

Marin County -- A Brief Summary

- Compared to both the previous month and the same month last year **inventory** of single family homes and condos is down.
- Compared to the previous month the **number of sales** is up for both for single family homes and condos. Compared to the same month last year, the number of sales for single family homes is down but is up for condos.
- Compared to the previous month and the same month last year, **selling prices** are up for single family homes and condos.
- Advertised interest rates remain at or near historic lows – however, not everyone qualifies for these rates.

Inventory			
	January 1 st vs. December 1 st		January 1 st 2012 vs. January 1 st 2011
	2011	2012	
Single Family	Down 36%	Down 19%	Down 12%
Condos	Down 20%	Down 13%	Down 9%

Number of Properties Sold			
	December vs. November		December 2011 vs. December 2010
	2010	2011	
Single Family	Up 8%	Up 17%	Down 12%
Condos	Down 28%	Up 35%	Up 86%

Average Sales Price			
	December 2011 vs. November 2011		December 2011 vs. December 2010
Single Family	Up 10%		Up 20%
Condos	Down 30%		Down 31%

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 lowering inventory levels which is normal for this time of year.

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	619	174	55	229	37%
Condos	211	74	34	108	51%
Total	830	248	89	337	41%

2011 Total Sales of Short Sales and REOs					
	Total Listings	Short Sales	REOs	Total Short Sales & REOs	% of Short Sales & REOs to Total Listings
Single Family	1,917	239	253	492	26%
Condos	588	126	149	275	47%
Total	2,505	365	402	767	31%



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Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	8	\$584	\$343	\$840	\$613	170	99%
October '11	7	\$530	\$410	\$725	\$482	62	100%
November '11	7	\$722	\$408	\$1,113	\$732	85	97%
December '11	5	\$535	\$350	\$780	\$550	100	95%
Active*	40	\$490	\$83	\$975	\$443	172	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	11	\$721	\$177	\$1,050	\$775	73	100%
October '11	6	\$961	\$494	\$1,925	\$837	73	99%
November '11	9	\$714	\$347	\$1,355	\$649	75	95%
December '11	9	\$730	\$325	\$1,750	\$660	152	91%
Active*	38	\$795	\$279	\$1,800	\$664	210	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	53	\$643	\$280	\$1,675	\$620	82	98%
October '11	36	\$649	\$256	\$1,390	\$609	105	98%
November '11	41	\$638	\$289	\$1,595	\$525	97	97%
December '11	31	\$589	\$280	\$1,299	\$533	81	98%
Active*	126	\$682	\$265	\$3,600	\$560	152	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	22	\$1,176	\$480	\$6,500	\$810	134	96%
October '11	25	\$857	\$250	\$1,565	\$867	105	97%
November '11	10	\$1,335	\$525	\$3,000	\$1,018	144	96%
December '11	17	\$897	\$305	\$2,200	\$825	176	95%
Active*	71	\$1,016	\$265	\$3,000	\$867	153	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	33	\$974	\$385	\$1,800	\$861	129	96%
October '11	24	\$990	\$495	\$1,655	\$787	102	99%
November '11	28	\$894	\$380	\$2,110	\$774	95	96%
December '11	23	\$1,090	\$375	\$5,700	\$788	112	95%
Active*	102	\$1,008	\$400	\$6,985	\$738	159	

Single Family, 4BR 4BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	12	\$1,943	\$599	\$4,782	\$1,719	121	88%
October '11	10	\$1,695	\$935	\$2,599	\$1,700	110	96%
November '11	19	\$1,492	\$515	\$3,975	\$1,450	124	98%
December '11	7	\$2,323	\$616	\$3,653	\$2,600	76	96%
Active*	49	\$1,717	\$586	\$6,875	\$1,475	130	

*as of 1/9/2012

Monthly updates available at: WWW.BOLDSF.COM

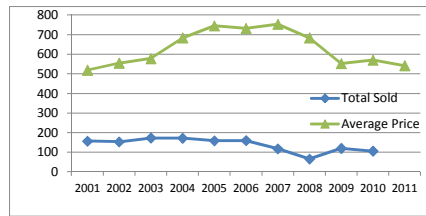
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Marin County Market Analysis

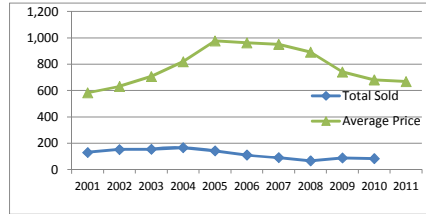
by year

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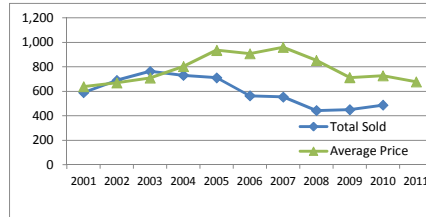
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2001	157	\$519	65	975	500	48	0.99
2002	153	\$555	\$325	\$1,085	\$550	52	100%
2003	173	\$578	\$200	\$1,005	\$563	54	100%
2004	172	\$684	\$403	\$2,725	\$650	38	103%
2005	159	\$745	\$298	\$1,650	\$725	37	104%
2006	160	\$732	\$300	\$1,375	\$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	95	\$542	\$150	\$1,113	\$540	105	96%



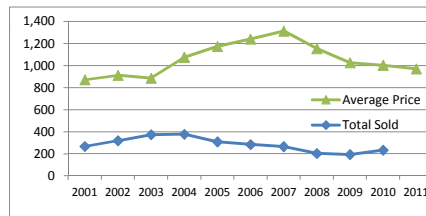
2001	130	\$584	225	1400	\$43	53	0.98
2002	153	\$632	\$266	\$1,325	\$581	51	99%
2003	155	\$707	\$361	\$1,450	\$645	72	98%
2004	167	\$819	\$375	\$2,445	\$730	45	101%
2005	143	\$978	\$425	\$2,443	\$861	53	100%
2006	111	\$963	\$360	\$3,435	\$850	67	98%
2007	92	\$952	\$490	\$2,656	\$803	84	99%
2008	67	\$892	\$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	99	\$669	\$177	\$1,925	\$637	122	97%



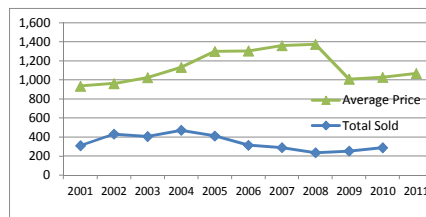
2001	590	\$638	179	2500	\$80	51	0.99
2002	690	\$669	\$305	\$2,510	\$605	51	100%
2003	763	\$709	\$360	\$2,750	\$650	52	99%
2004	731	\$803	\$425	\$2,200	\$731	42	101%
2005	711	\$935	\$525	\$3,225	\$841	41	101%
2006	564	\$908	\$575	\$2,950	\$833	58	99%
2007	554	\$960	\$400	\$3,600	\$865	57	99%
2008	444	\$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	487	\$678	\$251	\$3,800	\$585	102	97%



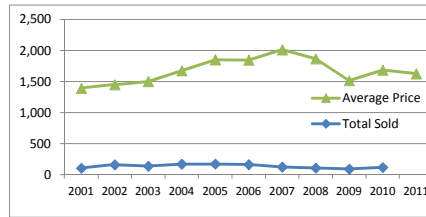
2001	268	\$871	305	4250	739	54	0.97
2002	319	\$911	\$420	\$3,600	\$800	62	98%
2003	374	\$885	\$459	\$3,800	\$786	67	98%
2004	378	\$1,075	\$494	\$3,800	\$934	55	99%
2005	309	\$1,172	\$587	\$3,625	\$1,050	49	99%
2006	285	\$1,240	\$616	\$4,835	\$1,072	68	98%
2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
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	237	\$969	\$230	\$6,500	\$825	119	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	310	\$1,069	\$310	\$3,700	\$899	113	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	160	\$1,626	\$250	\$4,782	\$1,469	113	95%



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Marin County Market Analysis

by month

1/9/2012

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	10	\$165	\$110	\$270	\$157	180	100%
October '11	5	\$109	\$75	\$155	\$105	159	92%
November '11	6	\$237	\$125	\$410	\$179	100	95%
December '11	11	\$172	\$99	\$229	\$185	164	94%
Active*	23	\$212	\$89	\$699	\$190	132	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	13	\$304	\$140	\$763	\$276	110	95%
October '11	13	\$466	\$186	\$1,300	\$393	138	96%
November '11	16	\$423	\$158	\$1,400	\$345	199	97%
December '11	19	\$300	\$175	\$765	\$275	191	97%
Active*	61	\$448	\$98	\$1,290	\$423	175	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	9	\$369	\$183	\$777	\$335	153	96%
October '11	3	\$363	\$129	\$500	\$460	44	100%
November '11	4	\$357	\$235	\$568	\$312	35	97%
December '11	10	\$369	\$160	\$630	\$379	89	99%
Active*	31	\$304	\$140	\$1,495	\$268	136	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
September '11	8	\$407	\$302	\$635	\$367	186	96%
October '11	13	\$465	\$210	\$917	\$380	189	87%
November '11	14	\$549	\$300	\$1,400	\$423	89	97%
December '11	19	\$364	\$232	\$673	\$305	188	98%
Active*	29	\$440	\$215	\$1,200	\$390	181	

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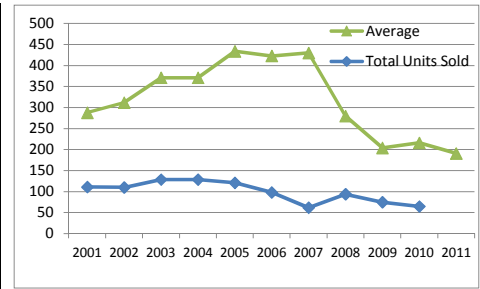
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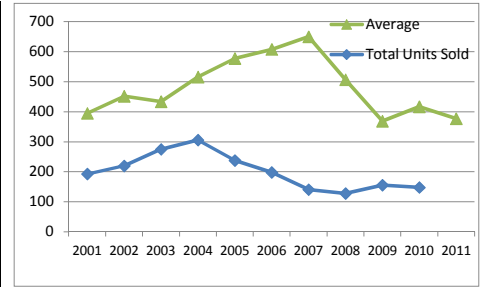
by year

1/9/2012

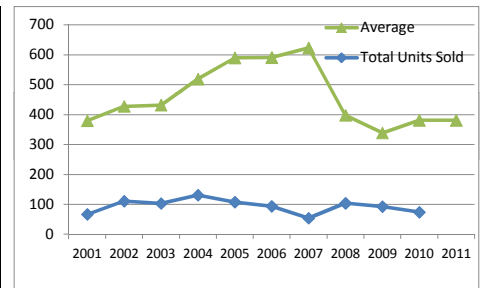
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2001	111	\$288	\$180	\$569	\$274	55	100%
	2002	110	\$312	\$189	\$615	\$305	49	100%
	2003	129	\$371	\$265	\$868	\$349	34	102%
	2004	129	\$371	\$265	\$868	\$349	34	102%
	2005	121	\$434	\$262	\$700	\$425	40	103%
	2006	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%
	2010	65	\$216	\$108	\$537	\$195	105	98%
	2011	85	\$191	\$75	\$790	\$166	149	96%



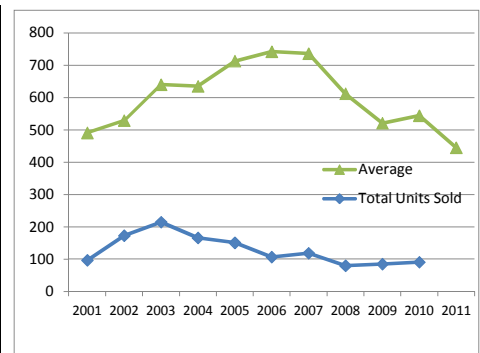
Condos, 2BR 2BA	2001	193	\$395	\$169	\$1,675	\$344	41	100%
	2002	220	\$452	\$210	\$1,875	\$389	53	99%
	2003	275	\$434	\$225	\$1,658	\$397	49	100%
	2004	306	\$516	\$209	\$1,600	\$490	40	102%
	2005	238	\$578	\$335	\$1,735	\$523	38	102%
	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	156	\$369	\$104	\$1,400	\$310	125	96%
	2010	148	\$417	\$113	\$1,675	\$357	123	97%
	2011	183	\$377	\$106	\$1,500	\$305	168	97%



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%
	2010	74	\$381	\$155	\$1,200	\$370	142	96%
	2011	70	\$381	\$129	\$1,350	\$326	107	96%



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%
	2010	91	\$544	\$200	\$2,200	\$450	105	97%
	2011	116	\$445	\$205	\$1,500	\$385	135	96%



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