



Marin County MONTHLY MARKET UPDATE

May 1-31, 2012

A Member Of Real Living

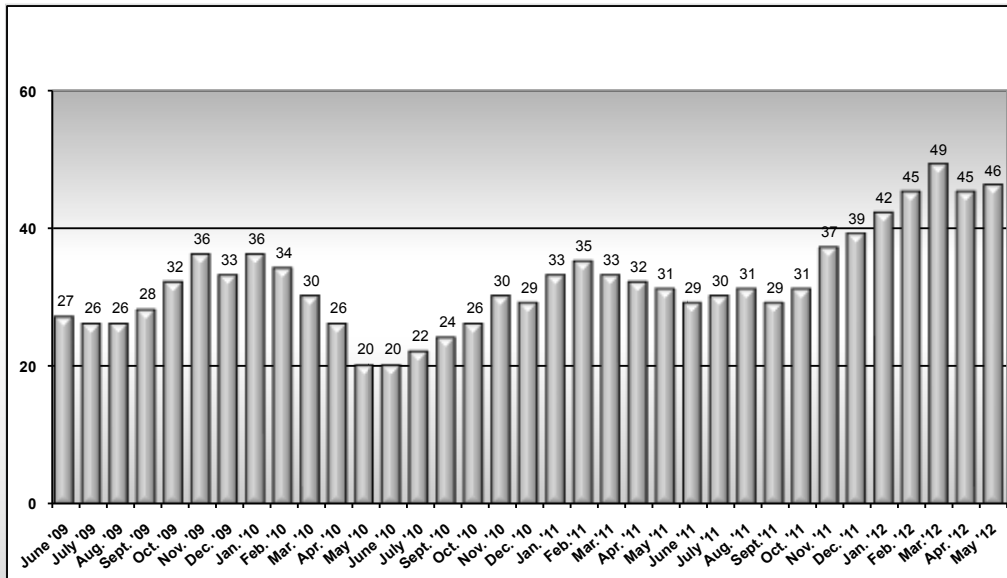
SELECT CITIES				
Single Family Homes (not including condos)				
City	May Total Active	May In Contract	May Percent In Contract	Percent Change*
Belvedere	27	10	37%	113%
Corte Madera	24	10	42%	-8%
Fairfax	35	16	46%	-9%
Greenbrae	15	7	47%	-11%
Kentfield	33	8	24%	17%
Larkspur	29	13	45%	29%
Mill Valley	149	65	44%	19%
Novato	202	117	58%	-2%
Ross	24	7	29%	56%
San Anselmo	79	42	53%	-2%
San Rafael	174	85	49%	-10%
Sausalito	39	16	41%	30%
Tiburon	74	22	30%	9%
Total	904	418	46%	2%

SELECT CITIES OVER \$1,000,000				
Single Family Homes (not including condos)				
City	May Total Active	May In Contract	May Percent In Contract	Percent Change*
Belvedere	27	10	37%	113%
Corte Madera	9	1	11%	-61%
Fairfax	4	1	25%	-50%
Greenbrae	8	2	25%	-50%
Kentfield	28	5	18%	-14%
Larkspur	22	10	45%	82%
Mill Valley	87	27	31%	41%
Novato	30	6	20%	-20%
Ross	24	7	29%	56%
San Anselmo	35	13	37%	-9%
San Rafael	54	9	17%	83%
Sausalito	28	6	21%	16%
Tiburon	68	19	28%	29%
Total	424	116	27%	18%

SELECT CITIES UNDER \$1,000,000				
Single Family Homes (not including condos)				
City	May Total Active	May In Contract	May Percent In Contract	Percent Change*
Belvedere	0	0	0%	0%
Corte Madera	15	9	60%	4%
Fairfax	31	15	48%	-3%
Greenbrae	7	5	71%	25%
Kentfield	5	3	60%	200%
Larkspur	7	3	43%	-25%
Mill Valley	62	38	61%	12%
Novato	172	111	65%	1%
Ross	0	0	0%	0%
San Anselmo	44	29	66%	6%
San Rafael	120	76	63%	-4%
Sausalito	11	10	91%	43%
Tiburon	6	3	50%	-40%
Total	480	302	63%	2%

HISTORICAL PERCENT OF HOMES IN CONTRACT

Single Family Homes (not including condos)



MARKET UPDATE by PRICE

Single Family Homes (not including condos)

City	May Total Active	May In Contract	May Percent In Contract	Percent Change*
\$100,001-\$500,000	139	103	74%	3%
\$500,001-\$750,000	226	127	56%	-7%
\$750,001-\$1,000,000	175	88	50%	12%
\$1,000,001-\$1,500,000	168	60	36%	18%
\$1,500,001-\$2,000,000	101	21	21%	16%
\$2,000,001-\$2,500,000	53	17	32%	6%
\$2,500,001-\$3,000,000	34	8	24%	100%
\$3,000,001-\$4,000,000	34	8	24%	36%
\$4,000,001 and up	68	5	7%	-50%
Total	998	437	44%	2%

*Compared with homes in contract in April 2012

Over 35% in contract usually indicates a sellers' market. Under 25% in contract usually indicates a buyer's market. 25%-35% in contract usually indicates balanced market.

Charts represent information gathered from MLS statistics at a specific point in time.