

## Marin County -- A Brief Summary

- Compared to the previous month **inventory** of single family homes is unchanged and condos is down. Compared to the same month last year inventory is down for single family homes and condos.
- Compared to the previous month and compared to the same month last year the **number of sales** is up for single family homes. For condos, the number of sales is down compared to the previous month but up compared to a year ago.
- Compared to the previous month and the same month last year, **selling prices** were down for single family homes and condos.
- Advertised interest rates are still at or near historic lows – however, not everyone qualifies for these rates. Also effective October 1<sup>st</sup>, government guidelines dropped the maximum loan amount to \$625,000.

Inventory			
	October 1 <sup>st</sup> vs. September 1 <sup>st</sup>		October 1 <sup>st</sup> 2011 vs. October 1 <sup>st</sup> 2010
	2010	2011	
Single Family	Up 2%	Unchanged	Down 18%
Condos	Down 7%	Down 2%	Down 9%

Number of Properties Sold			
	September vs. August		September 2011 vs. September 2010
	2010	2011	
Single Family	Up 6%	Up 1%	Up 28%
Condos	Up 54%	Down 14%	Up 6%

Average Sales Price			
	September 2011 vs. August 2011		September 2011 vs. September 2010
	2010	2011	
Single Family	Down 2%		Down 5%
Condos	Down 16%		Down 25%

### *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 especially given the high number of distressed properties.

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	963	177	47	224	23%
Condos	313	105	44	149	48%
Total	1,276	282	91	373	29%



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**Single Family, 2BR 1BA**

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	10	\$540	\$410	\$880	\$505	87	97%
July '11	7	\$608	\$430	\$775	\$630	50	97%
August '11	9	\$562	\$360	\$830	\$558	82	94%
September '11	8	\$584	\$343	\$840	\$613	170	99%
Active*	38	\$553	\$100	\$869	\$560	161	

**Single Family, 2BR 2BA**

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	6	\$598	\$510	\$800	\$550	143	99%
July '11	9	\$578	\$345	\$975	\$599	122	99%
August '11	11	\$602	\$205	\$870	\$620	98	99%
September '11	11	\$721	\$177	\$1,050	\$775	73	100%
Active*	57	\$872	\$325	\$2,200	\$695	124	

**Single Family, 3BR 2BA**

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	58	\$806	\$280	\$2,800	\$653	84	98%
July '11	54	\$728	\$300	\$1,950	\$661	80	97%
August '11	50	\$671	\$255	\$1,325	\$578	76	97%
September '11	51	\$637	\$280	\$1,675	\$620	82	98%
Active*	190	\$772	\$280	\$5,200	\$639	126	

**Single Family, 3BR 3BA**

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	22	\$960	\$445	\$1,755	\$934	66	97%
July '11	23	\$1,059	\$230	\$3,025	\$845	119	96%
August '11	18	\$845	\$408	\$1,895	\$815	88	96%
September '11	22	\$1,176	\$480	\$6,500	\$810	134	96%
Active*	111	\$1,151	\$375	\$6,950	\$947	142	

**Single Family, 4BR 3BA**

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	38	\$1,075	\$515	\$2,253	\$917	72	97%
July '11	22	\$1,011	\$310	\$1,590	\$948	106	97%
August '11	34	\$1,243	\$520	\$2,800	\$983	109	96%
September '11	33	\$974	\$385	\$1,800	\$861	129	96%
Active*	165	\$1,098	\$367	\$3,795	\$868	122	

**Single Family, 4BR 4BA**

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	21	\$1,559	\$620	\$2,795	\$1,415	56	98%
July '11	17	\$1,652	\$250	\$3,663	\$1,575	74	97%
August '11	14	\$1,879	\$772	\$3,300	\$1,723	100	95%
September '11	12	\$1,943	\$599	\$4,782	\$1,719	121	88%
Active*	86	\$2,029	\$515	\$6,800	\$1,673	124	

\*as of 10/8/2011

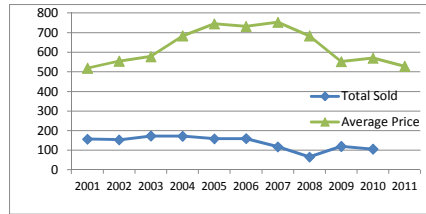
Monthly updates available at: [WWW.BOLDSF.COM](http://WWW.BOLDSF.COM)

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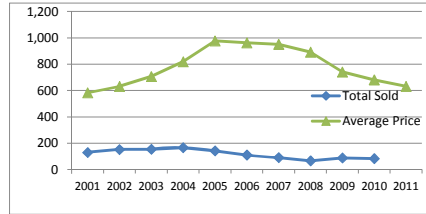
**Marin County Market Analysis**  
by year

10/18/2011

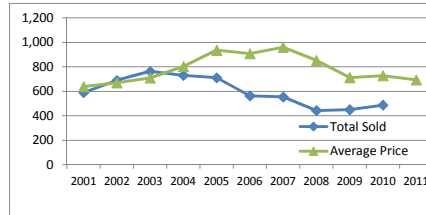
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2001	157	\$519	65	975	500	48	0.99
2002	153	\$555	\$325	\$1,085	\$550	52	100%
2003	173	\$578	\$200	\$1,005	\$563	54	100%
2004	172	\$684	\$403	\$2,725	\$650	38	103%
2005	159	\$745	\$298	\$1,650	\$725	37	104%
2006	160	\$732	\$300	\$1,375	\$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%
2010	106	\$570	\$195	\$1,040	\$575	95	96%
2011	77	\$529	\$150	\$950	\$523	100	96%



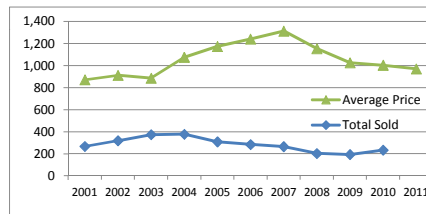
2001	130	\$584	225	1400	\$43	53	0.98
2002	153	\$632	\$266	\$1,325	\$581	51	99%
2003	155	\$707	\$361	\$1,450	\$645	72	98%
2004	167	\$819	\$375	\$2,445	\$730	45	101%
2005	143	\$978	\$425	\$2,443	\$861	53	100%
2006	111	\$963	\$360	\$3,435	\$850	67	98%
2007	92	\$952	\$490	\$2,656	\$803	84	99%
2008	67	\$892	\$365	\$4,902	\$760	79	95%
2009	89	\$741	\$227	\$1,615	\$703	113	96%
2010	84	\$682	\$230	\$1,856	\$621	108	95%
2011	75	\$632	\$177	\$1,300	\$620	115	98%



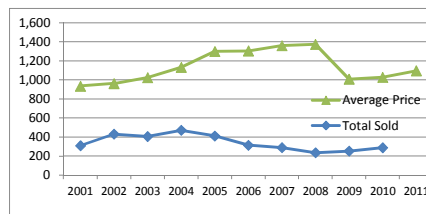
2001	590	\$638	179	2500	\$80	51	0.99
2002	690	\$669	\$305	\$2,510	\$605	51	100%
2003	763	\$709	\$360	\$2,750	\$650	52	99%
2004	731	\$803	\$425	\$2,200	\$731	42	101%
2005	711	\$935	\$525	\$3,225	\$841	41	101%
2006	564	\$908	\$575	\$2,950	\$833	58	99%
2007	554	\$960	\$400	\$3,600	\$865	57	99%
2008	444	\$852	\$290	\$3,300	\$753	75	97%
2009	451	\$713	\$275	\$2,505	\$669	96	97%
2010	488	\$728	\$285	\$3,350	\$685	79	97%
2011	378	\$694	\$251	\$3,800	\$600	94	97%



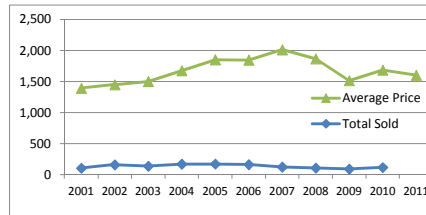
2001	268	\$871	305	4250	739	54	0.97
2002	319	\$911	\$420	\$3,600	\$800	62	98%
2003	374	\$885	\$459	\$3,800	\$786	67	98%
2004	378	\$1,075	\$494	\$3,800	\$934	55	99%
2005	309	\$1,172	\$587	\$3,625	\$1,050	49	99%
2006	285	\$1,240	\$616	\$4,835	\$1,072	68	98%
2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
2008	204	\$1,153	\$430	\$2,900	\$1,074	77	97%
2009	194	\$1,025	\$220	\$3,795	\$900	112	95%
2010	234	\$1,003	\$385	\$3,780	\$877	98	96%
2011	186	\$969	\$230	\$6,500	\$800	101	95%



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%
2010	289	\$1,028	\$382	\$3,300	\$900	90	96%
2011	234	\$1,097	\$310	\$3,700	\$929	104	96%



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%
2010	118	\$1,684	\$305	\$5,300	\$1,540	113	94%
2011	124	\$1,602	\$250	\$4,782	\$1,430	105	94%



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# Marin County Market Analysis

by month

10/18/2011

## Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	10	\$198	\$110	\$490	\$163	133	93%
July '11	5	\$195	\$125	\$300	\$157	112	92%
August '11	10	\$174	\$125	\$228	\$178	124	99%
September '11	10	\$165	\$110	\$270	\$157	180	100%
Active*	37	\$213	\$84	\$699	\$175	190	

## Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	23	\$402	\$113	\$1,150	\$300	127	94%
July '11	14	\$395	\$132	\$995	\$333	163	97%
August '11	15	\$389	\$145	\$1,150	\$285	181	97%
September '11	13	\$304	\$140	\$763	\$276	110	95%
Active*	88	\$431	\$110	\$1,450	\$392	160	

## Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	11	\$332	\$210	\$484	\$335	101	99%
July '11	4	\$425	\$285	\$779	\$318	103	96%
August '11	9	\$398	\$160	\$905	\$380	133	94%
September '11	9	\$369	\$183	\$777	\$335	153	96%
Active*	38	\$350	\$134	\$1,495	\$269	112	

## Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
June '11	4	\$346	\$305	\$400	\$340	76	100%
July '11	12	\$409	\$304	\$605	\$395	138	97%
August '11	10	\$472	\$232	\$1,500	\$330	79	95%
September '11	8	\$407	\$302	\$635	\$367	186	96%
Active*	66	\$545	\$219	\$2,295	\$426	119	

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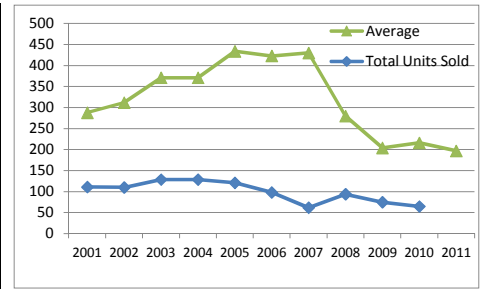
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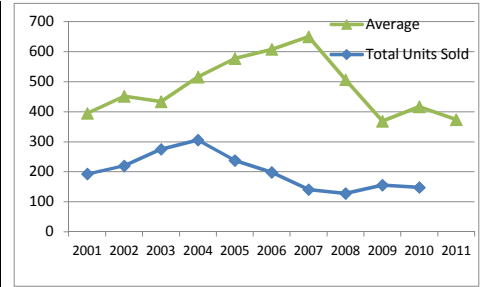
by year

10/18/2011

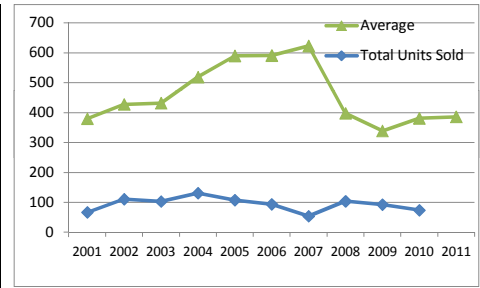
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
<b>Condos, 2BR 1BA</b>	2001	111	\$288	\$180	\$569	\$274	55	100%
	2002	110	\$312	\$189	\$615	\$305	49	100%
	2003	129	\$371	\$265	\$868	\$349	34	102%
	2004	129	\$371	\$265	\$868	\$349	34	102%
	2005	121	\$434	\$262	\$700	\$425	40	103%
	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%
	2010	65	\$216	\$108	\$537	\$195	105	98%
	2011	63	\$197	\$110	\$790	\$173	139	96%



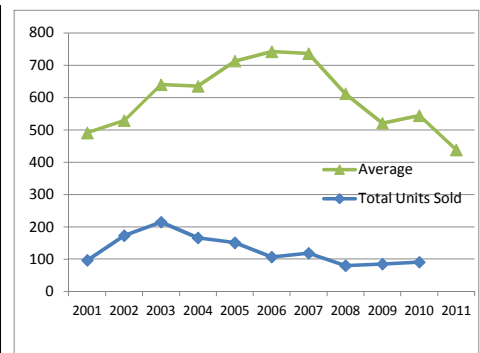
<b>Condos, 2BR 2BA</b>	2001	193	\$395	\$169	\$1,675	\$344	41	100%
	2002	220	\$452	\$210	\$1,875	\$389	53	99%
	2003	275	\$434	\$225	\$1,658	\$397	49	100%
	2004	306	\$516	\$209	\$1,600	\$490	40	102%
	2005	238	\$578	\$335	\$1,735	\$523	38	102%
	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	156	\$369	\$104	\$1,400	\$310	125	96%
	2010	148	\$417	\$113	\$1,675	\$357	123	97%
	2011	135	\$374	\$106	\$1,500	\$300	148	96%



<b>Condos, 3BR 2BA</b>	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%
	2010	74	\$381	\$155	\$1,200	\$370	142	96%
	2011	53	\$386	\$168	\$1,350	\$325	118	96%



<b>Condos, 3BR 3BA</b>	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%
	2010	91	\$544	\$200	\$2,200	\$450	105	97%
	2011	75	\$438	\$205	\$1,500	\$385	114	97%



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