



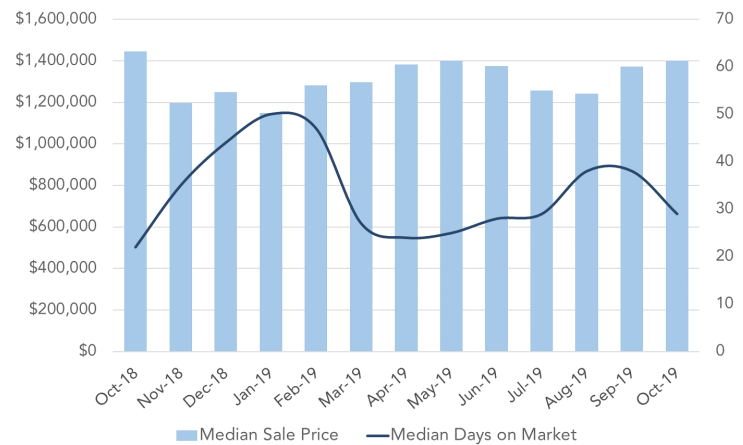
Last month, the Marin County market was a bit more accommodating to buyers compared with the previous year. The median sales price saw a 3.1% decrease compared with October of 2018 while the median price per square foot dipped 5.5% down to \$675. The median days on market increased by 7, ending at 29 days for the month. Sales were up 3.8% at 219. With the winter season fast approaching, we are seeing inventory levels decline and running 15.7% lower year-over-year. Across the county, homes sold at 0.9% above their asking price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

| | OCT 2019 | OCT 2018 | %Δ |
|--------------------------------------|-------------|-------------|--------|
| MEDIAN | | | |
| SALE PRICE | \$1,400,000 | \$1,445,000 | -3.1% |
| DAYS ON MARKET | 29 | 22 | +31.8% |
| \$ / SQ. FT. | \$675 | \$714 | -5.5% |
| TOTAL | | | |
| PROPERTIES SOLD | 219 | 211 | +3.8% |
| PROPERTIES FOR SALE | 382 | 453 | -15.7% |
| % OF PROPERTIES SOLD OVER LIST PRICE | 44.3% | 49.3% | -5.0% |
| % OF LIST PRICE RECEIVED (AVERAGE) | 100.9% | 101.0% | -0.1% |



CHANGE IN PAST MONTH: SALE PRICE **+2.0%** DAYS ON MARKET **-9 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% |

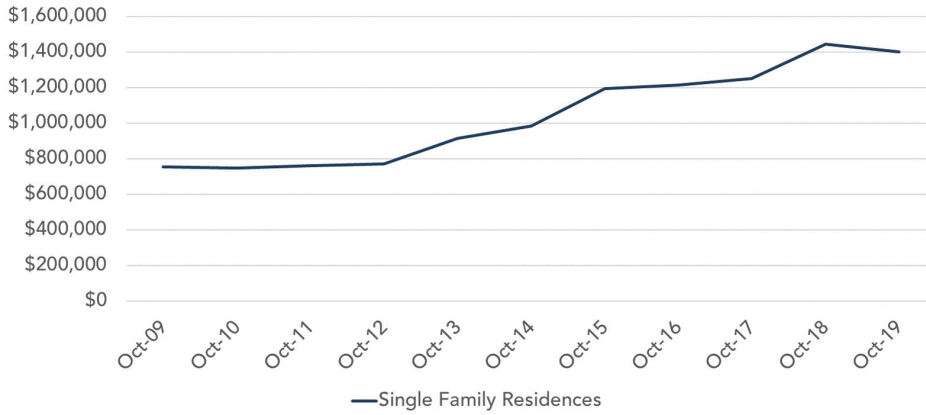
*Small sample size (n<10); use caution when interpreting results.

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.



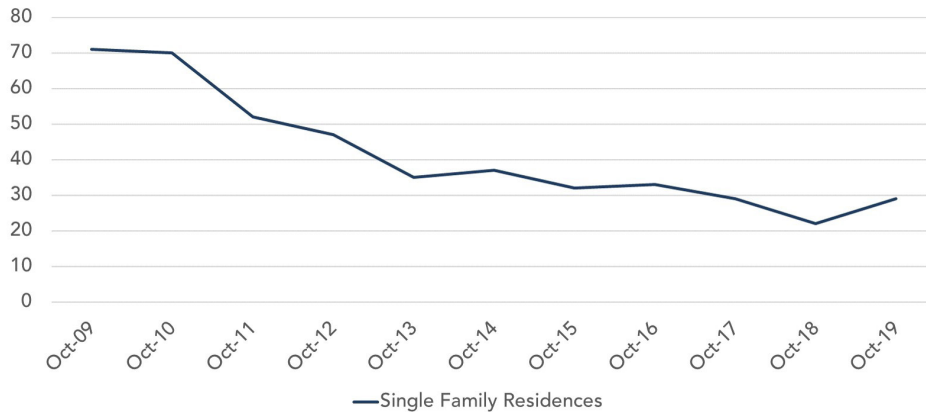
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



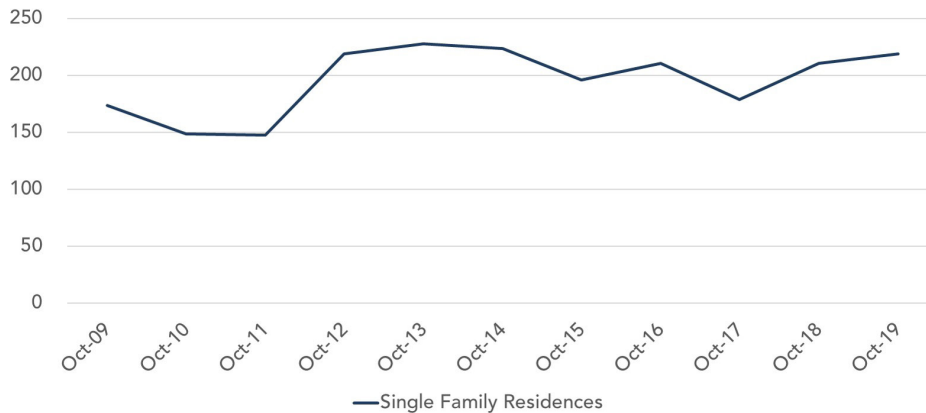
Single Family Residences
\$1,400,000
 -3.1% year-over-year

MEDIAN MARKET TIME



Single Family Residences
29 days
 +7 days year-over-year

NUMBER OF SALES



Single Family Residences
219
 +3.8% year-over-year