

MARIN COUNTY MARKET UPDATE | MARCH 2022

SNAPSHOT

Despite rising interest rates, volatility in financial markets, and troubling international events, the demand for real estate across Marin County is more robust than ever. Inventory for the single family home sector is down 49.1 percent compared with last year. Stories of crowded open houses, multiple offers, fierce overbidding, and lightning-fast sales remain commonplace. The median sales price increased a significant 12.9 percent, and the median price per square foot rose an astounding 32.4 percent!

As is typical at the start of the year, the number of listings coming on market and the number of listings going into contract continue to rise. These normally climb rapidly through the spring, characteristically the biggest selling season of the year.

Mortgage rates fell last week due to geopolitical uncertainty. FreddieMac reported that 'Geopolitical tensions caused U.S. Treasury yields to recede this week as investors moved to the safety of bonds, leading to a drop in mortgage rates. While inflationary pressures remain, the cascading impacts of the war in Ukraine have created market uncertainty. Consequently, rates are expected to stay low in the short-term but will likely increase in the coming months.'

SINGLE FAMILY HOMES



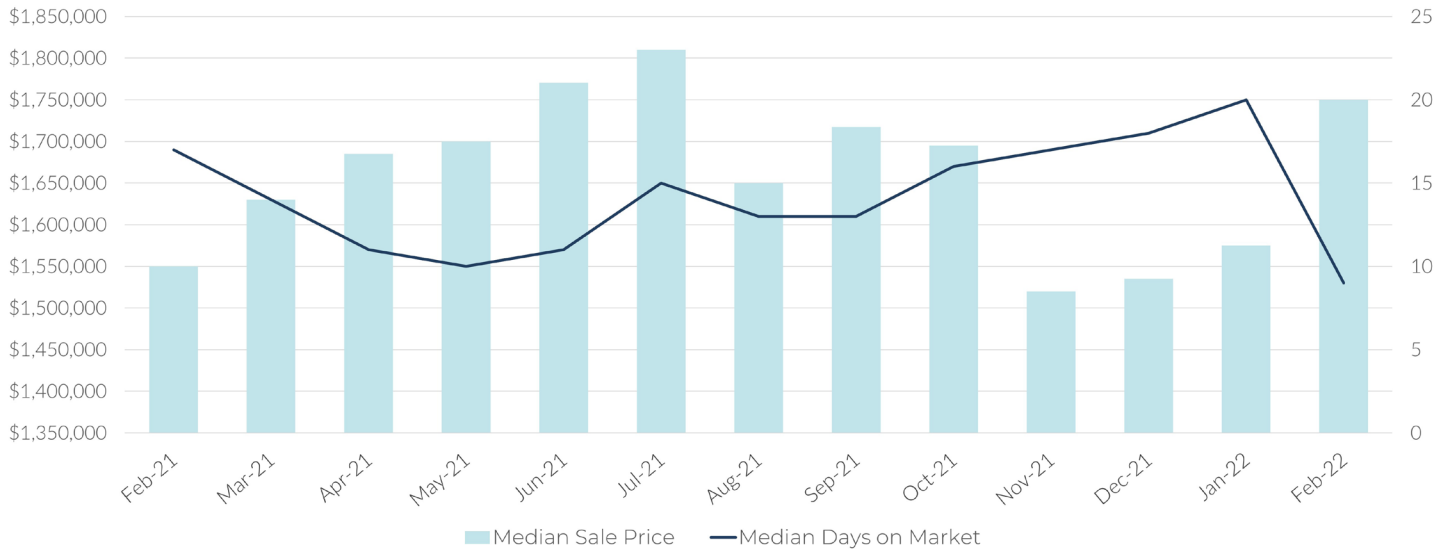
FEBRUARY 2022

MEDIAN SALE PRICE	\$1,750,000 ↑
DAYS ON MARKET	9 ↓
\$ / SQ. FT.	\$976 ↑
# FOR SALE LAST DAY OF MONTH	81 ↓
WENT INTO CONTRACT	143 ↓
PROPERTIES SOLD	123 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+11.1%**

DAYS ON MARKET: **-11 Days**

YEAR-OVER-YEAR COMPARISON



...the median price per square foot rose an astounding 32.4 percent!"

MEDIAN

	FEB-2022	FEB-2021	%Δ
SALE PRICE	\$1,750,000	\$1,550,000	+12.9%
DAYS ON MARKET	9	17	-47.1%
\$/SQ. FT.	\$976	\$737	+32.4%

TOTAL

	FEB-2022	FEB-2021	%Δ
WENT INTO CONTRACT	143	197	-27.4%
PROPERTIES SOLD	123	143	-14.0%
# FOR SALE LAST DAY OF MONTH	81	159	-49.1%
% OF PROPERTIES SOLD OVER LIST PRICE	70.7%	58.0%	+21.9%
% OF LIST PRICE RECEIVED (AVERAGE)	111.2%	104.8%	+6.1%

YEAR-OVER-YEAR REGION COMPARISON

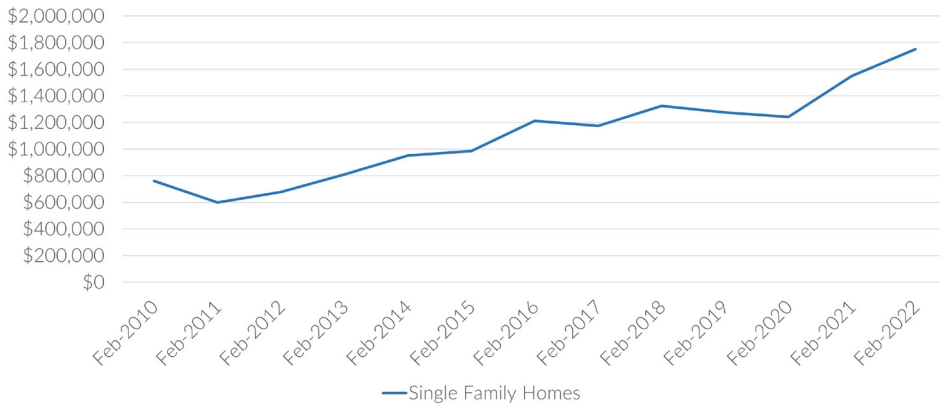
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2021	2020	%Δ	2021	2020	%Δ	2021	2020	%Δ
Belvedere	51	42	▲ 21%	15	32.5	▼ 54%	\$4,250,000	\$4,600,000	▼ 8%
Corte Madera	100	95	▲ 5%	11	12	▼ 8%	\$1,959,000	\$1,550,000	▲ 26%
Fairfax	111	92	▲ 21%	13	18	▼ 28%	\$1,275,000	\$1,072,500	▲ 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

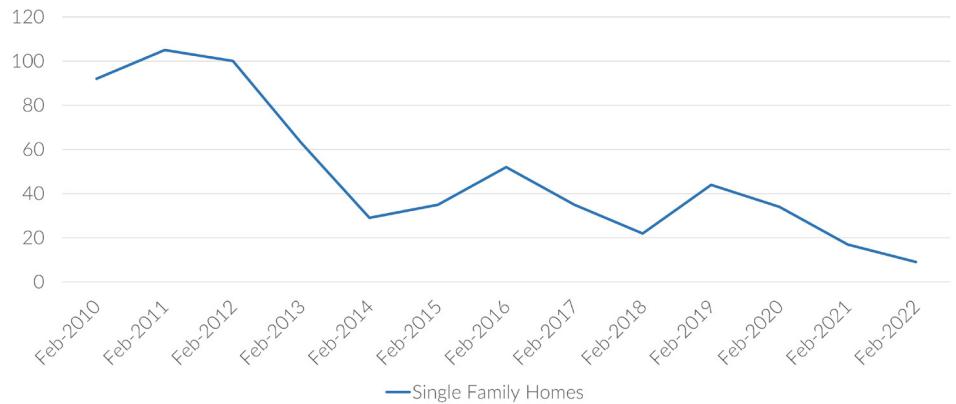
MEDIAN SALES PRICE



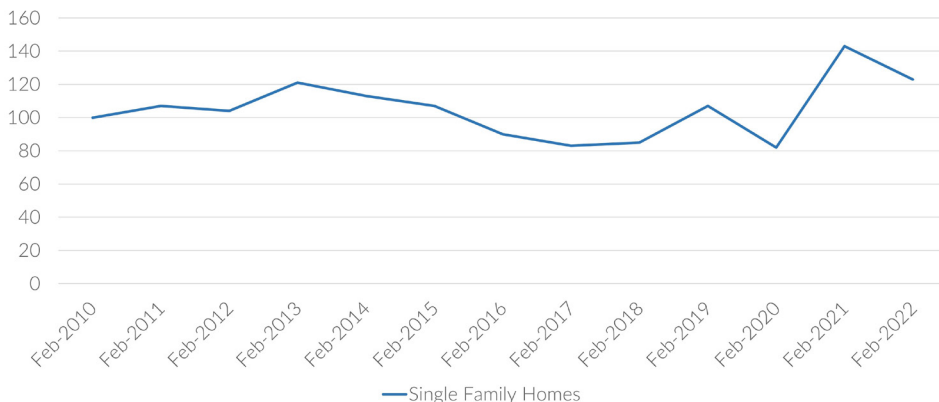
SINGLE FAMILY RESIDENCES
\$1,750,000
 +12.9% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
9 days
 -8 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
123
 -14.0% year-over-year

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