



The Marin County market saw a shift towards more buyer-friendly territory in 2019. The median sale price recorded at \$1,310,000; a 3% decrease from 2018. Most other key metrics are also cooler year-over-year with a 5-day increase in median days on market and median price per square foot dropping 2.3%. However, the number of properties sold actually increased by 3.2%, reflecting FreddieMac's report that homeowners remain bullish with mortgage rates hovering around 3.7% for the last two months. This low rate environment combined with the booming labor market is setting the stage for a continued rise in home sales as we gear up for the busy season.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

### MONTH-OVER-MONTH COMPARISON

	2019	2018	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,310,000	\$1,350,000	-3.0%
DAYS ON MARKET	32	27	+18.5%
\$ / SQ. FT.	\$667	\$683	-2.3%
<b>TOTAL</b>			
PROPERTIES SOLD	2,232	2,162	+3.2%
PROPERTIES FOR SALE	145	230	-40.0%
% OF PROPERTIES SOLD OVER LIST PRICE	40.6%	47.9%	-7.3%
% OF LIST PRICE RECEIVED (AVERAGE)	100.9%	101.8%	-0.9%



CHANGE IN PAST MONTH: SALE PRICE **+0.8%** DAYS ON MARKET **+15 days**

### YEAR-OVER-YEAR REGION COMPARISON (MOST RECENT QUARTER)

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2019	2018	%Δ	2019	2018	%Δ	2019	2018	%Δ
Belvedere	38	42	▼ 10%	51	38	▲ 34%	\$3,625,000	\$3,225,000	▲ 12%
Corte Madera	111	60	▲ 85%	24	25	▼ 4%	\$1,540,113	\$1,450,000	▲ 6%
Fairfax	94	79	▲ 19%	26	25	▲ 4%	\$960,500	\$995,000	▼ 3%
Greenbrae	53	47	▲ 13%	25	28	▼ 11%	\$1,850,000	\$1,673,475	▲ 11%
Kentfield	82	72	▲ 14%	29	23	▲ 26%	\$2,243,750	\$2,475,000	▼ 9%
Larkspur	67	67	0%	22	24	▼ 8%	\$2,025,000	\$1,860,000	▲ 9%
Mill Valley	310	337	▼ 8%	25	22	▲ 14%	\$1,650,000	\$1,687,000	▼ 2%
Novato	485	446	▲ 9%	40	29	▲ 38%	\$950,000	\$960,000	▼ 1%
Ross	39	36	▲ 8%	37	23	▲ 61%	\$3,400,000	\$2,550,000	▲ 33%
San Anselmo	179	173	▲ 3%	25	22	▼ 14%	\$1,400,000	\$1,325,000	▲ 6%
San Rafael	505	501	▲ 1%	29	26	▲ 12%	\$1,200,000	\$1,175,000	▲ 2%
Sausalito	51	51	0%	35	34	▲ 3%	\$1,785,000	\$1,988,000	▼ 10%
Stinson Beach	18	19	▼ 5%	42	37	▼ 14%	\$2,730,000	\$2,350,000	▲ 16%
Tiburon	90	112	▼ 20%	42	36	▼ 17%	\$2,672,500	\$2,602,500	▲ 3%
<b>All Marin County</b>	<b>2,232</b>	<b>2,162</b>	<b>▲ 3%</b>	<b>32</b>	<b>27</b>	<b>▲ 19%</b>	<b>\$1,310,000</b>	<b>\$1,350,000</b>	<b>▼ 3%</b>

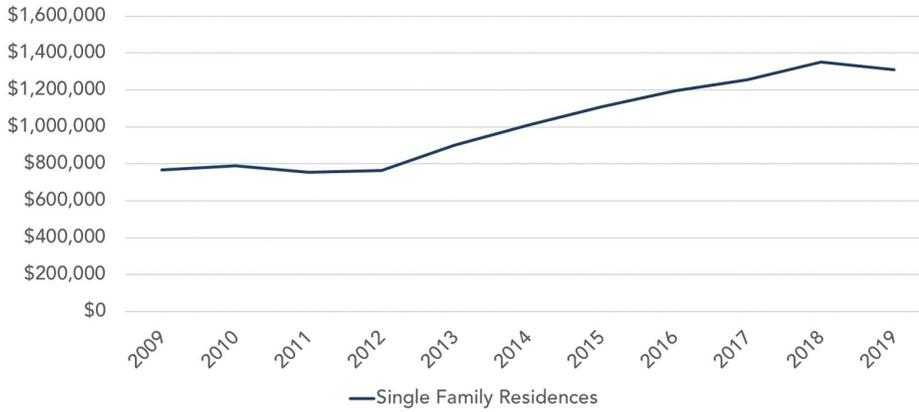
\*Small sample size (n<10); use caution when interpreting results.

Sources: Bareis MLS & BrokerMetrics, Data for Single Family Detached Homes. 1/01/2019 - 12/31/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



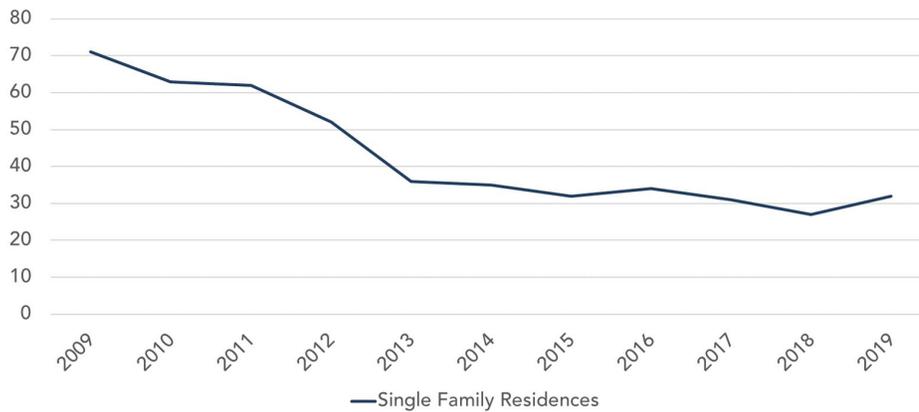
## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



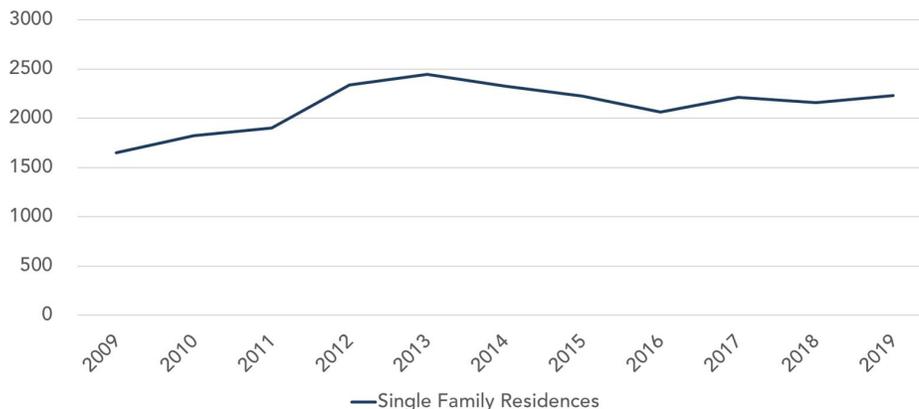
Single Family Residences  
**\$1,310,000**  
 -3.0% year-over-year

### MEDIAN MARKET TIME



Single Family Residences  
**32 days**  
 +5 days year-over-year

### NUMBER OF SALES



Single Family Residences  
**2,232**  
 +3.2% year-over-year