| Statistics - Marin County            |             |             |             |             |
|--------------------------------------|-------------|-------------|-------------|-------------|
| SINGLE FAMILY HOMES                  | 7/10/18     | 7/17/18     | 7/24/18     | 7/31/18     |
| Active Single Family Homes           | 572         | 560         | 548         | 547         |
| LY-Active Sgl Family Homes           | 572         | 560         | 536         | 527         |
| % Change                             | 0.0%        | 0.0%        | 2.2%        | 3.8%        |
| Average List Price                   | \$2,285,000 | \$2,305,742 | \$2,318,096 | \$2,275,176 |
| Price per Sq. Ft.                    | \$801       | \$802       | \$843       | \$837       |
| Days on Market                       | 63          | 64          | 68          | 70          |
| Contingent & Pending                 | 206         | 188         | 187         | 208         |
| Actives Only                         | 366         | 372         | 361         | 339         |
| TOTAL Cont/Pend/Actives              | 572         | 560         | 548         | 547         |
| Contingent & Pending/TOTAL           | 36.01%      | 33.57%      | 34.12%      | 38.03%      |
| Year to Date Sales                   | 1109        | 1164        | 1217        | 1253        |
| Last Year's Sales (same time period) | 1104        | 1165        | 1232        | 1277        |
| % Change                             | 0.5%        | -0.1%       | -1.2%       | -1.9%       |
| List Price                           | \$1,709,088 | \$1,705,309 | \$1,697,727 | \$1,706,130 |
| Sales Price                          | \$1,728,977 | \$1,724,516 | \$1,717,610 | \$1,724,980 |
| Sales % vs List Price                | 101%        | 101%        | 101%        | 101%        |
| \$ per Sq. Ft., Sales Price          | 736         | 736         | 737         | 736         |
| Days on Market                       | 45          | 44          | 44          | 44          |
| Last Year's Sales Price              | \$1,646,771 | \$1,635,513 | \$1,633,935 | \$1,630,593 |
| Appreciation                         | 5.0%        | 5.4%        | 5.1%        | 5.8%        |
| CONDOS                               |             |             |             |             |
| Active Condominiums                  | 110         | 113         | 116         | 119         |
| LY-Active Condominiums               | 132         | 130         | 137         | 122         |
| % Change                             | -16.67%     | -13.08%     | -15.33%     | -2.46%      |
| Average List Price                   | \$780,462   | \$770,457   | \$768,109   | \$768,909   |
| Price per Sq. Ft.                    | \$587       | \$583       | \$590       | \$585       |
| Days on Market                       | 73          | 74          | 72          | 74          |
| Contingent & Pending                 | 48          | 49          | 48          | 54          |
| Actives Only                         | 62          | 64          | 68          | 65          |
| TOTAL Cont/Pend/Actives              | 110         | 113         | 116         | 119         |
| Contingent & Pending/TOTAL           | 43.64%      | 43.36%      | 41.38%      | 45.38%      |
| Year to Date Sales                   | 310         | 322         | 335         | 344         |
| Last Year's Sales (same time period) | 315         | 326         | 342         | 370         |
| % Change                             | -1.59%      | -1.23%      | -2.05%      | -7.03%      |
| List Price                           | \$723,334   | \$726,040   | \$726,467   | \$722,867   |
| Sales Price                          | \$733,296   | \$735,735   | \$735,061   | \$731,172   |
| Sales % vs List Price                | 101.38%     | 101.34%     | 101.18%     | 101.15%     |
| \$ per Sq. Ft., Sales Price          | \$566       | \$569       | \$566       | \$567       |
| Days on Market                       | 45          | 44          | 44          | 44          |
| Last Year's Sales Price              | \$666,448   | \$666,108   | \$663,957   | \$661,324   |
|                                      | 10%         | 10%         | 11%         | 11%         |