

Marin County Real Estate Trends

All Residential (Including Condos)

March 2007 thru March 2009

% of Homes in Contract

	2007											2008											2009		
	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar
Total Marin	29%	26%	26%	22%	23%	19%	16%	19%	20%	21%	20%	22%	21%	23%	23%	25%	24%	24%	24%	20%	22%	22%	22%	23%	23%
City Detail																									
Belvedere	29%	6%	27%	14%	25%	25%	11%	14%	18%	8%	0%	17%	20%	30%	14%	14%	20%	25%	22%	20%	17%	20%	13%	17%	19%
Corte Madera	28%	36%	41%	40%	34%	39%	36%	18%	27%	50%	19%	30%	24%	36%	21%	32%	24%	33%	25%	20%	9%	17%	11%	15%	24%
Fairfax	47%	56%	36%	38%	27%	20%	14%	19%	20%	41%	27%	50%	22%	16%	13%	25%	23%	29%	18%	5%	11%	11%	14%	15%	18%
Greenbrae	32%	39%	40%	32%	41%	31%	18%	21%	23%	18%	30%	18%	0%	15%	18%	39%	38%	22%	22%	23%	31%	22%	23%	0%	23%
Kentfield	45%	19%	20%	23%	31%	15%	20%	25%	14%	21%	0%	15%	30%	19%	31%	9%	30%	22%	21%	18%	8%	12%	14%	25%	8%
Larkspur	38%	33%	31%	26%	26%	12%	19%	21%	20%	17%	25%	18%	29%	19%	28%	13%	29%	28%	19%	10%	3%	17%	10%	12%	11%
Mill Valley	43%	38%	33%	35%	33%	29%	20%	25%	23%	33%	25%	25%	19%	26%	27%	28%	21%	17%	22%	13%	12%	17%	17%	14%	10%
Novato	23%	24%	22%	18%	15%	12%	9%	11%	14%	10%	19%	25%	22%	21%	25%	28%	28%	31%	34%	31%	35%	30%	31%	38%	36%
Ross	13%	33%	20%	13%	21%	36%	25%	35%	13%	36%	33%	18%	9%	25%	19%	27%	25%	23%	17%	12%	26%	31%	17%	20%	5%
San Anselmo	34%	37%	33%	33%	35%	31%	34%	24%	30%	45%	33%	19%	27%	16%	24%	19%	20%	15%	15%	13%	17%	16%	19%	17%	18%
San Rafael	31%	26%	24%	20%	20%	20%	18%	19%	20%	21%	25%	20%	21%	22%	25%	25%	27%	29%	27%	25%	26%	29%	29%	28%	28%
Sausalito	28%	17%	22%	10%	33%	16%	26%	25%	23%	24%	7%	14%	17%	29%	13%	15%	8%	8%	8%	7%	18%	10%	5%	10%	20%
Tiburon	28%	21%	26%	10%	26%	19%	18%	27%	26%	26%	16%	22%	24%	24%	13%	15%	18%	14%	17%	12%	10%	7%	11%	12%	8%

of Homes on the Market

	2007											2008											2009		
	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar
Total Marin	1,064	1,179	1,312	1,300	1,221	1,186	1,242	1,208	1,087	768	844	1,012	1,217	1,477	1,566	1,574	1,453	1,412	1,425	1,328	1,188	957	1,041	1,150	1,332
City Detail																									
Belvedere	21	16	22	21	20	16	18	21	22	13	16	18	20	20	21	22	25	20	23	25	24	20	24	24	27
Corte Madera	32	36	39	35	29	31	28	34	30	14	21	27	29	47	47	50	42	43	40	40	32	24	27	34	42
Fairfax	17	16	25	24	26	20	29	26	25	17	15	16	18	31	40	52	48	49	50	40	37	27	29	33	38
Greenbrae	22	28	25	19	17	16	28	33	30	17	23	17	17	27	28	33	26	23	23	22	16	9	13	18	31
Kentfield	31	31	40	43	35	27	30	28	21	14	13	20	30	32	36	22	20	23	28	28	24	17	22	24	26
Larkspur	21	24	29	31	27	25	32	29	25	23	20	28	31	36	32	38	35	36	26	31	29	23	31	25	37
Mill Valley	119	120	138	141	124	115	124	122	95	61	73	95	123	160	173	168	156	148	164	137	112	86	102	112	151
Novato	277	338	362	365	355	373	363	348	338	248	279	339	383	429	451	454	423	408	358	339	313	273	282	302	331
Ross	15	24	20	24	24	22	20	17	15	11	12	11	11	20	21	15	16	13	18	17	19	13	12	15	19
San Anselmo	56	57	73	66	66	54	62	51	47	31	27	32	59	69	85	79	80	82	86	85	77	49	54	71	83
San Rafael	243	266	299	285	264	254	278	274	246	188	206	254	310	385	391	390	348	335	353	323	296	257	266	292	322
Sausalito	53	47	50	51	54	51	58	51	52	33	44	49	59	66	65	66	49	49	61	60	49	31	37	50	60
Tiburon	86	94	91	77	76	81	82	91	70	46	49	60	75	79	86	92	96	92	105	91	79	61	76	80	97

of Closed Sales

	2007											2008											2009		
	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar
Total Marin	228	258	304	287	251	232	134	169	175	128	99	120	137	182	207	216	218	201	204	182	121	127	106	87	121
City Detail																									
Belvedere	2	4	0	4	1	5	3	1	1	4	1	0	2	3	3	3	3	2	4	1	0	3	1	0	2
Corte Madera	10	7	17	15	16	9	9	7	6	4	3	4	6	5	11	9	9	9	12	8	6	2	4	2	6
Fairfax	8	7	9	7	8	7	2	5	3	5	4	5	6	2	6	2	2	6	7	8	3	4	1	4	4
Greenbrae	13	5	11	11	7	7	5	4	6	6	4	7	3	3	5	2	2	7	6	1	4	4	3	3	0
Kentfield	5	10	10	6	9	11	3	7	8	1	2	1	2	10	5	11	11	4	1	2	4	0	0	0	3
Larkspur	7	8	8	8	9	3	2	8	4	4	4	4	4	5	6	7	7	7	8	4	1	1	2	3	2
Mill Valley	29	49	46	46	47	36	25	28	27	15	13	12	16	21	32	29	29	26	23	26	13	10	12	11	11
Novato	44	49	63	60	51	44	21	28	35	32	17	27	47	46	35	48	51	56	71	60	37	47	34	21	39
Ross	2	3	5	4	1	3	3	3	2	0	2	4	1	1	5	5	5	4	0	2	1	1	4	0	3
San Anselmo	10	17	18	25	17	21	6	21	8	12	9	11	5	18	10	14	14	8	8	6	2	7	3	10	6
San Rafael	59	61	70	64	50	44	31	39	39	32	21	29	28	46	53	59	58	46	37	44	32	31	36	27	34
Sausalito	16	13	8	8	7	16	5	8	10	10	5	2	4	6	13	10	10	4	4	2	6	6	3	1	4
Tiburon	15	17	27	16	18	14	9	8	19	10	6	6	10	12	15	7	7	12	10	11	7	7	2	4	4

Compliments of Your

Frank Howard Allen

Real Estate Professional

***% in Contract**

Less than 25%

25% to 40%

Greater than 40%

Type of Market

Buyers Market

Neutral Market

Sellers Market



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