

County: Marin

Agent Name

Title
Phone
Website
Other



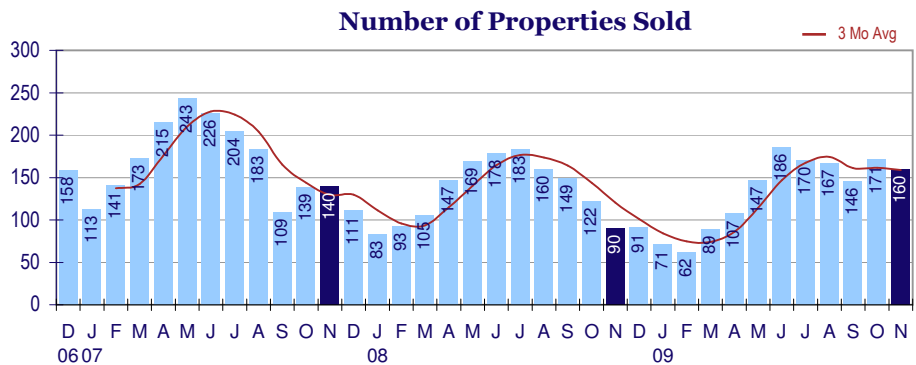
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,075,000	↑		↑				
Average List Price of all Current Listings	\$1,739,515	↑		↑				
November Median Sales Price	\$725,000	↓	↓	↓	↓	\$839,500	↓	↓
November Average Sales Price	\$986,490	↓	↓	↓	↓	\$996,243	↓	↓
Total Properties Currently for Sale (Inventory)	770	↓		↓				
November Number of Properties Sold	160	↓		↑		1,476	↔	
November Average Days on Market (Solds)	100	↓	↓	↑	↑	105	↑	↑
Asking Price per Square Foot (based on New Listings)	\$1,513	↑	↑	↑	↑	\$526	↓	↓
November Sold Price per Square Foot	\$462	↑	↑	↓	↓	\$458	↓	↓
November Month's Supply of Inventory	4.8	↓	↓	↓	↓	9.2	↑	↑
November Sale Price vs List Price Ratio	92.8%	↓	↑	↑	↑	89.3%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

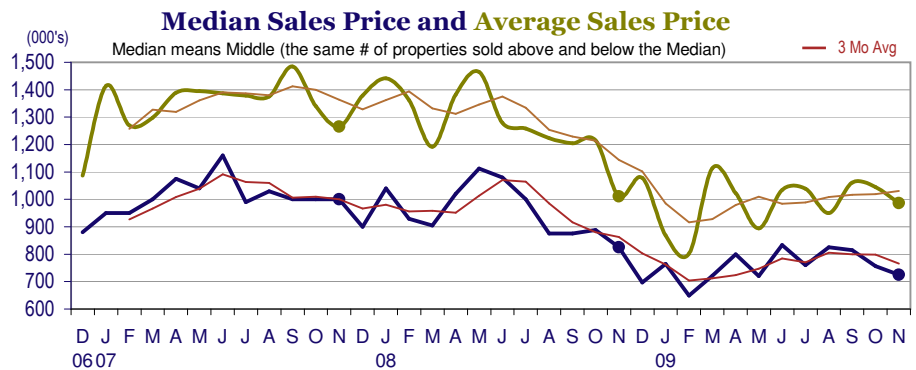
Property Sales

November Property sales were 160, up 77.8% from 90 in November of 2008 and -6.4% lower than the 171 sales last month. November 2009 sales were at their highest level compared to November of 2008 and 2007. November YTD sales of 1,476 are running -0.2% behind last year's year-to-date sales of 1,479.



Prices

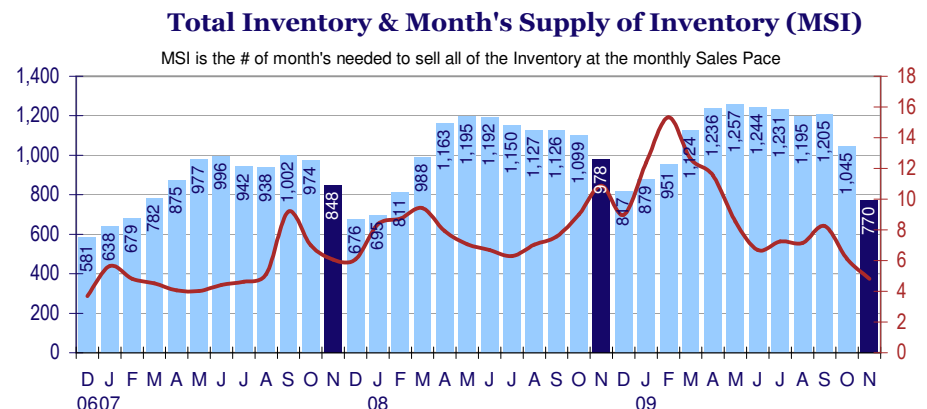
The Median Sales Price in November was \$725,000, down -12.1% from \$825,000 in November of 2008 and down -4.1% from \$755,880 last month. The Average Sales Price in November was \$986,490, down -2.4% from \$1,010,994 in November of 2008 and down -5.5% from \$1,044,356 last month. November 2009 ASP was at the lowest level compared to November of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 770, down -26.3% from 1,045 last month and down -21.3% from 978 in November of last year. November 2009 Inventory was at its lowest level compared with November of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2009 MSI of 4.8 months was at its lowest level compared with November of 2008 and 2007.



County: *Marin*

Agent Name

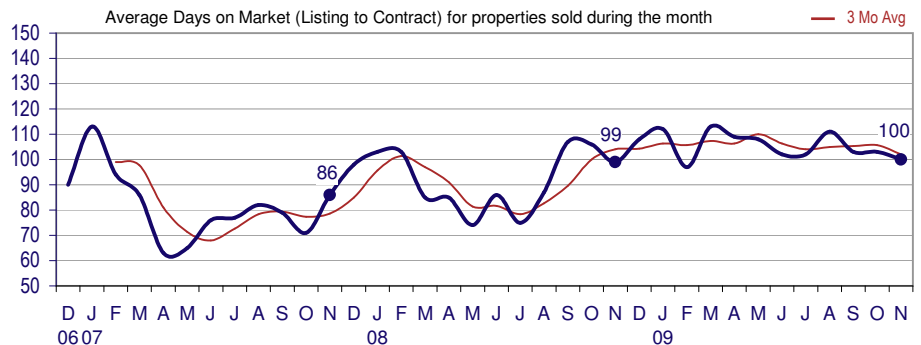
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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for November was 100, down -2.9% from 103 days last month and up 1.0% from 99 days in November of last year. The November 2009 DOM was at a mid level compared with November of 2008 and 2007.

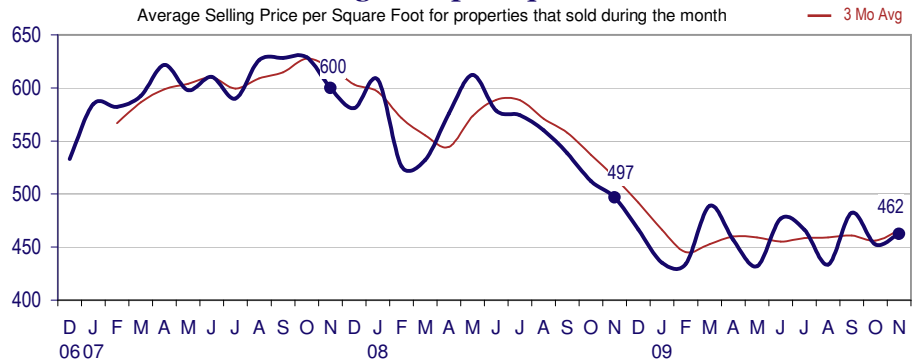
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2009 Selling Price per Square Foot of \$462 was up 2.2% from \$453 last month and down -6.9% from 497 in November of last year.

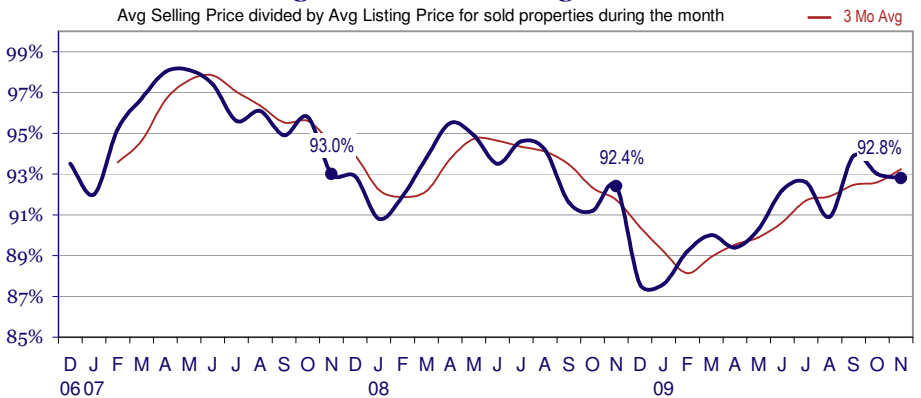
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2009 Selling Price vs Original List Price of 92.8% was down from 93.0% last month and up from 92.4% in November of last year.

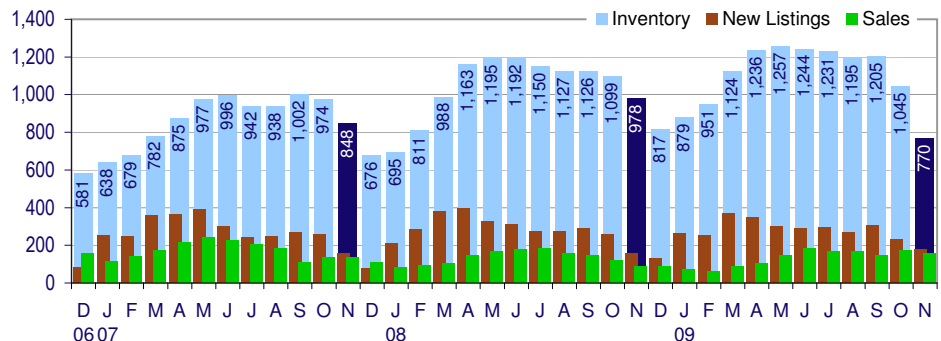
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in November 2009 was 180, down -22.4% from 232 last month and up 13.9% from 158 in November of last year.

Inventory / New Listings / Sales



County: Marin

Price Range: All | Property Types: Single Family

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Homes Sold	158	113	141	173	215	243	226	204	183	109	139	140	111	83	93	105	147	169	178	183	160	149	122	90	91	71	62	89	107	147	186	170	167	146	171	160
3 Mo. Roll Avg			137	142	176	210	228	224	204	165	144	129	130	111	96	94	115	140	165	177	174	164	144	120	101	84	75	74	86	114	147	168	174	161	161	159

(000's)	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Median Sale Price	880	950	950	1000	1075	1040	1160	990	1030	1000	1000	1000	900	1040	929	905	1020	1113	1080	1000	875	875	889	825	697	765	649	721	800	720	833	760	825	815	756	725
3 Mo. Roll Avg			927	967	1008	1038	1092	1063	1060	1007	1010	1000	967	980	956	958	951	1013	1071	1064	985	917	880	863	804	762	704	712	723	747	784	771	806	800	799	765

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Inventory	581	638	679	782	875	977	996	942	938	1002	974	848	676	695	811	988	1163	1195	1192	1150	1127	1126	1099	978	817	879	951	1124	1236	1257	1244	1231	1195	1205	1045	770
MSI	4	6	5	5	4	4	4	5	5	9	7	6	6	8	9	9	8	7	7	6	7	8	9	11	9	12	15	13	12	9	7	7	7	8	6	5

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Days on Market	90	113	94	86	63	65	76	77	82	79	71	86	98	103	103	85	85	74	86	75	87	107	106	99	108	112	97	113	109	108	102	102	111	103	103	100
3 Mo. Roll Avg			99	98	81	71	68	73	78	79	77	79	85	96	101	97	91	81	82	78	83	90	100	104	104	106	106	107	106	110	106	104	105	105	106	102

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	533	585	582	592	622	598	610	590	626	628	629	600	581	608	526	532	576	612	579	574	560	538	512	497	467	435	434	489	457	432	477	466	434	482	453	462
3 Mo. Roll Avg			567	587	599	604	610	599	609	615	628	619	603	596	572	555	545	573	589	588	571	558	537	516	492	466	445	453	460	459	455	458	459	461	456	466

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.935	0.920	0.952	0.967	0.980	0.981	0.974	0.956	0.961	0.949	0.958	0.930	0.929	0.908	0.919	0.938	0.955	0.949	0.935	0.946	0.942	0.916	0.912	0.924	0.876	0.876	0.892	0.900	0.894	0.903	0.922	0.926	0.909	0.939	0.930	0.928
3 Mo. Roll Avg			0.936	0.946	0.966	0.976	0.978	0.970	0.964	0.955	0.956	0.946	0.939	0.922	0.919	0.922	0.937	0.947	0.946	0.943	0.941	0.935	0.923	0.917	0.904	0.892	0.881	0.889	0.895	0.899	0.906	0.917	0.919	0.925	0.926	0.932

	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
New Listings	82	253	248	359	366	394	303	241	250	271	258	160	80	213	284	383	396	327	311	277	273	292	259	158	133	265	251	368	351	299	291	294	272	306	232	180
Inventory	581	638	679	782	875	977	996	942	938	1002	974	848	676	695	811	988	1163	1195	1192	1150	1127	1126	1099	978	817	879	951	1124	1236	1257	1244	1231	1195	1205	1045	770
Sales	158	113	141	173	215	243	226	204	183	109	139	140	111	83	93	105	147	169	178	183	160	149	122	90	91	71	62	89	107	147	186	170	167	146	171	160

(000's)	D 06	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	1087	1413	1271	1298	1389	1395	1387	1379	1375	1485	1340	1266	1379	1441	1363	1191	1382	1465	1280	1259	1224	1204	1215	1011	1078	868	802	1114	1023	894	1034	1039	951	1061	1044	986
3 Mo. Roll Avg			1257	1327	1319	1361	1390	1387	1380	1413	1400	1364	1328	1362	1394	1332	1312	1346	1376	1335	1254	1229	1214	1144	1101	986	916	928	980	1010	984	989	1008	1017	1019	1031

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