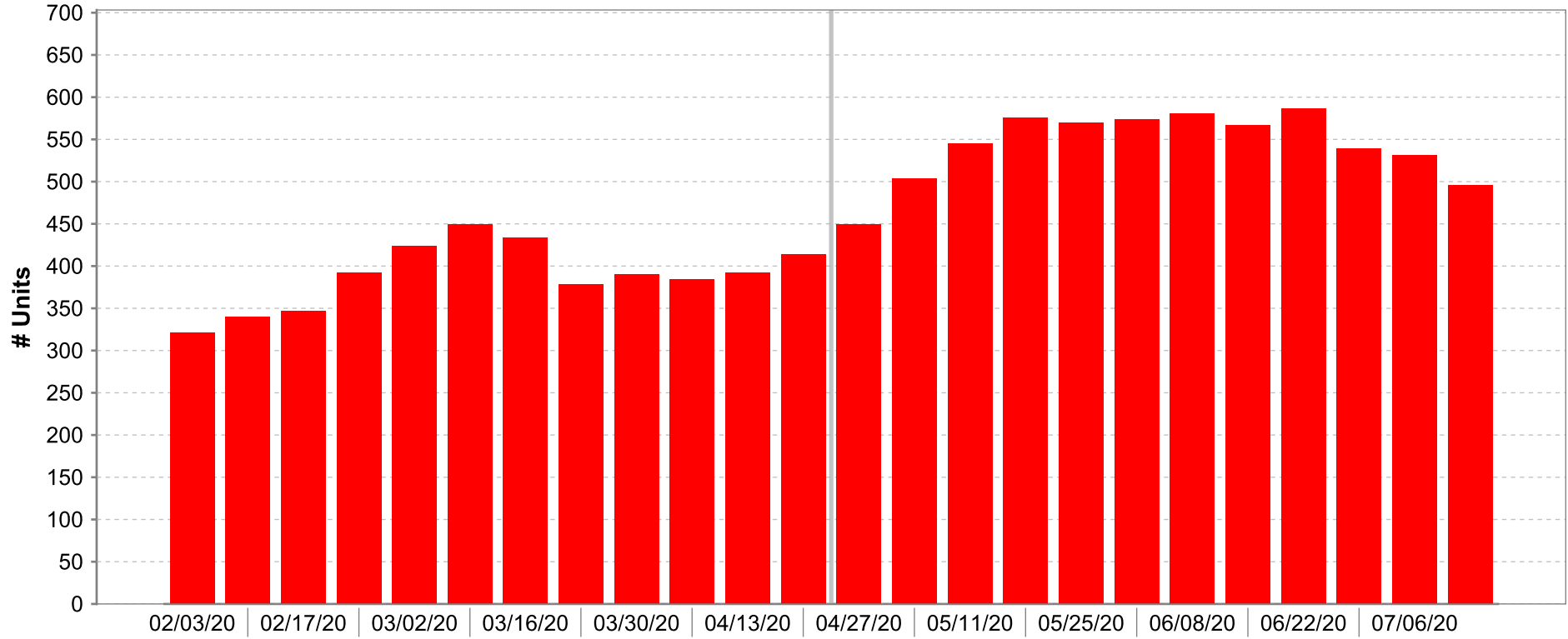


# Market Dynamics

# Units (FS)  
Last 6 Months (Weekly) 02/03/20 - 07/19/20



■ For Sale

KEY INFORMATION

|          | Previous 12 Wk | Last 12 Wk Avg | Change | % Change |
|----------|----------------|----------------|--------|----------|
| For Sale | 388.8          | 543.1          | 154.3  | 39.7     |

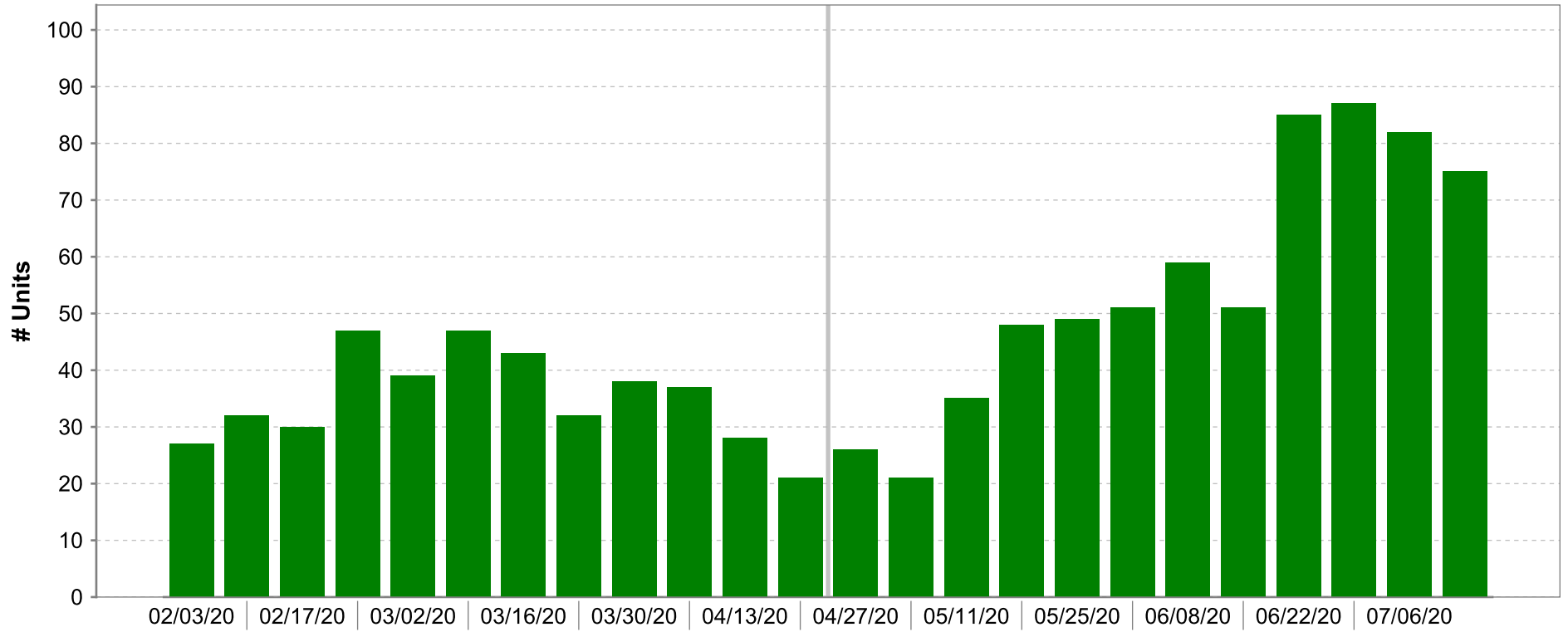
|                 |  |            |                        |               |                |               |
|-----------------|--|------------|------------------------|---------------|----------------|---------------|
| MLS: BAREIS     | Period: 6 Months (Weekly)                | Price: All | Construction 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) 02/03/20 - 07/19/20**

| Time Period | # Properties For Sale | # Properties Under Contract | # Properties Sold | # Properties Expired | # New Properties Listed |
|-------------|-----------------------|-----------------------------|-------------------|----------------------|-------------------------|
| 07-13-20    | 496                   | 75                          | 75                | 18                   | 77                      |
| 07-06-20    | 531                   | 105                         | 82                | 7                    | 91                      |
| 06-29-20    | 539                   | 89                          | 87                | 10                   | 55                      |
| 06-22-20    | 586                   | 90                          | 85                | 12                   | 102                     |
| 06-15-20    | 567                   | 74                          | 51                | 9                    | 85                      |
| 06-08-20    | 580                   | 89                          | 59                | 9                    | 92                      |
| 06-01-20    | 574                   | 77                          | 51                | 9                    | 104                     |
| 05-25-20    | 570                   | 92                          | 49                | 8                    | 72                      |
| 05-18-20    | 576                   | 68                          | 48                | 10                   | 101                     |
| 05-11-20    | 545                   | 62                          | 35                | 8                    | 99                      |
| 05-04-20    | 504                   | 53                          | 21                | 4                    | 95                      |
| 04-27-20    | 449                   | 33                          | 26                | 7                    | 77                      |
| 04-20-20    | 414                   | 36                          | 21                | 6                    | 55                      |
| 04-13-20    | 392                   | 31                          | 28                | 2                    | 45                      |
| 04-06-20    | 384                   | 27                          | 37                | 11                   | 42                      |
| 03-30-20    | 390                   | 22                          | 38                | 26                   | 31                      |
| 03-23-20    | 378                   | 12                          | 32                | 7                    | 16                      |
| 03-16-20    | 434                   | 30                          | 43                | 42                   | 32                      |
| 03-09-20    | 449                   | 42                          | 47                | 5                    | 83                      |
| 03-02-20    | 424                   | 54                          | 39                | 4                    | 81                      |
| 02-24-20    | 392                   | 43                          | 47                | 6                    | 95                      |
| 02-17-20    | 347                   | 45                          | 30                | 5                    | 63                      |
| 02-10-20    | 340                   | 50                          | 32                | 6                    | 55                      |
| 02-03-20    | 321                   | 29                          | 27                | 7                    | 65                      |

# Market Dynamics

# Units (Sold)  
Last 6 Months (Weekly) 02/03/20 - 07/19/20



■ Sold

**KEY INFORMATION**

|      | Previous 12 Wk | Last 12 Wk Avg | Change | % Change |
|------|----------------|----------------|--------|----------|
| Sold | 35.1           | 55.8           | 20.7   | 58.9     |

Sold +58.9%

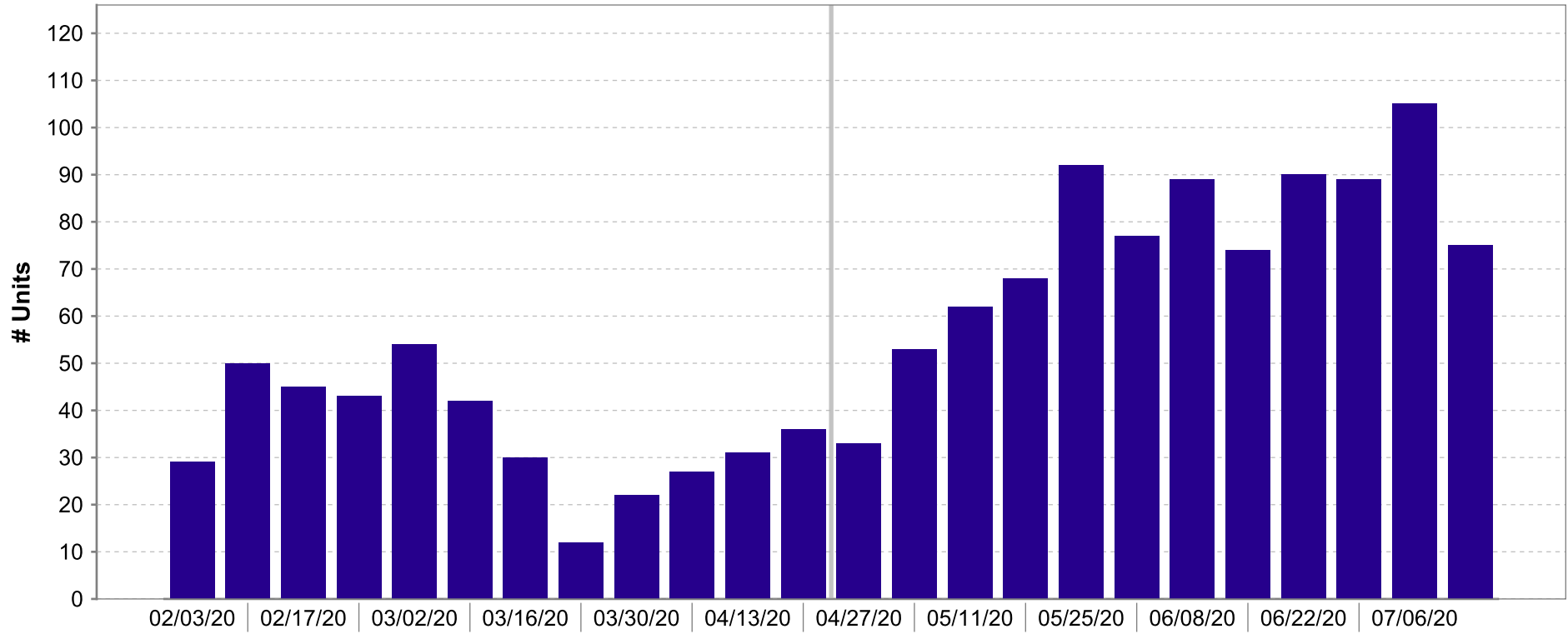
|                 |  |            |                        |               |                |               |
|-----------------|--|------------|------------------------|---------------|----------------|---------------|
| MLS: BAREIS     | Period: 6 Months (Weekly)                | Price: All | Construction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

**Market Dynamics**  
**# Units (Sold)**  
**Last 6 Months (Weekly) 02/03/20 - 07/19/20**

| Time Period | # Properties For Sale | # Properties Under Contract | # Properties Sold | # Properties Expired | # New Properties Listed |
|-------------|-----------------------|-----------------------------|-------------------|----------------------|-------------------------|
| 07-13-20    | 496                   | 75                          | 75                | 18                   | 77                      |
| 07-06-20    | 531                   | 105                         | 82                | 7                    | 91                      |
| 06-29-20    | 539                   | 89                          | 87                | 10                   | 55                      |
| 06-22-20    | 586                   | 90                          | 85                | 12                   | 102                     |
| 06-15-20    | 567                   | 74                          | 51                | 9                    | 85                      |
| 06-08-20    | 580                   | 89                          | 59                | 9                    | 92                      |
| 06-01-20    | 574                   | 77                          | 51                | 9                    | 104                     |
| 05-25-20    | 570                   | 92                          | 49                | 8                    | 72                      |
| 05-18-20    | 576                   | 68                          | 48                | 10                   | 101                     |
| 05-11-20    | 545                   | 62                          | 35                | 8                    | 99                      |
| 05-04-20    | 504                   | 53                          | 21                | 4                    | 95                      |
| 04-27-20    | 449                   | 33                          | 26                | 7                    | 77                      |
| 04-20-20    | 414                   | 36                          | 21                | 6                    | 55                      |
| 04-13-20    | 392                   | 31                          | 28                | 2                    | 45                      |
| 04-06-20    | 384                   | 27                          | 37                | 11                   | 42                      |
| 03-30-20    | 390                   | 22                          | 38                | 26                   | 31                      |
| 03-23-20    | 378                   | 12                          | 32                | 7                    | 16                      |
| 03-16-20    | 434                   | 30                          | 43                | 42                   | 32                      |
| 03-09-20    | 449                   | 42                          | 47                | 5                    | 83                      |
| 03-02-20    | 424                   | 54                          | 39                | 4                    | 81                      |
| 02-24-20    | 392                   | 43                          | 47                | 6                    | 95                      |
| 02-17-20    | 347                   | 45                          | 30                | 5                    | 63                      |
| 02-10-20    | 340                   | 50                          | 32                | 6                    | 55                      |
| 02-03-20    | 321                   | 29                          | 27                | 7                    | 65                      |

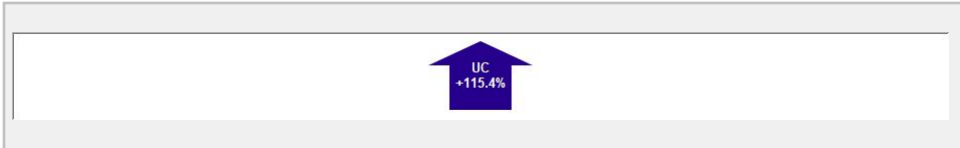
# Market Dynamics

## # Units (UC) Last 6 Months (Weekly) 02/03/20 - 07/19/20



**■ Under Contract**  
KEY INFORMATION

|                | Previous 12 Wk | Last 12 Wk Avg | Change | % Change |
|----------------|----------------|----------------|--------|----------|
| Under Contract | 35.1           | 75.6           | 40.5   | 115.4    |



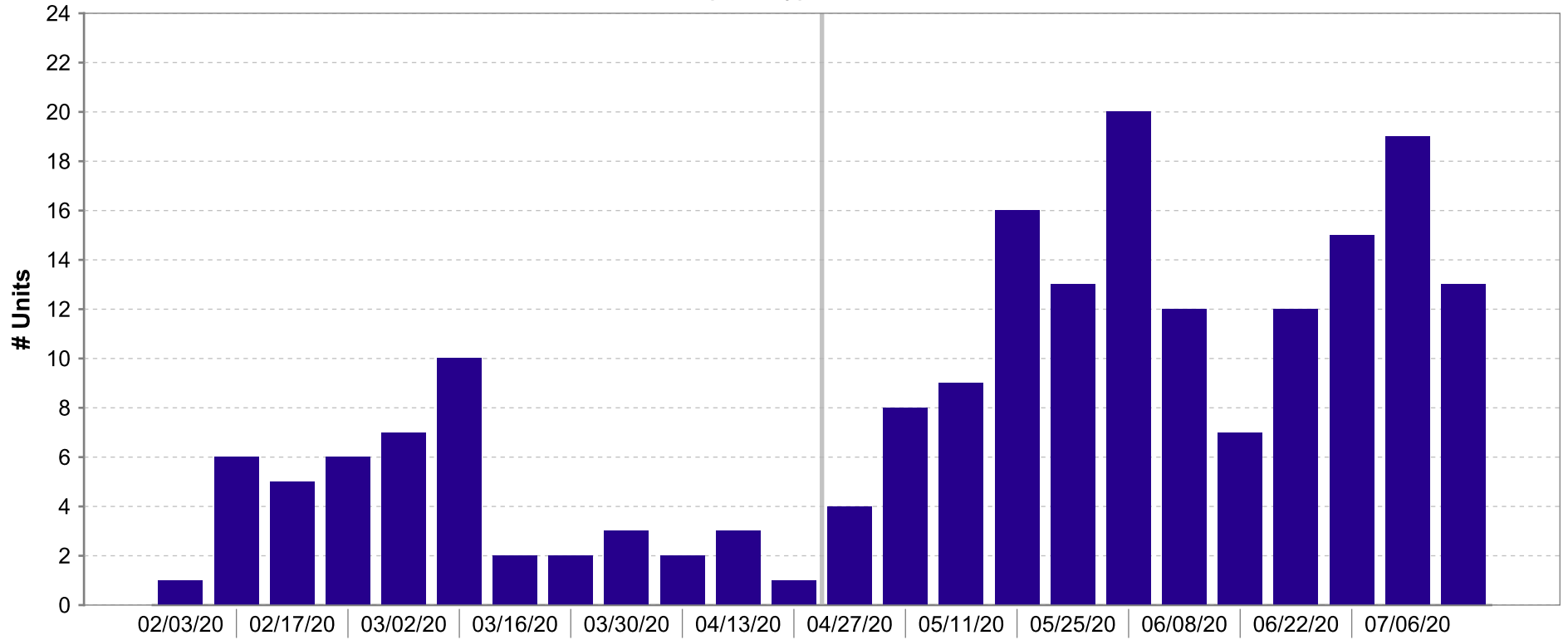
MLS: BAREIS    Period: 6 Months (Weekly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family, Condo/Coop)    Sq Ft: All  
 Counties: Marin

**Market Dynamics**  
**# Units (UC)**  
**Last 6 Months (Weekly) 02/03/20 - 07/19/20**

| Time Period | # Properties For Sale | # Properties Under Contract | # Properties Sold | # Properties Expired | # New Properties Listed |
|-------------|-----------------------|-----------------------------|-------------------|----------------------|-------------------------|
| 07-13-20    | 496                   | 75                          | 75                | 18                   | 77                      |
| 07-06-20    | 531                   | 105                         | 82                | 7                    | 91                      |
| 06-29-20    | 539                   | 89                          | 87                | 10                   | 55                      |
| 06-22-20    | 586                   | 90                          | 85                | 12                   | 102                     |
| 06-15-20    | 567                   | 74                          | 51                | 9                    | 85                      |
| 06-08-20    | 580                   | 89                          | 59                | 9                    | 92                      |
| 06-01-20    | 574                   | 77                          | 51                | 9                    | 104                     |
| 05-25-20    | 570                   | 92                          | 49                | 8                    | 72                      |
| 05-18-20    | 576                   | 68                          | 48                | 10                   | 101                     |
| 05-11-20    | 545                   | 62                          | 35                | 8                    | 99                      |
| 05-04-20    | 504                   | 53                          | 21                | 4                    | 95                      |
| 04-27-20    | 449                   | 33                          | 26                | 7                    | 77                      |
| 04-20-20    | 414                   | 36                          | 21                | 6                    | 55                      |
| 04-13-20    | 392                   | 31                          | 28                | 2                    | 45                      |
| 04-06-20    | 384                   | 27                          | 37                | 11                   | 42                      |
| 03-30-20    | 390                   | 22                          | 38                | 26                   | 31                      |
| 03-23-20    | 378                   | 12                          | 32                | 7                    | 16                      |
| 03-16-20    | 434                   | 30                          | 43                | 42                   | 32                      |
| 03-09-20    | 449                   | 42                          | 47                | 5                    | 83                      |
| 03-02-20    | 424                   | 54                          | 39                | 4                    | 81                      |
| 02-24-20    | 392                   | 43                          | 47                | 6                    | 95                      |
| 02-17-20    | 347                   | 45                          | 30                | 5                    | 63                      |
| 02-10-20    | 340                   | 50                          | 32                | 6                    | 55                      |
| 02-03-20    | 321                   | 29                          | 27                | 7                    | 65                      |

# Market Dynamics

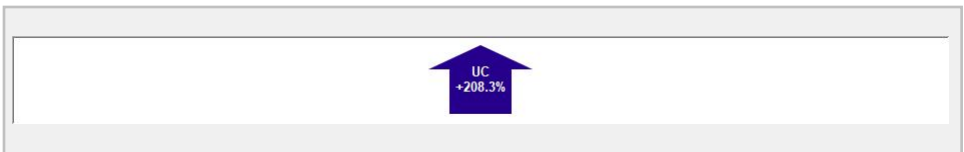
## # Units (UC) Last 6 Months (Weekly) 02/03/20 - 07/19/20



**■ Under Contract**

**KEY INFORMATION**

|                | Previous 12 Wk | Last 12 Wk Avg | Change | % Change |
|----------------|----------------|----------------|--------|----------|
| Under Contract | 4.0            | 12.3           | 8.3    | 208.3    |



|                 |  |                      |                        |               |                |               |
|-----------------|--|----------------------|------------------------|---------------|----------------|---------------|
| MLS: BAREIS     | Period: 6 Months (Weekly)                | Price: \$2,500,000 - | 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) 02/03/20 - 07/19/20**

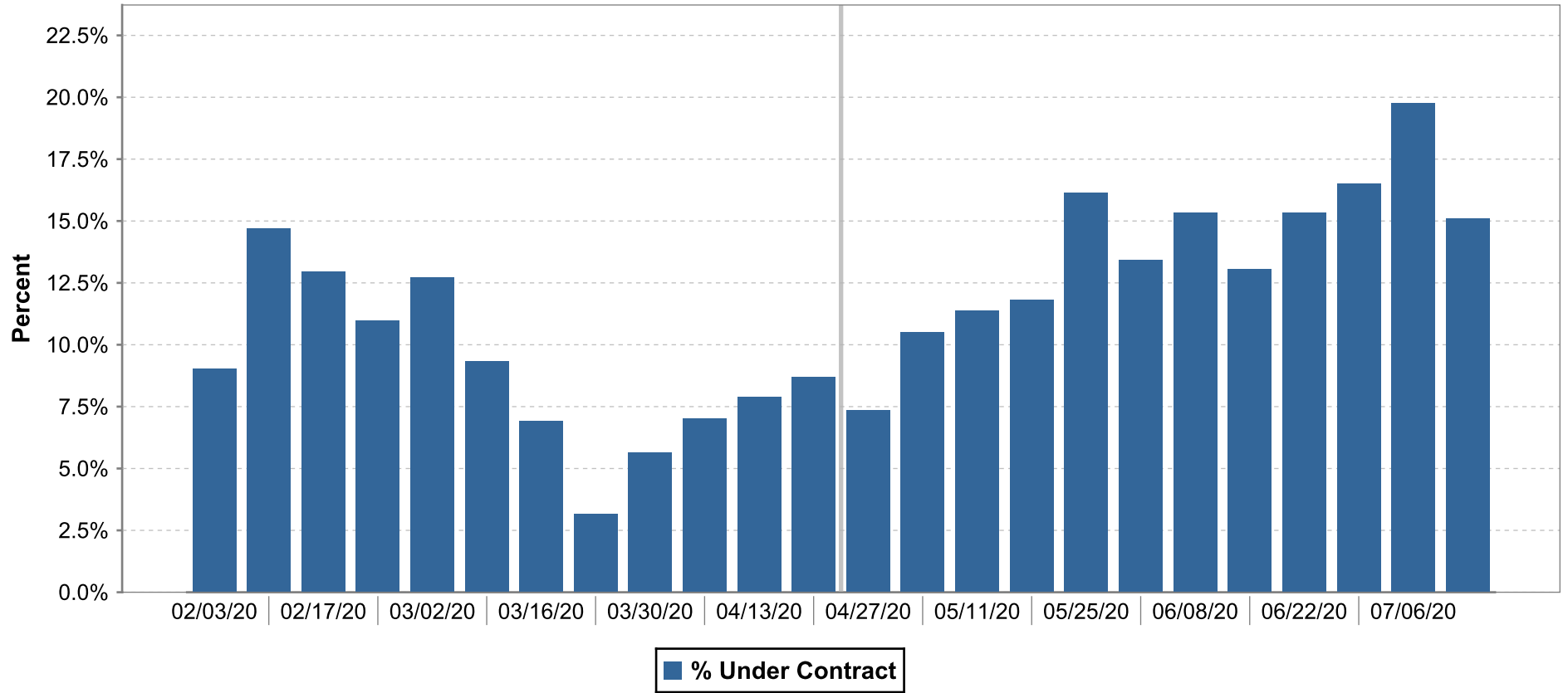
| Time Period | # Properties For Sale | # Properties Under Contract | # Properties Sold | # Properties Expired | # New Properties Listed |
|-------------|-----------------------|-----------------------------|-------------------|----------------------|-------------------------|
| 07-13-20    | 153                   | 13                          | 15                | 4                    | 16                      |
| 07-06-20    | 160                   | 19                          | 9                 | 4                    | 15                      |
| 06-29-20    | 162                   | 15                          | 20                | 2                    | 12                      |
| 06-22-20    | 166                   | 12                          | 10                | 4                    | 21                      |
| 06-15-20    | 155                   | 7                           | 10                | 3                    | 11                      |
| 06-08-20    | 160                   | 12                          | 11                | 4                    | 15                      |
| 06-01-20    | 165                   | 20                          | 11                | 0                    | 16                      |
| 05-25-20    | 162                   | 13                          | 8                 | 0                    | 14                      |
| 05-18-20    | 166                   | 16                          | 6                 | 2                    | 26                      |
| 05-11-20    | 151                   | 9                           | 4                 | 2                    | 25                      |
| 05-04-20    | 135                   | 8                           | 3                 | 0                    | 22                      |
| 04-27-20    | 117                   | 4                           | 1                 | 0                    | 12                      |
| 04-20-20    | 106                   | 1                           | 2                 | 0                    | 13                      |
| 04-13-20    | 96                    | 3                           | 0                 | 0                    | 6                       |
| 04-06-20    | 97                    | 2                           | 4                 | 6                    | 3                       |
| 03-30-20    | 105                   | 3                           | 6                 | 8                    | 1                       |
| 03-23-20    | 109                   | 2                           | 2                 | 3                    | 4                       |
| 03-16-20    | 116                   | 2                           | 6                 | 9                    | 7                       |
| 03-09-20    | 119                   | 10                          | 7                 | 0                    | 12                      |
| 03-02-20    | 115                   | 7                           | 5                 | 1                    | 13                      |
| 02-24-20    | 109                   | 6                           | 9                 | 1                    | 20                      |
| 02-17-20    | 95                    | 5                           | 3                 | 1                    | 10                      |
| 02-10-20    | 94                    | 6                           | 2                 | 3                    | 5                       |
| 02-03-20    | 92                    | 1                           | 2                 | 2                    | 13                      |



# Market Dynamics

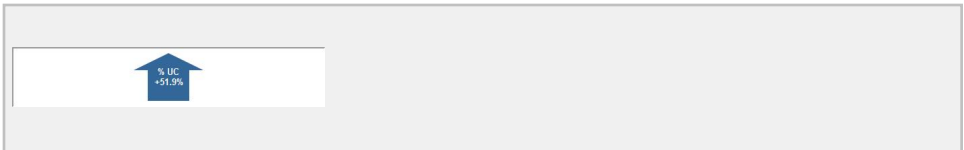
## Sales Absorption

### Last 6 Months (Weekly) 02/03/20 - 07/19/20



**% Under Contract**  
KEY INFORMATION

|                  | Previous 12 Wk Avg | Last 12 Wk Avg | Change | % Change |
|------------------|--------------------|----------------|--------|----------|
| % Under Contract | 9.09               | 13.81          | 4.72   | 51.9     |



|                 |  |            |                        |               |                |               |
|-----------------|--|------------|------------------------|---------------|----------------|---------------|
| 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**  
**Sales Absorption**  
**Last 6 Months (Weekly) 02/03/20 - 07/19/20**

| <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> |
|--------------------|---------------------------------------|-----------------------------|------------------------------|------------------------------------|--------------------------|
| 07-13-20           | 15.1                                  | 15.1                        | 496                          | 75                                 | 75                       |
| 07-06-20           | 19.8                                  | 15.4                        | 531                          | 105                                | 82                       |
| 06-29-20           | 16.5                                  | 16.1                        | 539                          | 89                                 | 87                       |
| 06-22-20           | 15.4                                  | 14.5                        | 586                          | 90                                 | 85                       |
| 06-15-20           | 13.0                                  | 9.0                         | 567                          | 74                                 | 51                       |
| 06-08-20           | 15.3                                  | 10.2                        | 580                          | 89                                 | 59                       |
| 06-01-20           | 13.4                                  | 8.9                         | 574                          | 77                                 | 51                       |
| 05-25-20           | 16.1                                  | 8.6                         | 570                          | 92                                 | 49                       |
| 05-18-20           | 11.8                                  | 8.3                         | 576                          | 68                                 | 48                       |
| 05-11-20           | 11.4                                  | 6.4                         | 545                          | 62                                 | 35                       |
| 05-04-20           | 10.5                                  | 4.2                         | 504                          | 53                                 | 21                       |
| 04-27-20           | 7.4                                   | 5.8                         | 449                          | 33                                 | 26                       |
| 04-20-20           | 8.7                                   | 5.1                         | 414                          | 36                                 | 21                       |
| 04-13-20           | 7.9                                   | 7.1                         | 392                          | 31                                 | 28                       |
| 04-06-20           | 7.0                                   | 9.6                         | 384                          | 27                                 | 37                       |
| 03-30-20           | 5.6                                   | 9.7                         | 390                          | 22                                 | 38                       |
| 03-23-20           | 3.2                                   | 8.5                         | 378                          | 12                                 | 32                       |
| 03-16-20           | 6.9                                   | 9.9                         | 434                          | 30                                 | 43                       |
| 03-09-20           | 9.4                                   | 10.5                        | 449                          | 42                                 | 47                       |
| 03-02-20           | 12.7                                  | 9.2                         | 424                          | 54                                 | 39                       |
| 02-24-20           | 11.0                                  | 12.0                        | 392                          | 43                                 | 47                       |
| 02-17-20           | 13.0                                  | 8.6                         | 347                          | 45                                 | 30                       |
| 02-10-20           | 14.7                                  | 9.4                         | 340                          | 50                                 | 32                       |
| 02-03-20           | 9.0                                   | 8.4                         | 321                          | 29                                 | 27                       |