

# Q3

## Quarterly Market Report

2008 vs. 2009



### Market Statistics - Marin County

Third Quarter 2008 vs. Third Quarter 2009

Single Family Residences (excludes condominiums)

Community	Q3 2008	Q3 2009	% Change
<b>Marin County</b>			
# of Sales	462	465	1%
Average Price (\$000)	\$1,218	\$1,003	-18%
Avg Days on Market (DOM)*	101	94	-7%
Months of Inventory*	5.8	6.4	10%

Community	Q3 2008	Q3 2009	% Change
<b>Fairfax</b>			
# of Sales	23	17	-26%
Average Price (\$000)	\$803	\$731	-9%
Average DOM	75	100	33%
Months of Inventory	6.2	5.4	-13%

<b>Belvedere</b>			
# of Sales	7	6	-14%
Average Price (\$000)	\$4,170	\$3,179	-24%
Average DOM	80	233	191%
Months of Inventory	4.8	37.0	671%

<b>Greenbrae</b>			
# of Sales	17	14	-18%
Average Price (\$000)	\$1,159	\$1,149	-1%
Average DOM	93	82	-12%
Months of Inventory	2.1	4.8	129%

<b>Corte Madera</b>			
# of Sales	27	22	-19%
Average Price (\$000)	\$1,302	\$1,029	-21%
Average DOM	49	61	24%
Months of Inventory	2.4	5.0	108%

<b>Larkspur</b>			
# of Sales	18	13	-28%
Average Price (\$000)	\$1,369	\$1,261	-8%
Average DOM	44	64	45%
Months of Inventory	4.0	4.0	0%

\* Average DOM and Months of Inventory based on statistics for the last month of the stated quarter.

## Market Statistics Continued - Marin County

Third Quarter 2008 vs. Third Quarter 2009  
Single Family Residences (excludes condominiums)

Community	Q3 2008	Q3 2009	% Change	Community	Q3 2008	Q3 2009	% Change
<b>Mill Valley</b>				<b>San Rafael</b>			
# of Sales	66	63	-5%	# of Sales	87	101	16%
Average Price (\$000)	\$1,557	\$989	-36%	Average Price (\$000)	\$475	\$403	-15%
Average DOM	111	59	-47%	Average DOM	106	80	-25%
Months of Inventory	6.2	6.8	10%	Months of Inventory	8.0	5.6	-30%
<b>Novato</b>				<b>Sausalito</b>			
# of Sales	117	119	2%	# of Sales	9	15	67%
Average Price (\$000)	\$708	\$661	-7%	Average Price (\$000)	\$2,000	\$1,235	-38%
Average DOM	672	635	-6%	Average DOM	39	52	33%
Months of Inventory	4.0	3.4	-15%	Months of Inventory	13.5	8.2	-39%
<b>Ross</b>				<b>Stinson Beach</b>			
# of Sales	6	9	50%	# of Sales	6	3	-50%
Average Price (\$000)	\$2,734	\$2,645	-3%	Average Price (\$000)	\$2,895	\$1,783	-38%
Average DOM	27	51	89%	Average DOM	58	194	234%
Months of Inventory	3.0	5.8	93%	Months of Inventory	9.0	12.0	33%
<b>San Anselmo</b>				<b>Tiburon</b>			
# of Sales	24	30	25%	# of Sales	22	23	5%
Average Price (\$000)	\$1,147	\$924	-19%	Average Price (\$000)	\$2,731	\$2,009	-26%
Average DOM	140	57	-59%	Average DOM	74	253	242%
Months of Inventory	10.3	15.8	53%	Months of Inventory	7.8	15.0	92%