

MARIN MONTHLY MARKET UPDATE

13 Cities of Marin

Single Family Homes (not including condos)
January 31, 2012

City	Total	Number In Contract	Percent In Contract*
Belvedere	23	2	9%
Corte Madera	21	7	33%
Fairfax	14	6	43%
Greenbrae	15	8	53%
Kentfield	10	2	20%
Larkspur	21	10	48%
Mill Valley	81	22	27%
Novato	192	105	55%
Ross	14	4	29%
San Anselmo	49	24	49%
San Rafael	192	83	43%
Sausalito	44	13	30%
Tiburon	59	20	34%
Total	735	306	42%

All Marin County Market Update by Price

Single Family Homes (not including condos)
January 31, 2012

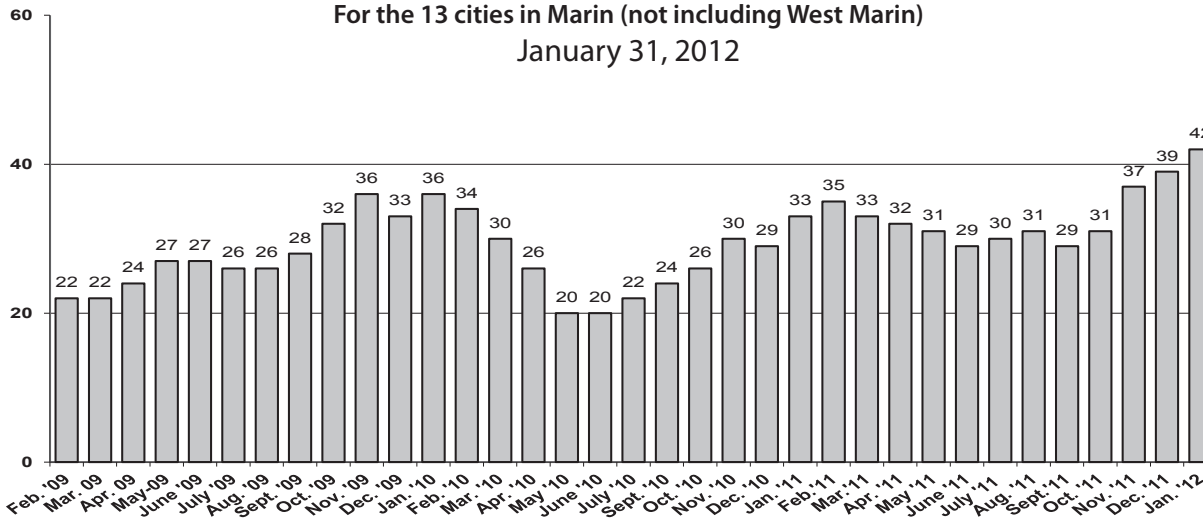
City	Total	Number In Contract	Percent In Contract*
\$100,001-\$500,000	236	148	63%
\$500,001-\$750,000	194	87	45%
\$750,001-\$1,000,000	104	31	30%
\$1,000,001-\$1,500,000	105	36	34%
\$1,500,001-\$2,000,000	58	12	21%
\$2,000,001-\$2,500,000	28	7	25%
\$2,500,001-\$3,000,000	20	3	15%
\$3,000,001-\$4,000,000	16	3	19%
\$4,000,001 and up	38	3	8%
Total	799	330	41%

13 Cities with Homes Priced Over \$1,000,000

Single Family Homes (not including condos)
January 31, 2012

City	Total	Number In Contract	Percent In Contract*
Belvedere	23	2	9%
Corte Madera	7	0	0%
Fairfax	4	2	50%
Greenbrae	5	2	40%
Kentfield	8	2	25%
Larkspur	15	8	53%
Mill Valley	43	8	19%
Novato	12	3	25%
Ross	12	3	25%
San Anselmo	14	6	43%
San Rafael	25	3	12%
Sausalito	25	6	24%
Tiburon	43	12	28%
Total	236	57	24%

Percent of Homes in Contract
Single Family Homes (not including condos)
For the 13 cities in Marin (not including West Marin)
January 31, 2012



13 Cities with Homes Priced Under \$1,000,000

Single Family Homes (not including condos)
January 31, 2012

City	Total	Number In Contract	Percent In Contract*
Belvedere	0	0	0%
Corte Madera	14	7	50%
Fairfax	10	4	40%
Greenbrae	10	6	60%
Kentfield	2	0	0%
Larkspur	6	2	33%
Mill Valley	38	14	37%
Novato	180	102	57%
Ross	2	1	50%
San Anselmo	35	18	51%
San Rafael	167	80	48%
Sausalito	19	7	37%
Tiburon	16	8	50%
Total	499	249	50%

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

25%-35% in contract indicates a balanced market.

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