

Marin County Sales Statistics - Selected Market Areas

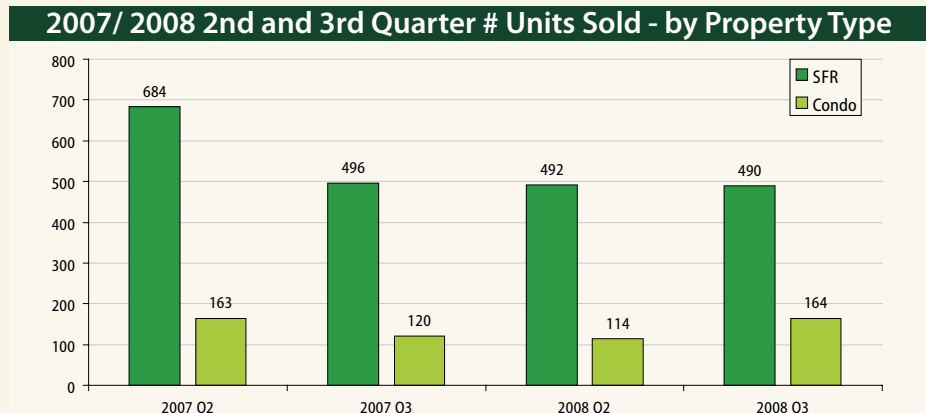
Comparing Third Quarter 2007 to Third Quarter 2008

Single Family Residences			
Area	3rd Qtr '07 Avg. Sale	3rd Qtr '08 Avg. Sale	% Change
Belvedere	\$5,297,222	\$4,170,000	-21.28%
Median Sales Price	3,810,000	3,705,000	-2.76%
Number of Sales	9	7	-22.22%
Corte Madera	\$1,664,693	\$1,302,308	-21.77%
Median Sales Price	1,025,000	1,125,000	9.76%
Number of Sales	29	27	-6.90%
Fairfax	\$1,018,375	\$803,057	-21.14%
Median Sales Price	905,000	740,000	-18.23%
Number of Sales	16	23	43.75%
Greenbrae	\$1,255,786	\$1,170,175	-6.82%
Median Sales Price	1,250,000	1,240,000	-0.80%
Number of Sales	14	18	28.57%
Kentfield	\$2,015,633	\$1,732,714	-14.04%
Median Sales Price	1,752,500	1,165,000	-33.52%
Number of Sales	21	7	-66.67%
Larkspur	\$1,096,900	\$1,478,475	34.79%
Median Sales Price	\$1,062,500	\$1,410,000	32.71%
Number of Sales	10	20	100.00%
Mill Valley	\$1,354,855	\$1,571,498	15.99%
Median Sales Price	\$1,188,000	\$1,350,000	13.64%
Number of Sales	93	71	-23.66%
Novato	\$879,521	\$719,286	-18.22%
Median Sales Price	\$815,000	\$650,000	-20.25%
Number of Sales	85	121	42.35%
Ross	\$4,143,833	\$2,733,833	-34.03%
Median Sales Price	\$3,975,000	\$2,876,500	-27.64%
Number of Sales	6	6	0.00%
San Anselmo	\$1,021,568	\$1,280,467	25.34%
Median Sales Price	\$915,525	\$1,130,000	23.43%
Number of Sales	43	30	-30.23%
San Rafael	\$1,023,273	\$908,553	-11.21%
Median Sales Price	\$829,500	\$760,000	-8.38%
Number of Sales	92	91	-1.09%
Sausalito	\$1,901,094	\$2,000,056	5.21%
Median Sales Price	\$1,628,750	\$1,350,000	-17.11%
Number of Sales	16	9	-43.75%
Tiburon	\$2,626,092	\$2,732,091	4.04%
Median Sales Price	\$2,500,000	\$1,922,500	-23.10%
Number of Sales	30	22	-26.67%

Condominiums			
Area	3rd Qtr '07 Avg. Sale	3rd Qtr '08 Avg. Sale	% Change
Belvedere	—	—	—
Median Sales Price	—	—	—
Number of Sales	—	—	—
Corte Madera	\$790,800	\$583,572	-26.21%
Median Sales Price	\$829,000	\$600,000	-27.62%
Number of Sales	5	9	80.00%
Fairfax	\$565,000	\$505,000	-10.62%
Median Sales Price	\$565,000	\$505,000	-10.62%
Number of Sales	1	1	0.00%
Greenbrae	\$484,300	\$532,143	9.88%
Median Sales Price	\$475,000	\$545,000	14.74%
Number of Sales	5	7	40.00%
Kentfield	\$468,000	\$475,000	1.50%
Median Sales Price	\$468,000	\$475,000	1.50%
Number of Sales	2	1	-50.00%
Larkspur	\$493,000	\$728,000	47.67%
Median Sales Price	\$460,000	\$775,000	68.48%
Number of Sales	4	5	25.00%
Mill Valley	\$859,600	\$657,444	-23.52%
Median Sales Price	\$780,000	\$707,000	-9.36%
Number of Sales	15	9	-40.00%
Novato	\$481,182	\$331,912	-31.02%
Median Sales Price	\$473,500	\$312,500	-34.00%
Number of Sales	31	62	100.00%
Ross	—	—	—
Median Sales Price	—	—	—
Number of Sales	—	—	—
San Anselmo	\$642,500	\$655,000	1.95%
Median Sales Price	\$642,500	\$655,000	1.95%
Number of Sales	2	1	-50.00%
San Rafael	\$581,957	\$355,573	-38.90%
Median Sales Price	\$547,000	\$277,500	-49.27%
Number of Sales	33	46	39.39%
Sausalito	\$712,667	\$669,625	-6.04%
Median Sales Price	\$681,500	\$625,500	-8.22%
Number of Sales	12	8	-33.33%
Tiburon	\$1,352,900	\$1,047,045	-22.61%
Median Sales Price	\$1,312,500	\$1,020,000	-22.29%
Number of Sales	10	11	10.00%

Source: All data in this report was pulled from Terradatum/Brokermetrics directly from BAREIS

Marin County Sales Statistics 3rd Quarter Comparison, 2007 to 2008			
Single Family	2007 Q3	2008 Q3	% Chg
Average Sale	\$1,389,100	\$1,221,039	-10.12%
Median Price	\$1,002,500	\$901,000	-10.12%
Total Sales	496	490	-1.21%
Condominiums	2007 Q3	2008 Q3	% Chg
Average Sale	\$661,517	\$464,260	-29.82%
Median Price	\$576,000	\$387,000	-32.80%
Total Sales	120	164	36.67%



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