

MARIN COUNTY MARKET UPDATE | NOVEMBER 2021

SNAPSHOT

Last month, Marin home prices continues their upward climb. The median sale price recorded 15.1 percent higher than last year, and the median price per square foot 13.0 percent higher. The number of homes for sale in the county was down 40 percent to just 168 homes on the market.

Typically in Marin we see the market slow down for the holidays in November and December, then re-awaken in late February or early March. Last year however the pandemic delayed the start of the spring season. As this year begins to wind-down and the holidays approach, we expect the market to once again resume its normal slowdown. For buyers, the coming months can offer considerable opportunities by way of reduced competition, fewer multiple offers, and more room to negotiate, leading to significantly better deals. This is also a terrific time for buyers to take a second look at listings that haven't yet sold, and consider making an aggressive offer.

National mortgage rates once again dropped below three percent last week, with FreddieMac reporting, 'Despite the re-acceleration of economic growth, the recent bond rally drove mortgage rates down for the second consecutive week. These low mortgage rates, combined with the tailwind of first-time homebuyers entering the market, means that purchase demand will remain strong into next year. However, affordability pressures continue to be an ongoing concern for homebuyers.'

SINGLE FAMILY HOMES



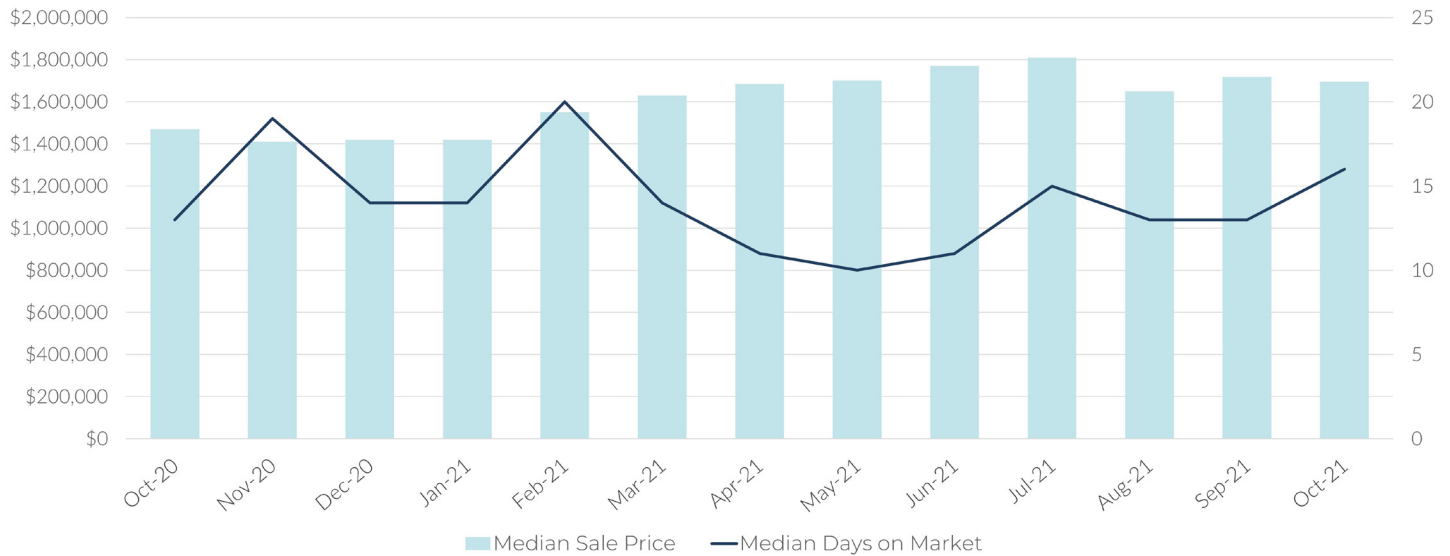
OCTOBER-2021

SALE PRICE	\$1,695,000 ↑
DAYS ON MARKET	16 ↓
\$ / SQ. FT.	\$880 ↑
# FOR SALE LAST DAY OF MONTH	168 ↓
WENT INTO CONTRACT	183 ↓
PROPERTIES SOLD	227 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-1.3%**

DAYS ON MARKET: **+3 Days**

YEAR-OVER-YEAR COMPARISON



As this year begins to wind-down and the holidays approach, we expect the market to once again resume its normal slowdown."

MEDIAN

	OCT-2021	OCT-2020	%Δ
SALE PRICE	\$1,695,000	\$1,472,500	+15.1%
DAYS ON MARKET	16	21	-23.8%
\$/SQ. FT.	\$880	\$779	+13.0%

TOTAL

	OCT-2021	OCT-2020	%Δ
WENT INTO CONTRACT	183	271	-32.5%
PROPERTIES SOLD	227	268	-15.3%
# FOR SALE LAST DAY OF MONTH	168	278	-40.0%
% OF PROPERTIES SOLD OVER LIST PRICE	67.4%	60.1%	+12.1%
% OF LIST PRICE RECEIVED (AVERAGE)	106.6%	103.4%	+3.1%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

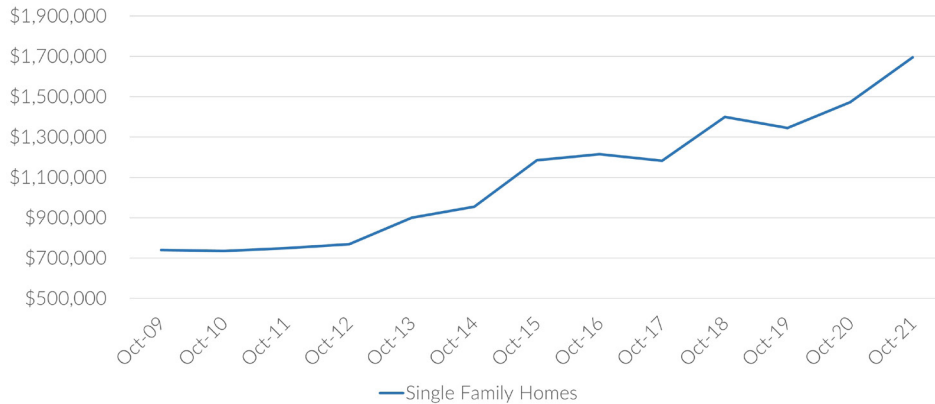
SALE PRICE (MEDIAN)

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ
Belvedere	13	55	▼ 76%	27	20	▼ 35%	\$4,750,000	\$3,148,000	▲ 51%
Corte Madera	28	38	▼ 26%	11	12	▼ 8%	\$1,900,000	\$1,609,613	▲ 18%
Fairfax	31	40	▼ 23%	11	12	▼ 8%	\$1,275,000	\$1,110,000	▲ 15%
Greenbrae	13	15	▼ 13%	12	23	▼ 48%	\$2,150,000	\$1,700,000	▲ 26%
Kentfield	23	29	▼ 21%	11	34	▼ 68%	\$2,800,000	\$3,075,000	▼ 9%
Larkspur	30	28	▲ 7%	9	22	▼ 59%	\$2,312,000	\$2,375,000	▼ 3%
Mill Valley	108	111	▼ 3%	10	16	▼ 38%	\$2,184,400	\$1,800,000	▲ 21%
Novato	158	194	▼ 19%	21	27	▼ 22%	\$1,200,000	\$1,057,500	▲ 13%
Ross	14	9	▲ 56%	9	8	▲ 13%	\$4,900,000	\$2,964,000	▲ 65%
San Anselmo	67	53	▲ 26%	10	17	▼ 41%	\$1,775,000	\$1,445,000	▲ 23%
San Rafael	153	187	▼ 18%	14	21	▼ 33%	\$1,525,000	\$1,400,000	▲ 9%
Sausalito	20	27	▼ 26%	18	43	▼ 58%	\$2,575,000	\$2,250,000	▲ 14%
Stinson Beach	4	8	▼ 50%	17	25	▼ 32%	\$5,425,000	\$3,362,500	▲ 61%
Tiburon	31	55	▼ 44%	27	20	▲ 35%	\$3,350,000	\$3,148,000	▲ 6%
Marin County	721	850	▼ 15%	14	23	▼ 39%	\$1,730,000	\$1,525,000	▲ 13%

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YEAR-OVER-YEAR COMPARISONS

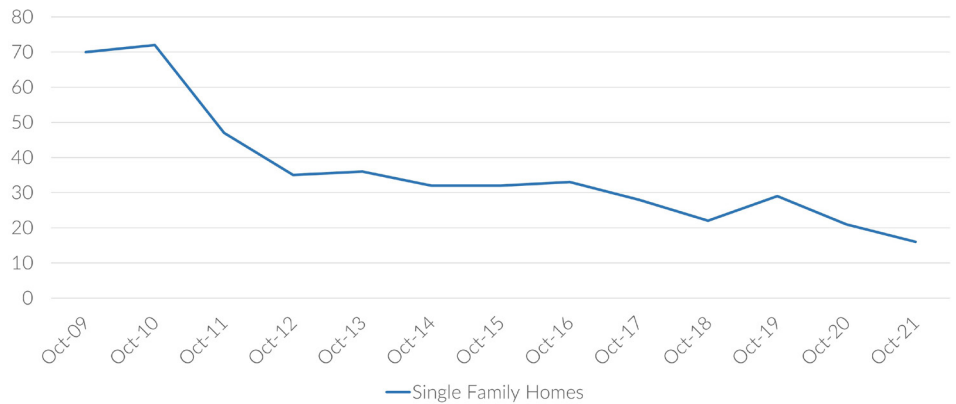
MEDIAN SALE PRICE



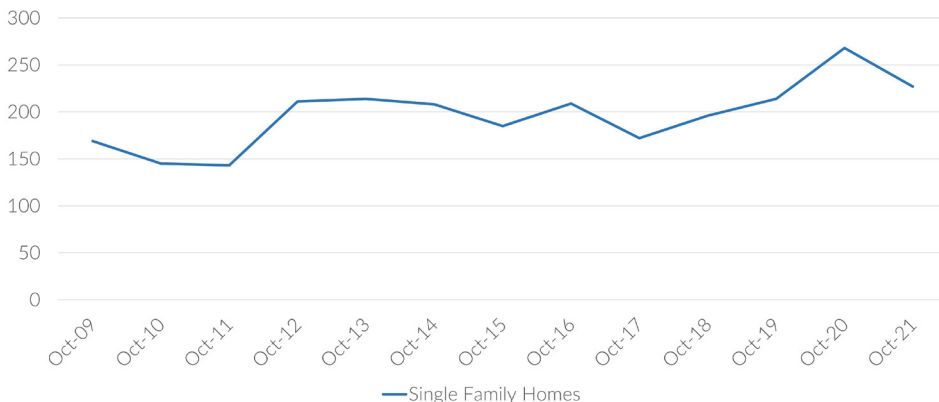
SINGLE FAMILY RESIDENCES
\$1,695,000
 +15.1% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
16 days
 -5 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
227
 -15.3% year-over-year