MARIN COUNTY MARKET UPDATE | MARCH 2018

Over two-thirds of homes sold in Marin County are over $1MM. The median sale price for all Marin County homes continues to rise and is at an all time high. This coinciding with the lowest median days on market suggests demand is high and buyers are motivated.

When comparing back to February 2017, the number of homes sold increased by 6% and the median days on market decreased by 38%.

The median Novato home price increased significantly from $900,000 to $1,185,000.

MARKET SNAPSHOT

HOMES SOLD

<table>
<thead>
<tr>
<th>Price Range</th>
<th>2017</th>
<th>2018</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;$700K</td>
<td>4</td>
<td>10</td>
<td>+150%</td>
</tr>
<tr>
<td>$700K to &lt;$850K</td>
<td>19</td>
<td>12</td>
<td>+12%</td>
</tr>
<tr>
<td>$850K to &lt;$1MM</td>
<td>17</td>
<td>12</td>
<td>+12%</td>
</tr>
<tr>
<td>$1MM to &lt;$1.5MM</td>
<td>27</td>
<td>12</td>
<td>+12%</td>
</tr>
<tr>
<td>$1.5MM to &lt;$2MM</td>
<td>1</td>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>$2MM+</td>
<td>0</td>
<td>1</td>
<td>+100%</td>
</tr>
</tbody>
</table>

MARKET COMPARISON

REGION | HOMES SOLD | MEDIAN DAYS ON MARKET | MEDIAN PRICE
--- | --- | --- | ---
Belvedere | 2 | 74 | $2,775,000
Corte Madera | 7 | 17 | $1,200,000
Fairfax | 1 | 58 | $525,000
Greenbrae | 3 | 49 | $1,470,000
Kentfield | 0 | 49 | $1,470,000
Larkspur | 1 | 8 | —
Mill Valley | 16 | 69 | $2,725,000
Novato | 27 | 35 | $900,000
Ross | 0 | 35 | —
San Anselmo | 2 | 24 | $1,871,000
San Rafael | 18 | 31 | $997,000
Sausalito | 3 | 108 | $1,475,000
Stinson Beach | 0 | 108 | —
Tiburon | 5 | 31 | $2,110,000
All Marin County | 87 | 89 | $1,174,000

CURRENT INVENTORY SUPPLY:

- Number of Homes: 250
- Months Supply: 2.81

YEAR-OVER-YEAR MARKET COMPARISON

REGION | HOMES SOLD | MEDIAN DAYS ON MARKET | MEDIAN PRICE
--- | --- | --- | ---
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Corte Madera | 7 | 17 | $1,200,000
Fairfax | 1 | 58 | $525,000
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Sources: Bareis, Data for Single Family Detached Homes. 02/01/2012 - 02/28/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy.
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