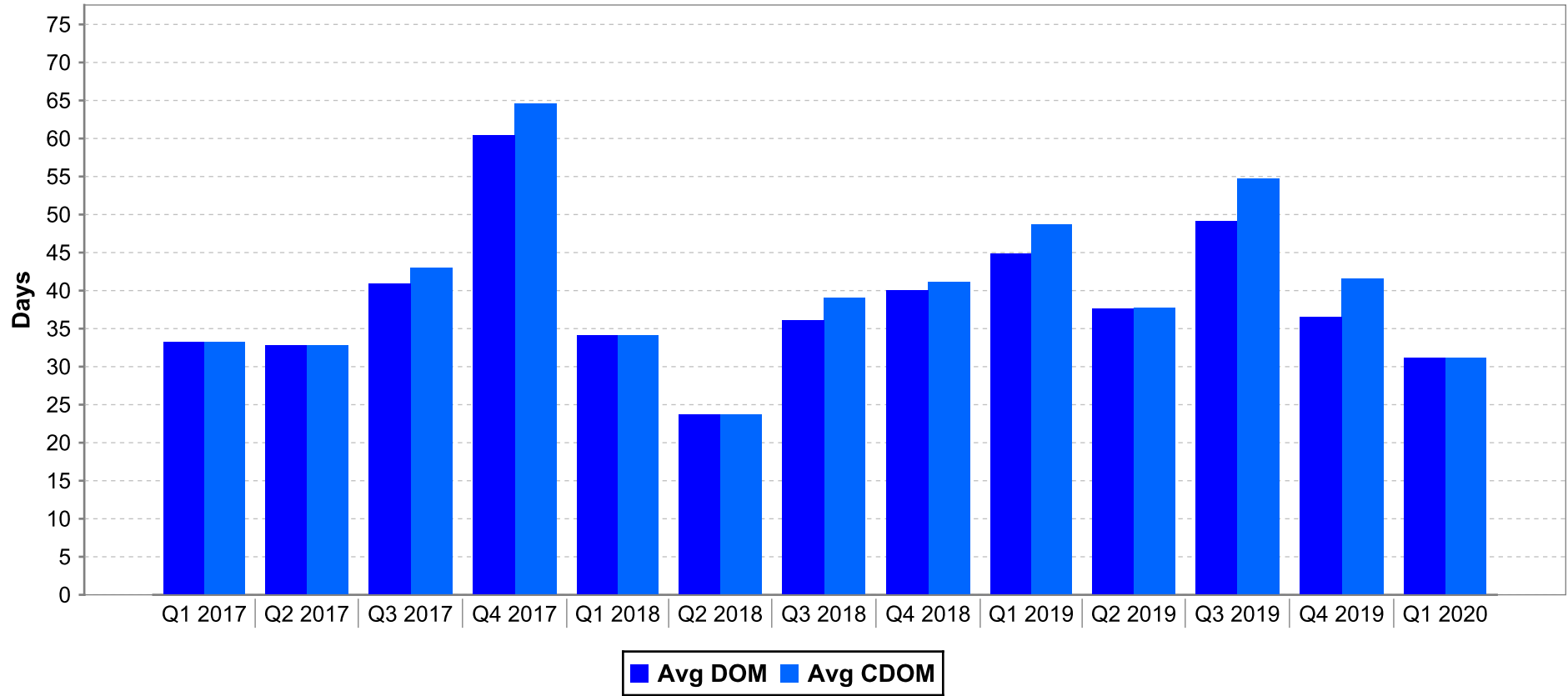


Market Dynamics

Average DOM vs. CDOM for Under Contract Properties 3 Years (Quarterly) Q1 2017 - Q1 2020



■ Avg DOM ■ Avg CDOM

KEY INFORMATION

	Quarterly Change	Quarterly %	Total Change	Total % Change
DOM	0.04	0.11	0.56	1.45
CDOM	0.22	0.58	2.92	7.48



MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics

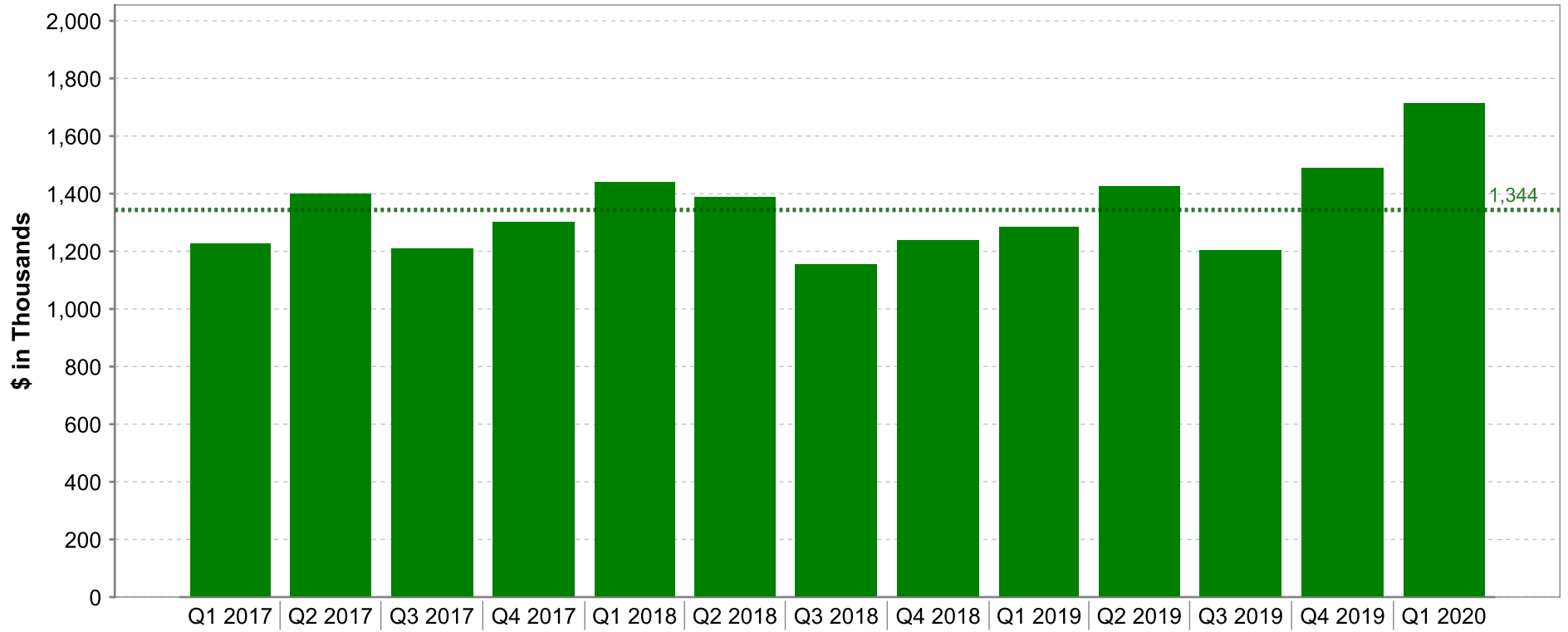
Average DOM vs. CDOM for Under Contract Properties 3 Years (Quarterly) Q1 2017 - Q1 2020

Time Period	# Under Contract	Avg DOM	Avg CDOM
Q1 2020	23	31	31
Q4 2019	35	37	42
Q3 2019	45	49	55
Q2 2019	59	38	38
Q1 2019	43	45	49
Q4 2018	44	40	41
Q3 2018	44	36	39
Q2 2018	59	24	24
Q1 2018	29	34	34
Q4 2017	35	60	65
Q3 2017	35	41	43
Q2 2017	55	33	33
Q1 2017	30	33	33

Market Dynamics

Median Price (Sold)

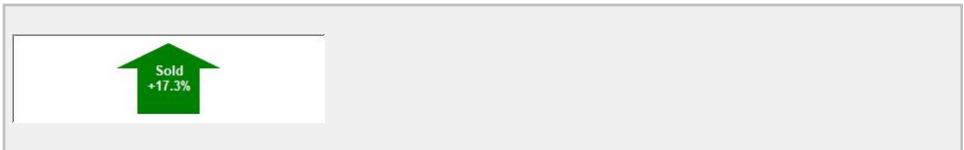
3 Years (Quarterly) Q1 2017 - Q1 2020



■ Sold

KEY INFORMATION

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
Sold	17,839.82	1.44	214,077.82	17.31



MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	San Anselmo					

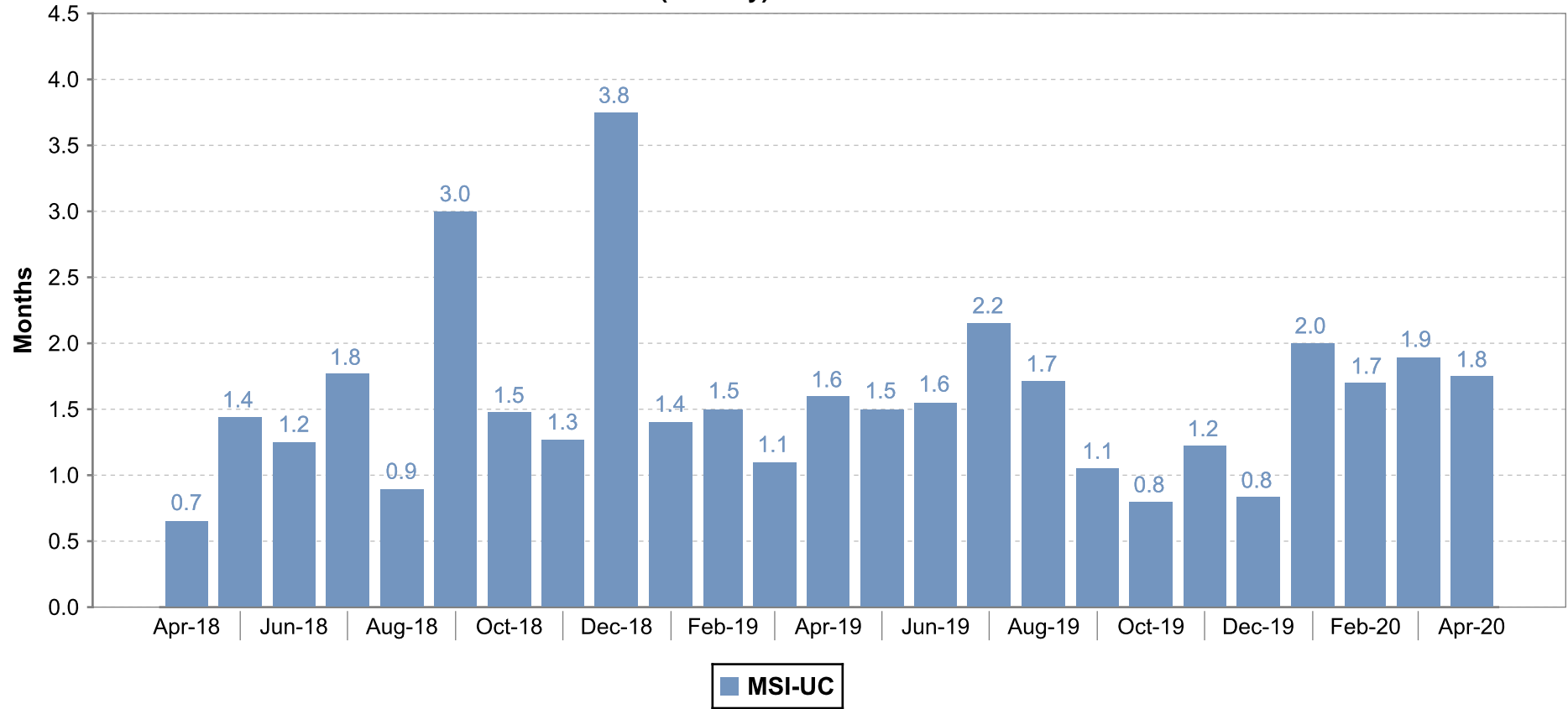
Market Dynamics
Median Price (Sold)
3 Years (Quarterly) Q1 2017 - Q1 2020

Compass

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Q1 2020	1,447,000	46	1,299,000	23	1,712,500	16	1,597,000	12	1,499,000	41
Q4 2019	1,475,000	48	1,475,000	35	1,489,520	49	1,992,500	8	1,400,000	27
Q3 2019	1,495,000	78	1,415,000	45	1,202,000	45	1,545,000	12	1,415,000	47
Q2 2019	1,495,000	95	1,475,000	59	1,425,000	62	1,575,000	5	1,495,000	72
Q1 2019	1,199,000	69	1,195,000	43	1,285,000	27	1,150,000	3	1,249,000	54
Q4 2018	1,325,000	73	1,195,000	44	1,237,000	48	1,622,500	14	1,195,000	37
Q3 2018	1,291,500	90	1,124,500	44	1,153,250	50	1,326,500	10	1,295,000	65
Q2 2018	1,299,000	88	1,299,000	59	1,387,500	56	1,221,000	4	1,297,000	72
Q1 2018	1,450,000	51	1,325,000	29	1,439,000	23	2,597,000	6	1,325,000	41
Q4 2017	1,500,000	51	1,395,000	35	1,300,000	37	1,922,000	6	1,547,500	24
Q3 2017	1,199,000	71	1,149,000	35	1,210,000	39	1,299,000	9	1,199,000	47
Q2 2017	1,250,000	83	1,250,000	55	1,400,000	57	1,224,500	4	1,150,000	61
Q1 2017	1,427,500	55	1,212,500	30	1,227,500	22	699,900	3	1,395,000	51

Market Dynamics

Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 04/01/18 - 04/30/20



■ MSI-UC
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.00	0.06	0.02	1.50

MSI UC +1.5%

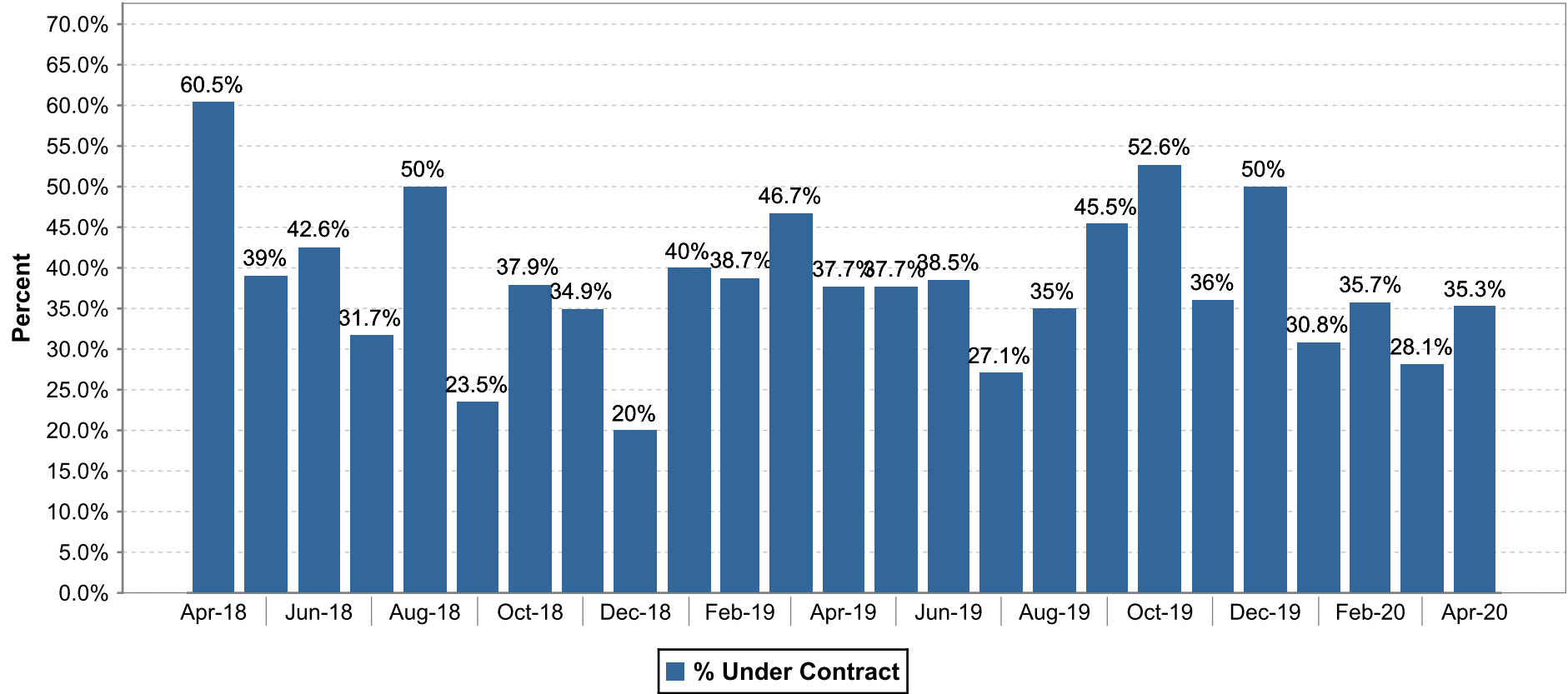
MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics

Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 04/01/18 - 04/30/20

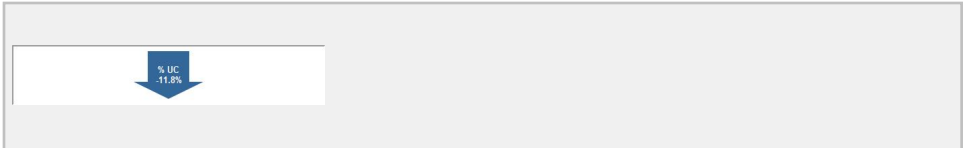
Time Period	MSI	NAR MSI	# For Sale Last Day of Month	# Under Contract	# Sold
Apr-20	1.8	2.1	21	12	10
Mar-20	1.9	2.1	17	9	8
Feb-20	1.7	4.2	17	10	4
Jan-20	2.0	2.0	8	4	4
Dec-19	0.8	0.6	5	6	8
Nov-19	1.2	0.6	11	9	20
Oct-19	0.8	0.7	16	20	22
Sep-19	1.1	1.6	21	20	13
Aug-19	1.7	1.8	24	14	13
Jul-19	2.2	1.4	28	13	20
Jun-19	1.6	1.7	31	20	18
May-19	1.5	1.5	30	20	20
Apr-19	1.6	1.3	32	20	25
Mar-19	1.1	1.8	23	21	13
Feb-19	1.5	1.8	18	12	10
Jan-19	1.4	3.5	14	10	4
Dec-18	3.8	1.1	15	4	14
Nov-18	1.3	1.1	19	15	17
Oct-18	1.5	2.2	37	25	17
Sep-18	3.0	2.2	36	12	16
Aug-18	0.9	0.8	17	19	21
Jul-18	1.8	1.6	23	13	14
Jun-18	1.2	1.3	25	20	19
May-18	1.4	1.1	23	16	21
Apr-18	0.7	0.9	17	26	18

Market Dynamics Sales Absorption 2 Years (Monthly) 04/01/18 - 04/30/20



■ % Under Contract
KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
% Under Contract	-0.20	-0.49	-4.78	-11.77



MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics

Sales Absorption

2 Years (Monthly) 04/01/18 - 04/30/20

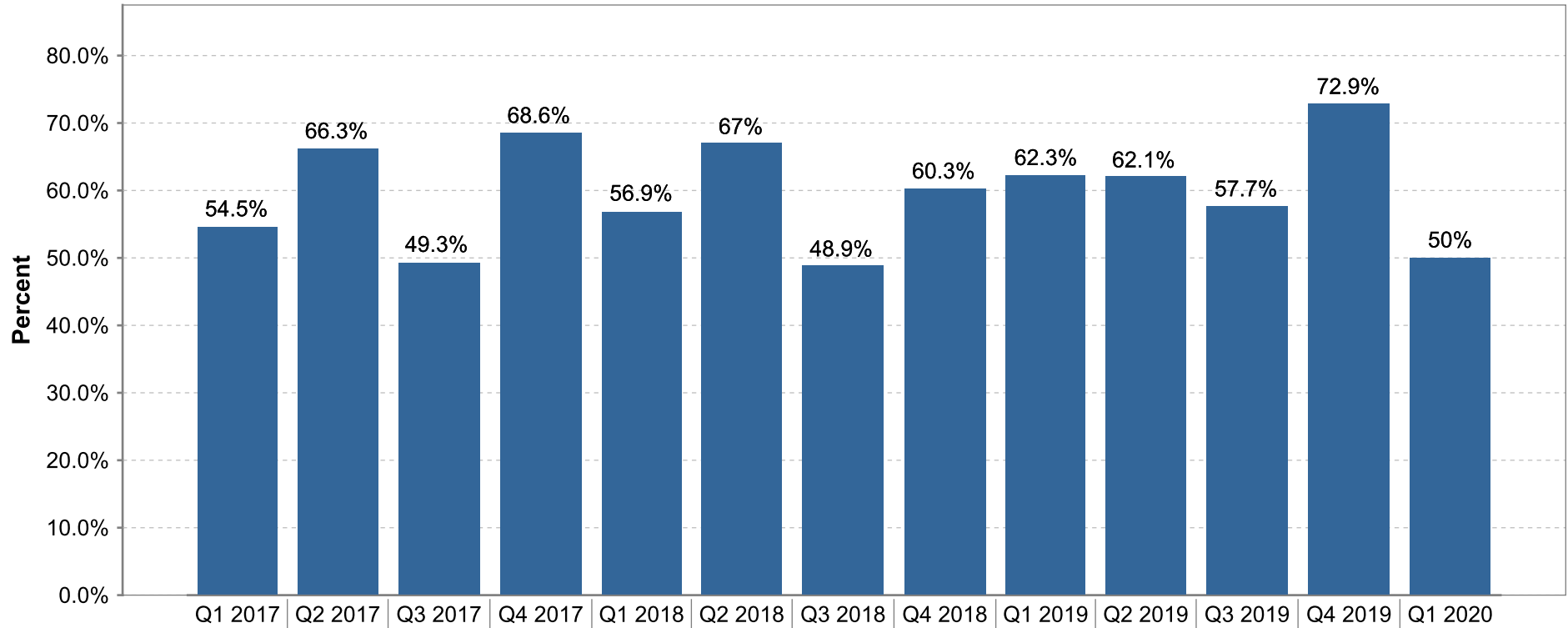
Compass

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Apr-20	35.3	29.4	34	12	10
Mar-20	28.1	25.0	32	9	8
Feb-20	35.7	14.3	28	10	4
Jan-20	30.8	30.8	13	4	4
Dec-19	50.0	66.7	12	6	8
Nov-19	36.0	80.0	25	9	20
Oct-19	52.6	57.9	38	20	22
Sep-19	45.4	29.6	44	20	13
Aug-19	35.0	32.5	40	14	13
Jul-19	27.1	41.7	48	13	20
Jun-19	38.5	34.6	52	20	18
May-19	37.7	37.7	53	20	20
Apr-19	37.7	47.2	53	20	25
Mar-19	46.7	28.9	45	21	13
Feb-19	38.7	32.3	31	12	10
Jan-19	40.0	16.0	25	10	4
Dec-18	20.0	70.0	20	4	14
Nov-18	34.9	39.5	43	15	17
Oct-18	37.9	25.8	66	25	17
Sep-18	23.5	31.4	51	12	16
Aug-18	50.0	55.3	38	19	21
Jul-18	31.7	34.2	41	13	14
Jun-18	42.6	40.4	47	20	19
May-18	39.0	51.2	41	16	21
Apr-18	60.5	41.9	43	26	18

Market Dynamics

Sales Absorption

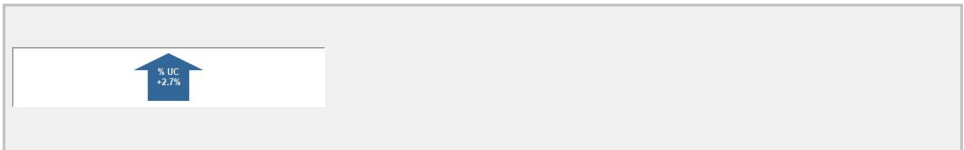
3 Years (Quarterly) Q1 2017 - Q1 2020



■ % Under Contract

KEY INFORMATION

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
% Under Contract	0.12	0.21	1.59	2.70



MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics

Sales Absorption

3 Years (Quarterly) Q1 2017 - Q1 2020

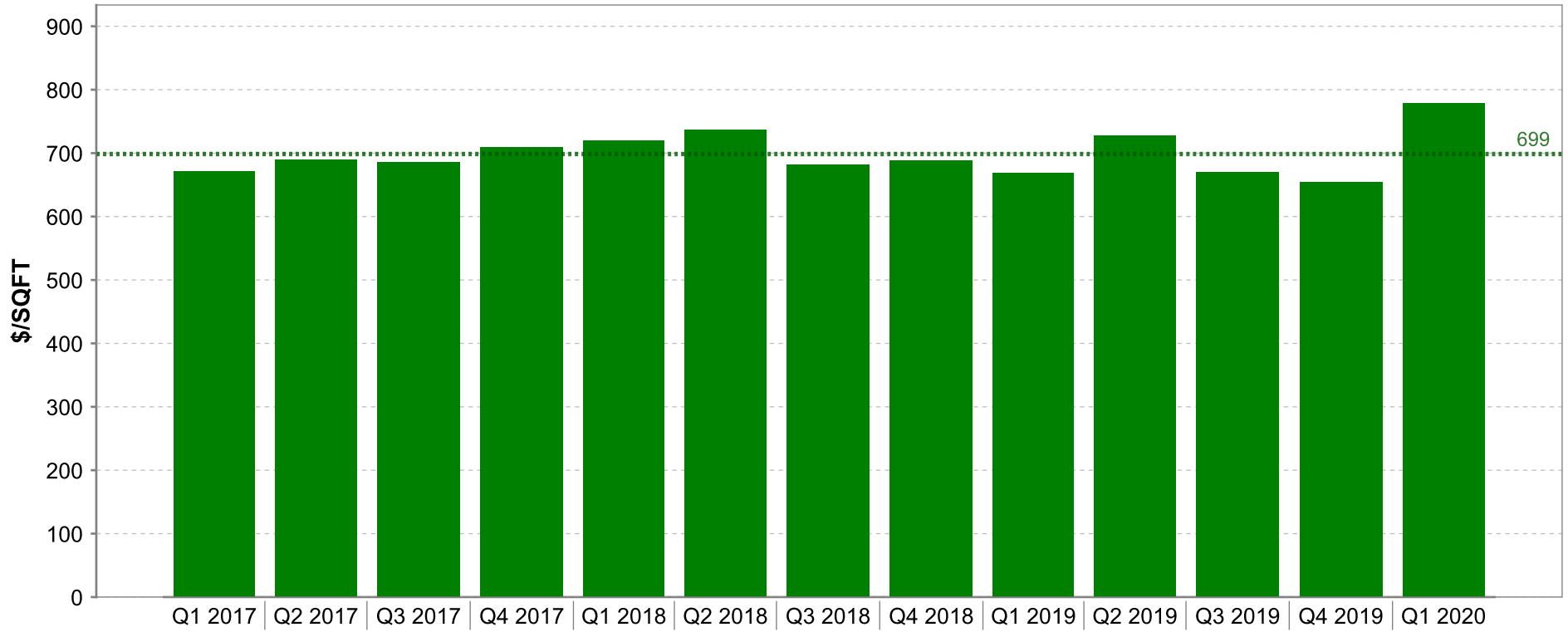
Compass

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Q1 2020	50.0	34.8	46	23	16
Q4 2019	72.9	102.1	48	35	49
Q3 2019	57.7	57.7	78	45	45
Q2 2019	62.1	65.3	95	59	62
Q1 2019	62.3	39.1	69	43	27
Q4 2018	60.3	65.8	73	44	48
Q3 2018	48.9	55.6	90	44	50
Q2 2018	67.0	63.6	88	59	56
Q1 2018	56.9	45.1	51	29	23
Q4 2017	68.6	72.6	51	35	37
Q3 2017	49.3	54.9	71	35	39
Q2 2017	66.3	68.7	83	55	57
Q1 2017	54.6	40.0	55	30	22

Market Dynamics

Average \$/SQFT (Sold)

3 Years (Quarterly) Q1 2017 - Q1 2020



■ Sold

KEY INFORMATION

	Quarterly Change	Quarterly %	Total Change	Total % Change
Sold \$/SQFT	1.66	0.24	19.88	2.89

Sold +2.9%

MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics
Average \$/SQFT (Sold)
3 Years (Quarterly) Q1 2017 - Q1 2020

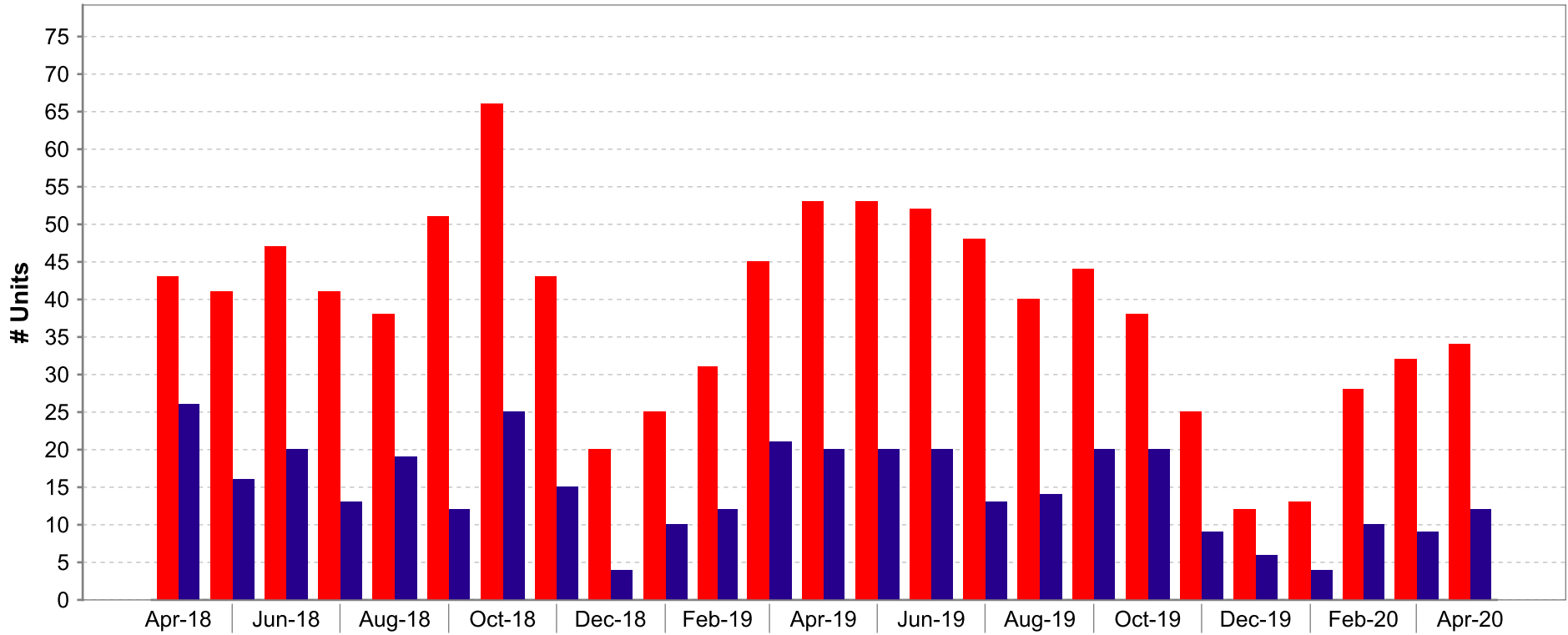
Compass

Time Period	FOR SALE				UNDER CONTRACT				SOLD				EXPIRED				NEW LISTINGS			
	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT
Q1 2020	46	1,547,565	2,215	706	23	1,512,609	2,095	722	16	1,713,125	2,202	778	12	1,643,417	2,298	715	41	1,574,098	2,262	704
Q4 2019	48	1,608,062	2,380	676	35	1,555,057	2,378	654	49	1,568,513	2,401	654	8	2,013,750	2,730	738	27	1,495,481	2,159	693
Q3 2019	78	1,572,946	2,399	642	45	1,458,933	2,264	643	45	1,362,278	2,035	670	12	1,685,733	2,426	608	47	1,477,383	2,319	636
Q2 2019	95	1,674,408	2,289	718	59	1,655,644	2,171	758	62	1,653,806	2,263	727	5	1,626,600	2,265	718	72	1,591,539	2,190	711
Q1 2019	69	1,544,665	2,313	666	43	1,366,509	2,178	629	27	1,460,000	2,190	669	3	1,114,667	2,044	545	54	1,545,480	2,326	662
Q4 2018	73	1,531,248	2,321	660	44	1,397,705	2,074	674	48	1,409,773	2,048	688	14	1,939,721	3,154	615	37	1,353,162	2,016	671
Q3 2018	90	1,568,182	2,375	660	44	1,378,301	2,061	669	50	1,423,050	2,088	682	10	1,877,700	2,814	667	65	1,525,528	2,261	675
Q2 2018	88	1,580,442	2,378	668	59	1,557,049	2,220	706	56	1,610,855	2,196	737	4	1,309,000	2,808	466	72	1,520,374	2,247	678
Q1 2018	51	1,640,882	2,353	700	29	1,406,034	1,998	699	23	1,516,612	2,108	720	6	2,216,333	2,399	924	41	1,607,732	2,316	697
Q4 2017	51	1,657,275	2,345	707	35	1,549,057	2,245	690	37	1,480,608	2,100	709	6	2,089,333	2,672	782	24	1,660,083	2,350	706
Q3 2017	71	1,440,127	2,045	716	35	1,223,971	1,785	692	39	1,326,617	1,943	686	9	1,636,778	2,133	846	47	1,351,468	1,998	684
Q2 2017	83	1,441,735	2,120	684	55	1,381,582	2,141	645	57	1,462,978	2,138	690	4	1,236,750	1,743	710	61	1,316,672	1,937	684
Q1 2017	55	1,601,425	2,395	673	30	1,503,717	2,268	671	22	1,476,977	2,203	671	3	1,206,633	1,990	606	51	1,589,333	2,398	668

Market Dynamics

Supply & Demand - # Units (FS, UC)

2 Years (Monthly) 04/01/18 - 04/30/20



■ For Sale ■ Under Contract

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-0.77	-1.62	-18.57	-38.84
Under Contract	-0.38	-1.96	-9.11	-47.05

For Sale
-38.8%

UC
-47.1%

MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Cities:	San Anselmo					

Market Dynamics

Supply & Demand - # Units (FS, UC) 2 Years (Monthly) 04/01/18 - 04/30/20

Compass

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Apr-20	34	47	12	28	10	28	1	1	17
Mar-20	32	40	9	30	8	24	6	13	15
Feb-20	28	33	10	30	4	30	1	110	20
Jan-20	13	61	4	39	4	76	1	88	8
Dec-19	12	84	6	64	8	39	1	90	1
Nov-19	25	74	9	38	20	37	5	159	9
Oct-19	38	50	20	28	22	57	2	82	17
Sep-19	44	54	20	37	13	38	3	156	20
Aug-19	40	64	14	70	13	45	2	38	12
Jul-19	48	55	13	42	20	34	7	64	17
Jun-19	52	44	20	38	18	47	1	110	22
May-19	53	41	20	47	20	39	3	41	21
Apr-19	53	31	20	27	25	36	1	1	30
Mar-19	45	33	21	29	13	36	1	117	27
Feb-19	31	64	12	53	10	69	1	547	17
Jan-19	25	88	10	69	4	44	1	90	10
Dec-18	20	100	4	108	14	45	1	49	1
Nov-18	43	62	15	43	17	27	9	77	6
Oct-18	66	42	25	27	17	23	4	87	30
Sep-18	51	43	12	35	16	49	3	95	34
Aug-18	38	55	19	40	21	34	2	57	15
Jul-18	41	47	13	31	14	22	5	37	16
Jun-18	47	35	20	25	19	27	2	69	24
May-18	41	33	16	21	21	22	2	104	24
Apr-18	43	27	26	25	18	26	0		25