

Marin County -- A Brief Summary

- Compared to the previous month and the same month last year **inventory** of single family homes is up but condos are down.
- Compared to the previous month **the number of sales** is up for single family homes and down for condos. Compared to the same month last year, sales of single family homes and condos are up significantly.
- Compared to the previous month, **selling prices** are up for single family homes and condos. Compared to the same month last year, selling prices are unchanged for single family homes and down for condos.
- Interest rates remain at or near historic lows.

Inventory			
	May 1 st vs. April 1 st		May 1 st 2012 vs. May 1 st 2011
	2011	2012	
Single Family	Up 15%	Up 42%	Up 2%
Condos	Up 13%	Down 4%	Down 38%

Number of Properties Sold			
	April vs. March		April 2012 vs. April 2011
	2011	2012	
Single Family	Up 9%	Up 15%	Up 32%
Condos	Down 3%	Down 2%	Up 29%

Average Sales Price			
	April 2012 vs. March 2012		April 2012 vs. April 2011
	Single Family	Up 9%	
Condos	Up 2%	Down 5%	

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. However, we are beginning to see prices slowly rise in certain areas so this opportunity may not last. Inventory levels remain low for this time of year. With low inventory, we have seen an increase in competition among buyers for well-price, well-located properties resulting in multiple offers.

What does this mean to a seller?

Price! Price! Price! The combination of realistic pricing, location and condition remains key. 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 condo sellers, the impact of distressed property listings and sales continues to place downward pressure on pricing.

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	868	156	41	197	23%
Condos	207	71	19	90	43%
Total	1,075	227	60	287	27%



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Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	8	\$513	\$298	\$825	\$495	90	103%
February '12	8	\$479	\$78	\$795	\$492	162	93%
March '12	10	\$504	\$799	\$875	\$451	173	96%
April '12	12	\$547	\$269	\$838	\$458	64	101%
Active*	41	\$508	\$145	\$1,050	\$455	157	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	8	\$702	\$322	\$1,750	\$500	103	96%
February '12	10	\$756	\$409	\$1,150	\$745	275	95%
March '12	14	\$820	\$350	\$1,879	\$667	159	94%
April '12	10	\$790	\$206	\$1,935	\$608	130	97%
Active*	41	\$913	\$300	\$4,100	\$710	109	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	36	\$802	\$346	\$4,300	\$603	157	93%
February '12	27	\$532	\$200	\$1,050	\$500	168	97%
March '12	53	\$615	\$220	\$2,000	\$540	127	98%
April '12	55	\$625	\$310	\$1,317	\$550	68	99%
Active*	150	\$754	\$270	\$2,175	\$699	109	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	11	\$683	\$500	\$1,520	\$620	189	103%
February '12	20	\$835	\$350	\$1,680	\$683	151	97%
March '12	23	\$1,150	\$480	\$5,000	\$849	142	89%
April '12	19	\$851	\$352	\$1,700	\$799	119	96%
Active*	105	\$1,186	\$265	\$4,650	\$975	105	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	18	\$1,010	\$500	\$2,260	\$840	75	96%
February '12	18	\$1,006	\$410	\$2,150	\$892	138	96%
March '12	21	\$908	\$385	\$2,095	\$775	179	97%
April '12	47	\$1,109	\$419	\$6,200	\$788	82	97%
Active*	152	\$1,123	\$399	\$3,595	\$921	92	

Single Family, 4BR 4BA

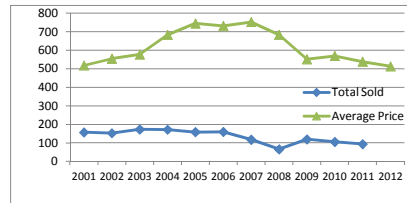
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	8	\$1,371	\$700	\$2,250	\$1,225	122	96%
February '12	11	\$1,878	\$650	\$5,500	\$1,346	179	96%
March '12	12	\$1,240	\$585	\$3,575	\$898	111	98%
April '12	10	\$2,011	\$889	\$5,000	\$1,601	163	96%
Active*	70	\$1,929	\$660	\$7,495	\$1,587	94	

*as of 5/9/2012

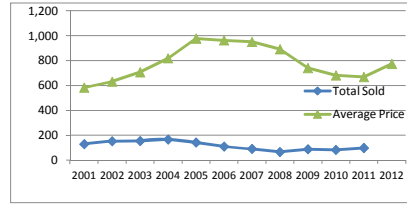
Monthly updates available at: WWW.BOLDSF.COM

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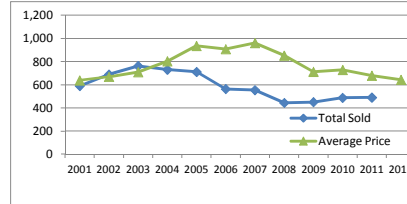
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2001	157	\$519	65	975	500	48	0.99
2002	153	\$555	\$325	\$1,085	\$550	52	100%
2003	173	\$578	\$200	\$1,005	\$563	54	100%
2004	172	\$684	\$403	\$2,725	\$650	38	103%
2005	159	\$745	\$298	\$1,650	\$725	37	104%
2006	160	\$732	\$300	\$1,375	\$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	94	\$539	\$150	\$1,113	\$532	105	96%
2012	38	\$514	\$78	\$875	\$497	119	99%



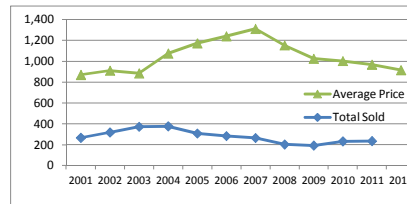
2001	130	\$584	225	1400	543	53	0.98
2002	153	\$632	\$266	\$1,325	\$581	51	99%
2003	155	\$707	\$361	\$1,450	\$645	72	98%
2004	167	\$819	\$375	\$2,445	\$730	45	101%
2005	143	\$978	\$425	\$2,443	\$861	53	100%
2006	111	\$963	\$360	\$3,435	\$850	67	98%
2007	92	\$952	\$490	\$2,656	\$803	84	99%
2008	67	\$892	\$365	\$4,902	\$760	79	95%
2009	89	\$741	\$227	\$1,615	\$703	113	96%
2010	84	\$682	\$230	\$1,856	\$621	108	95%
2011	99	\$669	\$177	\$1,925	\$637	122	97%
2012	42	\$775	\$206	\$1,935	\$638	169	95%



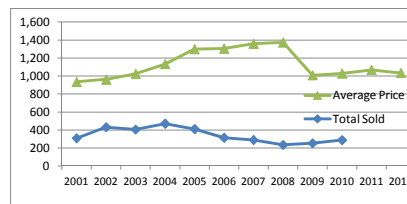
2001	590	\$638	179	2500	580	51	0.99
2002	690	\$669	\$305	\$2,510	\$605	51	100%
2003	763	\$709	\$360	\$2,750	\$650	52	99%
2004	731	\$803	\$425	\$2,200	\$731	42	101%
2005	711	\$935	\$525	\$3,225	\$841	41	101%
2006	564	\$908	\$575	\$2,950	\$833	58	99%
2007	554	\$960	\$400	\$3,600	\$865	57	99%
2008	444	\$852	\$290	\$3,300	\$753	75	97%
2009	451	\$713	\$275	\$2,505	\$669	96	97%
2010	488	\$728	\$285	\$3,350	\$685	79	97%
2011	490	\$679	\$251	\$3,800	\$583	102	97%
2012	171	\$643	\$200	\$4,300	\$542	123	97%



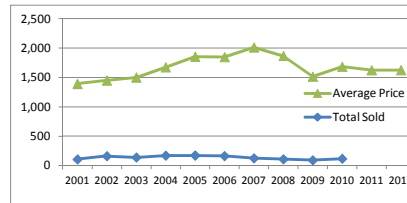
2001	268	\$871	305	4250	739	54	0.97
2002	319	\$911	\$420	\$3,600	\$800	62	98%
2003	374	\$885	\$459	\$3,800	\$786	67	98%
2004	378	\$1,075	\$494	\$3,800	\$934	55	99%
2005	309	\$1,172	\$587	\$3,625	\$1,050	49	99%
2006	285	\$1,240	\$616	\$4,835	\$1,072	68	98%
2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
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%
2012	73	\$915	\$350	\$5,000	\$715	146	94%



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%
2012	104	\$1,034	\$385	\$6,200	\$802	110	97%



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%
2012	41	\$1,625	\$585	\$5,500	\$1,300	144	96%



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Marin County Market Analysis

by month

5/10/2012

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	6	\$252	\$105	\$650	\$185	71	96%
February '12	8	\$162	\$90	\$230	\$173	161	93%
March '12	7	\$199	\$116	\$304	\$170	170	99%
April '12	7	\$156	\$105	\$250	\$145	289	99%
Active*	28	\$243	\$105	\$615	\$232	171	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	12	\$333	\$106	\$650	\$330	129	96%
February '12	15	\$411	\$85	\$1,020	\$400	263	96%
March '12	15	\$324	\$107	\$520	\$330	107	99%
April '12	17	\$389	\$99	\$949	\$400	105	99%
Active*	60	\$485	\$85	\$1,749	\$384	105	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	5	\$239	\$140	\$318	\$290	98	95%
February '12	10	\$246	\$144	\$395	\$222	120	99%
March '12	5	\$320	\$169	\$467	\$312	163	97%
April '12	6	\$329	\$170	\$600	\$290	82	98%
Active*	23	\$335	\$135	\$988	\$310	137	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
January '12	3	\$570	\$380	\$731	\$600	188	98%
February '12	7	\$423	\$310	\$655	\$410	123	94%
March '12	14	\$446	\$205	\$1,000	\$417	110	99%
April '12	10	\$436	\$280	\$675	\$421	84	100%
Active*	34	\$591	\$211	\$2,295	\$430	151	

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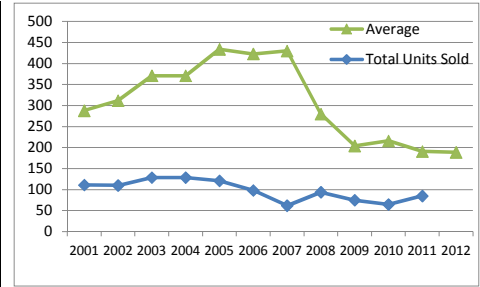


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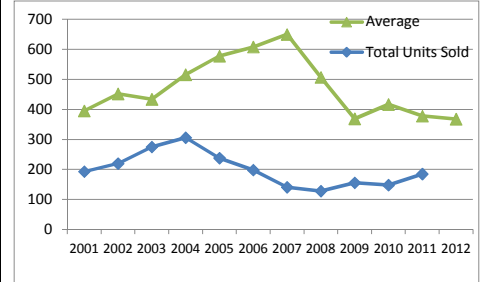
Marin County Market Analysis
by year

5/10/2012

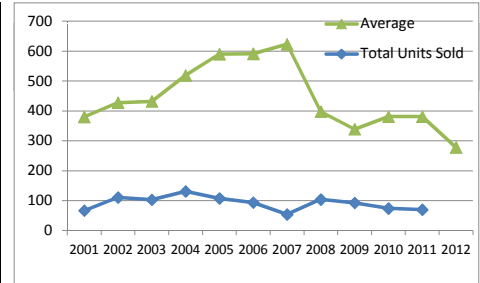
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2001	111	\$288	\$180	\$569	\$274	55	100%
	2002	110	\$312	\$189	\$615	\$305	49	100%
	2003	129	\$371	\$265	\$868	\$349	34	102%
	2004	129	\$371	\$265	\$868	\$349	34	102%
	2005	121	\$434	\$262	\$700	\$425	40	103%
	2006	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%
	2012	28	\$189	\$90	\$650	\$170	178	96%



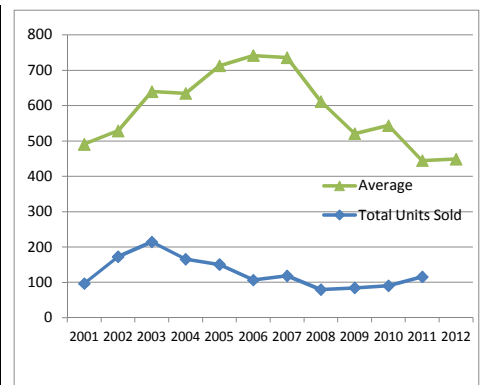
Condos, 2BR 2BA	2001	193	\$395	\$169	\$1,675	\$344	41	100%
	2002	220	\$452	\$210	\$1,875	\$389	53	99%
	2003	275	\$434	\$225	\$1,658	\$397	49	100%
	2004	306	\$516	\$209	\$1,600	\$490	40	102%
	2005	238	\$578	\$335	\$1,735	\$523	38	102%
	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$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	185	\$378	\$106	\$1,500	\$305	167	97%
	2012	59	\$368	\$85	\$1,020	\$350	153	98%



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%
	2012	26	\$278	\$140	\$600	\$279	115	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%
	2010	91	\$544	\$200	\$2,200	\$450	105	97%
	2011	116	\$445	\$205	\$1,500	\$385	135	96%
	2012	34	\$449	\$205	\$1,000	\$417	112	98%



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