Marin County -- A Brief Summary

- Compared to the previous month <u>inventory</u> of single family homes is down and condos is up. Compared to the same month last year inventory is down for single family homes and condos.
- Compared to the previous month the <u>number of sales</u> is down for single family homes and condos. Compared to the same month last year, the number of sales is down for single family homes and up for condos.
- Compared to the previous month <u>selling prices</u> were are down for single family homes but up for condos.
 Compared to the same month last year, average <u>selling prices</u> are up for single family homes but down for condos.
- <u>Interest rates</u> are still low the question remains "how long"?

Inventory									
	August 1 ^s	t vs. July 1st		August 1 st 2011 vs. August 1 st 2010					
	2010	2011							
Single Family	Up 2%	Down 7%		Down 10%					
Condos	Unchanged	Up 1%		Down 10%					

Number of Properties Sold								
	July	vs. June	July 2011 vs. July 2010					
	2010	2011						
Single Family	Down 13%	Down 15%	Down 4%					
Condos	Down 33%	Down 28%	Up 14%					

Average Sales Price								
	July 2011 vs. June 2011	July 2011 vs. July 2010						
Single Family	Down 4%	Up 7%						
Condos	Up 15%	Down 7%						

What does this mean to a buyer?

Short sale and REO properties remain a significant part of the market. This presents an opportunity for buyers not just for short sale properties but also regular sale properties which have been affected by the overall downward pressure on prices. Offsetting this somewhat are lower inventory levels.

What does this mean to a seller?

Price! Price! Price! The combination of realistic pricing, location and condition remains key. Because there is plenty of choice for a smaller group of buyers putting downward pressure on prices, current market knowledge is essential in order to establish a listing price that will be attractive. If the objective is to sell the property in a reasonable period of time, when setting the listing price you should err toward the low side rather than pushing for premium pricing. For condominium sellers there has never been the kind of competition that exists in our current market.

Percentage of Active Listings that are Short Sales and REOs											
	Total Listings	Short Sales	REOs	Total Short Sales & REOs	% of Short Sales & REOs to Total Listings						
Single Family	1,008	181	60	241	24%						
Condos	341	106	45	151	44%						
Total	1.349	287	105	392	29%						



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Marin County Market Analysis by month

8/8/2011

Single Family, 2BR 1BA

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	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium				
April '11	12	\$458	\$250	\$821	\$408	65	97%				
May '11	10	\$503	\$272	\$730	\$501	159	95%				
June '11	10	\$540	\$410	\$880	\$505	87	97%				
July '11	7	\$608	\$430	\$775	\$630	50	97%				
Active*	43	\$604	\$126	\$2,195	\$560	145					

Single Family, 2BR 2BA

	Total Buildings	-	,,			Average Days	
	Sold	Average	Low	High	Median	on Market	Premium
April '11	8	\$668	\$375	\$858	\$729	129	96%
May '11	10	\$657	\$275	\$950	\$644	79	98%
June '11	6	\$598	\$510	\$800	\$550	143	99%
July '11	9	\$578	\$345	\$975	\$599	122	99%
Active*	57	\$800	\$170	\$2,400	\$698	141	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	40	\$775	\$295	\$3,200	\$567	86	96%
May '11	37	\$735	\$293	\$2,500	\$650	107	97%
June '11	58	\$806	\$280	\$2,800	\$653	84	98%
July '11	54	\$728	\$300	\$1,950	\$661	80	97%
Active*	222	\$768	\$240	\$5,200	\$657	115	

Single Family, 3BR 3BA

_	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	18	\$771	\$529	\$1,245	\$710	97	98%
May '11	28	\$954	\$454	\$2,302	\$845	75	96%
June '11	21	\$963	\$445	\$1,755	\$963	68	97%
July '11	22	\$1,047	\$230	\$3,025	\$840	121	97%
Active*	133	\$1,150	\$265	\$8,250	\$910	131	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	24	\$1,084	\$560	\$2,995	\$863	83	97%
May '11	29	\$1,113	\$505	\$3,425	\$1,032	70	96%
June '11	38	\$1,075	\$515	\$2,253	\$917	72	97%
July '11	22	\$1,011	\$310	\$1,590	\$948	106	97%
Active*	167	\$1,174	\$367	\$4,299	\$949	111	

Single Family, 4BR 4BA

Single ranny, abit abit											
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium				
April '11	14	\$1,628	\$525	\$4,650	\$1,230	114	94%				
May '11	15	\$1,767	\$385	\$2,675	\$1,900	138	94%				
June '11	21	\$1,559	\$620	\$2,795	\$1,415	56	98%				
July '11	17	\$1,652	\$250	\$3,663	\$1,575	74	97%				
Active*	75	\$1,956	\$539	\$6,300	\$1,799	119					

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Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report. Information has not been verified, is not guaranteed, and is subject to change.



8/8/2011

		Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium	
	2001	157	\$519	65	975	500	48	0.99	800
⋖	2002	153	\$555	\$325	\$1,085	\$550	52	100%	700
Single Family, 2BR 1BA	2003	173	\$578	\$200	\$1,005	\$563	54	100%	500
BR	2004	172	\$684	\$403	\$2,725	\$650	38	103%	400 — Total Sold
, 2	2005	159	\$745	\$298	\$1,650	\$725	37	104%	300 → Average Price
<u>i</u>	2006	160	\$732	\$300	\$1,375	\$713	53	99%	200
-an	2007	118	\$753	\$460	\$1,800	\$725	69	99%	100
<u>e</u>	2008	66	\$684	\$265	\$2,000	\$631	72	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
ng	2009	120	\$552	\$215	\$1,057	\$548	116	95%	
S	2010	106	\$570	\$195	\$1,040	\$575	95	96%	
	2011	60	\$517	\$150	\$950	\$501	94	96%	ı
	2001	130	\$584	225	1400	543	53	0.98	1,200
.≾	2002	153	\$632	\$266	\$1,325	\$581	51	99%	1,000
2B	2003	155	\$707	\$361	\$1,450	\$645	72	98%	800
BR	2004	167	\$819	\$375	\$2,445	\$730	45	101%	600 Total Sold
, 2	2005	143	\$978	\$425	\$2,443	\$861	53	100%	400 — Average Price
l É	2006	111	\$963	\$360	\$3,435	\$850	67	98%	200
Fan	2007	92	\$952	\$490	\$2,656	\$803	84	99%	
<u>e</u>	2008	67	\$892	\$365	\$4,902	\$760	79	95%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Single Family, 2BR 2BA	2009	89	\$741	\$227	\$1,615	\$703	113	96%	
ιΣ	2010	84	\$682	\$230	\$1,856	\$621	108	95%	
	2011	53	\$620	\$275	\$1,300	\$600	127	97%	<u>J</u>
	2001	590	\$638	179	2500	580	51	0.99	1,200
₫	2002	690	\$669	\$305	\$2,510	\$605	51	100%	1,000
Single Family, 3BR 2BA	2003	763	\$709	\$360	\$2,750	\$650	52	99%	800
×	2004	731	\$803	\$425	\$2,200	\$731	42	101%	600
.3	2005	711	\$935	\$525	\$3,225	\$841	41	101%	400
i i	2006	564	\$908	\$575	\$2,950	\$833	58	99%	→ Total Sold
аш	2007	554	\$960	\$400	\$3,600	\$865	57	99%	→ Average Price
e T	2008	444	\$852	\$290	\$3,300	\$753	75	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201:
βL	2009	451	\$713	\$275	\$2,505	\$669	96	97%	
Si	2010	488	\$728	\$285	\$3,350	\$685	79	97%	
	2011	278	\$708	\$251	\$3,800	\$600	99	97%	
	2001	268	\$871	305	4250	739	54	0.97	1,400
_	2002	319	\$911	\$420	\$3,600	\$800	62	98%	1,200
38/	2003	374	\$885	\$459	\$3,800	\$786	67	98%	1,000
<u>۳</u>	2004	-							
		378	\$1,075	\$494		\$934	55	99%	800
ω,	2005	378 309	\$1,075 \$1,172	\$494 \$587	\$3,800 \$3,625	\$934 \$1,050	55 49		800 Average Price
ıily, 3					\$3,800			99%	800 Average Price
amily, 3	2005	309	\$1,172	\$587	\$3,800 \$3,625	\$1,050	49	99% 99%	800 Average Price 400 Total Sold
e Family, 3	2005 2006	309 285	\$1,172 \$1,240	\$587 \$616	\$3,800 \$3,625 \$4,835	\$1,050 \$1,072	49 68	99% 99% 98%	800 Average Price 400 200 0
ngle Family, 3	2005 2006 2007	309 285 266	\$1,172 \$1,240 \$1,311	\$587 \$616 \$574	\$3,800 \$3,625 \$4,835 \$4,100	\$1,050 \$1,072 \$1,149	49 68 75	99% 99% 98% 98%	800 Average Price 400 Total Sold
Single Family, 3BR 3BA	2005 2006 2007 2008	309 285 266 204	\$1,172 \$1,240 \$1,311 \$1,153	\$587 \$616 \$574 \$430	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900	\$1,050 \$1,072 \$1,149 \$1,074	49 68 75 77	99% 99% 98% 98% 97%	800 Average Price 400 200 0
Single Family, 3	2005 2006 2007 2008 2009	309 285 266 204 194	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025	\$587 \$616 \$574 \$430 \$220	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795	\$1,050 \$1,072 \$1,149 \$1,074 \$900	49 68 75 77 112	99% 99% 98% 98% 97%	800 Average Price 400 200 0
Single Family, 3	2005 2006 2007 2008 2009 2010 2011	309 285 266 204 194 234 143	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956	\$587 \$616 \$574 \$430 \$220 \$385 \$230	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779	49 68 75 77 112 98 94	99% 99% 98% 98% 97% 95% 96%	800 Average Price Total Sold 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201:
	2005 2006 2007 2008 2009 2010 2011	309 285 266 204 194 234 143	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956	\$587 \$616 \$574 \$430 \$220 \$385 \$230	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779	49 68 75 77 112 98 94	99% 99% 98% 98% 97% 95% 96% 95%	800 Average Price 400 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201:
BA	2005 2006 2007 2008 2009 2010 2011 2001 2002	309 285 266 204 194 234 143	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779	49 68 75 77 112 98 94	99% 99% 98% 98% 97% 95% 96% 95%	800 Average Price Total Sold 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201:
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003	309 285 266 204 194 234 143 310 432 407	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890	49 68 75 77 112 98 94	99% 99% 98% 98% 97% 95% 96% 95%	800 Average Price 400 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002	309 285 266 204 194 234 143	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779	49 68 75 77 112 98 94	99% 99% 98% 98% 97% 95% 96% 95%	800 400 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 800 Average Price
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004	309 285 266 204 194 234 143 310 432 407 472	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965	49 68 75 77 112 98 94 57 66 64 54	99% 99% 98% 98% 97% 95% 96% 95%	800 Average Price 400 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005	309 285 266 204 194 234 143 310 432 407 472 412	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182	49 68 75 77 112 98 94 57 66 64 54	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 98%	800 400 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 1,000 400 400 400 400 400 400 400 400 400
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006	309 285 266 204 194 234 143 310 432 407 472 412 315	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160	49 68 75 77 112 98 94 57 66 64 54 49	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 98%	800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 800 600 400 2001 0 1,000
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BA	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$896 \$965 \$1,182 \$1,160 \$1,200 \$1,263	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 98% 99%	800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 800 600 400 2001 0 1,000
3BA	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,950 \$4,200 \$3,650 \$6,595 \$2,625	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 98% 99% 100% 98% 98% 98%	800 600 400 200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 800 600 400 2001 0 1,000
38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,028	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$900 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98	99% 99% 98% 98% 97% 95% 95% 95% 0.99 98% 98% 98% 97% 96% 96%	Average Price 1,600
Single Family, 48R 3BA	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,028	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$990 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98	99% 99% 98% 98% 97% 95% 95% 0.99 98% 98% 97% 96% 96% 96%	Average Price Total Sold 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: 1,600 1,400 1,200 1,000 800 600 400 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201:
Single Family, 48R 38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,028 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$896 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98	99% 99% 98% 98% 97% 95% 95% 95% 0.99 98% 98% 99% 96% 96% 96%	Average Price 1,600
Single Family, 48R 38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2011 2011 2001 200	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 1111 90 98	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 99% 100% 98% 96% 96% 96%	Average Price 1,600
Single Family, 4BR 3BA	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2011 2001 2010 2011	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$5,000 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98	99% 99% 98% 98% 97% 95% 95% 95% 98% 99% 100% 98% 96% 96% 96% 96%	Average Price Average Price
Single Family, 48R 38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2001 2001 2001	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,360 \$1,409 \$1,028 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,995 \$4,200 \$3,650 \$4,200 \$3,650 \$4,200 \$3,650 \$3,6	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 1111 90 98	99% 99% 98% 98% 97% 95% 96% 95% 0.99 98% 99% 100% 98% 96% 96% 96%	Average Price Total Sold 1,600 1,400 1,200 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: Average Price Total Sold 2,500 2,000 1,500 1,500 1,000 1,500
Single Family, 48R 38A	2005 2006 2007 2008 2009 2010 2011 2001 2001 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2001 2001 2001	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 289 167 106 106 139 171 173	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$956 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,099 \$1,028 \$1,092 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310 \$460 \$600 \$610 \$780	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 3598 \$3,996 \$3,896	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$1,182 \$1,160 \$1,263 \$866 \$900 \$965 \$1,278 \$1,278 \$1,360	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98	99% 99% 98% 98% 97% 95% 95% 95% 99% 100% 98% 99% 100% 98% 96% 96% 96% 96%	Average Price Average Price
Single Family, 48R 38A	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2001 2001 2001 2001 2001	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167 106 161 139 171 173 164	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,360 \$1,409 \$1,028 \$1,092	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310 \$365 \$480 \$600 \$610 \$780 \$775	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,995 \$4,200 \$3,650 \$6,650 \$6,650 \$3,6	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,263 \$866 \$900 \$965 \$1,276 \$	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98 68 70 84 74 74 66	99% 99% 98% 98% 97% 95% 95% 95% 99% 100% 98% 99% 100% 98% 97% 96% 96% 96% 96%	Average Price Total Sold 1,600 1,400 1,200 1,000 800 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: Average Price Total Sold 2,500 2,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,500 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1
Single Family, 48R 3BA	2005 2006 2007 2008 2009 2010 2011 2001 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2010 2010 2001 2001 2002 2003 2004 2005 2006 2007	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167 106 161 139 171 173 164 125	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$1,003 \$956 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,030	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310 \$365 \$480 \$610 \$775 \$765	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,955 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,950 \$3,950 \$4,200 \$3,650 \$4,200 \$4,2	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$896 \$1,182 \$1,160 \$1,263 \$866 \$900 \$965 1193 \$1,278 \$1,361 \$1,500 \$1,660 \$1,746 \$1,660 \$1,746	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98 68 70 84 74 74 66 87	99% 99% 98% 98% 97% 95% 95% 95% 99% 100% 98% 98% 97% 96% 96% 96% 97% 96% 96%	Average Price 1,600
3BA	2005 2006 2007 2008 2009 2010 2011 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2002 2003 2004 2005 2006 2007 2008	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167 106 161 139 171 173 164 125	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,092 \$1,499 \$1,501 \$1,501 \$1,501 \$1,673 \$1,852 \$1,847 \$2,012 \$1,866	\$587 \$616 \$574 \$430 \$220 \$385 \$230 418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310 365 \$480 \$600 \$610 \$775 \$765 \$560	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,995 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 35,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$3,850 \$4,850 \$4,850 \$5,575 \$4,775 \$4,775 \$5,400 \$6,300	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965 1193 \$1,278 \$1,361 \$1,500 \$1,600 \$1,746 \$1,825 \$1,825 \$1,800	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98 68 70 84 74 74 66 87	99% 99% 98% 98% 97% 95% 95% 95% 0.99 98% 98% 97% 96% 96% 96% 96% 96% 96% 97% 96% 97% 96% 97% 96% 97% 96%	Average Price Total Sold 1,600 1,400 1,200 1,000 800 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: Average Price Total Sold 2,500 2,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,500 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1
Single Family, 4BR 3BA	2005 2006 2007 2008 2009 2010 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2010 2010 2010 2001 2002 2003 2004 2005 2006 2007 2008	309 285 266 204 194 234 143 310 432 407 472 412 315 290 236 254 289 167 106 161 139 171 173 164 125 109 92	\$1,172 \$1,240 \$1,311 \$1,153 \$1,025 \$1,003 \$956 \$935 \$962 \$1,024 \$1,133 \$1,299 \$1,305 \$1,360 \$1,374 \$1,009 \$1,028 \$1,092 \$1,449 \$1,501 \$1,673 \$1,673 \$1,866 \$1,847 \$2,012 \$1,866 \$1,515	\$587 \$616 \$574 \$430 \$220 \$385 \$230 \$418 \$435 \$472 \$557 \$600 \$623 \$553 \$460 \$325 \$382 \$310 \$600 \$610 \$780 \$775 \$765 \$560 \$440	\$3,800 \$3,625 \$4,835 \$4,100 \$2,900 \$3,795 \$3,780 \$3,200 3825 \$4,200 \$3,950 \$4,200 \$3,955 \$4,200 \$3,650 \$6,595 \$2,625 \$3,300 \$3,700 35,850 \$3,850 \$3,850 \$3,850 \$4,450 \$5,775 \$4,775 \$5,400 \$6,300 \$4,350	\$1,050 \$1,072 \$1,149 \$1,074 \$900 \$877 \$779 835 \$821 \$890 \$965 \$1,182 \$1,160 \$1,200 \$1,263 \$866 \$900 \$965 \$1,278 \$1,361 \$1,500 \$1,500 \$1,600 \$1	49 68 75 77 112 98 94 57 66 64 54 49 71 65 80 111 90 98 68 70 84 74 74 66 87 104	99% 99% 98% 98% 98% 97% 95% 95% 95% 0.99 98% 98% 99% 100% 98% 96% 96% 96% 96% 96% 96% 97% 96% 96% 97% 96% 97% 96% 97%	Average Price Total Sold 1,600 1,400 1,200 1,000 800 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 201: Average Price Total Sold 2,500 2,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,500 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1,500 1,000 1

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Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report. Information has not been verified, is not guaranteed, and is subject to change.



Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	7	\$278	\$120	\$790	\$200	85	99%
May '11	5	\$169	\$120	\$280	\$140	125	95%
June '11	10	\$198	\$110	\$490	\$163	133	93%
July '11	3	\$232	\$125	\$300	\$270	127	92%
Active*	45	\$178	\$84	\$399	\$169	192	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	14	\$409	\$160	\$1,500	\$280	181	97%
May '11	10	\$294	\$106	\$449	\$310	91	105%
June '11	23			\$1,150	\$300	127 163	94%
July '11	14			\$995	\$333		97%
Active*	93	\$427	\$130	\$1,435	\$379	121	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	4	\$285	\$168	\$469	\$251	76	96%
May '11	3	\$604	\$311	\$935	\$565	54	92%
June '11	9	\$327	\$225	\$484	\$335	84	99%
July '11	4 \$425		\$285	\$779	\$318	103	96%
Active*	34	\$331	\$179	\$1,100	\$269	129	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
April '11	6	\$431	\$312	\$587	\$446	65	95%
May '11	9	\$375	\$230	\$676	\$316	69	98%
June '11	4	4 \$346		\$400	\$340	76	100%
July '11	12 \$409		\$304	\$605	\$395	138	97%
Active*	66	\$533	\$224	\$2,295	\$400	130	

*as of 8/8/2011

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8/8/2011

	by year						Average		
		Total Units			*** 1		Days on	n .	
	2001	Sold 111	Average \$288	\$180	High \$569	Median \$274	Market 55	Premium 100%	
4	2002	110	\$312	\$189	\$615	\$305	49	100%	450 Average
	2003	129	\$371	\$265	\$868	\$349	34	102%	400 Total Units Sold
BA									350 300
~ -	2004	129	\$371	\$265	\$868	\$349	34	102%	250
2BR	2005	121	\$434	\$262	\$700	\$425	40	103%	200
	2006	98	\$423	\$252	\$617	\$421	71	99%	150
so	2007	62	\$430	\$215	\$1,246	\$408	97	98%	50
pu	2008	94	\$280	\$125	\$830	\$234	92	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Condos	2009	75	\$204	\$100	\$580	\$169	131	98%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
	2010	65	\$216	\$108	\$537	\$195	105	98%	
	2011	41	\$212	\$110	\$790	\$173	135	95%	
	2001	193	\$395	\$169	\$1,675	\$344	41	100%	700 ———Average
	2002	220	\$452	\$210	\$1,875	\$389	53	99%	600 Total Units Sold
2BA	2003	275	\$434	\$225	\$1,658	\$397	49	100%	500
	2004	306	\$516	\$209	\$1,600	\$490	40	102%	400
2BR	2005	238	\$578	\$335	\$1,735	\$523	38	102%	300
	2006	198	\$608	\$300	\$1,825	\$534	68	99%	200
)S,	2007	141	\$650	\$285	\$1,895	\$570	80	98%	100
ğ	2008	128	\$507	\$140	\$2,058	\$440	89	97%	0
Condos,	2009	156	\$369	\$104	\$1,400	\$310	125	96%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
0	2010	148	\$417	\$113	\$1,675	\$357	123	97%	
	2011	107	\$381	\$106	\$1,500	\$305	148	97%	
	2001	67	\$380	\$199	\$895	\$361	53	100%	700Average
	2002	111	\$428	\$265	\$825	\$415	50	100%	600 Total Units Sold
BA	2003	103	\$432	\$295	\$1,045	\$407	59	100%	500
2B	2004	131	\$519	\$299	\$979	\$485	36	102%	400
BR	2005	108	\$590	\$365	\$1,185	\$550	37	103%	300
38	2006	94	\$591	\$385	\$1,369	\$556	68	100%	200
Š,	2007	54	\$623	\$350	\$1,625	\$545	78	98%	100
용									0
Condos,	2008	104	\$398	\$199	\$1,357	\$303	91	98%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
ŭ	2009	93	\$339	\$150	\$1,038	\$270	88	98%	
	2010	74	\$381	\$155	\$1,200	\$370	142	96%	
	2011	34	\$391	\$168	\$1,350	\$318	102	96%	
	2001	97	\$491	\$281	\$1,300	\$450	53	101%	
	2002	173	\$529	\$318	\$1,685	\$476	53	99%	800
4	2003	215	\$640	\$365	\$1,450	\$523	47	98%	700
3BA	2004	166	\$635	\$370	\$1,475	\$563	36	102%	600
									500
3BR	2005	151	\$713	\$460	\$1,795	\$649	35	101%	400 Average
	2006	107	\$742	\$510	\$2,050	\$657	80	99%	300 — Total Units Sold
<u> 0</u>	2007	119	\$736	\$315	\$2,350	\$674	70	98%	200
n pu	2008	80	\$612	\$260	\$1,645	\$540	101	97%	100
Condos,	2009	85	\$521	\$230	\$1,557	\$480	108	97%	
	2010	91	\$544	\$200	\$2,200	\$450	105	97%	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
II			4.55						200 200 200 200 200 200 200 200 200 200

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\$1,207

110

\$436



2011