

MARIN COUNTY MARKET UPDATE | AUGUST 2021

SNAPSHOT

Last month, the Marin County market experienced the typical summer-slowdown after the breakneck speed of the spring selling season. However, though the number of single-family homes sold is down compared to last July, (the Shelter-In-Place pent-up-demand explosion started in June of 2020 for Marin), the median sale price increased again, and posted at a new record-high of \$1,810,000 for the county. Homes in Marin continue to demonstrate their worth as buyers compete for the limited inventory, pushing the median price per square foot to \$867; a 22 percent increase from last year.

National mortgage rates moved up today with FreddieMac reporting, 'Following last Friday's strong jobs report, which revealed broad based gains in employment and wage growth, mortgage rates are moving higher. The 30-year fixed-rate mortgage increased by ten basis points week over week. Despite the rise, rates remain very low, particularly given that economic growth is strong and will continue into next year.'

SINGLE FAMILY HOMES



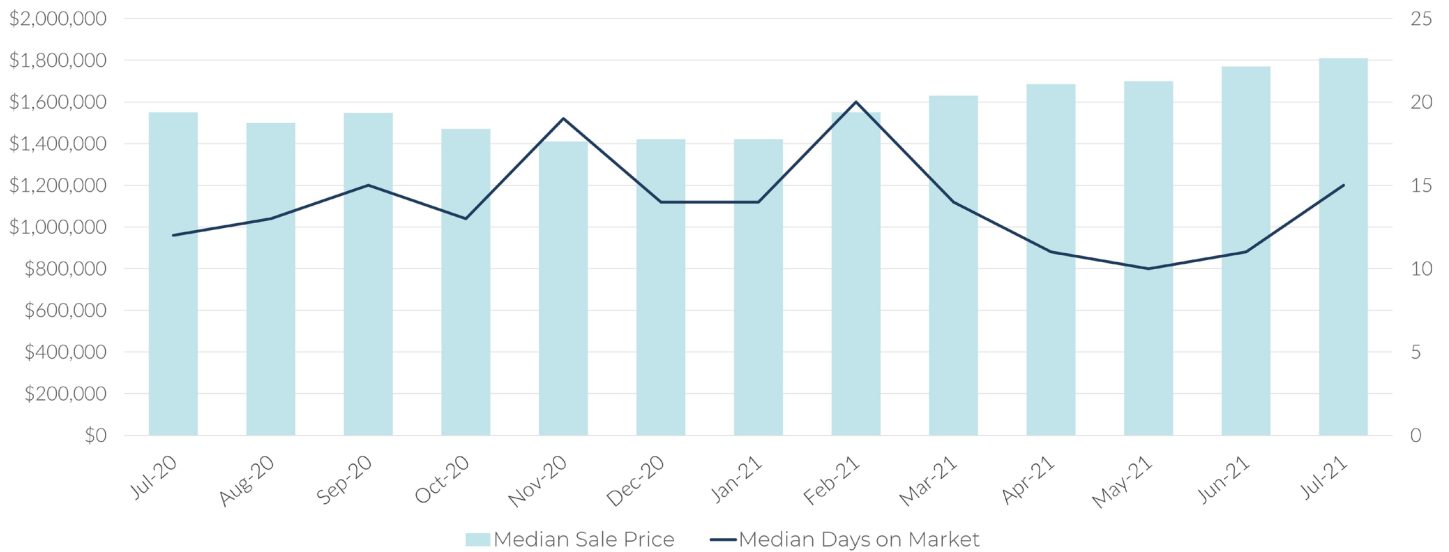
JULY-2021

SALE PRICE	\$1,810,000 ↑
DAYS ON MARKET	15 ↓
\$ / SQ. FT.	\$867 ↑
# FOR SALE LAST DAY OF MONTH	177 ↓
WENT INTO CONTRACT	219 ↓
PROPERTIES SOLD	251 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+2.2%**

DAYS ON MARKET: **+4 days**

YEAR-OVER-YEAR COMPARISON



the Shelter-In-Place pent-up-demand explosion started in June of 2020 for Marin..."

MEDIAN

	JULY-2021	JULY-2020	%Δ
SALE PRICE	\$1,810,000	\$1,525,000	+18.7%
DAYS ON MARKET	15	25	-40.0%
\$ / SQ. FT.	\$867	\$710	+22.1%

TOTAL

	JULY-2021	JULY-2020	%Δ
WENT INTO CONTRACT	219	280	-21.8%
PROPERTIES SOLD	251	309	-18.8%
# FOR SALE LAST DAY OF MONTH	177	255	-30.6%
% OF PROPERTIES SOLD OVER LIST PRICE	68.1%	42.7%	+59.5%
% OF LIST PRICE RECEIVED (AVERAGE)	106.7%	101.2%	+5.4%

YEAR-OVER-YEAR REGION COMPARISON

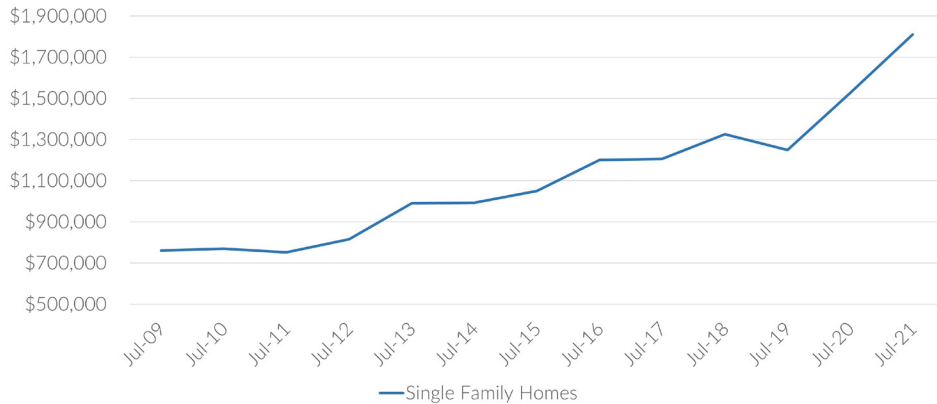
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ
Belvedere	15	5*	▲ 200%	15	129	▼ 88%	\$4,000,000	\$3,425,000	▲ 17%
Corte Madera	35	12	▲ 192%	10	8	▲ 25%	\$1,825,000	\$1,305,000	▲ 40%
Fairfax	43	17	▲ 153%	12	24	▼ 50%	\$1,350,000	\$910,000	▲ 48%
Greenbrae	25	9*	▲ 178%	9	3	▲ 200%	\$1,847,500	\$2,025,000	▼ 9%
Kentfield	26	13	▲ 100%	8	17	▼ 53%	\$3,257,500	\$2,571,154	▲ 27%
Larkspur	26	14	▲ 86%	11	17	▼ 35%	\$2,175,000	\$1,827,500	▲ 19%
Mill Valley	140	70	▲ 100%	8	19	▼ 58%	\$2,360,500	\$1,840,000	▲ 28%
Novato	203	86	▲ 136%	11	31	▼ 65%	\$1,250,000	\$945,000	▲ 32%
Ross	16	9*	▲ 78%	8	21	▼ 62%	\$4,650,000	\$3,605,000	▲ 29%
San Anselmo	88	41	▲ 115%	8	21	▼ 62%	\$1,704,000	\$1,325,000	▲ 29%
San Rafael	176	97	▲ 81%	11	27	▼ 59%	\$1,530,000	\$1,187,500	▲ 29%
Sausalito	20	10	▲ 100%	12	39	▼ 69%	\$2,650,000	\$1,765,000	▲ 50%
Stinson Beach	2*	7*	▼ 71%	21	28	▼ 25%	\$3,050,000	\$3,350,000	▼ 9%
Tiburon	56	23	▲ 143%	12	38	▼ 68%	\$3,308,500	\$2,861,000	▲ 16%
Marin County	897	435	▲ 106%	11	26	▼ 58%	\$1,710,000	\$1,355,000	▲ 26%

* 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. ©2021 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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YEAR-OVER-YEAR COMPARISONS

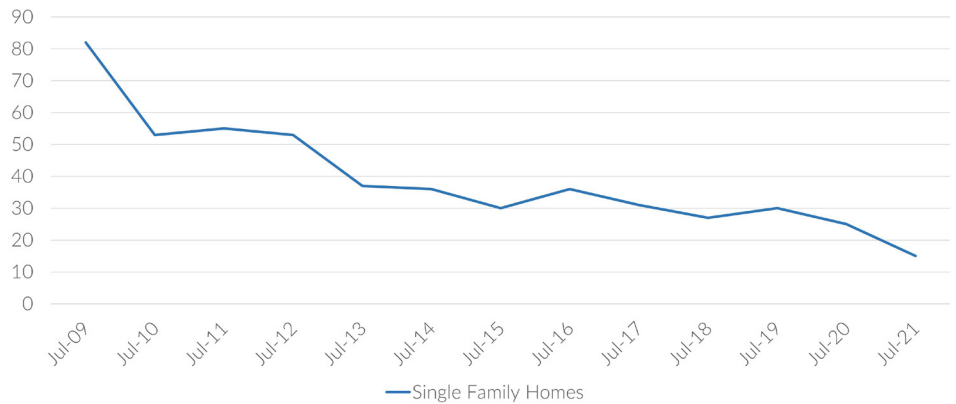
MEDIAN SALE PRICE



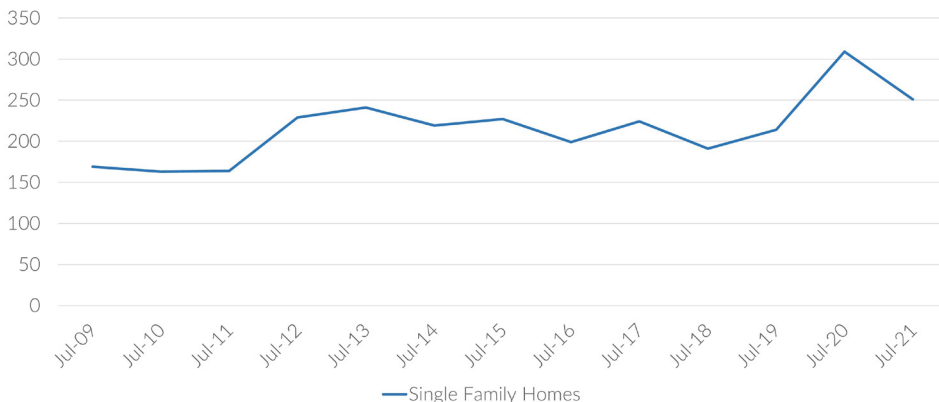
SINGLE FAMILY RESIDENCES
\$1,810,000
 +18.7% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
15 days
 -10 days change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
251
 -18.8% year-over-year

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