



## PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	11/18/11	11/25/11	12/2/11	12/9/11
Number of ACTIVE Listings within All Marin Cities	779	727	678	654
Number of CONTINGENT/PENDING Listings within All Marin Cities	465	447	436	433
Number of SOLD Listings within All Marin Cities - YTD	2185	2244	2287	2328
Average DOM All Marin Cities	156	161	162	165
<b>% In Contract</b>	<b>37.38%</b>	<b>38.07%</b>	<b>39.14%</b>	<b>39.83%</b>
Number of ACTIVE Listings within 13 Marin Cities*	647	606	560	543
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	433	414	399	393
Number of SOLD Listings within 13 Marin Cities* - YTD	1973	2026	2066	2107
Average DOM 13 Marin Cities*	144	150	152	154
<b>% In Contract</b>	<b>40.09%</b>	<b>40.59%</b>	<b>41.61%</b>	<b>41.99%</b>

\*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	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	286	268	244	235
Active (LAST year)	398	359	332	333
<b>% of Change</b>	<b>-28.14%</b>	<b>-25.35%</b>	<b>-26.51%</b>	<b>-29.43%</b>
Active Price per Sq. Ft.	\$424	\$420	\$415	\$412
Contingent/Pending	234	219	226	230
<b>% In Contract</b>	<b>45.00%</b>	<b>44.97%</b>	<b>48.09%</b>	<b>49.46%</b>
Sold (THIS year)	1103	1132	1144	1162
Sold (LAST year)	1031	1052	1076	1103
<b>% of Change (Sold)</b>	<b>6.98%</b>	<b>7.60%</b>	<b>6.32%</b>	<b>5.35%</b>
Sold Price per Sq. Ft. (THIS year)	\$405	\$405	\$404	\$404
Sold Price per Sq. Ft. (LAST year)	\$440	\$440	\$441	\$438
<b>% of Change (Sq. Ft.)</b>	<b>-7.96%</b>	<b>-8.04%</b>	<b>-8.36%</b>	<b>-7.69%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	89	81	71	66
Active (LAST year)	109	101	93	84
<b>% of Change</b>	<b>-18.35%</b>	<b>-19.80%</b>	<b>-23.66%</b>	<b>-21.43%</b>
Active Price per Sq. Ft.	\$469	\$470	\$474	\$480
Contingent/Pending	37	34	29	30
<b>% In Contract</b>	<b>29.37%</b>	<b>29.57%</b>	<b>29.00%</b>	<b>31.25%</b>
Sold (THIS year)	245	256	264	269
Sold (LAST year)	254	258	263	265
<b>% of Change (Sold)</b>	<b>-3.54%</b>	<b>-0.78%</b>	<b>0.38%</b>	<b>1.51%</b>
Sold Price per Sq. Ft. (THIS year)	\$498	\$501	\$501	\$502
Sold Price per Sq. Ft. (LAST year)	\$462	\$462	\$462	\$462
<b>% of Change (Sq. Ft.)</b>	<b>7.86%</b>	<b>8.41%</b>	<b>8.56%</b>	<b>8.70%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	48	43	39	39
Active (LAST year)	68	64	57	57
<b>% of Change</b>	<b>-29.41%</b>	<b>-32.81%</b>	<b>-31.58%</b>	<b>-31.58%</b>
Active Price per Sq. Ft.	\$579	\$540	\$532	\$531
Contingent/Pending	14	13	15	15
<b>% In Contract</b>	<b>99.44%</b>	<b>99.36%</b>	<b>99.43%</b>	<b>99.42%</b>
Sold (THIS year)	121	123	125	125
Sold (LAST year)	111	114	116	119
<b>% of Change (Sold)</b>	<b>9.01%</b>	<b>7.89%</b>	<b>7.76%</b>	<b>5.04%</b>
Sold Price per Sq. Ft. (THIS year)	\$579	\$579	\$579	\$579
Sold Price per Sq. Ft. (LAST year)	\$548	\$581	\$579	\$576
<b>% of Change (Sq. Ft.)</b>	<b>5.75%</b>	<b>-0.29%</b>	<b>0.03%</b>	<b>0.57%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	69	63	57	57
Active (LAST year)	97	90	83	77
<b>% of Change</b>	<b>-28.87%</b>	<b>-30.00%</b>	<b>-31.33%</b>	<b>-25.97%</b>
Active Price per Sq. Ft.	\$589	\$589	\$590	\$588
Contingent/Pending	14	12	12	9
<b>% In Contract</b>	<b>16.87%</b>	<b>16.00%</b>	<b>17.39%</b>	<b>13.64%</b>
Sold (THIS year)	117	121	122	124
Sold (LAST year)	125	128	129	130
<b>% of Change (Sold)</b>	<b>-6.40%</b>	<b>-5.47%</b>	<b>-5.43%</b>	<b>-4.62%</b>
Sold Price per Sq. Ft. (THIS year)	\$558	\$557	\$557	\$558
Sold Price per Sq. Ft. (LAST year)	\$584	\$585	\$586	\$586
<b>% of Change (Sq. Ft.)</b>	<b>-4.46%</b>	<b>-4.75%</b>	<b>-4.92%</b>	<b>-4.83%</b>

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Statistics - Marin County (13 Cities) - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$4M+</b>				
Active (THIS year)	44	43	37	36
Active (LAST year)	57	53	50	46
<b>% of Change</b>	<b>-22.81%</b>	<b>-18.87%</b>	<b>-26.00%</b>	<b>-21.74%</b>
Active Price per Sq. Ft.	\$527	\$518	\$530	\$527
Contingent/Pending	0	0	0	1
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>2.70%</b>
Sold (THIS year)	18	18	18	18
Sold (LAST year)	18	19	19	19
<b>% of Change (Sold)</b>	<b>0.00%</b>	<b>-5.26%</b>	<b>-5.26%</b>	<b>-5.26%</b>
Sold Price per Sq. Ft. (THIS year)	\$413	\$413	\$413	\$413
Sold Price per Sq. Ft. (LAST year)	\$472	\$469	\$469	\$469
<b>% of Change (Sq. Ft.)</b>	<b>-12.60%</b>	<b>-11.93%</b>	<b>-11.93%</b>	<b>-11.93%</b>
Statistics - Marin County (13 Cities) - CONDO	11/18/11	11/25/11	12/2/11	12/9/11
<b>ALL</b>				
Active (THIS year)	159	151	151	149
Active (LAST year)	232	225	208	199
<b>% of Change</b>	<b>-31.47%</b>	<b>-32.89%</b>	<b>-27.40%</b>	<b>-25.13%</b>
Active Price per Sq. Ft.	\$250	\$229	\$224	\$222
Contingent/Pending	148	149	132	123
<b>% In Contract</b>	<b>48.21%</b>	<b>49.67%</b>	<b>46.64%</b>	<b>45.22%</b>
Sold (THIS year)	490	499	518	534
Sold (LAST year)	415	430	438	444
<b>% of Change (Sold)</b>	<b>18.07%</b>	<b>16.05%</b>	<b>18.26%</b>	<b>20.27%</b>
Sold Price per Sq. Ft. (THIS year)	\$257	\$257	\$255	\$255
Sold Price per Sq. Ft. (LAST year)	\$291	\$291	\$290	\$290
<b>% of Change (Sq. Ft.)</b>	<b>-11.75%</b>	<b>-11.57%</b>	<b>-12.11%</b>	<b>-12.10%</b>
TOTAL SFR & CONDO - Marin County (13 Cities)	11/18/11	11/25/11	12/2/11	12/9/11
<b>Actives</b>	<b>647</b>	<b>606</b>	<b>560</b>	<b>543</b>
<b>Contingents/Pendings</b>	<b>433</b>	<b>414</b>	<b>399</b>	<b>393</b>
<b>Solds</b>	<b>1973</b>	<b>2026</b>	<b>2066</b>	<b>2107</b>
<b>Average DOM</b>	<b>144</b>	<b>150</b>	<b>152</b>	<b>154</b>
<b>% In Contract</b>	<b>40.09%</b>	<b>40.59%</b>	<b>41.61%</b>	<b>41.99%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$1M - \$1.499M</b>				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	1	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	3	3	3	3
Sold (LAST year)	0	0	0	0
<b>% of Change (Sold)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$527	\$527	\$527	\$527
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
<b>% of Change (Sq. Ft.)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	1	1	1	1
Active (LAST year)	1	1	1	2
<b>% of Change</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$667	\$667	\$667	\$667
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	6	6	6	6
Sold (LAST year)	5	5	5	6
<b>% of Change (Sold)</b>	<b>20.00%</b>	<b>20.00%</b>	<b>20.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$1,037	\$1,037	\$1,037	\$1,037
Sold Price per Sq. Ft. (LAST year)	\$880	\$880	\$880	\$844
<b>% of Change (Sq. Ft.)</b>	<b>17.84%</b>	<b>17.84%</b>	<b>17.84%</b>	<b>22.87%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	12	11	10	11
Active (LAST year)	22	21	19	18
<b>% of Change</b>	<b>-45.45%</b>	<b>-47.62%</b>	<b>-47.37%</b>	<b>-38.89%</b>
Active Price per Sq. Ft.	\$960	\$937	\$951	\$944
Contingent/Pending	0	1	1	1
<b>% In Contract</b>	<b>0.00%</b>	<b>8.33%</b>	<b>9.09%</b>	<b>8.33%</b>
Sold (THIS year)	21	21	21	21
Sold (LAST year)	17	17	18	18
<b>% of Change (Sold)</b>	<b>23.53%</b>	<b>23.53%</b>	<b>16.67%</b>	<b>16.67%</b>
Sold Price per Sq. Ft. (THIS year)	\$909	\$909	\$909	\$909
Sold Price per Sq. Ft. (LAST year)	\$873	\$873	\$889	\$889
<b>% of Change (Sq. Ft.)</b>	<b>4.12%</b>	<b>4.12%</b>	<b>2.25%</b>	<b>2.25%</b>
<b>\$4M+</b>				
Active (THIS year)	15	15	14	14
Active (LAST year)	13	13	13	12
<b>% of Change</b>	<b>15.38%</b>	<b>15.38%</b>	<b>7.69%</b>	<b>16.67%</b>
Active Price per Sq. Ft.	\$1,698	\$1,698	\$1,730	\$1,702
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	2	2	2	2
Sold (LAST year)	5	5	5	5
<b>% of Change (Sold)</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>
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
<b>% of Change (Sq. Ft.)</b>	<b>-16.96%</b>	<b>-16.96%</b>	<b>-16.96%</b>	<b>-16.96%</b>

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TOTAL SFR - Belvedere	11/18/11	11/25/11	12/2/11	12/9/11
Actives	28	27	25	26
Contingents/Pendings	0	1	1	1
Solds	32	32	32	32
Average DOM	240	253	264	253
% In Contract	0.00%	3.57%	3.85%	3.70%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	8	7	8	7
Active (LAST year)	13	11	10	12
<b>% of Change</b>	<b>-38.46%</b>	<b>-36.36%</b>	<b>-20.00%</b>	<b>-41.67%</b>
Active Price per Sq. Ft.	\$524	\$533	\$512	\$530
Contingent/Pending	8	8	4	6
<b>% In Contract</b>	<b>50.00%</b>	<b>53.33%</b>	<b>33.33%</b>	<b>46.15%</b>
Sold (THIS year)	61	62	63	63
Sold (LAST year)	55	56	56	59
<b>% of Change (Sold)</b>	<b>10.91%</b>	<b>10.71%</b>	<b>12.50%</b>	<b>6.78%</b>
Sold Price per Sq. Ft. (THIS year)	\$461	\$461	\$462	\$462
Sold Price per Sq. Ft. (LAST year)	\$517	\$519	\$519	\$518
<b>% of Change (Sq. Ft.)</b>	<b>-10.83%</b>	<b>-11.18%</b>	<b>-10.98%</b>	<b>-10.81%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	5	5	4	3
Active (LAST year)	5	3	3	2
<b>% of Change</b>	<b>0.00%</b>	<b>66.67%</b>	<b>33.33%</b>	<b>50.00%</b>
Active Price per Sq. Ft.	\$494	\$494	\$480	\$453
Contingent/Pending	6	6	5	4
<b>% In Contract</b>	<b>54.55%</b>	<b>54.55%</b>	<b>55.56%</b>	<b>57.14%</b>
Sold (THIS year)	19	19	20	21
Sold (LAST year)	12	12	12	12
<b>% of Change (Sold)</b>	<b>58.33%</b>	<b>58.33%</b>	<b>66.67%</b>	<b>75.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$518	\$518	\$516	\$506
Sold Price per Sq. Ft. (LAST year)	\$538	\$538	\$538	\$538
<b>% of Change (Sq. Ft.)</b>	<b>-3.72%</b>	<b>-3.72%</b>	<b>-4.09%</b>	<b>-5.95%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	1	0	0	0
Active (LAST year)	2	1	1	0
<b>% of Change</b>	<b>-50.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$477	\$0	\$0	\$0
Contingent/Pending	0	1	1	1
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	2	2	2	2
Sold (LAST year)	4	4	5	5
<b>% of Change (Sold)</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$689	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$613	\$613	\$594	\$594
<b>% of Change (Sq. Ft.)</b>	<b>12.40%</b>	<b>12.40%</b>	<b>15.99%</b>	<b>15.99%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	3	3	3	3
Active (LAST year)	0	0	0	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$619	\$619	\$619	\$619
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	0	0	0	0
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$552	\$552	\$552	\$552
<b>% of Change (Sq. Ft.)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>

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Statistics - Corte Madera - CONDO	11/18/11	11/25/11	12/2/11	12/9/11
<b>ALL</b>				
Active (THIS year)	2	3	3	3
Active (LAST year)	4	4	5	7
<b>% of Change</b>	<b>-50.00%</b>	<b>-25.00%</b>	<b>-40.00%</b>	<b>-57.14%</b>
Active Price per Sq. Ft.	\$350	\$344	\$344	\$333
Contingent/Pending	9	7	6	4
<b>% In Contract</b>	<b>81.82%</b>	<b>70.00%</b>	<b>66.67%</b>	<b>57.14%</b>
Sold (THIS year)	19	20	22	24
Sold (LAST year)	13	13	14	14
<b>% of Change (Sold)</b>	<b>46.15%</b>	<b>53.85%</b>	<b>57.14%</b>	<b>71.43%</b>
Sold Price per Sq. Ft. (THIS year)	\$323	\$321	\$321	\$322
Sold Price per Sq. Ft. (LAST year)	\$357	\$357	\$358	\$358
<b>% of Change (Sq. Ft.)</b>	<b>-9.52%</b>	<b>-10.08%</b>	<b>-10.34%</b>	<b>-10.06%</b>
<b>TOTAL SFR &amp; CONDO - Corte Madera</b>				
<b>Actives</b>	<b>19</b>	<b>18</b>	<b>18</b>	<b>16</b>
<b>Contingents/Pendings</b>	<b>23</b>	<b>22</b>	<b>16</b>	<b>15</b>
<b>Solds</b>	<b>101</b>	<b>103</b>	<b>107</b>	<b>110</b>
<b>Average DOM</b>	<b>87</b>	<b>80</b>	<b>86</b>	<b>92</b>
<b>% In Contract</b>	<b>54.76%</b>	<b>55.00%</b>	<b>47.06%</b>	<b>48.39%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	13	12	10	10
Active (LAST year)	19	20	20	18
<b>% of Change</b>	<b>-31.58%</b>	<b>-40.00%</b>	<b>-50.00%</b>	<b>-44.44%</b>
Active Price per Sq. Ft.	\$389	\$388	\$381	\$368
Contingent/Pending	7	6	8	8
<b>% In Contract</b>	<b>35.00%</b>	<b>33.33%</b>	<b>44.44%</b>	<b>44.44%</b>
Sold (THIS year)	64	66	66	66
Sold (LAST year)	61	62	65	66
<b>% of Change (Sold)</b>	<b>4.92%</b>	<b>6.45%</b>	<b>1.54%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$393	\$389	\$389	\$389
Sold Price per Sq. Ft. (LAST year)	\$413	\$413	\$409	\$407
<b>% of Change (Sq. Ft.)</b>	<b>-4.84%</b>	<b>-5.81%</b>	<b>-4.89%</b>	<b>-4.42%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	4	3	1	1
Active (LAST year)	1	1	1	2
<b>% of Change</b>	<b>300.00%</b>	<b>200.00%</b>	<b>0.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$462	\$504	\$453	\$453
Contingent/Pending	2	3	2	2
<b>% In Contract</b>	<b>33.33%</b>	<b>50.00%</b>	<b>66.67%</b>	<b>66.67%</b>
Sold (THIS year)	3	3	4	4
Sold (LAST year)	5	5	5	5
<b>% of Change (Sold)</b>	<b>-40.00%</b>	<b>-40.00%</b>	<b>-20.00%</b>	<b>-20.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$424	\$424	\$397	\$397
Sold Price per Sq. Ft. (LAST year)	\$389	\$389	\$389	\$389
<b>% of Change (Sq. Ft.)</b>	<b>9.00%</b>	<b>9.00%</b>	<b>2.06%</b>	<b>2.06%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	1	1	1	1
Active (LAST year)	2	2	3	3
<b>% of Change</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-66.67%</b>	<b>-66.67%</b>
Active Price per Sq. Ft.	\$465	\$465	\$465	\$465
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	1	1	1	1
Sold (LAST year)	0	1	1	1
<b>% of Change (Sold)</b>	<b>-100.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$329	\$329	\$329	\$329
Sold Price per Sq. Ft. (LAST year)	\$0	\$416	\$416	\$416
<b>% of Change (Sq. Ft.)</b>	<b>-100.00%</b>	<b>-20.91%</b>	<b>-20.91%</b>	<b>-20.91%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - CONDO	11/18/11	11/25/11	12/2/11	12/9/11
<b>ALL</b>				
Active (THIS year)	1	0	0	0
Active (LAST year)	0	0	0	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$254	\$0	\$0	\$0
Contingent/Pending	1	2	2	2
<b>% In Contract</b>	<b>50.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	5	5	5	5
Sold (LAST year)	7	7	7	7
<b>% of Change (Sold)</b>	<b>-28.57%</b>	<b>-28.57%</b>	<b>-28.57%</b>	<b>-28.57%</b>
Sold Price per Sq. Ft. (THIS year)	\$261	\$261	\$261	\$261
Sold Price per Sq. Ft. (LAST year)	\$312	\$312	\$312	\$312
<b>% of Change (Sq. Ft.)</b>	<b>-16.35%</b>	<b>-16.35%</b>	<b>-16.35%</b>	<b>-16.35%</b>
<b>TOTAL SFR &amp; CONDO - Fairfax</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>Actives</b>	<b>19</b>	<b>16</b>	<b>12</b>	<b>12</b>
<b>Contingents/Pendings</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>12</b>
<b>Solds</b>	<b>73</b>	<b>75</b>	<b>76</b>	<b>76</b>
<b>Average DOM</b>	<b>88</b>	<b>93</b>	<b>104</b>	<b>108</b>
<b>% In Contract</b>	<b>34.48%</b>	<b>40.74%</b>	<b>50.00%</b>	<b>50.00%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	4	5	4	2
Active (LAST year)	4	4	4	2
<b>% of Change</b>	<b>0.00%</b>	<b>25.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$434	\$434	\$380	\$430
Contingent/Pending	5	5	5	6
<b>% In Contract</b>	<b>55.56%</b>	<b>50.00%</b>	<b>55.56%</b>	<b>75.00%</b>
Sold (THIS year)	19	20	21	21
Sold (LAST year)	23	23	23	23
<b>% of Change (Sold)</b>	<b>-17.39%</b>	<b>-13.04%</b>	<b>-8.70%</b>	<b>-8.70%</b>
Sold Price per Sq. Ft. (THIS year)	\$446	\$446	\$445	\$445
Sold Price per Sq. Ft. (LAST year)	\$484	\$484	\$484	\$484
<b>% of Change (Sq. Ft.)</b>	<b>-7.85%</b>	<b>-7.85%</b>	<b>-8.06%</b>	<b>-8.06%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	4	3	2	2
Active (LAST year)	4	3	2	2
<b>% of Change</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$450	\$454	\$549	\$549
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	19	19	20	20
Sold (LAST year)	21	21	21	21
<b>% of Change (Sold)</b>	<b>-9.52%</b>	<b>-9.52%</b>	<b>-4.76%</b>	<b>-4.76%</b>
Sold Price per Sq. Ft. (THIS year)	\$501	\$501	\$509	\$509
Sold Price per Sq. Ft. (LAST year)	\$481	\$481	\$481	\$481
<b>% of Change (Sq. Ft.)</b>	<b>4.16%</b>	<b>4.16%</b>	<b>5.82%</b>	<b>5.82%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	1	1
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	5	5	5	5
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>66.67%</b>	<b>66.67%</b>	<b>66.67%</b>	<b>66.67%</b>
Sold Price per Sq. Ft. (THIS year)	\$567	\$567	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$563	\$563
<b>% of Change (Sq. Ft.)</b>	<b>0.71%</b>	<b>0.71%</b>	<b>0.71%</b>	<b>0.71%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>\$2M - \$4M</b>				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	2	2	2	2
Sold (LAST year)	4	4	4	4
<b>% of Change (Sold)</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-50.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$640	\$640	\$640	\$640
Sold Price per Sq. Ft. (LAST year)	\$616	\$616	\$616	\$616
<b>% of Change (Sq. Ft.)</b>	<b>3.90%</b>	<b>3.90%</b>	<b>3.90%</b>	<b>3.90%</b>
<b>Statistics - Greenbrae - CONDO</b>				
	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	8	7	7	6
Active (LAST year)	11	13	10	9
<b>% of Change</b>	<b>-27.27%</b>	<b>-46.15%</b>	<b>-30.00%</b>	<b>-33.33%</b>
Active Price per Sq. Ft.	\$363	\$377	\$343	\$344
Contingent/Pending	5	6	4	4
<b>% In Contract</b>	<b>38.46%</b>	<b>46.15%</b>	<b>36.36%</b>	<b>40.00%</b>
Sold (THIS year)	39	40	42	43
Sold (LAST year)	33	33	33	33
<b>% of Change (Sold)</b>	<b>18.18%</b>	<b>21.21%</b>	<b>27.27%</b>	<b>30.30%</b>
Sold Price per Sq. Ft. (THIS year)	\$308	\$308	\$306	\$306
Sold Price per Sq. Ft. (LAST year)	\$354	\$354	\$354	\$354
<b>% of Change (Sq. Ft.)</b>	<b>-12.99%</b>	<b>-12.99%</b>	<b>-13.56%</b>	<b>-13.56%</b>
<b>TOTAL SFR &amp; CONDO - Greenbrae</b>				
	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>Actives</b>	<b>16</b>	<b>15</b>	<b>13</b>	<b>10</b>
<b>Contingents/Pendings</b>	<b>10</b>	<b>11</b>	<b>9</b>	<b>10</b>
<b>Solds</b>	<b>84</b>	<b>86</b>	<b>90</b>	<b>91</b>
<b>Average DOM</b>	<b>100</b>	<b>85</b>	<b>96</b>	<b>105</b>
<b>% In Contract</b>	<b>38.46%</b>	<b>42.31%</b>	<b>40.91%</b>	<b>50.00%</b>

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	5	3	3	3
Active (LAST year)	0	0	1	1
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>200.00%</b>	<b>200.00%</b>
Active Price per Sq. Ft.	\$550	\$597	\$597	\$597
Contingent/Pending	1	2	2	1
<b>% In Contract</b>	<b>16.67%</b>	<b>40.00%</b>	<b>40.00%</b>	<b>25.00%</b>
Sold (THIS year)	7	7	7	7
Sold (LAST year)	7	7	7	7
<b>% of Change (Sold)</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$482	\$482	\$482	\$482
Sold Price per Sq. Ft. (LAST year)	\$421	\$421	\$421	\$421
<b>% of Change (Sq. Ft.)</b>	<b>14.49%</b>	<b>14.49%</b>	<b>14.49%</b>	<b>14.49%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	3	3	3	3
Active (LAST year)	1	1	0	0
<b>% of Change</b>	<b>200.00%</b>	<b>200.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$530	\$530	\$530	\$530
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	19	19	19	20
Sold (LAST year)	13	14	14	14
<b>% of Change (Sold)</b>	<b>46.15%</b>	<b>35.71%</b>	<b>35.71%</b>	<b>42.86%</b>
Sold Price per Sq. Ft. (THIS year)	\$523	\$523	\$523	\$536
Sold Price per Sq. Ft. (LAST year)	\$535	\$540	\$540	\$540
<b>% of Change (Sq. Ft.)</b>	<b>-2.24%</b>	<b>-3.15%</b>	<b>-3.15%</b>	<b>-0.74%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	3	3	3	3
Active (LAST year)	2	2	2	2
<b>% of Change</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Active Price per Sq. Ft.	\$670	\$670	\$670	\$670
Contingent/Pending	2	2	2	2
<b>% In Contract</b>	<b>40.00%</b>	<b>40.00%</b>	<b>40.00%</b>	<b>40.00%</b>
Sold (THIS year)	8	8	8	8
Sold (LAST year)	15	15	15	15
<b>% of Change (Sold)</b>	<b>-46.67%</b>	<b>-46.67%</b>	<b>-46.67%</b>	<b>-46.67%</b>
Sold Price per Sq. Ft. (THIS year)	\$678	\$678	\$678	\$678
Sold Price per Sq. Ft. (LAST year)	\$607	\$607	\$607	\$607
<b>% of Change (Sq. Ft.)</b>	<b>11.70%</b>	<b>11.70%</b>	<b>11.70%</b>	<b>11.70%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	6	7	7	6
Active (LAST year)	5	5	4	5
<b>% of Change</b>	<b>20.00%</b>	<b>40.00%</b>	<b>75.00%</b>	<b>20.00%</b>
Active Price per Sq. Ft.	\$638	\$657	\$657	\$671
Contingent/Pending	1	0	0	0
<b>% In Contract</b>	<b>14.29%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	15	16	16	16
Sold (LAST year)	24	24	24	24
<b>% of Change (Sold)</b>	<b>-37.50%</b>	<b>-33.33%</b>	<b>-33.33%</b>	<b>-33.33%</b>
Sold Price per Sq. Ft. (THIS year)	\$728	\$728	\$728	\$728
Sold Price per Sq. Ft. (LAST year)	\$711	\$711	\$711	\$711
<b>% of Change (Sq. Ft.)</b>	<b>2.39%</b>	<b>2.39%</b>	<b>2.39%</b>	<b>2.39%</b>

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - Kentfield - SFR</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>\$4M+</b>				
Active (THIS year)	4	3	3	2
Active (LAST year)	6	5	5	4
<b>% of Change</b>	<b>-33.33%</b>	<b>-40.00%</b>	<b>-40.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$906	\$779	\$779	\$770
Contingent/Pending	0	0	0	1
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>33.33%</b>
Sold (THIS year)	6	6	6	6
Sold (LAST year)	1	1	1	1
<b>% of Change (Sold)</b>	<b>500.00%</b>	<b>500.00%</b>	<b>500.00%</b>	<b>500.00%</b>
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
<b>% of Change (Sq. Ft.)</b>	<b>-7.31%</b>	<b>-7.31%</b>	<b>-7.31%</b>	<b>-7.31%</b>
<b>TOTAL SFR - Kentfield</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
Actives	21	19	19	17
Contingents/Pendings	4	4	4	4
Solds	55	56	56	57
Average DOM	98	92	99	103
<b>% In Contract</b>	<b>16.00%</b>	<b>17.39%</b>	<b>17.39%</b>	<b>19.05%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	4	3	3	2
Active (LAST year)	9	8	6	8
<b>% of Change</b>	<b>-55.56%</b>	<b>-62.50%</b>	<b>-50.00%</b>	<b>-75.00%</b>
Active Price per Sq. Ft.	\$455	\$403	\$394	\$411
Contingent/Pending	2	2	2	3
<b>% In Contract</b>	<b>33.33%</b>	<b>40.00%</b>	<b>40.00%</b>	<b>60.00%</b>
Sold (THIS year)	21	22	22	22
Sold (LAST year)	21	21	22	23
<b>% of Change (Sold)</b>	<b>0.00%</b>	<b>4.76%</b>	<b>0.00%</b>	<b>-4.35%</b>
Sold Price per Sq. Ft. (THIS year)	\$473	\$473	\$473	\$473
Sold Price per Sq. Ft. (LAST year)	\$602	\$602	\$612	\$603
<b>% of Change (Sq. Ft.)</b>	<b>-21.43%</b>	<b>-21.43%</b>	<b>-22.71%</b>	<b>-21.56%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	7	6	7	6
Active (LAST year)	8	7	8	7
<b>% of Change</b>	<b>-12.50%</b>	<b>-14.29%</b>	<b>-12.50%</b>	<b>-14.29%</b>
Active Price per Sq. Ft.	\$491	\$496	\$537	\$549
Contingent/Pending	2	2	0	1
<b>% In Contract</b>	<b>22.22%</b>	<b>25.00%</b>	<b>0.00%</b>	<b>14.29%</b>
Sold (THIS year)	14	15	17	17
Sold (LAST year)	24	24	24	24
<b>% of Change (Sold)</b>	<b>-41.67%</b>	<b>-37.50%</b>	<b>-29.17%</b>	<b>-29.17%</b>
Sold Price per Sq. Ft. (THIS year)	\$537	\$554	\$559	\$559
Sold Price per Sq. Ft. (LAST year)	\$557	\$557	\$557	\$557
<b>% of Change (Sq. Ft.)</b>	<b>-3.59%</b>	<b>-0.54%</b>	<b>0.36%</b>	<b>0.36%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	2	2	3	3
Active (LAST year)	1	1	2	2
<b>% of Change</b>	<b>100.00%</b>	<b>100.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Active Price per Sq. Ft.	\$658	\$643	\$577	\$577
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	7	7	7	7
Sold (LAST year)	5	5	5	5
<b>% of Change (Sold)</b>	<b>40.00%</b>	<b>40.00%</b>	<b>40.00%</b>	<b>40.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$671	\$671	\$671	\$671
Sold Price per Sq. Ft. (LAST year)	\$633	\$633	\$633	\$633
<b>% of Change (Sq. Ft.)</b>	<b>6.00%</b>	<b>6.00%</b>	<b>6.00%</b>	<b>6.00%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	1	1	1	1
Active (LAST year)	0	0	0	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$949	\$949	\$949	\$949
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	6	6	6	6
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$854	\$854	\$854	\$854
Sold Price per Sq. Ft. (LAST year)	\$895	\$895	\$895	\$895
<b>% of Change (Sq. Ft.)</b>	<b>-4.58%</b>	<b>-4.58%</b>	<b>-4.58%</b>	<b>-4.58%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	11/18/11	11/25/11	12/2/11	12/9/11
<b>ALL</b>				
Active (THIS year)	5	5	4	4
Active (LAST year)	8	7	7	7
<b>% of Change</b>	<b>-37.50%</b>	<b>-28.57%</b>	<b>-42.86%</b>	<b>-42.86%</b>
Active Price per Sq. Ft.	\$322	\$322	\$314	\$314
Contingent/Pending	5	5	5	3
<b>% In Contract</b>	<b>50.00%</b>	<b>50.00%</b>	<b>55.56%</b>	<b>42.86%</b>
Sold (THIS year)	7	7	7	8
Sold (LAST year)	8	8	8	8
<b>% of Change (Sold)</b>	<b>-12.50%</b>	<b>-12.50%</b>	<b>-12.50%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$353	\$353	\$353	\$348
Sold Price per Sq. Ft. (LAST year)	\$412	\$412	\$412	\$412
<b>% of Change (Sq. Ft.)</b>	<b>-14.32%</b>	<b>-14.32%</b>	<b>-14.32%</b>	<b>-15.53%</b>
<b>TOTAL SFR &amp; CONDO - Larkspur</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
Actives	19	17	18	16
Contingents/Pendings	9	9	7	7
Solds	55	57	59	60
Average DOM	153	164	148	161
<b>% In Contract</b>	<b>32.14%</b>	<b>34.62%</b>	<b>28.00%</b>	<b>30.43%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	31	30	28	26
Active (LAST year)	44	40	38	37
<b>% of Change</b>	<b>-29.55%</b>	<b>-25.00%</b>	<b>-26.32%</b>	<b>-29.73%</b>
Active Price per Sq. Ft.	\$486	\$475	\$465	\$463
Contingent/Pending	23	21	22	23
<b>% In Contract</b>	<b>42.59%</b>	<b>41.18%</b>	<b>44.00%</b>	<b>46.94%</b>
Sold (THIS year)	131	133	134	137
Sold (LAST year)	104	107	109	111
<b>% of Change (Sold)</b>	<b>25.96%</b>	<b>24.30%</b>	<b>22.94%</b>	<b>23.42%</b>
Sold Price per Sq. Ft. (THIS year)	\$452	\$453	\$453	\$454
Sold Price per Sq. Ft. (LAST year)	\$513	\$515	\$514	\$510
<b>% of Change (Sq. Ft.)</b>	<b>-11.89%</b>	<b>-12.04%</b>	<b>-11.87%</b>	<b>-10.98%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	19	19	18	16
Active (LAST year)	28	26	25	22
<b>% of Change</b>	<b>-32.14%</b>	<b>-26.92%</b>	<b>-28.00%</b>	<b>-27.27%</b>
Active Price per Sq. Ft.	\$480	\$472	\$471	\$498
Contingent/Pending	7	3	5	8
<b>% In Contract</b>	<b>26.92%</b>	<b>13.64%</b>	<b>21.74%</b>	<b>33.33%</b>
Sold (THIS year)	60	64	64	64
Sold (LAST year)	54	57	60	61
<b>% of Change (Sold)</b>	<b>11.11%</b>	<b>12.28%</b>	<b>6.67%</b>	<b>4.92%</b>
Sold Price per Sq. Ft. (THIS year)	\$539	\$534	\$534	\$534
Sold Price per Sq. Ft. (LAST year)	\$531	\$531	\$533	\$534
<b>% of Change (Sq. Ft.)</b>	<b>1.51%</b>	<b>0.56%</b>	<b>0.19%</b>	<b>0.00%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	10	8	5	5
Active (LAST year)	21	19	15	14
<b>% of Change</b>	<b>-52.38%</b>	<b>-57.89%</b>	<b>-66.67%</b>	<b>-64.29%</b>
Active Price per Sq. Ft.	\$598	\$604	\$567	\$567
Contingent/Pending	3	3	3	3
<b>% In Contract</b>	<b>23.08%</b>	<b>27.27%</b>	<b>37.50%</b>	<b>37.50%</b>
Sold (THIS year)	33	34	34	34
Sold (LAST year)	36	36	36	38
<b>% of Change (Sold)</b>	<b>-8.33%</b>	<b>-5.56%</b>	<b>-5.56%</b>	<b>-10.53%</b>
Sold Price per Sq. Ft. (THIS year)	\$595	\$592	\$592	\$592
Sold Price per Sq. Ft. (LAST year)	\$617	\$617	\$617	\$612
<b>% of Change (Sq. Ft.)</b>	<b>-3.57%</b>	<b>-4.05%</b>	<b>-4.05%</b>	<b>-3.27%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	6	4	5	5
Active (LAST year)	14	14	12	10
<b>% of Change</b>	<b>-57.14%</b>	<b>-71.43%</b>	<b>-58.33%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$678	\$675	\$651	\$651
Contingent/Pending	3	2	1	1
<b>% In Contract</b>	<b>33.33%</b>	<b>33.33%</b>	<b>16.67%</b>	<b>16.67%</b>
Sold (THIS year)	19	20	20	20
Sold (LAST year)	27	28	28	29
<b>% of Change (Sold)</b>	<b>-29.63%</b>	<b>-28.57%</b>	<b>-28.57%</b>	<b>-31.03%</b>
Sold Price per Sq. Ft. (THIS year)	\$777	\$771	\$771	\$771
Sold Price per Sq. Ft. (LAST year)	\$667	\$668	\$668	\$663
<b>% of Change (Sq. Ft.)</b>	<b>16.49%</b>	<b>15.42%</b>	<b>15.42%</b>	<b>16.29%</b>

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - Mill Valley - SFR</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>\$4M+</b>				
Active (THIS year)	4	4	2	2
Active (LAST year)	5	3	4	4
<b>% of Change</b>	<b>-20.00%</b>	<b>33.33%</b>	<b>-50.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$1,000	\$1,000	\$1,048	\$1,048
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	2	2	2	2
Sold (LAST year)	2	2	2	2
<b>% of Change (Sold)</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$940	\$940	\$940	\$940
Sold Price per Sq. Ft. (LAST year)	\$700	\$700	\$700	\$700
<b>% of Change (Sq. Ft.)</b>	<b>34.29%</b>	<b>34.29%</b>	<b>34.29%</b>	<b>34.29%</b>
<b>Statistics - Mill Valley - CONDO</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	19	18	16	16
Active (LAST year)	19	18	15	16
<b>% of Change</b>	<b>0.00%</b>	<b>0.00%</b>	<b>6.67%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$452	\$452	\$447	\$450
Contingent/Pending	7	6	5	5
<b>% In Contract</b>	<b>26.92%</b>	<b>25.00%</b>	<b>23.81%</b>	<b>23.81%</b>
Sold (THIS year)	39	40	42	42
Sold (LAST year)	24	26	26	27
<b>% of Change (Sold)</b>	<b>62.50%</b>	<b>53.85%</b>	<b>61.54%</b>	<b>55.56%</b>
Sold Price per Sq. Ft. (THIS year)	\$415	\$414	\$417	\$417
Sold Price per Sq. Ft. (LAST year)	\$456	\$447	\$447	\$446
<b>% of Change (Sq. Ft.)</b>	<b>-8.99%</b>	<b>-7.38%</b>	<b>-6.71%</b>	<b>-6.50%</b>
<b>TOTAL SFR &amp; CONDO - Mill Valley</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>Actives</b>	<b>89</b>	<b>83</b>	<b>74</b>	<b>70</b>
<b>Contingents/Pendings</b>	<b>43</b>	<b>35</b>	<b>36</b>	<b>40</b>
<b>Solds</b>	<b>284</b>	<b>293</b>	<b>296</b>	<b>299</b>
<b>Average DOM</b>	<b>108</b>	<b>107</b>	<b>103</b>	<b>107</b>
<b>% In Contract</b>	<b>32.58%</b>	<b>29.66%</b>	<b>32.73%</b>	<b>36.36%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	87	78	70	67
Active (LAST year)	129	113	105	104
<b>% of Change</b>	<b>-32.56%</b>	<b>-30.97%</b>	<b>-33.33%</b>	<b>-35.58%</b>
Active Price per Sq. Ft.	\$278	\$278	\$276	\$280
Contingent/Pending	81	79	76	79
<b>% In Contract</b>	<b>48.21%</b>	<b>50.32%</b>	<b>52.05%</b>	<b>54.11%</b>
Sold (THIS year)	347	354	361	366
Sold (LAST year)	327	332	338	343
<b>% of Change (Sold)</b>	<b>6.12%</b>	<b>6.63%</b>	<b>6.80%</b>	<b>6.71%</b>
Sold Price per Sq. Ft. (THIS year)	\$278	\$278	\$277	\$278
Sold Price per Sq. Ft. (LAST year)	\$301	\$301	\$300	\$300
<b>% of Change (Sq. Ft.)</b>	<b>-7.64%</b>	<b>-7.64%</b>	<b>-7.67%</b>	<b>-7.33%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	11	11	10	9
Active (LAST year)	16	18	15	13
<b>% of Change</b>	<b>-31.25%</b>	<b>-38.89%</b>	<b>-33.33%</b>	<b>-30.77%</b>
Active Price per Sq. Ft.	\$353	\$353	\$353	\$356
Contingent/Pending	5	4	4	2
<b>% In Contract</b>	<b>31.25%</b>	<b>26.67%</b>	<b>28.57%</b>	<b>18.18%</b>
Sold (THIS year)	15	16	16	18
Sold (LAST year)	25	25	25	26
<b>% of Change (Sold)</b>	<b>-40.00%</b>	<b>-36.00%</b>	<b>-36.00%</b>	<b>-30.77%</b>
Sold Price per Sq. Ft. (THIS year)	\$268	\$273	\$273	\$282
Sold Price per Sq. Ft. (LAST year)	\$321	\$321	\$321	\$317
<b>% of Change (Sq. Ft.)</b>	<b>-16.51%</b>	<b>-14.95%</b>	<b>-14.95%</b>	<b>-11.04%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	6	6	6
<b>% of Change</b>	<b>-33.33%</b>	<b>-33.33%</b>	<b>-33.33%</b>	<b>-33.33%</b>
Active Price per Sq. Ft.	\$367	\$367	\$423	\$423
Contingent/Pending	0	0	1	1
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>20.00%</b>	<b>20.00%</b>
Sold (THIS year)	0	0	0	0
Sold (LAST year)	1	1	1	1
<b>% of Change (Sold)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$403	\$403	\$403	\$403
<b>% of Change (Sq. Ft.)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>\$2M - \$4M</b>				
Active (THIS year)	2	2	2	2
Active (LAST year)	8	8	7	5
<b>% of Change</b>	<b>-75.00%</b>	<b>-75.00%</b>	<b>-71.43%</b>	<b>-60.00%</b>
Active Price per Sq. Ft.	\$416	\$416	\$416	\$416
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	0	0	0	0
Sold (LAST year)	0	0	0	0
<b>% of Change (Sold)</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
<b>% of Change (Sq. Ft.)</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Statistics - Novato - CONDO</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	40	35	36	37
Active (LAST year)	65	63	60	50
<b>% of Change</b>	<b>-38.46%</b>	<b>-44.44%</b>	<b>-40.00%</b>	<b>-26.00%</b>
Active Price per Sq. Ft.	\$220	\$220	\$215	\$211
Contingent/Pending	53	54	50	46
<b>% In Contract</b>	<b>56.99%</b>	<b>60.67%</b>	<b>58.14%</b>	<b>55.42%</b>
Sold (THIS year)	163	166	171	176
Sold (LAST year)	143	151	153	156
<b>% of Change (Sold)</b>	<b>13.99%</b>	<b>9.93%</b>	<b>11.76%</b>	<b>12.82%</b>
Sold Price per Sq. Ft. (THIS year)	\$199	\$200	\$199	\$199
Sold Price per Sq. Ft. (LAST year)	\$229	\$228	\$228	\$228
<b>% of Change (Sq. Ft.)</b>	<b>-13.10%</b>	<b>-12.28%</b>	<b>-12.72%</b>	<b>-12.72%</b>
<b>TOTAL SFR &amp; CONDO - Novato</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>Actives</b>	<b>144</b>	<b>130</b>	<b>122</b>	<b>119</b>
<b>Contingents/Pendings</b>	<b>139</b>	<b>137</b>	<b>131</b>	<b>128</b>
<b>Solds</b>	<b>525</b>	<b>536</b>	<b>548</b>	<b>560</b>
<b>Average DOM</b>	<b>97</b>	<b>102</b>	<b>112</b>	<b>109</b>
<b>% In Contract</b>	<b>49.12%</b>	<b>51.31%</b>	<b>51.78%</b>	<b>51.82%</b>

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	2	2	3	1
Active (LAST year)	1	1	2	1
<b>% of Change</b>	<b>100.00%</b>	<b>100.00%</b>	<b>50.00%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$418	\$412	\$504	\$520
Contingent/Pending	1	1	1	3
<b>% In Contract</b>	<b>33.33%</b>	<b>33.33%</b>	<b>25.00%</b>	<b>75.00%</b>
Sold (THIS year)	4	4	4	4
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>33.33%</b>	<b>33.33%</b>	<b>33.33%</b>	<b>33.33%</b>
Sold Price per Sq. Ft. (THIS year)	\$479	\$479	\$479	\$479
Sold Price per Sq. Ft. (LAST year)	\$497	\$497	\$497	\$497
<b>% of Change (Sq. Ft.)</b>	<b>-3.62%</b>	<b>-3.62%</b>	<b>-3.62%</b>	<b>-3.62%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	1	1	1	1
Active (LAST year)	2	2	2	2
<b>% of Change</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-50.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$839	\$839	\$775	\$775
Contingent/Pending	2	1	1	1
<b>% In Contract</b>	<b>66.67%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Sold (THIS year)	3	4	4	4
Sold (LAST year)	4	4	4	4
<b>% of Change (Sold)</b>	<b>-25.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$708	\$714	\$714	\$714
Sold Price per Sq. Ft. (LAST year)	\$545	\$545	\$545	\$545
<b>% of Change (Sq. Ft.)</b>	<b>29.91%</b>	<b>31.01%</b>	<b>31.01%</b>	<b>31.01%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	1	1	1	1
Active (LAST year)	0	0	0	0
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$1,122	\$1,122	\$1,122	\$1,122
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Sold (THIS year)	7	7	7	7
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>133.33%</b>	<b>133.33%</b>	<b>133.33%</b>	<b>133.33%</b>
Sold Price per Sq. Ft. (THIS year)	\$804	\$804	\$804	\$804
Sold Price per Sq. Ft. (LAST year)	\$654	\$654	\$654	\$654
<b>% of Change (Sq. Ft.)</b>	<b>22.94%</b>	<b>22.94%</b>	<b>22.94%</b>	<b>22.94%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	4	3	3	3
Active (LAST year)	4	4	5	5
<b>% of Change</b>	<b>0.00%</b>	<b>-25.00%</b>	<b>-40.00%</b>	<b>-40.00%</b>
Active Price per Sq. Ft.	\$692	\$649	\$649	\$649
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>20.00%</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>
Sold (THIS year)	6	6	6	6
Sold (LAST year)	4	4	4	4
<b>% of Change (Sold)</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$880	\$880	\$880	\$880
Sold Price per Sq. Ft. (LAST year)	\$704	\$704	\$704	\$704
<b>% of Change (Sq. Ft.)</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - Ross - SFR</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>\$4M+</b>				
Active (THIS year)	4	3	3	3
Active (LAST year)	8	8	5	5
<b>% of Change</b>	<b>-50.00%</b>	<b>-62.50%</b>	<b>-40.00%</b>	<b>-40.00%</b>
Active Price per Sq. Ft.	\$952	\$952	\$952	\$952
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	6	6	6	6
Sold (LAST year)	3	4	4	4
<b>% of Change (Sold)</b>	<b>100.00%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>50.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$1,187	\$1,187	\$1,187	\$1,187
Sold Price per Sq. Ft. (LAST year)	\$1,028	\$981	\$981	\$981
<b>% of Change (Sq. Ft.)</b>	<b>15.47%</b>	<b>21.00%</b>	<b>21.00%</b>	<b>21.00%</b>
<b>TOTAL SFR - Ross</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
Actives	12	10	11	9
Contingents/Pendings	5	4	4	6
Solds	26	27	27	27
Average DOM	70	70	70	86
<b>% In Contract</b>	<b>29.41%</b>	<b>28.57%</b>	<b>26.67%</b>	<b>40.00%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	30	29	29	28
Active (LAST year)	40	41	40	35
<b>% of Change</b>	<b>-25.00%</b>	<b>-29.27%</b>	<b>-27.50%</b>	<b>-20.00%</b>
Active Price per Sq. Ft.	\$429	\$405	\$409	\$410
Contingent/Pending	18	16	17	17
<b>% In Contract</b>	<b>37.50%</b>	<b>35.56%</b>	<b>36.96%</b>	<b>37.78%</b>
Sold (THIS year)	83	84	84	85
Sold (LAST year)	97	98	99	100
<b>% of Change (Sold)</b>	<b>-14.43%</b>	<b>-14.29%</b>	<b>-15.15%</b>	<b>-15.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$414	\$414	\$414	\$415
Sold Price per Sq. Ft. (LAST year)	\$424	\$424	\$424	\$424
<b>% of Change (Sq. Ft.)</b>	<b>-2.36%</b>	<b>-2.36%</b>	<b>-2.36%</b>	<b>-2.12%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	9	8	7	6
Active (LAST year)	6	5	5	5
<b>% of Change</b>	<b>50.00%</b>	<b>60.00%</b>	<b>40.00%</b>	<b>20.00%</b>
Active Price per Sq. Ft.	\$476	\$467	\$467	\$468
Contingent/Pending	6	6	5	5
<b>% In Contract</b>	<b>40.00%</b>	<b>42.86%</b>	<b>41.67%</b>	<b>45.45%</b>
Sold (THIS year)	17	18	19	20
Sold (LAST year)	31	31	31	31
<b>% of Change (Sold)</b>	<b>-45.16%</b>	<b>-41.94%</b>	<b>-38.71%</b>	<b>-35.48%</b>
Sold Price per Sq. Ft. (THIS year)	\$466	\$461	\$490	\$483
Sold Price per Sq. Ft. (LAST year)	\$473	\$473	\$473	\$473
<b>% of Change (Sq. Ft.)</b>	<b>-1.48%</b>	<b>-2.54%</b>	<b>3.59%</b>	<b>2.11%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	2	2	3	3
Active (LAST year)	1	2	1	1
<b>% of Change</b>	<b>100.00%</b>	<b>0.00%</b>	<b>200.00%</b>	<b>200.00%</b>
Active Price per Sq. Ft.	\$607	\$607	\$598	\$598
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>33.33%</b>	<b>33.33%</b>	<b>25.00%</b>	<b>25.00%</b>
Sold (THIS year)	8	8	8	8
Sold (LAST year)	5	6	6	6
<b>% of Change (Sold)</b>	<b>60.00%</b>	<b>33.33%</b>	<b>33.33%</b>	<b>33.33%</b>
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$474	\$476	\$476	\$476
<b>% of Change (Sq. Ft.)</b>	<b>17.51%</b>	<b>17.02%</b>	<b>17.02%</b>	<b>17.02%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	6	5	4
<b>% of Change</b>	<b>-33.33%</b>	<b>-33.33%</b>	<b>-20.00%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$586	\$586	\$586	\$578
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>20.00%</b>	<b>20.00%</b>	<b>20.00%</b>	<b>20.00%</b>
Sold (THIS year)	7	7	7	7
Sold (LAST year)	1	1	1	1
<b>% of Change (Sold)</b>	<b>600.00%</b>	<b>600.00%</b>	<b>600.00%</b>	<b>600.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$612	\$612	\$612	\$612
<b>% of Change (Sq. Ft.)</b>	<b>-8.99%</b>	<b>-8.99%</b>	<b>-8.99%</b>	<b>-8.99%</b>

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - San Anselmo - CONDO</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	0	0	0	0
Active (LAST year)	4	4	4	4
<b>% of Change</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	2	1	1	1
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	7	8	8	8
Sold (LAST year)	5	5	5	5
<b>% of Change (Sold)</b>	<b>40.00%</b>	<b>60.00%</b>	<b>60.00%</b>	<b>60.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$352	\$353	\$353	\$353
Sold Price per Sq. Ft. (LAST year)	\$405	\$405	\$405	\$405
<b>% of Change (Sq. Ft.)</b>	<b>-13.09%</b>	<b>-12.84%</b>	<b>-12.84%</b>	<b>-12.84%</b>
<b>TOTAL SFR &amp; CONDO - San Anselmo</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
Actives	45	43	43	41
Contingents/Pendings	28	25	25	25
Solds	122	125	126	128
Average DOM	82	87	89	89
<b>% In Contract</b>	<b>38.36%</b>	<b>36.76%</b>	<b>36.76%</b>	<b>37.88%</b>

*N/A - Information not found.*



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	92	89	79	80
Active (LAST year)	131	114	100	110
<b>% of Change</b>	<b>-29.77%</b>	<b>-21.93%</b>	<b>-21.00%</b>	<b>-27.27%</b>
Active Price per Sq. Ft.	\$376	\$374	\$376	\$377
Contingent/Pending	77	72	81	76
<b>% In Contract</b>	<b>45.56%</b>	<b>44.72%</b>	<b>50.63%</b>	<b>48.72%</b>
Sold (THIS year)	332	342	343	352
Sold (LAST year)	304	314	323	335
<b>% of Change (Sold)</b>	<b>9.21%</b>	<b>8.92%</b>	<b>6.19%</b>	<b>5.07%</b>
Sold Price per Sq. Ft. (THIS year)	\$347	\$347	\$347	\$346
Sold Price per Sq. Ft. (LAST year)	\$375	\$374	\$373	\$373
<b>% of Change (Sq. Ft.)</b>	<b>-7.47%</b>	<b>-7.22%</b>	<b>-6.97%</b>	<b>-7.24%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	18	15	12	12
Active (LAST year)	23	21	18	17
<b>% of Change</b>	<b>-21.74%</b>	<b>-28.57%</b>	<b>-33.33%</b>	<b>-29.41%</b>
Active Price per Sq. Ft.	\$422	\$420	\$418	\$422
Contingent/Pending	2	3	2	2
<b>% In Contract</b>	<b>10.00%</b>	<b>16.67%</b>	<b>14.29%</b>	<b>14.29%</b>
Sold (THIS year)	32	33	34	34
Sold (LAST year)	33	33	34	34
<b>% of Change (Sold)</b>	<b>-3.03%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$393	\$392	\$390	\$390
Sold Price per Sq. Ft. (LAST year)	\$427	\$427	\$427	\$427
<b>% of Change (Sq. Ft.)</b>	<b>-7.96%</b>	<b>-8.20%</b>	<b>-8.67%</b>	<b>-8.67%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	8	6	6	6
Active (LAST year)	9	8	8	8
<b>% of Change</b>	<b>-11.11%</b>	<b>-25.00%</b>	<b>-25.00%</b>	<b>-25.00%</b>
Active Price per Sq. Ft.	\$412	\$410	\$407	\$437
Contingent/Pending	2	2	2	2
<b>% In Contract</b>	<b>20.00%</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>
Sold (THIS year)	13	13	13	13
Sold (LAST year)	11	11	11	11
<b>% of Change (Sold)</b>	<b>18.18%</b>	<b>18.18%</b>	<b>18.18%</b>	<b>18.18%</b>
Sold Price per Sq. Ft. (THIS year)	\$411	\$411	\$411	\$411
Sold Price per Sq. Ft. (LAST year)	\$469	\$469	\$469	\$469
<b>% of Change (Sq. Ft.)</b>	<b>-12.37%</b>	<b>-12.37%</b>	<b>-12.37%</b>	<b>-12.37%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	9	8	8	7
Active (LAST year)	9	7	7	7
<b>% of Change</b>	<b>0.00%</b>	<b>14.29%</b>	<b>14.29%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$509	\$514	\$519	\$506
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>10.00%</b>	<b>11.11%</b>	<b>11.11%</b>	<b>12.50%</b>
Sold (THIS year)	4	4	4	4
Sold (LAST year)	3	3	3	3
<b>% of Change (Sold)</b>	<b>33.33%</b>	<b>33.33%</b>	<b>33.33%</b>	<b>33.33%</b>
Sold Price per Sq. Ft. (THIS year)	\$512	\$512	\$512	\$512
Sold Price per Sq. Ft. (LAST year)	\$588	\$588	\$588	\$588
<b>% of Change (Sq. Ft.)</b>	<b>-12.93%</b>	<b>-12.93%</b>	<b>-12.93%</b>	<b>-12.93%</b>

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - San Rafael - CONDO</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	53	56	60	57
Active (LAST year)	80	75	68	69
<b>% of Change</b>	<b>-33.75%</b>	<b>-25.33%</b>	<b>-11.76%</b>	<b>-17.39%</b>
Active Price per Sq. Ft.	\$294	\$293	\$288	\$290
Contingent/Pending	49	49	45	45
<b>% In Contract</b>	<b>48.04%</b>	<b>46.67%</b>	<b>42.86%</b>	<b>44.12%</b>
Sold (THIS year)	144	146	149	155
Sold (LAST year)	127	131	136	137
<b>% of Change (Sold)</b>	<b>13.39%</b>	<b>11.45%</b>	<b>9.56%</b>	<b>13.14%</b>
Sold Price per Sq. Ft. (THIS year)	\$244	\$244	\$245	\$246
Sold Price per Sq. Ft. (LAST year)	\$275	\$275	\$272	\$272
<b>% of Change (Sq. Ft.)</b>	<b>-11.27%</b>	<b>-11.27%</b>	<b>-9.93%</b>	<b>-9.56%</b>
<b>TOTAL SFR &amp; CONDO - San Rafael</b>				
<b>Actives</b>	<b>180</b>	<b>174</b>	<b>165</b>	<b>162</b>
<b>Contingents/Pendings</b>	<b>131</b>	<b>127</b>	<b>131</b>	<b>126</b>
<b>Solds</b>	<b>525</b>	<b>538</b>	<b>543</b>	<b>558</b>
<b>Average DOM</b>	<b>102</b>	<b>104</b>	<b>106</b>	<b>111</b>
<b>% In Contract</b>	<b>42.12%</b>	<b>42.19%</b>	<b>44.26%</b>	<b>43.75%</b>



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	5	5	4	3
Active (LAST year)	5	4	3	2
<b>% of Change</b>	<b>0.00%</b>	<b>25.00%</b>	<b>33.33%</b>	<b>50.00%</b>
Active Price per Sq. Ft.	\$585	\$569	\$519	\$397
Contingent/Pending	5	3	4	5
<b>% In Contract</b>	<b>50.00%</b>	<b>37.50%</b>	<b>50.00%</b>	<b>62.50%</b>
Sold (THIS year)	20	22	22	22
Sold (LAST year)	16	16	16	17
<b>% of Change (Sold)</b>	<b>25.00%</b>	<b>37.50%</b>	<b>37.50%</b>	<b>29.41%</b>
Sold Price per Sq. Ft. (THIS year)	\$428	\$436	\$436	\$436
Sold Price per Sq. Ft. (LAST year)	\$560	\$560	\$560	\$559
<b>% of Change (Sq. Ft.)</b>	<b>-23.57%</b>	<b>-22.14%</b>	<b>-22.14%</b>	<b>-22.00%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	5	5	4	5
Active (LAST year)	12	11	11	10
<b>% of Change</b>	<b>-58.33%</b>	<b>-54.55%</b>	<b>-63.64%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$586	\$586	\$641	\$706
Contingent/Pending	1	1	1	1
<b>% In Contract</b>	<b>16.67%</b>	<b>16.67%</b>	<b>20.00%</b>	<b>16.67%</b>
Sold (THIS year)	19	20	20	20
Sold (LAST year)	14	14	14	14
<b>% of Change (Sold)</b>	<b>35.71%</b>	<b>42.86%</b>	<b>42.86%</b>	<b>42.86%</b>
Sold Price per Sq. Ft. (THIS year)	\$532	\$553	\$553	\$553
Sold Price per Sq. Ft. (LAST year)	\$643	\$643	\$643	\$643
<b>% of Change (Sq. Ft.)</b>	<b>-17.26%</b>	<b>-14.00%</b>	<b>-14.00%</b>	<b>-14.00%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	6	5	4	3
Active (LAST year)	4	4	3	4
<b>% of Change</b>	<b>50.00%</b>	<b>25.00%</b>	<b>33.33%</b>	<b>-25.00%</b>
Active Price per Sq. Ft.	\$698	\$698	\$689	\$586
Contingent/Pending	2	1	0	1
<b>% In Contract</b>	<b>25.00%</b>	<b>16.67%</b>	<b>0.00%</b>	<b>25.00%</b>
Sold (THIS year)	11	11	12	12
Sold (LAST year)	5	6	7	7
<b>% of Change (Sold)</b>	<b>120.00%</b>	<b>83.33%</b>	<b>71.43%</b>	<b>71.43%</b>
Sold Price per Sq. Ft. (THIS year)	\$582	\$582	\$579	\$579
Sold Price per Sq. Ft. (LAST year)	\$597	\$613	\$602	\$602
<b>% of Change (Sq. Ft.)</b>	<b>-2.51%</b>	<b>-5.06%</b>	<b>-3.82%</b>	<b>-3.82%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	7	7	5	5
Active (LAST year)	10	9	8	9
<b>% of Change</b>	<b>-30.00%</b>	<b>-22.22%</b>	<b>-37.50%</b>	<b>-44.44%</b>
Active Price per Sq. Ft.	\$871	\$871	\$894	\$894
Contingent/Pending	3	2	2	1
<b>% In Contract</b>	<b>30.00%</b>	<b>22.22%</b>	<b>28.57%</b>	<b>16.67%</b>
Sold (THIS year)	11	12	12	13
Sold (LAST year)	4	4	4	4
<b>% of Change (Sold)</b>	<b>175.00%</b>	<b>200.00%</b>	<b>200.00%</b>	<b>225.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$655	\$649	\$649	\$665
Sold Price per Sq. Ft. (LAST year)	\$665	\$665	\$665	\$665
<b>% of Change (Sq. Ft.)</b>	<b>-1.50%</b>	<b>-2.41%</b>	<b>-2.41%</b>	<b>0.00%</b>

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$4M+</b>				
Active (THIS year)	2	2	2	2
Active (LAST year)	5	5	5	4
<b>% of Change</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-50.00%</b>
Active Price per Sq. Ft.	\$981	\$981	\$981	\$981
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	0	0	0	0
Sold (LAST year)	2	2	2	2
<b>% of Change (Sold)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$821	\$821	\$821	\$821
<b>% of Change (Sq. Ft.)</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
<b>Statistics - Sausalito - CONDO</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>ALL</b>				
Active (THIS year)	17	16	14	15
Active (LAST year)	23	22	21	19
<b>% of Change</b>	<b>-26.09%</b>	<b>-27.27%</b>	<b>-33.33%</b>	<b>-21.05%</b>
Active Price per Sq. Ft.	\$427	\$440	\$430	\$416
Contingent/Pending	12	13	9	8
<b>% In Contract</b>	<b>41.38%</b>	<b>44.83%</b>	<b>39.13%</b>	<b>34.78%</b>
Sold (THIS year)	37	37	41	42
Sold (LAST year)	34	35	35	36
<b>% of Change (Sold)</b>	<b>8.82%</b>	<b>5.71%</b>	<b>17.14%</b>	<b>16.67%</b>
Sold Price per Sq. Ft. (THIS year)	\$433	\$433	\$414	\$412
Sold Price per Sq. Ft. (LAST year)	\$426	\$427	\$427	\$422
<b>% of Change (Sq. Ft.)</b>	<b>1.64%</b>	<b>1.41%</b>	<b>-3.04%</b>	<b>-2.37%</b>
<b>TOTAL SFR &amp; CONDO - Sausalito</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>Actives</b>	<b>42</b>	<b>40</b>	<b>33</b>	<b>33</b>
<b>Contingents/Pendings</b>	<b>23</b>	<b>20</b>	<b>16</b>	<b>16</b>
<b>Solds</b>	<b>98</b>	<b>102</b>	<b>107</b>	<b>109</b>
<b>Average DOM</b>	<b>151</b>	<b>159</b>	<b>167</b>	<b>163</b>
<b>% In Contract</b>	<b>35.38%</b>	<b>33.33%</b>	<b>32.65%</b>	<b>32.65%</b>

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	11/18/11	11/25/11	12/2/11	12/9/11
<b>\$0 - \$999K</b>				
Active (THIS year)	5	5	3	6
Active (LAST year)	3	3	3	3
<b>% of Change</b>	<b>66.67%</b>	<b>66.67%</b>	<b>0.00%</b>	<b>100.00%</b>
Active Price per Sq. Ft.	\$589	\$589	\$588	\$573
Contingent/Pending	6	4	4	3
<b>% In Contract</b>	<b>54.55%</b>	<b>44.44%</b>	<b>57.14%</b>	<b>33.33%</b>
Sold (THIS year)	14	16	17	17
Sold (LAST year)	13	13	15	16
<b>% of Change (Sold)</b>	<b>7.69%</b>	<b>23.08%</b>	<b>13.33%</b>	<b>6.25%</b>
Sold Price per Sq. Ft. (THIS year)	\$611	\$604	\$597	\$597
Sold Price per Sq. Ft. (LAST year)	\$612	\$612	\$620	\$598
<b>% of Change (Sq. Ft.)</b>	<b>-0.16%</b>	<b>-1.31%</b>	<b>-3.71%</b>	<b>-0.17%</b>
<b>\$1M - \$1.499M</b>				
Active (THIS year)	3	2	2	2
Active (LAST year)	2	2	2	2
<b>% of Change</b>	<b>50.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Active Price per Sq. Ft.	\$520	\$495	\$483	\$483
Contingent/Pending	4	5	4	4
<b>% In Contract</b>	<b>57.14%</b>	<b>71.43%</b>	<b>66.67%</b>	<b>66.67%</b>
Sold (THIS year)	22	23	24	24
Sold (LAST year)	18	18	19	19
<b>% of Change (Sold)</b>	<b>22.22%</b>	<b>27.78%</b>	<b>26.32%</b>	<b>26.32%</b>
Sold Price per Sq. Ft. (THIS year)	\$539	\$539	\$532	\$532
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$556	\$556
<b>% of Change (Sq. Ft.)</b>	<b>-4.26%</b>	<b>-4.26%</b>	<b>-4.32%</b>	<b>-4.32%</b>
<b>\$1.5M - \$2M</b>				
Active (THIS year)	9	10	8	9
Active (LAST year)	18	17	14	14
<b>% of Change</b>	<b>-50.00%</b>	<b>-41.18%</b>	<b>-42.86%</b>	<b>-35.71%</b>
Active Price per Sq. Ft.	\$787	\$772	\$733	\$790
Contingent/Pending	3	2	4	3
<b>% In Contract</b>	<b>25.00%</b>	<b>16.67%</b>	<b>33.33%</b>	<b>25.00%</b>
Sold (THIS year)	20	21	22	22
Sold (LAST year)	18	18	18	18
<b>% of Change (Sold)</b>	<b>11.11%</b>	<b>16.67%</b>	<b>22.22%</b>	<b>22.22%</b>
Sold Price per Sq. Ft. (THIS year)	\$608	\$614	\$611	\$611
Sold Price per Sq. Ft. (LAST year)	\$609	\$609	\$609	\$609
<b>% of Change (Sq. Ft.)</b>	<b>-0.16%</b>	<b>0.82%</b>	<b>0.33%</b>	<b>0.33%</b>
<b>\$2M - \$4M</b>				
Active (THIS year)	15	13	9	10
Active (LAST year)	19	16	16	14
<b>% of Change</b>	<b>-21.05%</b>	<b>-18.75%</b>	<b>-43.75%</b>	<b>-28.57%</b>
Active Price per Sq. Ft.	\$735	\$785	\$785	\$762
Contingent/Pending	4	4	5	3
<b>% In Contract</b>	<b>21.05%</b>	<b>23.53%</b>	<b>35.71%</b>	<b>23.08%</b>
Sold (THIS year)	26	27	28	29
Sold (LAST year)	35	37	37	37
<b>% of Change (Sold)</b>	<b>-25.71%</b>	<b>-27.03%</b>	<b>-24.32%</b>	<b>-21.62%</b>
Sold Price per Sq. Ft. (THIS year)	\$746	\$745	\$747	\$733
Sold Price per Sq. Ft. (LAST year)	\$714	\$722	\$722	\$722
<b>% of Change (Sq. Ft.)</b>	<b>4.48%</b>	<b>3.19%</b>	<b>3.46%</b>	<b>1.52%</b>

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



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

<b>Statistics - Tiburon - SFR</b>	<b>11/18/11</b>	<b>11/25/11</b>	<b>12/2/11</b>	<b>12/9/11</b>
<b>\$4M+</b>				
Active (THIS year)	15	16	13	13
Active (LAST year)	20	19	18	17
<b>% of Change</b>	<b>-25.00%</b>	<b>-15.79%</b>	<b>-27.78%</b>	<b>-23.53%</b>
Active Price per Sq. Ft.	\$1,319	\$1,323	\$1,394	\$1,394
Contingent/Pending	0	0	0	0
<b>% In Contract</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
Sold (THIS year)	2	2	2	2
Sold (LAST year)	5	5	5	5
<b>% of Change (Sold)</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>	<b>-60.00%</b>
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
<b>% of Change (Sq. Ft.)</b>	<b>-4.34%</b>	<b>-4.34%</b>	<b>-4.34%</b>	<b>-4.34%</b>
<b>Statistics - Tiburon - CONDO</b>				
<b>ALL</b>				
Active (THIS year)	14	11	11	11
Active (LAST year)	18	19	18	18
<b>% of Change</b>	<b>-22.22%</b>	<b>-42.11%</b>	<b>-38.89%</b>	<b>-38.89%</b>
Active Price per Sq. Ft.	\$563	\$525	\$525	\$531
Contingent/Pending	5	6	5	5
<b>% In Contract</b>	<b>26.32%</b>	<b>35.29%</b>	<b>31.25%</b>	<b>31.25%</b>
Sold (THIS year)	30	30	31	31
Sold (LAST year)	21	21	21	21
<b>% of Change (Sold)</b>	<b>42.86%</b>	<b>42.86%</b>	<b>47.62%</b>	<b>47.62%</b>
Sold Price per Sq. Ft. (THIS year)	\$453	\$453	\$449	\$449
Sold Price per Sq. Ft. (LAST year)	\$560	\$560	\$560	\$560
<b>% of Change (Sq. Ft.)</b>	<b>-19.11%</b>	<b>-19.11%</b>	<b>-19.82%</b>	<b>-19.82%</b>
<b>TOTAL SFR &amp; CONDO - Tiburon</b>				
<b>Actives</b>	<b>61</b>	<b>57</b>	<b>46</b>	<b>51</b>
<b>Contingents/Pendings</b>	<b>22</b>	<b>21</b>	<b>22</b>	<b>18</b>
<b>Solds</b>	<b>114</b>	<b>119</b>	<b>124</b>	<b>125</b>
<b>Average DOM</b>	<b>177</b>	<b>171</b>	<b>179</b>	<b>159</b>
<b>% In Contract</b>	<b>26.51%</b>	<b>26.92%</b>	<b>32.35%</b>	<b>26.09%</b>