

A photograph of a park with large trees, a path, and a bench. The scene is lush with green grass and mature trees, with a paved path winding through the park. A wooden bench is visible in the foreground, and a black lamppost stands nearby. The background shows more trees and a clear sky.

MARIN COUNTY MARKET UPDATE

DECEMBER 2024





VANGUARD PROPERTIES

MARKET UPDATE

MARIN COUNTY | DECEMBER 2024

In late November, Bay Area markets began entering the traditional mid-winter holiday slowdown, marked by fewer new listings and a tapering of activity. Compared to last year, single-family home sales rose 15.0%, and the median sales price ticked down 4.9%.

Mortgage rates, which began declining mid-November, reached their lowest level in over a month last week. FreddieMac reported, 'Despite just a modest drop in rates, consumers clearly have responded as purchase demand has noticeably improved. The responsiveness of prospective homebuyers to even small changes in rates illustrates that affordability headwinds persist.'

December is expected to bring a seasonal lull, with fewer new listings and many unsold properties withdrawn from the market, especially in higher price ranges. For motivated buyers, this quieter period may offer opportunities to secure favorable deals before the anticipated spring surge in inventory and competition. Looking ahead, the market will likely see renewed energy starting in February, making this an opportune moment for buyers and sellers to prepare.



SINGLE FAMILY HOMES

NOVEMBER 2024

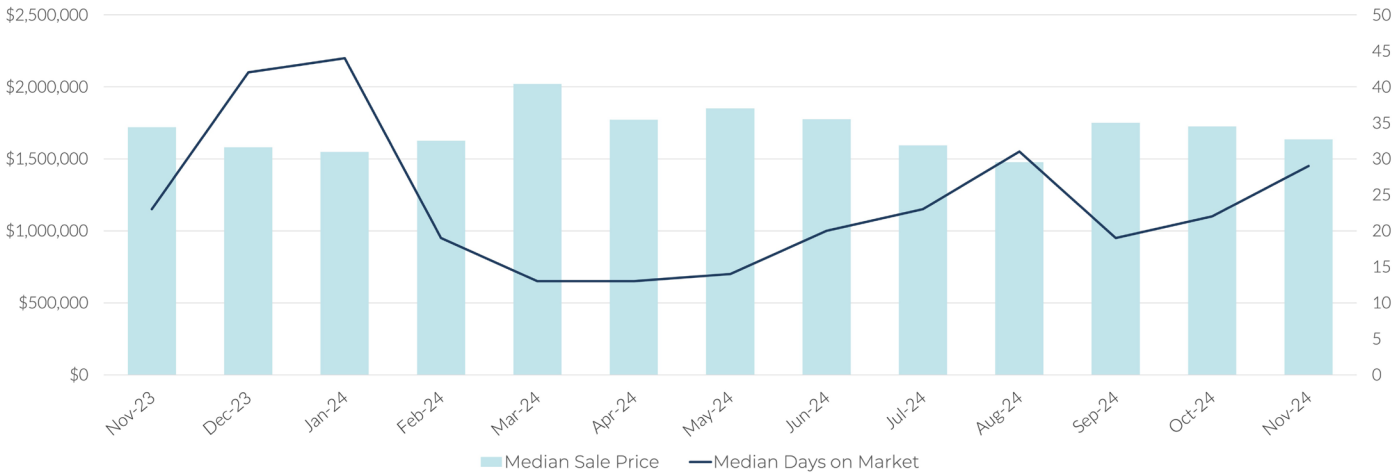
Median Sales Price	\$1,635,000 ↓
Days on market	29 ↑
\$ / SQ. FT.	\$859 ↓
# For Sale On Last Day Of Month	189 ↑
Went Into Contract	120 ↑
Properties Sold	138 ↑

MARIN COUNTY MARKET UPDATE

DECEMBER 2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-5.2%**

DAYS ON MARKET: **+7 days**

YEAR-OVER-YEAR COMPARISON

"Compared to last year, single-family home sales rose 15.0%, and the median sales price ticked down 4.9%."

	MEDIAN		
	NOV-2024	NOV-2023	%Δ
Sales Price	\$1,635,000	\$1,720,000	-4.9%
Days On Market	29	23	+26.1%
\$ / SQ. FT.	\$859	\$878	-2.2%

	TOTAL		
	NOV-2024	NOV-2023	%Δ
Went Into Contract	120	118	+1.7%
Properties Sold	138	120	+15.0%
# For Sale Last Day of Month	189	179	+5.6%
% Of Properties Sold Over List	32.6%	45.0%	-27.6%
% Of List Price Received (Average)	100.8%	100.9%	-0.1%

MARIN COUNTY MARKET UPDATE

Q3-2024

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3-2024	Q3-2023	%Δ	Q3-2024	Q3-2023	%Δ	Q3-2024	Q3-2023	%Δ
Belvedere	6*	7*	▼ 14%	39	12	▲ 225%	\$5,475,000	\$5,500,000	▼ 0%
Corte Madera	24*	14*	▲ 71%	13	18	▼ 28%	\$1,887,500	\$1,635,000	▲ 15%
Fairfax	18*	17*	▲ 6%	23	12	▲ 92%	\$1,250,000	\$1,300,000	▼ 4%
Greenbrae	13*	6*	▲ 117%	8	16	▼ 50%	\$2,775,000	\$1,675,000	▲ 66%
Kentfield	16*	9*	▲ 78%	21	19	▲ 11%	\$3,550,000	\$3,500,000	▲ 1%
Larkspur	16*	17*	▼ 6%	39	10	▲ 290%	\$2,404,000	\$2,495,000	▼ 4%
Mill Valley	64	58	▲ 10%	23	17	▲ 35%	\$2,054,000	\$2,138,000	▼ 4%
Novato	115	111	▲ 4%	25	21	▲ 19%	\$1,240,000	\$1,149,900	▲ 8%
Ross	5*	5*	0%	78	14	▲ 457%	\$2,180,000	\$3,500,000	▼ 38%
San Anselmo	36*	28*	▲ 29%	19	13	▲ 46%	\$1,449,750	\$1,577,000	▼ 8%
San Rafael	104	90	▲ 16%	22	19	▲ 16%	\$1,422,500	\$1,517,500	▼ 6%
Sausalito	14*	12*	▲ 17%	40	34	▲ 18%	\$1,900,000	\$1,993,000	▼ 5%
Stinson Beach	5*	5*	0%	28	65	▼ 57%	\$3,800,000	\$2,188,000	▲ 74%
Tiburon	15*	22*	▼ 32%	35	12	▲ 192%	\$2,800,000	\$3,407,500	▼ 18%
MARIN COUNTY	468	425	▲ 10%	24	17	▲ 41%	\$1,595,000	\$1,600,000	▼ 0%

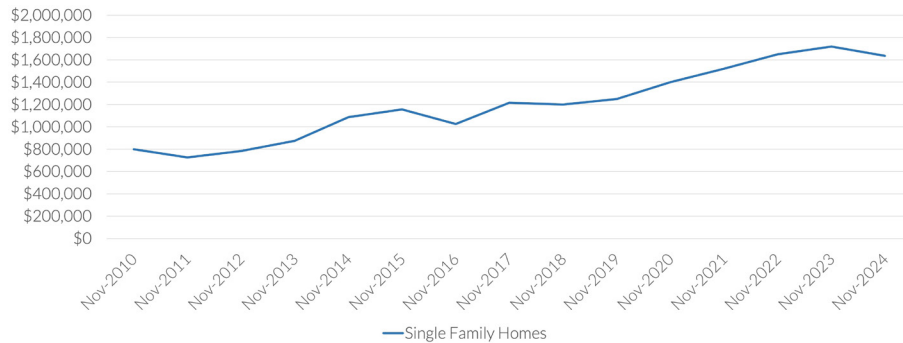
* Denotes small sample size; Use caution when interpreting results. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

MARIN COUNTY MARKET UPDATE

DECEMBER 2024

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

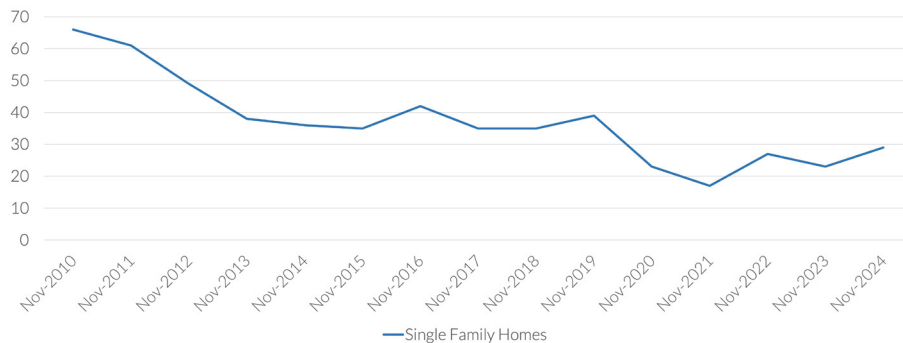


Single Family Residences

\$1,635,000

-4.9% change year-over-year

MEDIAN MARKET TIME

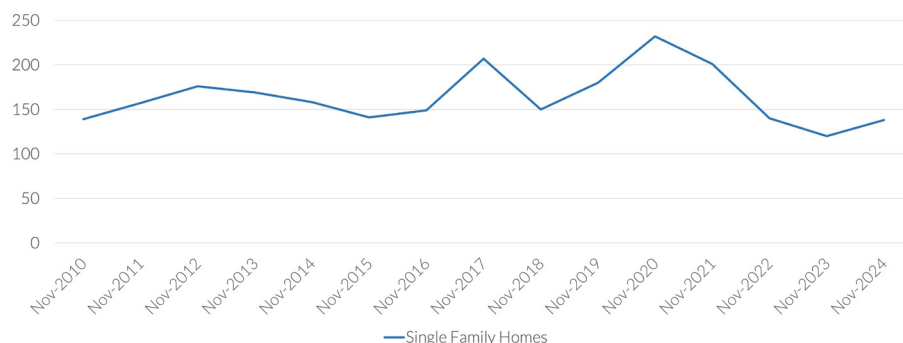


Single Family Residences

29 days

+6 day change year-over-year

NUMBER OF SALES



Single Family Residences

138

+15.0% change year-over-year