



**Marin County Real Estate**  
May 2021 Report

**COMPASS**

## Year-to-Date, Year-over-Year Changes Comparing Jan.-April 2021 with Jan.-April 2020

Median house sales price: + 24%, \$1,610,000 in 2021 YTD  
Median house \$/sq.ft. value: + 23%

Median condo sales price: + 8%, \$700,000 in 2021 YTD  
Median condo \$/sq.ft. value: + 10%

House sales volume: + 105%  
House – active listings at end of month: - 30%  
Luxury home sales, \$3,000,000+: + 277%

Condo sales volume: + 43%  
Condo – active listings at end of month: - 16%

Months supply of inventory: - 42% (much less supply vs. demand)

House median days on market: down to 16 from 29 days  
Condo median days on market: down to 32 from 34 days

House – % of sales over list price: up to 65% from 39% of sales  
Condo – % of sales over list price: down to 37% from 41% of sales

House – median SP to LP %: up to 103.3% from 100% of list price\*  
Condo – median SP to LP %: flat at 100% of list price

\* “SP” = sales price; “LP” = list price – percentage over 100% indicates overbidding (on average transaction)

**Note: The pandemic and shelter-in-place had a large impact on some April 2020 figures.**



Activity reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Late reported activity may change figures, though typically only slightly. All numbers approximate.

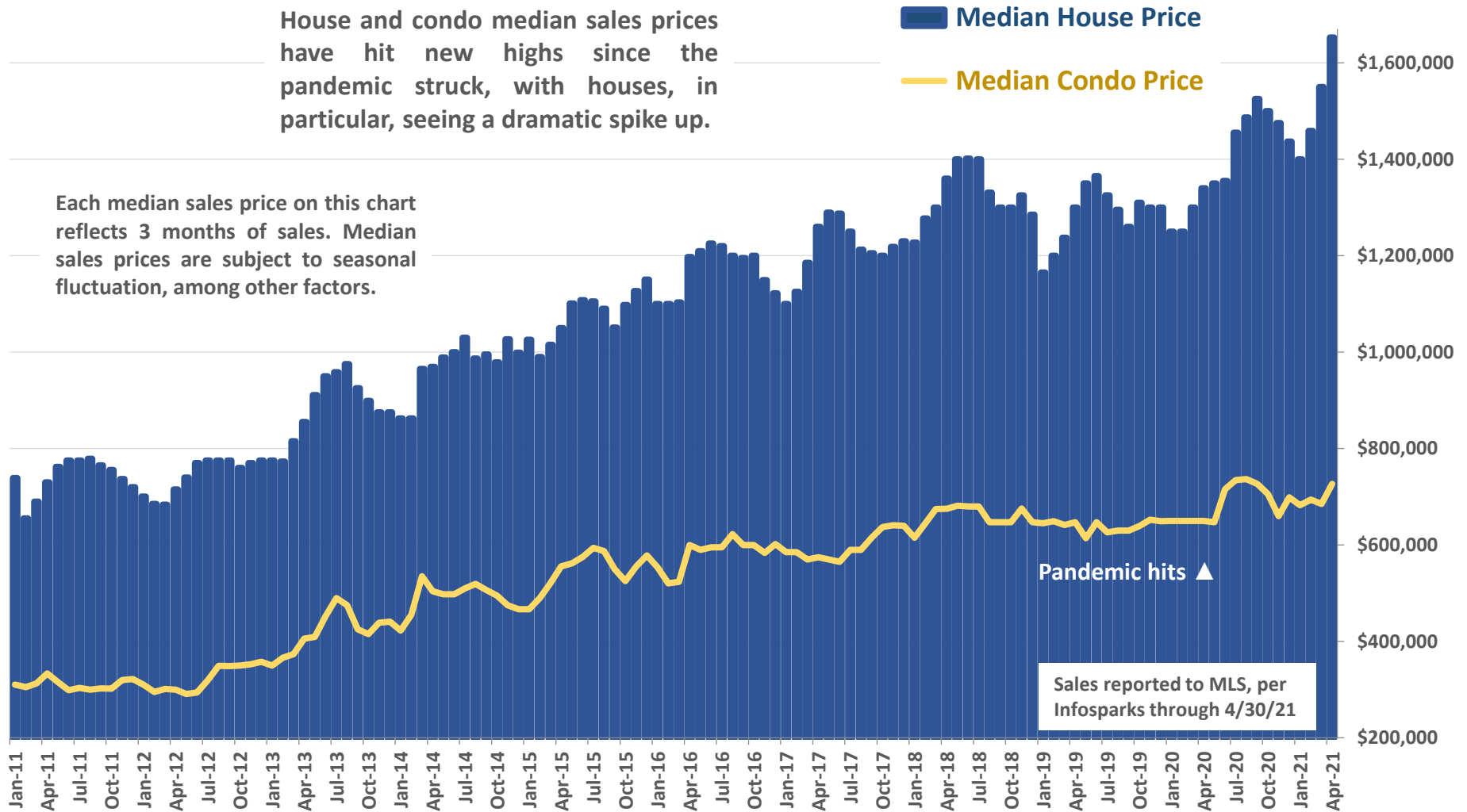
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# Marin County Median Sales Price Trends

## Monthly Median Sales Prices since 2011 - 3-Month Rolling Figures

House and condo median sales prices have hit new highs since the pandemic struck, with houses, in particular, seeing a dramatic spike up.

Each median sales price on this chart reflects 3 months of sales. Median sales prices are subject to seasonal fluctuation, among other factors.



Pandemic hits ▲

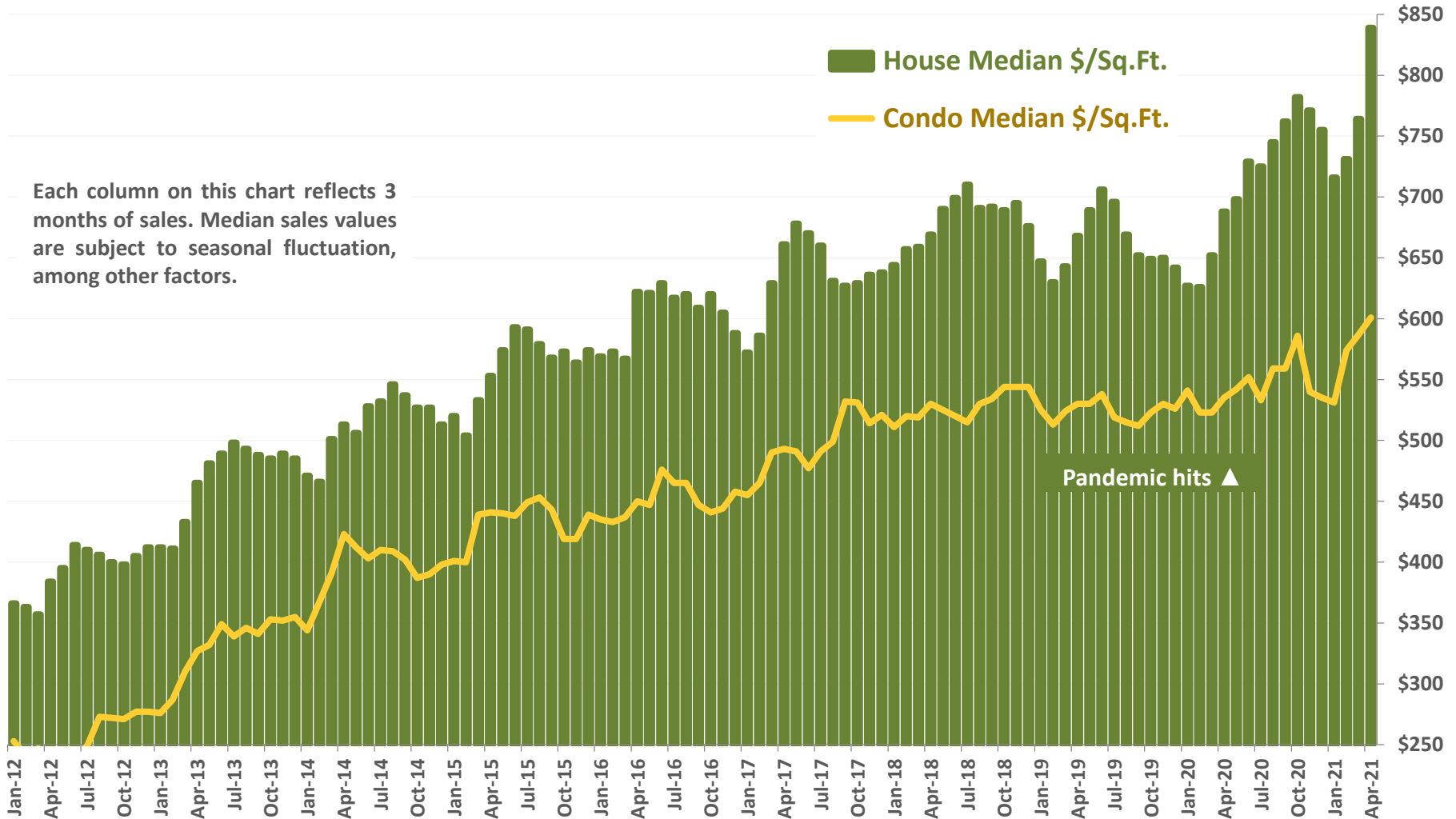
Sales reported to MLS, per Infosparks through 4/30/21

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors *other than changes in fair market value*. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

# Marin Home Value Appreciation

## Median Dollar per Square Foot Values – 3 Month Rolling, Since 2012

Sales reported to MLS  
per Infosparks



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size. All numbers are approximate and subject to revision.



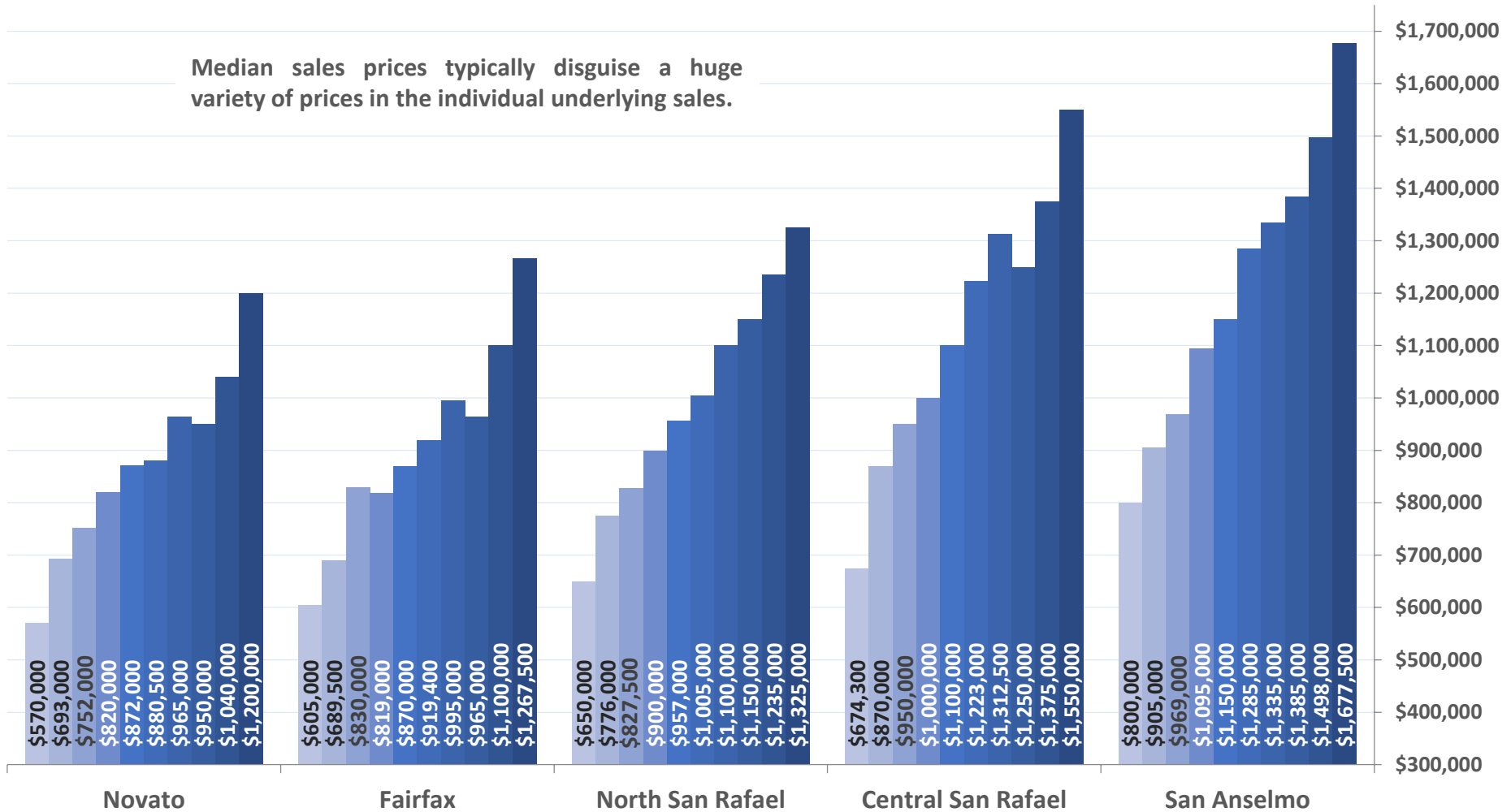
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
MLS by 4/30/21

■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 YTD

Median sales prices typically disguise a huge variety of prices in the individual underlying sales.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



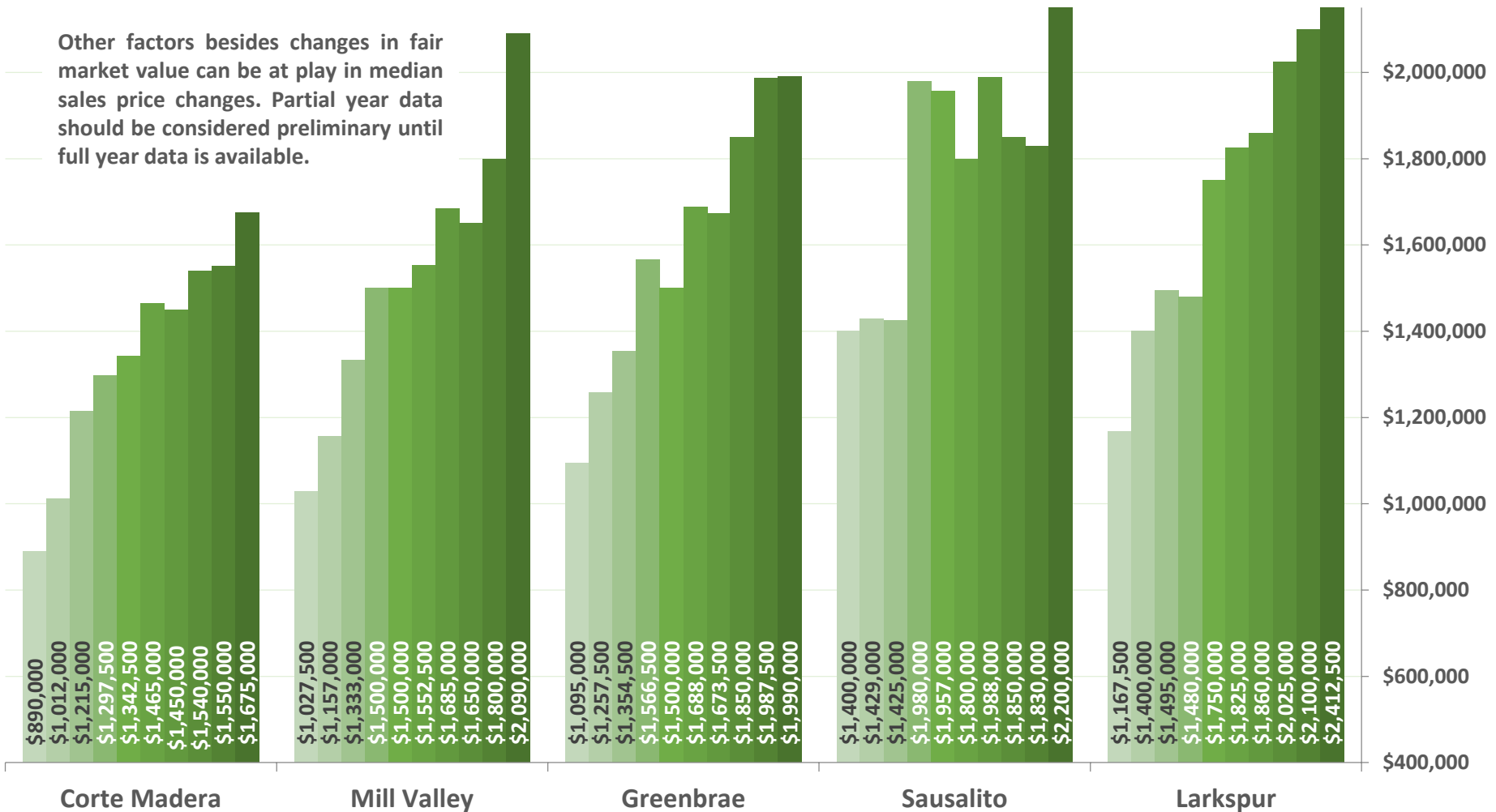
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
MLS by 4/30/21

■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 YTD

Other factors besides changes in fair market value can be at play in median sales price changes. Partial year data should be considered preliminary until full year data is available.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



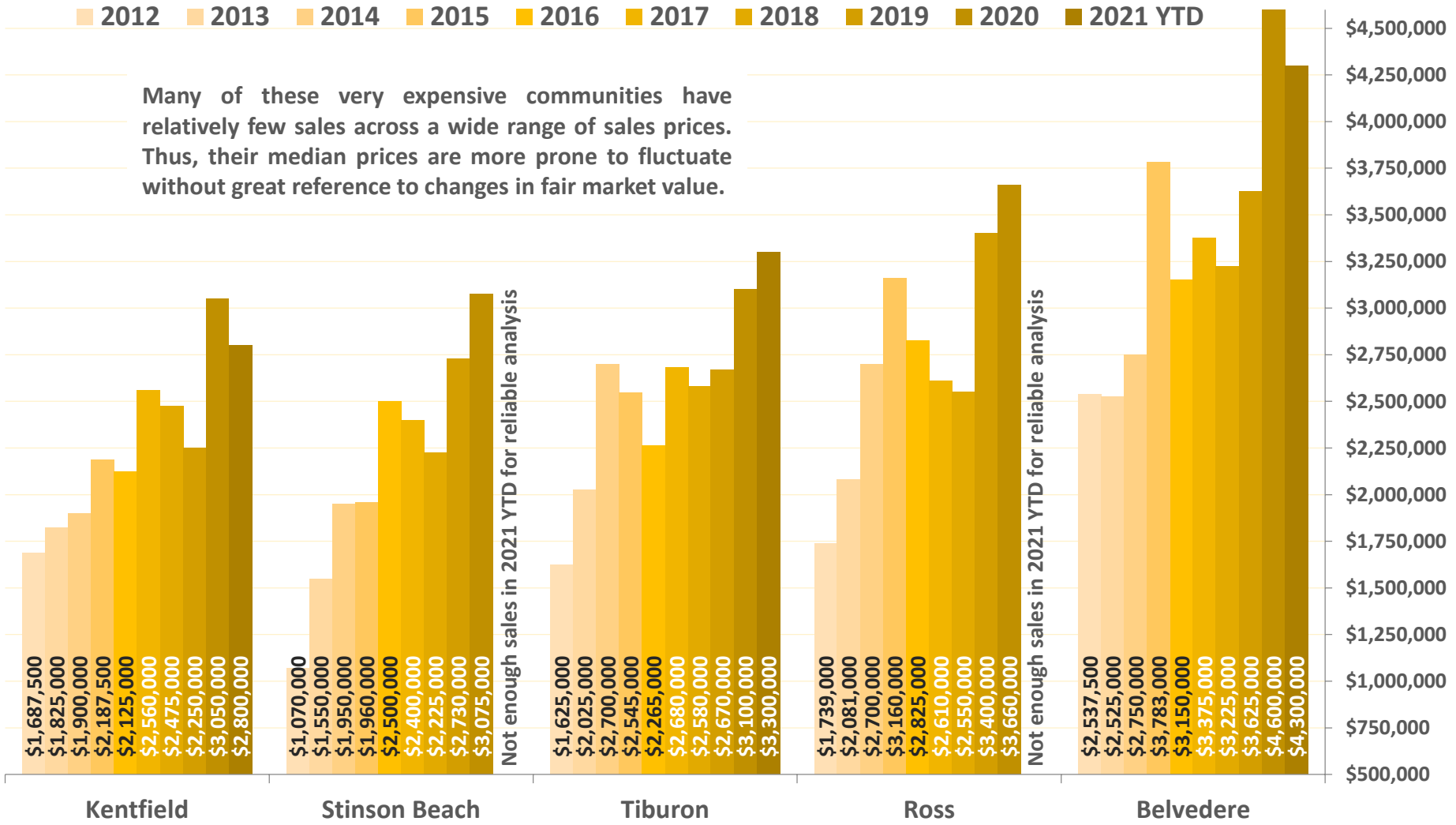
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
MLS by 4/30/21

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Many of these very expensive communities have relatively few sales across a wide range of sales prices. Thus, their median prices are more prone to fluctuate without great reference to changes in fair market value.

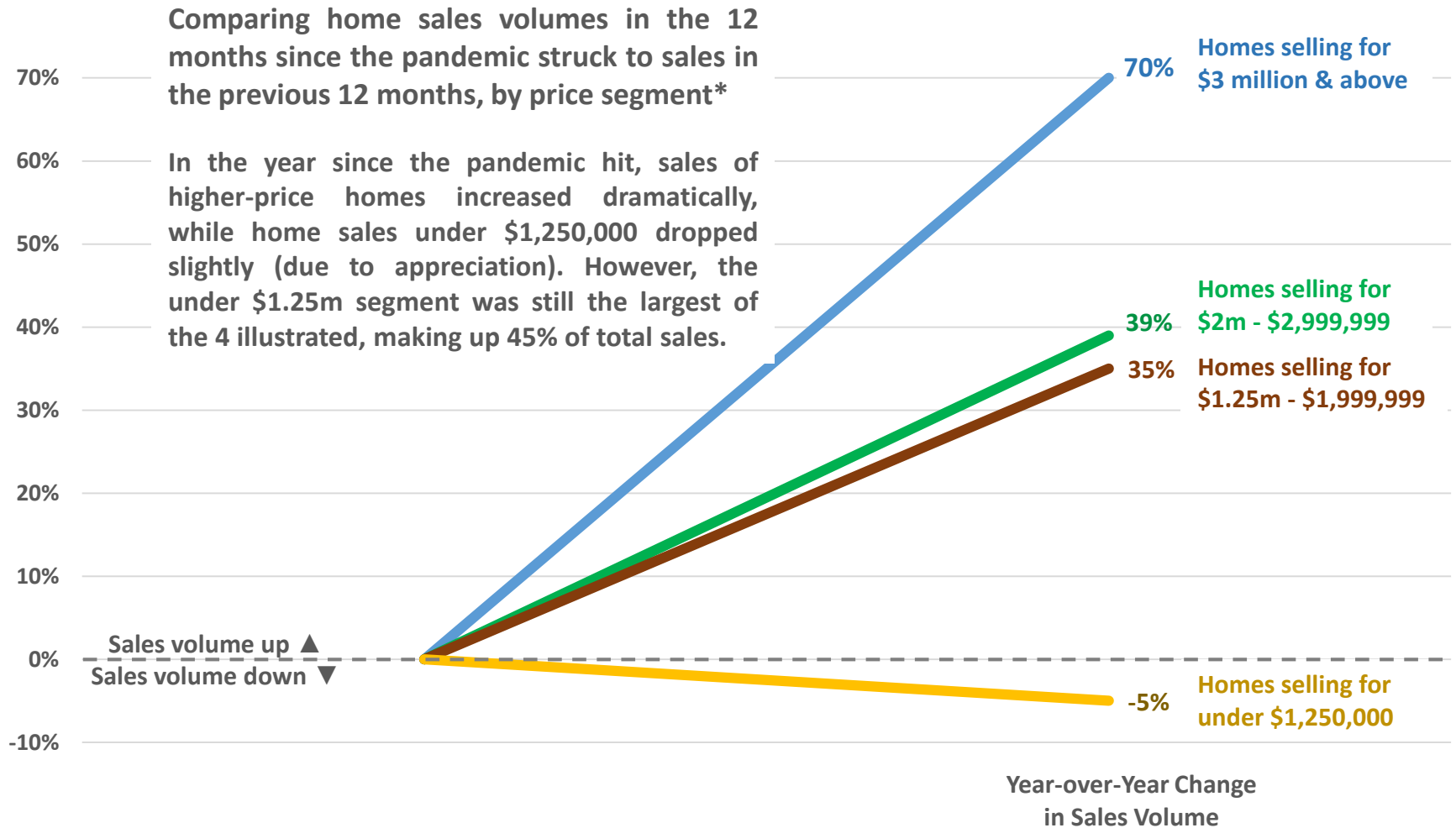


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# The Year of the Pandemic

## Marin County Home Sales Volume, Year-over-Year Change



\*Residential – house, condo, townhouse – sales reported to MLS, April 1 to March 31 of 2 successive 12-month periods, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

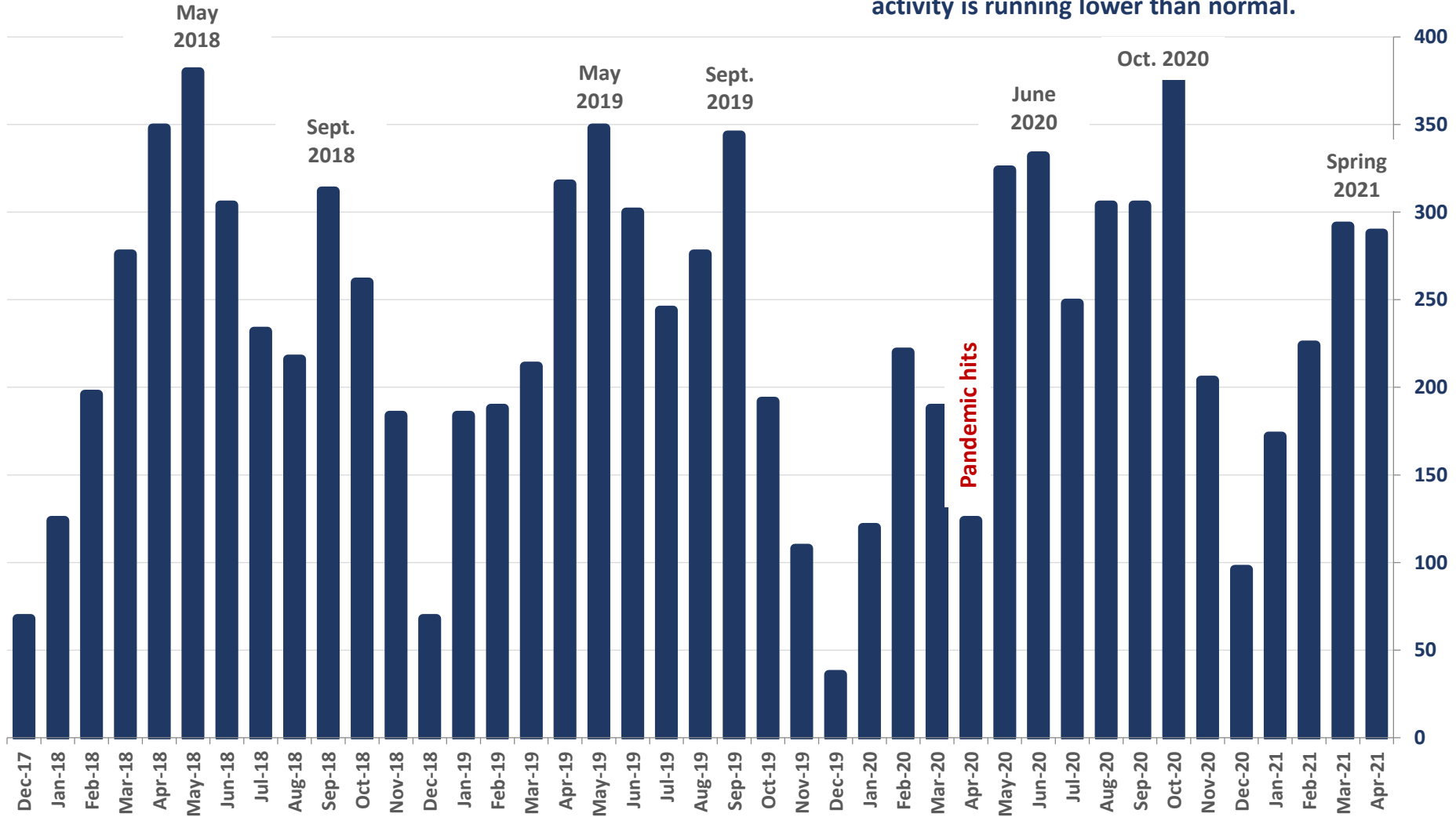


# New Listings Coming on Market within Month

## Marin County Market Dynamics & Seasonality

In March-April 2020, new listing activity plunged. Spring 2021 is reflecting more typical seasonal trends, though new listing activity is running lower than normal.

For houses and condos



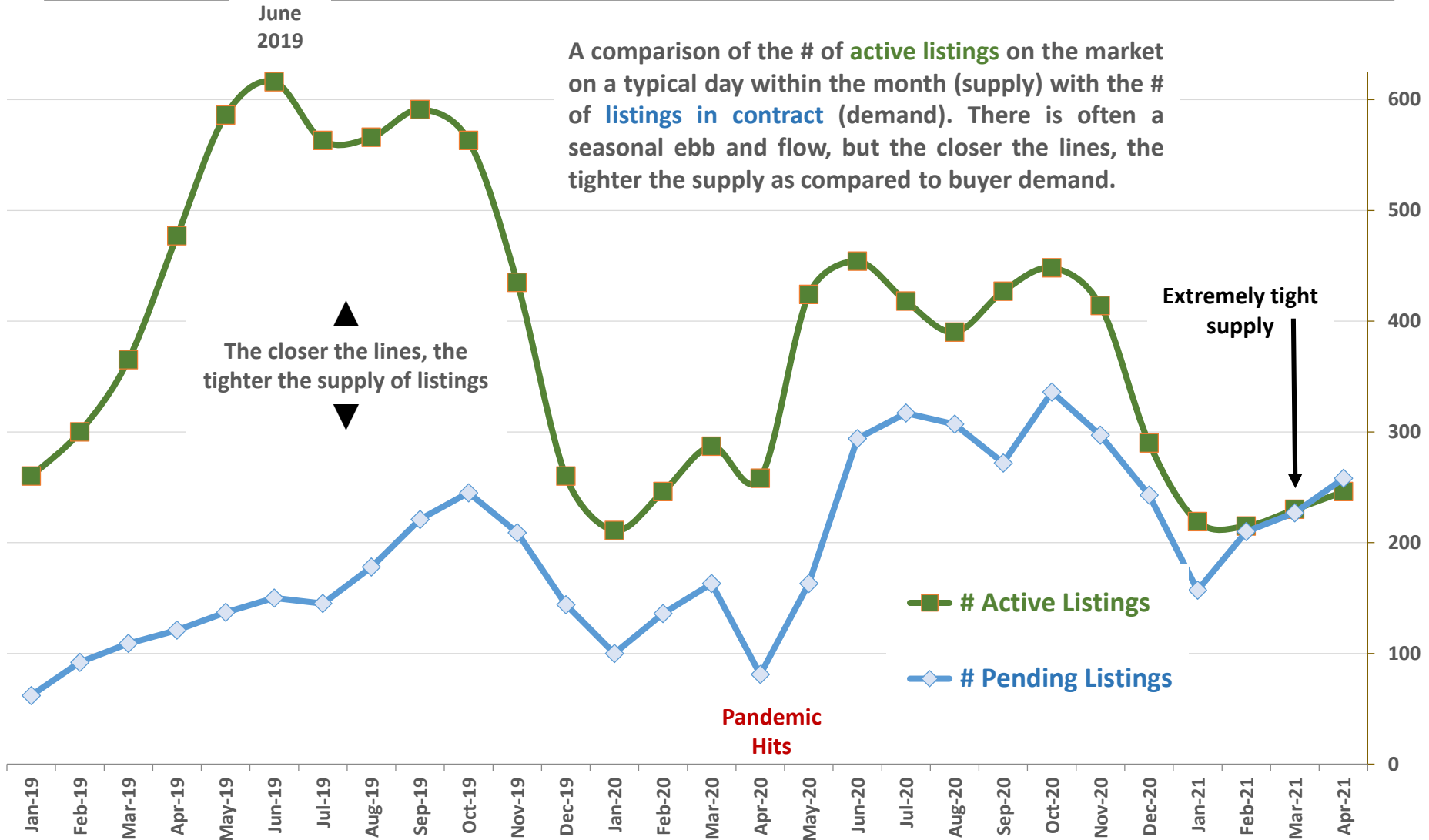
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.



# Active Listings vs. Listings Pending Sale (in Contract)

## Marin County Real Estate Market Dynamics

For house and condo listings



Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

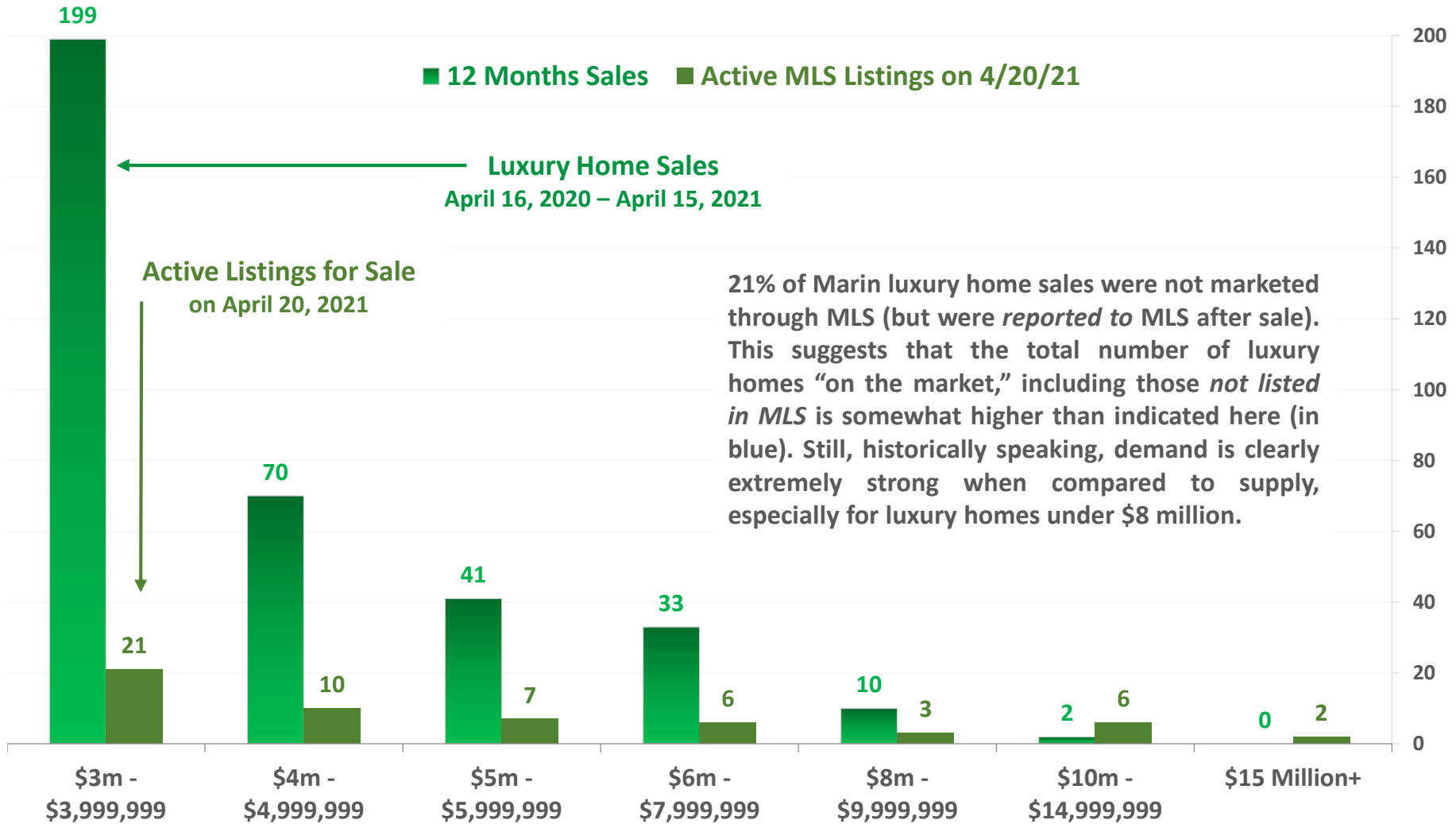


The charts following are excerpted from our recent report on the luxury home market.



# Marin County Luxury House Market

## Sales & Active MLS Listings by Price Segment, \$3 Million+



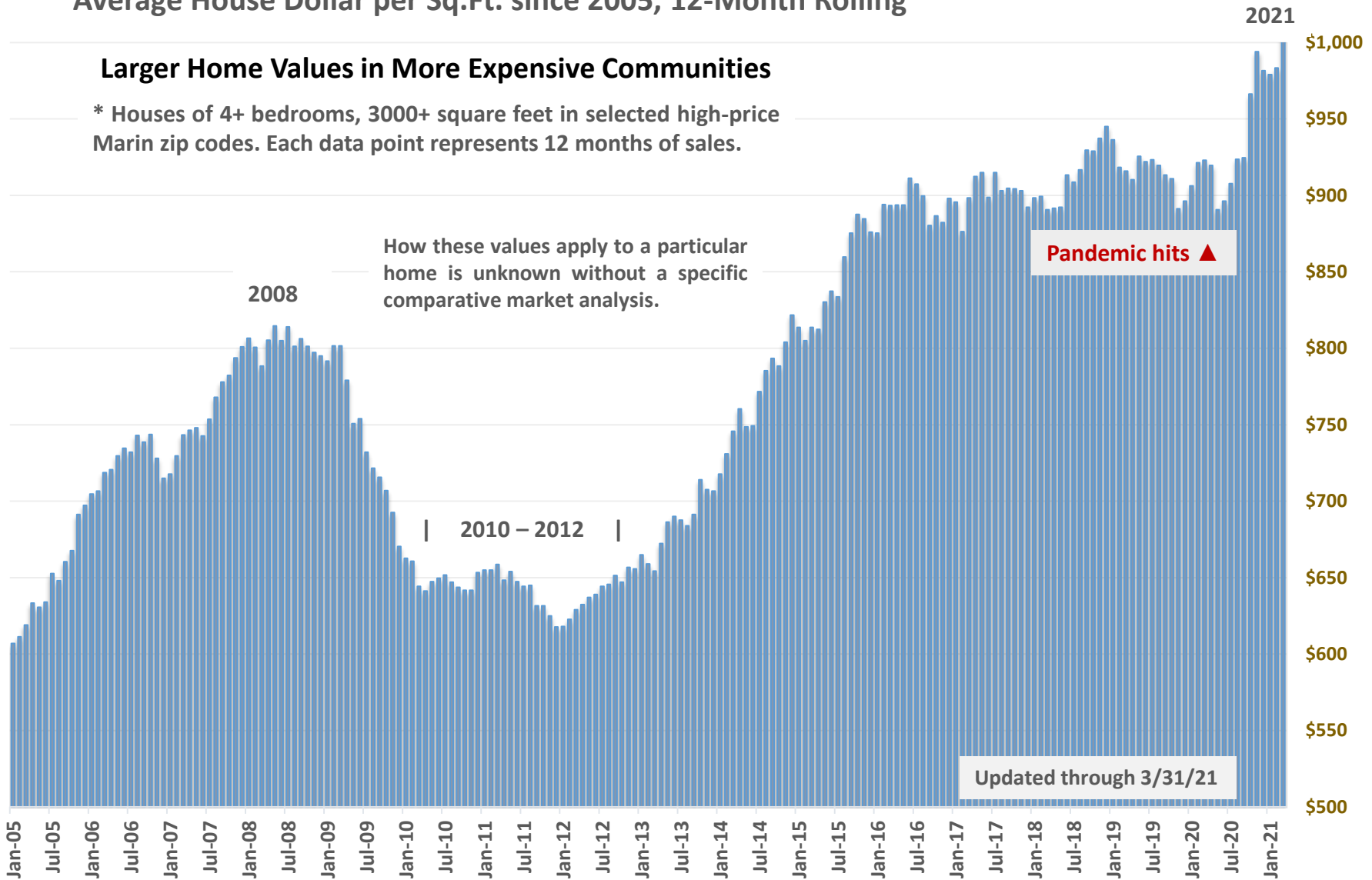
As reported to MLS. "Active" includes "Coming Soon" listings. Not all luxury home listing and sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

# Marin County Larger Home Value Trends\*

Average House Dollar per Sq.Ft. since 2005, 12-Month Rolling

## Larger Home Values in More Expensive Communities

\* Houses of 4+ bedrooms, 3000+ square feet in selected high-price Marin zip codes. Each data point represents 12 months of sales.



12-month rolling sales data reported to MLS per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Average values can be affected by other factors besides changes in fair market value.

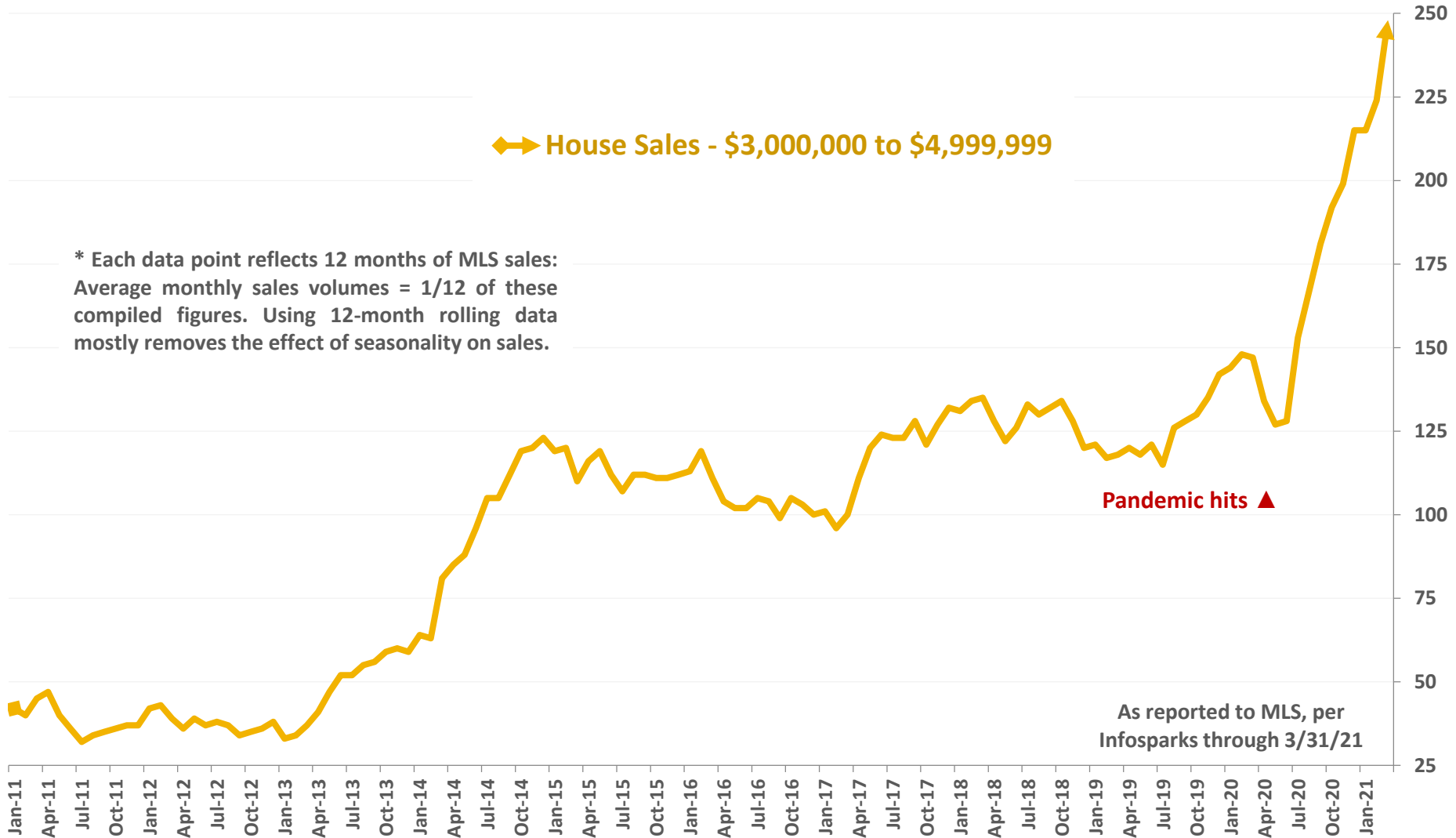


# Marin County Long-Term Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2011\*

↔ House Sales - \$3,000,000 to \$4,999,999

\* Each data point reflects 12 months of MLS sales:  
Average monthly sales volumes = 1/12 of these  
compiled figures. Using 12-month rolling data  
mostly removes the effect of seasonality on sales.



As reported to MLS, per  
Infosparks through 3/31/21

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

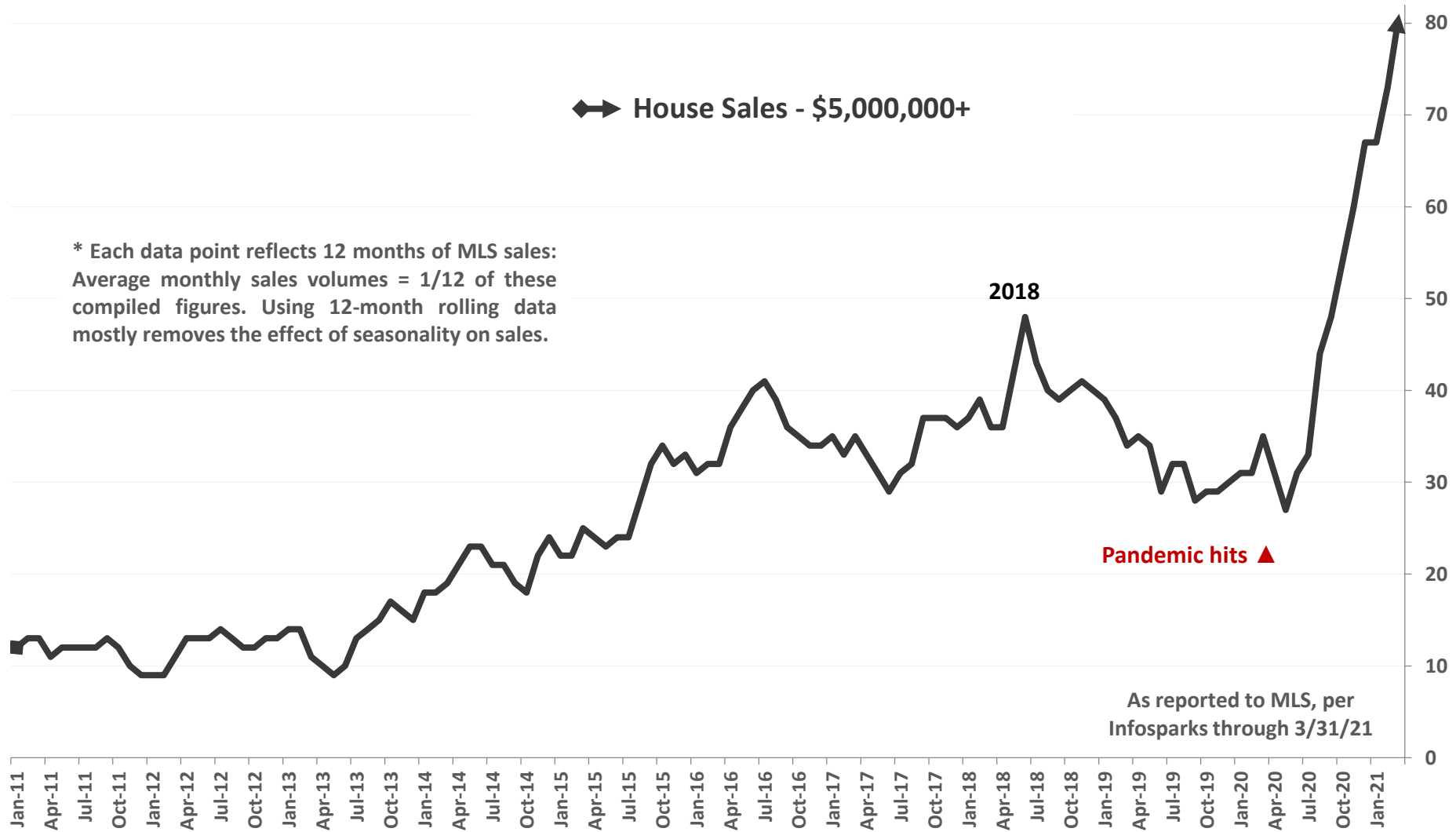


# Marin County Long-Term Ultra-Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2011\*

↔ House Sales - \$5,000,000+

\* Each data point reflects 12 months of MLS sales:  
Average monthly sales volumes = 1/12 of these  
compiled figures. Using 12-month rolling data  
mostly removes the effect of seasonality on sales.



Pandemic hits ▲

2018

As reported to MLS, per  
Infosparks through 3/31/21

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

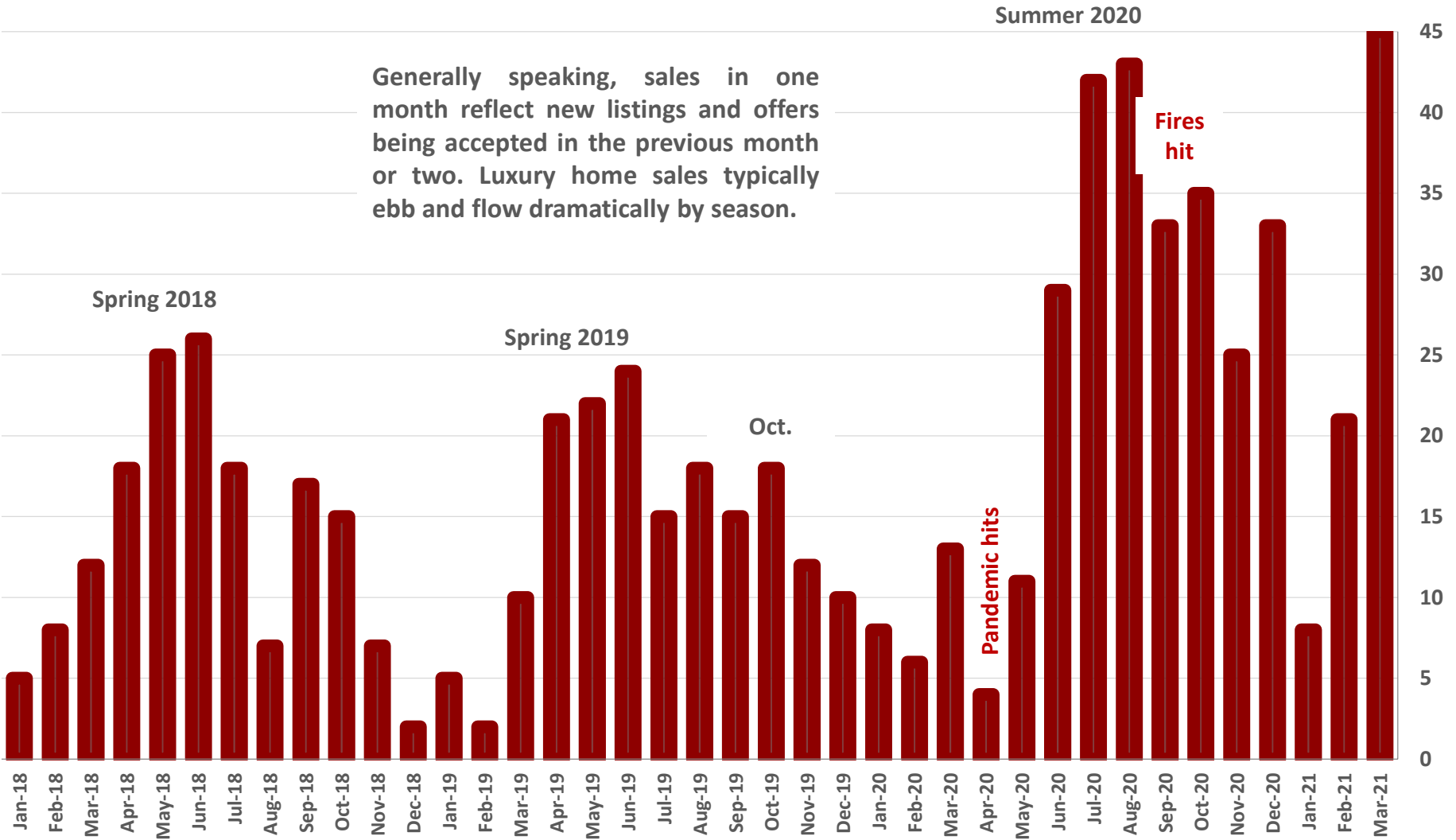


# Marin County Luxury Home Market

## Home Sales, \$3 Million+, by Month

As reported to MLS,  
per Infosparks

Generally speaking, sales in one month reflect new listings and offers being accepted in the previous month or two. Luxury home sales typically ebb and flow dramatically by season.



House and townhouse activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.





Statistics are generalities, essentially summaries of widely disparate data generated by dozens or hundreds of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Data from MLS, but not all listings or sales are reported to MLS.

**Median Sales Price** is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

**Dollar per Square Foot** is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so forth. How these statistics apply to any particular home is unknown without a specific comparative market analysis.

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