

SNAPSHOT

2022 was a year of shifting trends in real estate. The heavy demand that was present during 2021 continued through the historically slow holidays and kept pace throughout the first half of 2022. A number of factors including rising interest rates and volatile economic conditions started to show a softening in that demand beginning in July. By winter, the typical holiday slowdown had returned. While many homes continued to be sold across Marin County each month - a significant, but declining proportion still selling quickly and over list price - the overall trend was one of less competition and declining sales. Some buyers are taking advantage of this and making the best deals in years.

With the holidays now behind us, we look ahead to the spring-selling season - historically the busiest time of the year for real estate. An influx of new and refreshed listings is expected to replenish the market over the next several months. For sellers, pricing, preparation, and marketing are now critical, while buyers are more likely to negotiate aggressively, especially on homes with longer days-on-market.

National mortgage rates inched up last week to 6.48 percent for a 30-year fixed. FreddieMac reported, 'While mortgage market activity has significantly shrunk over the last year, inflationary pressures are easing and should lead to lower mortgage rates in 2023. Homebuyers are waiting for rates to decrease more significantly, and when they do, a strong job market and a large demographic tailwind of Millennial renters will provide support to the purchase market. Moreover, if rates continue to decline, borrowers who purchased in the last year will have opportunities to refinance into lower rates.'

SINGLE FAMILY HOMES



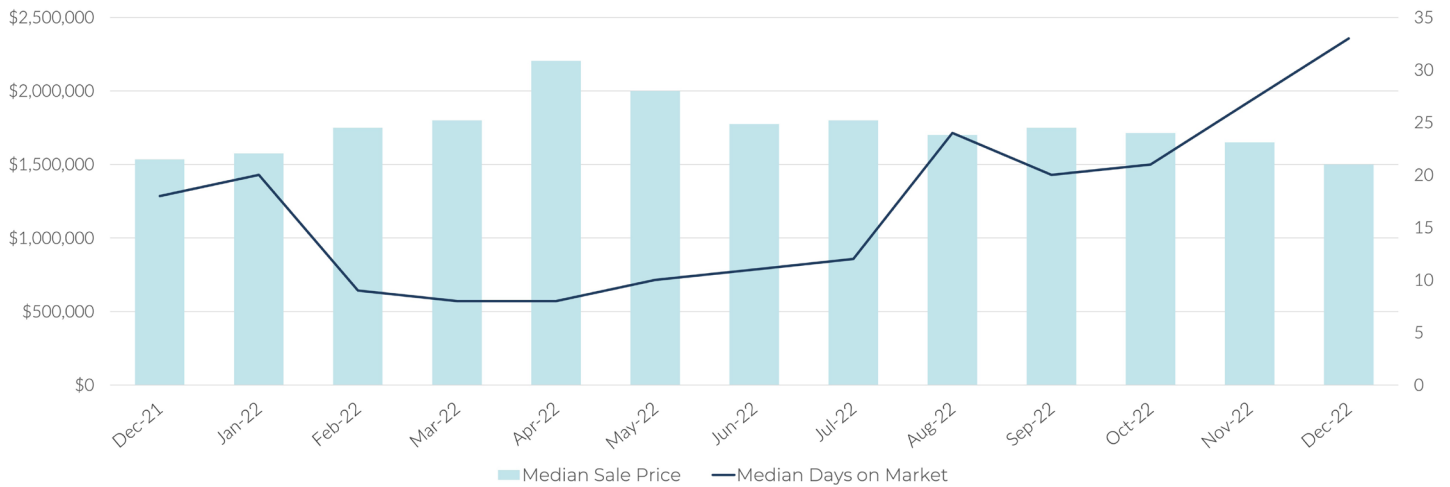
2022

MEDIAN SALES PRICE	\$1,800,000 ↑
DAYS ON MARKET	12 ↓
\$/SQ. FT.	\$929 ↑
# FOR SALE LAST DAY OF YEAR	114 ↑
WENT INTO CONTRACT	1,933 ↓
PROPERTIES SOLD	2,113 ↓

MARIN COUNTY MARKET UPDATE | 2022 YEAR IN REVIEW

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-9.1%**

DAYS ON MARKET: **+6 days**

YEAR-OVER-YEAR COMPARISON



While many homes continued to be sold across Marin County each month - a significant, but declining proportion still selling quickly and over list price - the overall trend was one of less competition and declining sales."

MEDIAN

	2022	2021	%Δ
SALES PRICE	\$1,800,000	\$1,675,000	+7.5%
DAYS ON MARKET	12	14	-14.3%
\$ / SQ. FT.	\$929	\$849	+9.4%

TOTAL

	2022	2021	%Δ
WENT INTO CONTRACT	1,933	2,501	-22.7%
PROPERTIES SOLD	2,113	2,710	-22.0%
# FOR SALE LAST DAY OF YEAR	114	77	+48.1%
% OF PROPERTIES SOLD OVER LIST PRICE	61.4%	66.4%	-7.5%
% OF LIST PRICE RECEIVED (AVERAGE)	107.0%	106.7%	+0.3%

YEAR-OVER-YEAR REGION COMPARISON

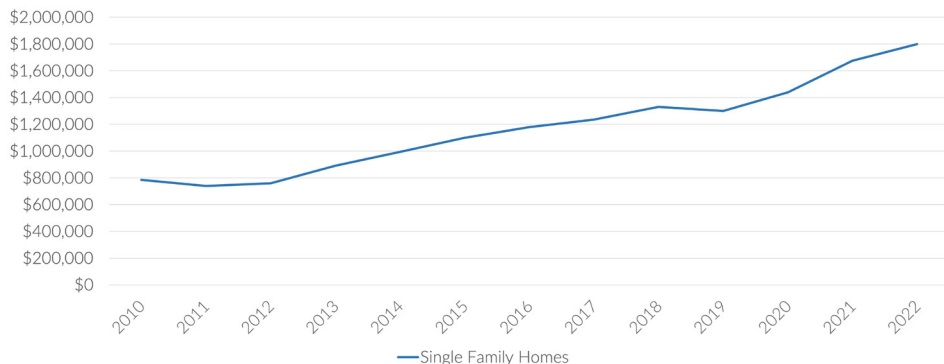
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2022	2021	%Δ	2022	2021	%Δ	2022	2021	%Δ
Belvedere	24	45	▼ 47%	25	15	▲ 67%	\$4,537,500	\$4,600,000	▼ 1%
Corte Madera	98	99	▼ 1%	9	11	▼ 18%	\$2,008,000	\$1,859,000	▲ 8%
Fairfax	94	111	▼ 15%	12	13	▼ 8%	\$1,400,000	\$1,275,000	▲ 10%
Greenbrae	38	62	▼ 39%	9	12	▼ 25%	\$2,275,000	\$1,995,000	▲ 14%
Kentfield	56	79	▼ 29%	10	11	▼ 9%	\$3,425,000	\$2,800,000	▲ 22%
Larkspur	54	84	▼ 36%	11	10	▲ 10%	\$2,700,000	\$2,324,500	▲ 16%
Mill Valley	327	417	▼ 22%	10	10	0%	\$2,225,000	\$2,105,000	▲ 6%
Novato	472	630	▼ 25%	15	20	▼ 25%	\$1,305,000	\$1,200,000	▲ 9%
Ross	21	40	▼ 48%	11	8	▲ 38%	\$5,500,000	\$4,200,000	▲ 31%
San Anselmo	155	246	▼ 37%	10	9	▲ 11%	\$1,830,000	\$1,704,000	▲ 7%
San Rafael	460	555	▼ 17%	12	14	▼ 14%	\$1,592,000	\$1,500,000	▲ 6%
Sausalito	81	72	▲ 13%	11	20	▼ 45%	\$2,650,000	\$2,180,000	▲ 22%
Stinson Beach	12	13	▼ 8%	13	14	▼ 7%	\$3,705,000	\$3,500,000	▲ 6%
Tiburon	118	155	▼ 24%	10	17	▼ 41%	\$3,725,000	\$3,275,000	▲ 14%
Marin County	2,113	2,710	▼ 22%	12	14	▼ 14%	\$1,800,000	\$1,675,000	▲ 7%

* 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. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

MARIN COUNTY MARKET UPDATE | 2022 YEAR IN REVIEW

YEAR-OVER-YEAR COMPARISONS

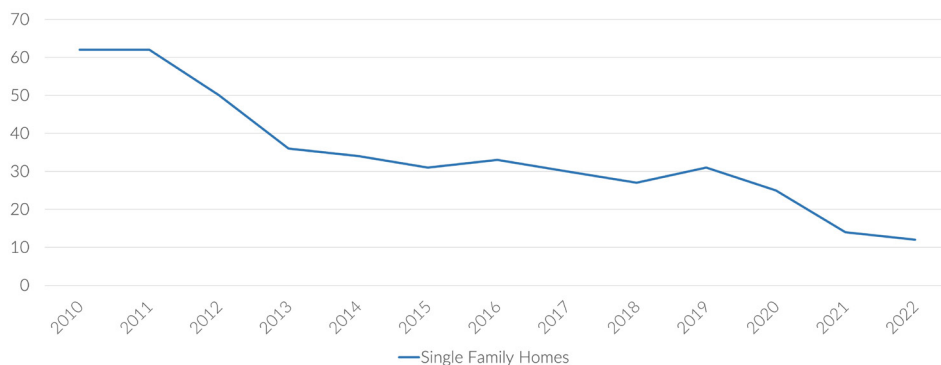
MEDIAN SALES PRICE



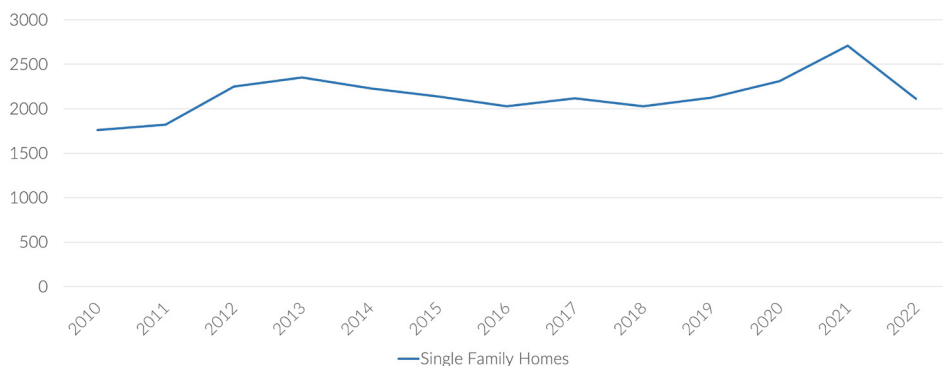
SINGLE FAMILY RESIDENCES
\$1,800,000
+7.5% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
12 days
-2 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
2,113
-22.0% year-over-year