

MARIN COUNTY MARKET UPDATE | JULY 2022

SNAPSHOT

With half of the year now behind us and three months of Q2 data available, we can clearly see the market showing signs of correcting after what was one of the longest and most dramatic upswings in history. It is important to keep in mind that this report uses data from closed sales which are lagging indicators of what occurred in the market weeks and months earlier.

Overall sales numbers are trending 17.4 percent lower compared with the ravenous pace of home sales we experienced in 2021. Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility in the median sales price and price per square foot since May. If stock market prices are like small maneuverable jets, home prices are like large passenger airliners, which decelerate and turn slowly.

Concerns typically follow uncertainty, but a correction is not a crash. The factors that led to the 2008 crash are not applicable today. There is no telling at this stage whether there will be a simple softening of appreciation, relatively small price adjustments in the short-term, or anything else.

The real estate market in Marin is diverse and the slowdown has affected sectors unevenly. The numerous distinct cities populated with unique homes is one of the many aspects that make this market so special. We at Vanguard Properties will remain at the forefront to serve all your real estate needs.

SINGLE FAMILY HOMES



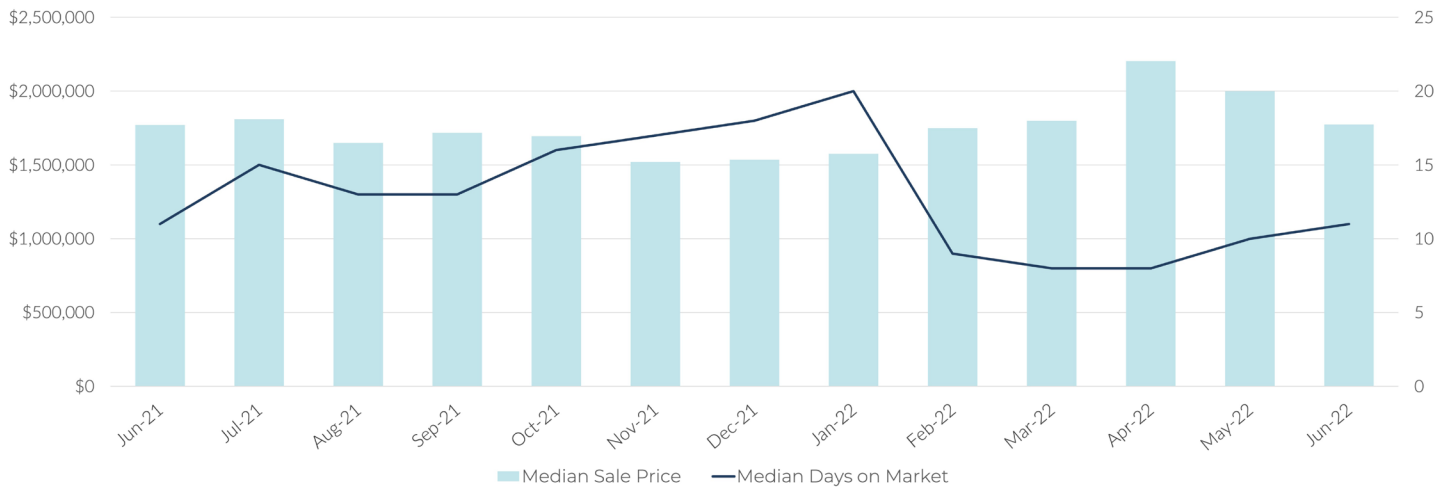
Q2 2022

MEDIAN SALE PRICE	\$1,997,500 ↑
DAYS ON MARKET	9 ↓
\$ / SQ. FT.	\$1,003 ↑
# FOR SALE LAST DAY OF QUARTER	241 ↑
WENT INTO CONTRACT	675 ↓
PROPERTIES SOLD	744 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-11.3%**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON



Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility in the median sales price and price per square foot since May”

MEDIAN

	Q2-2022	Q2-2021	%Δ
SALE PRICE	\$1,997,500	\$1,720,000	+16.1%
DAYS ON MARKET	9	11	-18.2%
\$/SQ. FT.	\$1,003	\$861	+16.5%

TOTAL

	Q2-2022	Q2-2021	%Δ
WENT INTO CONTRACT	675	828	-18.5%
PROPERTIES SOLD	744	901	-17.4%
# FOR SALE LAST DAY OF QUARTER	241	184	+31.0%
% OF PROPERTIES SOLD OVER LIST PRICE	78.0%	72.1%	+8.2%
% OF LIST PRICE RECEIVED (AVERAGE)	112.2%	108.3%	+3.6%

YEAR-OVER-YEAR REGION COMPARISON

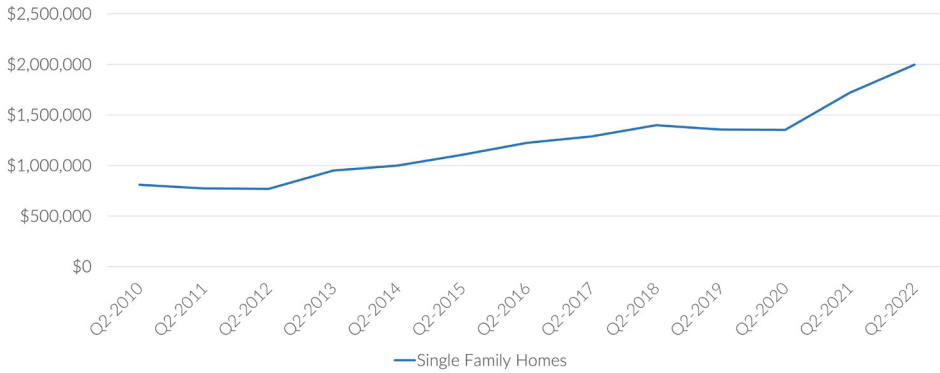
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Belvedere	8*	15	▼ 47%	11	15	▼ 27%	\$4,317,500	\$4,000,000	▲ 8%
Corte Madera	36	35	▲ 3%	8	10	▼ 20%	\$2,322,500	\$1,825,000	▲ 27%
Fairfax	34	43	▼ 21%	10	12	▼ 17%	\$1,415,000	\$1,350,000	▲ 5%
Greenbrae	15	25	▼ 40%	8	9	▼ 11%	\$2,415,000	\$1,847,500	▲ 31%
Kentfield	21	27	▼ 22%	10	10	0%	\$4,005,000	\$3,330,000	▲ 20%
Larkspur	18	26	▼ 31%	11	11	0%	\$3,350,000	\$2,175,000	▲ 54%
Mill Valley	119	142	▼ 16%	9	8	▲ 13%	\$2,550,000	\$2,414,500	▲ 6%
Novato	161	203	▼ 21%	9	11	▼ 18%	\$1,415,000	\$1,250,000	▲ 13%
Ross	12	16	▼ 25%	11	8	▲ 38%	\$4,850,000	\$4,650,000	▲ 4%
San Anselmo	68	88	▼ 23%	8	8	0%	\$2,352,500	\$1,704,000	▲ 38%
San Rafael	152	177	▼ 14%	9	11	▼ 18%	\$1,710,500	\$1,535,000	▲ 11%
Sausalito	24	20	▲ 20%	7	12	▼ 42%	\$3,187,500	\$2,650,000	▲ 20%
Stinson Beach	2*	2*	0%	4	21	▼ 81%	\$9,500,000	\$3,050,000	▲ 211%
Tiburon	38	56	▼ 32%	9	12	▼ 25%	\$4,175,000	\$3,308,500	▲ 26%
Marin County	744	901	▼ 17%	9	11	▼ 18%	\$1,997,500	\$1,720,000	▲ 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. ©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

\$1,997,500

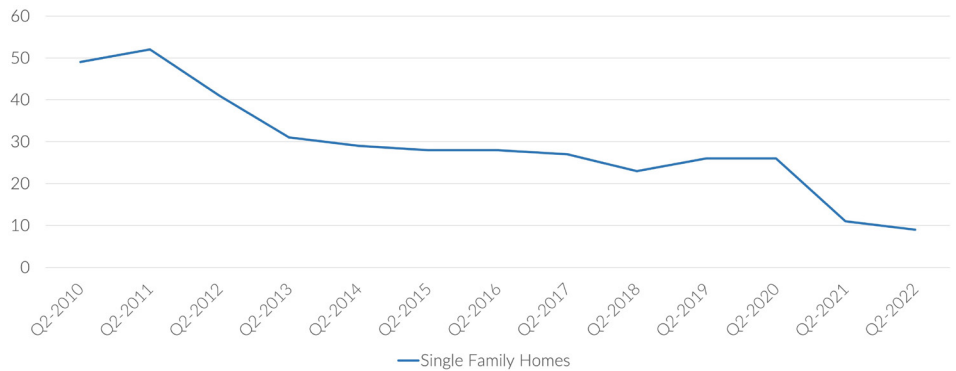
+16.1% year-over-year

MEDIAN MARKET TIME

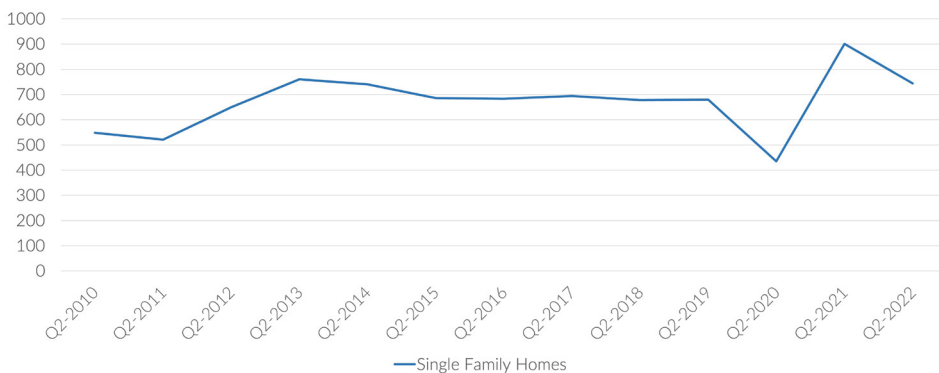
SINGLE FAMILY RESIDENCES

9 days

-2 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

744

-17.4% year-over-year