

Marin County Real Estate, 2017 - 2021

Year-over-Year Comparisons: Selected Market Indicators

Statistic	2017	2018	2019	2020	2021
Median House Sales Price	\$1,235,000	\$1,330,000	\$1,300,000	\$1,440,000	\$1,675,000
Median House \$/Sq.Ft.	\$644/sf	\$683	\$663/sq.ft.	\$736/sf	\$850/sf
Median Condo Price	\$599,000	\$669,500	\$638,000	\$699,000	\$700,000
Median Days on Market	31 days	28 days	34 days	27 days	17 days
% of Sales Selling within 30 Days	50% of sales	55%	45% of sales	54% of sales	67% of sales
Avg. Sales Price to Original List Price %	101% of LP	100%	99%	100% of LP	105% of LP
Avg. Months Supply of Inventory	3.2 months	3.5 months	4.1 months	3.8 months	2.2 months
# Home Sales	2913 sales	2800	2877 sales	3079 sales	3607 sales
Dollar Volume Sales	\$4.07 billion	\$4.14 billion	\$4.21 billion	\$5.15 billion	\$6.72 billion
# Sales, \$3 Million+	203 sales	202	212	335	501 sales
# Sales, \$5 Million+	46 sales	48	46	85	129 sales

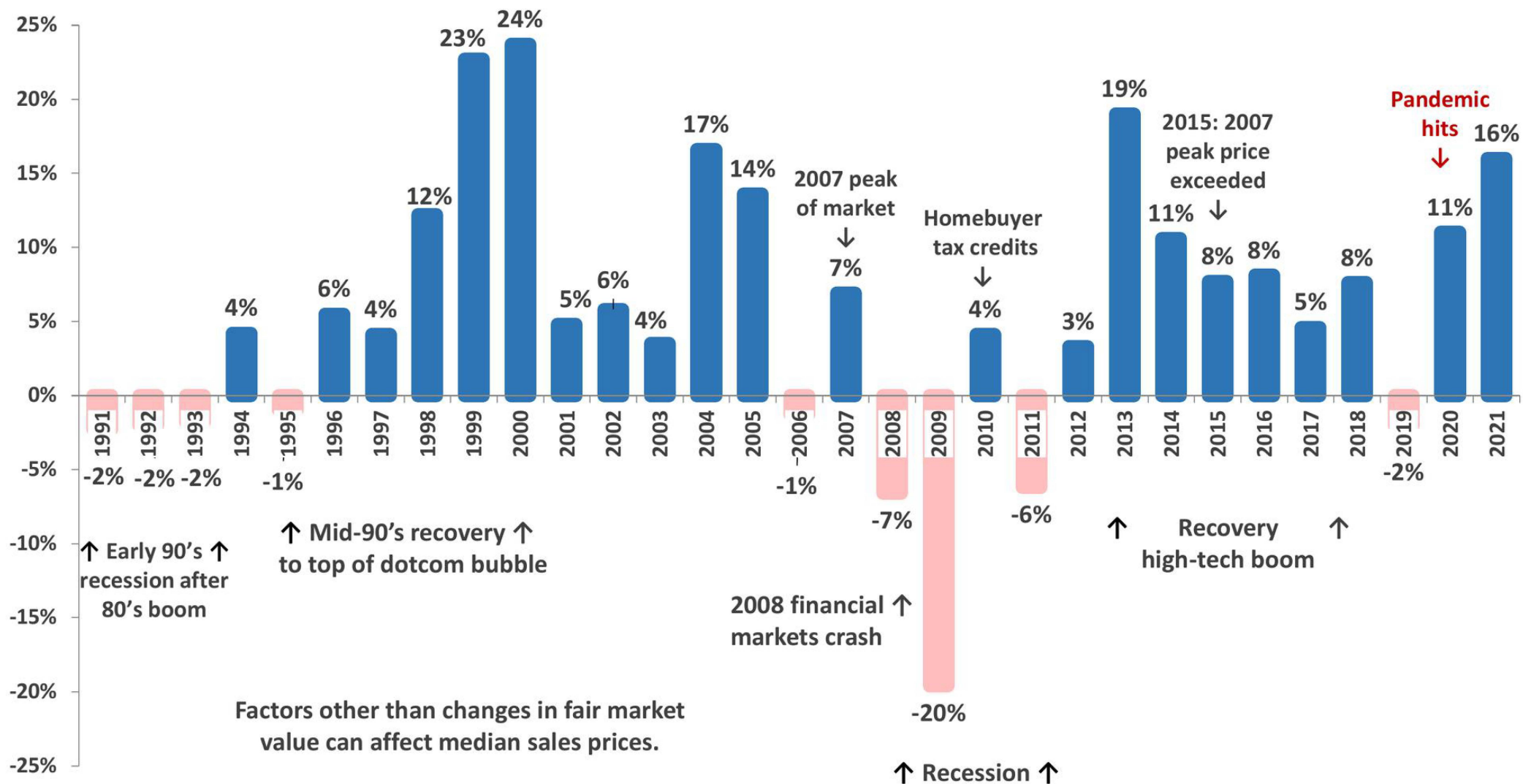
House, townhouse and condo sales unless specified otherwise. Sales reported to MLS, per Infosparks or NorCal MLS Alliance. Data from sources deemed reliable, but may contain errors and subject to revision. Late reported sales may alter 2021 numbers. All numbers are approximate. Not all listings and sales are reported to MLS.

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Marin County Median House Sales Price Changes

Annual % Change, Comparing Annual Median Sales Prices to Previous Year

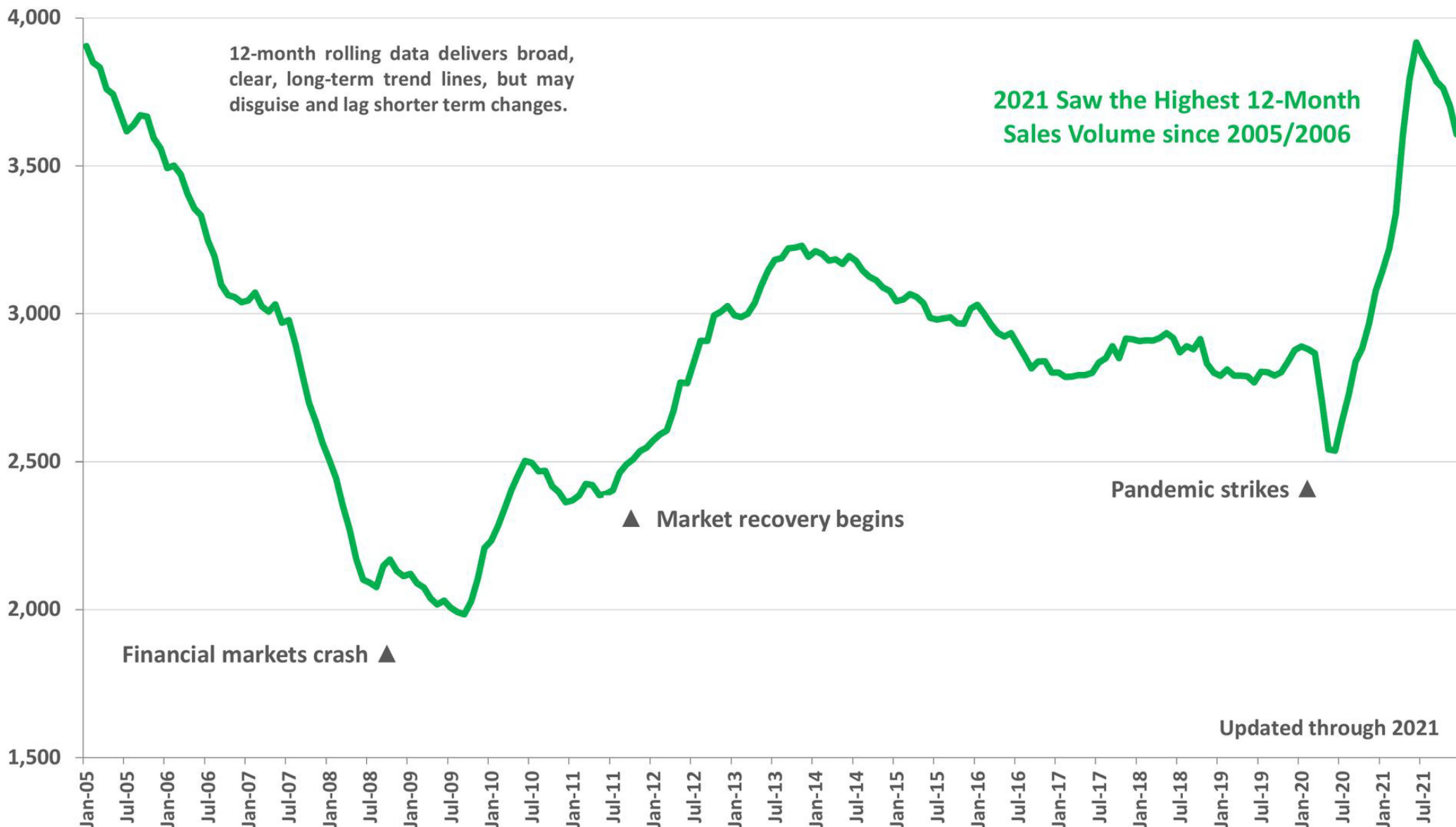
Year-over-Year Percentage Change in Annual Median House Sales Price



Sales data as reported to MLS, per CA Association of Realtors, Infosparks and/or NorCal MLS Alliance. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

Home Sales Volumes, Longer-Term Trends since 2005

Marin County, 12-Month Rolling Sales Data*



* Each data point reflects the total of 12 months of activity for houses, condos, co-ops and townhouses. 1/12 of these numbers = an average month within the 12 month period. Sales reported to MLS, per NorCal Regional MLS, per Infosparks. Last month data estimated from data available in early January 2022. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers are approximate.

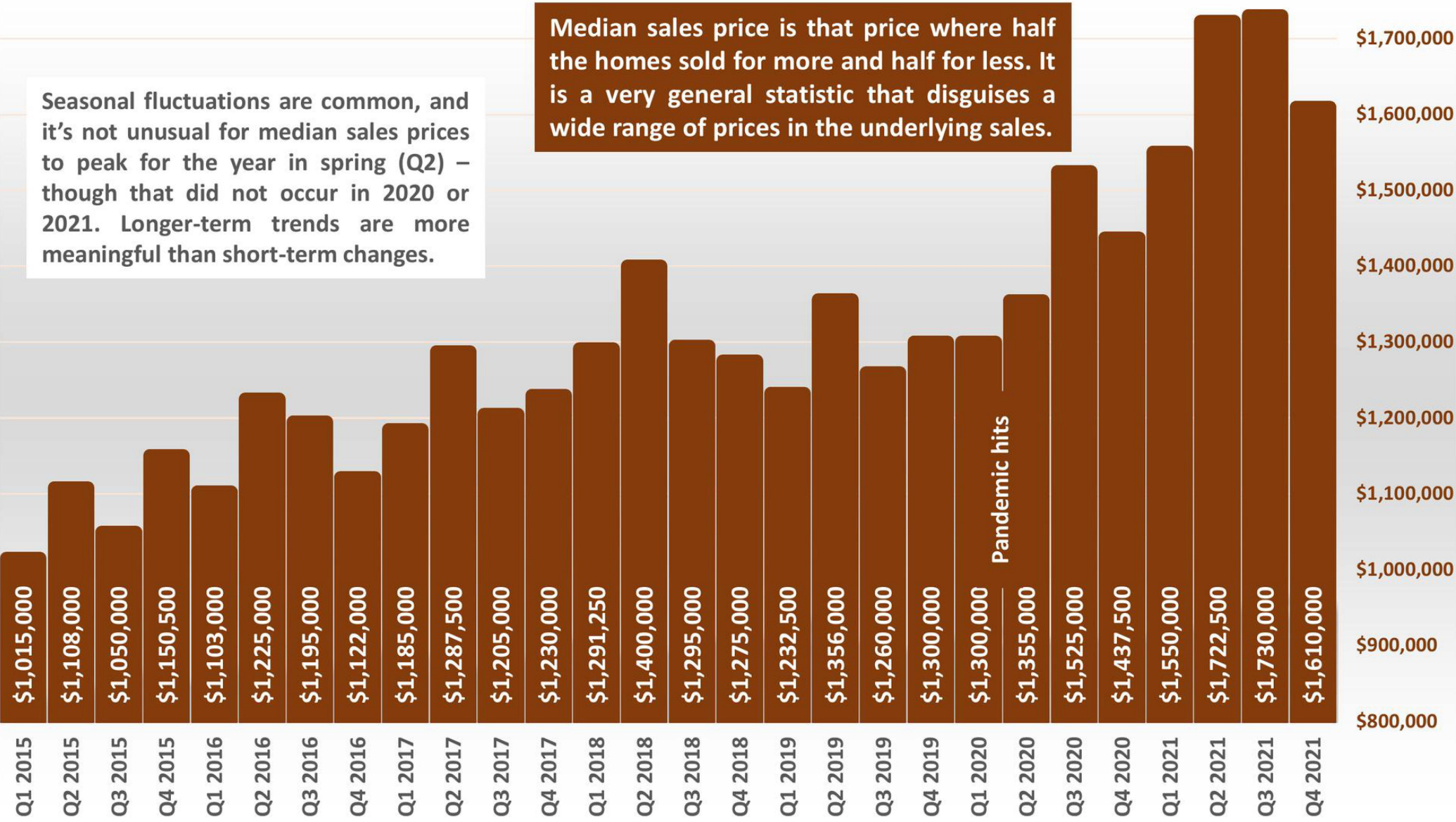
Marin County House Price Appreciation

Median House Sales Prices, 2015 – Present, by Quarter

As reported to NorCal
Regional MLS, per Infosparks

Seasonal fluctuations are common, and it's not unusual for median sales prices to peak for the year in spring (Q2) – though that did not occur in 2020 or 2021. Longer-term trends are more meaningful than short-term changes.

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that disguises a wide range of prices in the underlying sales.

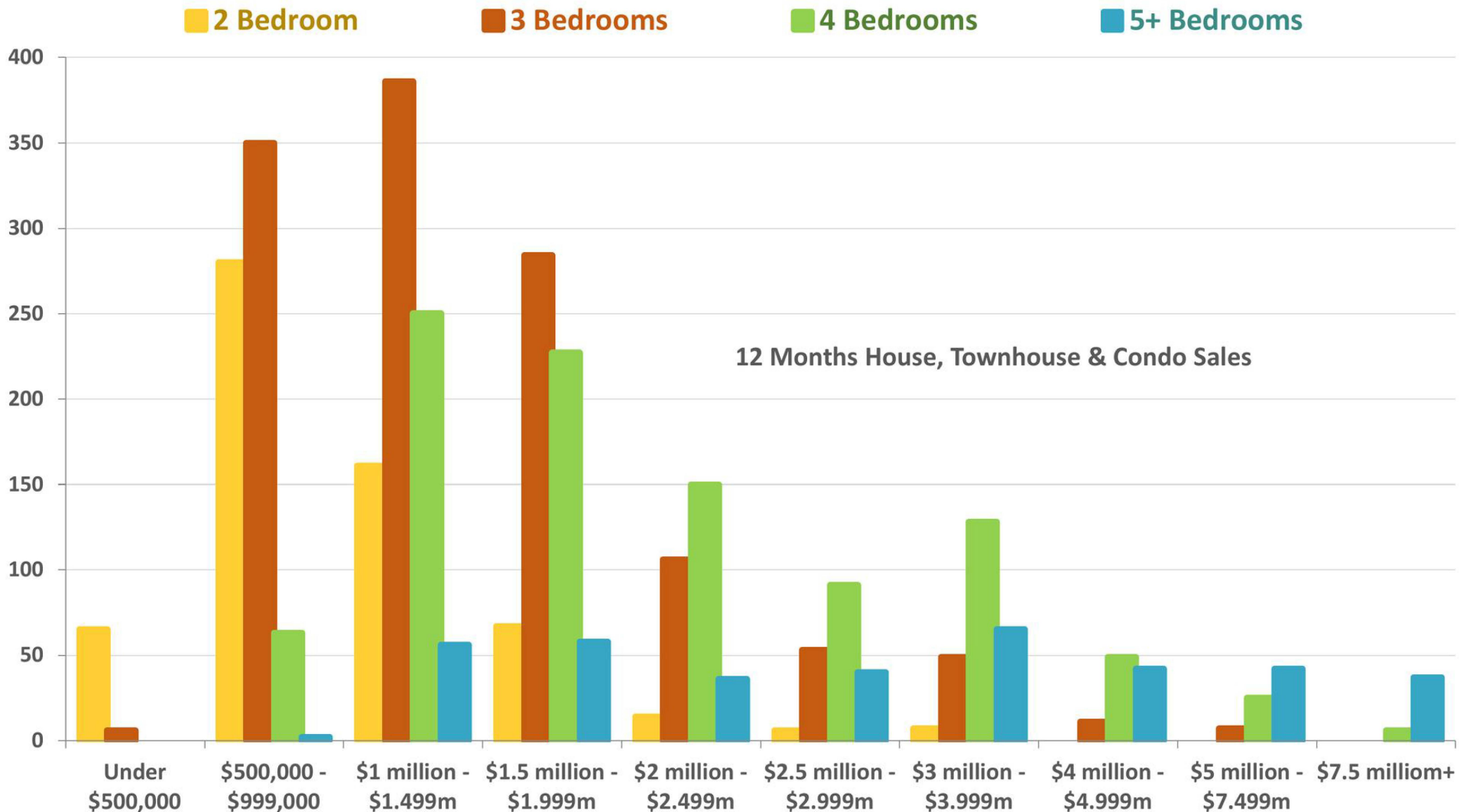


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Last period reading may change with late-reported sales.



Marin County 2+ Bedroom Home Sales

2021 Sales by Price Segment & Bedroom Count



12 months MLS sales through late December 2021, per Broker Metrics. Less than 5 sales in a segment were not charted. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



Marin County: HOUSE Market Snapshot

Statistics by City/Town/Region, 2nd Half 2021 Sales*

Within compilations of sales, gradations in quality of location, construction, condition, amenities, home & lot size are almost infinite.

City/Region in alphabetical order	Median House Sales Price	Median \$ per Sq.Ft.	Median House Sq. Ft.	Median Lot Size in Acres	Median Days on Market	Sales Price to List Price %*	Highest Sale in Period
Belvedere	\$4,750,000	\$2097/sq.ft.	3496 sq.ft.	.23 acre	22 days	105% of LP	\$21,000,000
Corte Madera	\$1,912,500	\$1149	1634	.17	11	114%	\$4,180,000
Fairfax	\$1,275,000	\$801	1530	.17	13	112%	\$3,200,000
Greenbrae	\$2,175,000	\$902	2287	.21	12	111%	\$3,100,000
Kentfield	\$2,721,500	\$1172	2480	.32	11	110%	\$16,000,000
Larkspur	\$2,352,000	\$1168	2114	.17	9	110%	\$4,750,000
Mill Valley	\$2,000,000	\$1014	1950	.20	11	110%	\$7,500,000
Novato	\$1,200,000	\$603	1971	.22	22	107%	\$4,195,000
Ross	\$4,200,000	\$1472	2670	.33	9	107%	\$28,100,000

Median values are those values at which half the homes sold for more and half for less. They are *very general* statistics that typically disguise a wide range of values in the underlying sales.

*Pertaining to sales reported to NorCal MLS Alliance, July through mid-late December 2021. Sales price to LP % refers to homes which sold within 30 days. Statistics are broad generalities summarizing disparate data. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



Marin County: HOUSE Market Snapshot

Statistics by City/Town/Region, 2nd Half 2021 Sales*

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City/Region in alphabetical order	Median House Sales Price	Median \$ per Sq.Ft.	Median House Sq. Ft.	Median Lot Size in Acres	Median Days on Market	Sales Price to List Price %*	Highest Sale in Period
San Anselmo	\$1,754,000	\$926/sq.ft.	1928 sq.ft.	.17 acre	10 days	110% of LP	\$7,000,000
San Geronimo Vly	\$1,050,000	\$619	1652	.28	26	111%	\$1,900,000
Central San Rafael	\$1,570,000	\$788	2063	.20	14	108%	\$8,000,000
North San Rafael	\$1,401,000	\$772	1891	.18	22	107%	\$3,650,000
Sausalito	\$2,050,000	\$1082	2102	.13	20	104%	\$5,000,000
Stinson Beach	\$4,450,000	\$1723	1989	.20	14	118%	\$12,600,000
Tiburon	\$3,250,000	\$1200	2981	.23	27	104%	\$20,000,000
West Marin*	\$1,995,000	\$1139	1945	.99	20	102%	\$4,900,000
Marin County							
Marin County CONDO Sales	\$665,500	\$611	1118	---	29	104%	\$3,965,000
Marin County TOWNHOUSES	\$850,000	\$522	1550	---	17	106%	\$3,250,000

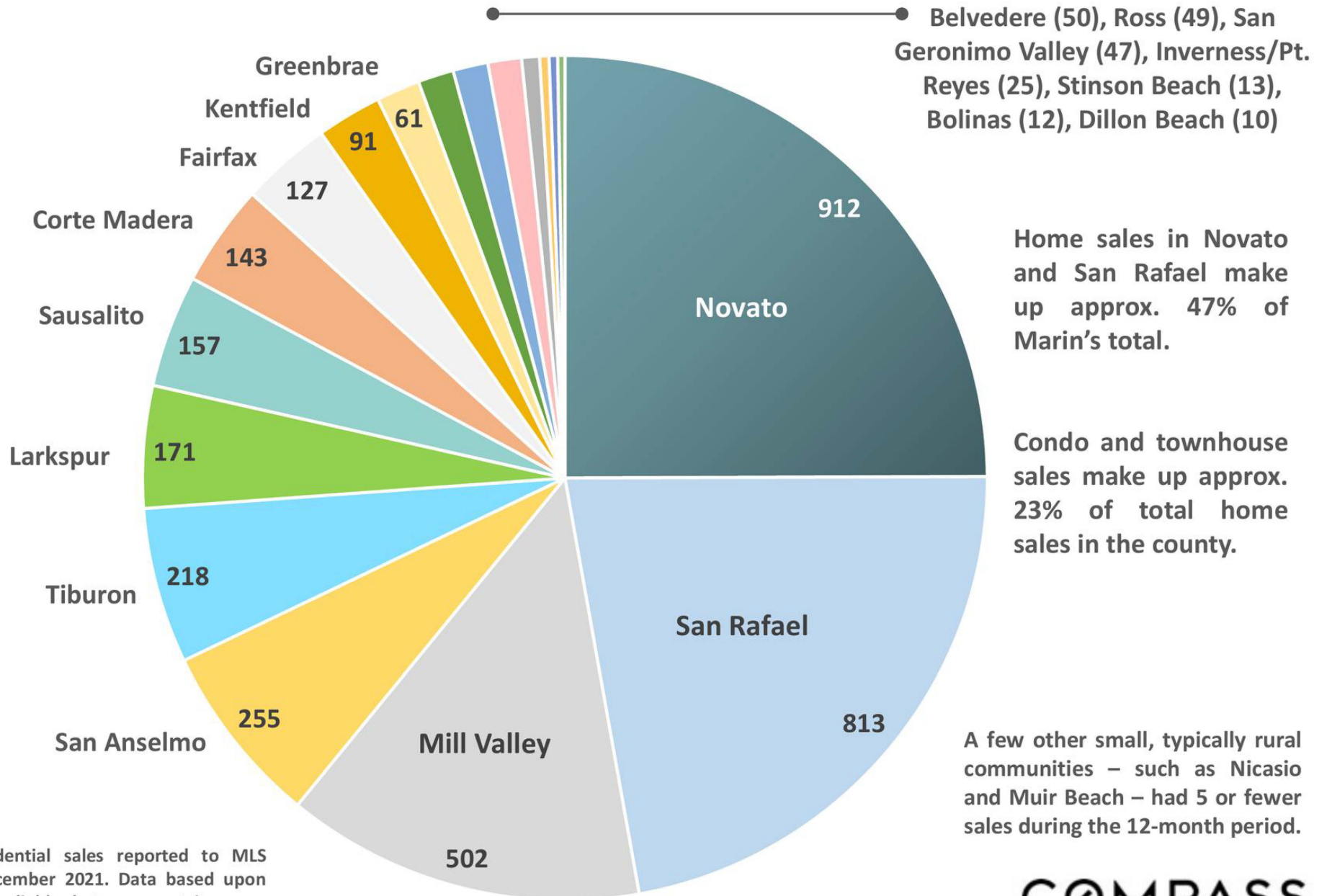
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Marin County Home Sales Volumes

2021 House, Townhouse & Condo Sales by City, Town or Region

Approximate 1-Year Sales Volumes



12 months residential sales reported to MLS through late December 2021. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

California Association of Realtors®

2021 CA Housing Market Survey - Highlights



61% of CA homes sold above asking price, the highest % in at least 30 years. Both the share of sales with multiple offers and the average number of offers received reached their highest levels since 2013. 2021 saw the shortest median time-on-market in at least 35 years: 8 days. 60% of accepted offers were non-contingent (not subject to appraisal, financing, inspections, etc.). 20% of buyers paid all cash.



Most CA REALTORS® noticed at least one of the following changes in buyer preferences since the pandemic: Opting for bigger home (22%); less concerned about commute (22%); buying house instead of condo/townhome (21%); opting for suburban instead of city location (19%); choosing rural instead of urban or suburban location (13%)



29% of CA sellers planned to buy again in same county (lowest % in at least 16 years); 35% planned to buy in another state (highest % in at least 16 years)



Primary reason to move *out of county*: Housing affordability (26%), quality of life (15%), closer to family (12%), 2nd home (12%), commute (6%), retirement (6%), ability to work from home (5%)



Single most important reason to buy: 1st time buyers - tired of renting (56%); repeat buyers - larger home (23%), better location (20%), investment or taxes (13%)



Vacation/2nd home sales reached highest level in 9 years: 7% of sales. Homes purchased for investment/rental: 9.5%. Sales to international buyers hit highest % since 2014: 5% of sales.



Housing affordability – the % of CA households able to afford median priced house – hit its lowest percentage since 2008 (despite historically low interest rates): 23% - 24% in Q2 & Q3 2021.



Survey sent to a random sample of 39,567 CA REALTORS®, geographically distributed across state. 1,908 valid survey responses = response rate of 4.8%. Margin of error for survey was +/- 2.2% at a 95% confidence level.

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