

MARIN

MONTHLY MARKET UPDATE

January 31st, 2013

Single Family Homes not including condos



13 CITIES OF MARIN

	For Sale		Number in Contract		Percent in Contract	
	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12
Belvedere	14	14	4	0	22%	0%
Corte Madera	8	3	5	1	38%	25%
Fairfax	3	5	8	3	73%	38%
Greenbrae	2	2	0	2	0%	50%
Kentfield	3	5	4	4	58%	44%
Larkspur	5	6	5	3	50%	33%
Mill Valley	19	21	24	17	44%	45%
Novato	33	33	26	17	44%	34%
Ross	4	4	1	3	20%	43%
San Anselmo	16	18	10	5	38%	22%
San Rafael	39	35	26	25	40%	38%
Sausalito	11	10	2	4	15%	29%
Tiburon	21	25	6	5	22%	17%
Total	178	181	121	89	40%	33%

MARIN COUNTY UPDATE BY PRICE

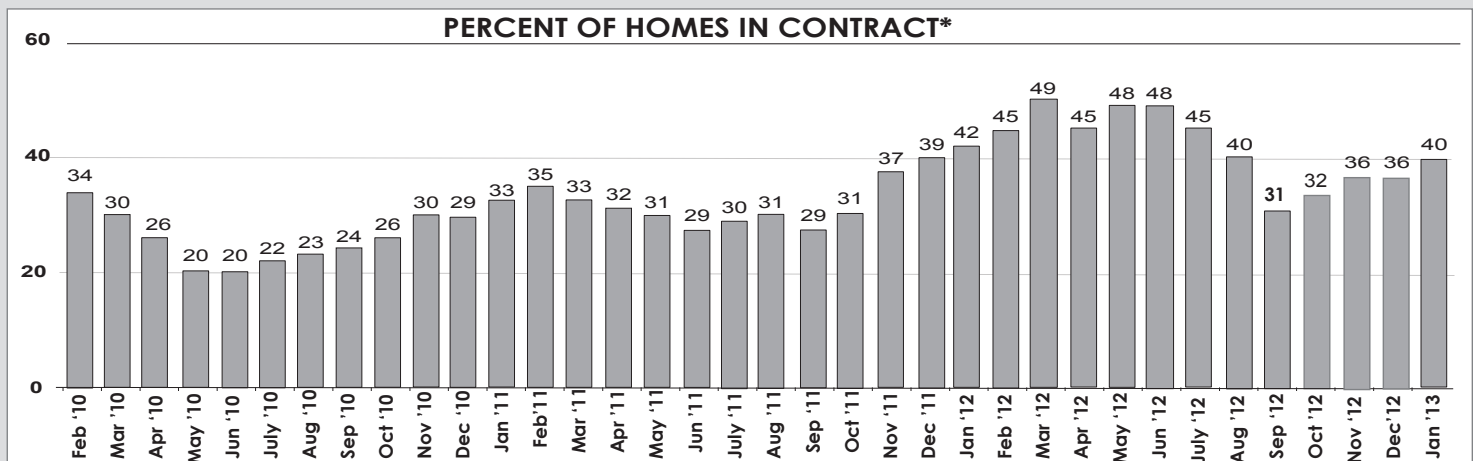
	For Sale		Number in Contract		Percent in Contract	
	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12
\$100,001-500,000	3	1	2	4	56%	80%
\$500,001-750,000	36	68	51	36	59%	35%
\$750,001-1,000,000	31	49	39	20	56%	29%
\$1,000,001-1,500,000	38	39	17	12	31%	25%
\$1,500,001-2,000,000	33	33	8	10	20%	23%
\$2,000,001-2,500,000	17	10	3	2	15%	17%
\$2,500,001-3,000,000	9	8	2	1	18%	11%
\$3,000,001-4,000,000	13	8	5	2	28%	20%
\$4,000,001 and up	30	33	3	1	9%	3%
Total	210	249	130	88	38%	26%

SELECT CITIES WITH HOMES PRICED OVER \$1MM

	For Sale		Number in Contract		Percent in Contract	
	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12
Belvedere	14	14	4	0	22%	0%
Corte Madera	5	2	0	0	0%	0%
Fairfax	1	1	0	0	0%	0%
Greenbrae	1	1	0	1	0%	50%
Kentfield	3	5	4	4	57%	45%
Larkspur	4	4	1	3	20%	43%
Mill Valley	12	11	7	5	36%	31%
Novato	16	13	0	0	0%	0%
Ross	4	4	1	3	20%	43%
San Anselmo	13	11	4	1	18%	24%
San Rafael	17	11	6	4	26%	27%
Sausalito	10	8	2	1	17%	11%
Tiburon	21	25	6	4	22%	7%
Total	121	106	35	26	22%	20%

SELECT CITIES WITH HOMES PRICED UNDER \$1MM

	For Sale		Number in Contract		Percent in Contract	
	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12	Jan'13 / Dec'12
Belvedere	0	0	0	0	0%	0%
Corte Madera	3	1	5	1	63%	50%
Fairfax	2	4	8	3	80%	43%
Greenbrae	1	1	0	1	0%	50%
Kentfield	0	0	0	0	0%	0%
Larkspur	1	2	4	0	80%	0%
Mill Valley	7	10	17	12	71%	55%
Novato	17	20	26	17	61%	46%
Ross	0	0	0	0	0%	0%
San Anselmo	3	7	6	4	67%	36%
San Rafael	22	24	20	21	48%	47%
Sausalito	1	2	0	3	0%	60%
Tiburon	0	0	0	1	0%	100%
Total	57	71	86	63	60%	47%



*Over 35% in contract is usually indicative of a sellers' market. Under 25% in contract is

Source: BAREIS MLS usually indicative of a buyers' market. 25%-35% in contract indicates a balanced market.