



The Marin County market saw great positive yearly growth in the median sale price. However, this large of a jump is primarily due to the very slow start we had in 2019. Recording as a 9.2% increase from last year, last month's median sale price hit \$1,255,000 which is 2.1% higher than January of 2018. Other key metrics are a mixed bag; the median days on market reached 60 for the month which is 9 days higher than last year, and despite the increase in median sale price, the price per square foot actually dropped 4.2% to \$632. The number of homes sold is at parity with last year at a total of 88 across the county. One-in-four homes sold over asking with purchasers on average paying slightly below the aggregate list price. Both of these measures improved slightly compared with last year.

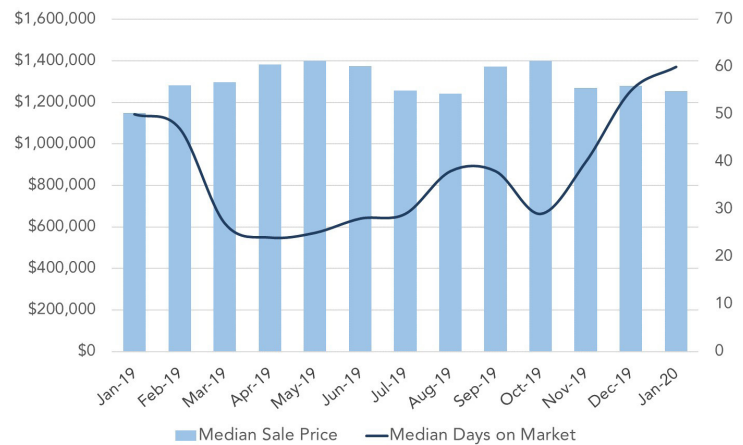
As we enter the spring selling season, mortgage rates are hovering near a three-year low (per FreddieMac.com). FreddieMac also reported that refinance activity is again surging and has risen to the highest level in seven years. This surge coupled with strong purchase activity means that total mortgage demand remains robust, reflective of a solid economic backdrop and a very low mortgage rate environment.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	JAN-2020	JAN-2019	%Δ
MEDIAN			
SALE PRICE	\$1,255,000	\$1,149,500	+9.2%
DAYS ON MARKET	60	51	+17.6%
\$ / SQ. FT.	\$632	\$660	-4.2%
TOTAL			
PROPERTIES SOLD	88	88	0.0%
PROPERTIES FOR SALE	169	272	-37.9%
% OF PROPERTIES SOLD OVER LIST PRICE	25.0%	21.6%	+3.4%
% OF LIST PRICE RECEIVED (AVERAGE)	99.2%	97.8%	+1.4%



CHANGE IN PAST MONTH: SALE PRICE **-2.0%** DAYS ON MARKET **+5 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%
All Marin County	2,232	2,162	▲ 3%	32	27	▲ 19%	\$1,310,000	\$1,350,000	▼ 3%

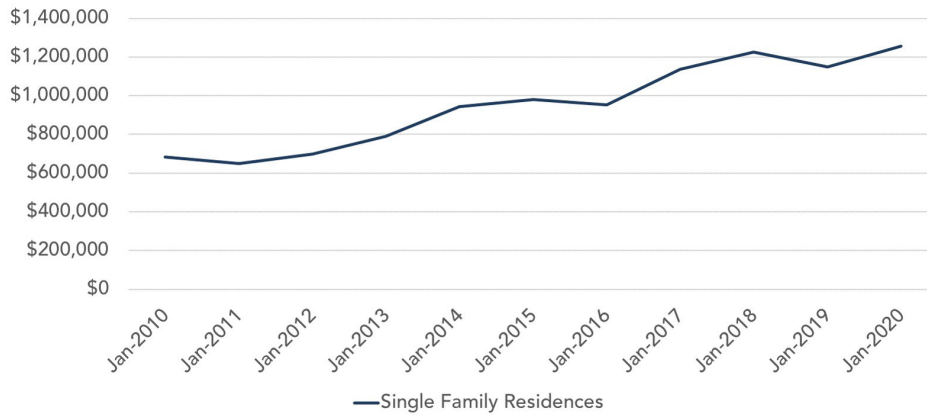
*Small sample size (n<10); use caution when interpreting results.

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.



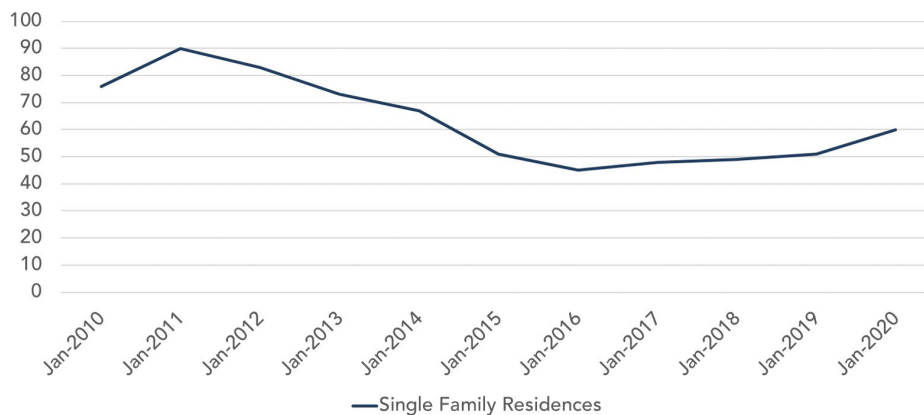
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



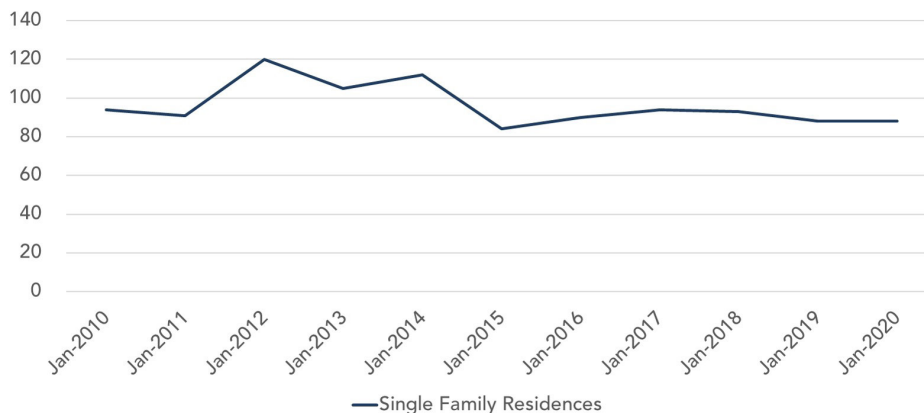
Single Family Residences
\$1,255,000
 +9.2% year-over-year

MEDIAN MARKET TIME



Single Family Residences
60 days
 +9 days year-over-year

NUMBER OF SALES



Single Family Residences
88
 0.0% year-over-year