

MARIN COUNTY MARKET UPDATE | Q3 2021

SNAPSHOT

Though there was some cooling of key metrics from Q2 to Q3, after what was likely the most active spring selling season in the last 20 years, the quarter ended with the county median sale price up 13.4 percent from last year. Keeping in mind the demand explosion that has been driving sale prices up began last Q3; to still have such significantly higher numbers a year later is indicative of the market and current demand. The median days on market recorded at two weeks for the quarter. However, it is not uncommon for more popular homes to sell within a day or two of being listed, usually contingency free and well over asking.

Cities that saw the largest increase in the number of homes sold compared to last year include Ross, San Anselmo, and Larkspur; most other cities actually saw a decrease in sales activity, with the county as a whole down 15.2 percent. Areas with the largest recorded increases in median sale price include Belvedere, Greenbrae, and San Anselmo.

National mortgage rates decreased back under 3.00 percent last week with FreddieMac reporting, 'Mortgage rates continue to hover at around three percent again this week due to rising economic and financial market uncertainties. Unfortunately, with the expectation that both mortgage rates and home prices will continue to rise, competition remains high and housing affordability is declining.'

SINGLE FAMILY HOMES



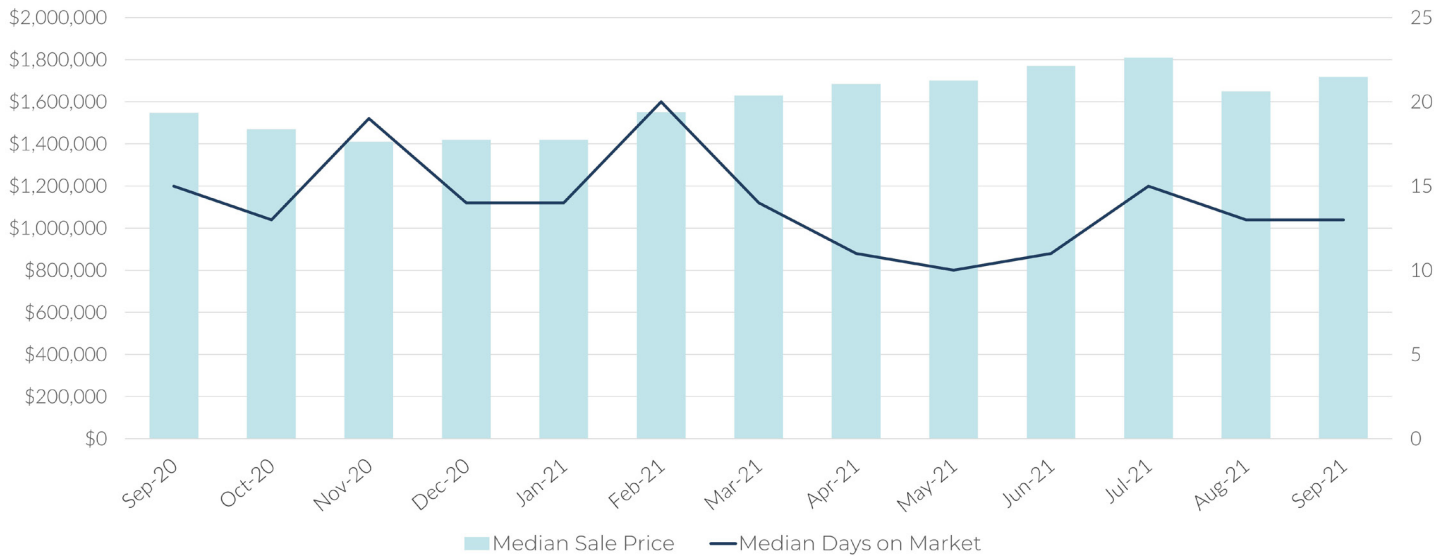
Q3-2021

SALE PRICE	\$1,730,000 ↑
DAYS ON MARKET	14 ↓
\$ / SQ. FT.	\$849 ↑
# FOR SALE LAST DAY OF QUARTER	195 ↓
WENT INTO CONTRACT	657 ↓
PROPERTIES SOLD	721 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+4.1%**

DAYS ON MARKET: **NO CHANGE**

YEAR-OVER-YEAR COMPARISON



Keeping in mind the demand explosion that has been driving sale prices up began last Q3; to still have such significantly higher numbers a year later is indicative of the market and current demand."

MEDIAN

	Q3-2021	Q3-2020	%Δ
SALE PRICE	\$1,730,000	\$1,525,000	+13.4%
DAYS ON MARKET	14	23	-39.1%
\$/ SQ. FT.	\$849	\$745	+14.0%

TOTAL

	Q3-2021	Q3-2020	%Δ
WENT INTO CONTRACT	657	761	-13.7%
PROPERTIES SOLD	721	850	-15.2%
# FOR SALE LAST DAY OF QUARTER	195	286	-31.8%
% OF PROPERTIES SOLD OVER LIST PRICE	66.7%	47.1%	+41.6%
% OF LIST PRICE RECEIVED (AVERAGE)	106.4%	102.3%	+4.0%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

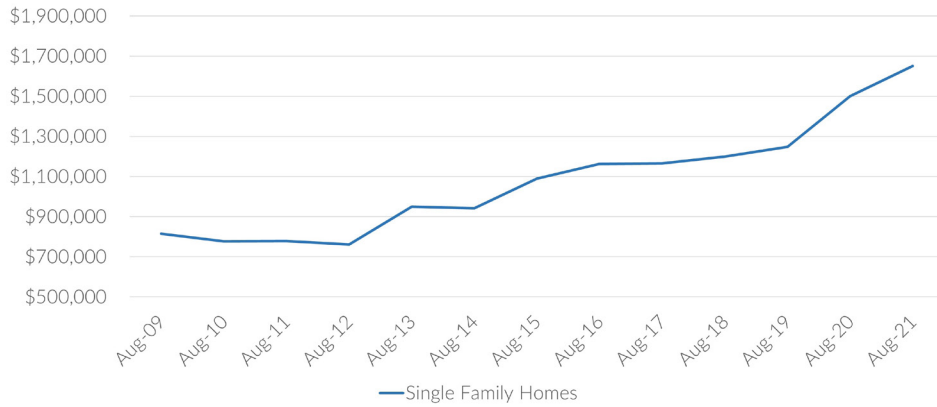
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ	Q3 2021	Q3 2020	%Δ
Belvedere	13	55	▼ 76%	27	20	▼ 35%	\$4,750,000	\$3,148,000	▲ 51%
Corte Madera	28	38	▼ 26%	11	12	▼ 8%	\$1,900,000	\$1,609,613	▲ 18%
Fairfax	31	40	▼ 23%	11	12	▼ 8%	\$1,275,000	\$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%

* 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

\$1,730,000

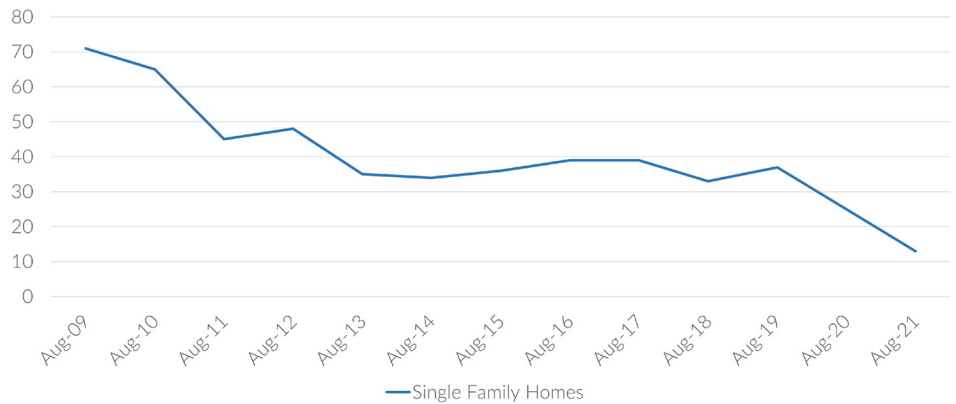
+13.4% year-over-year

MEDIAN MARKET TIME

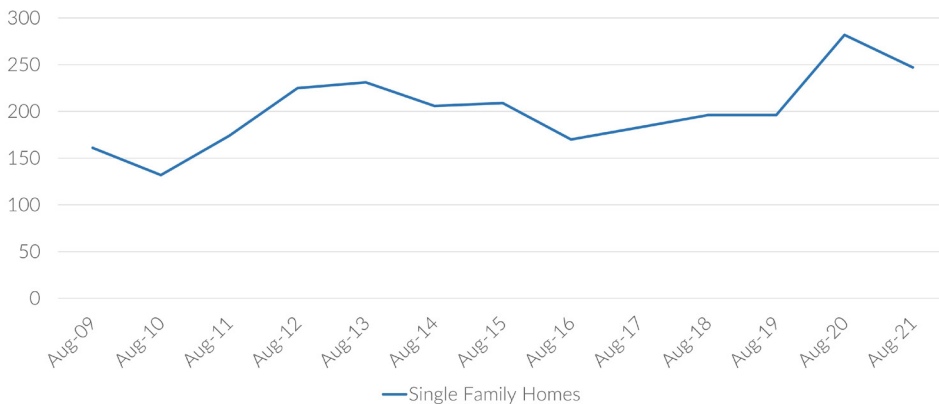
SINGLE FAMILY RESIDENCES

14 days

-9 days change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

721

-15.2% year-over-year