

MARIN COUNTY MARKET UPDATE | AUGUST 2022

SNAPSHOT

The market continues to slow and cool across the Bay Area. As a result, the median sales price and price per square foot decreased from last year.

Agents have reported anecdotally that buyers have become more discerning with the decline in competition, and offer dates are becoming more uncommon.

Last year we did not experience the typical seasonality of the Bay Area market. Mid-late summer is usually a much slower season. We expect a surge in activity in September followed by the winter slowdown.

National mortgage rates jumped back above five percent last week. FreddieMac reported, 'The 30-year fixed-rate went back up to well over five percent this week, a reminder that recent volatility remains persistent. Although rates continue to fluctuate, recent data suggest that the housing market is stabilizing as it transitions from the surge of activity during the pandemic to a more balanced market. Declines in purchase demand continue to diminish while supply remains fairly tight across most markets. The consequence is that house prices likely will continue to rise, but at a slower pace for the rest of the summer.'

SINGLE FAMILY HOMES



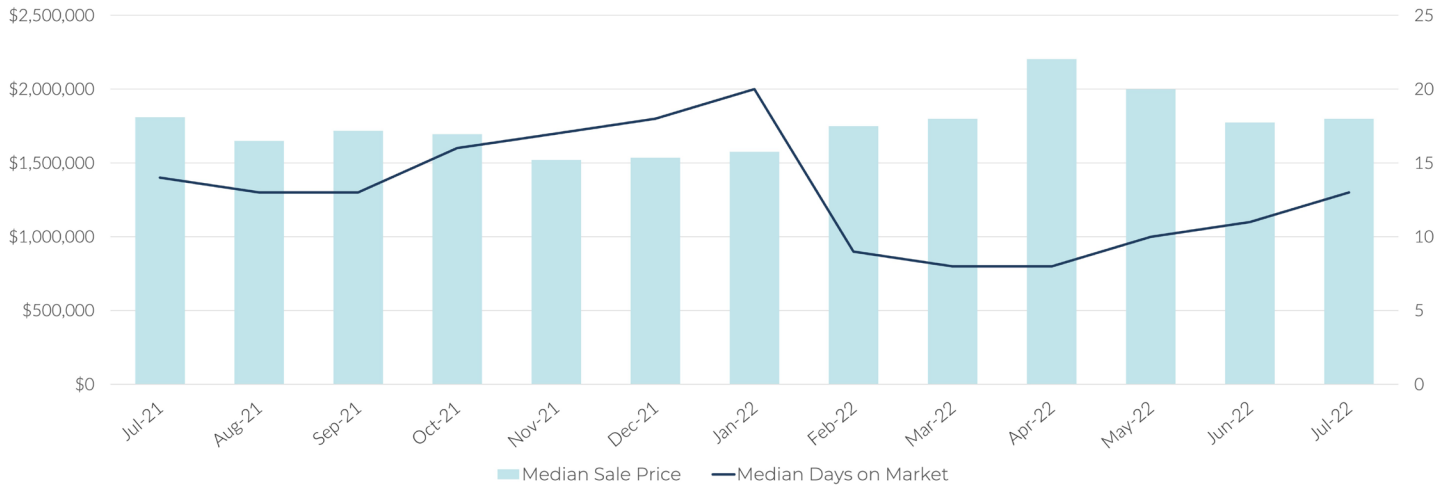
JULY 2022

MEDIAN SALES PRICE	\$1,800,000 ↓
DAYS ON MARKET	13 ↓
\$/SQ. FT.	\$913 ↑
# FOR SALE LAST DAY OF MONTH	239 ↑
WENT INTO CONTRACT	169 ↓
PROPERTIES SOLD	180 ↓

MARIN COUNTY MARKET UPDATE | AUGUST 2022

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+1.4%**

DAYS ON MARKET: **+2 days**

YEAR-OVER-YEAR COMPARISON



The market continues to slow and cool across the Bay Area. As a result, the median sales price and price per square foot decreased from last year."

MEDIAN

	JULY-2022	JULY-2021	%Δ
SALE PRICE	\$1,800,000	\$1,810,000	-0.6%
DAYS ON MARKET	13	14	-7.1%
\$/SQ. FT.	\$913	\$868	+5.2%

TOTAL

	JULY-2022	JULY-2021	%Δ
WENT INTO CONTRACT	169	227	-25.6%
PROPERTIES SOLD	180	251	-28.3%
# FOR SALE LAST DAY OF MONTH	239	198	+20.7%
% OF PROPERTIES SOLD OVER LIST PRICE	58.3%	67.7%	-13.9%
% OF LIST PRICE RECEIVED (AVERAGE)	104.2%	106.7%	-2.3%

YEAR-OVER-YEAR REGION COMPARISON

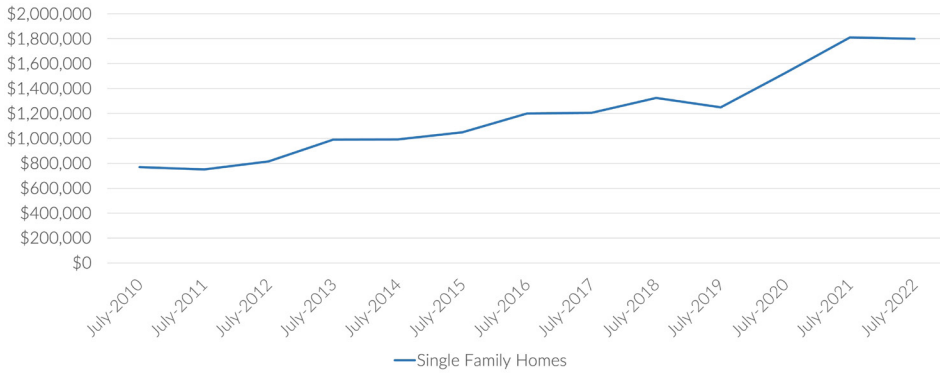
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Belvedere	8*	15	▼ 47%	11	15	▼ 27%	\$4,317,500	\$4,000,000	▲ 8%
Corte Madera	36	35	▲ 3%	8	10	▼ 20%	\$2,322,500	\$1,825,000	▲ 27%
Fairfax	34	43	▼ 21%	10	12	▼ 17%	\$1,415,000	\$1,350,000	▲ 5%
Greenbrae	15	25	▼ 40%	8	9	▼ 11%	\$2,415,000	\$1,847,500	▲ 31%
Kentfield	21	27	▼ 22%	10	10	0%	\$4,005,000	\$3,330,000	▲ 20%
Larkspur	18	26	▼ 31%	11	11	0%	\$3,350,000	\$2,175,000	▲ 54%
Mill Valley	119	142	▼ 16%	9	8	▲ 13%	\$2,550,000	\$2,414,500	▲ 6%
Novato	161	203	▼ 21%	9	11	▼ 18%	\$1,415,000	\$1,250,000	▲ 13%
Ross	12	16	▼ 25%	11	8	▲ 38%	\$4,850,000	\$4,650,000	▲ 4%
San Anselmo	68	88	▼ 23%	8	8	0%	\$2,352,500	\$1,704,000	▲ 38%
San Rafael	152	177	▼ 14%	9	11	▼ 18%	\$1,710,500	\$1,535,000	▲ 11%
Sausalito	24	20	▲ 20%	7	12	▼ 42%	\$3,187,500	\$2,650,000	▲ 20%
Stinson Beach	2*	2*	0%	4	21	▼ 81%	\$9,500,000	\$3,050,000	▲ 211%
Tiburon	38	56	▼ 32%	9	12	▼ 25%	\$4,175,000	\$3,308,500	▲ 26%
Marin County	744	901	▼ 17%	9	11	▼ 18%	\$1,997,500	\$1,720,000	▲ 16%

* 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

MARIN COUNTY MARKET UPDATE | AUGUST 2022

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$1,800,000

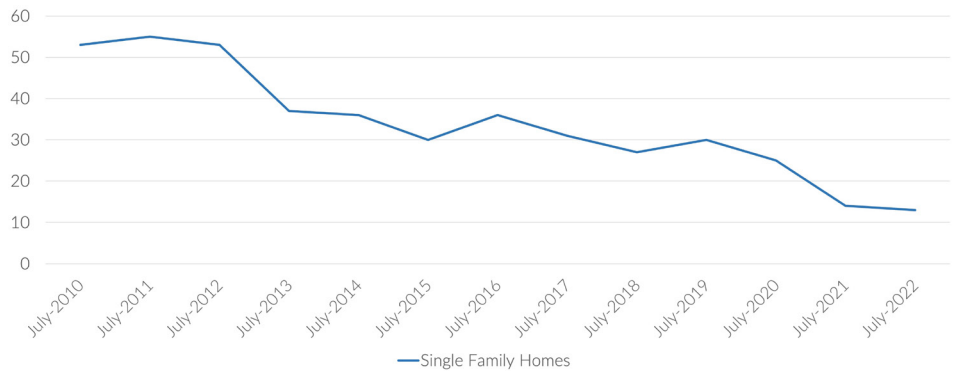
-0.6% year-over-year

MEDIAN MARKET TIME

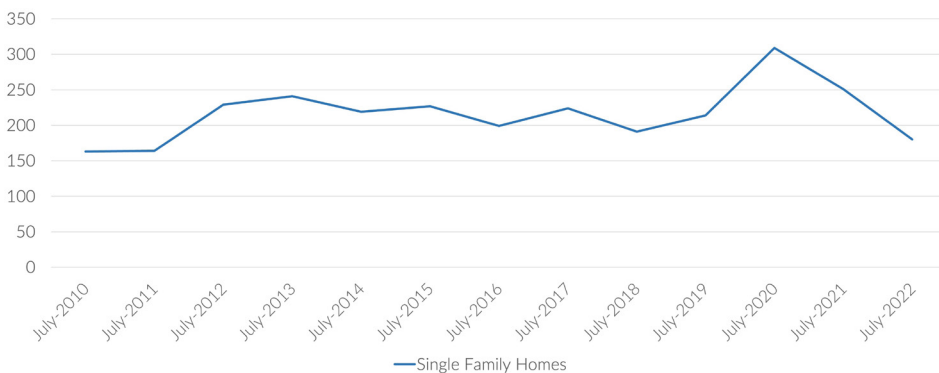
SINGLE FAMILY RESIDENCES

13 days

-1 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

180

-28.3% year-over-year