

**SAN RAFAEL: Annual Sales Comparison Year to Year 1965 through 2006**

|      | <b>Units Sold</b> | <b>Average Sales Price</b> | <b>% Change<br/>Yr to Yr</b> |
|------|-------------------|----------------------------|------------------------------|
| 2006 | 390               | 1,038,505                  | 3.21%                        |
| 2005 | 476               | 1,006,259                  | 36.77%                       |
| 2004 | 882               | 735,714                    | 9.95%                        |
| 2003 | 883               | 669,156                    | 5.66%                        |
| 2002 | 839               | 633,290                    | 6.48%                        |
| 2001 | 678               | 594,772                    | 10.02%                       |
| 2000 | 818               | 540,604                    | 18.48%                       |
| 1999 | 837               | 456,271                    | 13.48%                       |
| 1998 | 857               | 402,069                    | 8.99%                        |
| 1997 | 854               | 368,903                    | 7.02%                        |
| 1996 | 642               | 344,708                    | 2.83%                        |
| 1995 | 529               | 335,215                    | -2.23%                       |
| 1994 | 746               | 342,848                    | 2.98%                        |
| 1993 | 641               | 332,920                    | 0.82%                        |
| 1992 | 667               | 330,224                    | -3.94%                       |
| 1991 | 604               | 343,781                    | -2.61%                       |
| 1990 | 577               | 352,990                    | 14.51%                       |
| 1989 | 785               | 308,264                    | 17.84%                       |
| 1988 | 871               | 261,592                    | 16.08%                       |
| 1987 | 785               | 225,358                    | 18.37%                       |
| 1986 | 799               | 190,388                    | 9.20%                        |
| 1985 | 645               | 174,353                    | 5.94%                        |
| 1984 | 611               | 164,578                    | 3.19%                        |
| 1983 | 518               | 159,488                    | -0.93%                       |
| 1982 | 269               | 160,987                    | 1.99%                        |
| 1981 | 476               | 157,849                    | 9.35%                        |
| 1980 | 497               | 144,349                    | 21.63%                       |
| 1979 | 945               | 118,675                    | 22.07%                       |
| 1978 | 1,091             | 97,220                     | 15.17%                       |
| 1977 | 977               | 84,415                     | 22.79%                       |
| 1976 | 966               | 68,750                     | 12.18%                       |
| 1975 | 816               | 61,285                     | 8.09%                        |
| 1974 | 733               | 56,700                     | 11.58%                       |
| 1973 | 777               | 50,816                     | 13.67%                       |
| 1972 | 775               | 44,705                     | 10.88%                       |
| 1971 | 648               | 40,320                     | 6.11%                        |
| 1970 | 540               | 38,000                     | 7.21%                        |
| 1969 | 570               | 35,445                     | 5.16%                        |
| 1968 | 580               | 33,705                     | 4.84%                        |
| 1967 | 503               | 32,150                     | 0.05%                        |
| 1966 | 434               | 32,135                     | 4.01%                        |
| 1965 | 531               | 30,895                     |                              |

- 1) Average Price includes sales of Single Family Dwellings, Condominiums, Mobile Homes, and Floating Homes
- 2) Data represents information gathered from BAREIS MLS system.