

MARIN COUNTY MARKET UPDATE | DECEMBER 2021

SNAPSHOT

November and December typically see the market slowdown significantly for the holidays. We will be sending out our 2021 Year In Review in January, which will look back at what has been one of the highest demand markets in history.

Last month, single-family residences recorded a significant yearly increase of 8.6 percent in the median sales price. The median price per square foot is also up 10.6 percent to \$796/foot.

National mortgage rates showed little movement last week with FreddieMac reporting, 'Mortgage rates have moved sideways over the last several weeks, fluctuating within a narrow range. Going forward, the path that rates take will be directly impacted by more information about the Omicron variant as it is revealed and the overall trajectory of the pandemic. In the meantime, rates remain low and stable, even as the nation faces declining housing affordability and low inventory.'

SINGLE FAMILY HOMES



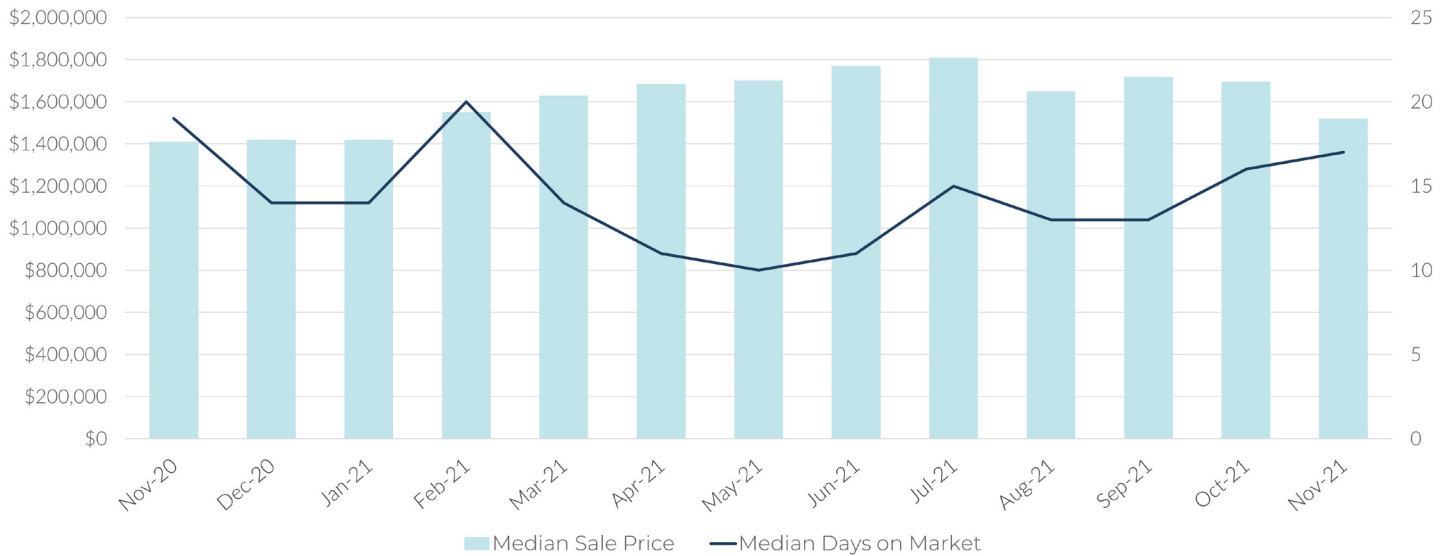
NOVEMBER-2021

SALE PRICE	\$1,520,000 ↑
DAYS ON MARKET	17 ↓
\$ / SQ. FT.	\$796 ↑
# FOR SALE LAST DAY OF MONTH	103 ↓
WENT INTO CONTRACT	152 ↓
PROPERTIES SOLD	199 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-10.3%**

DAYS ON MARKET: **+1 Day**

YEAR-OVER-YEAR COMPARISON



Last month, single-family residences recorded a significant yearly increase of 8.6 percent in the median sales price.”

MEDIAN

	NOV-2021	NOV-2020	%Δ
SALE PRICE	\$1,520,000	\$1,400,000	+8.6%
DAYS ON MARKET	17	23	-26.1%
\$/SQ. FT.	\$796	\$720	+10.6%

TOTAL

	NOV-2021	NOV-2020	%Δ
WENT INTO CONTRACT	152	188	-19.1%
PROPERTIES SOLD	199	232	-14.2%
# FOR SALE LAST DAY OF MONTH	103	214	-51.9%
% OF PROPERTIES SOLD OVER LIST PRICE	59.3%	59.5%	-0.3%
% OF LIST PRICE RECEIVED (AVERAGE)	105.9%	103.8%	+2.0%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

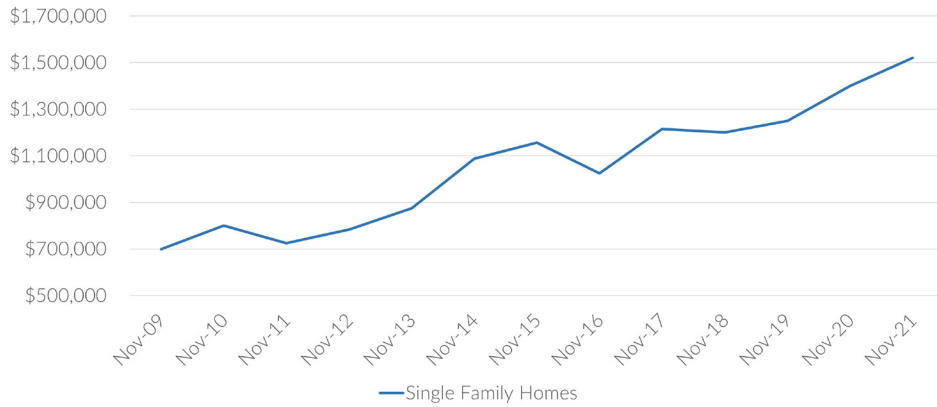
SALE PRICE (MEDIAN)

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ
Belvedere	13	55	▼ 76%	27	20	▼ 35%	\$4,750,000	\$3,148,000	▲ 51%
Corte Madera	28	38	▼ 26%	11	12	▼ 8%	\$1,900,000	\$1,609,613	▲ 18%
Fairfax	31	40	▼ 23%	11	12	▼ 8%	\$1,275,000	\$1,110,000	▲ 15%
Greenbrae	13	15	▼ 13%	12	23	▼ 48%	\$2,150,000	\$1,700,000	▲ 26%
Kentfield	23	29	▼ 21%	11	34	▼ 68%	\$2,800,000	\$3,075,000	▼ 9%
Larkspur	30	28	▲ 7%	9	22	▼ 59%	\$2,312,000	\$2,375,000	▼ 3%
Mill Valley	108	111	▼ 3%	10	16	▼ 38%	\$2,184,400	\$1,800,000	▲ 21%
Novato	158	194	▼ 19%	21	27	▼ 22%	\$1,200,000	\$1,057,500	▲ 13%
Ross	14	9	▲ 56%	9	8	▲ 13%	\$4,900,000	\$2,964,000	▲ 65%
San Anselmo	67	53	▲ 26%	10	17	▼ 41%	\$1,775,000	\$1,445,000	▲ 23%
San Rafael	153	187	▼ 18%	14	21	▼ 33%	\$1,525,000	\$1,400,000	▲ 9%
Sausalito	20	27	▼ 26%	18	43	▼ 58%	\$2,575,000	\$2,250,000	▲ 14%
Stinson Beach	4	8	▼ 50%	17	25	▼ 32%	\$5,425,000	\$3,362,500	▲ 61%
Tiburon	31	55	▼ 44%	27	20	▲ 35%	\$3,350,000	\$3,148,000	▲ 6%
Marin County	721	850	▼ 15%	14	23	▼ 39%	\$1,730,000	\$1,525,000	▲ 13%

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YEAR-OVER-YEAR COMPARISONS

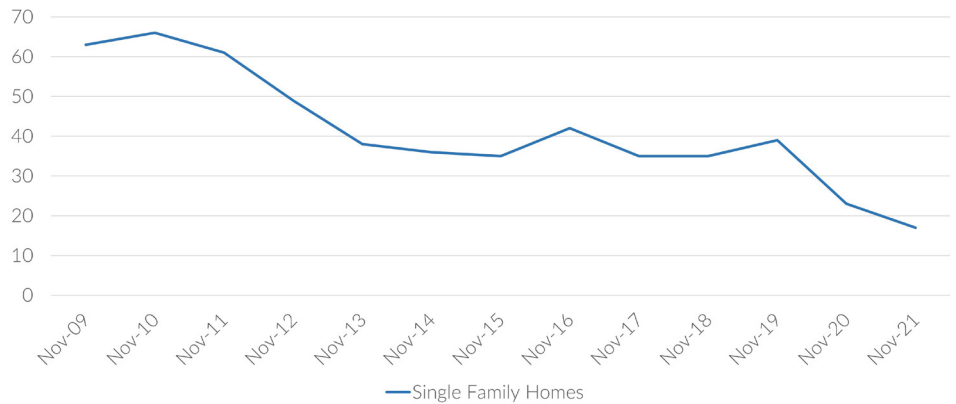
MEDIAN SALE PRICE



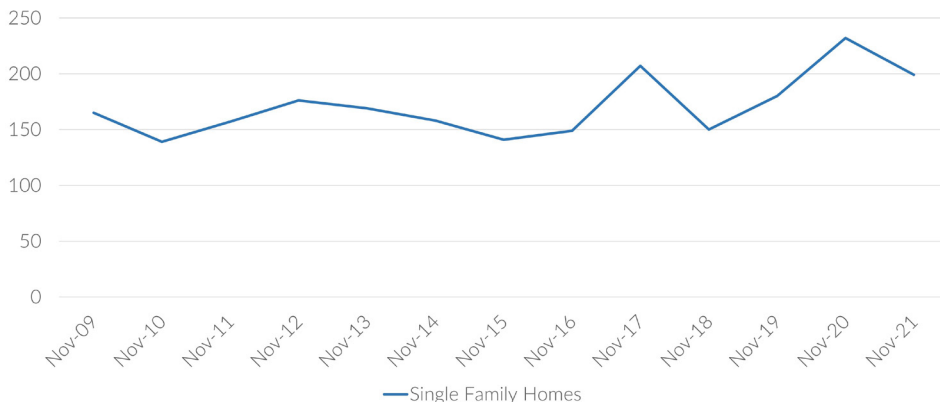
SINGLE FAMILY RESIDENCES
\$1,520,000
 +8.6% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
17 days
 -6 days change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
199
 -14.2% year-over-year

* 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