

SNAPSHOT

2021 recorded as a banner year for Marin County. We saw perhaps the busiest spring to date followed by a slowdown for the holidays. This slowdown appeared primarily due to a lack of inventory rather than a lack of demand. In fact, there were more recorded residential sales across Marin County in 2021 than any of the 10 years prior! This demand pushed the median sales price 16.3 percent higher for single-family homes.

Interest rates are expected to continue to rise, but wage growth may help to provide a balance for buyers. National mortgage rates increased significantly last week with FreddieMac reporting that 'Mortgage rates rose across all mortgage loan types, with the 30-year fixed-rate mortgage increasing by almost a quarter of a percent from last week. This was driven by the prospect of a faster than expected tightening of monetary policy in response to continued inflation exacerbated by uncertainty in labor and supply chains. The rise in mortgage rates so far this year has not yet affected purchase demand, but given the fast pace of home price growth, it will likely dampen demand in the near future.'

As we look forward to the spring selling season, we expect inventory to steadily replenish, but remain tight. This will in-turn put increased pressure on affordability.

SINGLE FAMILY HOMES



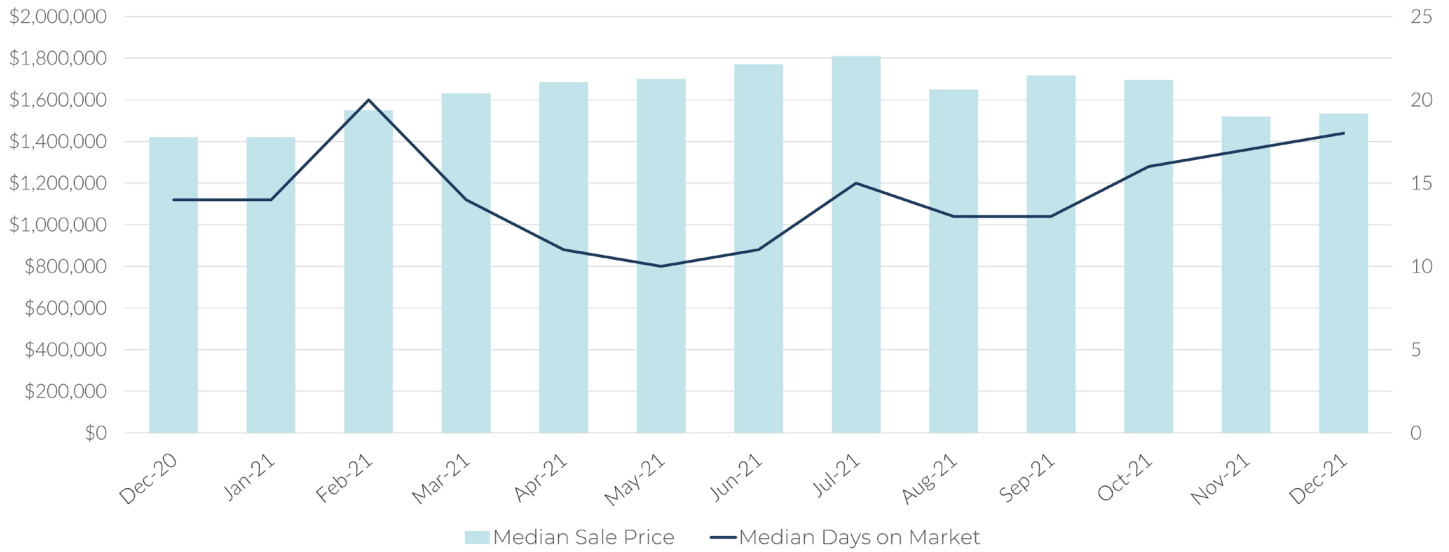
2021

SALE PRICE	\$1,675,000 ↑
DAYS ON MARKET	14 ↓
\$ / SQ. FT.	\$842 ↑
# FOR SALE LAST DAY OF YEAR	53 ↓
WENT INTO CONTRACT	2,494 ↑
PROPERTIES SOLD	2,707 ↑

MARIN COUNTY MARKET UPDATE | 2021 YEAR IN REVIEW

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+1.0%**

DAYS ON MARKET: **+1 Day**

YEAR-OVER-YEAR COMPARISON



2021 recorded as a banner year for Marin County. We saw perhaps the busiest spring to date followed by a slowdown for the holidays.”

MEDIAN

	2021	2020	%Δ
SALE PRICE	\$1,675,000	\$1,440,000	+16.3%
DAYS ON MARKET	14	25	-44.0%
\$/SQ. FT.	\$842	\$724	+16.3%

TOTAL

	2021	2020	%Δ
WENT INTO CONTRACT	2,494	2,198	+13.5%
PROPERTIES SOLD	2,707	2,311	+17.1%
# FOR SALE LAST DAY OF YEAR	53	151	-64.9%
% OF PROPERTIES SOLD OVER LIST PRICE	66.4%	48.1%	+38.0%
% OF LIST PRICE RECEIVED (AVERAGE)	106.7%	101.9%	+4.7%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

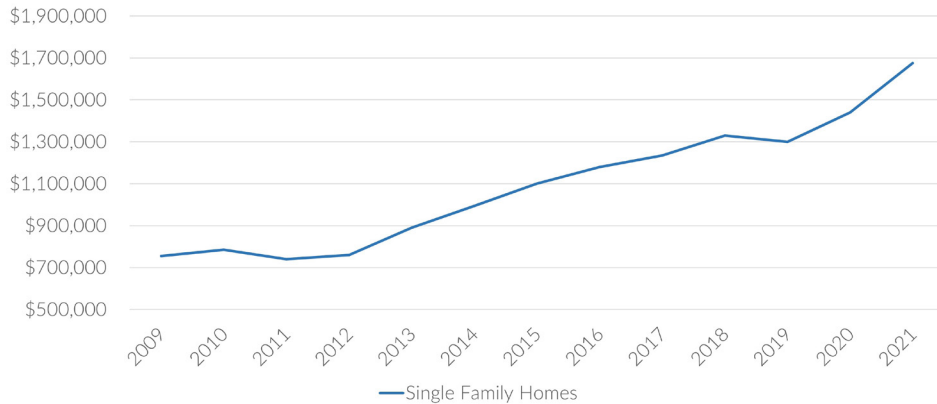
REGION	2021	2020	%Δ	2021	2020	%Δ	2021	2020	%Δ
Belvedere	51	42	▲ 21%	15	32.5	▼ 54%	\$4,250,000	\$4,600,000	▼ 8%
Corte Madera	100	95	▲ 5%	11	12	▼ 8%	\$1,959,000	\$1,550,000	▲ 26%
Fairfax	111	92	▲ 21%	13	18	▼ 28%	\$1,275,000	\$1,072,500	▲ 19%
Greenbrae	62	40	▲ 55%	12.5	11.5	▲ 9%	\$1,995,000	\$1,987,500	▲ 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

MARIN COUNTY MARKET UPDATE | 2021 YEAR IN REVIEW

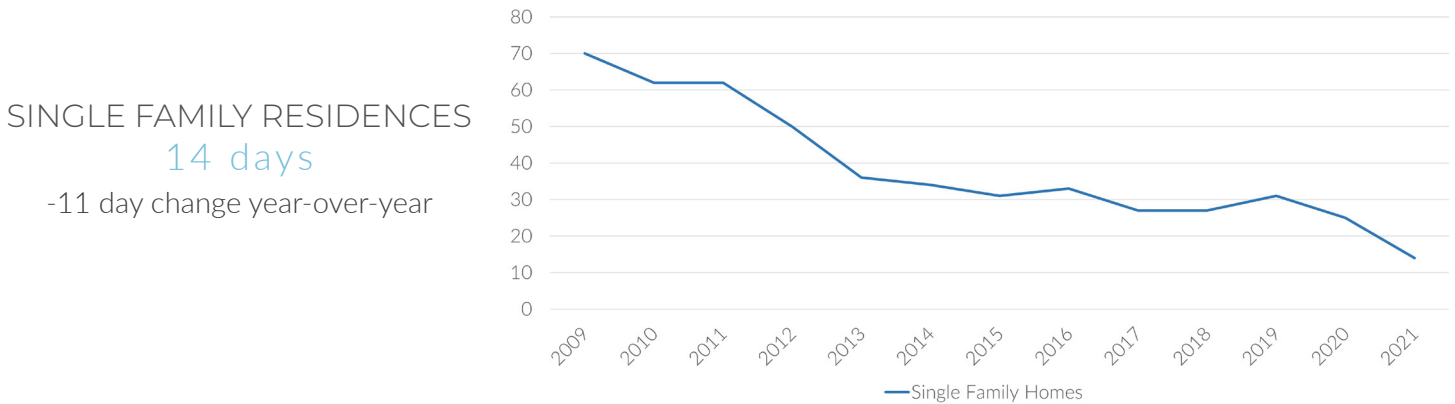
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



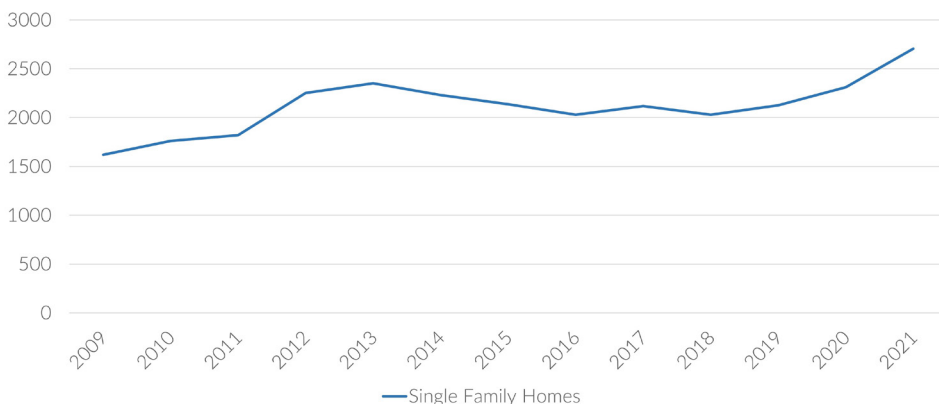
SINGLE FAMILY RESIDENCES
\$1,675,000
+16.3% year-over-year

MEDIAN MARKET TIME



SINGLE FAMILY RESIDENCES
14 days
-11 day change year-over-year

NUMBER OF SALES



SINGLE FAMILY RESIDENCES
2,707
+17.1% year-over-year