

Marin County Sales Statistics - Selected Market Areas

Comparing Fourth Quarter 2007 to Fourth Quarter 2008

Single Family Residences

Area	4th Qtr '07 Avg. Sale	4th Qtr '08 Avg. Sale	% Change
Belvedere	\$4,458,333	\$6,120,000	37.27%
Median Sales Price	\$4,625,000	\$2,202,500	-52.38%
Number of Sales	6	4	-33.33%
Corte Madera	\$1,046,167	\$1,077,500	3.00%
Median Sales Price	\$938,500	\$1,030,001	9.75%
Number of Sales	12	11	-8.33%
Fairfax	\$869,833	\$699,364	-19.60%
Median Sales Price	\$810,000	\$675,000	-16.67%
Number of Sales	12	11	-8.33%
Greenbrae	\$1,409,242	\$1,080,000	-23.36%
Median Sales Price	\$1,425,000	\$1,100,000	-22.81%
Number of Sales	6	3	-50.00%
Kentfield	\$1,799,443	\$1,845,000	2.53%
Median Sales Price	\$1,475,792	\$1,497,500	1.47%
Number of Sales	16	6	-62.50%
Larkspur	\$1,507,917	\$1,128,000	-25.20%
Median Sales Price	\$1,467,500	\$903,500	-38.43%
Number of Sales	12	4	-66.67%
Mill Valley	\$1,522,901	\$1,336,309	-12.25%
Median Sales Price	\$1,227,500	\$1,180,000	-3.87%
Number of Sales	62	46	-25.81%
Novato	\$744,047	\$650,077	-12.63%
Median Sales Price	\$672,500	\$565,000	-15.99%
Number of Sales	72	99	37.50%
Ross	\$2,768,557	\$2,443,125	-11.76%
Median Sales Price	\$1,400,000	\$1,253,750	-10.45%
Number of Sales	5	4	-20.00%
San Anselmo	\$1,102,663	\$1,035,267	-6.11%
Median Sales Price	\$940,000	\$855,000	-9.04%
Number of Sales	40	15	-62.50%
San Rafael	\$1,020,026	\$927,923	-9.03%
Median Sales Price	\$843,750	\$787,000	-6.73%
Number of Sales	92	63	-31.52%
Sausalito	\$2,130,529	\$1,687,667	-20.79%
Median Sales Price	\$1,545,000	\$1,400,000	-9.39%
Number of Sales	17	9	-47.06%
Tiburon	\$2,455,962	\$1,949,993	-20.60%
Median Sales Price	\$1,995,000	\$1,880,000	-5.76%
Number of Sales	23	15	-34.78%

Condominiums

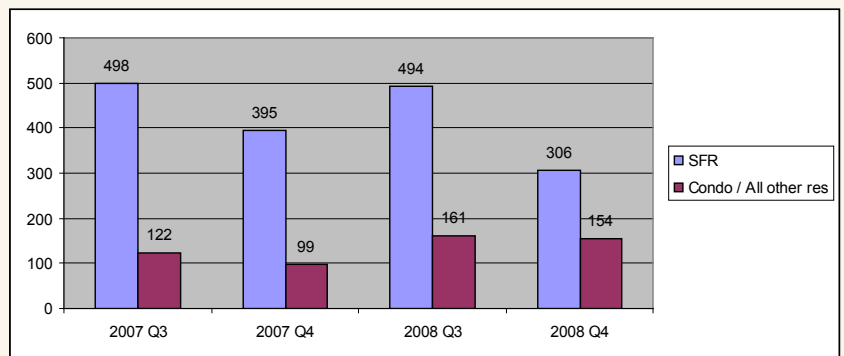
Area	4th Qtr '07 Avg. Sale	4th Qtr '08 Avg. Sale	% Change
Belvedere	----	----	----
Median Sales Price	----	----	----
Number of Sales	----	----	----
Corte Madera	\$526,400	\$634,500	20.54%
Median Sales Price	\$550,000	\$642,000	16.73%
Number of Sales	5	5	----
Fairfax	\$535,000	\$454,100	-15.12%
Median Sales Price	\$535,000	\$479,000	-10.47%
Number of Sales	1	5	400.00%
Greenbrae	\$635,500	\$409,786	-35.52%
Median Sales Price	\$611,000	\$385,000	-36.99%
Number of Sales	10	7	-30.00%
Kentfield	----	769,000	----
Median Sales Price	----	769,000	----
Number of Sales	----	1	----
Larkspur	\$490,500	\$451,083	-8.04%
Median Sales Price	\$433,500	\$448,000	3.35%
Number of Sales	4	3	-25.00%
Mill Valley	\$617,163	\$736,500	19.34%
Median Sales Price	\$697,500	\$724,500	3.87%
Number of Sales	8	6	-25.00%
Novato	\$431,232	\$293,967	-31.83%
Median Sales Price	\$416,837	\$270,000	-35.23%
Number of Sales	24	56	133.33%
Ross	----	----	----
Median Sales Price	----	----	----
Number of Sales	----	----	----
San Anselmo	\$740,000	\$432,500	-41.55%
Median Sales Price	\$740,000	\$432,500	-41.55%
Number of Sales	1	2	100.00%
San Rafael	\$539,447	\$306,083	-43.26%
Median Sales Price	\$560,000	\$260,000	-53.57%
Number of Sales	19	49	157.90%
Sausalito	\$687,182	\$639,313	-6.97%
Median Sales Price	\$545,000	\$555,000	1.84%
Number of Sales	11	8	-27.27%
Tiburon	\$1,291,636	\$874,273	-32.31%
Median Sales Price	\$1,330,000	\$938,000	-29.47%
Number of Sales	14	11	-21.43%

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

Marin County Sales Statistics 4th Quarter Comparison, 2007 to 2008

Single Family	2007 Q4	2008 Q4	% Chg
Average Sale	\$1,306,047	\$1,092,303	-16.37%
Median Price	\$980,750	\$800,375	-18.39%
Total Sales	395	306	-22.53%
Condo / All other res.			
Average Sale	\$710,000	\$400,708	-43.56%
Median Price	\$555,000	\$315,000	-43.24%
Total Sales	99	154	55.56%

2007/ 2008 3rd and 4th Quarter # Units Sold - by Property



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