3	3
Active (LAST year)	2	1	1	1
% of Change	100.00%	300.00%	200.00%	200.00%
Active Price per Sq. Ft.	\$530	\$530	\$530	\$530
Contingent/Pending	3	2	0	0
% In Contract	42.86%	33.33%	0.00%	0.00%
Sold (THIS year)	16	17	19	19
Sold (LAST year)	12	12	12	12
% of Change (Sold)	33.33%	41.67%	58.33%	58.33%
Sold Price per Sq. Ft. (THIS year)	\$535	\$539	\$523	\$523
Sold Price per Sq. Ft. (LAST year)	\$526	\$526	\$526	\$526
% of Change (Sq. Ft.)	1.71%	2.47%	-0.57%	-0.57%
\$1.5M - \$2M				
Active (THIS year)	2	2	4	5
Active (LAST year)	4	4	3	2
% of Change	-50.00%	-50.00%	33.33%	150.00%
Active Price per Sq. Ft.	\$532	\$532	\$629	\$629
Contingent/Pending	3	2	1	0
% In Contract	60.00%	50.00%	20.00%	0.00%
Sold (THIS year)	5	6	7	8
Sold (LAST year)	15	15	15	15
% of Change (Sold)	-66.67%	-60.00%	-53.33%	-46.67%
Sold Price per Sq. Ft. (THIS year)	\$681	\$671	\$661	\$678
Sold Price per Sq. Ft. (LAST year)	\$607	\$607	\$607	\$607
% of Change (Sq. Ft.)	12.19%	10.54%	8.90%	11.70%
\$2M - \$4M				
Active (THIS year)	8	8	8	7
Active (LAST year)	6	5	6	6
% of Change	33.33%	60.00%	33.33%	16.67%
Active Price per Sq. Ft.	\$667	\$659	\$653	\$652
Contingent/Pending	3	1	2	1
% In Contract	27.27%	11.11%	20.00%	12.50%
Sold (THIS year)	13	14	14	15
Sold (LAST year)	22	22	24	24
% of Change (Sold)	-40.91%	-36.36%	-41.67%	-37.50%
Sold Price per Sq. Ft. (THIS year)	\$741	\$724	\$724	\$728
Sold Price per Sq. Ft. (LAST year)	\$715	\$715	\$711	\$711
% of Change (Sq. Ft.)	3.64%	1.26%	1.83%	2.39%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	6	6	6
% of Change	-33.33%	-33.33%	-33.33%	-33.33%
Active Price per Sq. Ft.	\$906	\$906	\$906	\$906
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	1	1	1	1
% of Change (Sold)	500.00%	500.00%	500.00%	500.00%
Sold Price per Sq. Ft. (THIS year)	\$963	\$963	\$963	\$963
Sold Price per Sq. Ft. (LAST year)	\$1,039	\$1,039	\$1,039	\$1,039
% of Change (Sq. Ft.)	-7.31%	-7.31%	-7.31%	-7.31%
TOTAL SFR - Kentfield				
Actives	22	23	24	24
Contingents/Pendings	9	5	4	3
Solds	47	50	53	55
Average DOM	83	86	70	80
% In Contract	29.03%	17.86%	14.29%	11.11%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	5	4	3	4
Active (LAST year)	9	10	8	8
% of Change	-44.44%	-60.00%	-62.50%	-50.00%
Active Price per Sq. Ft.	\$427	\$472	\$464	\$455
Contingent/Pending	3	3	2	2
% In Contract	37.50%	42.86%	40.00%	33.33%
Sold (THIS year)	18	18	21	21
Sold (LAST year)	18	19	19	20
% of Change (Sold)	0.00%	-5.26%	10.53%	5.00%
Sold Price per Sq. Ft. (THIS year)	\$468	\$468	\$473	\$473
Sold Price per Sq. Ft. (LAST year)	\$611	\$616	\$616	\$602
% of Change (Sq. Ft.)	-23.40%	-24.03%	-23.21%	-21.43%
\$1M - \$1.499M				
Active (THIS year)	9	7	7	8
Active (LAST year)	8	11	10	10
% of Change	12.50%	-36.36%	-30.00%	-20.00%
Active Price per Sq. Ft.	\$579	\$560	\$554	\$521
Contingent/Pending	2	4	3	2
% In Contract	18.18%	36.36%	30.00%	20.00%
Sold (THIS year)	11	12	13	14
Sold (LAST year)	23	23	23	24
% of Change (Sold)	-52.17%	-47.83%	-43.48%	-41.67%
Sold Price per Sq. Ft. (THIS year)	\$520	\$514	\$518	\$537
Sold Price per Sq. Ft. (LAST year)	\$558	\$558	\$558	\$557
% of Change (Sq. Ft.)	-6.81%	-7.89%	-7.17%	-3.59%
\$1.5M - \$2M				
Active (THIS year)	3	2	2	2
Active (LAST year)	2	2	1	1
% of Change	50.00%	0.00%	100.00%	100.00%
Active Price per Sq. Ft.	\$690	\$658	\$658	\$658
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	4	4	5	5
% of Change (Sold)	75.00%	75.00%	40.00%	40.00%
Sold Price per Sq. Ft. (THIS year)	\$671	\$671	\$671	\$671
Sold Price per Sq. Ft. (LAST year)	\$644	\$644	\$633	\$633
% of Change (Sq. Ft.)	4.19%	4.19%	6.00%	6.00%
\$2M - \$4M				
Active (THIS year)	3	3	2	2
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$816	\$816	\$949	\$949
Contingent/Pending	1	0	0	0
% In Contract	25.00%	0.00%	0.00%	0.00%
Sold (THIS year)	5	5	6	6
Sold (LAST year)	3	3	3	3
% of Change (Sold)	66.67%	66.67%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$862	\$862	\$854	\$854
Sold Price per Sq. Ft. (LAST year)	\$895	\$895	\$895	\$895
% of Change (Sq. Ft.)	-3.69%	-3.69%	-4.58%	-4.58%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	6	8	6	6
Active (LAST year)	7	8	6	6
% of Change	-14.29%	0.00%	0.00%	0.00%
Active Price per Sq. Ft.	\$328	\$322	\$314	\$313
Contingent/Pending	4	3	4	4
% In Contract	40.00%	27.27%	40.00%	40.00%
Sold (THIS year)	6	6	7	7
Sold (LAST year)	7	8	8	8
% of Change (Sold)	-14.29%	-25.00%	-12.50%	-12.50%
Sold Price per Sq. Ft. (THIS year)	\$341	\$341	\$353	\$353
Sold Price per Sq. Ft. (LAST year)	\$409	\$412	\$412	\$412
% of Change (Sq. Ft.)	-16.63%	-17.23%	-14.32%	-14.32%
TOTAL SFR & CONDO - Larkspur				
Actives	26	24	20	22
Contingents/Pendings	10	10	9	8
Solds	47	48	54	55
Average DOM	125	133	151	140
% In Contract	27.78%	29.41%	31.03%	26.67%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	42	38	42	36
Active (LAST year)	45	47	47	45
% of Change	-6.67%	-19.15%	-10.64%	-20.00%
Active Price per Sq. Ft.	\$500	\$484	\$485	\$485
Contingent/Pending	22	24	20	18
% In Contract	34.38%	38.71%	32.26%	33.33%
Sold (THIS year)	117	119	123	129
Sold (LAST year)	94	98	102	103
% of Change (Sold)	24.47%	21.43%	20.59%	25.24%
Sold Price per Sq. Ft. (THIS year)	\$451	\$450	\$454	\$453
Sold Price per Sq. Ft. (LAST year)	\$513	\$515	\$515	\$514
% of Change (Sq. Ft.)	-12.09%	-12.62%	-11.84%	-11.87%
\$1M - \$1.499M				
Active (THIS year)	24	19	19	16
Active (LAST year)	39	39	36	32
% of Change	-38.46%	-51.28%	-47.22%	-50.00%
Active Price per Sq. Ft.	\$483	\$480	\$486	\$464
Contingent/Pending	9	11	7	6
% In Contract	27.27%	36.67%	26.92%	27.27%
Sold (THIS year)	55	56	59	60
Sold (LAST year)	51	53	54	54
% of Change (Sold)	7.84%	5.66%	9.26%	11.11%
Sold Price per Sq. Ft. (THIS year)	\$540	\$538	\$540	\$539
Sold Price per Sq. Ft. (LAST year)	\$528	\$529	\$531	\$531
% of Change (Sq. Ft.)	2.27%	1.70%	1.69%	1.51%
\$1.5M - \$2M				
Active (THIS year)	16	14	13	14
Active (LAST year)	30	26	23	22
% of Change	-46.67%	-46.15%	-43.48%	-36.36%
Active Price per Sq. Ft.	\$599	\$603	\$634	\$634
Contingent/Pending	3	3	3	2
% In Contract	15.79%	17.65%	18.75%	12.50%
Sold (THIS year)	31	31	32	33
Sold (LAST year)	28	29	32	33
% of Change (Sold)	10.71%	6.90%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$599	\$599	\$597	\$595
Sold Price per Sq. Ft. (LAST year)	\$625	\$618	\$603	\$609
% of Change (Sq. Ft.)	-4.16%	-3.07%	-1.00%	-2.30%
\$2M - \$4M				
Active (THIS year)	10	9	8	7
Active (LAST year)	17	17	14	15
% of Change	-41.18%	-47.06%	-42.86%	-53.33%
Active Price per Sq. Ft.	\$653	\$651	\$669	\$711
Contingent/Pending	4	2	2	2
% In Contract	28.57%	18.18%	20.00%	22.22%
Sold (THIS year)	17	19	19	19
Sold (LAST year)	26	26	26	27
% of Change (Sold)	-34.62%	-26.92%	-26.92%	-29.63%
Sold Price per Sq. Ft. (THIS year)	\$778	\$777	\$777	\$777
Sold Price per Sq. Ft. (LAST year)	\$665	\$665	\$665	\$667
% of Change (Sq. Ft.)	16.99%	16.84%	16.84%	16.49%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	4	4	4	4
Active (LAST year)	5	5	5	5
% of Change	-20.00%	-20.00%	-20.00%	-20.00%
Active Price per Sq. Ft.	\$1,000	\$1,000	\$1,000	\$1,000
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)	\$940	\$940	\$940	\$940
Sold Price per Sq. Ft. (LAST year)	\$700	\$700	\$700	\$700
% of Change (Sq. Ft.)	34.29%	34.29%	34.29%	34.29%
Statistics - Mill Valley - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	25	24	22	21
Active (LAST year)	29	26	20	18
% of Change	-13.79%	-7.69%	10.00%	16.67%
Active Price per Sq. Ft.	\$441	\$442	\$441	\$456
Contingent/Pending	11	9	8	7
% In Contract	30.56%	27.27%	26.67%	25.00%
Sold (THIS year)	29	32	36	38
Sold (LAST year)	21	22	22	24
% of Change (Sold)	38.10%	45.45%	63.64%	58.33%
Sold Price per Sq. Ft. (THIS year)	\$406	\$404	\$418	\$414
Sold Price per Sq. Ft. (LAST year)	\$469	\$464	\$464	\$456
% of Change (Sq. Ft.)	-13.43%	-12.93%	-9.91%	-9.21%
TOTAL SFR & CONDO - Mill Valley	10/21/11	10/28/11	11/4/11	11/11/11
Actives	121	108	108	98
Contingents/Pendings	49	49	40	35
Solds	251	259	271	281
Average DOM	104	105	100	102
% In Contract	28.82%	31.21%	27.03%	26.32%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	85	94	83	83
Active (LAST year)	138	139	129	124
% of Change	-38.41%	-32.37%	-35.66%	-33.06%
Active Price per Sq. Ft.	\$293	\$289	\$290	\$280
Contingent/Pending	89	81	80	80
% In Contract	51.15%	46.29%	49.08%	49.08%
Sold (THIS year)	309	317	332	341
Sold (LAST year)	307	313	319	322
% of Change (Sold)	0.65%	1.28%	4.08%	5.90%
Sold Price per Sq. Ft. (THIS year)	\$278	\$277	\$277	\$278
Sold Price per Sq. Ft. (LAST year)	\$302	\$302	\$302	\$302
% of Change (Sq. Ft.)	-7.95%	-8.28%	-8.28%	-7.95%
\$1M - \$1.499M				
Active (THIS year)	15	15	14	10
Active (LAST year)	19	18	17	17
% of Change	-21.05%	-16.67%	-17.65%	-41.18%
Active Price per Sq. Ft.	\$325	\$324	\$326	\$332
Contingent/Pending	2	3	3	5
% In Contract	11.76%	16.67%	17.65%	33.33%
Sold (THIS year)	14	14	14	14
Sold (LAST year)	23	23	24	25
% of Change (Sold)	-39.13%	-39.13%	-41.67%	-44.00%
Sold Price per Sq. Ft. (THIS year)	\$269	\$269	\$269	\$269
Sold Price per Sq. Ft. (LAST year)	\$323	\$323	\$324	\$321
% of Change (Sq. Ft.)	-16.72%	-16.72%	-16.98%	-16.20%
\$1.5M - \$2M				
Active (THIS year)	8	8	7	6
Active (LAST year)	4	5	5	5
% of Change	100.00%	60.00%	40.00%	20.00%
Active Price per Sq. Ft.	\$417	\$417	\$419	\$436
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)	\$403	\$403	\$403	\$403
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	1	2	2	2
Active (LAST year)	9	9	8	8
% of Change	-88.89%	-77.78%	-75.00%	-75.00%
Active Price per Sq. Ft.	\$475	\$416	\$416	\$416
Contingent/Pending	1	0	0	0
% In Contract	50.00%	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%
Statistics - Novato - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	41	40	39	40
Active (LAST year)	53	57	63	63
% of Change	-22.64%	-29.82%	-38.10%	-36.51%
Active Price per Sq. Ft.	\$215	\$210	\$211	\$215
Contingent/Pending	60	56	52	53
% In Contract	59.41%	58.33%	57.14%	56.99%
Sold (THIS year)	145	153	158	160
Sold (LAST year)	131	133	134	138
% of Change (Sold)	10.69%	15.04%	17.91%	15.94%
Sold Price per Sq. Ft. (THIS year)	\$202	\$201	\$199	\$200
Sold Price per Sq. Ft. (LAST year)	\$230	\$229	\$229	\$229
% of Change (Sq. Ft.)	-12.17%	-12.23%	-13.10%	-12.66%
TOTAL SFR & CONDO - Novato	10/21/11	10/28/11	11/4/11	11/11/11
Actives	150	159	145	141
Contingents/Pendings	152	140	135	138
Solds	468	484	504	515
Average DOM	98	94	91	94
% In Contract	50.33%	46.82%	48.21%	49.46%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	2	2	3	3
Active (LAST year)	0	0	0	1
% of Change	-100.00%	-100.00%	-100.00%	200.00%
Active Price per Sq. Ft.	\$435	\$429	\$446	\$439
Contingent/Pending	1	1	1	0
% In Contract	33.33%	33.33%	25.00%	0.00%
Sold (THIS year)	3	3	3	4
Sold (LAST year)	3	3	3	3
% of Change (Sold)	0.00%	0.00%	0.00%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$461	\$461	\$461	\$479
Sold Price per Sq. Ft. (LAST year)	\$497	\$497	\$497	\$497
% of Change (Sq. Ft.)	-7.24%	-7.24%	-7.24%	-3.62%
\$1M - \$1.499M				
Active (THIS year)	1	1	1	1
Active (LAST year)	2	2	2	3
% of Change	-50.00%	-50.00%	-50.00%	-66.67%
Active Price per Sq. Ft.	\$412	\$839	\$839	\$839
Contingent/Pending	2	2	2	2
% In Contract	66.67%	66.67%	66.67%	66.67%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	2	2	2	4
% of Change (Sold)	50.00%	50.00%	50.00%	-25.00%
Sold Price per Sq. Ft. (THIS year)	\$708	\$708	\$708	\$708
Sold Price per Sq. Ft. (LAST year)	\$630	\$630	\$630	\$545
% of Change (Sq. Ft.)	12.38%	12.38%	12.38%	29.91%
\$1.5M - \$2M				
Active (THIS year)	1	1	1	2
Active (LAST year)	1	1	1	1
% of Change	0.00%	0.00%	0.00%	100.00%
Active Price per Sq. Ft.	N/A	N/A	N/A	\$1,122
Contingent/Pending	1	1	1	1
% In Contract	50.00%	50.00%	50.00%	33.33%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	3	3	3	3
% of Change (Sold)	133.33%	133.33%	133.33%	133.33%
Sold Price per Sq. Ft. (THIS year)	\$804	\$804	\$804	\$804
Sold Price per Sq. Ft. (LAST year)	\$654	\$654	\$654	\$654
% of Change (Sq. Ft.)	22.94%	22.94%	22.94%	22.94%
\$2M - \$4M				
Active (THIS year)	3	3	4	4
Active (LAST year)	5	5	4	4
% of Change	-40.00%	-40.00%	0.00%	0.00%
Active Price per Sq. Ft.	\$848	\$848	\$692	\$692
Contingent/Pending	1	1	1	1
% In Contract	25.00%	25.00%	20.00%	20.00%
Sold (THIS year)	6	6	6	6
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)	\$880	\$880	\$880	\$880
Sold Price per Sq. Ft. (LAST year)	\$704	\$704	\$704	\$704
% of Change (Sq. Ft.)	25.00%	25.00%	25.00%	25.00%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	5	5	4	4
Active (LAST year)	9	8	8	8
% of Change	-44.44%	-37.50%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$962	\$962	\$952	\$952
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	3	3	3	3
% of Change (Sold)	100.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$1,187	\$1,187	\$1,187	\$1,187
Sold Price per Sq. Ft. (LAST year)	\$1,028	\$1,028	\$1,028	\$1,028
% of Change (Sq. Ft.)	15.47%	15.47%	15.47%	15.47%
TOTAL SFR - Ross	10/21/11	10/28/11	11/4/11	11/11/11
Actives	12	12	13	14
Contingents/Pendings	5	5	5	4
Solds	25	25	25	26
Average DOM	75	82	71	73
% In Contract	29.41%	29.41%	27.78%	22.22%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	24	28	27	28
Active (LAST year)	42	43	42	41
% of Change	-42.86%	-34.88%	-35.71%	-31.71%
Active Price per Sq. Ft.	\$433	\$428	\$418	\$427
Contingent/Pending	22	20	18	19
% In Contract	47.83%	41.67%	40.00%	40.43%
Sold (THIS year)	74	75	77	78
Sold (LAST year)	91	94	95	96
% of Change (Sold)	-18.68%	-20.21%	-18.95%	-18.75%
Sold Price per Sq. Ft. (THIS year)	\$418	\$420	\$420	\$418
Sold Price per Sq. Ft. (LAST year)	\$428	\$426	\$424	\$424
% of Change (Sq. Ft.)	-2.34%	-1.41%	-0.94%	-1.42%
\$1M - \$1.499M				
Active (THIS year)	15	15	15	11
Active (LAST year)	5	5	7	6
% of Change	200.00%	200.00%	114.29%	83.33%
Active Price per Sq. Ft.	\$471	\$469	\$469	\$485
Contingent/Pending	3	2	2	5
% In Contract	16.67%	11.76%	11.76%	31.25%
Sold (THIS year)	15	17	17	17
Sold (LAST year)	26	27	27	30
% of Change (Sold)	-42.31%	-37.04%	-37.04%	-43.33%
Sold Price per Sq. Ft. (THIS year)	\$452	\$466	\$466	\$466
Sold Price per Sq. Ft. (LAST year)	\$471	\$472	\$472	\$472
% of Change (Sq. Ft.)	-4.03%	-1.27%	-1.27%	-1.27%
\$1.5M - \$2M				
Active (THIS year)	4	4	4	2
Active (LAST year)	3	3	2	2
% of Change	33.33%	33.33%	100.00%	0.00%
Active Price per Sq. Ft.	\$526	\$526	\$526	\$607
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	33.33%
Sold (THIS year)	8	8	8	8
Sold (LAST year)	4	4	4	5
% of Change (Sold)	100.00%	100.00%	100.00%	60.00%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$468	\$468	\$468	\$474
% of Change (Sq. Ft.)	19.02%	19.02%	19.02%	17.51%
\$2M - \$4M				
Active (THIS year)	6	7	7	5
Active (LAST year)	7	8	7	7
% of Change	-14.29%	-12.50%	0.00%	-28.57%
Active Price per Sq. Ft.	\$617	\$613	\$613	\$581
Contingent/Pending	2	2	1	1
% In Contract	25.00%	22.22%	12.50%	16.67%
Sold (THIS year)	6	6	7	7
Sold (LAST year)	1	1	1	1
% of Change (Sold)	500.00%	500.00%	600.00%	600.00%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$612	\$612	\$612	\$612
% of Change (Sq. Ft.)	-8.99%	-8.99%	-8.99%	-8.99%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	0	1	1	0
Active (LAST year)	3	3	3	3
% of Change	-100.00%	-66.67%	-66.67%	-100.00%
Active Price per Sq. Ft.	\$0	\$372	\$372	\$0
Contingent/Pending	2	2	2	2
% In Contract	0.00%	66.67%	66.67%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	5	5	5	5
% of Change (Sold)	20.00%	20.00%	20.00%	20.00%
Sold Price per Sq. Ft. (THIS year)	\$346	\$346	\$346	\$346
Sold Price per Sq. Ft. (LAST year)	\$405	\$405	\$405	\$405
% of Change (Sq. Ft.)	-14.57%	-14.57%	-14.57%	-14.57%
TOTAL SFR & CONDO - San Anselmo	10/21/11	10/28/11	11/4/11	11/11/11
Actives	49	55	54	46
Contingents/Pendings	29	26	23	28
Solds	109	112	115	116
Average DOM	89	87	95	98
% In Contract	37.18%	32.10%	29.87%	37.84%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	112	104	107	97
Active (LAST year)	145	144	138	137
% of Change	-22.76%	-27.78%	-22.46%	-29.20%
Active Price per Sq. Ft.	\$379	\$379	\$369	\$371
Contingent/Pending	67	66	63	72
% In Contract	37.43%	38.82%	37.06%	42.60%
Sold (THIS year)	302	309	323	329
Sold (LAST year)	277	286	294	297
% of Change (Sold)	9.03%	8.04%	9.86%	10.77%
Sold Price per Sq. Ft. (THIS year)	\$349	\$349	\$347	\$347
Sold Price per Sq. Ft. (LAST year)	\$376	\$376	\$375	\$375
% of Change (Sq. Ft.)	-7.18%	-7.18%	-7.47%	-7.47%
\$1M - \$1.499M				
Active (THIS year)	24	23	21	18
Active (LAST year)	35	33	30	27
% of Change	-31.43%	-30.30%	-30.00%	-33.33%
Active Price per Sq. Ft.	\$433	\$427	\$419	\$424
Contingent/Pending	4	4	2	2
% In Contract	14.29%	14.81%	8.70%	10.00%
Sold (THIS year)	31	31	32	32
Sold (LAST year)	32	32	33	33
% of Change (Sold)	-3.13%	-3.13%	-3.03%	-3.03%
Sold Price per Sq. Ft. (THIS year)	\$393	\$393	\$393	\$393
Sold Price per Sq. Ft. (LAST year)	\$429	\$429	\$427	\$427
% of Change (Sq. Ft.)	-8.39%	-8.39%	-7.96%	-7.96%
\$1.5M - \$2M				
Active (THIS year)	7	8	8	8
Active (LAST year)	11	10	10	9
% of Change	-36.36%	-20.00%	-20.00%	-11.11%
Active Price per Sq. Ft.	\$432	\$429	\$425	\$413
Contingent/Pending	3	2	2	2
% In Contract	30.00%	20.00%	20.00%	20.00%
Sold (THIS year)	11	12	12	13
Sold (LAST year)	11	11	12	12
% of Change (Sold)	0.00%	9.09%	0.00%	8.33%
Sold Price per Sq. Ft. (THIS year)	\$417	\$412	\$412	\$411
Sold Price per Sq. Ft. (LAST year)	\$471	\$471	\$473	\$473
% of Change (Sq. Ft.)	-11.46%	-12.53%	-12.90%	-13.11%
\$2M - \$4M				
Active (THIS year)	12	11	11	9
Active (LAST year)	11	10	10	8
% of Change	9.09%	10.00%	10.00%	12.50%
Active Price per Sq. Ft.	\$516	\$517	\$517	\$509
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	10.00%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	2	3	3	3
% of Change (Sold)	100.00%	33.33%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$512	\$512	\$512	\$512
Sold Price per Sq. Ft. (LAST year)	\$660	\$588	\$588	\$588
% of Change (Sq. Ft.)	-22.42%	-12.93%	-12.93%	-12.93%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	70	56	61	60
Active (LAST year)	90	81	84	79
% of Change	-22.22%	-30.86%	-27.38%	-24.05%
Active Price per Sq. Ft.	\$289	\$288	\$293	\$286
Contingent/Pending	41	54	45	42
% In Contract	36.94%	49.09%	42.45%	41.18%
Sold (THIS year)	132	133	138	143
Sold (LAST year)	115	119	122	126
% of Change (Sold)	14.78%	11.76%	13.11%	13.49%
Sold Price per Sq. Ft. (THIS year)	\$241	\$240	\$242	\$244
Sold Price per Sq. Ft. (LAST year)	\$274	\$272	\$274	\$275
% of Change (Sq. Ft.)	-12.04%	-11.76%	-11.68%	-11.27%
TOTAL SFR & CONDO - San Rafael				
Actives	225	202	208	192
Contingents/Pendings	115	126	112	119
Solds	480	489	509	521
Average DOM	104	103	98	101
% In Contract	33.82%	38.41%	35.00%	38.26%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	8	5	3	4
Active (LAST year)	4	4	3	5
% of Change	100.00%	25.00%	0.00%	-20.00%
Active Price per Sq. Ft.	\$572	\$616	\$706	\$610
Contingent/Pending	4	6	7	6
% In Contract	33.33%	54.55%	70.00%	60.00%
Sold (THIS year)	19	19	19	20
Sold (LAST year)	15	15	15	15
% of Change (Sold)	26.67%	26.67%	26.67%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$423	\$423	\$423	\$428
Sold Price per Sq. Ft. (LAST year)	\$543	\$543	\$543	\$543
% of Change (Sq. Ft.)	-22.10%	-22.10%	-22.10%	-21.18%
\$1M - \$1.499M				
Active (THIS year)	3	3	4	4
Active (LAST year)	9	11	11	12
% of Change	-66.67%	-72.73%	-63.64%	-66.67%
Active Price per Sq. Ft.	\$697	\$712	\$625	\$618
Contingent/Pending	1	2	2	2
% In Contract	25.00%	40.00%	33.33%	33.33%
Sold (THIS year)	17	17	17	17
Sold (LAST year)	12	12	13	13
% of Change (Sold)	41.67%	41.67%	30.77%	30.77%
Sold Price per Sq. Ft. (THIS year)	\$507	\$507	\$507	\$507
Sold Price per Sq. Ft. (LAST year)	\$639	\$639	\$643	\$643
% of Change (Sq. Ft.)	-20.66%	-20.66%	-21.15%	-21.15%
\$1.5M - \$2M				
Active (THIS year)	7	7	7	7
Active (LAST year)	6	6	5	4
% of Change	16.67%	16.67%	40.00%	75.00%
Active Price per Sq. Ft.	\$658	\$666	\$666	\$666
Contingent/Pending	2	2	2	1
% In Contract	22.22%	22.22%	22.22%	12.50%
Sold (THIS year)	9	9	9	10
Sold (LAST year)	4	4	4	4
% of Change (Sold)	125.00%	125.00%	125.00%	150.00%
Sold Price per Sq. Ft. (THIS year)	\$584	\$584	\$584	\$582
Sold Price per Sq. Ft. (LAST year)	\$621	\$621	\$621	\$621
% of Change (Sq. Ft.)	-5.96%	-5.96%	-5.96%	-6.28%
\$2M - \$4M				
Active (THIS year)	10	9	9	7
Active (LAST year)	11	11	11	10
% of Change	-9.09%	-18.18%	-18.18%	-30.00%
Active Price per Sq. Ft.	\$826	\$815	\$815	\$871
Contingent/Pending	2	4	4	5
% In Contract	16.67%	30.77%	30.77%	41.67%
Sold (THIS year)	10	10	10	10
Sold (LAST year)	4	4	4	4
% of Change (Sold)	150.00%	150.00%	150.00%	150.00%
Sold Price per Sq. Ft. (THIS year)	\$658	\$658	\$658	\$658
Sold Price per Sq. Ft. (LAST year)	\$665	\$665	\$665	\$665
% of Change (Sq. Ft.)	-1.05%	-1.05%	-1.05%	-1.05%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	3	3	2	2
Active (LAST year)	5	6	6	6
% of Change	-40.00%	-50.00%	-66.67%	-66.67%
Active Price per Sq. Ft.	\$1,058	\$1,058	\$981	\$981
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	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)	\$646	\$646	\$646	\$821
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
Statistics - Sausalito - CONDO	10/21/11	10/28/11	11/4/11	11/11/11
ALL				
Active (THIS year)	17	16	17	17
Active (LAST year)	28	28	25	23
% of Change	-39.29%	-42.86%	-32.00%	-26.09%
Active Price per Sq. Ft.	\$359	\$368	\$406	\$422
Contingent/Pending	14	15	15	11
% In Contract	45.16%	48.39%	46.88%	39.29%
Sold (THIS year)	32	33	33	37
Sold (LAST year)	31	31	32	33
% of Change (Sold)	3.23%	6.45%	3.13%	12.12%
Sold Price per Sq. Ft. (THIS year)	\$461	\$458	\$458	\$433
Sold Price per Sq. Ft. (LAST year)	\$426	\$426	\$427	\$432
% of Change (Sq. Ft.)	8.22%	7.51%	7.26%	0.23%
TOTAL SFR & CONDO - Sausalito	10/21/11	10/28/11	11/4/11	11/11/11
Actives	48	43	42	41
Contingents/Pendings	23	29	30	25
Solds	87	88	88	94
Average DOM	151	158	148	153
% In Contract	32.39%	40.28%	41.67%	37.88%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$0 - \$999K				
Active (THIS year)	6	3	6	6
Active (LAST year)	3	2	2	2
% of Change	100.00%	50.00%	200.00%	200.00%
Active Price per Sq. Ft.	\$613	\$665	\$579	\$577
Contingent/Pending	5	8	6	6
% In Contract	45.45%	72.73%	50.00%	50.00%
Sold (THIS year)	14	14	14	14
Sold (LAST year)	13	13	13	13
% of Change (Sold)	7.69%	7.69%	7.69%	7.69%
Sold Price per Sq. Ft. (THIS year)	\$611	\$611	\$611	\$611
Sold Price per Sq. Ft. (LAST year)	\$612	\$612	\$612	\$612
% of Change (Sq. Ft.)	-0.16%	-0.16%	-0.16%	-0.16%
\$1M - \$1.499M				
Active (THIS year)	6	6	5	3
Active (LAST year)	5	5	4	3
% of Change	20.00%	20.00%	25.00%	0.00%
Active Price per Sq. Ft.	\$566	\$555	\$561	\$520
Contingent/Pending	4	5	6	5
% In Contract	40.00%	45.45%	54.55%	62.50%
Sold (THIS year)	20	20	20	22
Sold (LAST year)	18	18	18	18
% of Change (Sold)	11.11%	11.11%	11.11%	22.22%
Sold Price per Sq. Ft. (THIS year)	\$556	\$556	\$556	\$539
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$563	\$563
% of Change (Sq. Ft.)	-1.24%	-1.24%	-1.24%	-4.26%
\$1.5M - \$2M				
Active (THIS year)	11	10	9	9
Active (LAST year)	21	21	21	20
% of Change	-47.62%	-52.38%	-57.14%	-55.00%
Active Price per Sq. Ft.	\$745	\$757	\$750	\$735
Contingent/Pending	2	3	4	3
% In Contract	15.38%	23.08%	30.77%	25.00%
Sold (THIS year)	20	20	20	20
Sold (LAST year)	15	15	16	17
% of Change (Sold)	33.33%	33.33%	25.00%	17.65%
Sold Price per Sq. Ft. (THIS year)	\$608	\$608	\$608	\$608
Sold Price per Sq. Ft. (LAST year)	\$578	\$578	\$589	\$613
% of Change (Sq. Ft.)	5.19%	5.19%	3.23%	-0.82%
\$2M - \$4M				
Active (THIS year)	24	22	21	17
Active (LAST year)	21	22	20	19
% of Change	14.29%	0.00%	5.00%	-10.53%
Active Price per Sq. Ft.	\$795	\$821	\$822	\$767
Contingent/Pending	2	4	3	4
% In Contract	7.69%	15.38%	12.50%	19.05%
Sold (THIS year)	25	25	25	25
Sold (LAST year)	30	31	32	33
% of Change (Sold)	-16.67%	-19.35%	-21.88%	-24.24%
Sold Price per Sq. Ft. (THIS year)	\$746	\$746	\$746	\$746
Sold Price per Sq. Ft. (LAST year)	\$717	\$707	\$709	\$704
% of Change (Sq. Ft.)	4.04%	5.52%	5.22%	5.97%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	10/21/11	10/28/11	11/4/11	11/11/11
\$4M+				
Active (THIS year)	16	16	15	15
Active (LAST year)	17	18	18	19
% of Change	-5.88%	-11.11%	-16.67%	-21.05%
Active Price per Sq. Ft.	\$1,316	\$1,316	\$1,315	\$1,315
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)	5	5	5	5
% of Change (Sold)	-60.00%	-60.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$1,190	\$1,190	\$1,190	\$1,190
Sold Price per Sq. Ft. (LAST year)	\$1,244	\$1,244	\$1,244	\$1,244
% of Change (Sq. Ft.)	-4.34%	-4.34%	-4.34%	-4.34%
Statistics - Tiburon - CONDO				
ALL				
Active (THIS year)	17	16	17	16
Active (LAST year)	21	20	21	21
% of Change	-19.05%	-20.00%	-19.05%	-23.81%
Active Price per Sq. Ft.	\$551	\$548	\$541	\$551
Contingent/Pending	5	4	4	3
% In Contract	22.73%	20.00%	19.05%	15.79%
Sold (THIS year)	27	29	29	30
Sold (LAST year)	20	20	21	21
% of Change (Sold)	35.00%	45.00%	38.10%	42.86%
Sold Price per Sq. Ft. (THIS year)	\$448	\$451	\$451	\$453
Sold Price per Sq. Ft. (LAST year)	\$549	\$549	\$560	\$560
% of Change (Sq. Ft.)	-18.40%	-17.85%	-19.46%	-19.11%
TOTAL SFR & CONDO - Tiburon				
Actives	80	73	73	66
Contingents/Pendings	18	24	23	21
Solds	108	110	110	113
Average DOM	149	163	166	170
% In Contract	18.37%	24.74%	23.96%	24.14%