

MARIN COUNTY MARKET UPDATE | FEBRUARY 2022

SNAPSHOT

2022 has begun with buyer-demand far outweighing the current listing-inventory. The median price per square foot is up significantly for single family homes, and stories of continuously refreshing listing databases from frustrated agents and buyers abound.

As we look ahead to the spring selling season and the steadily replenishing inventory it brings, mortgage rates are also on the rise; As of February 3rd 2022, mortgage interest rates have risen 14 percent in 2022 already, putting them 34 percent above the low 1 year ago.

FreddieMac reported that 'The economy lost some momentum in January, leaving mortgage rates unchanged from last week and relatively flat for the third consecutive week. This stagnation reflects the economic impact of the Omicron variant of COVID-19, which we believe will subside in the coming months. As economic recovery continues going into the spring and summer, mortgage rates are expected to resume their upward trajectory. In the meantime, recent data suggests that homebuyer demand continues to be elevated as supply remains low, driving higher home prices.'

SINGLE FAMILY HOMES



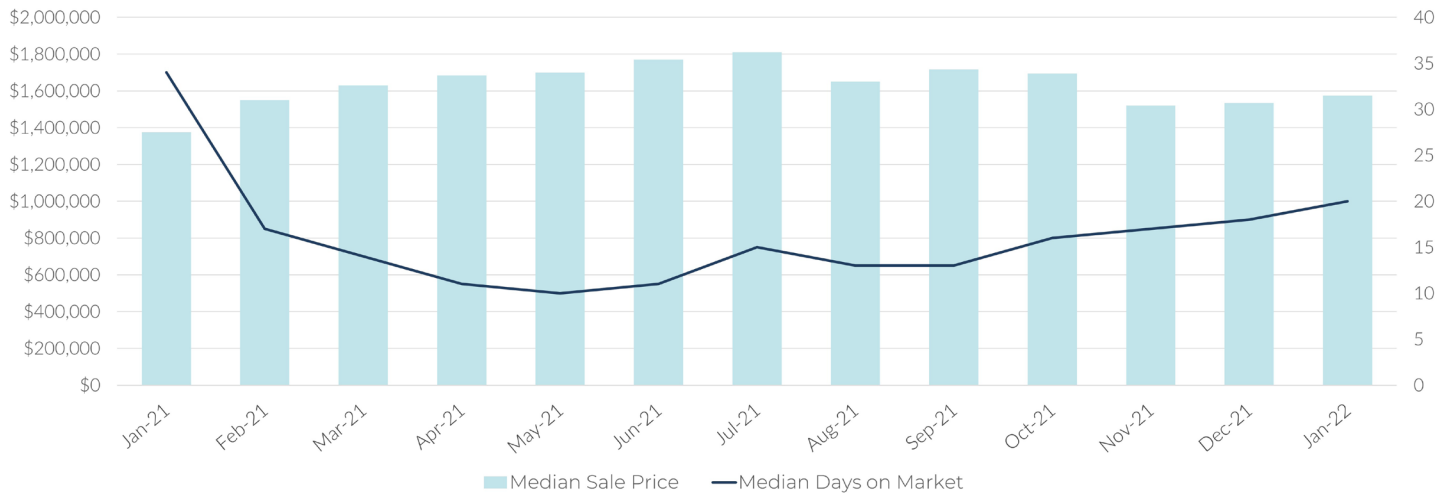
JANUARY 2022

MEDIAN SALE PRICE	\$1,575,000 ↑
DAYS ON MARKET	20 ↓
\$ / SQ. FT.	\$847 ↑
# FOR SALE LAST DAY OF MONTH	80 ↓
WENT INTO CONTRACT	79 ↓
PROPERTIES SOLD	97 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+2.6%**

DAYS ON MARKET: **+2 Days**

YEAR-OVER-YEAR COMPARISON



2022 has begun with buyer-demand far outweighing the current listing-inventory."

MEDIAN

	JAN-2022	JAN-2021	%Δ
SALE PRICE	\$1,575,000	\$1,375,000	+14.5%
DAYS ON MARKET	20	34	-41.2%
\$/SQ. FT.	\$847	\$697	+21.5%

TOTAL

	JAN-2022	JAN-2021	%Δ
WENT INTO CONTRACT	79	133	-40.6%
PROPERTIES SOLD	97	129	-24.8%
# FOR SALE LAST DAY OF MONTH	80	153	-47.7%
% OF PROPERTIES SOLD OVER LIST PRICE	52.6%	45.7%	+15.1%
% OF LIST PRICE RECEIVED (AVERAGE)	104.0%	102.0%	+2.0%

YEAR-OVER-YEAR REGION COMPARISON

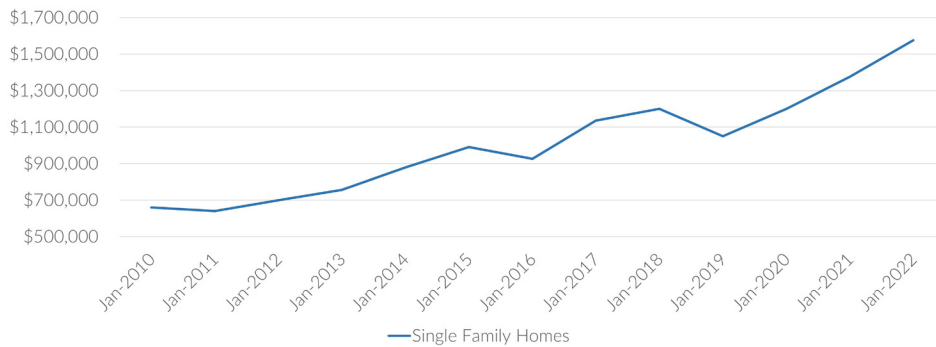
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2021	2020	%Δ	2021	2020	%Δ	2021	2020	%Δ
Belvedere	51	42	▲ 21%	15	32.5	▼ 54%	\$4,250,000	\$4,600,000	▼ 8%
Corte Madera	100	95	▲ 5%	11	12	▼ 8%	\$1,959,000	\$1,550,000	▲ 26%
Fairfax	111	92	▲ 21%	13	18	▼ 28%	\$1,275,000	\$1,072,500	▲ 19%
Greenbrae	62	40	▲ 55%	12.5	11.5	▲ 9%	\$1,995,000	\$1,987,500	▲ 0%
Kentfield	79	74	▲ 7%	11	26.5	▼ 58%	\$2,800,000	\$2,900,000	▼ 3%
Larkspur	84	72	▲ 17%	10	21.5	▼ 53%	\$2,324,500	\$2,115,375	▲ 10%
Mill Valley	416	324	▲ 28%	10	21	▼ 52%	\$2,102,500	\$1,800,000	▲ 17%
Novato	629	519	▲ 21%	20	30	▼ 33%	\$1,200,000	\$1,035,000	▲ 16%
Ross	40	29	▲ 38%	8.5	15	▼ 43%	\$4,200,000	\$3,500,000	▲ 20%
San Anselmo	245	168	▲ 46%	9	18.5	▼ 51%	\$1,705,000	\$1,475,000	▲ 16%
San Rafael	554	521	▲ 6%	13.5	23	▼ 41%	\$1,487,500	\$1,295,000	▲ 15%
Sausalito	72	53	▲ 36%	20	41	▼ 51%	\$2,180,000	\$1,950,000	▲ 12%
Stinson Beach	13	26	▼ 50%	14	39	▼ 64%	\$3,500,000	\$3,212,500	▲ 9%
Tiburon	153	143	▲ 7%	18	33	▼ 45%	\$3,275,000	\$3,088,888	▲ 6%
Marin County	2,707	2,311	▲ 17%	14	25	▼ 44%	\$1,675,000	\$1,440,000	▲ 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. ©2021 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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YEAR-OVER-YEAR COMPARISONS

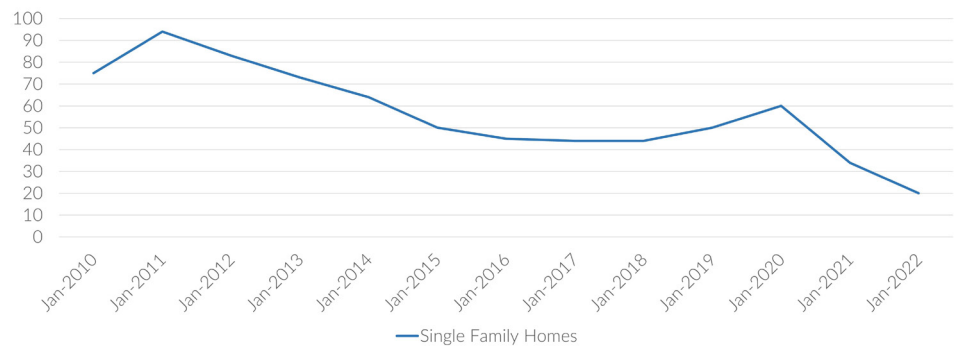
MEDIAN SALES PRICE



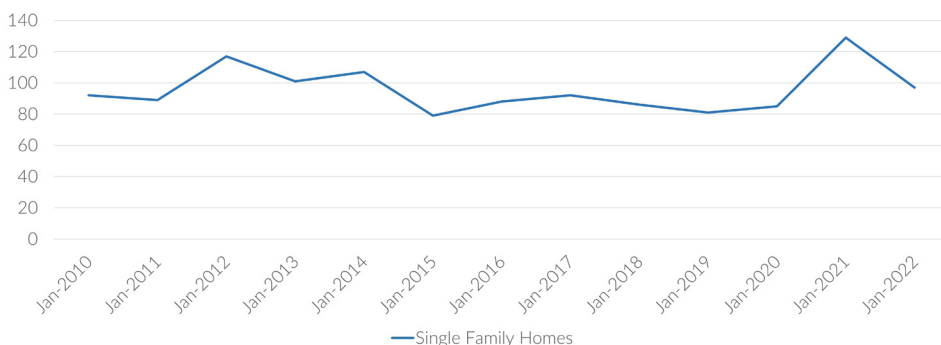
SINGLE FAMILY RESIDENCES
\$1,575,000
+14.5% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
20 days
-14 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
97
-24.8% year-over-year