



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	8/12/11	8/19/11	8/26/11	9/2/11
Number of ACTIVE Listings within All Marin Cities	997	967	970	938
Number of CONTINGENT/PENDING Listings within All Marin Cities	449	443	448	431
Number of SOLD Listings within All Marin Cities - YTD	1491	1554	1588	1645
Average DOM All Marin Cities	131	136	137	139
% In Contract	31.05%	31.42%	31.59%	31.48%
Number of ACTIVE Listings within 13 Marin Cities*	831	809	808	778
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	412	408	415	394
Number of SOLD Listings within 13 Marin Cities* - YTD	1351	1405	1435	1489
Average DOM 13 Marin Cities*	123	127	129	130
% In Contract	33.15%	33.53%	33.93%	33.62%

*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	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	341	326	336	324
Active (LAST year)	426	416	419	414
% of Change	-19.95%	-21.63%	-19.81%	-21.74%
Active Price per Sq. Ft.	\$437	\$438	\$438	\$438
Contingent/Pending	230	227	233	222
% In Contract	40.28%	41.05%	40.95%	40.66%
Sold (THIS year)	756	791	805	832
Sold (LAST year)	730	749	773	800
% of Change (Sold)	3.56%	5.61%	4.14%	4.00%
Sold Price per Sq. Ft. (THIS year)	\$416	\$414	\$409	\$408
Sold Price per Sq. Ft. (LAST year)	\$436	\$438	\$437	\$438
% of Change (Sq. Ft.)	-4.59%	-5.44%	-6.42%	-6.90%
\$1M - \$1.499M				
Active (THIS year)	121	114	107	104
Active (LAST year) \$1M-\$2M	255	249	236	231
% of Change	-52.55%	-54.22%	-54.66%	-54.98%
Active Price per Sq. Ft.	\$556	\$555	\$554	\$551
Contingent/Pending	33	34	32	30
% In Contract	21.43%	22.97%	23.02%	22.39%
Sold (THIS year)	169	174	179	185
Sold (LAST year)	181	187	191	197
% of Change (Sold)	-6.63%	-6.95%	-6.28%	-6.09%
Sold Price per Sq. Ft. (THIS year)	\$502	\$496	\$497	\$496
Sold Price per Sq. Ft. (LAST year)	\$471	\$468	\$468	\$466
% of Change (Sq. Ft.)	6.48%	5.96%	6.11%	6.34%
\$1.5M - \$2M				
Active (THIS year)	71	64	66	69
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$567	\$539	\$542	#VALUE!
Contingent/Pending	15	16	16	16
% In Contract	99.57%	99.63%	99.62%	99.61%
Sold (THIS year)	81	86	88	90
Sold (LAST year)	76	78	78	80
% of Change (Sold)	6.58%	10.26%	12.82%	12.50%
Sold Price per Sq. Ft. (THIS year)	\$574	\$569	\$567	\$571
Sold Price per Sq. Ft. (LAST year)	\$509	\$510	\$510	\$504
% of Change (Sq. Ft.)	12.58%	11.60%	11.07%	13.23%
\$2M - \$4M				
Active (THIS year)	85	85	80	82
Active (LAST year)	133	130	128	120
% of Change	-36.09%	-34.62%	-37.50%	-31.67%
Active Price per Sq. Ft.	#VALUE!	#VALUE!	#VALUE!	\$603
Contingent/Pending	18	13	14	7
% In Contract	17.48%	13.27%	14.89%	7.87%
Sold (THIS year)	86	90	92	98
Sold (LAST year)	96	96	97	103
% of Change (Sold)	-10.42%	-6.25%	-5.15%	-4.85%
Sold Price per Sq. Ft. (THIS year)	\$557	\$556	\$557	\$562
Sold Price per Sq. Ft. (LAST year)	\$597	\$597	\$597	\$596
% of Change (Sq. Ft.)	-6.61%	-6.82%	-6.68%	-5.65%

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Statistics - Marin County (13 Cities) - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	51	48	50	50
Active (LAST year)	56	56	55	56
% of Change	-8.93%	-14.29%	-9.09%	-10.71%
Active Price per Sq. Ft.	\$576	\$579	\$575	\$568
Contingent/Pending	3	2	2	4
% In Contract	5.56%	4.00%	3.85%	7.41%
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)	\$392	\$392	\$392	\$392
Sold Price per Sq. Ft. (LAST year)	\$450	\$450	\$450	\$450
% of Change (Sq. Ft.)	-12.82%	-12.82%	-12.82%	-12.82%
Statistics - Marin County (13 Cities) - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	233	236	235	218
Active (LAST year)	247	253	252	256
% of Change	-5.67%	-6.72%	-6.75%	-14.84%
Active Price per Sq. Ft.	\$282	\$283	\$285	\$261
Contingent/Pending	128	132	134	131
% In Contract	35.46%	35.87%	36.31%	37.54%
Sold (THIS year)	326	336	345	360
Sold (LAST year)	296	305	311	320
% of Change (Sold)	10.14%	10.16%	10.93%	12.50%
Sold Price per Sq. Ft. (THIS year)	\$258	\$259	\$258	\$257
Sold Price per Sq. Ft. (LAST year)	\$293	\$292	\$291	\$291
% of Change (Sq. Ft.)	-11.96%	-11.55%	-11.50%	-11.56%
TOTAL SFR & CONDO - Marin County (13 Cities)	8/12/11	8/19/11	8/26/11	9/2/11
Actives	831	809	808	778
Contingents/Pendings	412	408	415	394
Solds	1351	1405	1435	1489
Average DOM	123	127	129	130
% In Contract	33.15%	33.53%	33.93%	33.62%



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Statistics - Belvedere - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$1M - \$1.499M				
Active (THIS year)	1	1	1	1
Active (LAST year) \$1M-\$2M	5	5	5	5
% of Change	-80.00%	-80.00%	-80.00%	-80.00%
Active Price per Sq. Ft.	\$904	\$904	\$904	\$904
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)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$932	\$932	\$932	\$932
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	4	5	5	5
Sold (LAST year)	4	4	4	4
% of Change (Sold)	0.00%	25.00%	25.00%	25.00%
Sold Price per Sq. Ft. (THIS year)	\$963	\$957	\$957	\$957
Sold Price per Sq. Ft. (LAST year)	\$801	\$801	\$801	\$801
% of Change (Sq. Ft.)	20.22%	19.48%	19.48%	19.48%
\$2M - \$4M				
Active (THIS year)	11	12	11	12
Active (LAST year)	27	26	26	25
% of Change	-59.26%	-53.85%	-57.69%	-52.00%
Active Price per Sq. Ft.	\$975	\$967	\$967	\$993
Contingent/Pending	2	1	1	0
% In Contract	15.38%	7.69%	8.33%	0.00%
Sold (THIS year)	17	18	19	19
Sold (LAST year)	12	12	12	13
% of Change (Sold)	41.67%	50.00%	58.33%	46.15%
Sold Price per Sq. Ft. (THIS year)	\$923	\$924	\$904	\$904
Sold Price per Sq. Ft. (LAST year)	\$890	\$890	\$890	\$896
% of Change (Sq. Ft.)	3.71%	3.82%	1.57%	0.89%
\$4M+				
Active (THIS year)	14	14	14	14
Active (LAST year)	14	14	14	15
% of Change	0.00%	0.00%	0.00%	-6.67%
Active Price per Sq. Ft.	\$1,828	\$1,802	\$1,802	\$1,802
Contingent/Pending	1	0	0	0
% In Contract	6.67%	0.00%	0.00%	0.00%
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)	\$1,087	\$1,087	\$1,087	\$1,087
Sold Price per Sq. Ft. (LAST year)	\$1,136	\$1,136	\$1,136	\$1,136
% of Change (Sq. Ft.)	-4.31%	-4.31%	-4.31%	-4.31%



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TOTAL SFR - Belvedere	8/12/11	8/19/11	8/26/11	9/2/11
Actives	27	28	27	28
Contingents/Pendings	3	1	1	0
Solds	26	28	29	29
Average DOM	221	197	197	197
% In Contract	10.00%	3.45%	3.57%	0.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	12	11	13	14
Active (LAST year)	11	14	15	17
% of Change	9.09%	-21.43%	-13.33%	-17.65%
Active Price per Sq. Ft.	\$516	\$523	\$511	\$547
Contingent/Pending	15	14	13	11
% In Contract	55.56%	56.00%	50.00%	44.00%
Sold (THIS year)	32	34	35	39
Sold (LAST year)	39	39	39	41
% of Change (Sold)	-17.95%	-12.82%	-10.26%	-4.88%
Sold Price per Sq. Ft. (THIS year)	\$463	\$461	\$457	\$461
Sold Price per Sq. Ft. (LAST year)	\$514	\$514	\$514	\$515
% of Change (Sq. Ft.)	-9.92%	-10.31%	-11.09%	-10.49%
\$1M - \$1.499M				
Active (THIS year)	11	9	9	8
Active (LAST year) \$1M-\$2M	7	6	5	4
% of Change	57.14%	50.00%	80.00%	100.00%
Active Price per Sq. Ft.	\$481	\$468	\$465	\$456
Contingent/Pending	2	3	3	3
% In Contract	15.38%	25.00%	25.00%	27.27%
Sold (THIS year)	15	15	15	16
Sold (LAST year)	7	7	7	7
% of Change (Sold)	114.29%	114.29%	114.29%	128.57%
Sold Price per Sq. Ft. (THIS year)	\$531	\$531	\$531	\$528
Sold Price per Sq. Ft. (LAST year)	\$526	\$526	\$526	\$526
% of Change (Sq. Ft.)	0.95%	0.95%	0.95%	0.38%
\$1.5M - \$2M				
Active (THIS year)	1	2	2	2
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$524	\$476	\$476	\$476
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	33.33%
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)	\$689	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$667	\$667	\$667	\$566
% of Change (Sq. Ft.)	3.30%	3.30%	3.30%	21.73%
\$2M - \$4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	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)	\$610	\$610	\$610	\$594
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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Statistics - Corte Madera - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	7	7	8	8
Active (LAST year)	10	9	10	7
% of Change	-30.00%	-22.22%	-20.00%	14.29%
Active Price per Sq. Ft.	\$372	\$372	\$368	\$352
Contingent/Pending	6	6	5	3
% In Contract	46.15%	46.15%	38.46%	27.27%
Sold (THIS year)	11	11	12	14
Sold (LAST year)	8	8	8	8
% of Change (Sold)	37.50%	37.50%	50.00%	75.00%
Sold Price per Sq. Ft. (THIS year)	\$327	\$327	\$325	\$318
Sold Price per Sq. Ft. (LAST year)	\$358	\$358	\$358	\$358
% of Change (Sq. Ft.)	-8.66%	-8.66%	-9.22%	-11.17%
TOTAL SFR & CONDO - Corte Madera				
Actives	31	29	32	32
Contingents/Pendings	23	23	21	18
Solds	60	62	64	71
Average DOM	77	82	79	70
% In Contract	42.59%	44.23%	39.62%	36.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	15	13	14	12
Active (LAST year)	27	25	26	25
% of Change	-44.44%	-48.00%	-46.15%	-52.00%
Active Price per Sq. Ft.	\$402	\$416	\$410	\$418
Contingent/Pending	8	9	10	9
% In Contract	34.78%	40.91%	41.67%	42.86%
Sold (THIS year)	49	51	51	53
Sold (LAST year)	44	46	49	51
% of Change (Sold)	11.36%	10.87%	4.08%	3.92%
Sold Price per Sq. Ft. (THIS year)	\$388	\$385	\$385	\$385
Sold Price per Sq. Ft. (LAST year)	\$413	\$415	\$411	\$417
% of Change (Sq. Ft.)	-6.05%	-7.23%	-6.33%	-7.67%
\$1M - \$1.499M				
Active (THIS year)	5	6	5	7
Active (LAST year) \$1M-\$2M	8	8	7	7
% of Change	-37.50%	-25.00%	-28.57%	0.00%
Active Price per Sq. Ft.	\$430	\$423	\$430	\$468
Contingent/Pending	0	0	1	0
% In Contract	0.00%	0.00%	16.67%	0.00%
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)	\$381	\$381	\$381	\$381
Sold Price per Sq. Ft. (LAST year)	\$389	\$389	\$389	\$389
% of Change (Sq. Ft.)	-2.06%	-2.06%	-2.06%	-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	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	2	1	1	0
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$277	\$278	\$278	\$0
Contingent/Pending	0	0	1	2
% In Contract	0.00%	0.00%	50.00%	0.00%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	6	6	6	6
% of Change (Sold)	-50.00%	-50.00%	-50.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$257	\$257	\$257	\$257
Sold Price per Sq. Ft. (LAST year)	\$323	\$323	\$323	\$323
% of Change (Sq. Ft.)	-20.43%	-20.43%	-20.43%	-20.43%
TOTAL SFR & CONDO - Fairfax	8/12/11	8/19/11	8/26/11	9/2/11
Actives	22	20	20	19
Contingents/Pendings	8	9	12	11
Solds	55	57	57	59
Average DOM	95	91	95	90
% In Contract	26.67%	31.03%	37.50%	36.67%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	3	4	4	4
Active (LAST year)	7	8	7	7
% of Change	-57.14%	-50.00%	-42.86%	-42.86%
Active Price per Sq. Ft.	\$475	\$514	\$514	\$510
Contingent/Pending	4	4	4	4
% In Contract	57.14%	50.00%	50.00%	50.00%
Sold (THIS year)	15	15	15	15
Sold (LAST year)	14	14	15	16
% of Change (Sold)	7.14%	7.14%	0.00%	-6.25%
Sold Price per Sq. Ft. (THIS year)	\$450	\$450	\$450	\$450
Sold Price per Sq. Ft. (LAST year)	\$468	\$468	\$468	\$466
% of Change (Sq. Ft.)	-3.85%	-3.85%	-3.85%	-3.43%
\$1M - \$1.499M				
Active (THIS year)	4	3	2	1
Active (LAST year) \$1M-\$2M	3	4	5	6
% of Change	33.33%	-25.00%	-60.00%	-83.33%
Active Price per Sq. Ft.	\$483	\$471	\$511	\$508
Contingent/Pending	1	1	2	2
% In Contract	20.00%	25.00%	50.00%	66.67%
Sold (THIS year)	14	14	14	14
Sold (LAST year)	16	17	17	18
% of Change (Sold)	-12.50%	-17.65%	-17.65%	-22.22%
Sold Price per Sq. Ft. (THIS year)	\$519	\$519	\$519	\$519
Sold Price per Sq. Ft. (LAST year)	\$490	\$483	\$483	\$478
% of Change (Sq. Ft.)	5.92%	7.45%	7.45%	8.58%
\$1.5M - \$2M				
Active (THIS year)	1	0	0	0
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$631	\$0	\$0	\$0
Contingent/Pending	1	1	1	0
% In Contract	50.00%	0.00%	0.00%	0.00%
Sold (THIS year)	3	4	4	4
Sold (LAST year)	3	3	3	3
% of Change (Sold)	0.00%	33.33%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$597	\$556	\$556	\$556
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$563	\$563
% of Change (Sq. Ft.)	6.04%	-1.24%	-1.24%	-1.24%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
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.	\$573	\$573	\$573	\$573
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				
	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	11	11	10	10
Active (LAST year)	14	12	11	11
% of Change	-21.43%	-8.33%	-9.09%	-9.09%
Active Price per Sq. Ft.	\$335	\$340	\$339	\$336
Contingent/Pending	7	8	8	8
% In Contract	38.89%	42.11%	44.44%	44.44%
Sold (THIS year)	28	29	30	31
Sold (LAST year)	25	26	26	27
% of Change (Sold)	12.00%	11.54%	15.38%	14.81%
Sold Price per Sq. Ft. (THIS year)	\$304	\$308	\$307	\$305
Sold Price per Sq. Ft. (LAST year)	\$363	\$362	\$362	\$357
% of Change (Sq. Ft.)	-16.25%	-14.92%	-15.19%	-14.57%
TOTAL SFR & CONDO - Greenbrae				
	8/12/11	8/19/11	8/26/11	9/2/11
Actives	20	19	17	16
Contingents/Pendings	13	14	15	14
Solds	62	64	65	66
Average DOM	80	79	83	78
% In Contract	39.39%	42.42%	46.88%	46.67%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	4	4	4	3
Active (LAST year)	3	3	4	4
% of Change	33.33%	33.33%	0.00%	-25.00%
Active Price per Sq. Ft.	\$522	\$507	\$507	\$488
Contingent/Pending	2	1	1	1
% In Contract	33.33%	20.00%	20.00%	25.00%
Sold (THIS year)	5	6	6	6
Sold (LAST year)	6	7	7	7
% of Change (Sold)	-16.67%	-14.29%	-14.29%	-14.29%
Sold Price per Sq. Ft. (THIS year)	\$524	\$506	\$506	\$506
Sold Price per Sq. Ft. (LAST year)	\$392	\$421	\$421	\$421
% of Change (Sq. Ft.)	33.67%	20.19%	20.19%	20.19%
\$1M - \$1.499M				
Active (THIS year)	5	4	4	4
Active (LAST year) \$1M-\$2M	11	12	10	10
% of Change	-54.55%	-66.67%	-60.00%	-60.00%
Active Price per Sq. Ft.	\$514	\$521	\$521	\$521
Contingent/Pending	4	4	4	4
% In Contract	44.44%	50.00%	50.00%	50.00%
Sold (THIS year)	11	12	12	12
Sold (LAST year)	10	10	10	11
% of Change (Sold)	10.00%	20.00%	20.00%	9.09%
Sold Price per Sq. Ft. (THIS year)	\$544	\$536	\$536	\$536
Sold Price per Sq. Ft. (LAST year)	\$530	\$530	\$530	\$521
% of Change (Sq. Ft.)	2.64%	1.13%	1.13%	2.88%
\$1.5M - \$2M				
Active (THIS year)	4	3	3	4
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$661	\$692	\$692	\$689
Contingent/Pending	1	2	2	2
% In Contract	20.00%	40.00%	40.00%	33.33%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	10	11	11	11
% of Change (Sold)	-60.00%	-63.64%	-63.64%	-63.64%
Sold Price per Sq. Ft. (THIS year)	\$616	\$616	\$616	\$616
Sold Price per Sq. Ft. (LAST year)	\$593	\$600	\$600	\$600
% of Change (Sq. Ft.)	3.88%	2.67%	2.67%	2.67%
\$2M - \$4M				
Active (THIS year)	7	7	6	6
Active (LAST year)	13	12	12	10
% of Change	-46.15%	-41.67%	-50.00%	-40.00%
Active Price per Sq. Ft.	\$809	\$809	\$795	\$795
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	14.29%	14.29%
Sold (THIS year)	11	11	11	11
Sold (LAST year)	20	20	20	20
% of Change (Sold)	-45.00%	-45.00%	-45.00%	-45.00%
Sold Price per Sq. Ft. (THIS year)	\$732	\$732	\$732	\$732
Sold Price per Sq. Ft. (LAST year)	\$713	\$713	\$713	\$713
% of Change (Sq. Ft.)	2.66%	2.66%	2.66%	2.66%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	4	4	4	4
Active (LAST year)	4	4	4	5
% of Change	0.00%	0.00%	0.00%	-20.00%
Active Price per Sq. Ft.	\$936	\$936	\$936	\$936
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	8/12/11	8/19/11	8/26/11	9/2/11
Actives	24	22	21	21
Contingents/Pendings	7	7	8	8
Solds	37	39	39	39
Average DOM	87	84	92	91
% In Contract	22.58%	24.14%	27.59%	27.59%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	10	11	10	8
Active (LAST year)	9	10	9	8
% of Change	11.11%	10.00%	11.11%	0.00%
Active Price per Sq. Ft.	\$538	\$521	\$533	\$521
Contingent/Pending	6	5	6	5
% In Contract	37.50%	31.25%	37.50%	38.46%
Sold (THIS year)	12	13	13	15
Sold (LAST year)	14	14	14	15
% of Change (Sold)	-14.29%	-7.14%	-7.14%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$519	\$508	\$508	\$492
Sold Price per Sq. Ft. (LAST year)	\$616	\$616	\$616	\$623
% of Change (Sq. Ft.)	-15.75%	-17.53%	-17.53%	-21.03%
\$1M - \$1.499M				
Active (THIS year)	5	7	8	8
Active (LAST year) \$1M-\$2M	10	7	9	10
% of Change	-50.00%	0.00%	-11.11%	-20.00%
Active Price per Sq. Ft.	\$613	\$604	\$580	\$569
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	10	10	10	10
Sold (LAST year)	18	18	20	21
% of Change (Sold)	-44.44%	-44.44%	-50.00%	-52.38%
Sold Price per Sq. Ft. (THIS year)	\$521	\$521	\$521	\$521
Sold Price per Sq. Ft. (LAST year)	\$555	\$555	\$560	\$549
% of Change (Sq. Ft.)	-6.13%	-6.13%	-6.96%	-5.10%
\$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.	\$543	\$543	\$543	\$582
Contingent/Pending	1	0	0	0
% In Contract	20.00%	0.00%	0.00%	0.00%
Sold (THIS year)	4	5	5	5
Sold (LAST year)	3	3	3	3
% of Change (Sold)	33.33%	66.67%	66.67%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$699	\$690	\$690	\$690
Sold Price per Sq. Ft. (LAST year)	\$592	\$592	\$592	\$592
% of Change (Sq. Ft.)	18.07%	16.55%	16.55%	16.55%
\$2M - \$4M				
Active (THIS year)	2	2	2	2
Active (LAST year)	2	2	2	2
% of Change	0.00%	0.00%	0.00%	0.00%
Active Price per Sq. Ft.	\$746	\$746	\$746	\$746
Contingent/Pending	2	2	2	0
% In Contract	50.00%	50.00%	50.00%	0.00%
Sold (THIS year)	3	3	3	5
Sold (LAST year)	3	3	3	3
% of Change (Sold)	0.00%	0.00%	0.00%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$788	\$788	\$788	\$862
Sold Price per Sq. Ft. (LAST year)	\$895	\$895	\$895	\$895
% of Change (Sq. Ft.)	-11.96%	-11.96%	-11.96%	-3.69%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	5	4	3	4
Active (LAST year)	5	5	5	4
% of Change	0.00%	-20.00%	-40.00%	0.00%
Active Price per Sq. Ft.	\$359	\$371	\$405	\$371
Contingent/Pending	2	3	3	3
% In Contract	28.57%	42.86%	50.00%	42.86%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	4	4	4	4
% of Change (Sold)	25.00%	25.00%	25.00%	25.00%
Sold Price per Sq. Ft. (THIS year)	\$358	\$358	\$358	\$358
Sold Price per Sq. Ft. (LAST year)	\$412	\$412	\$412	\$412
% of Change (Sq. Ft.)	-13.11%	-13.11%	-13.11%	-13.11%
TOTAL SFR & CONDO - Larkspur	8/12/11	8/19/11	8/26/11	9/2/11
Actives	26	28	27	26
Contingents/Pendings	11	10	11	8
Solds	34	36	36	40
Average DOM	121	99	100	83
% In Contract	29.73%	26.32%	28.95%	23.53%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	45	43	45	38
Active (LAST year)	46	47	45	46
% of Change	-2.17%	-8.51%	0.00%	-17.39%
Active Price per Sq. Ft.	\$500	\$503	\$503	\$512
Contingent/Pending	21	25	25	28
% In Contract	31.82%	36.76%	35.71%	42.42%
Sold (THIS year)	94	95	96	98
Sold (LAST year)	71	72	76	80
% of Change (Sold)	32.39%	31.94%	26.32%	22.50%
Sold Price per Sq. Ft. (THIS year)	\$453	\$453	\$452	\$454
Sold Price per Sq. Ft. (LAST year)	\$537	\$537	\$527	\$528
% of Change (Sq. Ft.)	-15.64%	-15.64%	-14.23%	-14.02%
\$1M - \$1.499M				
Active (THIS year)	27	25	23	20
Active (LAST year) \$1M-\$2M	55	53	50	51
% of Change	-50.91%	-52.83%	-54.00%	-60.78%
Active Price per Sq. Ft.	\$523	\$516	\$521	\$501
Contingent/Pending	6	6	5	6
% In Contract	18.18%	19.35%	17.86%	23.08%
Sold (THIS year)	41	42	43	45
Sold (LAST year)	44	44	44	44
% of Change (Sold)	-6.82%	-4.55%	-2.27%	2.27%
Sold Price per Sq. Ft. (THIS year)	\$539	\$539	\$537	\$536
Sold Price per Sq. Ft. (LAST year)	\$539	\$539	\$539	\$539
% of Change (Sq. Ft.)	0.00%	0.00%	-0.37%	-0.56%
\$1.5M - \$2M				
Active (THIS year)	14	11	13	16
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$586	\$561	\$556	\$553
Contingent/Pending	3	4	4	3
% In Contract	17.65%	26.67%	23.53%	15.79%
Sold (THIS year)	24	25	25	26
Sold (LAST year)	24	25	25	25
% of Change (Sold)	0.00%	0.00%	0.00%	4.00%
Sold Price per Sq. Ft. (THIS year)	\$603	\$604	\$604	\$611
Sold Price per Sq. Ft. (LAST year)	\$631	\$633	\$633	\$633
% of Change (Sq. Ft.)	-4.44%	-4.58%	-4.58%	-3.48%
\$2M - \$4M				
Active (THIS year)	11	12	11	12
Active (LAST year)	22	23	21	18
% of Change	-50.00%	-47.83%	-47.62%	-33.33%
Active Price per Sq. Ft.	\$699	\$705	\$759	\$762
Contingent/Pending	5	2	2	1
% In Contract	31.25%	14.29%	15.38%	7.69%
Sold (THIS year)	14	15	15	16
Sold (LAST year)	24	24	25	26
% of Change (Sold)	-41.67%	-37.50%	-40.00%	-38.46%
Sold Price per Sq. Ft. (THIS year)	\$792	\$784	\$784	\$782
Sold Price per Sq. Ft. (LAST year)	\$670	\$670	\$672	\$665
% of Change (Sq. Ft.)	18.21%	17.01%	16.67%	17.59%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Mill Valley - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	6	6	3
% of Change	-33.33%	-33.33%	-33.33%	33.33%
Active Price per Sq. Ft.	\$939	\$939	\$939	\$939
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	1	1	1
% of Change (Sold)	100.00%	100.00%	100.00%	100.00%
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	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	23	22	22	22
Active (LAST year)	29	26	27	29
% of Change	-20.69%	-15.38%	-18.52%	-24.14%
Active Price per Sq. Ft.	\$427	\$435	\$424	\$422
Contingent/Pending	11	11	11	9
% In Contract	32.35%	33.33%	33.33%	29.03%
Sold (THIS year)	17	19	20	21
Sold (LAST year)	17	19	19	19
% of Change (Sold)	0.00%	0.00%	5.26%	10.53%
Sold Price per Sq. Ft. (THIS year)	\$414	\$423	\$416	\$414
Sold Price per Sq. Ft. (LAST year)	\$477	\$475	\$475	\$475
% of Change (Sq. Ft.)	-13.21%	-10.95%	-12.42%	-12.84%
TOTAL SFR & CONDO - Mill Valley	8/12/11	8/19/11	8/26/11	9/2/11
Actives	124	117	118	112
Contingents/Pendings	46	48	47	47
Solds	192	198	201	208
Average DOM	99	96	101	107
% In Contract	27.06%	29.09%	28.48%	29.56%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	113	101	106	100
Active (LAST year)	130	129	130	130
% of Change	-13.08%	-21.71%	-18.46%	-23.08%
Active Price per Sq. Ft.	\$298	\$304	\$305	\$302
Contingent/Pending	83	81	85	84
% In Contract	42.35%	44.51%	44.50%	45.65%
Sold (THIS year)	231	248	250	257
Sold (LAST year)	234	241	251	259
% of Change (Sold)	-1.28%	2.90%	-0.40%	-0.77%
Sold Price per Sq. Ft. (THIS year)	\$273	\$274	\$274	\$274
Sold Price per Sq. Ft. (LAST year)	\$304	\$304	\$304	\$304
% of Change (Sq. Ft.)	-10.20%	-9.87%	-9.87%	-9.87%
\$1M - \$1.499M				
Active (THIS year)	14	14	14	15
Active (LAST year) \$1M-\$2M	40	40	38	34
% of Change	-65.00%	-65.00%	-63.16%	-55.88%
Active Price per Sq. Ft.	\$329	\$337	\$337	\$327
Contingent/Pending	3	4	4	3
% In Contract	17.65%	22.22%	22.22%	16.67%
Sold (THIS year)	12	12	12	12
Sold (LAST year)	16	16	18	18
% of Change (Sold)	-25.00%	-25.00%	-33.33%	-33.33%
Sold Price per Sq. Ft. (THIS year)	\$266	\$266	\$266	\$266
Sold Price per Sq. Ft. (LAST year)	\$336	\$336	\$332	\$332
% of Change (Sq. Ft.)	-20.83%	-20.83%	-19.88%	-19.88%
\$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.	\$449	\$449	\$449	\$449
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	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)	5	5	5	4
Active (LAST year)	5	5	6	6
% of Change	0.00%	0.00%	-16.67%	-33.33%
Active Price per Sq. Ft.	N/A	N/A	N/A	\$418
Contingent/Pending	1	1	1	1
% In Contract	16.67%	16.67%	16.67%	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	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	64	67	69	59
Active (LAST year)	50	60	59	55
% of Change	28.00%	11.67%	16.95%	7.27%
Active Price per Sq. Ft.	\$201	\$199	\$200	\$201
Contingent/Pending	43	47	50	51
% In Contract	40.19%	41.23%	42.02%	46.36%
Sold (THIS year)	111	113	114	120
Sold (LAST year)	111	114	115	117
% of Change (Sold)	0.00%	-0.88%	-0.87%	2.56%
Sold Price per Sq. Ft. (THIS year)	\$205	\$205	\$205	\$204
Sold Price per Sq. Ft. (LAST year)	\$232	\$230	\$230	\$230
% of Change (Sq. Ft.)	-11.64%	-10.87%	-10.87%	-11.30%
TOTAL SFR & CONDO - Novato	8/12/11	8/19/11	8/26/11	9/2/11
Actives	200	191	198	182
Contingents/Pendings	130	133	140	139
Solds	354	373	376	389
Average DOM	91	100	94	90
% In Contract	39.39%	41.05%	41.42%	43.30%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	2	2	2	2
Active (LAST year)	1	1	0	0
% of Change	100.00%	100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$466	\$466	\$466	\$466
Contingent/Pending	1	1	0	0
% In Contract	33.33%	33.33%	0.00%	0.00%
Sold (THIS year)	2	2	3	3
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	0.00%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$535	\$535	\$461	\$461
Sold Price per Sq. Ft. (LAST year)	\$447	\$447	\$447	\$447
% of Change (Sq. Ft.)	19.69%	19.69%	3.13%	3.13%
\$1M - \$1.499M				
Active (THIS year)	3	3	2	2
Active (LAST year) \$1M-\$2M	6	6	5	3
% of Change	-50.00%	-50.00%	-60.00%	-33.33%
Active Price per Sq. Ft.	\$771	\$756	\$756	\$756
Contingent/Pending	1	0	0	0
% In Contract	25.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	3	3	3
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	50.00%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$775	\$708	\$708	\$708
Sold Price per Sq. Ft. (LAST year)	\$630	\$630	\$630	\$630
% of Change (Sq. Ft.)	23.02%	12.38%	12.38%	12.38%
\$1.5M - \$2M				
Active (THIS year)	4	3	3	2
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$759	\$1,070	\$1,070	N/A
Contingent/Pending	3	3	3	3
% In Contract	42.86%	50.00%	50.00%	60.00%
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)	\$822	\$822	\$792	\$792
Sold Price per Sq. Ft. (LAST year)	\$619	\$619	\$619	\$642
% of Change (Sq. Ft.)	32.79%	32.79%	27.95%	23.36%
\$2M - \$4M				
Active (THIS year)	2	1	1	3
Active (LAST year)	4	4	3	4
% of Change	-50.00%	-75.00%	-66.67%	-25.00%
Active Price per Sq. Ft.	\$894	\$974	\$974	\$876
Contingent/Pending	2	2	1	1
% In Contract	50.00%	66.67%	50.00%	25.00%
Sold (THIS year)	4	4	5	5
Sold (LAST year)	4	4	4	4
% of Change (Sold)	0.00%	0.00%	25.00%	25.00%
Sold Price per Sq. Ft. (THIS year)	\$876	\$876	\$909	\$909
Sold Price per Sq. Ft. (LAST year)	\$704	\$704	\$704	\$704
% of Change (Sq. Ft.)	24.43%	24.43%	29.12%	29.12%

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	6	5	5	6
Active (LAST year)	11	11	11	10
% of Change	-45.45%	-54.55%	-54.55%	-40.00%
Active Price per Sq. Ft.	\$1,307	\$1,307	\$1,307	\$1,268
Contingent/Pending	2	2	2	2
% In Contract	25.00%	28.57%	28.57%	25.00%
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	8/12/11	8/19/11	8/26/11	9/2/11
Actives	17	14	13	15
Contingents/Pendings	9	8	6	6
Solds	15	16	19	19
Average DOM	76	85	90	83
% In Contract	34.62%	36.36%	31.58%	28.57%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	23	24	28	31
Active (LAST year)	37	38	35	38
% of Change	-37.84%	-36.84%	-20.00%	-18.42%
Active Price per Sq. Ft.	\$496	\$458	\$454	\$429
Contingent/Pending	19	17	16	12
% In Contract	45.24%	41.46%	36.36%	27.91%
Sold (THIS year)	63	64	66	69
Sold (LAST year)	68	69	72	73
% of Change (Sold)	-7.35%	-7.25%	-8.33%	-5.48%
Sold Price per Sq. Ft. (THIS year)	\$407	\$410	\$412	\$411
Sold Price per Sq. Ft. (LAST year)	\$427	\$426	\$425	\$427
% of Change (Sq. Ft.)	-4.68%	-3.76%	-3.06%	-3.75%
\$1M - \$1.499M				
Active (THIS year)	9	8	7	7
Active (LAST year) \$1M-\$2M	23	24	21	19
% of Change	-60.87%	-66.67%	-66.67%	-63.16%
Active Price per Sq. Ft.	\$482	\$492	\$504	\$502
Contingent/Pending	3	3	1	0
% In Contract	25.00%	27.27%	12.50%	0.00%
Sold (THIS year)	12	12	13	15
Sold (LAST year)	20	21	21	21
% of Change (Sold)	-40.00%	-42.86%	-38.10%	-28.57%
Sold Price per Sq. Ft. (THIS year)	\$452	\$452	\$462	\$452
Sold Price per Sq. Ft. (LAST year)	\$464	\$461	\$461	\$461
% of Change (Sq. Ft.)	-2.59%	-1.95%	0.22%	-1.95%
\$1.5M - \$2M				
Active (THIS year)	4	4	4	5
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$552	\$552	\$552	\$552
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)	\$570	\$570	\$570	\$570
Sold Price per Sq. Ft. (LAST year)	\$466	\$466	\$466	\$466
% of Change (Sq. Ft.)	22.32%	22.32%	22.32%	22.32%
\$2M - \$4M				
Active (THIS year)	3	3	4	3
Active (LAST year)	6	6	7	6
% of Change	-50.00%	-50.00%	-42.86%	-50.00%
Active Price per Sq. Ft.	\$561	\$561	\$600	\$629
Contingent/Pending	1	1	1	1
% In Contract	25.00%	25.00%	20.00%	25.00%
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)	\$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%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	2	2	2	2
Active (LAST year)	2	3	4	4
% of Change	0.00%	-33.33%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$432	\$432	\$432	\$425
Contingent/Pending	1	1	1	1
% In Contract	33.33%	33.33%	33.33%	33.33%
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)	\$346	\$346	\$346	\$346
Sold Price per Sq. Ft. (LAST year)	\$402	\$402	\$402	\$402
% of Change (Sq. Ft.)	-13.93%	-13.93%	-13.93%	-13.93%
TOTAL SFR & CONDO - San Anselmo	8/12/11	8/19/11	8/26/11	9/2/11
Actives	41	41	45	48
Contingents/Pendings	24	22	19	14
Solds	93	94	97	102
Average DOM	78	89	82	85
% In Contract	36.92%	34.92%	29.69%	22.58%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	98	99	97	96
Active (LAST year)	147	134	139	131
% of Change	-33.33%	-26.12%	-30.22%	-26.72%
Active Price per Sq. Ft.	\$376	\$383	\$380	\$380
Contingent/Pending	63	64	67	62
% In Contract	39.13%	39.26%	40.85%	39.24%
Sold (THIS year)	229	238	243	250
Sold (LAST year)	217	224	227	233
% of Change (Sold)	5.53%	6.25%	7.05%	7.30%
Sold Price per Sq. Ft. (THIS year)	\$350	\$351	\$351	\$350
Sold Price per Sq. Ft. (LAST year)	\$383	\$381	\$381	\$381
% of Change (Sq. Ft.)	-8.62%	-7.87%	-7.87%	-8.14%
\$1M - \$1.499M				
Active (THIS year)	20	19	19	20
Active (LAST year) \$1M-\$2M	40	40	38	40
% of Change	-50.00%	-52.50%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$447	\$450	\$455	\$450
Contingent/Pending	4	3	5	4
% In Contract	16.67%	13.64%	20.83%	16.67%
Sold (THIS year)	24	25	26	27
Sold (LAST year)	29	29	29	31
% of Change (Sold)	-17.24%	-13.79%	-10.34%	-12.90%
Sold Price per Sq. Ft. (THIS year)	\$403	\$405	\$404	\$401
Sold Price per Sq. Ft. (LAST year)	\$433	\$433	\$433	\$436
% of Change (Sq. Ft.)	-6.93%	-6.47%	-6.70%	-8.03%
\$1.5M - \$2M				
Active (THIS year)	11	10	10	11
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$477	\$474	\$473	\$468
Contingent/Pending	1	2	2	2
% In Contract	8.33%	16.67%	16.67%	15.38%
Sold (THIS year)	8	8	8	8
Sold (LAST year)	10	10	10	10
% of Change (Sold)	-20.00%	-20.00%	-20.00%	-20.00%
Sold Price per Sq. Ft. (THIS year)	\$428	\$428	\$428	\$428
Sold Price per Sq. Ft. (LAST year)	\$467	\$467	\$467	\$467
% of Change (Sq. Ft.)	-8.35%	-8.35%	-8.35%	-8.35%
\$2M - \$4M				
Active (THIS year)	10	10	10	10
Active (LAST year)	11	11	11	11
% of Change	-9.09%	-9.09%	-9.09%	-9.09%
Active Price per Sq. Ft.	\$516	\$516	\$511	\$501
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	4	4	4	4
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)	\$512	\$512	\$512	\$512
Sold Price per Sq. Ft. (LAST year)	\$660	\$660	\$660	\$660
% of Change (Sq. Ft.)	-22.42%	-22.42%	-22.42%	-22.42%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	78	81	80	74
Active (LAST year)	86	86	86	93
% of Change	-9.30%	-5.81%	-6.98%	-20.43%
Active Price per Sq. Ft.	\$291	\$290	\$288	\$284
Contingent/Pending	45	42	40	37
% In Contract	36.59%	34.15%	33.33%	33.33%
Sold (THIS year)	98	103	106	110
Sold (LAST year)	83	85	89	95
% of Change (Sold)	18.07%	21.18%	19.10%	15.79%
Sold Price per Sq. Ft. (THIS year)	\$242	\$240	\$241	\$244
Sold Price per Sq. Ft. (LAST year)	\$275	\$277	\$277	\$279
% of Change (Sq. Ft.)	-12.00%	-13.36%	-13.00%	-12.54%
TOTAL SFR & CONDO - San Rafael				
Actives	217	219	216	211
Contingents/Pendings	113	111	114	105
Solds	363	378	387	399
Average DOM	96	95	99	106
% In Contract	34.24%	33.64%	34.55%	33.23%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	10	8	8	9
Active (LAST year)	5	5	6	5
% of Change	100.00%	60.00%	33.33%	80.00%
Active Price per Sq. Ft.	\$476	\$487	\$488	\$509
Contingent/Pending	6	4	4	4
% In Contract	37.50%	33.33%	33.33%	30.77%
Sold (THIS year)	14	15	15	15
Sold (LAST year)	11	11	11	11
% of Change (Sold)	27.27%	36.36%	36.36%	36.36%
Sold Price per Sq. Ft. (THIS year)	\$417	\$424	\$424	\$424
Sold Price per Sq. Ft. (LAST year)	\$562	\$562	\$562	\$562
% of Change (Sq. Ft.)	-25.80%	-24.56%	-24.56%	-24.56%
\$1M - \$1.499M				
Active (THIS year)	8	8	8	6
Active (LAST year) \$1M-\$2M	18	16	17	17
% of Change	-55.56%	-50.00%	-52.94%	-64.71%
Active Price per Sq. Ft.	\$625	\$617	\$613	\$599
Contingent/Pending	2	1	1	1
% In Contract	20.00%	11.11%	11.11%	14.29%
Sold (THIS year)	12	13	13	13
Sold (LAST year)	6	7	7	8
% of Change (Sold)	100.00%	85.71%	85.71%	62.50%
Sold Price per Sq. Ft. (THIS year)	\$502	\$502	\$502	\$502
Sold Price per Sq. Ft. (LAST year)	\$663	\$649	\$649	\$642
% of Change (Sq. Ft.)	-24.28%	-22.65%	-22.65%	-21.81%
\$1.5M - \$2M				
Active (THIS year)	9	9	10	9
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$611	\$611	\$658	\$655
Contingent/Pending	3	3	3	3
% In Contract	25.00%	25.00%	23.08%	25.00%
Sold (THIS year)	5	5	5	6
Sold (LAST year)	3	3	3	3
% of Change (Sold)	66.67%	66.67%	66.67%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$525	\$525	\$525	\$573
Sold Price per Sq. Ft. (LAST year)	\$639	\$639	\$639	\$639
% of Change (Sq. Ft.)	-17.84%	-17.84%	-17.84%	-10.33%
\$2M - \$4M				
Active (THIS year)	9	9	8	8
Active (LAST year)	6	6	5	4
% of Change	50.00%	50.00%	60.00%	100.00%
Active Price per Sq. Ft.	\$800	\$800	\$754	\$754
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	9	9	9	9
Sold (LAST year)	3	3	3	3
% of Change (Sold)	200.00%	200.00%	200.00%	200.00%
Sold Price per Sq. Ft. (THIS year)	\$667	\$667	\$667	\$667
Sold Price per Sq. Ft. (LAST year)	\$665	\$665	\$665	\$665
% of Change (Sq. Ft.)	0.30%	0.30%	0.30%	0.30%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	3	3	3	3
Active (LAST year)	4	4	4	4
% of Change	-25.00%	-25.00%	-25.00%	-25.00%
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	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	23	24	23	22
Active (LAST year)	26	27	25	28
% of Change	-11.54%	-11.11%	-8.00%	-21.43%
Active Price per Sq. Ft.	\$380	\$378	\$392	\$415
Contingent/Pending	11	11	13	14
% In Contract	32.35%	31.43%	36.11%	38.89%
Sold (THIS year)	23	23	24	25
Sold (LAST year)	23	24	24	24
% of Change (Sold)	0.00%	-4.17%	0.00%	4.17%
Sold Price per Sq. Ft. (THIS year)	\$456	\$456	\$449	\$453
Sold Price per Sq. Ft. (LAST year)	\$411	\$409	\$409	\$409
% of Change (Sq. Ft.)	10.95%	11.49%	9.78%	10.76%
TOTAL SFR & CONDO - Sausalito	8/12/11	8/19/11	8/26/11	9/2/11
Actives	62	61	60	57
Contingents/Pendings	22	19	21	22
Solds	63	65	66	68
Average DOM	123	129	133	142
% In Contract	26.19%	23.75%	25.93%	27.85%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$0 - \$999K				
Active (THIS year)	6	6	5	7
Active (LAST year)	3	2	3	3
% of Change	100.00%	200.00%	66.67%	133.33%
Active Price per Sq. Ft.	\$613	\$613	\$617	\$615
Contingent/Pending	2	2	2	2
% In Contract	25.00%	25.00%	28.57%	22.22%
Sold (THIS year)	10	10	12	12
Sold (LAST year)	10	10	10	12
% of Change (Sold)	0.00%	0.00%	20.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$630	\$630	\$637	\$637
Sold Price per Sq. Ft. (LAST year)	\$606	\$606	\$606	\$607
% of Change (Sq. Ft.)	3.96%	3.96%	5.12%	4.94%
\$1M - \$1.499M				
Active (THIS year)	9	7	5	5
Active (LAST year) \$1M-\$2M	29	28	26	25
% of Change	-68.97%	-75.00%	-80.77%	-80.00%
Active Price per Sq. Ft.	\$631	\$650	\$599	\$599
Contingent/Pending	7	9	6	7
% In Contract	43.75%	56.25%	54.55%	58.33%
Sold (THIS year)	11	11	13	13
Sold (LAST year)	10	13	13	13
% of Change (Sold)	10.00%	-15.38%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$564	\$564	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$572	\$557	\$557	\$557
% of Change (Sq. Ft.)	-1.40%	1.26%	1.80%	1.80%
\$1.5M - \$2M				
Active (THIS year)	14	13	12	11
Active (LAST year)				
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$649	\$641	\$640	\$649
Contingent/Pending	2	1	1	2
% In Contract	12.50%	7.14%	7.69%	15.38%
Sold (THIS year)	16	17	18	18
Sold (LAST year)	13	13	13	13
% of Change (Sold)	23.08%	30.77%	38.46%	38.46%
Sold Price per Sq. Ft. (THIS year)	\$615	\$615	\$610	\$610
Sold Price per Sq. Ft. (LAST year)	\$585	\$585	\$585	\$585
% of Change (Sq. Ft.)	5.13%	5.13%	4.27%	4.27%
\$2M - \$4M				
Active (THIS year)	24	23	21	21
Active (LAST year)	35	33	34	33
% of Change	-31.43%	-30.30%	-38.24%	-36.36%
Active Price per Sq. Ft.	\$747	\$770	\$775	\$788
Contingent/Pending	5	4	5	2
% In Contract	17.24%	14.81%	19.23%	8.70%
Sold (THIS year)	16	18	18	21
Sold (LAST year)	22	22	22	25
% of Change (Sold)	-27.27%	-18.18%	-18.18%	-16.00%
Sold Price per Sq. Ft. (THIS year)	\$757	\$748	\$748	\$744
Sold Price per Sq. Ft. (LAST year)	\$722	\$722	\$722	\$727
% of Change (Sq. Ft.)	4.85%	3.60%	3.60%	2.34%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	8/12/11	8/19/11	8/26/11	9/2/11
\$4M+				
Active (THIS year)	20	18	20	19
Active (LAST year)	17	17	16	19
% of Change	17.65%	5.88%	25.00%	0.00%
Active Price per Sq. Ft.	\$1,422	\$1,479	\$1,429	\$1,380
Contingent/Pending	0	0	0	2
% In Contract	0.00%	0.00%	0.00%	9.52%
Sold (THIS year)	1	1	1	1
Sold (LAST year)	4	4	4	4
% of Change (Sold)	-75.00%	-75.00%	-75.00%	-75.00%
Sold Price per Sq. Ft. (THIS year)	\$961	\$961	\$961	\$961
Sold Price per Sq. Ft. (LAST year)	\$1,301	\$1,301	\$1,301	\$1,301
% of Change (Sq. Ft.)	-26.13%	-26.13%	-26.13%	-26.13%
Statistics - Tiburon - CONDO	8/12/11	8/19/11	8/26/11	9/2/11
ALL				
Active (THIS year)	18	17	17	17
Active (LAST year)	25	25	25	25
% of Change	-28.00%	-32.00%	-32.00%	-32.00%
Active Price per Sq. Ft.	\$593	\$584	\$583	\$584
Contingent/Pending	2	3	2	3
% In Contract	10.00%	15.00%	10.53%	15.00%
Sold (THIS year)	24	24	25	25
Sold (LAST year)	15	15	16	16
% of Change (Sold)	60.00%	60.00%	56.25%	56.25%
Sold Price per Sq. Ft. (THIS year)	\$441	\$441	\$445	\$445
Sold Price per Sq. Ft. (LAST year)	\$552	\$552	\$536	\$536
% of Change (Sq. Ft.)	-20.11%	-20.11%	-16.98%	-16.98%
TOTAL SFR & CONDO - Tiburon	8/12/11	8/19/11	8/26/11	9/2/11
Actives	91	84	80	80
Contingents/Pendings	18	19	16	18
Solds	78	81	87	90
Average DOM	133	137	143	143
% In Contract	16.51%	18.45%	16.67%	18.37%