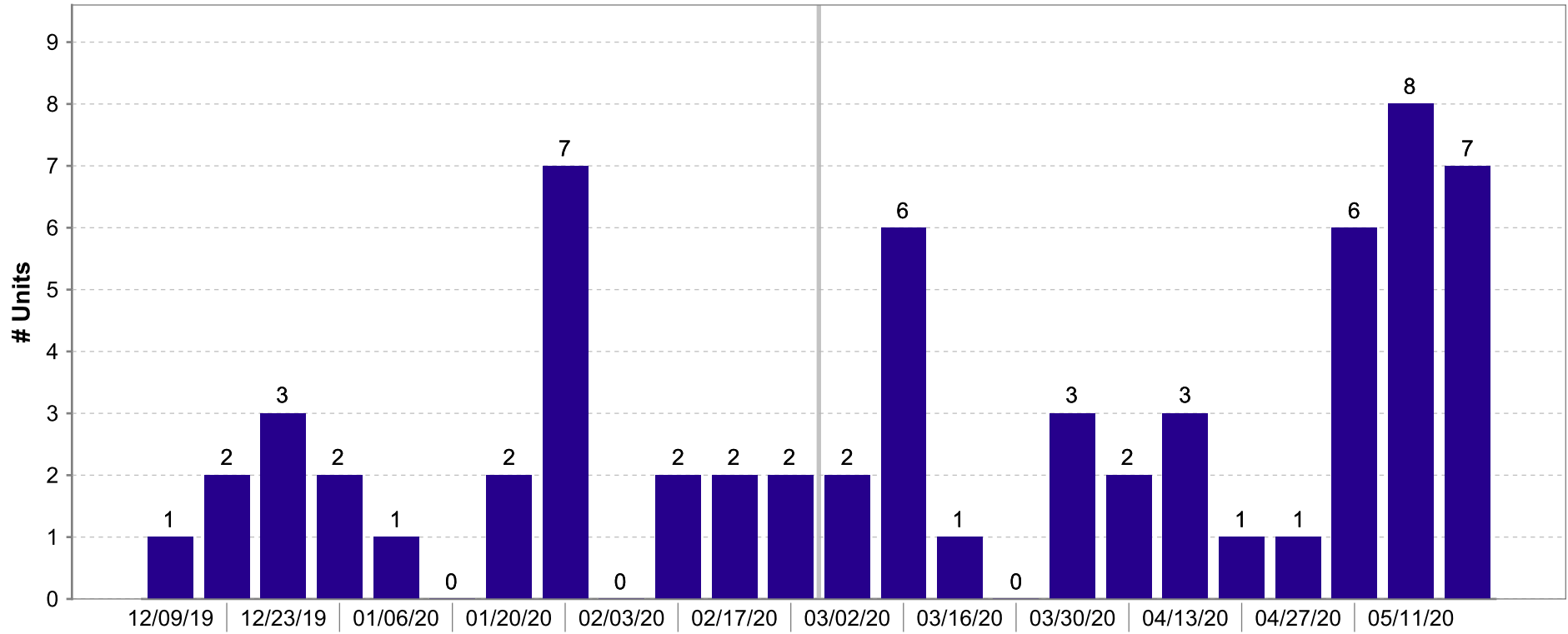


# Market Dynamics

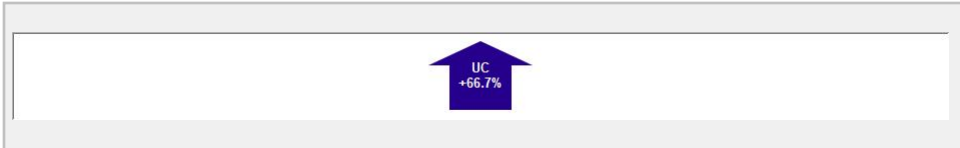
## # Units (UC)

### Last 6 Months (Weekly) 12/09/19 - 05/24/20



**■ Under Contract**  
KEY INFORMATION

	Previous 12 Wk	Last 12 Wk Avg	Change	% Change
Under Contract	2.0	3.3	1.3	66.7



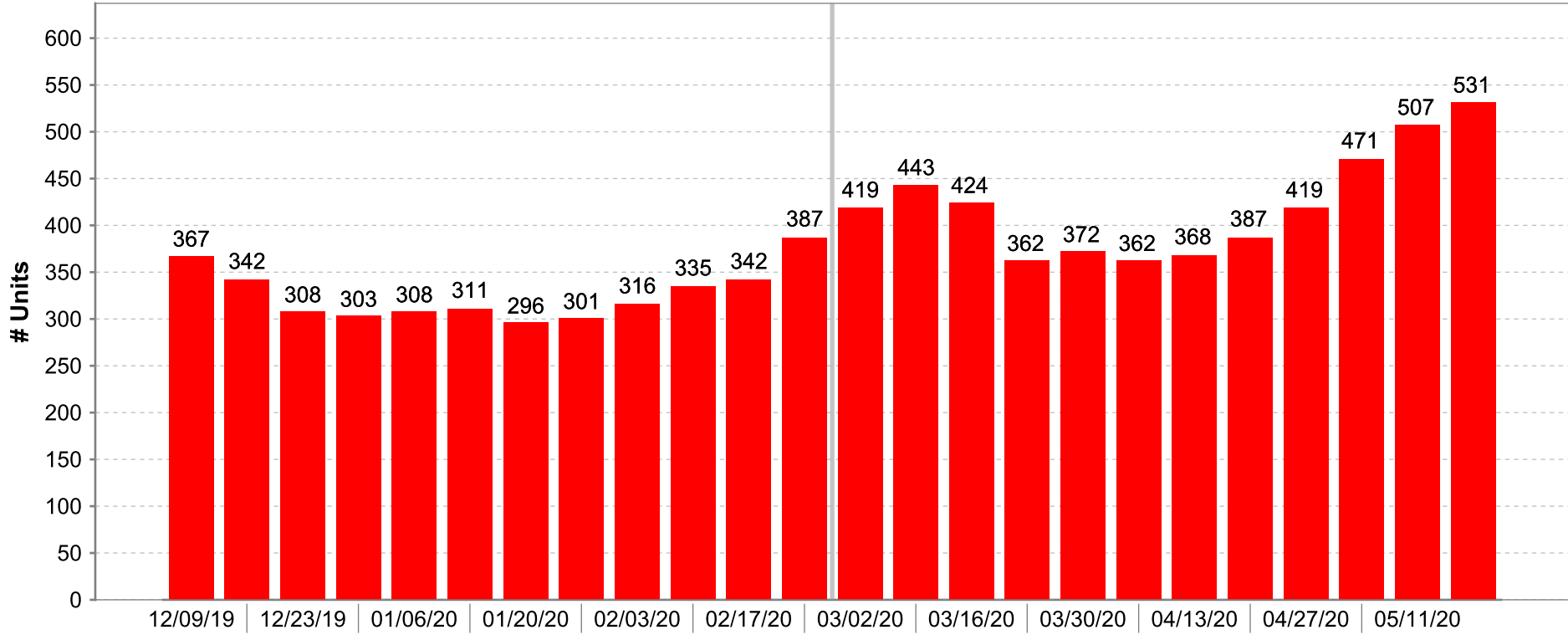
MLS: BAREIS	Period: 6 Months (Weekly)	Price: \$3,000,000 -	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

**Market Dynamics**  
**# Units (UC)**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

Time Period	# Properties For Sale	# Properties Under Contract	# Properties Sold	# Properties Expired	# New Properties Listed
05-18-20	118	7	1	1	19
05-11-20	109	8	3	2	18
05-04-20	98	6	2	0	16
04-27-20	84	1	1	1	7
04-20-20	78	1	1	0	11
04-13-20	70	3	0	0	3
04-06-20	72	2	0	4	2
03-30-20	80	3	4	7	1
03-23-20	81	0	1	2	3
03-16-20	88	1	3	9	6
03-09-20	88	6	4	0	9
03-02-20	82	2	4	1	9
02-24-20	76	2	6	1	8
02-17-20	71	2	1	1	7
02-10-20	68	2	0	2	2
02-03-20	68	0	1	2	7
01-27-20	69	7	6	1	4
01-20-20	67	2	4	0	1
01-13-20	68	0	1	2	1
01-06-20	71	1	0	3	3
12-30-19	77	2	4	7	0
12-23-19	81	3	3	1	0
12-16-19	85	2	3	2	2
12-09-19	91	1	3	7	1

# Market Dynamics

# Units (FS)  
Last 6 Months (Weekly) 12/09/19 - 05/24/20



■ For Sale  
**KEY INFORMATION**

	Previous 12 Wk	Last 12 Wk Avg	Change	% Change
For Sale	326.3	422.1	95.8	29.3



MLS: BAREIS	Period: 6 Months (Weekly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

**Market Dynamics**  
**# Units (FS)**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

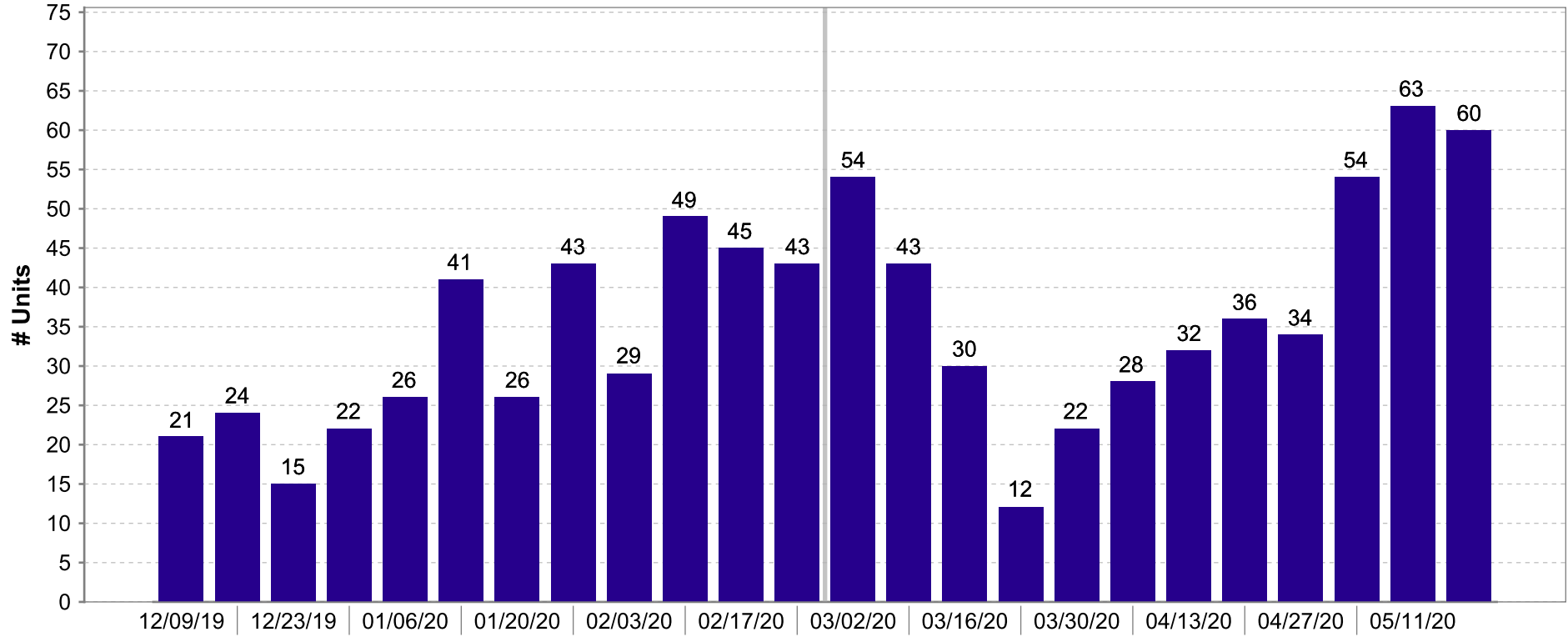
Time Period	# Properties For Sale	# Properties Under Contract	# Properties Sold	# Properties Expired	# New Properties Listed
05-18-20	531	60	44	11	96
05-11-20	507	63	34	9	95
05-04-20	471	54	21	4	96
04-27-20	419	34	25	10	75
04-20-20	387	36	21	7	54
04-13-20	368	32	28	3	44
04-06-20	362	28	36	11	41
03-30-20	372	22	38	29	31
03-23-20	362	12	32	9	17
03-16-20	424	30	43	49	31
03-09-20	443	43	47	7	83
03-02-20	419	54	39	5	81
02-24-20	387	43	47	6	95
02-17-20	342	45	30	5	62
02-10-20	335	49	32	6	55
02-03-20	316	29	26	7	65
01-27-20	301	43	37	7	35
01-20-20	296	26	24	4	36
01-13-20	311	41	25	10	36
01-06-20	308	26	26	7	43
12-30-19	303	22	29	16	20
12-23-19	308	15	34	10	5
12-16-19	342	24	50	15	13
12-09-19	367	21	39	17	9

# Market Dynamics

Compass

# Units (UC)

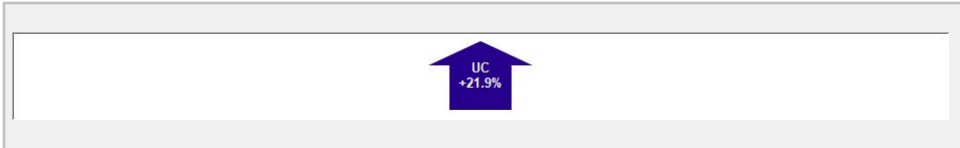
Last 6 Months (Weekly) 12/09/19 - 05/24/20



**Under Contract**

KEY INFORMATION

	Previous 12 Wk	Last 12 Wk Avg	Change	% Change
Under Contract	32.0	39.0	7.0	21.9



MLS: BAREIS	Period: 6 Months (Weekly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

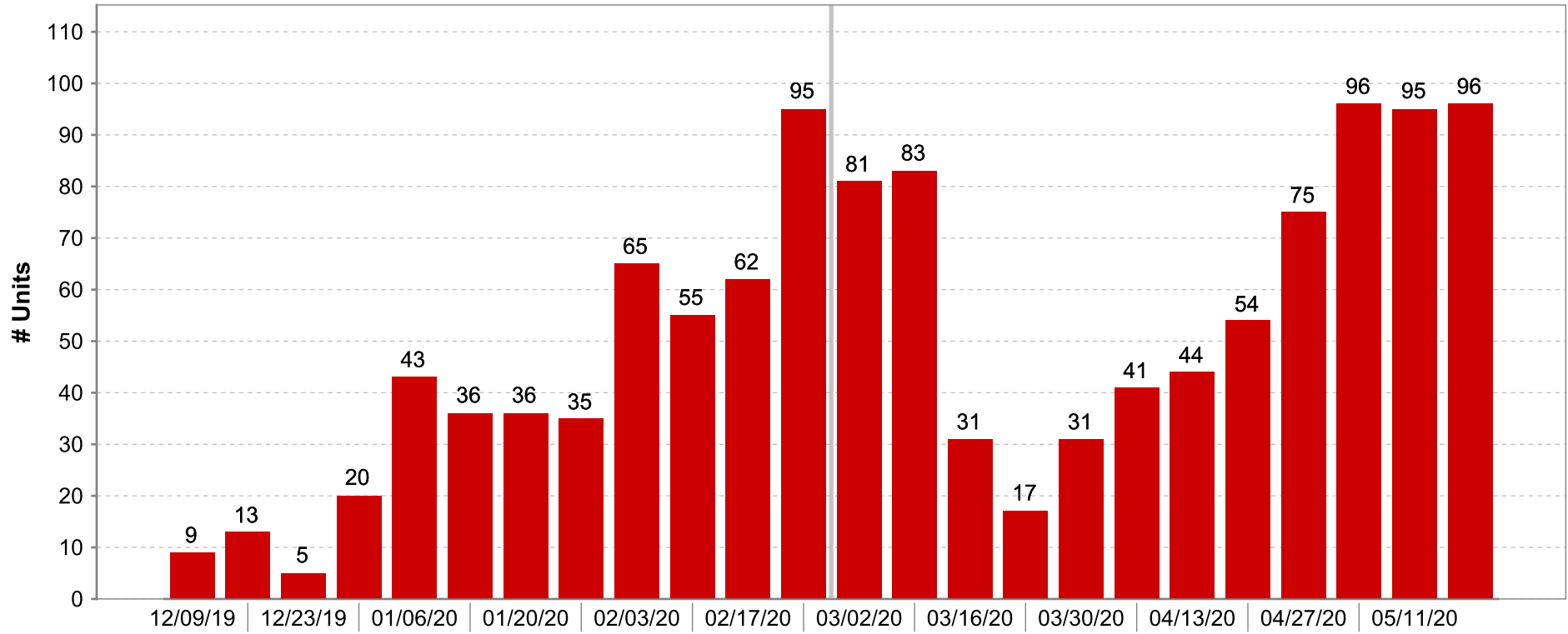
**Market Dynamics**  
**# Units (UC)**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

Time Period	# Properties For Sale	# Properties Under Contract	# Properties Sold	# Properties Expired	# New Properties Listed
05-18-20	531	60	44	11	96
05-11-20	507	63	34	9	95
05-04-20	471	54	21	4	96
04-27-20	419	34	25	10	75
04-20-20	387	36	21	7	54
04-13-20	368	32	28	3	44
04-06-20	362	28	36	11	41
03-30-20	372	22	38	29	31
03-23-20	362	12	32	9	17
03-16-20	424	30	43	49	31
03-09-20	443	43	47	7	83
03-02-20	419	54	39	5	81
02-24-20	387	43	47	6	95
02-17-20	342	45	30	5	62
02-10-20	335	49	32	6	55
02-03-20	316	29	26	7	65
01-27-20	301	43	37	7	35
01-20-20	296	26	24	4	36
01-13-20	311	41	25	10	36
01-06-20	308	26	26	7	43
12-30-19	303	22	29	16	20
12-23-19	308	15	34	10	5
12-16-19	342	24	50	15	13
12-09-19	367	21	39	17	9

# Market Dynamics

## # Units (New)

### Last 6 Months (Weekly) 12/09/19 - 05/24/20



**KEY INFORMATION**

	Previous 12 Wk	Last 12 Wk Avg	Change	% Change
New	39.5	62.0	22.5	57.0

New +57.0%

MLS: BAREIS	Period: 6 Months (Weekly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

**Market Dynamics**  
**# Units (New)**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

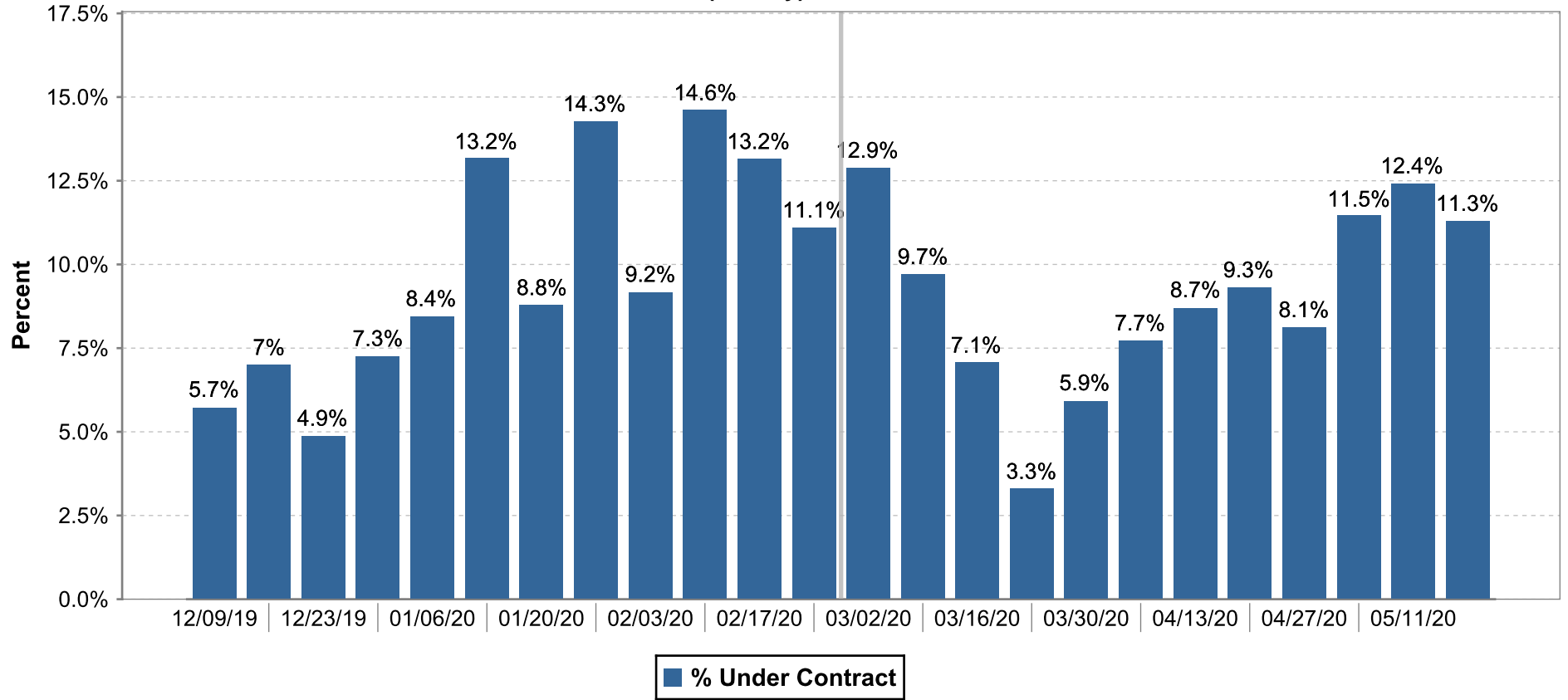
Time Period	# Properties For Sale	# Properties Under Contract	# Properties Sold	# Properties Expired	# New Properties Listed
05-18-20	531	60	44	11	96
05-11-20	507	63	34	9	95
05-04-20	471	54	21	4	96
04-27-20	419	34	25	10	75
04-20-20	387	36	21	7	54
04-13-20	368	32	28	3	44
04-06-20	362	28	36	11	41
03-30-20	372	22	38	29	31
03-23-20	362	12	32	9	17
03-16-20	424	30	43	49	31
03-09-20	443	43	47	7	83
03-02-20	419	54	39	5	81
02-24-20	387	43	47	6	95
02-17-20	342	45	30	5	62
02-10-20	335	49	32	6	55
02-03-20	316	29	26	7	65
01-27-20	301	43	37	7	35
01-20-20	296	26	24	4	36
01-13-20	311	41	25	10	36
01-06-20	308	26	26	7	43
12-30-19	303	22	29	16	20
12-23-19	308	15	34	10	5
12-16-19	342	24	50	15	13
12-09-19	367	21	39	17	9



# Market Dynamics

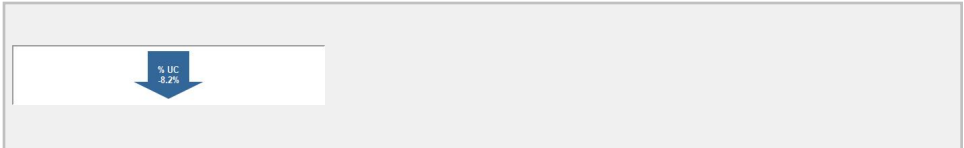
## Sales Absorption

### Last 6 Months (Weekly) 12/09/19 - 05/24/20



**% Under Contract**  
KEY INFORMATION

	Previous 12 Wk Avg	Last 12 Wk Avg	Change	% Change
% Under Contract	9.80	8.99	-0.81	-8.2



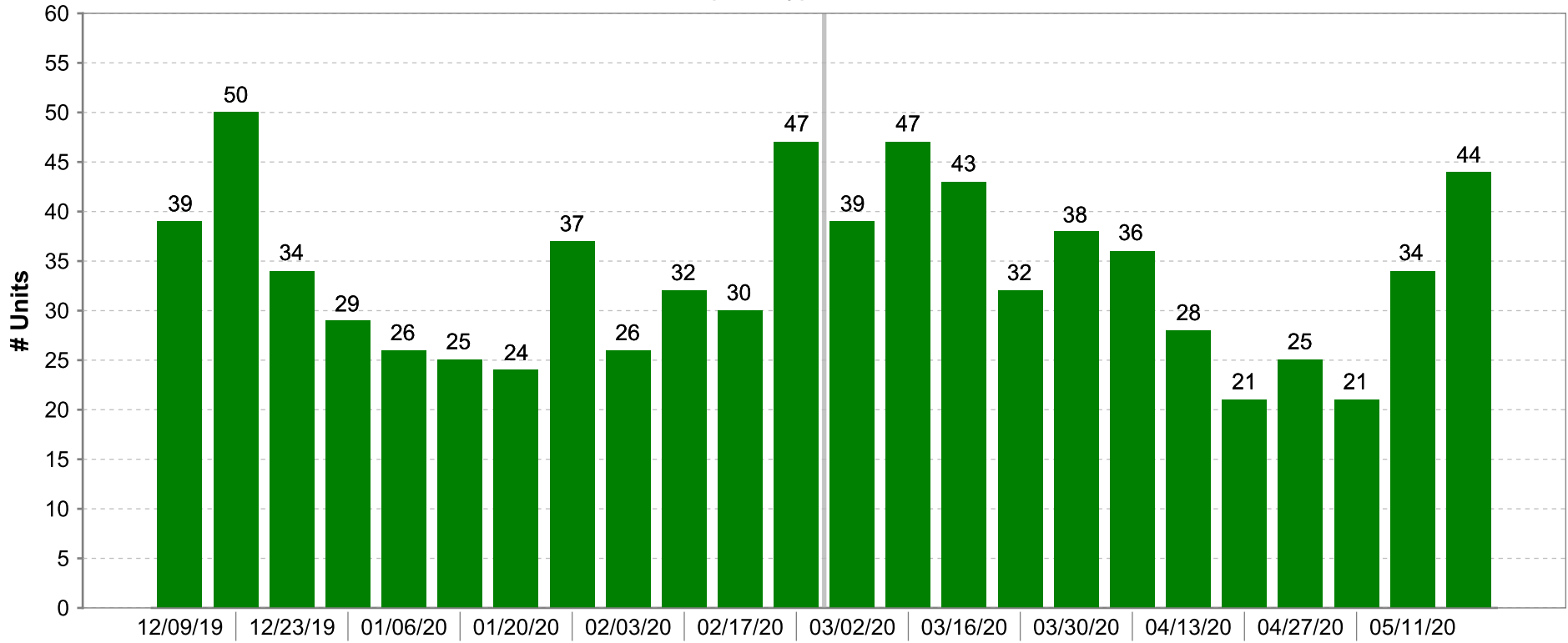
MLS: BAREIS	Period: 6 Months (Weekly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

**Market Dynamics**  
**Sales Absorption**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

<b>Time Period</b>	<b>% of Properties Under Contract</b>	<b>% of Properties Sold</b>	<b># Properties For Sale</b>	<b># Properties Under Contract</b>	<b># Properties Sold</b>
05-18-20	11.3	8.3	531	60	44
05-11-20	12.4	6.7	507	63	34
05-04-20	11.5	4.5	471	54	21
04-27-20	8.1	6.0	419	34	25
04-20-20	9.3	5.4	387	36	21
04-13-20	8.7	7.6	368	32	28
04-06-20	7.7	9.9	362	28	36
03-30-20	5.9	10.2	372	22	38
03-23-20	3.3	8.8	362	12	32
03-16-20	7.1	10.1	424	30	43
03-09-20	9.7	10.6	443	43	47
03-02-20	12.9	9.3	419	54	39
02-24-20	11.1	12.1	387	43	47
02-17-20	13.2	8.8	342	45	30
02-10-20	14.6	9.6	335	49	32
02-03-20	9.2	8.2	316	29	26
01-27-20	14.3	12.3	301	43	37
01-20-20	8.8	8.1	296	26	24
01-13-20	13.2	8.0	311	41	25
01-06-20	8.4	8.4	308	26	26
12-30-19	7.3	9.6	303	22	29
12-23-19	4.9	11.0	308	15	34
12-16-19	7.0	14.6	342	24	50
12-09-19	5.7	10.6	367	21	39

# Market Dynamics

# Units (Sold)  
Last 6 Months (Weekly) 12/09/19 - 05/24/20



■ Sold

**KEY INFORMATION**

	Previous 12 Wk	Last 12 Wk Avg	Change	% Change
Sold	33.2	34.0	0.8	2.3



MLS: BAREIS	Period: 6 Months (Weekly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family, Condo/Coop)					Sq Ft: All
Counties:	Marin					

**Market Dynamics**  
**# Units (Sold)**  
**Last 6 Months (Weekly) 12/09/19 - 05/24/20**

Time Period	# Properties For Sale	# Properties Under Contract	# Properties Sold	# Properties Expired	# New Properties Listed
05-18-20	531	60	44	11	96
05-11-20	507	63	34	9	95
05-04-20	471	54	21	4	96
04-27-20	419	34	25	10	75
04-20-20	387	36	21	7	54
04-13-20	368	32	28	3	44
04-06-20	362	28	36	11	41
03-30-20	372	22	38	29	31
03-23-20	362	12	32	9	17
03-16-20	424	30	43	49	31
03-09-20	443	43	47	7	83
03-02-20	419	54	39	5	81
02-24-20	387	43	47	6	95
02-17-20	342	45	30	5	62
02-10-20	335	49	32	6	55
02-03-20	316	29	26	7	65
01-27-20	301	43	37	7	35
01-20-20	296	26	24	4	36
01-13-20	311	41	25	10	36
01-06-20	308	26	26	7	43
12-30-19	303	22	29	16	20
12-23-19	308	15	34	10	5
12-16-19	342	24	50	15	13
12-09-19	367	21	39	17	9