



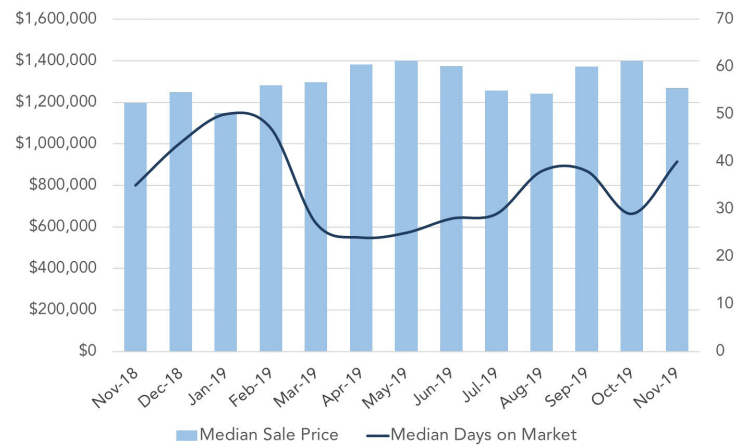
Last month, the median sale price for homes in Marin County increased by 6.1% year-over-year to \$1,270,000. The market experienced an increase in sales of 15.2% compared to last November. Other key metrics recorded cooler, with median days on market up 5 days to 40 and the median price per square foot ticking down 2.4% to 641. One-third of homes sold over their list price with purchasers paying an average of 0.1% under asking. The amount of inventory is significantly lower vs. last year with just 257 homes listed for sale; note that inventory metric is based on the last day of the month for consistency. Per the MLS, there are currently 208 active single-family homes in Marin County. Buyer demand continues to build and it looks to be shaping up to be a very busy 1Q2020!

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

### MONTH-OVER-MONTH COMPARISON

	NOV 2019	NOV 2018	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,270,000	\$1,197,500	+6.1%
DAYS ON MARKET	40	35	+14.3%
\$ / SQ. FT.	\$641	\$657	-2.4%
<b>TOTAL</b>			
PROPERTIES SOLD	182	158	+15.2%
PROPERTIES FOR SALE	257	356	-27.8%
% OF PROPERTIES SOLD OVER LIST PRICE	33.0%	41.1%	-8.1%
% OF LIST PRICE RECEIVED (AVERAGE)	99.9%	99.9%	0.0%



CHANGE IN PAST MONTH: SALE PRICE **-9.3%** DAYS ON MARKET **+11 days**

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

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ
Belvedere	5	11	▼ 55%	71	50	▲ 42%	\$3,670,000	\$3,250,000	▲ 13%
Corte Madera	34	23	▲ 48%	23	25	▼ 8%	\$1,325,500	\$1,525,000	▼ 13%
Fairfax	27	23	▲ 17%	25	23	▲ 9%	\$1,005,822	\$1,100,000	▼ 9%
Greenbrae	15	15	0%	21	30	▼ 30%	\$1,700,000	\$1,683,000	▲ 1%
Kentfield	20	22	▼ 9%	16	23	▼ 30%	\$2,251,000	\$1,895,500	▲ 19%
Larkspur	13	14	▼ 7%	16	26	▼ 38%	\$1,675,000	\$1,935,000	▼ 13%
Mill Valley	78	79	▼ 1%	26	20	▲ 30%	\$1,674,650	\$1,624,000	▲ 3%
Novato	140	128	▲ 9%	41	32	▲ 28%	\$969,750	\$939,000	▲ 3%
Ross	11	10	▲ 10%	40	33	▲ 21%	\$3,595,000	\$2,907,500	▲ 24%
San Anselmo	44	49	▼ 10%	22	26	▼ 15%	\$1,229,500	\$1,150,000	▲ 7%
San Rafael	133	132	▲ 1%	26	23	▲ 13%	\$1,175,000	\$1,221,000	▼ 4%
Sausalito	15	13	▲ 15%	28	41	▼ 32%	\$1,610,000	\$1,988,000	▼ 19%
Stinson Beach	5	6	▼ 17%	36	43	▼ 16%	\$2,900,000	\$3,137,500	▼ 8%
Tiburon	29	32	▼ 9%	63	75	▼ 16%	\$2,675,000	\$2,450,000	▲ 9%
<b>All Marin County</b>	<b>596</b>	<b>601</b>	<b>▼ 1%</b>	<b>32</b>	<b>29</b>	<b>▲ 10%</b>	<b>\$1,277,500</b>	<b>\$1,300,000</b>	<b>▼ 2%</b>

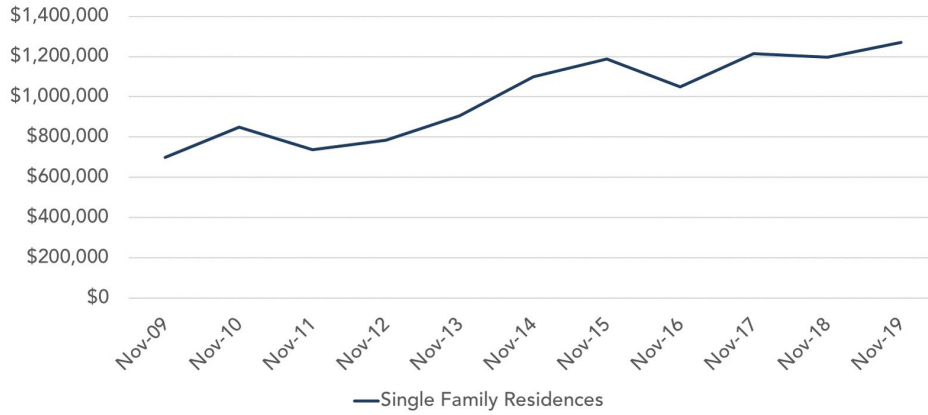
\*Small sample size (n<10); use caution when interpreting results.

Sources: Bareis MLS & BrokerMetrics, Data for Single Family Detached Homes, 7/01/2019 - 9/30/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



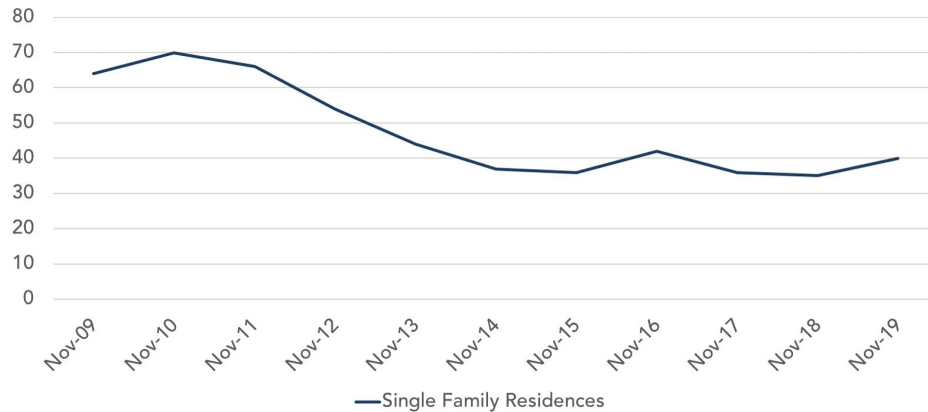
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



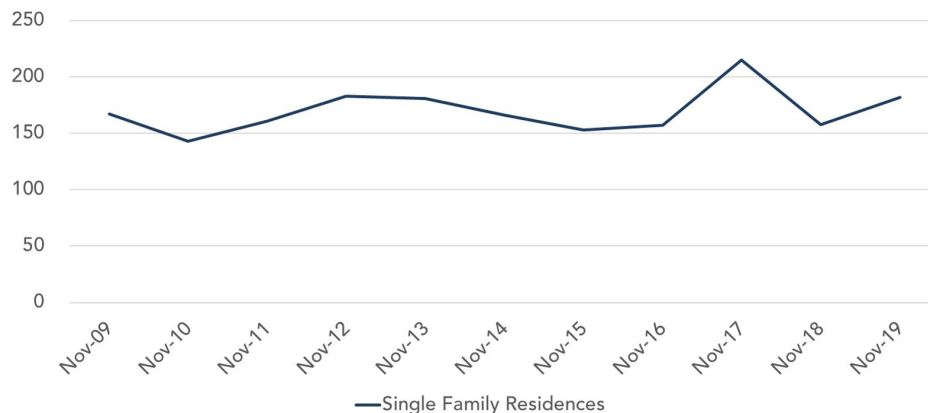
Single Family Residences  
**\$1,270,000**  
 +6.1% year-over-year

MEDIAN MARKET TIME



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

NUMBER OF SALES



Single Family Residences  
**182**  
 15.2% year-over-year