



The Marin County market experienced a slight softening during the last quarter. The median sale price ticked down 1.7% from the same time last year with the median price per square foot decreasing 5.5% to \$656. The median market time picked up 3 days reaching 32 days on the market. The number of properties sold is comparable to last year at just under 600 and the number of properties for sale is 2.5% higher at 455. When looking at month-over-month data, September saw a 10.5% jump from August, indicating sales activity is increasing. As reported by CNBC per the National Association of Realtors, the pending home sales index rose 1.6% in August, compared with July, and was 2.5% higher year over year. This index measures signed contracts to buy existing homes. August's gain reverses a slump in July and is likely fueled by falling mortgage rates. NAR's chief economist was quoted as saying, 'The notable sales slump in the West region over recent years appears to be over. Rising demand will reaccelerate home price appreciation in the absence of more supply.'

Across regions, Corte Madera saw the largest year-over-year percent increase in the number of homes sold, with Larkspur having the sharpest decline in median days on market, and Ross having the largest increase in median sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	Q3 2019	Q3 2018	%Δ
MEDIAN			
SALE PRICE	\$1,277,500	\$1,300,000	-1.7%
DAYS ON MARKET	32	29	+10.3%
\$ / SQ. FT.	\$656	\$694	-5.5%
TOTAL			
PROPERTIES SOLD	596	601	-0.8%
PROPERTIES FOR SALE	455	444	+2.5%
% OF PROPERTIES SOLD OVER LIST PRICE	39.6%	44.1%	-4.5%
% OF LIST PRICE RECEIVED (AVERAGE)	101.0%	101.4%	-0.4%



CHANGE IN SALE PRICE: **+10.5%**
 CHANGE IN DAYS ON MARKET: **0 days**

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

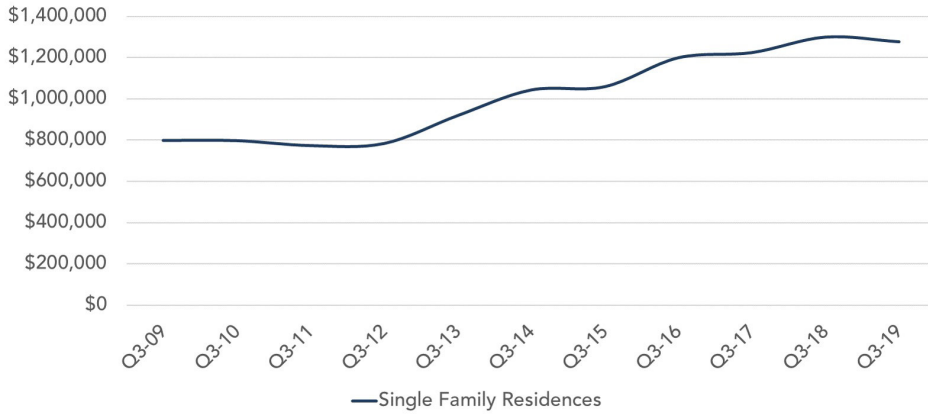
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ
Belvedere	5	11	▼ 55%	71	50	▲ 42%	\$3,670,000	\$3,250,000	▲ 13%
Corte Madera	34	23	▲ 48%	23	25	▼ 8%	\$1,325,500	\$1,525,000	▼ 13%
Fairfax	27	23	▲ 17%	25	23	▲ 9%	\$1,005,822	\$1,100,000	▼ 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%
All Marin County	596	601	▼ 1%	32	29	▲ 10%	\$1,277,500	\$1,300,000	▼ 2%

*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.



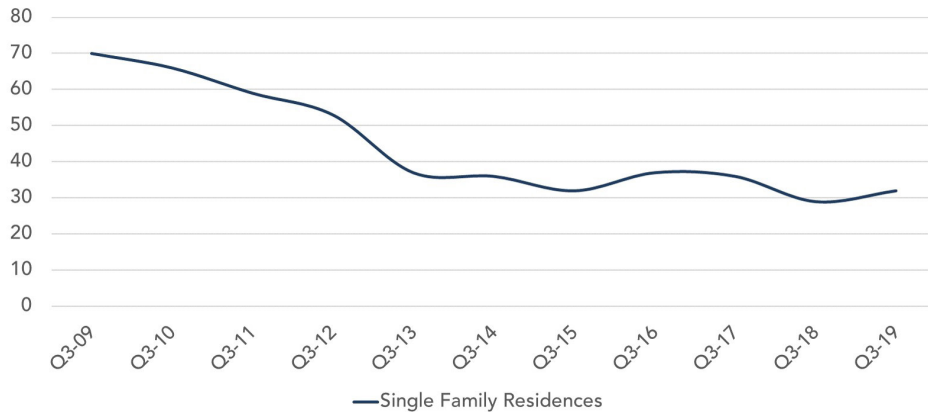
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



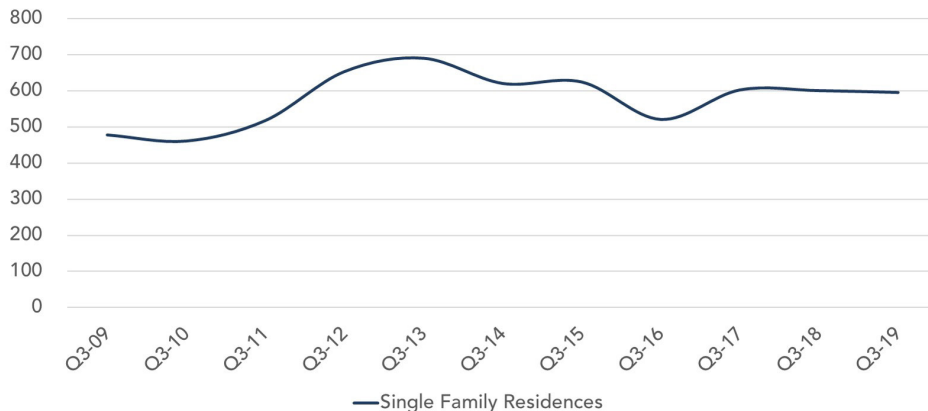
Single Family Residences
\$1,277,500
 -1.7% year-over-year

MEDIAN MARKET TIME



Single Family Residences
32 days
 +3 days year-over-year

NUMBER OF SALES



Single Family Residences
596
 -0.8% year-over-year