

## SNAPSHOT

The Marin County real estate market continues to buck the local and national trends of lower yearly appreciation rates despite sales numbers being significantly reduced. Last month, the median sales price ticked up 1.1 percent from last year, while the median price per square foot tacked on another 0.7 percent. Inventory continues to steadily drop as we approach the holidays and it is clear that demand, while reduced from the ravenous pace of 2021, is ever-present.

We now enter the two-month holiday period which historically sees the year's lowest levels of activity. A large majority of active listings are pulled to await the spring selling season. That said, the market never completely stops and the holidays can be an excellent time for buyers to assertively negotiate prices.

National mortgage rates dipped back below seven percent last week. Though last Wednesday's interest rate hike by the Federal Reserve is expected to add additional slowness to the housing market.

## SINGLE FAMILY HOMES



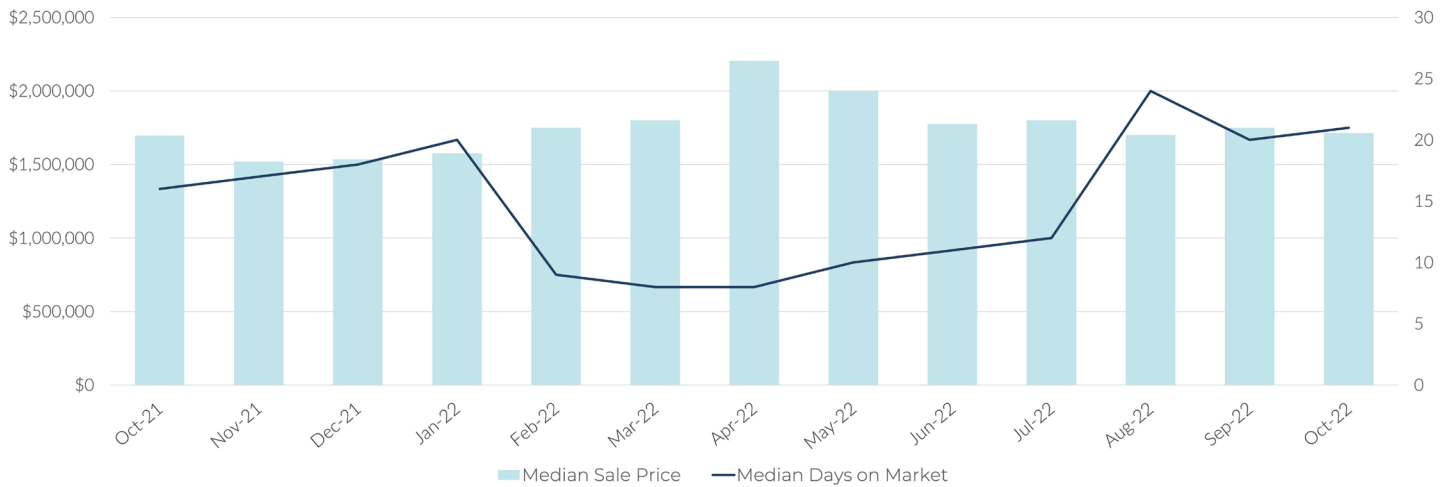
### OCTOBER 2022

MEDIAN SALES PRICE	\$1,714,000 ↑
DAYS ON MARKET	21 ↑
\$/SQ. FT.	\$896 ↑
# FOR SALE LAST DAY OF MONTH	278 ↑
WENT INTO CONTRACT	143 ↓
PROPERTIES SOLD	166 ↓

# MARIN COUNTY MARKET UPDATE | NOVEMBER 2022

## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-2.1%**

DAYS ON MARKET: **+1 day**

### YEAR-OVER-YEAR COMPARISON



*The Marin County real estate market continues to buck the local and regional trends of lower yearly appreciation rates despite sales numbers being significantly reduced.*

#### MEDIAN

	OCT-2022	OCT-2021	%Δ
SALES PRICE	\$1,714,000	\$1,695,000	+1.1%
DAYS ON MARKET	21	16	+31.3%
\$/SQ. FT.	\$896	\$890	+0.7%

#### TOTAL

	OCT-2022	OCT-2021	%Δ
WENT INTO CONTRACT	143	185	-22.7%
PROPERTIES SOLD	166	227	-26.9%
# FOR SALE LAST DAY OF MONTH	278	184	+51.1%
% OF PROPERTIES SOLD OVER LIST PRICE	44.6%	67.4%	-33.8%
% OF LIST PRICE RECEIVED (AVERAGE)	100.8%	106.6%	-5.4%

# YEAR-OVER-YEAR REGION COMPARISON

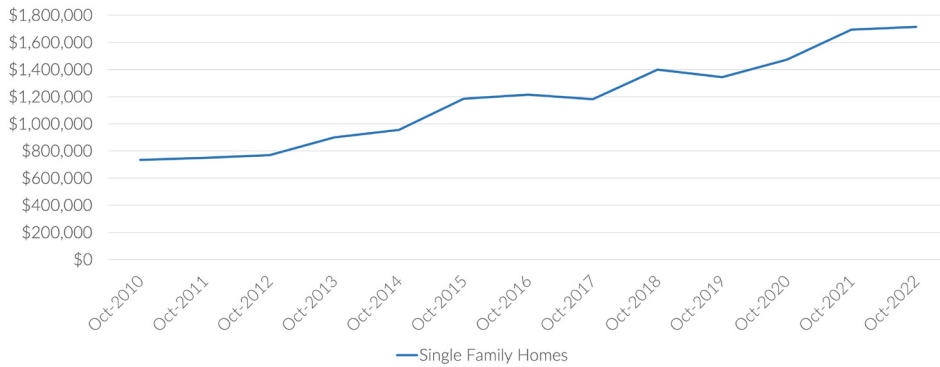
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ
Belvedere	5*	14	▼ 64%	48	22	▲ 118%	\$3,009,000	\$4,692,500	▼ 36%
Corte Madera	29	28	▲ 4%	12	11	▲ 9%	\$1,995,000	\$1,900,000	▲ 5%
Fairfax	24	31	▼ 23%	21	12	▲ 75%	\$1,442,500	\$1,275,000	▲ 13%
Greenbrae	11	13	▼ 15%	11	12	▼ 8%	\$2,250,000	\$2,150,000	▲ 5%
Kentfield	14	23	▼ 39%	8	11	▼ 27%	\$3,712,500	\$2,800,000	▲ 33%
Larkspur	10	30	▼ 67%	14	9	▲ 56%	\$3,000,000	\$2,312,000	▲ 30%
Mill Valley	83	110	▼ 25%	15	10	▲ 50%	\$2,000,000	\$2,184,400	▼ 8%
Novato	117	158	▼ 26%	25	21	▲ 19%	\$1,250,000	\$1,200,000	▲ 4%
Ross	2*	14	▼ 86%	9	9	0%	\$3,147,500	\$4,900,000	▼ 36%
San Anselmo	35	67	▼ 48%	24	10	▲ 140%	\$1,475,000	\$1,775,000	▼ 17%
San Rafael	119	155	▼ 23%	19	14	▲ 36%	\$1,510,000	\$1,525,000	▼ 1%
Sausalito	21	20	▲ 5%	11	18	▼ 39%	\$3,010,000	\$2,575,000	▲ 17%
Stinson Beach	2*	4*	▼ 50%	55	17	▲ 224%	\$1,569,000	\$5,425,000	▼ 71%
Tiburon	29	33	▼ 12%	11	27	▼ 59%	\$3,225,000	\$3,350,000	▼ 4%
<b>Marin County</b>	<b>525</b>	<b>727</b>	<b>▼ 28%</b>	<b>18</b>	<b>14</b>	<b>▲ 29%</b>	<b>\$1,750,000</b>	<b>\$1,730,000</b>	<b>▲ 1%</b>

\* 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

# MARIN COUNTY MARKET UPDATE | NOVEMBER 2022

## YEAR-OVER-YEAR COMPARISONS

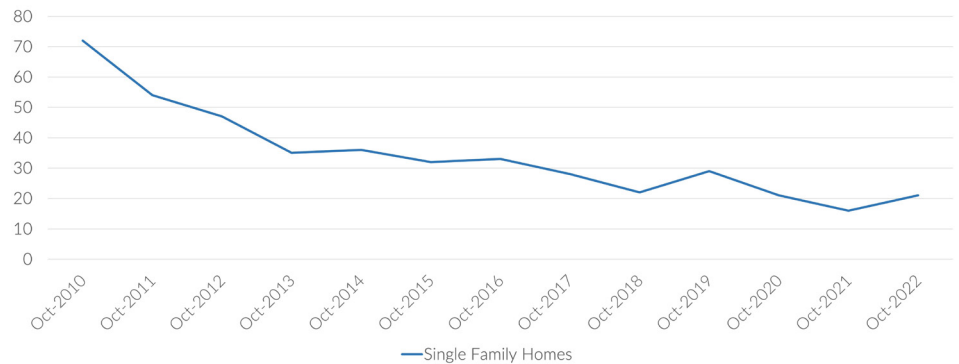
### MEDIAN SALES PRICE



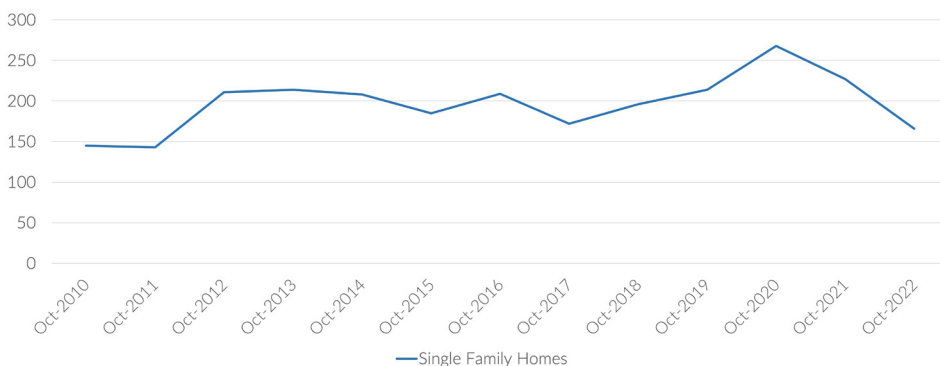
SINGLE FAMILY RESIDENCES  
**\$1,714,000**  
 +1.1% year-over-year

### MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES  
**21 days**  
 +5 day change year-over-year



### NUMBER OF SALES



SINGLE FAMILY RESIDENCES  
**166**  
 -26.9% year-over-year

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