

SNAPSHOT

Unsurprisingly, the third quarter of 2022 saw significant slowdowns due to uncertainty and volatility in financial markets as well as rising interest rates; resulting in lower sales numbers and home-price appreciation trends.

Thus far, Marin is proving more resilient than other areas with the median sales price for single-family homes recording 1.2 percent higher than in Q3 of last year. Similarly, the median price per square foot increased by 4.4 percent. Approximately 525 single-family homes were sold across the county during Q3.

The sales slump that accompanied COVID-19 was followed by an unprecedented demand stretch which continued through the winter holiday season, peaking in spring. Last month did see some uptick in appreciation metrics, though sales numbers were actually lower than in August.

With this shift, we are seeing buyers affecting the pace of the market more substantially than we have previously as they are faced with relatively less competition for the first time in nearly a decade. We expect sales numbers to continue at their relative pace until late November when the winter slowdown historically begins.

National mortgage rates decreased slightly last week, though still remain quite high compared to just one year ago. The large dispersion in rates means it has become even more important for homebuyers to shop around with different lenders.

SINGLE FAMILY HOMES



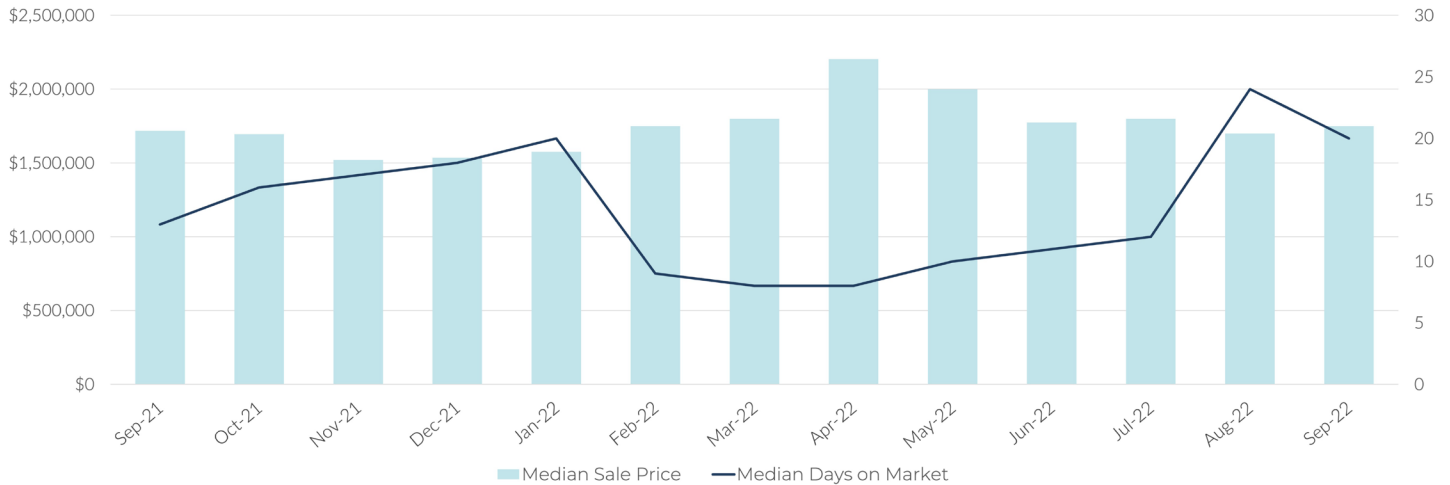
Q3 2022

MEDIAN SALES PRICE	\$1,750,000 ↑
DAYS ON MARKET	18 ↑
\$/SQ. FT.	\$894 ↑
# FOR SALE LAST DAY OF QUARTER	144 ↓
WENT INTO CONTRACT	468 ↓
PROPERTIES SOLD	525 ↓

MARIN COUNTY MARKET UPDATE | Q3 2022

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+2.9%**

DAYS ON MARKET: **-4 days**

YEAR-OVER-YEAR COMPARISON



Thus far, Marin is proving more resilient than other areas with the median sales price for single-family homes recording 1.2 percent higher than in Q3 of last year."

MEDIAN

	Q3-2022	Q3-2021	%Δ
SALE PRICE	\$1,750,000	\$1,730,000	+1.2%
DAYS ON MARKET	18	14	+28.6%
\$/SQ. FT.	\$894	\$856	+4.4%

TOTAL

	Q3-2022	Q3-2021	%Δ
WENT INTO CONTRACT	468	663	-29.4%
PROPERTIES SOLD	525	727	-27.8%
# FOR SALE LAST DAY OF QUARTER	144	237	-39.2%
% OF PROPERTIES SOLD OVER LIST PRICE	51.4%	66.4%	-22.6%
% OF LIST PRICE RECEIVED (AVERAGE)	102.7%	106.3%	-3.4%

YEAR-OVER-YEAR REGION COMPARISON

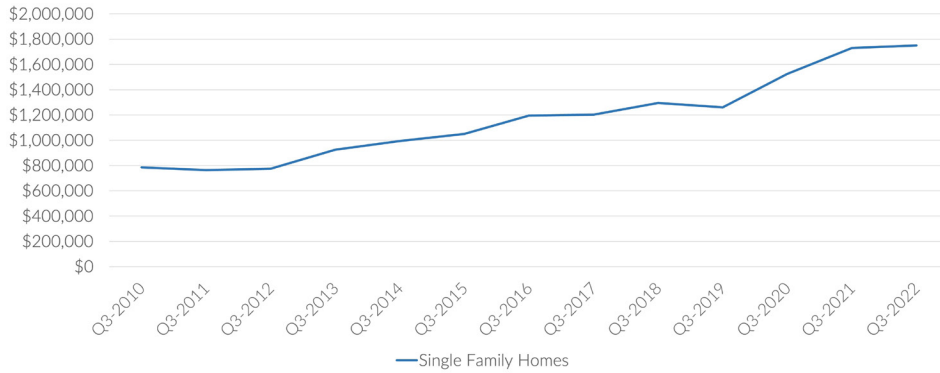
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ
Belvedere	5*	14	▼ 64%	48	22	▲ 118%	\$3,009,000	\$4,692,500	▼ 36%
Corte Madera	29	28	▲ 4%	12	11	▲ 9%	\$1,995,000	\$1,900,000	▲ 5%
Fairfax	24	31	▼ 23%	21	12	▲ 75%	\$1,442,500	\$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%
Marin County	525	727	▼ 28%	18	14	▲ 29%	\$1,750,000	\$1,730,000	▲ 1%

* 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 | Q3 2022

YEAR-OVER-YEAR COMPARISONS

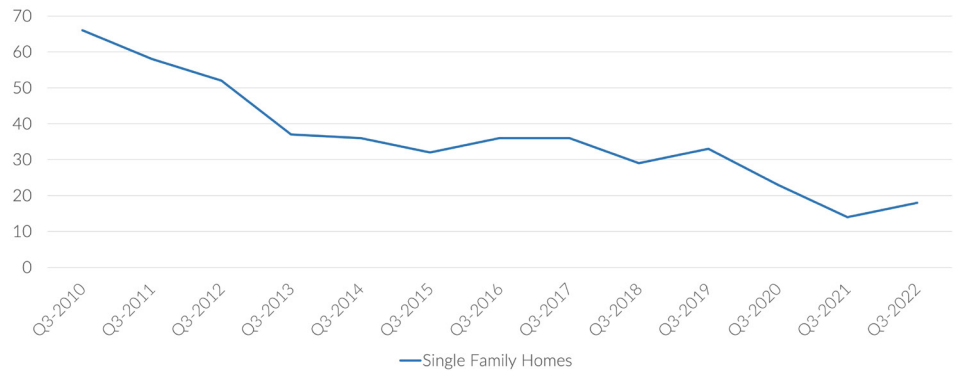
MEDIAN SALES PRICE



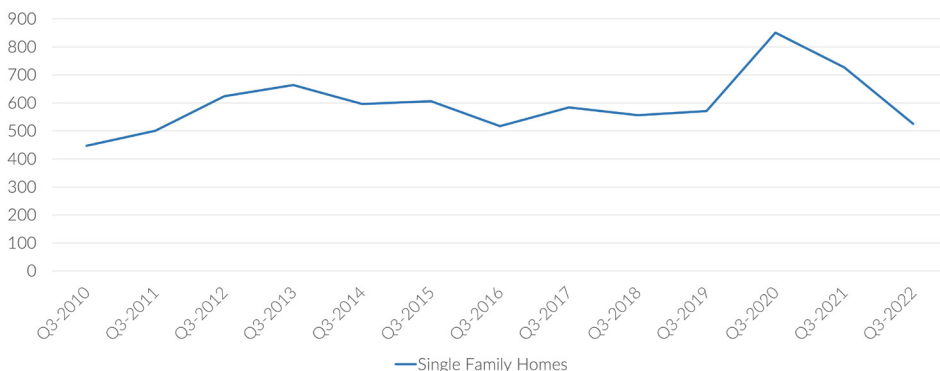
SINGLE FAMILY RESIDENCES
\$1,750,000
+1.2% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
18 days
+4 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
525
-27.8% year-over-year