

MARIN COUNTY MARKET UPDATE | DECEMBER 2022

SNAPSHOT

Last month, yearly appreciation metrics posted higher despite reduced demand and shifting macro-economic conditions. While many homes continue to be sold across Marin County - a significant, but declining proportion still selling quickly and over list price - the overall trend was one of less competition and declining sales. These factors offer advantageous conditions for purchasers who lost bids or waited out the intensely competitive market.

With the holidays fast approaching, active inventory is quickly dropping. The economy and housing market remain in a period of adjustment, causing many to be more cautious as they wait to see how things will settle out.

National mortgage rates continued their downward trajectory this week with the average for a 30-year fixed rate recording at 6.31 percent. The good news for the housing market is that recent declines in rates have led to more stabilization in purchase demand.

SINGLE FAMILY HOMES



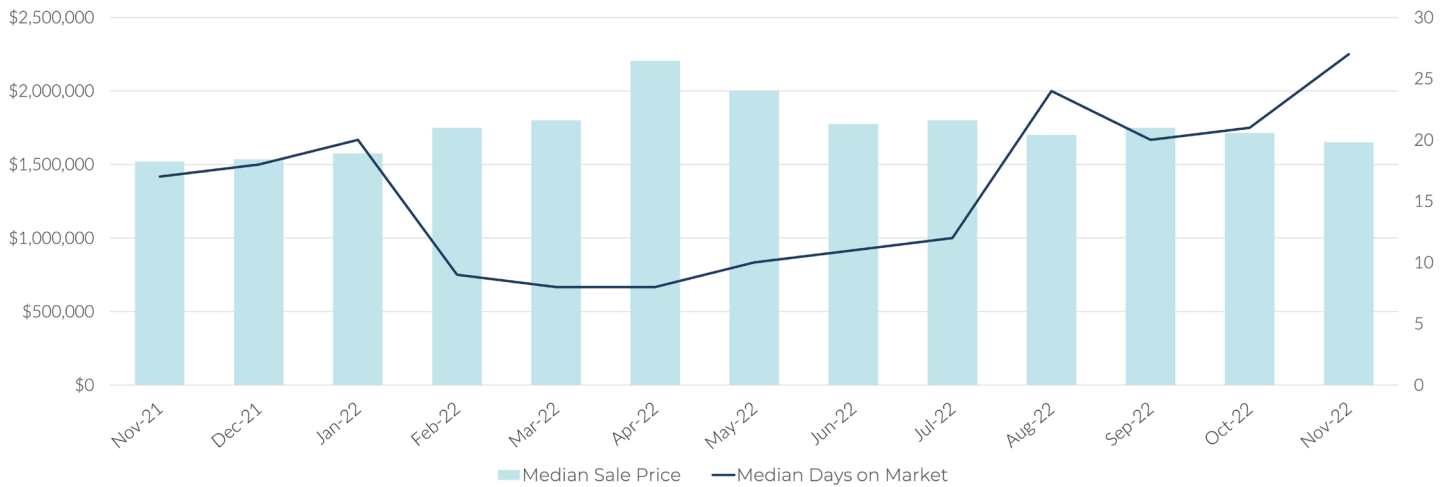
NOVEMBER 2022

MEDIAN SALES PRICE	\$1,650,000 ↑
DAYS ON MARKET	27 ↑
\$/SQ. FT.	\$819 ↑
# FOR SALE LAST DAY OF MONTH	198 ↑
WENT INTO CONTRACT	119 ↓
PROPERTIES SOLD	140 ↓

MARIN COUNTY MARKET UPDATE | DECEMBER 2022

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-3.7%**

DAYS ON MARKET: **+6 days**

YEAR-OVER-YEAR COMPARISON



Last month, yearly appreciation metrics posted higher despite reduced demand and shifting macroeconomic conditions.

MEDIAN

	NOV-2022	NOV-2021	%Δ
SALES PRICE	\$1,650,000	\$1,520,000	+8.6%
DAYS ON MARKET	27	17	+58.8%
\$/SQ. FT.	\$819	\$797	+2.8%

TOTAL

	NOV-2022	NOV-2021	%Δ
WENT INTO CONTRACT	119	161	-26.1%
PROPERTIES SOLD	140	201	-30.3%
# FOR SALE LAST DAY OF MONTH	198	119	+66.4%
% OF PROPERTIES SOLD OVER LIST PRICE	32.1%	59.2%	-45.8%
% OF LIST PRICE RECEIVED (AVERAGE)	99.4%	105.9%	-6.1%

YEAR-OVER-YEAR REGION COMPARISON

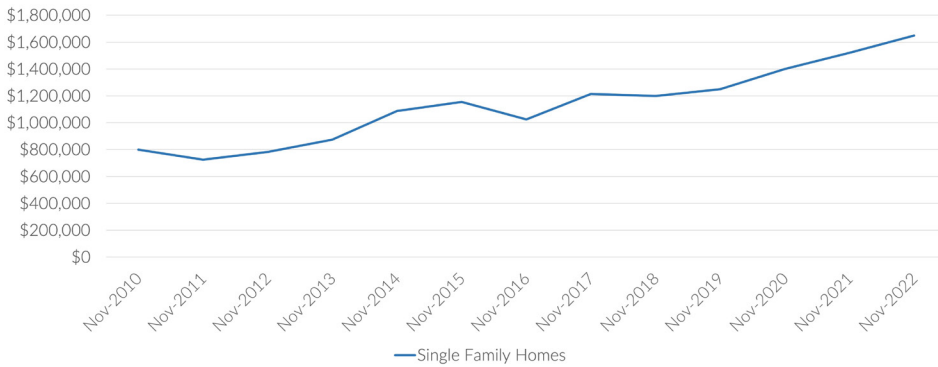
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ
Belvedere	5*	14	▼ 64%	48	22	▲ 118%	\$3,009,000	\$4,692,500	▼ 36%
Corte Madera	29	28	▲ 4%	12	11	▲ 9%	\$1,995,000	\$1,900,000	▲ 5%
Fairfax	24	31	▼ 23%	21	12	▲ 75%	\$1,442,500	\$1,275,000	▲ 13%
Greenbrae	11	13	▼ 15%	11	12	▼ 8%	\$2,250,000	\$2,150,000	▲ 5%
Kentfield	14	23	▼ 39%	8	11	▼ 27%	\$3,712,500	\$2,800,000	▲ 33%
Larkspur	10	30	▼ 67%	14	9	▲ 56%	\$3,000,000	\$2,312,000	▲ 30%
Mill Valley	83	110	▼ 25%	15	10	▲ 50%	\$2,000,000	\$2,184,400	▼ 8%
Novato	117	158	▼ 26%	25	21	▲ 19%	\$1,250,000	\$1,200,000	▲ 4%
Ross	2*	14	▼ 86%	9	9	0%	\$3,147,500	\$4,900,000	▼ 36%
San Anselmo	35	67	▼ 48%	24	10	▲ 140%	\$1,475,000	\$1,775,000	▼ 17%
San Rafael	119	155	▼ 23%	19	14	▲ 36%	\$1,510,000	\$1,525,000	▼ 1%
Sausalito	21	20	▲ 5%	11	18	▼ 39%	\$3,010,000	\$2,575,000	▲ 17%
Stinson Beach	2*	4*	▼ 50%	55	17	▲ 224%	\$1,569,000	\$5,425,000	▼ 71%
Tiburon	29	33	▼ 12%	11	27	▼ 59%	\$3,225,000	\$3,350,000	▼ 4%
Marin County	525	727	▼ 28%	18	14	▲ 29%	\$1,750,000	\$1,730,000	▲ 1%

* 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

\$1,650,000

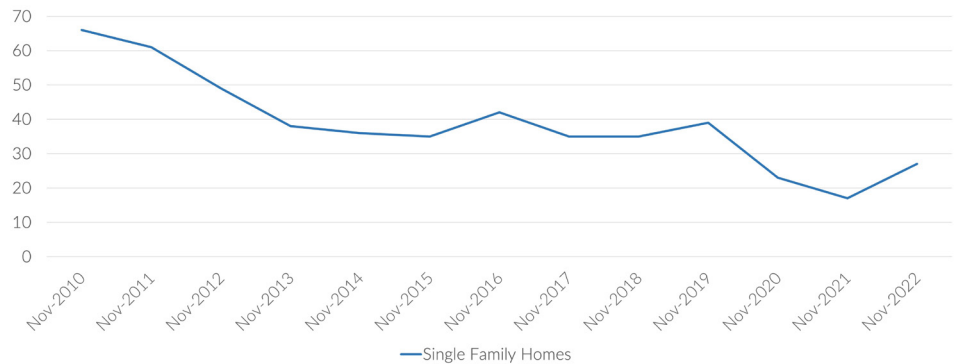
+8.6% year-over-year

MEDIAN MARKET TIME

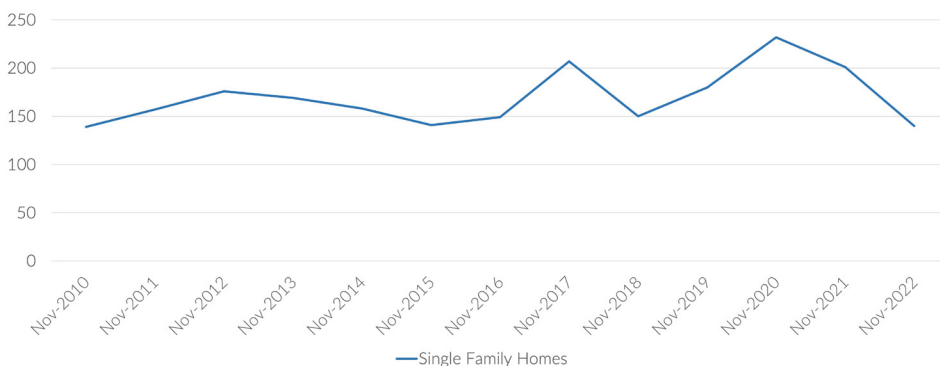
SINGLE FAMILY RESIDENCES

27 days

+10 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

140

-30.3% year-over-year