



We hope this email finds all of you healthy and staying safe. It has been a roller-coaster week after seeing positive sales data last month. Most key metrics across Marin County recorded higher last month compared with February 2019, though as of yet, a bit lower than the peak we saw in 2018. Compared with the same time last year, which started off slower than expected, the median sale price ticked up 1.4% to \$1.3M while the median price per square foot increased 2.9% to \$629. Homes prior to March were also selling faster with the median market time shedding 12 days. Fewer properties went into escrow and sold, though the percentage of homes that sold over asking increased. Last week, the California Association of Realtors reported that Bay Area home prices are regaining momentum with cautious buyers stepping back into the market amid low inventory and steady demand.

As the COVID-19 pandemic continues to evolve, we are in uncharted territory. We remain committed to helping guide our clients and colleagues through these times and watching the market closely. We have seen multiple offers this week on several properties and buyers that need to get settled in Marin. We are also seeing many sellers that are committed to selling, even below current list prices.

We anticipate caution will remain until we see stabilization in the global markets and clarity on the control of the current health crisis.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	FEB-2020	FEB-2019	%Δ
MEDIAN			
SALE PRICE	\$1,300,000	\$1,282,500	+1.4%
DAYS ON MARKET	35	47	-25.5%
\$ / SQ. FT.	\$629	\$611	+2.9%
TOTAL			
PROPERTIES PENDING	121	129	-6.2%
PROPERTIES SOLD	89	110	-19.1%
PROPERTIES FOR SALE	231	319	-27.6%
% OF PROPERTIES SOLD OVER LIST PRICE	40.4%	34.5%	+5.9%
% OF LIST PRICE RECEIVED (AVERAGE)	99.4%	100.3%	-0.7%



CHANGE IN PAST MONTH: SALE PRICE **+3.6%** DAYS ON MARKET **-25 days**

YEAR-OVER-YEAR REGION COMPARISON

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%
All Marin County	2,232	2,162	▲ 3%	32	27	▲ 19%	\$1,310,000	\$1,350,000	▼ 3%

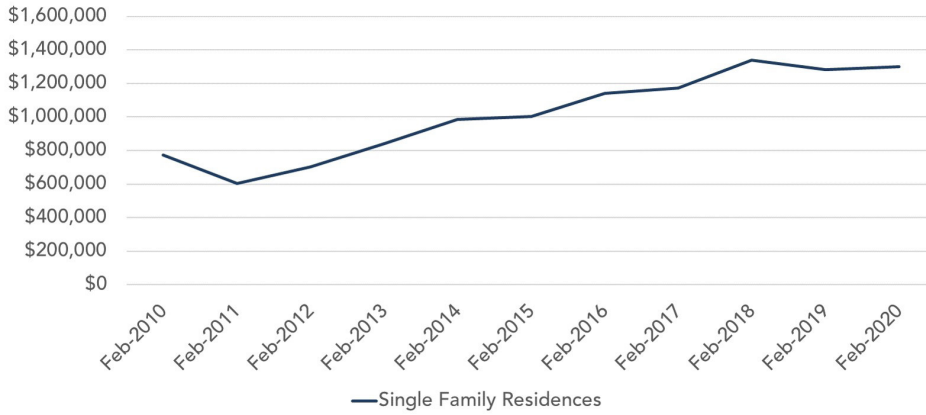
*Small sample size (n<10); use caution when interpreting results.

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



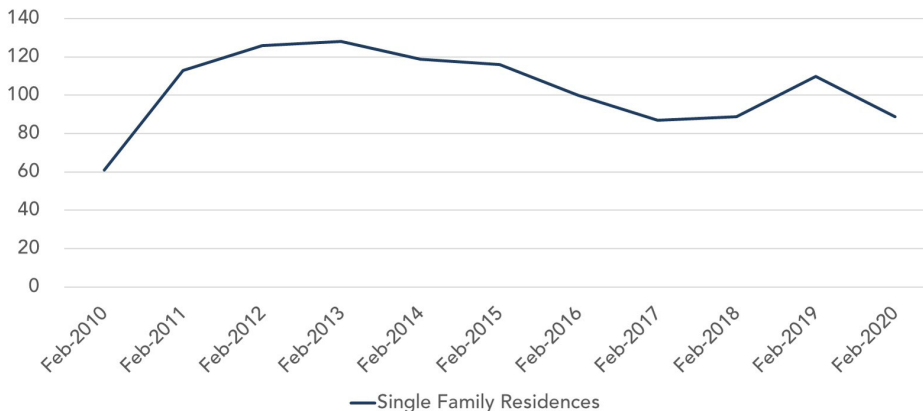
Single Family Residences
\$1,300,000
 +1.4% year-over-year

MEDIAN MARKET TIME



Single Family Residences
35 days
 -12 days year-over-year

NUMBER OF SALES



Single Family Residences
89
 -19.1% year-over-year