

MARIN MARKET ACTIVITY as of 12/31/11

Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

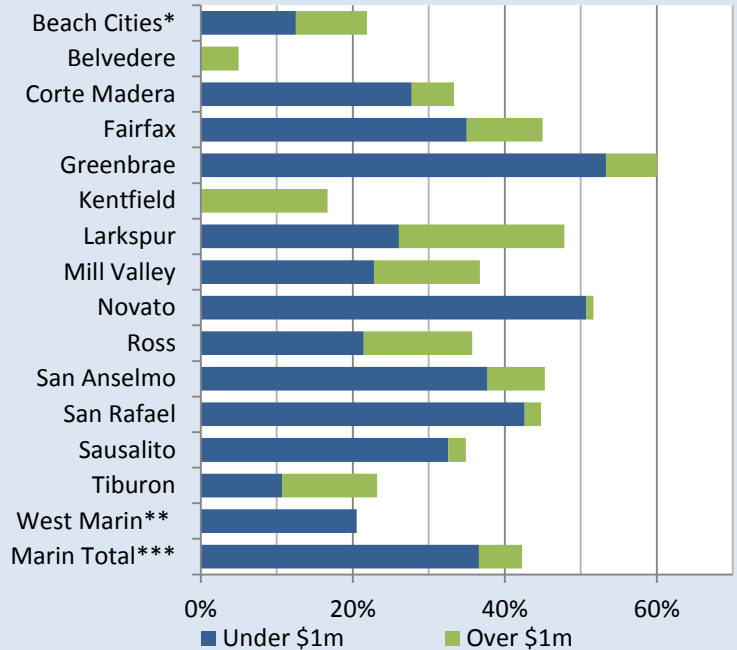
MARKET REPORT by DECKER BULLOCK SOTHEBY'S INTERNATIONAL REALTY

Activity by City as of 12/31/11

	Listed	In Contract	% In Contract
Beach Cities*	32	6	19%
Belvedere	20	1	5%
Corte Madera	18	9	50%
Fairfax	20	9	45%
Greenbrae	15	2	13%
Kentfield	12	11	92%
Larkspur	23	29	126%
Mill Valley	79	107	135%
Novato	207	5	2%
Ross	14	24	171%
San Anselmo	53	103	194%
San Rafael	230	15	7%
Sausalito	43	7	16%
Tiburon	56	13	23%
West Marin**	39	8	21%
Marin Total***	790	334	42%

Marin Homes in Contract

Single Family and Condos as of December 31, 2011



The chart above shows the percentage of Single Family Homes and Condos currently in contract. The green portion are those homes in contract over \$1m.

*Beach Cities include Muir Beach, Stinson and Bolinas

**West Marin includes Forest Knolls, Inverness, Lagunitas, Nicasio, Olema, Pt. Reyes Station, San Geronimo, Tomales, & Woodacre

***The Marin Total includes un-incorporated areas as well as other small towns not on this list.

Market Activity by Price 12/31/11

	Total Listed	In Contract	% In Contract
Under \$499,999	322	176	55%
\$500,000 - \$999,999	264	114	43%
\$1,000,000 - \$1,499,999	82	25	30%
\$1,500,000 - \$1,999,999	40	13	33%
\$2,000,000 - \$2,499,999	21	2	10%
\$2,500,000 - \$2,999,999	11	1	9%
\$3,000,000 - \$3,999,999	16	2	13%
\$4,000,000 - \$4,999,999	9	1	11%
\$5,000,000 - \$6,999,999	17	1	6%
\$7,000,000 - \$9,999,999	4	0	0%
\$10,000,000 +	5	0	0%

Includes SFH and Condos in Marin.

0% 50% 100%



Data from BAREIS MLS as of 12/31/11