

SNAPSHOT

Last month, the market demonstrated healthy signs of balance as home sales across the county decreased for the second month in a row. It is important to note that this slowdown is relative, and even though seasonality has once again manifested and we are in the doldrums of summer, the number of homes sold last month was higher than any month in 2018 and 2019! The median sale price decreased for the first time since January, but still recorded 10 percent higher than August of last year.

National mortgage rates remained relatively flat today near historic lows, with FreddieMac reporting, 'While the economy continues to grow, it has lost momentum over the last two months due to the current wave of new COVID cases that has led to weaker employment, lower spending and declining consumer confidence. Consequently, mortgage rates dropped early this summer and have stayed steady despite increases in inflation caused by supply and demand imbalances. The net result for housing is that these low and stable rates allow consumers more time to find the homes they are looking to purchase.'

SINGLE FAMILY HOMES



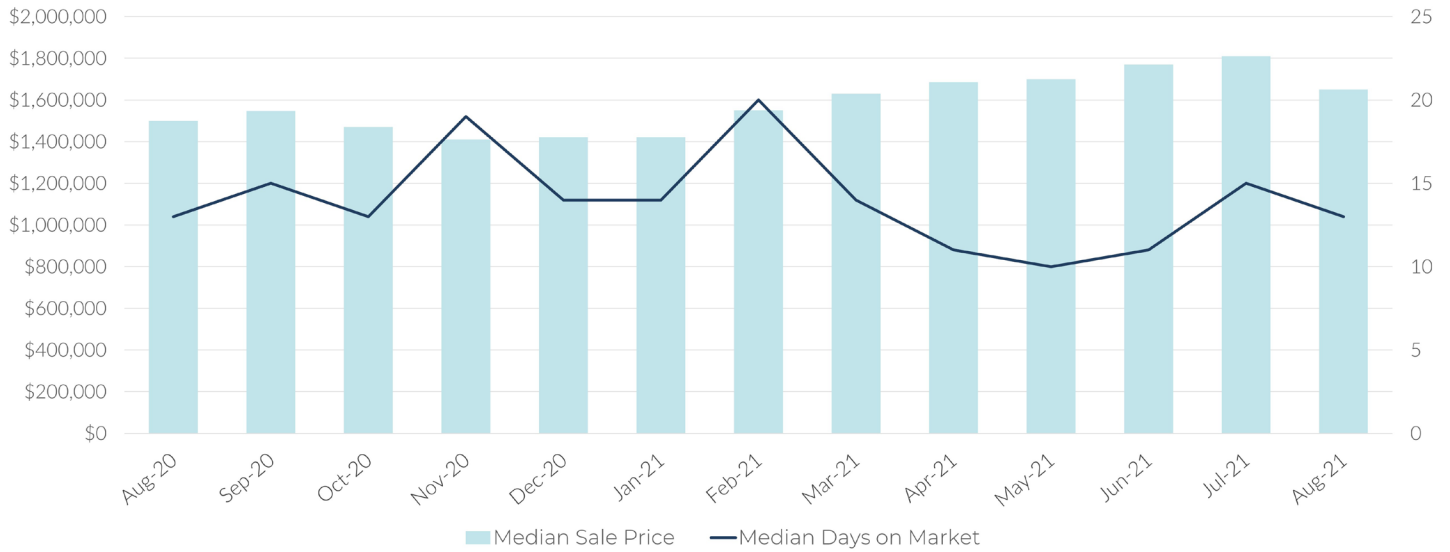
AUGUST-2021

SALE PRICE	\$1,650,000 ↑
DAYS ON MARKET	13 ↓
\$ / SQ. FT.	\$833 ↑
# FOR SALE LAST DAY OF MONTH	192 ↓
WENT INTO CONTRACT	192 ↓
PROPERTIES SOLD	247 ↓

MARIN COUNTY MARKET UPDATE | SEPTEMBER 2021

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-8.8%**

DAYS ON MARKET: **+2 days**

YEAR-OVER-YEAR COMPARISON



... the number of homes sold last month was higher than any month in 2018 and 2019!"

MEDIAN

	AUG-2021	AUG-2020	%Δ
SALE PRICE	\$1,650,000	\$1,500,000	+10.0%
DAYS ON MARKET	13	25	-48.2%
\$/SQ. FT.	\$833	\$758	+9.9%

TOTAL

	AUG-2021	AUG-2020	%Δ
WENT INTO CONTRACT	192	233	-17.6%
PROPERTIES SOLD	247	282	-12.4%
# FOR SALE LAST DAY OF MONTH	192	260	-26.2%
% OF PROPERTIES SOLD OVER LIST PRICE	66.4%	40.8%	+62.7%
% OF LIST PRICE RECEIVED (AVERAGE)	105.9%	101.4%	+4.4%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

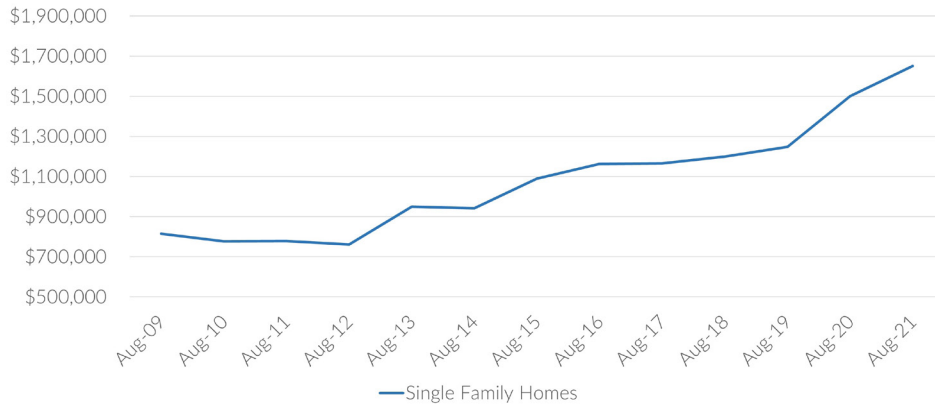
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ	Q2 2021	Q2 2020	%Δ
Belvedere	15	5*	▲ 200%	15	129	▼ 88%	\$4,000,000	\$3,425,000	▲ 17%
Corte Madera	35	12	▲ 192%	10	8	▲ 25%	\$1,825,000	\$1,305,000	▲ 40%
Fairfax	43	17	▲ 153%	12	24	▼ 50%	\$1,350,000	\$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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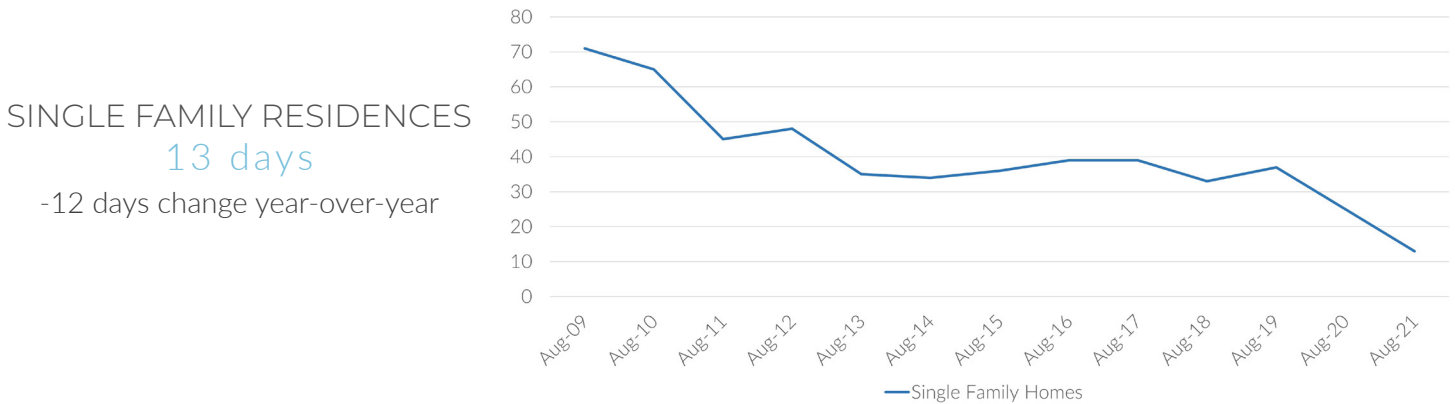
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



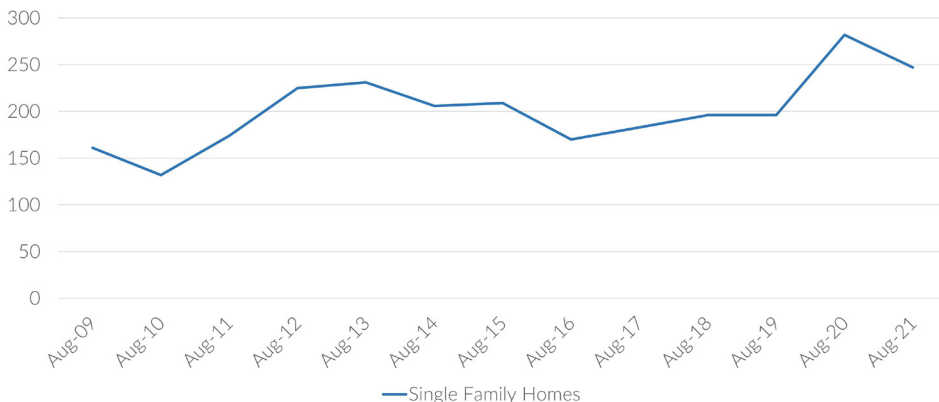
SINGLE FAMILY RESIDENCES
\$1,650,000
 +10.0% year-over-year

MEDIAN MARKET TIME



SINGLE FAMILY RESIDENCES
13 days
 -12 days change year-over-year

NUMBER OF SALES



SINGLE FAMILY RESIDENCES
247
 -12.4% year-over-year

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