

Marin County -- A Brief Summary

- Inventory of single family homes and condos is up compared to the previous month. Compared to the same month last year inventory in both categories is down.
- Compared to the previous month the number of single family homes and condos that sold is down. Compared to the same month last year, the number of sales of single family homes is up significantly but down for condos.
- Average selling prices compared to the previous month and compared to the same month last year are down for single family homes but up for condos.
- Interest rates still remain at or near all time lows.

Inventory			
	February 1 st vs. January 1 st		February 1 st 2010 vs. February 1 st 2009
	2009	2010	
Single Family	Up 15%	Up 8%	Down 16%
Condos	Down 18%	Up 16%	Down 5%

Number of Properties Sold			
	January vs. December		January 2010 vs. January 2009
	2008	2009	
Single Family	Down 20%	Down 45%	Up 15%
Condos	Up 39%	Down 23%	Down 6%

Average Sales Price		
	January 2009 vs. December 2009	January 2010 vs. January 2009
Single Family	Down 13%	Down 1%
Condos	Up 24%	Up 63%

What does this mean to a buyer?

Inventory is increasing somewhat as is typical for this time of year. Short sale and REO properties remain on the market and represent an opportunity for buyers to take advantage of the relative lack of competition due to a large number of buyers sitting on the sidelines. This remains a buyer's market. With the extension and expansion of the federal tax credit for home buyers, now is the time to take advantage of the market since you must be in contract by April 30th and close by June 30th.

What does this mean to a seller?

Sellers must take into account a change in the expectations and behavior of buyers. Attractive pricing and preparation is key in this market. Average selling prices are at or near the lowest level in the last eight years.

Percentage of Sold Properties that were Short Sales and REOs -- 2009					
	Total Listings	Short Sales	REOs	Total Short Sales & REOs	% of Short Sales & REOs to Total Listings
Single Family	1,664	148	213	361	22%
Condos	502	102	147	249	50%
Total Residential	2,166	250	360	610	28%



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Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	18	\$566	\$319	\$725	\$610	109	98%
November, '09	11	\$524	\$300	\$1,057	\$530	98	93%
December '09	7	\$504	\$235	\$705	\$555	182	92%
January '10	4	\$608	\$455	\$895	\$542	52	100%
Active*	33	\$647	\$189	\$2,375	\$599	166	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	13	\$716	\$325	\$1,615	\$645	103	100%
November, '09	8	\$665	\$495	\$930	\$595	93	97%
December '09	11	\$810	\$375	\$1,500	\$849	159	93%
January '10	2	\$680	\$615	\$745	\$680	89	98%
Active*	40	\$800	\$300	\$2,400	\$684	176	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	40	\$683	\$300	\$1,332	\$674	74	99%
November, '09	48	\$647	\$410	\$1,250	\$593	90	97%
December '09	36	\$712	\$385	\$1,395	\$625	92	98%
January '10	31	\$629	\$360	\$1,215	\$550	99	98%
Active*	126	\$900	\$350	\$6,200	\$700	102	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	20	\$983	\$485	\$2,080	\$870	127	94%
November, '09	14	\$1,144	\$650	\$1,950	\$1,016	76	95%
December '09	29	\$1,020	\$281	\$2,400	\$900	111	94%
January '10	10	\$831	\$475	\$1,813	\$791	93	95%
Active*	85	\$1,110	\$499	\$2,900	\$959	120	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	22	\$979	\$325	\$2,500	\$872	89	96%
November, '09	16	\$1,215	\$650	\$2,200	\$1,095	115	96%
December '09	34	\$972	\$375	\$2,300	\$896	124	97%
January '10	11	\$1,001	\$382	\$1,950	\$900	103	99%
Active*	96	\$1,212	\$399	\$3,795	\$1,032	137	

Single Family, 4BR 4BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	15	\$1,432	\$700	\$3,680	\$1,237	116	96%
November, '09	7	\$1,756	\$780	\$2,425	\$1,950	91	92%
December '09	6	\$1,332	\$440	\$2,600	\$1,003	123	97%
January '10	5	\$1,251	\$1,000	\$1,604	\$1,222	97	97%
Active*	56	\$1,780	\$609	\$5,300	\$1,545	156	

*as of 2/8/2010

Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.
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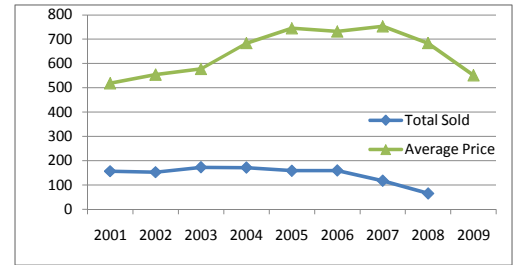


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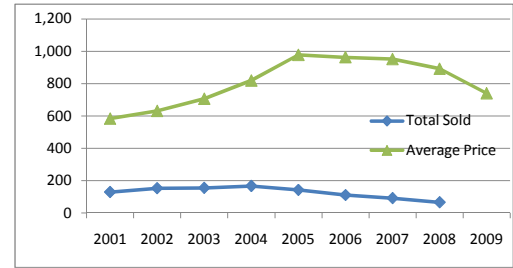
Marin County Market Analysis by year

2/8/2010

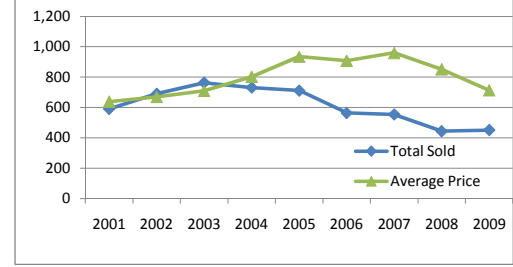
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium	
Single Family, 2BR 1BA	2001	157	\$519	65	975	500	48	0.99
	2002	153	\$555	\$325	\$1,085	\$550	52	100%
	2003	173	\$578	\$200	\$1,005	\$563	54	100%
	2004	172	\$684	\$403	\$2,725	\$650	38	103%
	2005	159	\$745	\$298	\$1,650	\$725	37	104%
	2006	160	\$732	\$300	\$1,375	\$713	53	99%
	2007	118	\$753	\$460	\$1,800	\$725	69	99%
	2008	66	\$684	\$265	\$2,000	\$631	72	97%
	2009	120	\$552	\$215	\$1,057	\$548	116	95%



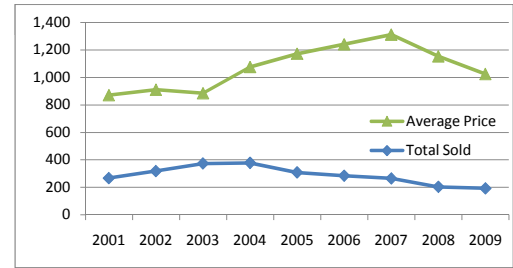
Single Family, 2BR 2BA	2001	130	\$584	225	1400	543	53	0.98
	2002	153	\$632	\$266	\$1,325	\$581	51	99%
	2003	155	\$707	\$361	\$1,450	\$645	72	98%
	2004	167	\$819	\$375	\$2,445	\$730	45	101%
	2005	143	\$978	\$425	\$2,443	\$861	53	100%
	2006	111	\$963	\$360	\$3,435	\$850	67	98%
	2007	92	\$952	\$490	\$2,656	\$803	84	99%
	2008	67	\$892	\$365	\$4,902	\$760	79	95%
	2009	89	\$741	\$227	\$1,615	\$703	113	96%



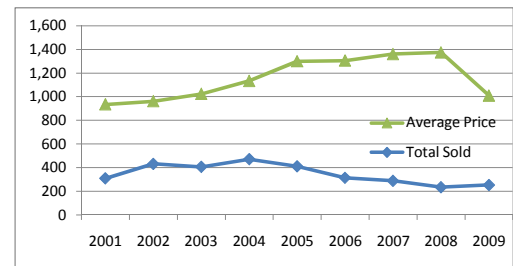
Single Family, 3BR 2BA	2001	590	\$638	179	2500	580	51	0.99
	2002	690	\$669	\$305	\$2,510	\$605	51	100%
	2003	763	\$709	\$360	\$2,750	\$650	52	99%
	2004	731	\$803	\$425	\$2,200	\$731	42	101%
	2005	711	\$935	\$525	\$3,225	\$841	41	101%
	2006	564	\$908	\$575	\$2,950	\$833	58	99%
	2007	554	\$960	\$400	\$3,600	\$865	57	99%
	2008	444	\$852	\$290	\$3,300	\$753	75	97%
	2009	451	\$713	\$275	\$2,505	\$669	96	97%



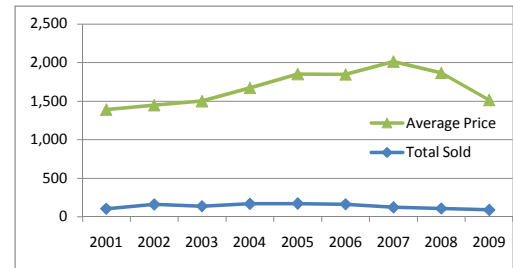
Single Family, 3BR 3BA	2001	268	\$871	305	4250	739	54	0.97
	2002	319	\$911	\$420	\$3,600	\$800	62	98%
	2003	374	\$885	\$459	\$3,800	\$786	67	98%
	2004	378	\$1,075	\$494	\$3,800	\$934	55	99%
	2005	309	\$1,172	\$587	\$3,625	\$1,050	49	99%
	2006	285	\$1,240	\$616	\$4,835	\$1,072	68	98%
	2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
	2008	204	\$1,153	\$430	\$2,900	\$1,074	77	97%
	2009	194	\$1,025	\$220	\$3,795	\$900	112	95%



Single Family, 4BR 3BA	2001	310	\$935	418	3825	835	57	0.99
	2002	432	\$962	\$435	\$4,200	\$821	66	98%
	2003	407	\$1,024	\$472	\$3,950	\$890	64	98%
	2004	472	\$1,133	\$557	\$5,000	\$965	54	99%
	2005	412	\$1,299	\$600	\$3,995	\$1,182	49	100%
	2006	315	\$1,305	\$623	\$4,200	\$1,160	71	98%
	2007	290	\$1,360	\$553	\$3,650	\$1,200	65	98%
	2008	236	\$1,374	\$460	\$6,595	\$1,263	80	97%
	2009	254	\$1,009	\$325	\$2,625	\$866	111	96%



Single Family, 4BR 4BA	2001	106	\$1,392	365	3598	1193	68	0.97
	2002	161	\$1,449	\$480	\$3,996	\$1,278	70	97%
	2003	139	\$1,501	\$600	\$3,850	\$1,361	84	96%
	2004	171	\$1,673	\$610	\$6,450	\$1,500	74	97%
	2005	173	\$1,852	\$780	\$5,575	\$1,660	74	99%
	2006	164	\$1,847	\$775	\$4,775	\$1,746	66	98%
	2007	125	\$2,012	\$765	\$5,400	\$1,825	87	98%
	2008	109	\$1,866	\$560	\$6,300	\$1,800	104	95%
	2009	92	\$1,515	\$440	\$4,350	\$1,323	108	94%



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Marin County Market Analysis

by month

2/8/2010

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	5	\$335	\$242	\$565	\$285	149	104%
November, '09	7	\$209	\$164	\$285	\$189	120	96%
December '09	7	\$196	\$108	\$320	\$207	93	92%
January '10	5	\$236	\$153	\$346	\$234	80	99%
Active*	39	\$297	\$105	\$875	\$209	126	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	21	\$324	\$130	\$645	\$268	145	98%
November, '09	14	\$386	\$120	\$1,300	\$313	166	96%
December '09	12	\$321	\$175	\$560	\$310	193	97%
January '10	13	\$376	\$215	\$815	\$361	115	98%
Active*	77	\$535	\$162	\$2,098	\$439	154	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	11	\$365	\$150	\$500	\$401	73	100%
November, '09	9	\$393	\$220	\$950	\$285	87	104%
December '09	12	\$320	\$211	\$570	\$265	153	98%
January '10	6	\$435	\$290	\$760	\$400	264	99%
Active*	45	\$450	\$160	\$1,850	\$349	178	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October, '09	8	\$508	\$280	\$799	\$502	55	100%
November, '09	5	\$561	\$320	\$720	\$630	87	99%
December '09	8	\$553	\$365	\$830	\$540	104	98%
January '10	6	\$700	\$361	\$1,278	\$505	174	95%
Active*	40	\$683	\$227	\$3,400	\$519	112	

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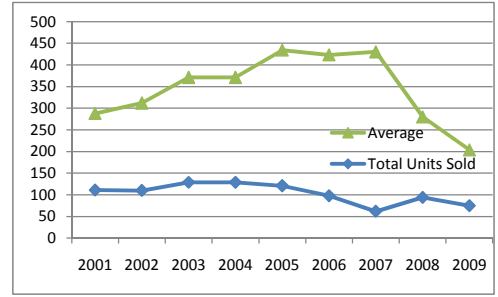


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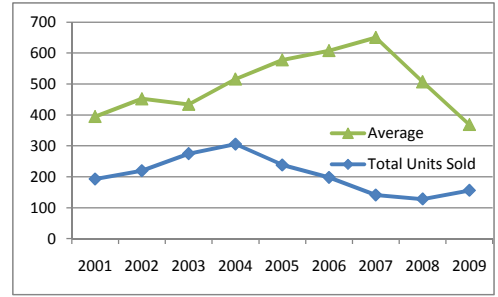
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by year

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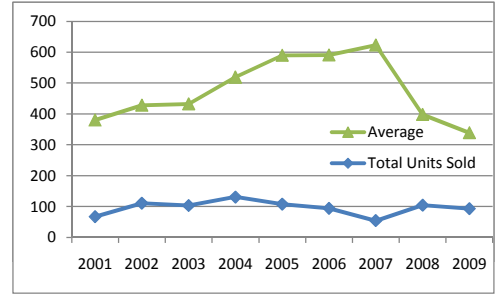
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2001	111	\$288	\$180	\$569	\$274	55	100%
	2002	110	\$312	\$189	\$615	\$305	49	100%
	2003	129	\$371	\$265	\$868	\$349	34	102%
	2004	129	\$371	\$265	\$868	\$349	34	102%
	2005	121	\$434	\$262	\$700	\$425	40	103%
	2006	98	\$423	\$252	\$617	\$421	71	99%
	2007	62	\$430	\$215	\$1,246	\$408	97	98%
	2008	94	\$280	\$125	\$830	\$234	92	97%
	2009	75	\$204	\$100	\$580	\$169	131	98%



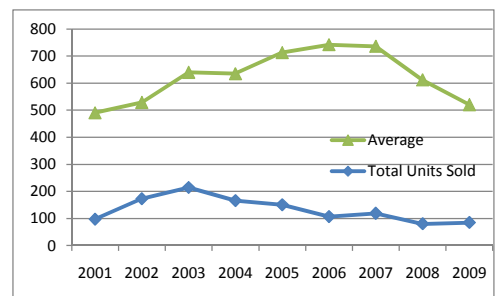
Condos, 2BR 2BA	2001	193	\$395	\$169	\$1,675	\$344	41	100%
	2002	220	\$452	\$210	\$1,875	\$389	53	99%
	2003	275	\$434	\$225	\$1,658	\$397	49	100%
	2004	306	\$516	\$209	\$1,600	\$490	40	102%
	2005	238	\$578	\$335	\$1,735	\$523	38	102%
	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	156	\$369	\$104	\$1,400	\$310	125	96%



Condos, 3BR 2BA	2001	67	\$380	\$199	\$895	\$361	53	100%
	2002	111	\$428	\$265	\$825	\$415	50	100%
	2003	103	\$432	\$295	\$1,045	\$407	59	100%
	2004	131	\$519	\$299	\$979	\$485	36	102%
	2005	108	\$590	\$365	\$1,185	\$550	37	103%
	2006	94	\$591	\$385	\$1,369	\$556	68	100%
	2007	54	\$623	\$350	\$1,625	\$545	78	98%
	2008	104	\$398	\$199	\$1,357	\$303	91	98%
	2009	93	\$339	\$150	\$1,038	\$270	88	98%



Condos, 3BR 3BA	2001	97	\$491	\$281	\$1,300	\$450	53	101%
	2002	173	\$529	\$318	\$1,685	\$476	53	99%
	2003	215	\$640	\$365	\$1,450	\$523	47	98%
	2004	166	\$635	\$370	\$1,475	\$563	36	102%
	2005	151	\$713	\$460	\$1,795	\$649	35	101%
	2006	107	\$742	\$510	\$2,050	\$657	80	99%
	2007	119	\$736	\$315	\$2,350	\$674	70	98%
	2008	80	\$612	\$260	\$1,645	\$540	101	97%
	2009	85	\$521	\$230	\$1,557	\$480	108	97%



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