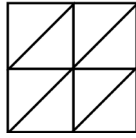


# Marrin

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BELVEDERE

CORTE MADERA

FAIRFAX

KENTFIELD

LARKSPUR

MILL VALLEY

NOVATO

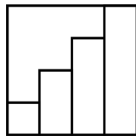
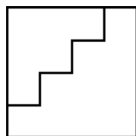
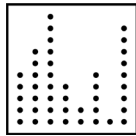
ROSS

SAN ANSELMO

SAN RAFAEL

SAUSALITO

TIBURON



---

COUNTY





37°52'22"N 122°27'52"W

# BELVEDERE

---

Large, historic homes perched on hillsides with commanding views of San Francisco Bay define Belvedere, one of Marin County and the Bay Area's most desirable communities. With waterfront vistas that rival the Côte d'Azur (and prices to match), Belvedere is one of Marin's most exclusive enclaves.

Waterfront activities are the reason many people move to Belvedere. Located on two former islands now filled in with causeways and separated by a private lagoon popular with kayakers, Belvedere is all about water. The San Francisco Yacht Club calls the city home.

There's no disputing that Belvedere is pricey. The lowest-priced homes and fixer-uppers start well north of a million dollars. Homes in the upper echelons fetch tens of millions of dollars.

# BELVEDERE

## INSIGHTS

Q4 2020

14

Sold Listings  
Q4 2020

29

Active Listings  
Q4 2020

\$5.53M

Median Sales Price  
Q4 2020

3

Homes Sold Over \$7M  
Q4 2020

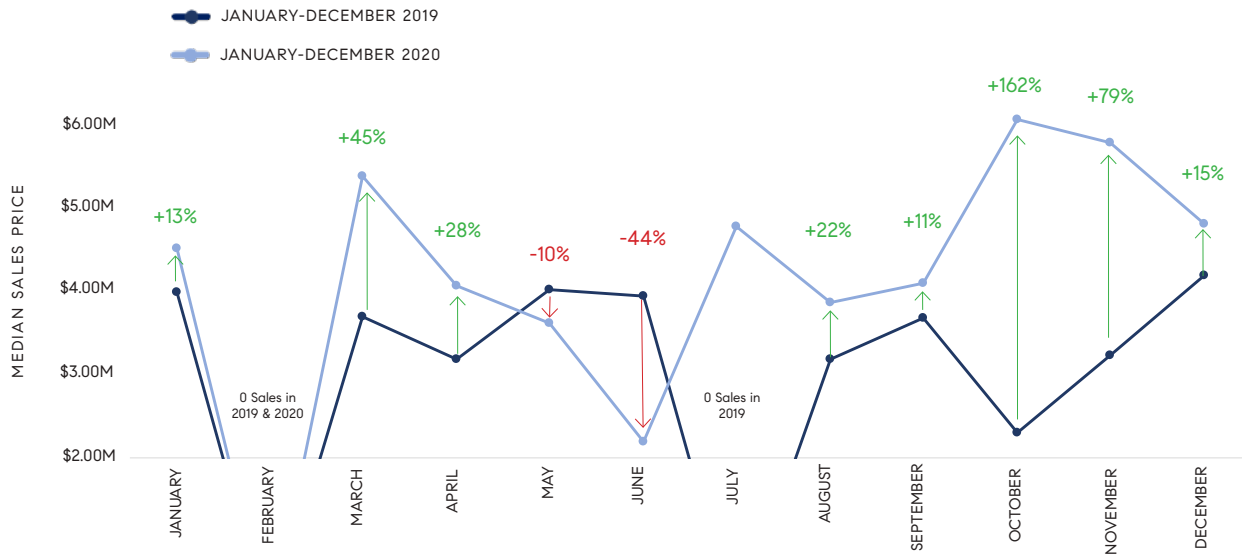
24

Sold Average DOM  
Q4 2020

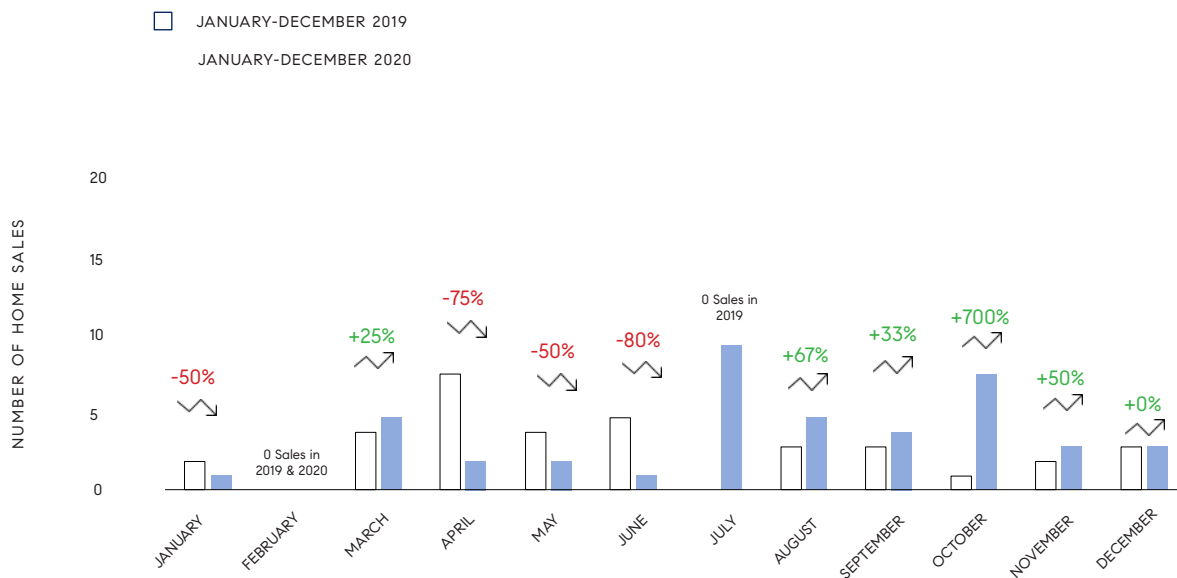
↓ 4%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE




## YEAR-OVER-YEAR CHANGE IN SALES VOLUME









37°55'32"N 122°31'39"W

# CORTE MADERA

---

Nestled between the slopes of Mount Tamalpais and the marshlands of San Francisco Bay, Corte Madera is home to excellent schools and parks and all the expected urban amenities, making it a great place to raise a family in Marin County.

While the malls provide great shopping, there's more to Corte Madera than retailers and easy access to San Francisco. Civic organizations donate the flower baskets that hang on almost every lamppost in town and coordinate the town's blowout 4th of July Parade.

Little Leaguers take full advantage of the spacious, well-tended parks and ball fields. Families have been enjoying the relaxed atmosphere and delicious cuisine available in Corte Madera. The town can also claim Book Passage, an independent bookstore with a busy calendar of classes, workshops, and author readings that bring in literary luminaries.



# CORTE MADERA

## INSIGHTS

Q4 2020

25

Sold Listings  
Q4 2020

53

Active Listings  
Q4 2020

\$1.40M

Median Sales Price  
Q4 2020

2

Homes Sold Over \$3M  
Q4 2020

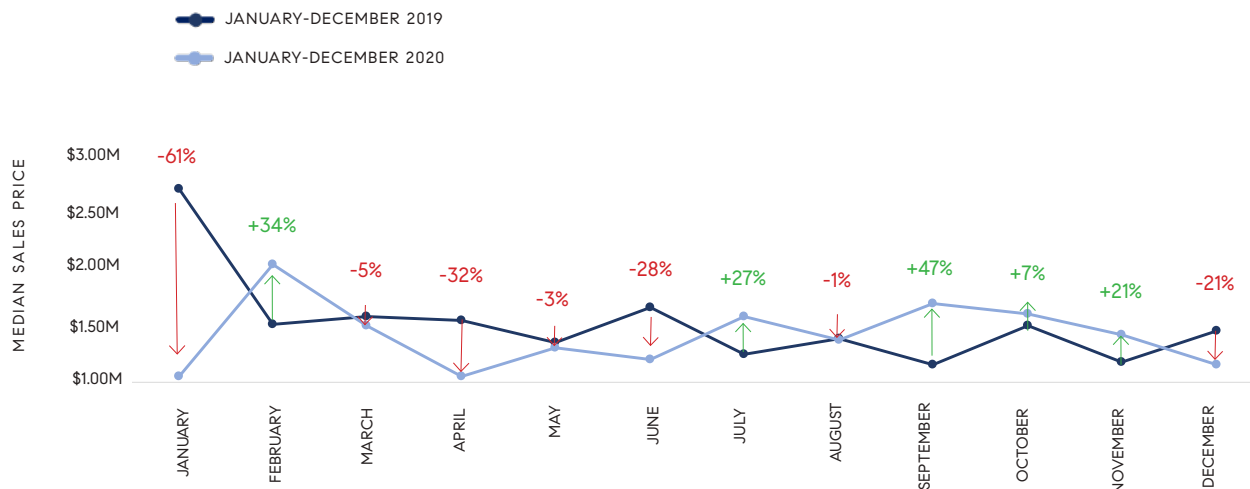
28

Sold Average DOM  
Q4 2020

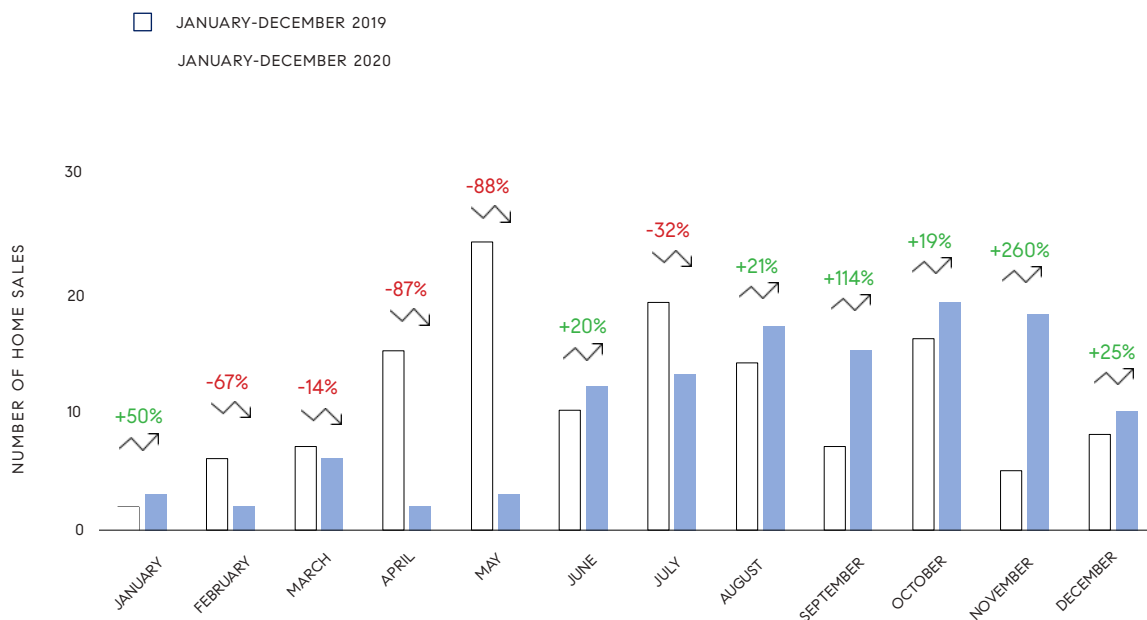
↓ 39%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME





37°59'14"N 122°35'20"W

# FAIRFAX

---

When you purchase a home in Fairfax, you're also purchasing history. There's still a whiff of 1960s counterculture in Fairfax, where the Jefferson Airplane once played softball with the Grateful Dead. This town of 7,500 residents just north of Mount Tamalpais is 30 minutes from San Francisco, less than 20 miles from Point Reyes, and is known as one of Marin County's more affordable communities.

The heart of Fairfax is Broadway Boulevard, which parallels Sir Frances Drake Boulevard, the main traffic corridor heading west. Broadway is a perfect walking street where locals shop at Fairfax Coffee Roastery, purchase fresh local produce at the farmers market, and duck into Fairfax Variety for toys, tchotchkes, and candy. If Fairfax feels like it is living in a time warp, that's just fine with its residents, who have passed ordinances prohibiting chain stores, plastic bags, and Styrofoam takeout-food packaging. The art-deco movie theater and 19 Broadway Bar & Night Club are at the center of the action when it comes to nightlife in Fairfax.



# FAIRFAX

## INSIGHTS

Q4 2020

26

Sold Listings  
Q4 2020

29

Active Listings  
Q4 2020

\$1.20M

Median Sales Price  
Q4 2020

1

Homes Sold Over \$2M  
Q4 2020

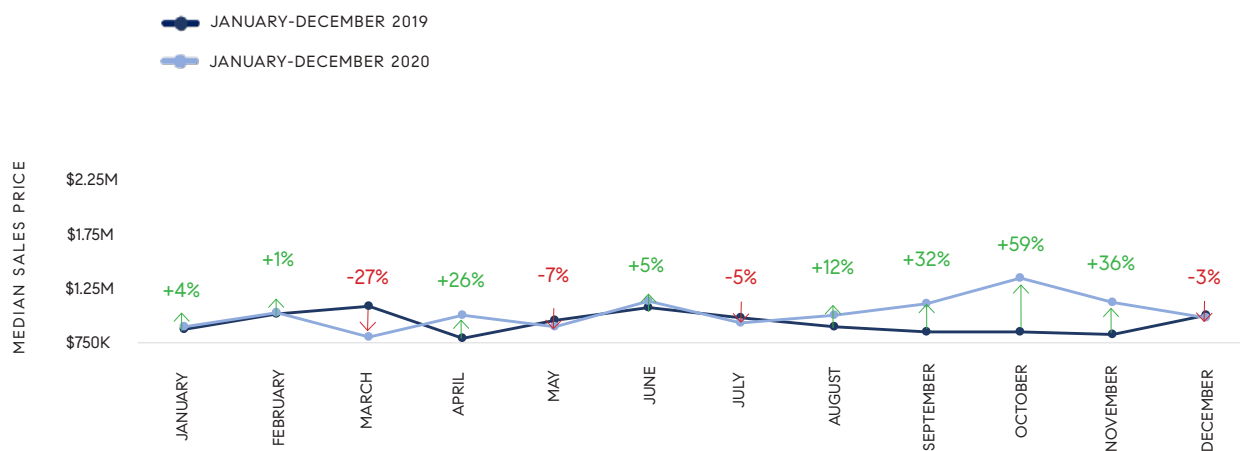
29

Sold Average DOM  
Q4 2020

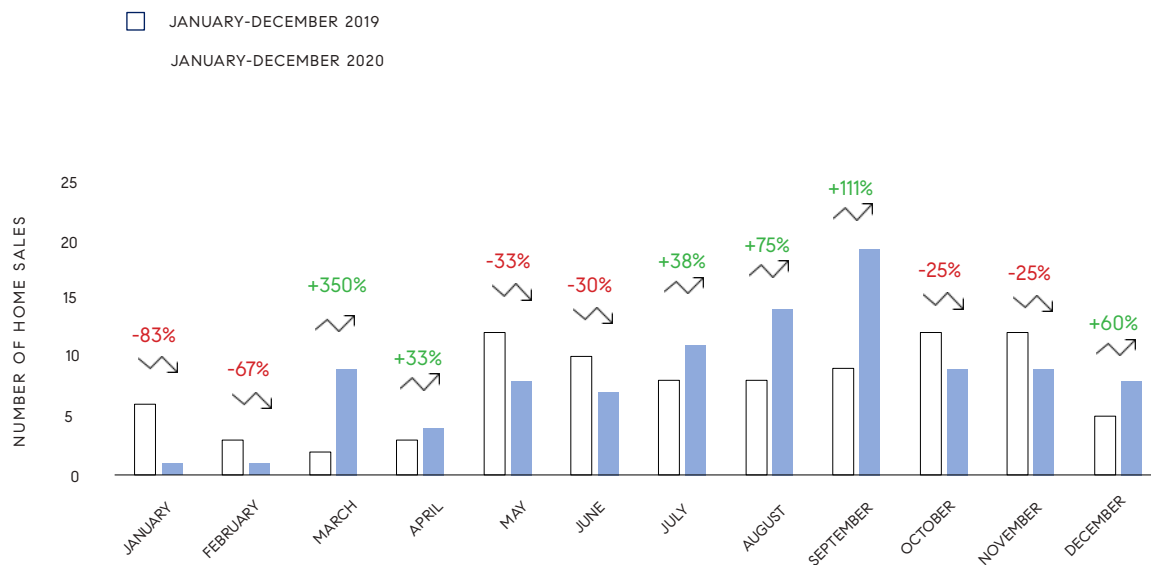
↓ 19%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME







37°57'05"N 122°33'16"W

# KENTFIELD

---

Located just west of Greenbrae, Kentfield is a small and tranquil central Marin County community, with 6,930 residents. Settled during the Gold Rush era, Kentfield is now largely residential, though the small downtown section hearkens back to the community's historic past.

Living in Kentfield offers residents a sparse suburban feel and is a great place to raise a family. In Kentfield there are a lot of restaurants, coffee shops, and parks. Many retirees live in Kentfield and the public schools in the area are highly rated.



# KENTFIELD

## INSIGHTS

Q4 2020

23

Sold Listings  
Q4 2020

24

Active Listings  
Q4 2020

\$3.55M

Median Sales Price  
Q4 2020

1

Homes Sold Over \$7M  
Q4 2020

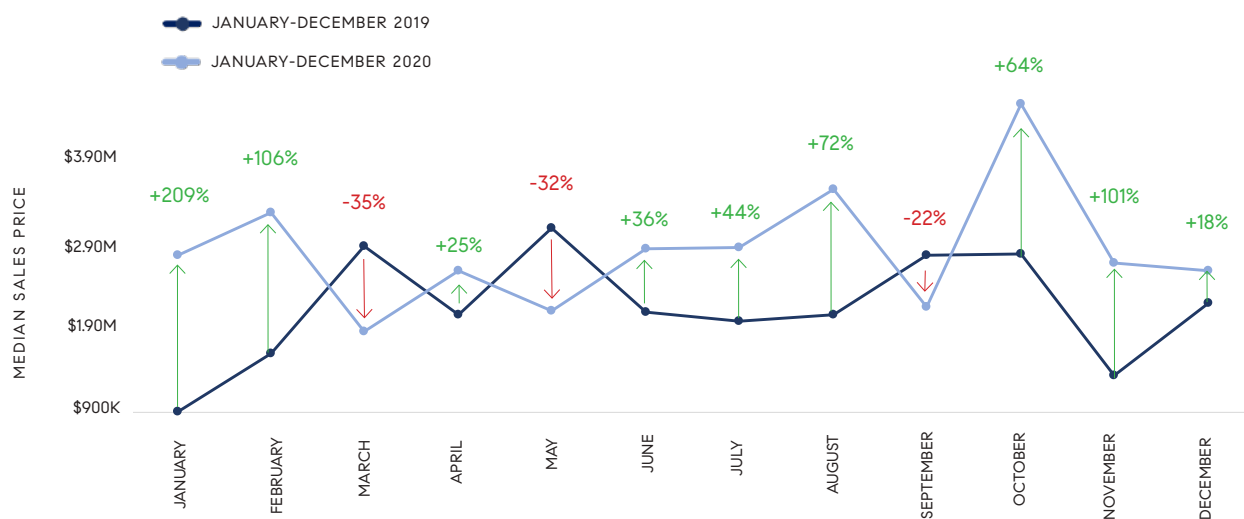
21

Sold Average DOM  
Q4 2020

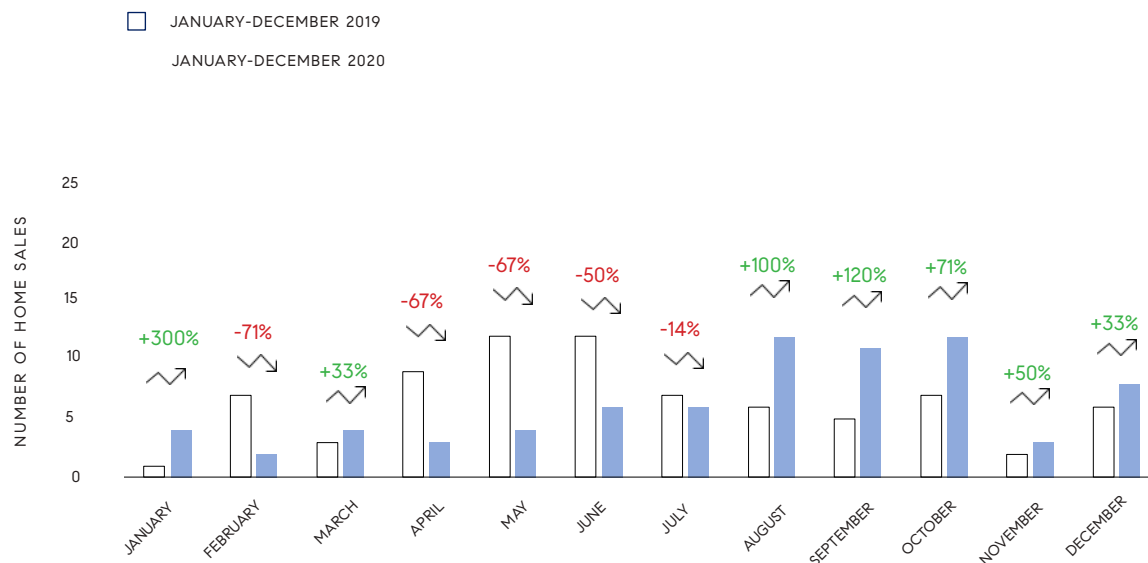
↓ 27%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME









37°56'03"N 122°32'07"W

# LARKSPUR

---

One of the most spectacular features of houses in Larkspur is the scenery surrounding them. Redwoods rule in Larkspur. In Baltimore Park and Baltimore Canyon, giant redwoods grow straight out of the road, while the streets gently curve their way around these massive trees.

Tucked away under the redwoods beneath Mount Tamalpais, Larkspur boasts a great dining scene. The main street, Magnolia Avenue, is a vibrant destination for food lovers who frequent restaurants such as Pizzeria Picco, Emporio Rulli, and the Left Bank Brasserie. The Lark Theater, also on Magnolia, has been restored to its art-deco glory by a community effort and screens first-run films.

The Larkspur and Corte Madera Creek paths run a few blocks parallel to Magnolia on a former railroad right-of-way and are popular with families, dog walkers, and bikers on their way to Point Reyes.



# LARKSPUR

## INSIGHTS

Q4 2020

26

Sold Listings  
Q4 2020

39

Active Listings  
Q4 2020

\$1.93M

Median Sales Price  
Q4 2020

7

Homes Sold Over \$3M  
Q4 2020

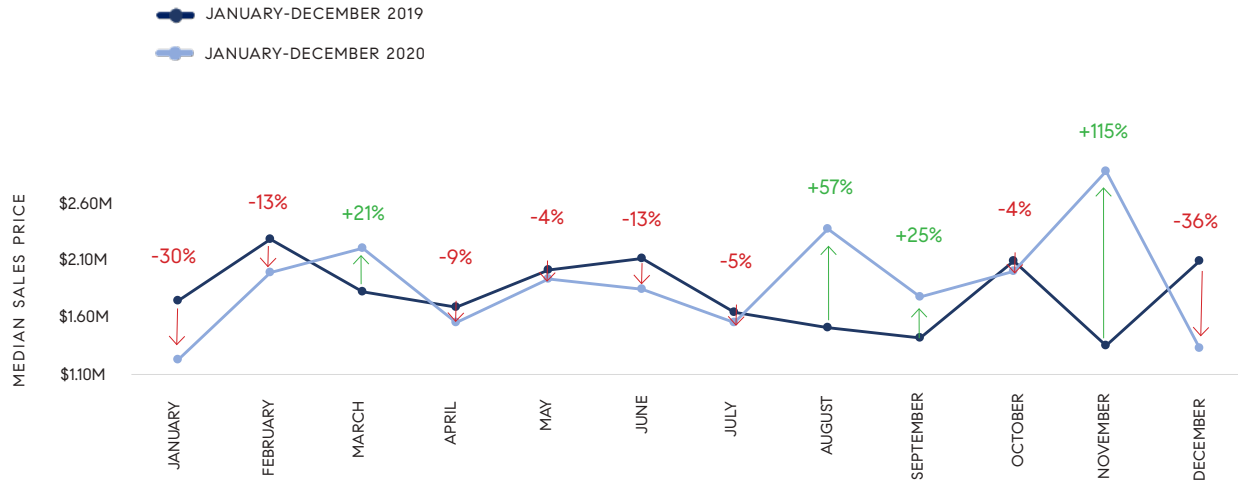
36

Sold Average DOM  
Q4 2020

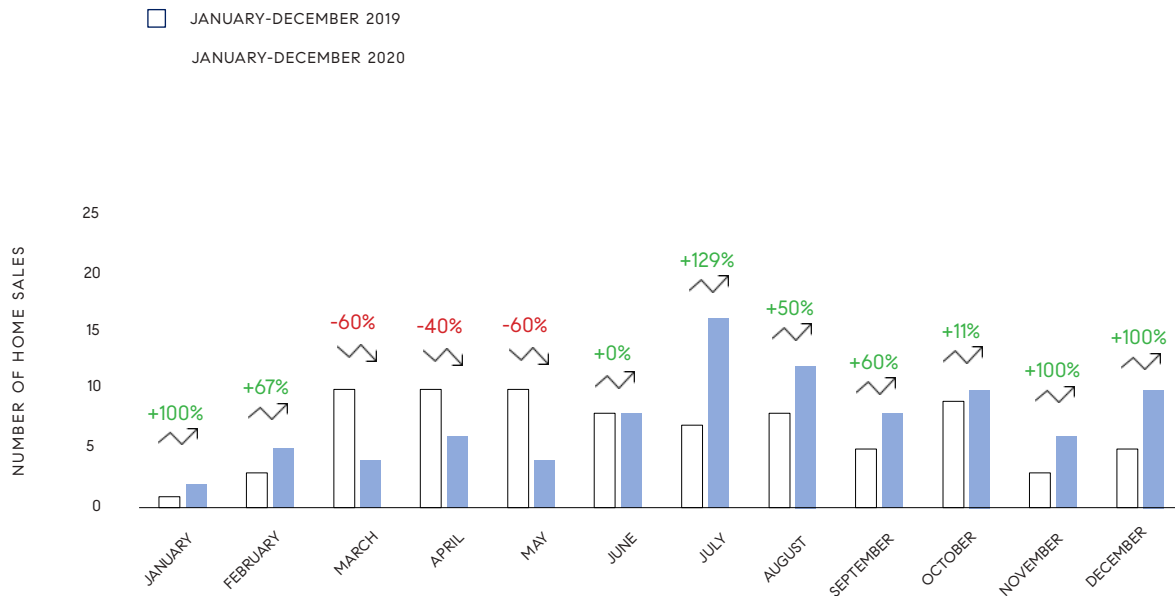
↑ 8%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME









37°54'22"N 122°32'42"W

# MILL VALLEY

---

Family-friendly Mill Valley is all about schools and sports. Nestled at the foot of Mount Tamalpais, homes in the Marin County city range from 500-square-foot hunter's cabins to multimillion-dollar mansions tucked away on winding, narrow lanes under the redwoods.

Coffee is king in Mill Valley. Downtown, three separate coffee shops do a brisk business. At the Depot, as the sunny town center is called, moms with strollers, kids on tricycles, and teenagers kicking hacky sacks relax in the open-air plaza, which now houses an independent bookstore and cafe. The Depot is also a jumping-off spot for hikers and mountain bikers heading up the slopes of Mount Tamalpais. Nightlife in Mill Valley is anchored by Sweetwater Music Hall, which hosts many well-known musical acts.

As the groomed playing fields at the community center attest, sports are big in Mill Valley, with soccer, baseball, and lacrosse leagues all popular.



# MILL VALLEY

## INSIGHTS

Q4 2020

124

Sold Listings  
Q4 2020

160

Active Listings  
Q4 2020

\$1.67M

Median Sales Price  
Q4 2020

11

Homes Sold Over \$3M  
Q4 2020

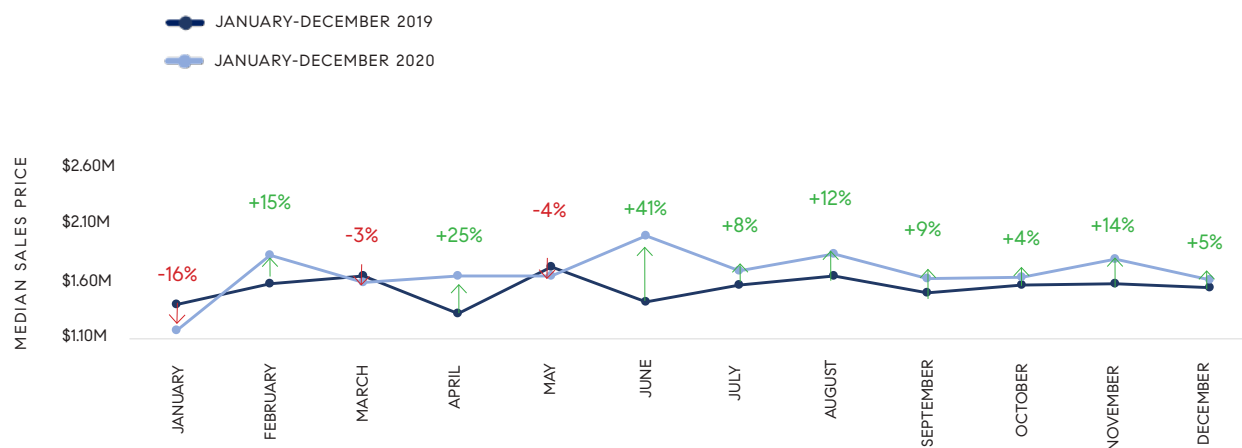
33

Sold Average DOM  
Q4 2020

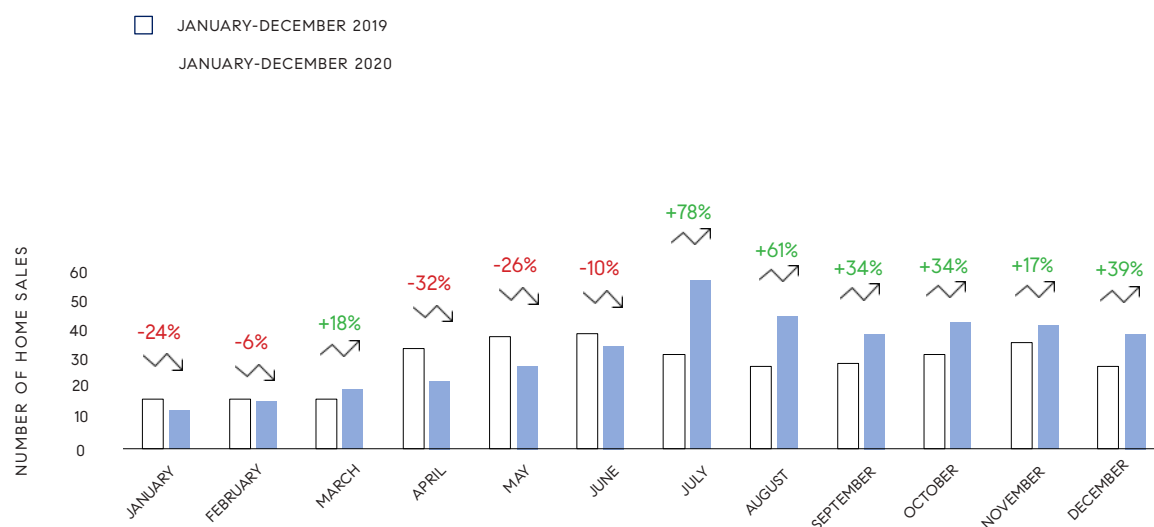
↓ 11%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME





38°06'27"N 122°34'11"W

# NOVATO

---

Located in the rolling hills and valleys of northern Marin County, Novato is the second-largest community in the county. Formerly known as a gateway to the Wine Country, Novato is increasingly being discovered as a destination in its own right. The reasons: great weather, a lively downtown, and homes that provide the best value in Marin.

Upscale housing includes the luxury homes of Black Point, waterfront living on the lagoons of Bel Marin Keys, the wooded Alameda Del Prado, and Indian Valley Road and its horse-country estates.

Big-box shopping is concentrated in the Vintage Oaks Shopping Center, which houses a Costco, a Target, and a Macy's Furniture, among other businesses. Downtown, a beautification program has brought new life to the businesses along Grant Avenue. The downtown area is alive with a Tuesday evening farmers' market, outdoor movies, parades, and art and wine festivals. In the '90s, military base Hamilton Field was converted to new housing and a business park. The former hangars now house cutting-edge biotech companies, digital development companies, the Marin Museum of Contemporary Art, and more than 40 art studios. Novato is also headquarters of large insurance company Fireman's Fund, as well as the Buck Institute, a research organization that focuses solely on aging.



# NOVATO

## INSIGHTS

Q4 2020

226

Sold Listings  
Q4 2020

268

Active Listings  
Q4 2020

\$925K

Median Sales Price  
Q4 2020

2

Homes Sold Over \$3M  
Q4 2020

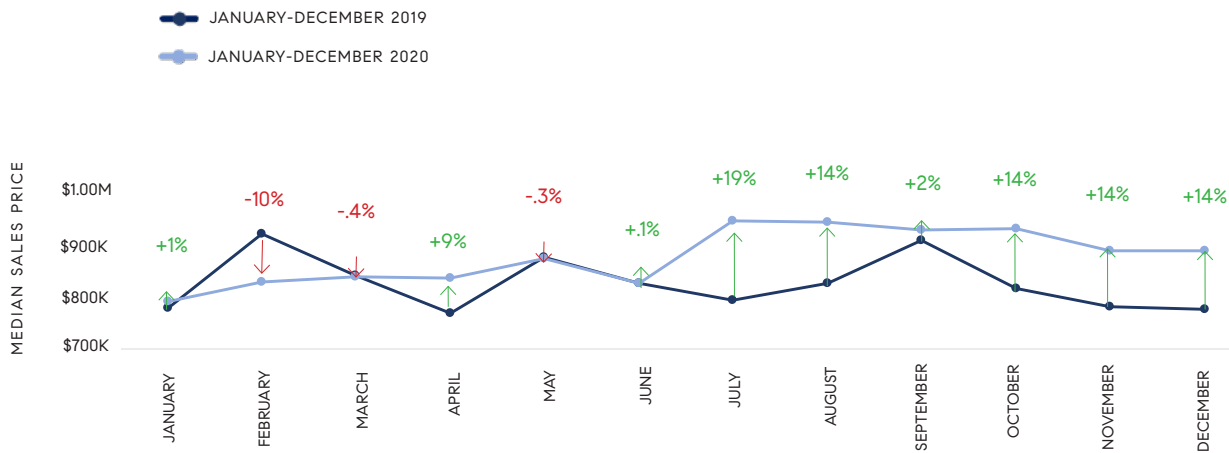
40

Sold Average DOM  
Q4 2020

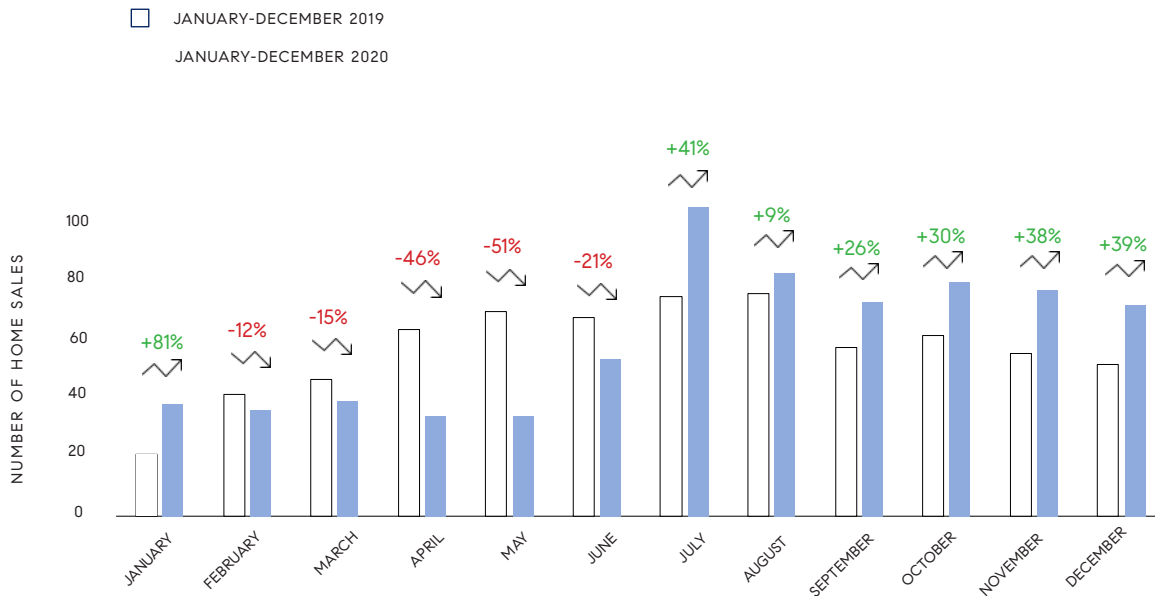
↓ 15%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME











37°57'45"N 122°33'18"W

# ROSS

---

Don't let the grand homes, private tennis courts, and gated drives fool you; beneath its opulent exterior, Ross remains a perfect place to raise a family.

Local families can be found relaxing the pristine Ross Common, or picnicking, hiking, and fishing around nearby Phoenix Lake. Hiking and biking trails abound, and it's easy to spend an entire day on Mount Tamalpais.

Diners can choose from Italian home cooking at Trattoria Fresco or French provincial cuisine at Marche aux Fleurs, a restaurant noted for its elegant garden dining and menu featuring the freshest, local seasonal ingredients available.



# ROSS INSIGHTS

Q4 2020

8

Sold Listings  
Q4 2020

19

Active Listings  
Q4 2020

\$4.30M

Median Sales Price  
Q4 2020

2

Homes Sold Over \$7M  
Q4 2020

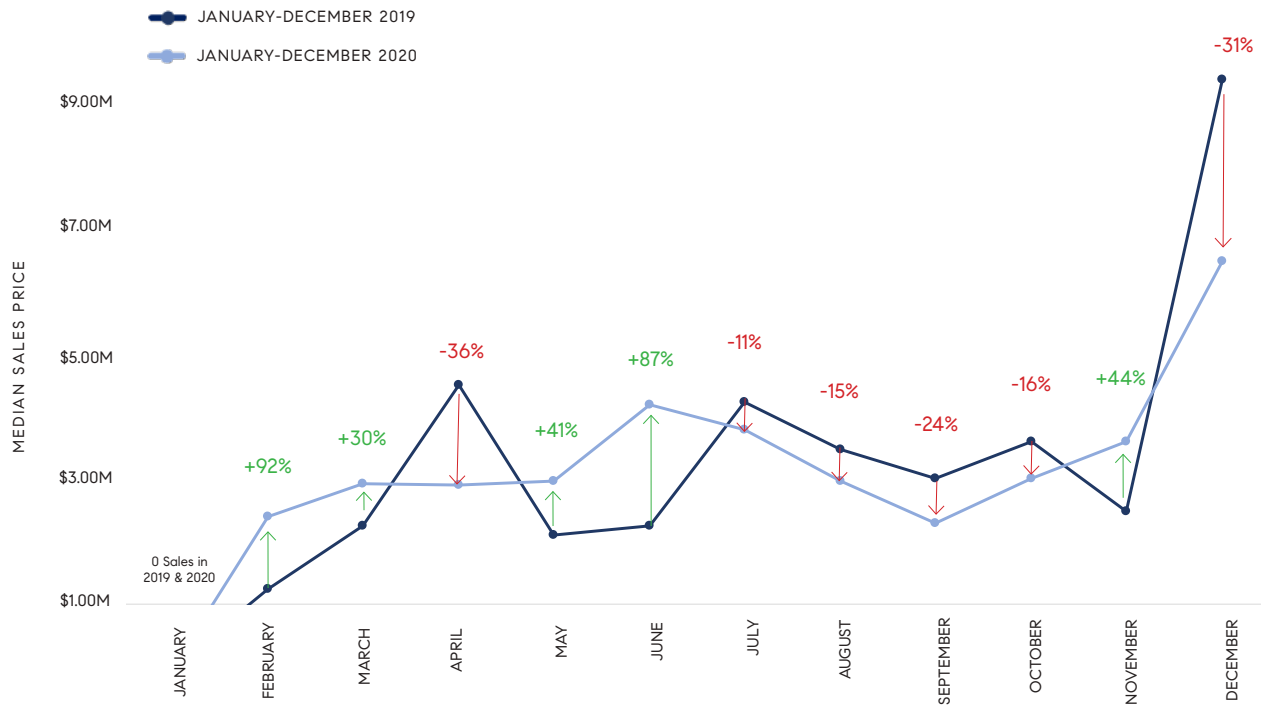
40

Sold Average DOM  
Q4 2020

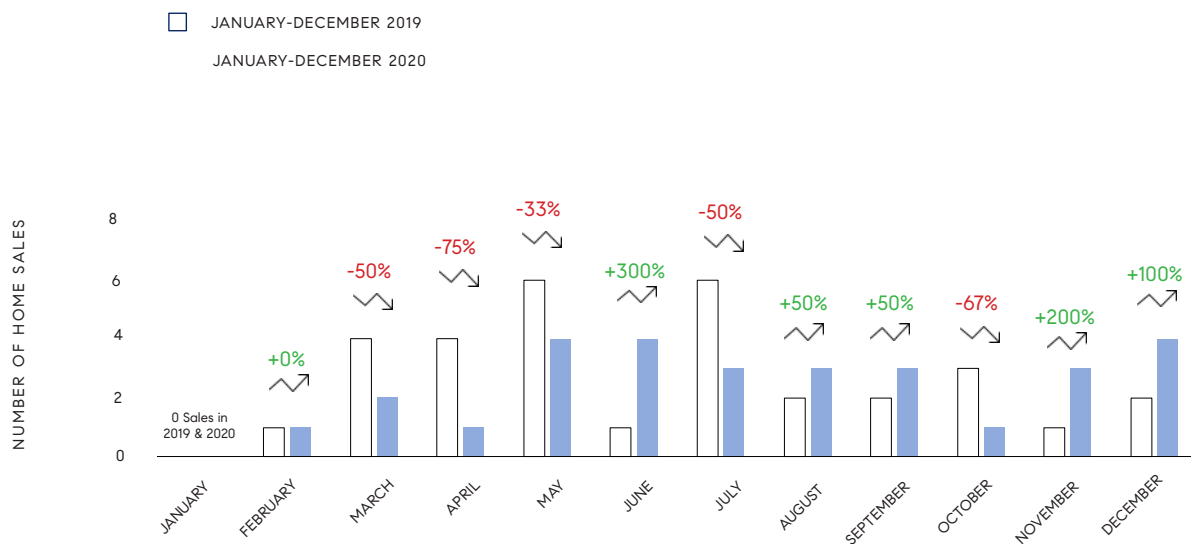
↓ 29%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME





37°58'29"N 122°33'42"W

# SAN ANSELMO

---

Great weather, access to hiking and biking trails, good schools, and a strong, vibrant downtown make San Anselmo a desirable destination for Marin County homebuyers looking to live a little off the beaten track.

The neighborhood surrounding the San Francisco Theological Seminary is a quiet, leafy enclave of large, older houses with well-tended yards. Heading up Butterfield Road will take you to the rolling hills above San Anselmo and sweeping views of the open spaces, grasslands, and oak trees of northern Marin County. Downtown, locals get their fill of gourmet comfort food at Comforts and their caffeine fix at the Marin Coffee Roasters. Shopping for antiques is a notable pastime here, with numerous stores devoted to discovering the perfect find.

San Anselmo is a town made for strolling. Small shops and many restaurants line the main street, which backs onto the active San Anselmo Creek. Insalata's and Cucina Restaurant & Wine Bar are popular dinner destinations with locals.





# SAN ANSELMO

## INSIGHTS

Q4 2020

60

Sold Listings  
Q4 2020

66

Active Listings  
Q4 2020

\$1.54M

Median Sales Price  
Q4 2020

5

Homes Sold Over \$3M  
Q4 2020

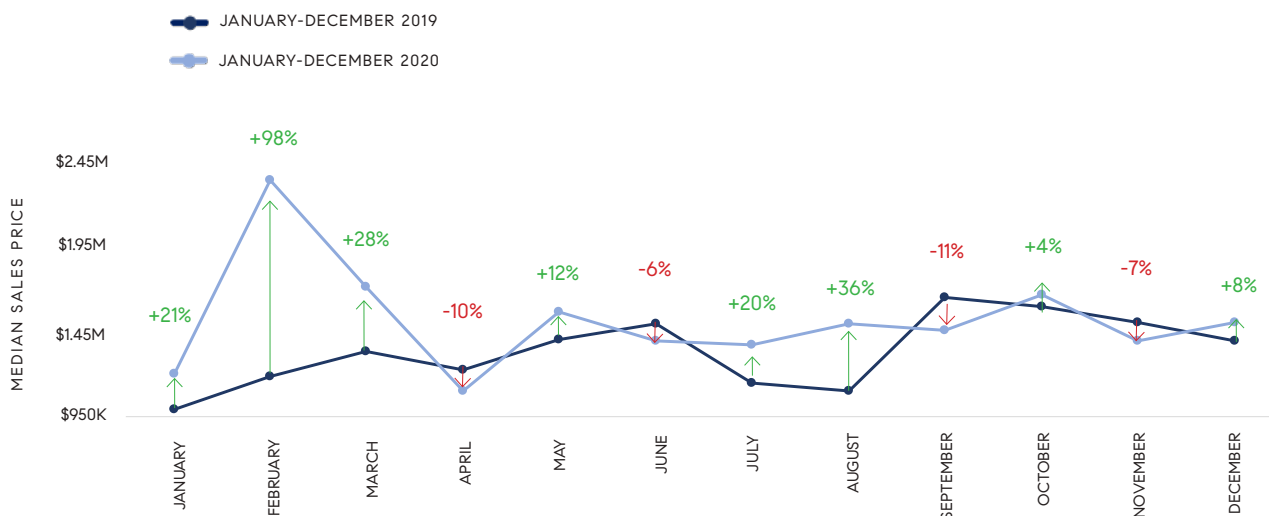
21

Sold Average DOM  
Q4 2020

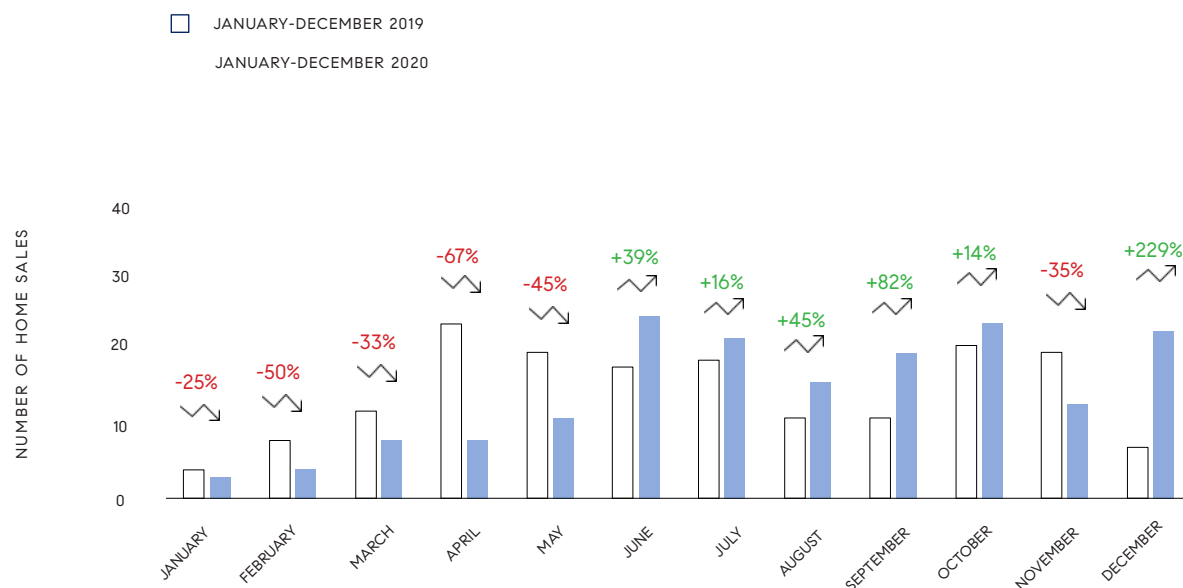
↓ 31%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME







37°58'25"N 122°31'52"W

# SAN RAFAEL

---

The county seat of Marin, San Rafael is large, diverse, eclectic, and historic. That history stretches from California's beginnings, with the 1817 founding of Mission San Rafael on the old El Camino Real, to the construction of the eye-popping Marin Civic Center in the 1960s. Designed by renowned architect Frank Lloyd Wright, the Civic Center was completed in 1962 and is so futuristic that it pops up in science-fiction films.

San Rafael still looks to the future thanks to a vibrant downtown redevelopment effort. The focal point of downtown is the Smith Rafael Film Center, which features a state-of-the-art multiplex cinema that screens independent and foreign films. The neighborhoods of San Rafael are very distinctive. From the sought-after midcentury Eichler homes of Terra Linda to the Victorians that surround Dominican College and the custom homes of Lucas Valley, San Rafael provides diversity of price and style.

It's also easy to get away from it all in San Rafael. Nearby China Camp State Park is a jewel by the bay, offering: a kid-friendly, walk-in campground for tents only; a shallow, protected swimming beach; and biking and running trails.



# SAN RAFAEL

## INSIGHTS

Q4 2020

213

Sold Listings  
Q4 2020

277

Active Listings  
Q4 2020

\$1.21M

Median Sales Price  
Q4 2020

10

Homes Sold Over \$2M  
Q4 2020

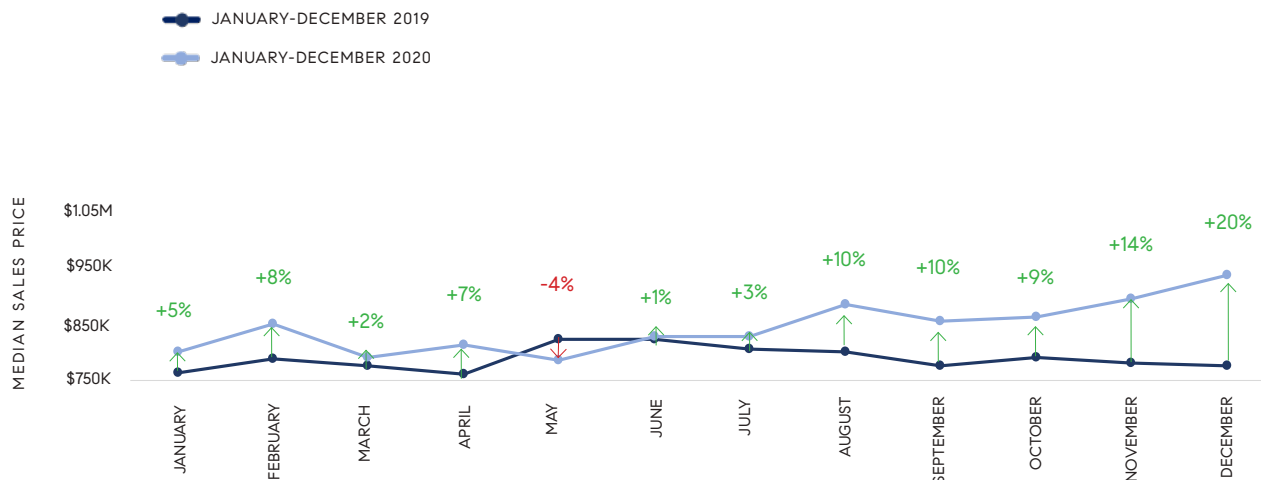
35

Sold Average DOM  
Q4 2020

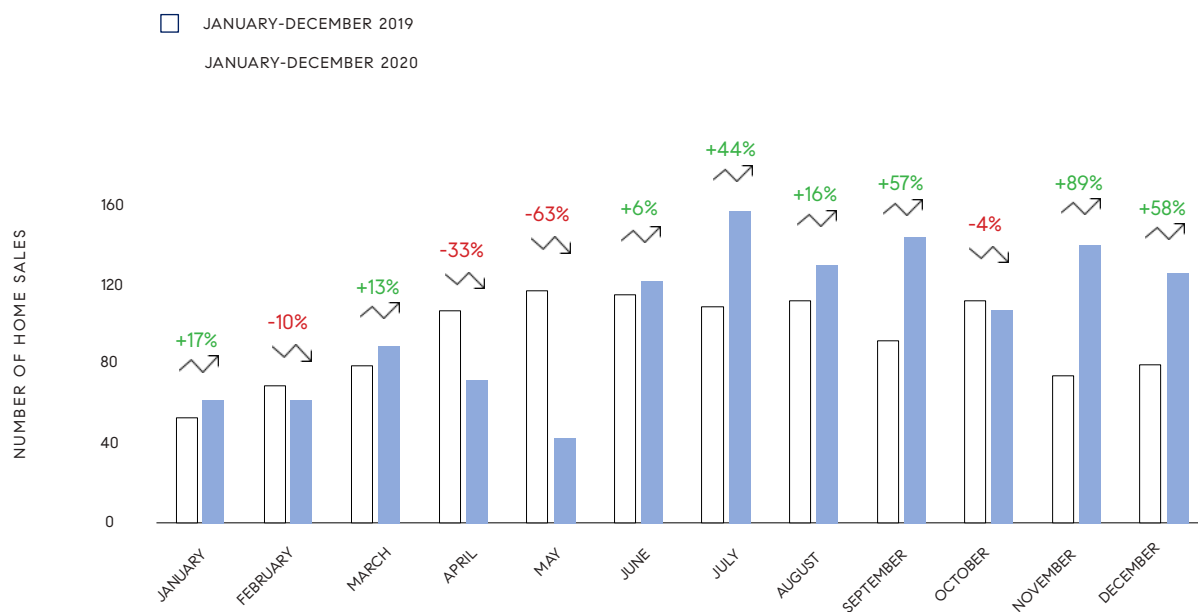
↓ 22%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME







37°51'20"N 122°29'04"W

# SAUSALITO

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Sausalito offers some the best views of San Francisco that Marin County has to offer. Stroll along the bayfront promenade on a weekend, and you'll hear the languages of visitors who come to Sausalito from all over the world. Tourists come for the Sausalito Art Festival, its hidden walks, its funky houseboat colonies, its seafood, and unforgettable views. But come during a weekday, and you'll likely have it all to yourself.

Sausalito's Bridgeway is home to pleasant Dunphy Park, while the local library and Studio 333, a warehouse-sized art gallery, are a few blocks away. Food runs the gamut from Sushi Ran to Smitty's Bar - where the bartender knows you your name and the kitchen serves up a delicious and unpretentious cheeseburger and fries.

Increasingly, Sausalito is home to new media and green-tech entrepreneurs who have traded in the Silicon Valley commute for a walk to headquarters along the Waterfront and Marinship District. Located just north of the Golden Gate Bridge, Sausalito boasts quick access to San Francisco by car, bus, ferry, or bike.



# SAUSALITO

## INSIGHTS

Q4 2020

29

Sold Listings  
Q4 2020

59

Active Listings  
Q4 2020

\$1.34M

Median Sales Price  
Q4 2020

5

Homes Sold Over \$3M  
Q4 2020

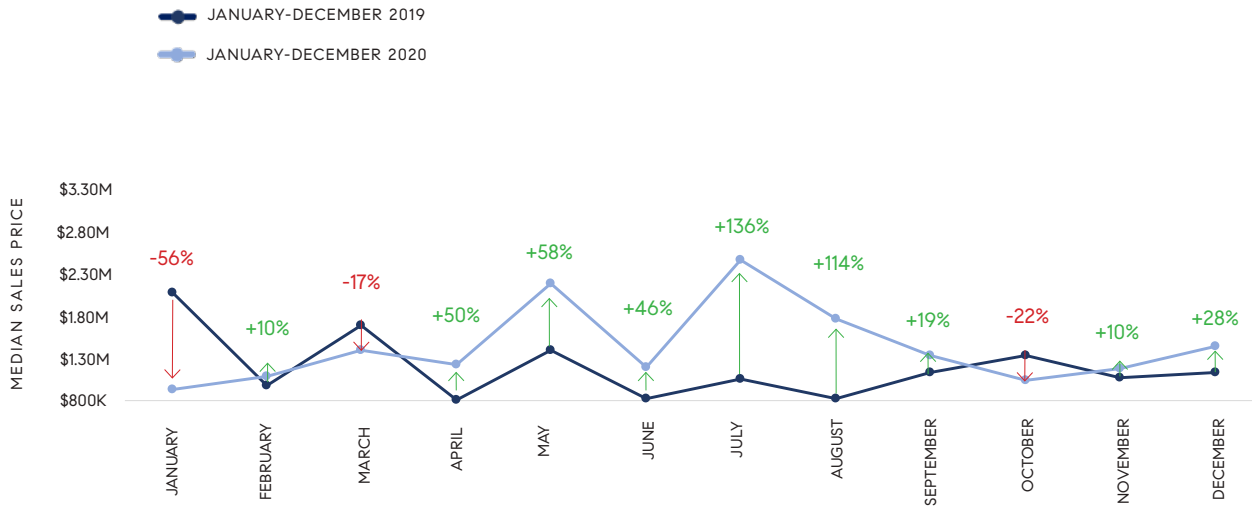
68

Sold Average DOM  
Q4 2020

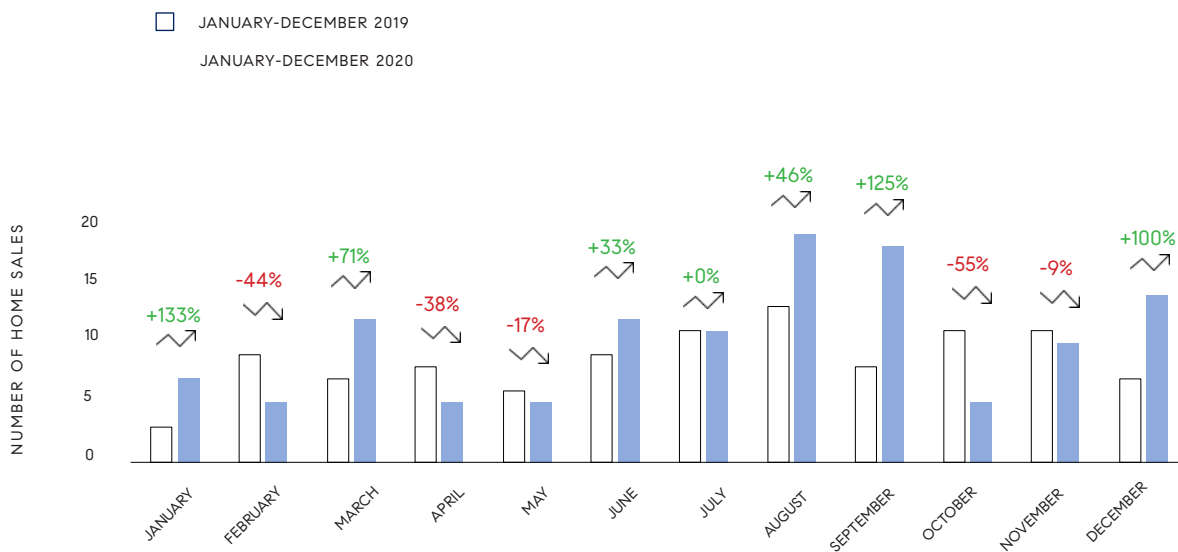
↑ 14%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME







37°52'15"N 122°27'14"W

# TIBURON

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For a town of less than 10,000 residents, Tiburon offers a variety of activities that belies its small size. The annual Tiburon International Film Festival brings films from around the world. Residents enjoy shopping in the elegant boutiques along Ark Row, a leafy, block-long enclave of tiny shops that were once floating arks, and dining at the excellent restaurants along Main Street. For the nautically inclined, Tiburon's Corinthian Yacht Club hosts races on the bay. Ferries to San Francisco and Angel Island State Park leave from the dock at Tiburon.

Tiburon's parks are strung out like pearls on a necklace along the water's edge. Blackie's Pasture, named after an old swaybacked horse that once lived here, is a popular spot for hikers, joggers, bikers, moms with strollers, and dog walkers. On weekends, the parks fill up with soccer players of all ages.



# TIBURON

## INSIGHTS

Q4 2020

61

Sold Listings  
Q4 2020

98

Active Listings  
Q4 2020

\$2.76M

Median Sales Price  
Q4 2020

1

Homes Sold Over \$7M  
Q4 2020

80

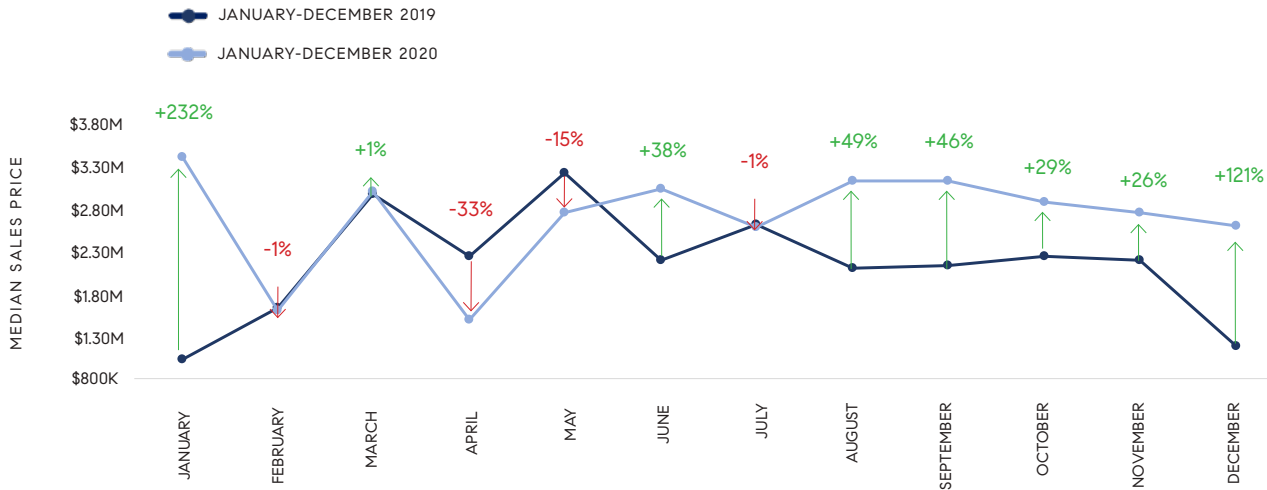
Sold Average DOM  
Q4 2020



0%

YoY % Change in  
Sold Average DOM

## YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE



## YEAR-OVER-YEAR CHANGE IN SALES VOLUME

