

# MARIN COUNTY MARKET UPDATE | Q1 2022

## SNAPSHOT

Compounding the extraordinary growth we experienced last year with the recovery of the economy following the global pandemic, single family homes once again recorded dramatic new records. Fierce buyer-demand coupled with record-low inventory has pushed the median sales price for a single family home in Marin up to \$1,750,000; 12.9 percent higher than Q1 of last year. At the same time, the median days on market shed a significant 55 percent down to just 9 days. Cities that are leading growth metrics in Q1 include Fairfax and Sausalito, with significant increases in median sales prices and the number of properties sold.

Mortgage rates continued their upward climb this week with FreddieMac reporting that, Mortgage rates have increased 1.5 percentage points over the last three months alone, the fastest three-month rise since May of 1994. The increase in mortgage rates has softened purchase activity such that the monthly payment for those looking to buy a home has risen by at least 20 percent from a year ago.

## SINGLE FAMILY HOMES



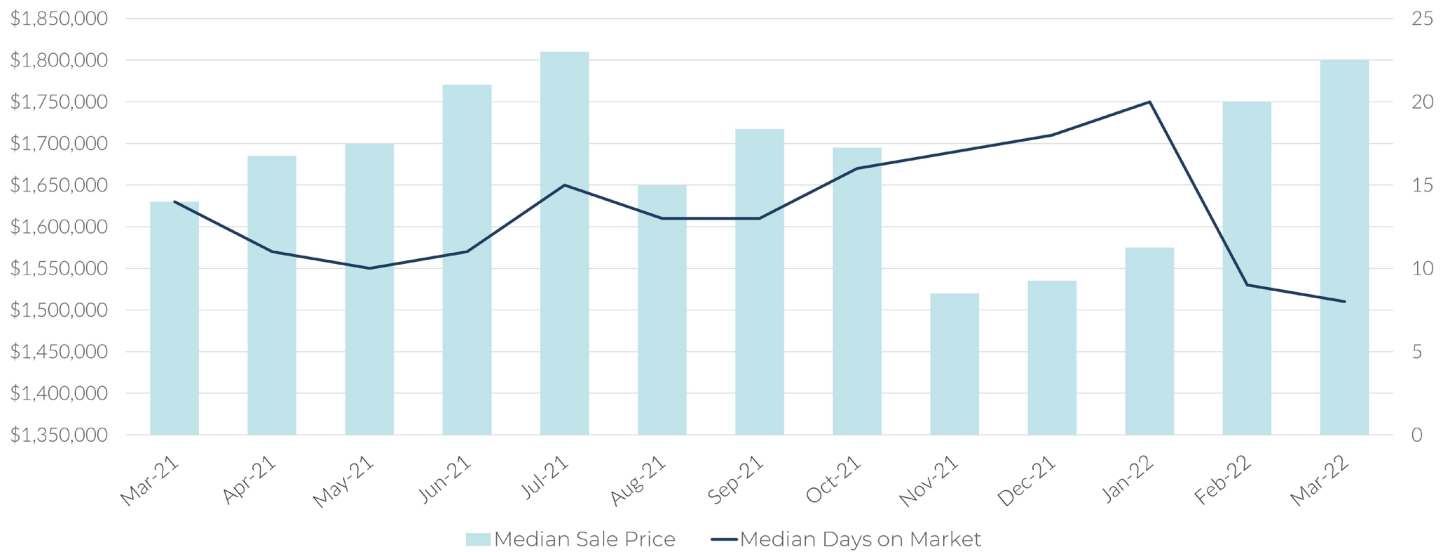
### Q1 2022

MEDIAN SALE PRICE	\$1,750,000 ↑
DAYS ON MARKET	9 ↓
\$ / SQ. FT.	\$934 ↑
# FOR SALE LAST DAY OF MONTH	121 ↓
WENT INTO CONTRACT	199 ↓
PROPERTIES SOLD	421 ↓

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## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+2.9%**

DAYS ON MARKET: **-1 Day**

### YEAR-OVER-YEAR COMPARISON



*Fierce buyer-demand coupled with record-low inventory has pushed the median sales price for a single family home in Marin up to \$1,750,000..."*

#### MEDIAN

	Q1-2022	Q1-2021	%Δ
SALE PRICE	\$1,750,000	\$1,550,000	+12.9%
DAYS ON MARKET	9	20	-55.0%
\$/SQ. FT.	\$934	\$754	+23.9%

#### TOTAL

	Q1-2022	Q1-2021	%Δ
WENT INTO CONTRACT	199	251	-20.7%
PROPERTIES SOLD	421	502	-16.1%
# FOR SALE LAST DAY OF MONTH	121	175	-30.9%
% OF PROPERTIES SOLD OVER LIST PRICE	69.1%	59.6%	+15.9%
% OF LIST PRICE RECEIVED (AVERAGE)	110.6%	104.7%	+5.6%

# YEAR-OVER-YEAR REGION COMPARISON

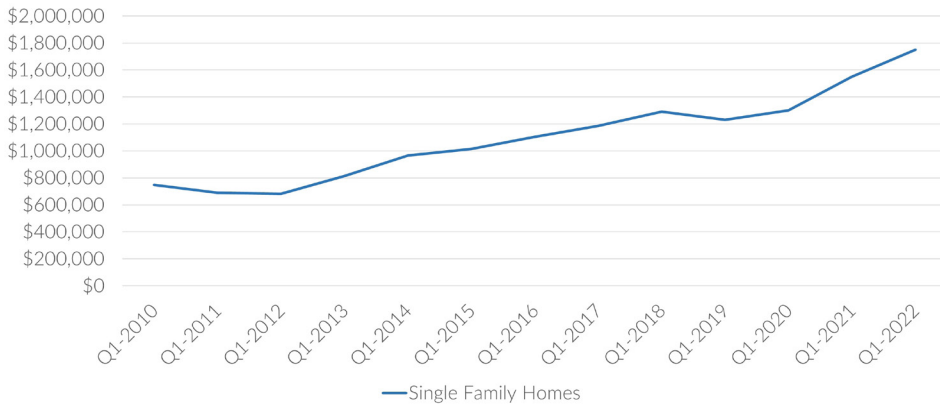
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ
Belvedere	8*	7*	▲ 14%	30	9	▲ 233%	\$4,425,000	\$5,751,000	▼ 23%
Corte Madera	16	18	▼ 11%	7	11	▼ 36%	\$1,957,500	\$1,587,500	▲ 23%
Fairfax	17	13	▲ 31%	7	17	▼ 59%	\$1,370,000	\$1,220,000	▲ 12%
Greenbrae	6*	9*	▼ 33%	28	23	▲ 22%	\$1,848,500	\$1,990,000	▼ 7%
Kentfield	10	13	▼ 23%	10	24	▼ 58%	\$2,688,500	\$2,800,000	▼ 4%
Larkspur	10	13	▼ 23%	7	21	▼ 67%	\$2,175,000	\$2,350,000	▼ 7%
Mill Valley	61	81	▼ 25%	9	15	▼ 40%	\$2,158,000	\$1,888,100	▲ 14%
Novato	94	121	▼ 22%	10	23	▼ 57%	\$1,322,500	\$1,135,000	▲ 17%
Ross	4*	3*	▲ 33%	0	6	▼ 100%	\$6,775,000	\$2,337,500	▲ 190%
San Anselmo	26	47	▼ 45%	7	19	▼ 63%	\$1,800,500	\$1,630,000	▲ 10%
San Rafael	89	97	▼ 8%	9	13	▼ 31%	\$1,510,000	\$1,350,000	▲ 12%
Sausalito	21	17	▲ 24%	14	37	▼ 62%	\$2,400,000	\$1,885,000	▲ 27%
Stinson Beach	4*	3*	▲ 33%	20	9	▼ 122%	\$3,050,000	\$1,840,000	▲ 66%
Tiburon	30	34	▼ 12%	9	21	▼ 57%	\$3,675,000	\$3,187,500	▲ 15%
<b>Marin County</b>	<b>421</b>	<b>502</b>	<b>▼ 16%</b>	<b>9</b>	<b>20</b>	<b>▼ 55%</b>	<b>\$1,750,000</b>	<b>\$1,550,000</b>	<b>▲ 13%</b>

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2022 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

**\$1,750,000**

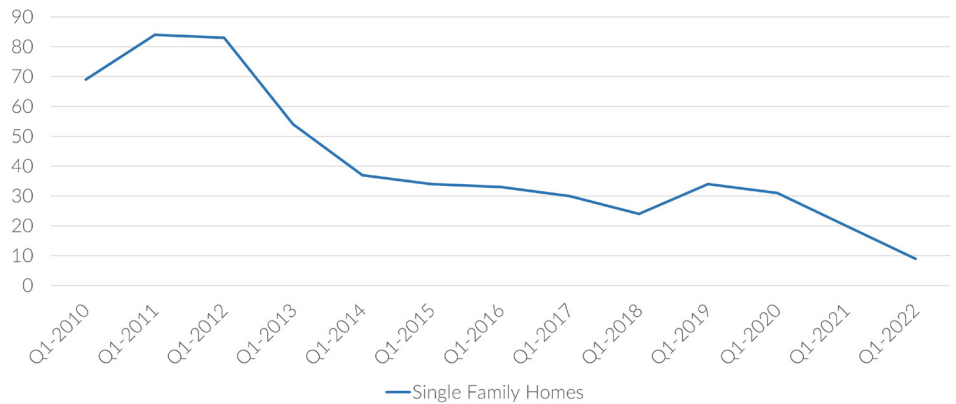
+12.9% year-over-year

### MEDIAN MARKET TIME

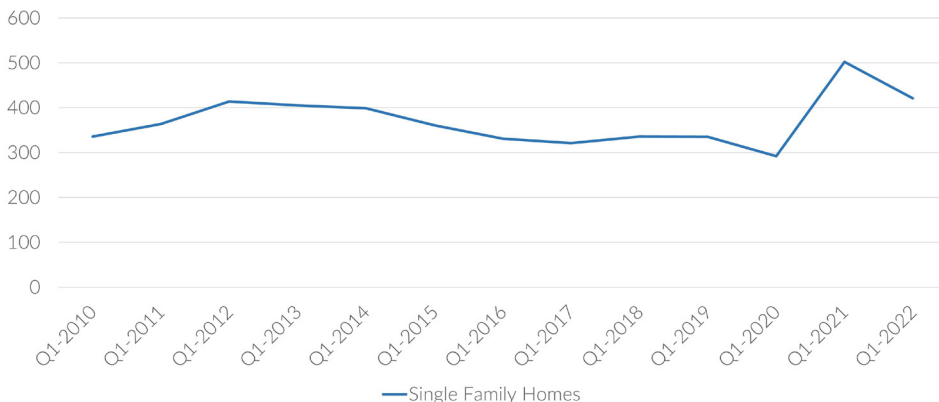
SINGLE FAMILY RESIDENCES

**9 days**

-11 day change year-over-year



### NUMBER OF SALES



SINGLE FAMILY RESIDENCES

**421**

-16.1% year-over-year