



MARIN COUNTY MARKET UPDATE

FEBRUARY 2025





VANGUARD PROPERTIES

MARKET UPDATE

MARIN COUNTY | FEBRUARY 2025

The U.S. economy closed 2024 on a strong note, with GDP growth exceeding initial estimates and job gains remaining steady. Consumer spending continued to drive economic expansion, though the labor market showed signs of cooling. Inflation, while lower than its 2022 peak, remains above the Federal Reserve's 2% target, suggesting that interest rates may stay elevated for longer than previously expected.

The Federal Reserve kept its benchmark rate unchanged, and mortgage rates have now dipped below 7%, offering some relief to buyers. Freddie Mac reports that recent data shows that purchase applications modestly exceeded those from 2024—an encouraging sign of resilient demand.

Consumer confidence has become somewhat uncertain, as stock markets remain high yet volatile. Additionally, California's recent devastating wildfires have inflicted significant human and financial costs that will take years to fully assess, further complicating the broader economic outlook.

In Marin County, the typical new year rebound is in full swing. New listings have bounced back from December lows, and while median home prices have decreased 5.7% year-over-year, demand remains strong. New escrows have increased by 28.8%.

Looking ahead, we expect the market to accelerate rapidly in the coming months as the spring season gains momentum.



SINGLE FAMILY HOMES

JANUARY 2025

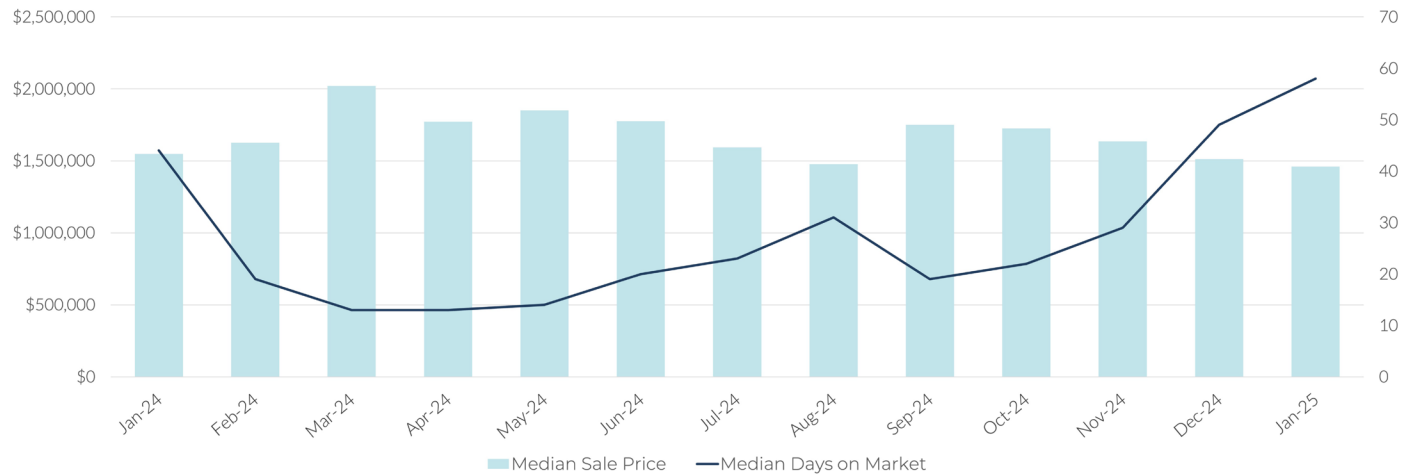
Median Sales Price	\$1,460,000 ↓
Days on market	58 ↑
\$/SQ. FT.	\$721 ↓
# For Sale On Last Day Of Month	125 ↑
Went Into Contract	85 ↑
Properties Sold	68 ↑

MARIN COUNTY MARKET UPDATE

FEBRUARY 2025

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-3.5%**

DAYS ON MARKET: **+9 days**

YEAR-OVER-YEAR COMPARISON

"In Marin County, the typical new year rebound is in full swing. New listings have bounced back from December lows, and while median home prices have decreased 5.7% year-over-year, demand remains strong. New escrows have increased by 28.8%."

	JAN-2025	JAN-2024	%Δ
Median Sales Price	\$1,460,000	\$1,549,000	-5.7%
Median Days On Market	58	44	+31.8%
\$/SQ. FT.	\$721	\$782	-7.8%

	JAN-2025	JAN-2024	%Δ
Total Went Into Contract	85	66	+28.8%
Total Properties Sold	68	65	+4.6%
Total # For Sale Last Day of Month	125	88	+42.0%
Total % Of Properties Sold Over List	25.0%	32.3%	-22.6%
Total % Of List Price Received (Average)	97.9%	98.8%	-0.9%

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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075

MARIN COUNTY MARKET UPDATE

FEBRUARY 2025

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2024	2023	%Δ	2024	2023	%Δ	2024	2023	%Δ
Belvedere	28	38	▼ 26%	39	14	▲ 179%	\$5,350,000	\$5,013,500	▲ 7%
Corte Madera	89	72	▲ 24%	14	15	▼ 7%	\$1,850,000	\$1,735,000	▲ 7%
Fairfax	62	61	▲ 2%	17	12	▲ 42%	\$1,200,000	\$1,267,000	▼ 5%
Greenbrae	42	33	▲ 27%	11	14	▼ 21%	\$2,180,000	\$2,100,000	▲ 4%
Kentfield	70	54	▲ 30%	18	14	▲ 29%	\$3,190,900	\$3,325,000	▼ 4%
Larkspur	68	57	▲ 19%	18	10	▲ 80%	\$2,575,000	\$2,510,000	▲ 3%
Mill Valley	275	242	▲ 14%	16	14	▲ 14%	\$2,250,000	\$2,200,000	▲ 2%
Novato	379	370	▲ 2%	24	21	▲ 14%	\$1,300,000	\$1,201,550	▲ 8%
Ross	19	21	▼ 10%	21	12	▲ 75%	\$3,250,000	\$3,200,000	▲ 2%
San Anselmo	131	108	▲ 21%	20	14	▲ 43%	\$1,625,000	\$1,652,000	▼ 2%
San Rafael	380	344	▲ 10%	21	22	▼ 5%	\$1,479,700	\$1,500,000	▼ 1%
Sausalito	38	44	▼ 14%	25	16	▲ 56%	\$2,162,750	\$2,247,500	▼ 4%
Stinson Beach	12	12	0%	49	25	▲ 96%	\$3,900,000	\$5,500,000	▼ 29%
Tiburon	75	79	▼ 5%	28	15	▲ 87%	\$3,485,000	\$3,582,975	▼ 3%
MARIN COUNTY	1,743	1,608	▲ 8%	21	17	▲ 24%	\$1,700,000	\$1,675,000	▲ 1%

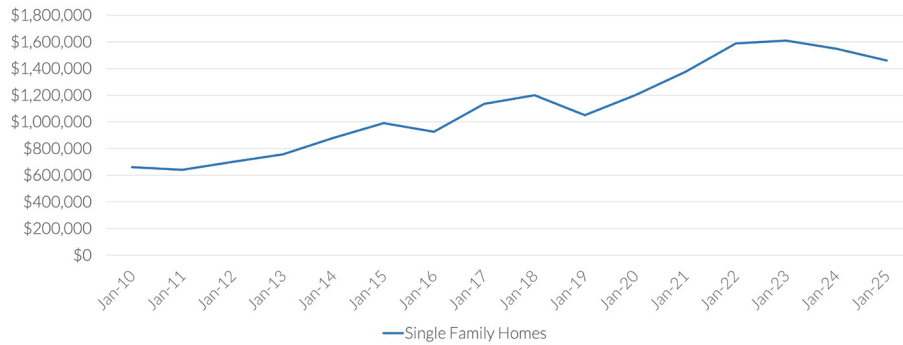
* Denotes small sample size; Use caution when interpreting results. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

MARIN COUNTY MARKET UPDATE

FEBRUARY 2025

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

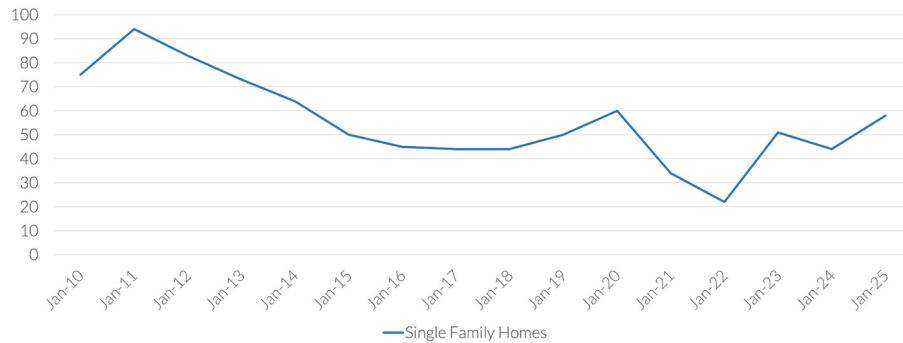


Single Family Residences

\$1,460,000

-5.7% change year-over-year

MEDIAN MARKET TIME

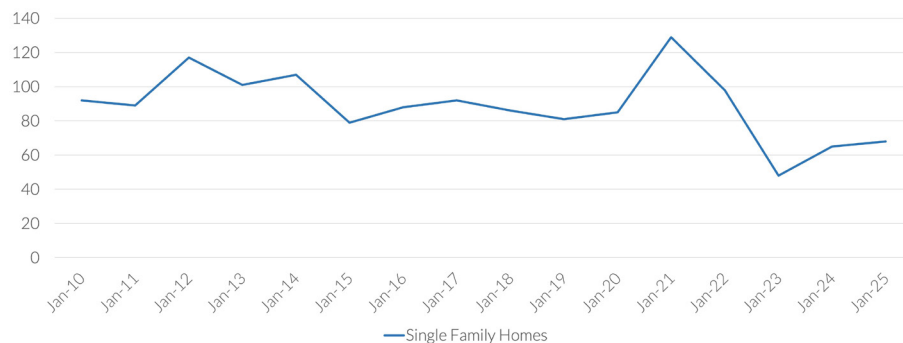


Single Family Residences

58 days

+14 day change year-over-year

NUMBER OF SALES



Single Family Residences

68

+4.6% change year-over-year

* 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075