

MARIN COUNTY MARKET UPDATE | Q2 2021

SNAPSHOT

The pace of home sales across Marin County is tracking at a staggering rate. The second quarter of 2021 has closed, and there have been 1,307 single-family homes sold in Marin County so far for the year. To appreciate just how many that is, we look back to 2019, a year pre-COVID; the whole year of 2019 saw a total of 1,995 homes sold. The cities that saw the most buyer activity during Q2 include Corte Madera, Fairfax, and Sausalito.

The median sale price for Q2 recorded at \$1,710,000; a significant increase of 26.2 percent from Q2 2020. Keeping in mind that the second quarter of last year was an extremely different market, the median price per square foot is also trending significantly higher than ever at \$858 for the county. 131 single-family homes, or 15 percent of all homes sold in Q2 2021, recorded with a sale price 20 percent or more over asking.

National mortgage rates continued to move down last week with FreddieMac reporting, 'Mortgage rates decreased this week following the dip in U.S. Treasury yields. While mortgage rates tend to follow Treasury yields closely, other factors can be impactful such as the labor markets, which are continuing to improve per last week's jobs report. We expect economic growth to gradually drive interest rates higher, but homebuyers and refinance borrowers still have an opportunity to take advantage of 30-year rates that are expected to continue to hover around three percent.'

SINGLE FAMILY HOMES



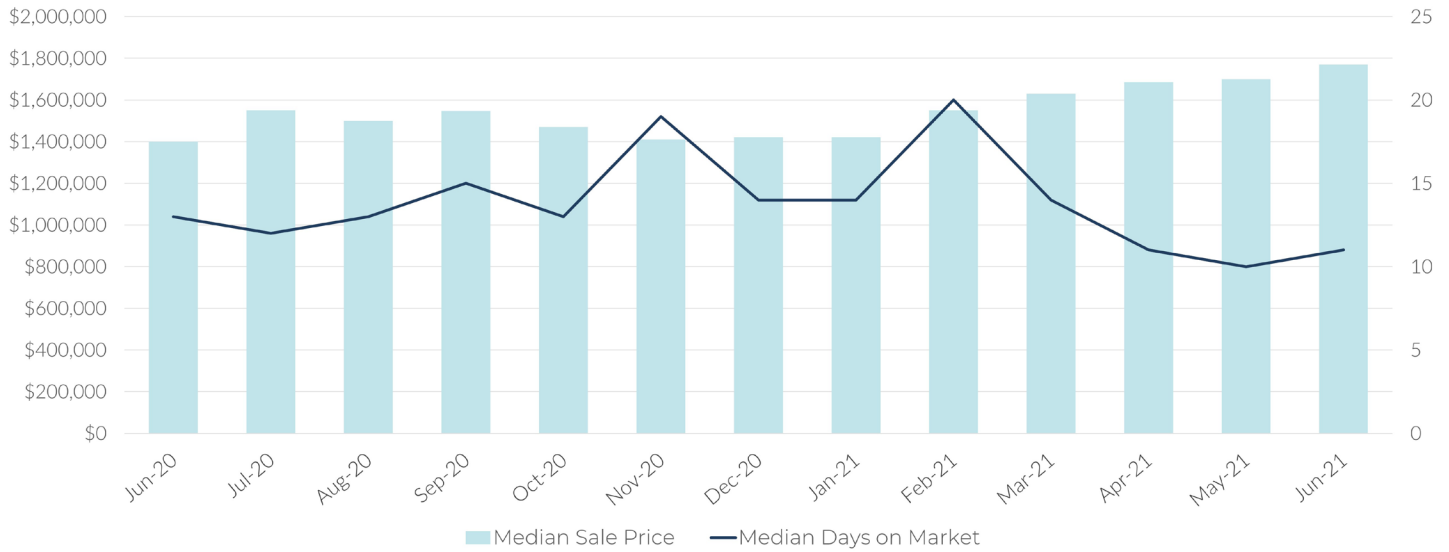
Q2-2021

SALE PRICE	\$1,710,000 ↑
DAYS ON MARKET	11 ↓
\$ / SQ. FT.	\$858 ↑
# FOR SALE LAST DAY OF MONTH	167 ↓
WENT INTO CONTRACT	823 ↑
PROPERTIES SOLD	897 ↑

MARIN COUNTY MARKET UPDATE | Q2 2021

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+4.1%**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON



The pace of home sales across Marin County is tracking at a staggering rate.

MEDIAN

	Q2-2021	Q2-2020	%Δ
SALE PRICE	\$1,710,000	\$1,355,000	+26.2%
DAYS ON MARKET	11	26	-57.7%
\$/SQ. FT.	\$858	\$723	+18.7%

TOTAL

	Q2-2021	Q2-2020	%Δ
WENT INTO CONTRACT	823	563	+46.2%
PROPERTIES SOLD	897	435	+106.2%
# FOR SALE LAST DAY OF MONTH	167	311	-46.3%
% OF PROPERTIES SOLD OVER LIST PRICE	72.5%	41.6%	+74.3%
% OF LIST PRICE RECEIVED (AVERAGE)	108.3%	100.4%	+7.9%

YEAR-OVER-YEAR REGION COMPARISON

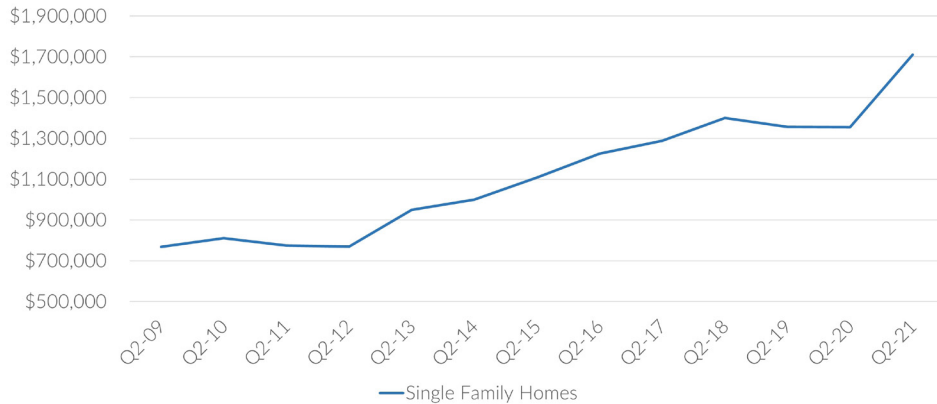
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ
Belvedere	15	5*	▲ 200%	15	129	▼ 88%	\$4,000,000	\$3,425,000	▲ 17%
Corte Madera	35	12	▲ 192%	10	8	▲ 25%	\$1,825,000	\$1,305,000	▲ 40%
Fairfax	43	17	▲ 153%	12	24	▼ 50%	\$1,350,000	\$910,000	▲ 48%
Greenbrae	25	9*	▲ 178%	9	3	▲ 200%	\$1,847,500	\$2,025,000	▼ 9%
Kentfield	26	13	▲ 100%	8	17	▼ 53%	\$3,257,500	\$2,571,154	▲ 27%
Larkspur	26	14	▲ 86%	11	17	▼ 35%	\$2,175,000	\$1,827,500	▲ 19%
Mill Valley	140	70	▲ 100%	8	19	▼ 58%	\$2,360,500	\$1,840,000	▲ 28%
Novato	203	86	▲ 136%	11	31	▼ 65%	\$1,250,000	\$945,000	▲ 32%
Ross	16	9*	▲ 78%	8	21	▼ 62%	\$4,650,000	\$3,605,000	▲ 29%
San Anselmo	88	41	▲ 115%	8	21	▼ 62%	\$1,704,000	\$1,325,000	▲ 29%
San Rafael	176	97	▲ 81%	11	27	▼ 59%	\$1,530,000	\$1,187,500	▲ 29%
Sausalito	20	10	▲ 100%	12	39	▼ 69%	\$2,650,000	\$1,765,000	▲ 50%
Stinson Beach	2*	7*	▼ 71%	21	28	▼ 25%	\$3,050,000	\$3,350,000	▼ 9%
Tiburon	56	23	▲ 143%	12	38	▼ 68%	\$3,308,500	\$2,861,000	▲ 16%
Marin County	897	435	▲ 106%	11	26	▼ 58%	\$1,710,000	\$1,355,000	▲ 26%

* 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 SALE PRICE



SINGLE FAMILY RESIDENCES

\$1,710,000

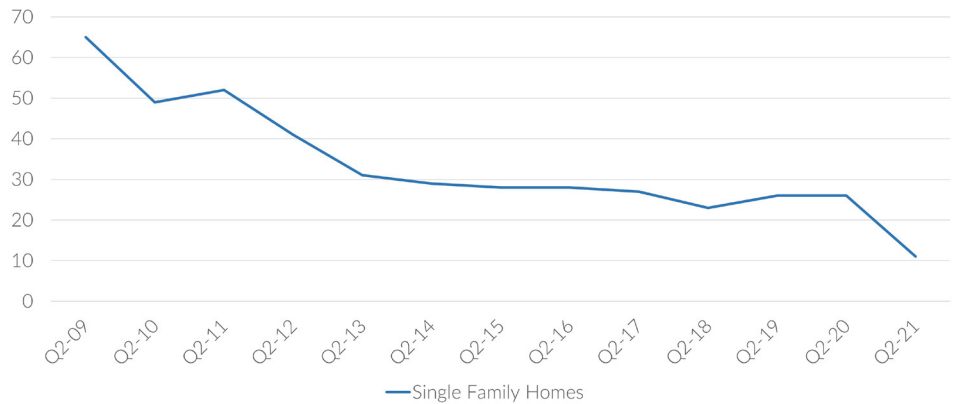
+26.2% year-over-year

MEDIAN MARKET TIME

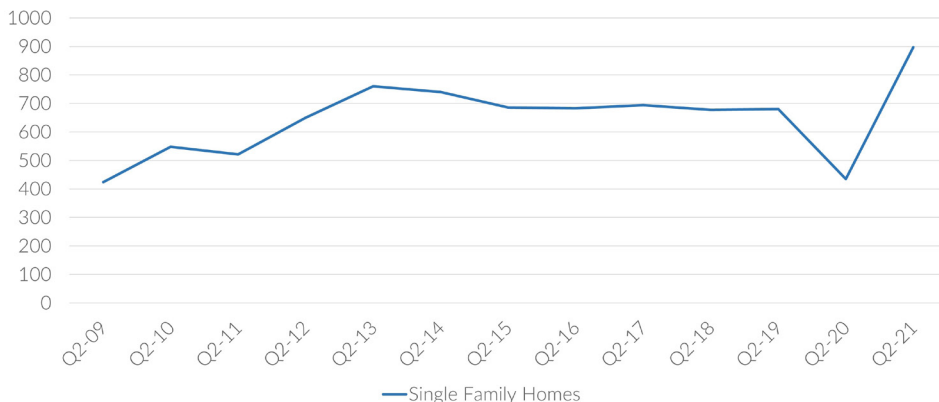
SINGLE FAMILY RESIDENCES

11 days

-15 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

897

+106.2% year-over-year