



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County - SFR & Condo	11/25/11	12/2/11	12/9/11	12/16/11
Number of ACTIVE Listings within All Marin Cities	727	678	654	630
Number of CONTINGENT/PENDING Listings within All Marin Cities	447	436	433	424
Number of SOLD Listings within All Marin Cities - YTD	2244	2287	2328	2376
Average DOM All Marin Cities	161	162	165	167
% In Contract	38.07%	39.14%	39.83%	40.23%
Number of ACTIVE Listings within 13 Marin Cities*	606	560	543	521
Number of CONTINGENT/PENDING Listings within 13 Marin Cities*	414	399	393	383
Number of SOLD Listings within 13 Marin Cities* - YTD	2026	2066	2107	2149
Average DOM 13 Marin Cities*	150	152	154	155
% In Contract	40.59%	41.61%	41.99%	42.37%

*13 Marin Cities: Belvedere, Corte Madera, Fairfax, Greenbrae, Kentfield, Larkspur, Mill Valley, Novato, Ross, San Anselmo, San Rafael, Sausalito, & Tiburon



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Marin County (13 Cities) - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	268	244	235	220
Active (LAST year)	359	332	333	309
% of Change	-25.35%	-26.51%	-29.43%	-28.80%
Active Price per Sq. Ft.	\$420	\$415	\$412	\$395
Contingent/Pending	219	226	230	228
% In Contract	44.97%	48.09%	49.46%	50.89%
Sold (THIS year)	1132	1144	1162	1183
Sold (LAST year)	1052	1076	1103	1126
% of Change (Sold)	7.60%	6.32%	5.35%	5.06%
Sold Price per Sq. Ft. (THIS year)	\$405	\$404	\$404	\$405
Sold Price per Sq. Ft. (LAST year)	\$440	\$441	\$438	\$436
% of Change (Sq. Ft.)	-8.04%	-8.36%	-7.69%	-7.10%
\$1M - \$1.499M				
Active (THIS year)	81	71	66	63
Active (LAST year)	101	93	84	74
% of Change	-19.80%	-23.66%	-21.43%	-14.86%
Active Price per Sq. Ft.	\$470	\$474	\$480	\$490
Contingent/Pending	34	29	30	27
% In Contract	29.57%	29.00%	31.25%	30.00%
Sold (THIS year)	256	264	269	272
Sold (LAST year)	258	263	265	269
% of Change (Sold)	-0.78%	0.38%	1.51%	1.12%
Sold Price per Sq. Ft. (THIS year)	\$501	\$501	\$502	\$502
Sold Price per Sq. Ft. (LAST year)	\$462	\$462	\$462	\$460
% of Change (Sq. Ft.)	8.41%	8.56%	8.70%	8.97%
\$1.5M - \$2M				
Active (THIS year)	43	39	39	37
Active (LAST year)	64	57	57	53
% of Change	-32.81%	-31.58%	-31.58%	-30.19%
Active Price per Sq. Ft.	\$540	\$532	\$531	\$528
Contingent/Pending	13	15	15	17
% In Contract	99.36%	99.43%	99.42%	99.47%
Sold (THIS year)	123	125	125	126
Sold (LAST year)	114	116	119	124
% of Change (Sold)	7.89%	7.76%	5.04%	1.61%
Sold Price per Sq. Ft. (THIS year)	\$579	\$579	\$579	\$578
Sold Price per Sq. Ft. (LAST year)	\$581	\$579	\$576	\$571
% of Change (Sq. Ft.)	-0.29%	0.03%	0.57%	1.32%
\$2M - \$4M				
Active (THIS year)	63	57	57	56
Active (LAST year)	90	83	77	65
% of Change	-30.00%	-31.33%	-25.97%	-13.85%
Active Price per Sq. Ft.	\$589	\$590	\$588	\$587
Contingent/Pending	12	12	9	5
% In Contract	16.00%	17.39%	13.64%	8.20%
Sold (THIS year)	121	122	124	128
Sold (LAST year)	128	129	130	130
% of Change (Sold)	-5.47%	-5.43%	-4.62%	-1.54%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$558	\$559
Sold Price per Sq. Ft. (LAST year)	\$585	\$586	\$586	\$586
% of Change (Sq. Ft.)	-4.75%	-4.92%	-4.83%	-4.57%

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Statistics - Marin County (13 Cities) - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	43	37	36	36
Active (LAST year)	53	50	46	44
% of Change	-18.87%	-26.00%	-21.74%	-18.18%
Active Price per Sq. Ft.	\$518	\$530	\$527	\$509
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	2.70%	2.70%
Sold (THIS year)	18	18	18	18
Sold (LAST year)	19	19	19	19
% of Change (Sold)	-5.26%	-5.26%	-5.26%	-5.26%
Sold Price per Sq. Ft. (THIS year)	\$413	\$413	\$413	\$413
Sold Price per Sq. Ft. (LAST year)	\$469	\$469	\$469	\$469
% of Change (Sq. Ft.)	-11.93%	-11.93%	-11.93%	-11.93%
Statistics - Marin County (13 Cities) - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	151	151	149	146
Active (LAST year)	225	208	199	192
% of Change	-32.89%	-27.40%	-25.13%	-23.96%
Active Price per Sq. Ft.	\$229	\$224	\$222	\$277
Contingent/Pending	149	132	123	122
% In Contract	49.67%	46.64%	45.22%	45.52%
Sold (THIS year)	499	518	534	548
Sold (LAST year)	430	438	444	453
% of Change (Sold)	16.05%	18.26%	20.27%	20.97%
Sold Price per Sq. Ft. (THIS year)	\$257	\$255	\$255	\$254
Sold Price per Sq. Ft. (LAST year)	\$291	\$290	\$290	\$291
% of Change (Sq. Ft.)	-11.57%	-12.11%	-12.10%	-12.79%
TOTAL SFR & CONDO - Marin County (13 Cities)	11/25/11	12/2/11	12/9/11	12/16/11
Actives	606	560	543	521
Contingents/Pendings	414	399	393	383
Solds	2026	2066	2107	2149
Average DOM	150	152	154	155
% In Contract	40.59%	41.61%	41.99%	42.37%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Belvedere - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$1M - \$1.499M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	3	3	3	3
Sold (LAST year)	0	0	0	0
% of Change (Sold)	-100.00%	-100.00%	-100.00%	-100.00%
Sold Price per Sq. Ft. (THIS year)	\$527	\$527	\$527	\$527
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
\$1.5M - \$2M				
Active (THIS year)	1	1	1	1
Active (LAST year)	1	1	2	2
% of Change	0.00%	0.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$667	\$667	\$667	\$667
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	5	5	6	7
% of Change (Sold)	20.00%	20.00%	0.00%	-14.29%
Sold Price per Sq. Ft. (THIS year)	\$1,037	\$1,037	\$1,037	\$1,037
Sold Price per Sq. Ft. (LAST year)	\$880	\$880	\$844	\$812
% of Change (Sq. Ft.)	17.84%	17.84%	22.87%	27.71%
\$2M - \$4M				
Active (THIS year)	11	10	11	9
Active (LAST year)	21	19	18	16
% of Change	-47.62%	-47.37%	-38.89%	-43.75%
Active Price per Sq. Ft.	\$937	\$951	\$944	\$930
Contingent/Pending	1	1	1	0
% In Contract	8.33%	9.09%	8.33%	0.00%
Sold (THIS year)	21	21	21	22
Sold (LAST year)	17	18	18	18
% of Change (Sold)	23.53%	16.67%	16.67%	22.22%
Sold Price per Sq. Ft. (THIS year)	\$909	\$909	\$909	\$921
Sold Price per Sq. Ft. (LAST year)	\$873	\$889	\$889	\$889
% of Change (Sq. Ft.)	4.12%	2.25%	2.25%	3.60%
\$4M+				
Active (THIS year)	15	14	14	14
Active (LAST year)	13	13	12	12
% of Change	15.38%	7.69%	16.67%	16.67%
Active Price per Sq. Ft.	\$1,698	\$1,730	\$1,702	\$1,702
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	5	5	5	5
% of Change (Sold)	-60.00%	-60.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$1,087	\$1,087	\$1,087	\$1,087
Sold Price per Sq. Ft. (LAST year)	\$1,309	\$1,309	\$1,309	\$1,309
% of Change (Sq. Ft.)	-16.96%	-16.96%	-16.96%	-16.96%

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TOTAL SFR - Belvedere	11/25/11	12/2/11	12/9/11	12/16/11
Actives	27	25	26	24
Contingents/Pendings	1	1	1	0
Solds	32	32	32	33
Average DOM	253	264	253	235
% In Contract	3.57%	3.85%	3.70%	0.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Corte Madera - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	7	8	7	6
Active (LAST year)	11	10	12	12
% of Change	-36.36%	-20.00%	-41.67%	-50.00%
Active Price per Sq. Ft.	\$533	\$512	\$530	\$517
Contingent/Pending	8	4	6	5
% In Contract	53.33%	33.33%	46.15%	45.45%
Sold (THIS year)	62	63	63	65
Sold (LAST year)	56	56	59	60
% of Change (Sold)	10.71%	12.50%	6.78%	8.33%
Sold Price per Sq. Ft. (THIS year)	\$461	\$462	\$462	\$464
Sold Price per Sq. Ft. (LAST year)	\$519	\$519	\$518	\$516
% of Change (Sq. Ft.)	-11.18%	-10.98%	-10.81%	-10.08%
\$1M - \$1.499M				
Active (THIS year)	5	4	3	3
Active (LAST year)	3	3	2	1
% of Change	66.67%	33.33%	50.00%	200.00%
Active Price per Sq. Ft.	\$494	\$480	\$453	\$441
Contingent/Pending	6	5	4	2
% In Contract	54.55%	55.56%	57.14%	40.00%
Sold (THIS year)	19	20	21	22
Sold (LAST year)	12	12	12	13
% of Change (Sold)	58.33%	66.67%	75.00%	69.23%
Sold Price per Sq. Ft. (THIS year)	\$518	\$516	\$506	\$510
Sold Price per Sq. Ft. (LAST year)	\$538	\$538	\$538	\$518
% of Change (Sq. Ft.)	-3.72%	-4.09%	-5.95%	-1.54%
\$1.5M - \$2M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	1	1	1	1
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	4	5	5	5
% of Change (Sold)	-50.00%	-60.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$689	\$689	\$689	\$689
Sold Price per Sq. Ft. (LAST year)	\$613	\$594	\$594	\$594
% of Change (Sq. Ft.)	12.40%	15.99%	15.99%	15.99%
\$2M - \$4M				
Active (THIS year)	3	3	3	3
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$619	\$619	\$619	\$619
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	3	3	3	3
% of Change (Sold)	-100.00%	-100.00%	-100.00%	-100.00%
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$552	\$552	\$552	\$552
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%

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Statistics - Corte Madera - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	3	3	3	2
Active (LAST year)	4	5	7	4
% of Change	-25.00%	-40.00%	-57.14%	-50.00%
Active Price per Sq. Ft.	\$344	\$344	\$333	\$331
Contingent/Pending	7	6	4	3
% In Contract	70.00%	66.67%	57.14%	60.00%
Sold (THIS year)	20	22	24	26
Sold (LAST year)	13	14	14	14
% of Change (Sold)	53.85%	57.14%	71.43%	85.71%
Sold Price per Sq. Ft. (THIS year)	\$321	\$321	\$322	\$322
Sold Price per Sq. Ft. (LAST year)	\$357	\$358	\$358	\$358
% of Change (Sq. Ft.)	-10.08%	-10.34%	-10.06%	-10.06%
TOTAL SFR & CONDO - Corte Madera				
Actives	18	18	16	14
Contingents/Pendings	22	16	15	11
Solds	103	107	110	115
Average DOM	80	86	92	93
% In Contract	55.00%	47.06%	48.39%	44.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	12	10	10	11
Active (LAST year)	20	20	18	15
% of Change	-40.00%	-50.00%	-44.44%	-26.67%
Active Price per Sq. Ft.	\$388	\$381	\$368	\$375
Contingent/Pending	6	8	8	7
% In Contract	33.33%	44.44%	44.44%	38.89%
Sold (THIS year)	66	66	66	67
Sold (LAST year)	62	65	66	66
% of Change (Sold)	6.45%	1.54%	0.00%	1.52%
Sold Price per Sq. Ft. (THIS year)	\$389	\$389	\$389	\$388
Sold Price per Sq. Ft. (LAST year)	\$413	\$409	\$407	\$407
% of Change (Sq. Ft.)	-5.81%	-4.89%	-4.42%	-4.67%
\$1M - \$1.499M				
Active (THIS year)	3	1	1	1
Active (LAST year)	1	1	2	2
% of Change	200.00%	0.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$504	\$453	\$453	\$453
Contingent/Pending	3	2	2	2
% In Contract	50.00%	66.67%	66.67%	66.67%
Sold (THIS year)	3	4	4	4
Sold (LAST year)	5	5	5	5
% of Change (Sold)	-40.00%	-20.00%	-20.00%	-20.00%
Sold Price per Sq. Ft. (THIS year)	\$424	\$397	\$397	\$397
Sold Price per Sq. Ft. (LAST year)	\$389	\$389	\$389	\$389
% of Change (Sq. Ft.)	9.00%	2.06%	2.06%	2.06%
\$1.5M - \$2M				
Active (THIS year)	1	1	1	1
Active (LAST year)	2	3	3	2
% of Change	-50.00%	-66.67%	-66.67%	-50.00%
Active Price per Sq. Ft.	\$465	\$465	\$465	\$425
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	1	1	1	1
Sold (LAST year)	1	1	1	1
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$329	\$329	\$329	\$329
Sold Price per Sq. Ft. (LAST year)	\$416	\$416	\$416	\$416
% of Change (Sq. Ft.)	-20.91%	-20.91%	-20.91%	-20.91%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Fairfax - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	0	0	0	1
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$272
Contingent/Pending	2	2	2	1
% In Contract	0.00%	0.00%	0.00%	50.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	7	7	7	7
% of Change (Sold)	-28.57%	-28.57%	-28.57%	-28.57%
Sold Price per Sq. Ft. (THIS year)	\$261	\$261	\$261	\$261
Sold Price per Sq. Ft. (LAST year)	\$312	\$312	\$312	\$312
% of Change (Sq. Ft.)	-16.35%	-16.35%	-16.35%	-16.35%
TOTAL SFR & CONDO - Fairfax	11/25/11	12/2/11	12/9/11	12/16/11
Actives	16	12	12	14
Contingents/Pendings	11	12	12	10
Solds	75	76	76	77
Average DOM	93	104	108	106
% In Contract	40.74%	50.00%	50.00%	41.67%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Greenbrae - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	5	4	2	2
Active (LAST year)	4	4	2	1
% of Change	25.00%	0.00%	0.00%	100.00%
Active Price per Sq. Ft.	\$434	\$380	\$430	\$412
Contingent/Pending	5	5	6	6
% In Contract	50.00%	55.56%	75.00%	75.00%
Sold (THIS year)	20	21	21	21
Sold (LAST year)	23	23	23	24
% of Change (Sold)	-13.04%	-8.70%	-8.70%	-12.50%
Sold Price per Sq. Ft. (THIS year)	\$446	\$445	\$445	\$445
Sold Price per Sq. Ft. (LAST year)	\$484	\$484	\$484	\$479
% of Change (Sq. Ft.)	-7.85%	-8.06%	-8.06%	-7.10%
\$1M - \$1.499M				
Active (THIS year)	3	2	2	1
Active (LAST year)	3	2	2	2
% of Change	0.00%	0.00%	0.00%	-50.00%
Active Price per Sq. Ft.	\$454	\$549	\$549	\$598
Contingent/Pending	0	0	0	1
% In Contract	0.00%	0.00%	0.00%	50.00%
Sold (THIS year)	19	20	20	20
Sold (LAST year)	21	21	21	23
% of Change (Sold)	-9.52%	-4.76%	-4.76%	-13.04%
Sold Price per Sq. Ft. (THIS year)	\$501	\$509	\$509	\$509
Sold Price per Sq. Ft. (LAST year)	\$481	\$481	\$481	\$489
% of Change (Sq. Ft.)	4.16%	5.82%	5.82%	4.09%
\$1.5M - \$2M				
Active (THIS year)	0	0	0	0
Active (LAST year)	1	1	1	1
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	5	5	5	5
Sold (LAST year)	3	3	3	3
% of Change (Sold)	66.67%	66.67%	66.67%	66.67%
Sold Price per Sq. Ft. (THIS year)	\$567	\$567	\$567	\$567
Sold Price per Sq. Ft. (LAST year)	\$563	\$563	\$563	\$563
% of Change (Sq. Ft.)	0.71%	0.71%	0.71%	0.71%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	0	0	0	0
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$0
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	4	4	4	4
% of Change (Sold)	-50.00%	-50.00%	-50.00%	-50.00%
Sold Price per Sq. Ft. (THIS year)	\$640	\$640	\$640	\$640
Sold Price per Sq. Ft. (LAST year)	\$616	\$616	\$616	\$616
% of Change (Sq. Ft.)	3.90%	3.90%	3.90%	3.90%
Statistics - Greenbrae - CONDO				
	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	7	7	6	4
Active (LAST year)	13	10	9	8
% of Change	-46.15%	-30.00%	-33.33%	-50.00%
Active Price per Sq. Ft.	\$377	\$343	\$344	\$303
Contingent/Pending	6	4	4	5
% In Contract	46.15%	36.36%	40.00%	55.56%
Sold (THIS year)	40	42	43	43
Sold (LAST year)	33	33	33	33
% of Change (Sold)	21.21%	27.27%	30.30%	30.30%
Sold Price per Sq. Ft. (THIS year)	\$308	\$306	\$306	\$306
Sold Price per Sq. Ft. (LAST year)	\$354	\$354	\$354	\$354
% of Change (Sq. Ft.)	-12.99%	-13.56%	-13.56%	-13.56%
TOTAL SFR & CONDO - Greenbrae				
	11/25/11	12/2/11	12/9/11	12/16/11
Actives	15	13	10	7
Contingents/Pendings	11	9	10	12
Solds	86	90	91	91
Average DOM	85	96	105	112
% In Contract	42.31%	40.91%	50.00%	63.16%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	3	3	3	3
Active (LAST year)	0	1	1	1
% of Change	-100.00%	200.00%	200.00%	200.00%
Active Price per Sq. Ft.	\$597	\$597	\$597	\$590
Contingent/Pending	2	2	1	1
% In Contract	40.00%	40.00%	25.00%	25.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	7	7	7	7
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$482	\$482	\$482	\$482
Sold Price per Sq. Ft. (LAST year)	\$421	\$421	\$421	\$421
% of Change (Sq. Ft.)	14.49%	14.49%	14.49%	14.49%
\$1M - \$1.499M				
Active (THIS year)	3	3	3	3
Active (LAST year)	1	0	0	0
% of Change	200.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$530	\$530	\$530	\$530
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	19	19	20	20
Sold (LAST year)	14	14	14	14
% of Change (Sold)	35.71%	35.71%	42.86%	42.86%
Sold Price per Sq. Ft. (THIS year)	\$523	\$523	\$536	\$536
Sold Price per Sq. Ft. (LAST year)	\$540	\$540	\$540	\$540
% of Change (Sq. Ft.)	-3.15%	-3.15%	-0.74%	-0.74%
\$1.5M - \$2M				
Active (THIS year)	3	3	3	3
Active (LAST year)	2	2	2	1
% of Change	50.00%	50.00%	50.00%	200.00%
Active Price per Sq. Ft.	\$670	\$670	\$670	\$670
Contingent/Pending	2	2	2	1
% In Contract	40.00%	40.00%	40.00%	25.00%
Sold (THIS year)	8	8	8	9
Sold (LAST year)	15	15	15	16
% of Change (Sold)	-46.67%	-46.67%	-46.67%	-43.75%
Sold Price per Sq. Ft. (THIS year)	\$678	\$678	\$678	\$670
Sold Price per Sq. Ft. (LAST year)	\$607	\$607	\$607	\$604
% of Change (Sq. Ft.)	11.70%	11.70%	11.70%	10.93%
\$2M - \$4M				
Active (THIS year)	7	7	6	6
Active (LAST year)	5	4	5	5
% of Change	40.00%	75.00%	20.00%	20.00%
Active Price per Sq. Ft.	\$657	\$657	\$671	\$671
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	16	16	16	16
Sold (LAST year)	24	24	24	24
% of Change (Sold)	-33.33%	-33.33%	-33.33%	-33.33%
Sold Price per Sq. Ft. (THIS year)	\$728	\$728	\$728	\$728
Sold Price per Sq. Ft. (LAST year)	\$711	\$711	\$711	\$711
% of Change (Sq. Ft.)	2.39%	2.39%	2.39%	2.39%

All data deemed reliable, but not guaranteed and may contain errors and omissions.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Kentfield - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	3	3	2	1
Active (LAST year)	5	5	4	2
% of Change	-40.00%	-40.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$779	\$779	\$770	\$583
Contingent/Pending	0	0	1	1
% In Contract	0.00%	0.00%	33.33%	50.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	1	1	1	1
% of Change (Sold)	500.00%	500.00%	500.00%	500.00%
Sold Price per Sq. Ft. (THIS year)	\$963	\$963	\$963	\$963
Sold Price per Sq. Ft. (LAST year)	\$1,039	\$1,039	\$1,039	\$1,039
% of Change (Sq. Ft.)	-7.31%	-7.31%	-7.31%	-7.31%
TOTAL SFR - Kentfield	11/25/11	12/2/11	12/9/11	12/16/11
Actives	19	19	17	16
Contingents/Pendings	4	4	4	3
Solds	56	56	57	58
Average DOM	92	99	103	114
% In Contract	17.39%	17.39%	19.05%	15.79%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	3	3	2	3
Active (LAST year)	8	6	8	5
% of Change	-62.50%	-50.00%	-75.00%	-40.00%
Active Price per Sq. Ft.	\$403	\$394	\$411	\$411
Contingent/Pending	2	2	3	3
% In Contract	40.00%	40.00%	60.00%	50.00%
Sold (THIS year)	22	22	22	22
Sold (LAST year)	21	22	23	23
% of Change (Sold)	4.76%	0.00%	-4.35%	-4.35%
Sold Price per Sq. Ft. (THIS year)	\$473	\$473	\$473	\$473
Sold Price per Sq. Ft. (LAST year)	\$602	\$612	\$603	\$603
% of Change (Sq. Ft.)	-21.43%	-22.71%	-21.56%	-21.56%
\$1M - \$1.499M				
Active (THIS year)	6	7	6	6
Active (LAST year)	7	8	7	6
% of Change	-14.29%	-12.50%	-14.29%	0.00%
Active Price per Sq. Ft.	\$496	\$537	\$549	\$530
Contingent/Pending	2	0	1	2
% In Contract	25.00%	0.00%	14.29%	25.00%
Sold (THIS year)	15	17	17	17
Sold (LAST year)	24	24	24	24
% of Change (Sold)	-37.50%	-29.17%	-29.17%	-29.17%
Sold Price per Sq. Ft. (THIS year)	\$554	\$559	\$559	\$559
Sold Price per Sq. Ft. (LAST year)	\$557	\$557	\$557	\$557
% of Change (Sq. Ft.)	-0.54%	0.36%	0.36%	0.36%
\$1.5M - \$2M				
Active (THIS year)	2	3	3	3
Active (LAST year)	1	2	2	2
% of Change	100.00%	50.00%	50.00%	50.00%
Active Price per Sq. Ft.	\$643	\$577	\$577	\$577
Contingent/Pending	0	0	0	2
% In Contract	0.00%	0.00%	0.00%	40.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	5	5	5	6
% of Change (Sold)	40.00%	40.00%	40.00%	16.67%
Sold Price per Sq. Ft. (THIS year)	\$671	\$671	\$671	\$671
Sold Price per Sq. Ft. (LAST year)	\$633	\$633	\$633	\$625
% of Change (Sq. Ft.)	6.00%	6.00%	6.00%	7.36%
\$2M - \$4M				
Active (THIS year)	1	1	1	1
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$949	\$949	\$949	\$949
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	3	3	3	3
% of Change (Sold)	100.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$854	\$854	\$854	\$854
Sold Price per Sq. Ft. (LAST year)	\$895	\$895	\$895	\$895
% of Change (Sq. Ft.)	-4.58%	-4.58%	-4.58%	-4.58%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Larkspur - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	5	4	4	3
Active (LAST year)	7	7	7	6
% of Change	-28.57%	-42.86%	-42.86%	-50.00%
Active Price per Sq. Ft.	\$322	\$314	\$314	\$302
Contingent/Pending	5	5	3	3
% In Contract	50.00%	55.56%	42.86%	50.00%
Sold (THIS year)	7	7	8	9
Sold (LAST year)	8	8	8	8
% of Change (Sold)	-12.50%	-12.50%	0.00%	12.50%
Sold Price per Sq. Ft. (THIS year)	\$353	\$353	\$348	\$336
Sold Price per Sq. Ft. (LAST year)	\$412	\$412	\$412	\$412
% of Change (Sq. Ft.)	-14.32%	-14.32%	-15.53%	-18.45%
TOTAL SFR & CONDO - Larkspur				
Actives	17	18	16	16
Contingents/Pendings	9	7	7	10
Solds	57	59	60	61
Average DOM	164	148	161	144
% In Contract	34.62%	28.00%	30.43%	38.46%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics -Mill Valley - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	30	28	26	21
Active (LAST year)	40	38	37	34
% of Change	-25.00%	-26.32%	-29.73%	-38.24%
Active Price per Sq. Ft.	\$475	\$465	\$463	\$460
Contingent/Pending	21	22	23	22
% In Contract	41.18%	44.00%	46.94%	51.16%
Sold (THIS year)	133	134	137	141
Sold (LAST year)	107	109	111	113
% of Change (Sold)	24.30%	22.94%	23.42%	24.78%
Sold Price per Sq. Ft. (THIS year)	\$453	\$453	\$454	\$453
Sold Price per Sq. Ft. (LAST year)	\$515	\$514	\$510	\$509
% of Change (Sq. Ft.)	-12.04%	-11.87%	-10.98%	-11.00%
\$1M - \$1.499M				
Active (THIS year)	19	18	16	19
Active (LAST year)	26	25	22	23
% of Change	-26.92%	-28.00%	-27.27%	-17.39%
Active Price per Sq. Ft.	\$472	\$471	\$498	\$498
Contingent/Pending	3	5	8	6
% In Contract	13.64%	21.74%	33.33%	24.00%
Sold (THIS year)	64	64	64	64
Sold (LAST year)	57	60	61	61
% of Change (Sold)	12.28%	6.67%	4.92%	4.92%
Sold Price per Sq. Ft. (THIS year)	\$534	\$534	\$534	\$534
Sold Price per Sq. Ft. (LAST year)	\$531	\$533	\$534	\$534
% of Change (Sq. Ft.)	0.56%	0.19%	0.00%	0.00%
\$1.5M - \$2M				
Active (THIS year)	8	5	5	5
Active (LAST year)	19	15	14	14
% of Change	-57.89%	-66.67%	-64.29%	-64.29%
Active Price per Sq. Ft.	\$604	\$567	\$567	\$536
Contingent/Pending	3	3	3	4
% In Contract	27.27%	37.50%	37.50%	44.44%
Sold (THIS year)	34	34	34	34
Sold (LAST year)	36	36	38	38
% of Change (Sold)	-5.56%	-5.56%	-10.53%	-10.53%
Sold Price per Sq. Ft. (THIS year)	\$592	\$592	\$592	\$592
Sold Price per Sq. Ft. (LAST year)	\$617	\$617	\$612	\$612
% of Change (Sq. Ft.)	-4.05%	-4.05%	-3.27%	-3.27%
\$2M - \$4M				
Active (THIS year)	4	5	5	5
Active (LAST year)	14	12	10	8
% of Change	-71.43%	-58.33%	-50.00%	-37.50%
Active Price per Sq. Ft.	\$675	\$651	\$651	\$651
Contingent/Pending	2	1	1	0
% In Contract	33.33%	16.67%	16.67%	0.00%
Sold (THIS year)	20	20	20	21
Sold (LAST year)	28	28	29	29
% of Change (Sold)	-28.57%	-28.57%	-31.03%	-27.59%
Sold Price per Sq. Ft. (THIS year)	\$771	\$771	\$771	\$770
Sold Price per Sq. Ft. (LAST year)	\$668	\$668	\$663	\$663
% of Change (Sq. Ft.)	15.42%	15.42%	16.29%	16.14%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Mill Valley - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	4	2	2	2
Active (LAST year)	3	4	4	5
% of Change	33.33%	-50.00%	-50.00%	-60.00%
Active Price per Sq. Ft.	\$1,000	\$1,048	\$1,048	\$1,030
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	2	2	2	2
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$940	\$940	\$940	\$940
Sold Price per Sq. Ft. (LAST year)	\$700	\$700	\$700	\$700
% of Change (Sq. Ft.)	34.29%	34.29%	34.29%	34.29%
Statistics - Mill Valley - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	18	16	16	13
Active (LAST year)	18	15	16	12
% of Change	0.00%	6.67%	0.00%	8.33%
Active Price per Sq. Ft.	\$452	\$447	\$450	\$446
Contingent/Pending	6	5	5	7
% In Contract	25.00%	23.81%	23.81%	35.00%
Sold (THIS year)	40	42	42	42
Sold (LAST year)	26	26	27	27
% of Change (Sold)	53.85%	61.54%	55.56%	55.56%
Sold Price per Sq. Ft. (THIS year)	\$414	\$417	\$417	\$417
Sold Price per Sq. Ft. (LAST year)	\$447	\$447	\$446	\$446
% of Change (Sq. Ft.)	-7.38%	-6.71%	-6.50%	-6.50%
TOTAL SFR & CONDO - Mill Valley	11/25/11	12/2/11	12/9/11	12/16/11
Actives	83	74	70	65
Contingents/Pendings	35	36	40	39
Solds	293	296	299	304
Average DOM	107	103	107	108
% In Contract	29.66%	32.73%	36.36%	37.50%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Novato - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	78	70	67	69
Active (LAST year)	113	105	104	97
% of Change	-30.97%	-33.33%	-35.58%	-28.87%
Active Price per Sq. Ft.	\$278	\$276	\$280	\$280
Contingent/Pending	79	76	79	74
% In Contract	50.32%	52.05%	54.11%	51.75%
Sold (THIS year)	354	361	366	371
Sold (LAST year)	332	338	343	354
% of Change (Sold)	6.63%	6.80%	6.71%	4.80%
Sold Price per Sq. Ft. (THIS year)	\$278	\$277	\$278	\$277
Sold Price per Sq. Ft. (LAST year)	\$301	\$300	\$300	\$299
% of Change (Sq. Ft.)	-7.64%	-7.67%	-7.33%	-7.36%
\$1M - \$1.499M				
Active (THIS year)	11	10	9	5
Active (LAST year)	18	15	13	12
% of Change	-38.89%	-33.33%	-30.77%	-58.33%
Active Price per Sq. Ft.	\$353	\$353	\$356	\$381
Contingent/Pending	4	4	2	3
% In Contract	26.67%	28.57%	18.18%	37.50%
Sold (THIS year)	16	16	18	18
Sold (LAST year)	25	25	26	26
% of Change (Sold)	-36.00%	-36.00%	-30.77%	-30.77%
Sold Price per Sq. Ft. (THIS year)	\$273	\$273	\$282	\$282
Sold Price per Sq. Ft. (LAST year)	\$321	\$321	\$317	\$317
% of Change (Sq. Ft.)	-14.95%	-14.95%	-11.04%	-11.04%
\$1.5M - \$2M				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	6	6	6
% of Change	-33.33%	-33.33%	-33.33%	-33.33%
Active Price per Sq. Ft.	\$367	\$423	\$423	\$423
Contingent/Pending	0	1	1	1
% In Contract	0.00%	20.00%	20.00%	20.00%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	1	1	1	1
% of Change (Sold)	-100.00%	-100.00%	-100.00%	-100.00%
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$403	\$403	\$403	\$403
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

\$2M - \$4M				
Active (THIS year)	2	2	2	2
Active (LAST year)	8	7	5	5
% of Change	-75.00%	-71.43%	-60.00%	-60.00%
Active Price per Sq. Ft.	\$416	\$416	\$416	\$416
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	0	0	0	0
% of Change (Sold)	100.00%	100.00%	100.00%	100.00%
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$0	\$0	\$0	\$0
% of Change (Sq. Ft.)	100.00%	100.00%	100.00%	100.00%
Statistics - Novato - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	35	36	37	41
Active (LAST year)	63	60	50	53
% of Change	-44.44%	-40.00%	-26.00%	-22.64%
Active Price per Sq. Ft.	\$220	\$215	\$211	\$206
Contingent/Pending	54	50	46	43
% In Contract	60.67%	58.14%	55.42%	51.19%
Sold (THIS year)	166	171	176	181
Sold (LAST year)	151	153	156	158
% of Change (Sold)	9.93%	11.76%	12.82%	14.56%
Sold Price per Sq. Ft. (THIS year)	\$200	\$199	\$199	\$199
Sold Price per Sq. Ft. (LAST year)	\$228	\$228	\$228	\$227
% of Change (Sq. Ft.)	-12.28%	-12.72%	-12.72%	-12.33%
TOTAL SFR & CONDO - Novato	11/25/11	12/2/11	12/9/11	12/16/11
Actives	130	122	119	121
Contingents/Pendings	137	131	128	121
Solds	536	548	560	570
Average DOM	102	112	109	108
% In Contract	51.31%	51.78%	51.82%	50.00%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	2	3	1	2
Active (LAST year)	1	2	1	2
% of Change	100.00%	50.00%	0.00%	0.00%
Active Price per Sq. Ft.	\$412	\$504	\$520	\$451
Contingent/Pending	1	1	3	2
% In Contract	33.33%	25.00%	75.00%	50.00%
Sold (THIS year)	4	4	4	5
Sold (LAST year)	3	3	3	4
% of Change (Sold)	33.33%	33.33%	33.33%	25.00%
Sold Price per Sq. Ft. (THIS year)	\$479	\$479	\$479	\$474
Sold Price per Sq. Ft. (LAST year)	\$497	\$497	\$497	\$474
% of Change (Sq. Ft.)	-3.62%	-3.62%	-3.62%	0.00%
\$1M - \$1.499M				
Active (THIS year)	1	1	1	1
Active (LAST year)	2	2	2	2
% of Change	-50.00%	-50.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$839	\$775	\$775	\$775
Contingent/Pending	1	1	1	1
% In Contract	50.00%	50.00%	50.00%	50.00%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	4	4	4	4
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$714	\$714	\$714	\$714
Sold Price per Sq. Ft. (LAST year)	\$545	\$545	\$545	\$545
% of Change (Sq. Ft.)	31.01%	31.01%	31.01%	31.01%
\$1.5M - \$2M				
Active (THIS year)	1	1	1	1
Active (LAST year)	0	0	0	0
% of Change	-100.00%	-100.00%	-100.00%	-100.00%
Active Price per Sq. Ft.	\$1,122	\$1,122	\$1,122	\$1,122
Contingent/Pending	1	1	1	1
% In Contract	50.00%	50.00%	50.00%	50.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	3	3	3	3
% of Change (Sold)	133.33%	133.33%	133.33%	133.33%
Sold Price per Sq. Ft. (THIS year)	\$804	\$804	\$804	\$804
Sold Price per Sq. Ft. (LAST year)	\$654	\$654	\$654	\$654
% of Change (Sq. Ft.)	22.94%	22.94%	22.94%	22.94%
\$2M - \$4M				
Active (THIS year)	3	3	3	3
Active (LAST year)	4	5	5	3
% of Change	-25.00%	-40.00%	-40.00%	0.00%
Active Price per Sq. Ft.	\$649	\$649	\$649	\$649
Contingent/Pending	1	1	1	1
% In Contract	25.00%	25.00%	25.00%	25.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	4	4	4	4
% of Change (Sold)	50.00%	50.00%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$880	\$880	\$880	\$880
Sold Price per Sq. Ft. (LAST year)	\$704	\$704	\$704	\$704
% of Change (Sq. Ft.)	25.00%	25.00%	25.00%	25.00%

All data deemed reliable, but not guaranteed and may contain errors and omissions.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Ross - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	3	3	3	3
Active (LAST year)	8	5	5	5
% of Change	-62.50%	-40.00%	-40.00%	-40.00%
Active Price per Sq. Ft.	\$952	\$952	\$952	\$952
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	6	6	6	6
Sold (LAST year)	4	4	4	4
% of Change (Sold)	50.00%	50.00%	50.00%	50.00%
Sold Price per Sq. Ft. (THIS year)	\$1,187	\$1,187	\$1,187	\$1,187
Sold Price per Sq. Ft. (LAST year)	\$981	\$981	\$981	\$981
% of Change (Sq. Ft.)	21.00%	21.00%	21.00%	21.00%
TOTAL SFR - Ross	11/25/11	12/2/11	12/9/11	12/16/11
Actives	10	11	9	10
Contingents/Pendings	4	4	6	5
Solds	27	27	27	28
Average DOM	70	70	86	84
% In Contract	28.57%	26.67%	40.00%	33.33%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	29	29	28	22
Active (LAST year)	41	40	35	31
% of Change	-29.27%	-27.50%	-20.00%	-29.03%
Active Price per Sq. Ft.	\$405	\$409	\$410	\$418
Contingent/Pending	16	17	17	21
% In Contract	35.56%	36.96%	37.78%	48.84%
Sold (THIS year)	84	84	85	86
Sold (LAST year)	98	99	100	103
% of Change (Sold)	-14.29%	-15.15%	-15.00%	-16.50%
Sold Price per Sq. Ft. (THIS year)	\$414	\$414	\$415	\$415
Sold Price per Sq. Ft. (LAST year)	\$424	\$424	\$424	\$424
% of Change (Sq. Ft.)	-2.36%	-2.36%	-2.12%	-2.12%
\$1M - \$1.499M				
Active (THIS year)	8	7	6	5
Active (LAST year)	5	5	5	4
% of Change	60.00%	40.00%	20.00%	25.00%
Active Price per Sq. Ft.	\$467	\$467	\$468	\$500
Contingent/Pending	6	5	5	4
% In Contract	42.86%	41.67%	45.45%	44.44%
Sold (THIS year)	18	19	20	21
Sold (LAST year)	31	31	31	31
% of Change (Sold)	-41.94%	-38.71%	-35.48%	-32.26%
Sold Price per Sq. Ft. (THIS year)	\$461	\$490	\$483	\$475
Sold Price per Sq. Ft. (LAST year)	\$473	\$473	\$473	\$473
% of Change (Sq. Ft.)	-2.54%	3.59%	2.11%	0.42%
\$1.5M - \$2M				
Active (THIS year)	2	3	3	3
Active (LAST year)	2	1	1	1
% of Change	0.00%	200.00%	200.00%	200.00%
Active Price per Sq. Ft.	\$607	\$598	\$598	\$598
Contingent/Pending	1	1	1	1
% In Contract	33.33%	25.00%	25.00%	25.00%
Sold (THIS year)	8	8	8	8
Sold (LAST year)	6	6	6	6
% of Change (Sold)	33.33%	33.33%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$476	\$476	\$476	\$476
% of Change (Sq. Ft.)	17.02%	17.02%	17.02%	17.02%
\$2M - \$4M				
Active (THIS year)	4	4	4	4
Active (LAST year)	6	5	4	3
% of Change	-33.33%	-20.00%	0.00%	33.33%
Active Price per Sq. Ft.	\$586	\$586	\$578	\$578
Contingent/Pending	1	1	1	1
% In Contract	20.00%	20.00%	20.00%	20.00%
Sold (THIS year)	7	7	7	7
Sold (LAST year)	1	1	1	1
% of Change (Sold)	600.00%	600.00%	600.00%	600.00%
Sold Price per Sq. Ft. (THIS year)	\$557	\$557	\$557	\$557
Sold Price per Sq. Ft. (LAST year)	\$612	\$612	\$612	\$612
% of Change (Sq. Ft.)	-8.99%	-8.99%	-8.99%	-8.99%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Anselmo - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	0	0	0	1
Active (LAST year)	4	4	4	4
% of Change	-100.00%	-100.00%	-100.00%	-75.00%
Active Price per Sq. Ft.	\$0	\$0	\$0	\$522
Contingent/Pending	1	1	1	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	8	8	8	9
Sold (LAST year)	5	5	5	5
% of Change (Sold)	60.00%	60.00%	60.00%	80.00%
Sold Price per Sq. Ft. (THIS year)	\$353	\$353	\$353	\$355
Sold Price per Sq. Ft. (LAST year)	\$405	\$405	\$405	\$405
% of Change (Sq. Ft.)	-12.84%	-12.84%	-12.84%	-12.35%
TOTAL SFR & CONDO - San Anselmo	11/25/11	12/2/11	12/9/11	12/16/11
Actives	43	43	41	35
Contingents/Pendings	25	25	25	27
Solds	125	126	128	131
Average DOM	87	89	89	91
% In Contract	36.76%	36.76%	37.88%	43.55%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	89	79	80	71
Active (LAST year)	114	100	110	105
% of Change	-21.93%	-21.00%	-27.27%	-32.38%
Active Price per Sq. Ft.	\$374	\$376	\$377	\$371
Contingent/Pending	72	81	76	80
% In Contract	44.72%	50.63%	48.72%	52.98%
Sold (THIS year)	342	343	352	358
Sold (LAST year)	314	323	335	338
% of Change (Sold)	8.92%	6.19%	5.07%	5.92%
Sold Price per Sq. Ft. (THIS year)	\$347	\$347	\$346	\$346
Sold Price per Sq. Ft. (LAST year)	\$374	\$373	\$373	\$373
% of Change (Sq. Ft.)	-7.22%	-6.97%	-7.24%	-7.24%
\$1M - \$1.499M				
Active (THIS year)	15	12	12	10
Active (LAST year)	21	18	17	14
% of Change	-28.57%	-33.33%	-29.41%	-28.57%
Active Price per Sq. Ft.	\$420	\$418	\$422	\$432
Contingent/Pending	3	2	2	3
% In Contract	16.67%	14.29%	14.29%	23.08%
Sold (THIS year)	33	34	34	34
Sold (LAST year)	33	34	34	34
% of Change (Sold)	0.00%	0.00%	0.00%	0.00%
Sold Price per Sq. Ft. (THIS year)	\$392	\$390	\$390	\$390
Sold Price per Sq. Ft. (LAST year)	\$427	\$427	\$427	\$427
% of Change (Sq. Ft.)	-8.20%	-8.67%	-8.67%	-8.67%
\$1.5M - \$2M				
Active (THIS year)	6	6	6	5
Active (LAST year)	8	8	8	8
% of Change	-25.00%	-25.00%	-25.00%	-37.50%
Active Price per Sq. Ft.	\$410	\$407	\$437	\$454
Contingent/Pending	2	2	2	2
% In Contract	25.00%	25.00%	25.00%	28.57%
Sold (THIS year)	13	13	13	13
Sold (LAST year)	11	11	11	11
% of Change (Sold)	18.18%	18.18%	18.18%	18.18%
Sold Price per Sq. Ft. (THIS year)	\$411	\$411	\$411	\$411
Sold Price per Sq. Ft. (LAST year)	\$469	\$469	\$469	\$469
% of Change (Sq. Ft.)	-12.37%	-12.37%	-12.37%	-12.37%
\$2M - \$4M				
Active (THIS year)	8	8	7	7
Active (LAST year)	7	7	7	5
% of Change	14.29%	14.29%	0.00%	40.00%
Active Price per Sq. Ft.	\$514	\$519	\$506	\$505
Contingent/Pending	1	1	1	1
% In Contract	11.11%	11.11%	12.50%	12.50%
Sold (THIS year)	4	4	4	4
Sold (LAST year)	3	3	3	3
% of Change (Sold)	33.33%	33.33%	33.33%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$512	\$512	\$512	\$512
Sold Price per Sq. Ft. (LAST year)	\$588	\$588	\$588	\$588
% of Change (Sq. Ft.)	-12.93%	-12.93%	-12.93%	-12.93%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - San Rafael - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	56	60	57	57
Active (LAST year)	75	68	69	68
% of Change	-25.33%	-11.76%	-17.39%	-16.18%
Active Price per Sq. Ft.	\$293	\$288	\$290	\$286
Contingent/Pending	49	45	45	46
% In Contract	46.67%	42.86%	44.12%	44.66%
Sold (THIS year)	146	149	155	159
Sold (LAST year)	131	136	137	143
% of Change (Sold)	11.45%	9.56%	13.14%	11.19%
Sold Price per Sq. Ft. (THIS year)	\$244	\$245	\$246	\$244
Sold Price per Sq. Ft. (LAST year)	\$275	\$272	\$272	\$270
% of Change (Sq. Ft.)	-11.27%	-9.93%	-9.56%	-9.63%
TOTAL SFR & CONDO - San Rafael				
Actives	174	165	162	150
Contingents/Pendings	127	131	126	132
Solds	538	543	558	568
Average DOM	104	106	111	108
% In Contract	42.19%	44.26%	43.75%	46.81%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	5	4	3	3
Active (LAST year)	4	3	2	3
% of Change	25.00%	33.33%	50.00%	0.00%
Active Price per Sq. Ft.	\$569	\$519	\$397	\$272
Contingent/Pending	3	4	5	4
% In Contract	37.50%	50.00%	62.50%	57.14%
Sold (THIS year)	22	22	22	23
Sold (LAST year)	16	16	17	18
% of Change (Sold)	37.50%	37.50%	29.41%	27.78%
Sold Price per Sq. Ft. (THIS year)	\$436	\$436	\$436	\$446
Sold Price per Sq. Ft. (LAST year)	\$560	\$560	\$559	\$559
% of Change (Sq. Ft.)	-22.14%	-22.14%	-22.00%	-20.21%
\$1M - \$1.499M				
Active (THIS year)	5	4	5	5
Active (LAST year)	11	11	10	6
% of Change	-54.55%	-63.64%	-50.00%	-16.67%
Active Price per Sq. Ft.	\$586	\$641	\$706	\$706
Contingent/Pending	1	1	1	1
% In Contract	16.67%	20.00%	16.67%	16.67%
Sold (THIS year)	20	20	20	20
Sold (LAST year)	14	14	14	14
% of Change (Sold)	42.86%	42.86%	42.86%	42.86%
Sold Price per Sq. Ft. (THIS year)	\$553	\$553	\$553	\$553
Sold Price per Sq. Ft. (LAST year)	\$643	\$643	\$643	\$643
% of Change (Sq. Ft.)	-14.00%	-14.00%	-14.00%	-14.00%
\$1.5M - \$2M				
Active (THIS year)	5	4	3	3
Active (LAST year)	4	3	4	3
% of Change	25.00%	33.33%	-25.00%	0.00%
Active Price per Sq. Ft.	\$698	\$689	\$586	\$586
Contingent/Pending	1	0	1	1
% In Contract	16.67%	0.00%	25.00%	25.00%
Sold (THIS year)	11	12	12	12
Sold (LAST year)	6	7	7	9
% of Change (Sold)	83.33%	71.43%	71.43%	33.33%
Sold Price per Sq. Ft. (THIS year)	\$582	\$579	\$579	\$579
Sold Price per Sq. Ft. (LAST year)	\$613	\$602	\$602	\$582
% of Change (Sq. Ft.)	-5.06%	-3.82%	-3.82%	-0.52%
\$2M - \$4M				
Active (THIS year)	7	5	5	6
Active (LAST year)	9	8	9	7
% of Change	-22.22%	-37.50%	-44.44%	-14.29%
Active Price per Sq. Ft.	\$871	\$894	\$894	\$894
Contingent/Pending	2	2	1	1
% In Contract	22.22%	28.57%	16.67%	14.29%
Sold (THIS year)	12	12	13	13
Sold (LAST year)	4	4	4	4
% of Change (Sold)	200.00%	200.00%	225.00%	225.00%
Sold Price per Sq. Ft. (THIS year)	\$649	\$649	\$665	\$665
Sold Price per Sq. Ft. (LAST year)	\$665	\$665	\$665	\$665
% of Change (Sq. Ft.)	-2.41%	-2.41%	0.00%	0.00%



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Sausalito - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	2	2	2	2
Active (LAST year)	5	5	4	4
% of Change	-60.00%	-60.00%	-50.00%	-50.00%
Active Price per Sq. Ft.	\$981	\$981	\$981	\$981
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	0	0	0	0
Sold (LAST year)	2	2	2	2
% of Change (Sold)	-100.00%	-100.00%	-100.00%	-100.00%
Sold Price per Sq. Ft. (THIS year)	\$0	\$0	\$0	\$0
Sold Price per Sq. Ft. (LAST year)	\$821	\$821	\$821	\$821
% of Change (Sq. Ft.)	-100.00%	-100.00%	-100.00%	-100.00%
Statistics - Sausalito - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	16	14	15	14
Active (LAST year)	22	21	19	19
% of Change	-27.27%	-33.33%	-21.05%	-26.32%
Active Price per Sq. Ft.	\$440	\$430	\$416	\$391
Contingent/Pending	13	9	8	10
% In Contract	44.83%	39.13%	34.78%	41.67%
Sold (THIS year)	37	41	42	42
Sold (LAST year)	35	35	36	37
% of Change (Sold)	5.71%	17.14%	16.67%	13.51%
Sold Price per Sq. Ft. (THIS year)	\$433	\$414	\$412	\$412
Sold Price per Sq. Ft. (LAST year)	\$427	\$427	\$422	\$440
% of Change (Sq. Ft.)	1.41%	-3.04%	-2.37%	-6.36%
TOTAL SFR & CONDO - Sausalito	11/25/11	12/2/11	12/9/11	12/16/11
Actives	40	33	33	33
Contingents/Pendings	20	16	16	17
Solds	102	107	109	110
Average DOM	159	167	163	160
% In Contract	33.33%	32.65%	32.65%	34.00%

N/A - Information not found.



PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$0 - \$999K				
Active (THIS year)	5	3	6	7
Active (LAST year)	3	3	3	3
% of Change	66.67%	0.00%	100.00%	133.33%
Active Price per Sq. Ft.	\$589	\$588	\$573	\$573
Contingent/Pending	4	4	3	3
% In Contract	44.44%	57.14%	33.33%	30.00%
Sold (THIS year)	16	17	17	17
Sold (LAST year)	13	15	16	16
% of Change (Sold)	23.08%	13.33%	6.25%	6.25%
Sold Price per Sq. Ft. (THIS year)	\$604	\$597	\$597	\$597
Sold Price per Sq. Ft. (LAST year)	\$612	\$620	\$598	\$598
% of Change (Sq. Ft.)	-1.31%	-3.71%	-0.17%	-0.17%
\$1M - \$1.499M				
Active (THIS year)	2	2	2	4
Active (LAST year)	2	2	2	2
% of Change	0.00%	0.00%	0.00%	100.00%
Active Price per Sq. Ft.	\$495	\$483	\$483	\$528
Contingent/Pending	5	4	4	2
% In Contract	71.43%	66.67%	66.67%	33.33%
Sold (THIS year)	23	24	24	25
Sold (LAST year)	18	19	19	20
% of Change (Sold)	27.78%	26.32%	26.32%	25.00%
Sold Price per Sq. Ft. (THIS year)	\$539	\$532	\$532	\$535
Sold Price per Sq. Ft. (LAST year)	\$563	\$556	\$556	\$552
% of Change (Sq. Ft.)	-4.26%	-4.32%	-4.32%	-3.08%
\$1.5M - \$2M				
Active (THIS year)	10	8	9	8
Active (LAST year)	17	14	14	13
% of Change	-41.18%	-42.86%	-35.71%	-38.46%
Active Price per Sq. Ft.	\$772	\$733	\$790	\$808
Contingent/Pending	2	4	3	3
% In Contract	16.67%	33.33%	25.00%	27.27%
Sold (THIS year)	21	22	22	22
Sold (LAST year)	18	18	18	18
% of Change (Sold)	16.67%	22.22%	22.22%	22.22%
Sold Price per Sq. Ft. (THIS year)	\$614	\$611	\$611	\$611
Sold Price per Sq. Ft. (LAST year)	\$609	\$609	\$609	\$609
% of Change (Sq. Ft.)	0.82%	0.33%	0.33%	0.33%
\$2M - \$4M				
Active (THIS year)	13	9	10	10
Active (LAST year)	16	16	14	13
% of Change	-18.75%	-43.75%	-28.57%	-23.08%
Active Price per Sq. Ft.	\$785	\$785	\$762	\$773
Contingent/Pending	4	5	3	1
% In Contract	23.53%	35.71%	23.08%	9.09%
Sold (THIS year)	27	28	29	31
Sold (LAST year)	37	37	37	37
% of Change (Sold)	-27.03%	-24.32%	-21.62%	-16.22%
Sold Price per Sq. Ft. (THIS year)	\$745	\$747	\$733	\$742
Sold Price per Sq. Ft. (LAST year)	\$722	\$722	\$722	\$722
% of Change (Sq. Ft.)	3.19%	3.46%	1.52%	2.77%

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PACIFIC UNION INTERNATIONAL MARIN MARKET UPDATE

Statistics - Tiburon - SFR	11/25/11	12/2/11	12/9/11	12/16/11
\$4M+				
Active (THIS year)	16	13	13	14
Active (LAST year)	19	18	17	16
% of Change	-15.79%	-27.78%	-23.53%	-12.50%
Active Price per Sq. Ft.	\$1,323	\$1,394	\$1,394	\$1,363
Contingent/Pending	0	0	0	0
% In Contract	0.00%	0.00%	0.00%	0.00%
Sold (THIS year)	2	2	2	2
Sold (LAST year)	5	5	5	5
% of Change (Sold)	-60.00%	-60.00%	-60.00%	-60.00%
Sold Price per Sq. Ft. (THIS year)	\$1,190	\$1,190	\$1,190	\$1,190
Sold Price per Sq. Ft. (LAST year)	\$1,244	\$1,244	\$1,244	\$1,244
% of Change (Sq. Ft.)	-4.34%	-4.34%	-4.34%	-4.34%
Statistics - Tiburon - CONDO	11/25/11	12/2/11	12/9/11	12/16/11
ALL				
Active (THIS year)	11	11	11	10
Active (LAST year)	19	18	18	18
% of Change	-42.11%	-38.89%	-38.89%	-44.44%
Active Price per Sq. Ft.	\$525	\$525	\$531	\$538
Contingent/Pending	6	5	5	4
% In Contract	35.29%	31.25%	31.25%	28.57%
Sold (THIS year)	30	31	31	32
Sold (LAST year)	21	21	21	21
% of Change (Sold)	42.86%	47.62%	47.62%	52.38%
Sold Price per Sq. Ft. (THIS year)	\$453	\$449	\$449	\$448
Sold Price per Sq. Ft. (LAST year)	\$560	\$560	\$560	\$560
% of Change (Sq. Ft.)	-19.11%	-19.82%	-19.82%	-20.00%
TOTAL SFR & CONDO - Tiburon	11/25/11	12/2/11	12/9/11	12/16/11
Actives	57	46	51	53
Contingents/Pendings	21	22	18	13
Solds	119	124	125	129
Average DOM	171	179	159	156
% In Contract	26.92%	32.35%	26.09%	19.70%