



Sales in Marin County for the month of February reached a median of \$1,275,000; representing a 5% drop from February 2018. Homes are also staying on the market twice as long as they were last year, with the median market time at 46 days, likely tied to recent weather conditions and flooding throughout the county. There were 22% more sales on a year-over-year basis, with just over a third of homes selling over asking.

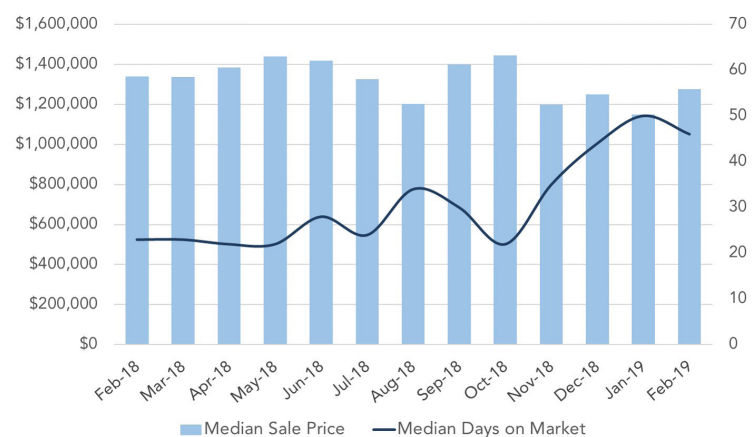
With this modest variation of the prolonged seller's market, now is the perfect time for prospective buyers who have been waiting for their opportunity to purchase a home. We are likely to see a surge in property value in the months ahead with many large Bay Area companies preparing to go public and the shortage of new inventory being built. There are currently 279 single family homes listed for sale in Marin County, ranging in price from \$485K to \$39MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	FEB-'19	FEB-'18	%Δ
MEDIAN			
SALE PRICE	\$1,275,000	\$1,340,000	-4.9%
DAYS ON MARKET	46	23	-100.0%
\$ / SQ. FT.	\$600	\$661	-9.2%
TOTAL			
HOMES SOLD	111	91	+22.0%
HOMES CURRENTLY FOR SALE	279	283	-1.4%
% OF PROPERTIES SOLD OVER LIST PRICE	35.1%	53.8%	-18.7%
% OF LIST PRICE RECEIVED (AVERAGE)	99.9%	102.6%	-2.7%



CHANGE IN PAST MONTH: SALE PRICE **+11%** DAYS ON MARKET **-8%**

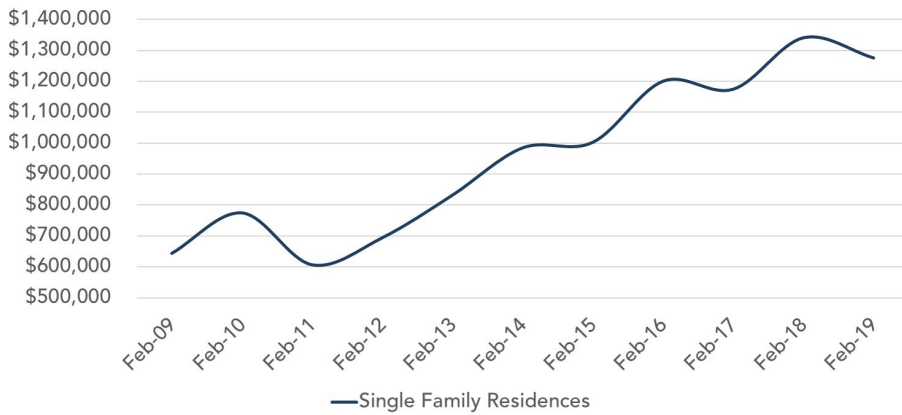
YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2018	2017	%Δ	2018	2017	%Δ	2018	2017	%Δ
Belvedere	42	30	▲ 40%	38	57	▼ 33%	\$3,225,000	\$3,375,000	▼ 4%
Corte Madera	60	89	▼ 33%	25	18	▲ 39%	\$1,475,000	\$1,465,000	▲ 1%
Fairfax	79	84	▼ 6%	25	29	▼ 14%	\$995,000	\$919,430	▲ 8%
Greenbrae	47	40	▲ 18%	28	22	▲ 27%	\$1,673,475	\$1,688,000	▼ 1%
Kentfield	73	70	▲ 4%	23	18	▲ 28%	\$2,475,000	\$2,560,000	▼ 3%
Larkspur	67	72	▼ 7%	24	27	▼ 11%	\$1,860,000	\$1,824,750	▲ 2%
Mill Valley	338	320	▲ 6%	22	31	▼ 29%	\$1,685,000	\$1,552,500	▲ 9%
Novato	452	530	▼ 15%	29	34	▼ 15%	\$965,000	\$880,500	▲ 10%
Ross	36	41	▼ 12%	23	34	▼ 32%	\$2,550,000	\$2,610,000	▼ 2%
San Anselmo	177	155	▲ 14%	22	28	▼ 21%	\$1,335,000	\$1,285,000	▲ 4%
San Rafael	509	480	6%	26	30	▼ 13%	\$1,179,000	\$1,110,000	▲ 6%
Sausalito	51	78	▼ 35%	34	30	▲ 13%	\$1,988,000	\$1,800,000	▲ 10%
Stinson Beach	19	19	0%	37	42	▼ 12%	\$2,350,000	\$2,400,000	▼ 2%
Tiburon	115	134	▼ 14%	36	36	0%	\$2,580,000	\$2,680,000	▼ 4%
All Marin County	2,187	2,243	▼ 2%	27	31	▼ 13%	\$1,351,000	\$1,255,000	▲ 8%



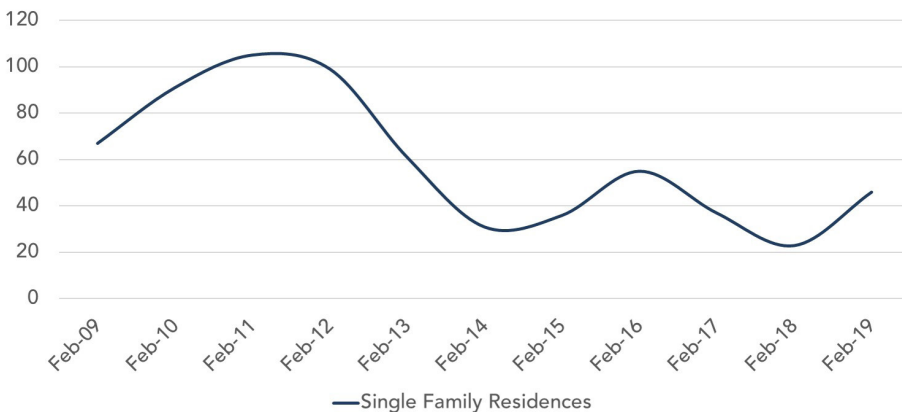
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



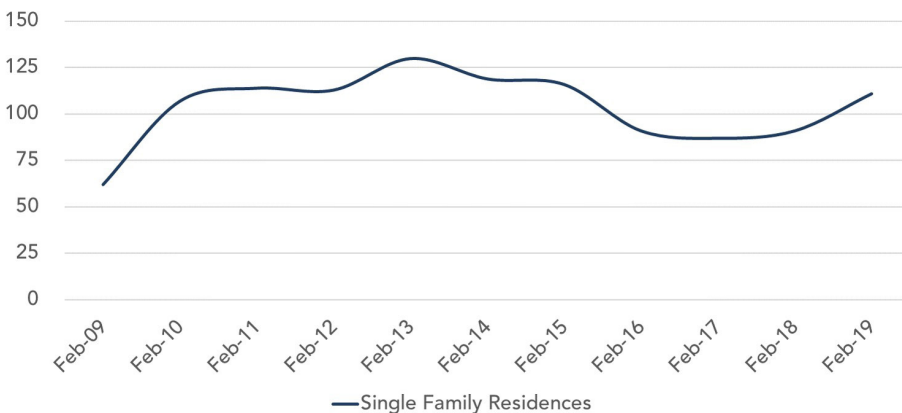
Single Family Residences
\$1,275,000
 -4.9% year-over-year

MEDIAN MARKET TIME



Single Family Residences
46 days
 +23 days year-over-year

NUMBER OF SALES



Single Family Residences
111
 +22.0% year-over-year

Sources: BAREIS, Data for Single Family Detached Homes. 02/01/2009 - 2/28/2019 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.