



# MARIN COUNTY MARKET UPDATE

2024 YEAR IN REVIEW





## VANGUARD PROPERTIES

# MARKET UPDATE

### MARIN COUNTY | 2024 YEAR IN REVIEW

The real estate market in 2024 reflected a mix of resilience and recovery amid broader economic challenges. High prices, limited inventory, and steady demand defined the landscape, with certain regions continuing to perform well despite a shifting economic backdrop.

The tech industry’s workforce reduction since 2022 had a lingering impact on housing demand, contributing to a decline in prices compared to the market’s peak between spring 2021 and fall 2022. However, year-over-year data showed encouraging signs of recovery. Sales of single-family homes rose 8.4% and the median sales price ticked up 1.5%. Competitive bidding remained common, especially in desirable neighborhoods, with many properties selling quickly and above asking price.

Mortgage rates have edged upward over the last four weeks, with the 30-year fixed averaging 6.93%. Despite higher rates, buyers appear to be re-entering the market, as pending home sales continue to rise.

The first half of January typically starts slow as the market emerges from the holiday lull. Activity is expected to build, with new and refreshed listings peaking during the busy spring selling season. Projections point to a seller’s market throughout 2025, characterized by tight inventory and sustained demand—conditions likely to support high pricing. The National Association of Realtors forecasts a 2% increase in home prices nationwide, driven by stabilizing mortgage rates and improving job and income opportunities.

Overall, 2024 laid the foundation for continued stability and growth in the Marin County real estate market, setting the stage for an active and optimistic year ahead.



### SINGLE FAMILY HOMES

#### 2024

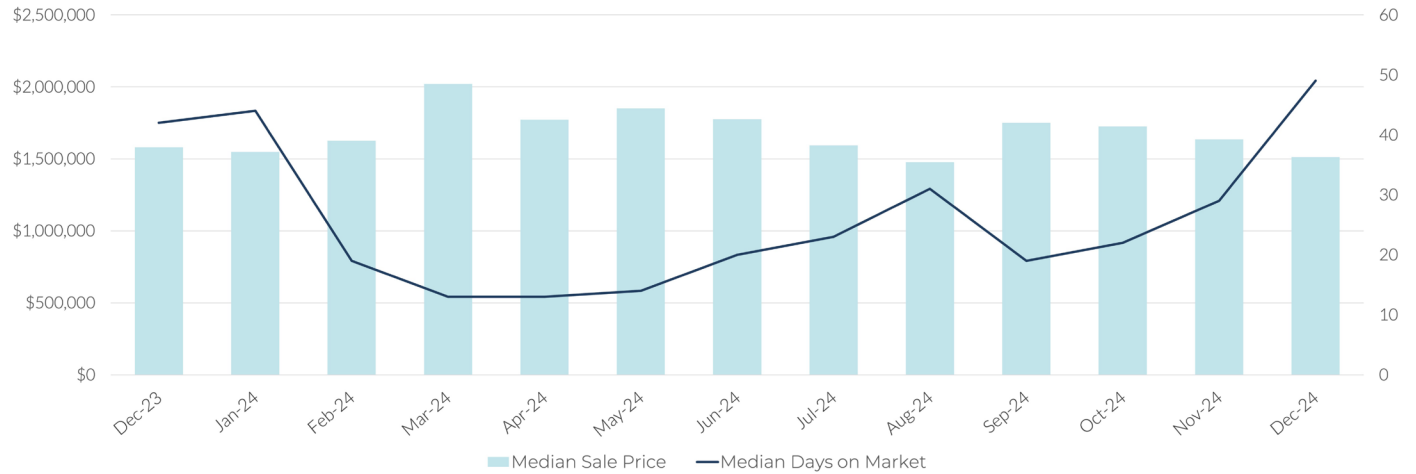
Median Sales Price	\$1,700,000 ↑
Days on market	21 ↑
\$ / SQ. FT.	\$868 ↓
# For Sale On Last Day Of Year	105 ↑
Went Into Contract	1,728 ↑
Properties Sold	1,743 ↑

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## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-7.5%**

DAYS ON MARKET: **+20 days**

### YEAR-OVER-YEAR COMPARISON

*"...year-over-year data showed encouraging signs of recovery. Sales of single-family homes rose 8.4% and the median sales price ticked up 1.7%."*

	2024	2023	%Δ
Median Sales Price	\$1,700,000	\$1,675,000	+1.5%
Median Days On Market	21	17	+23.5%
\$/SQ. FT.	\$868	\$871	-0.3%

	2024	2023	%Δ
Total Went Into Contract	1,728	1,618	+6.8%
Total Properties Sold	1,743	1,608	+8.4%
Total # For Sale Last Day of Year	105	94	+11.7%
Total % Of Properties Sold Over List	44.8%	48.6%	-7.8%
Total % Of List Price Received (Average)	101.6%	102.4%	-0.8%

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

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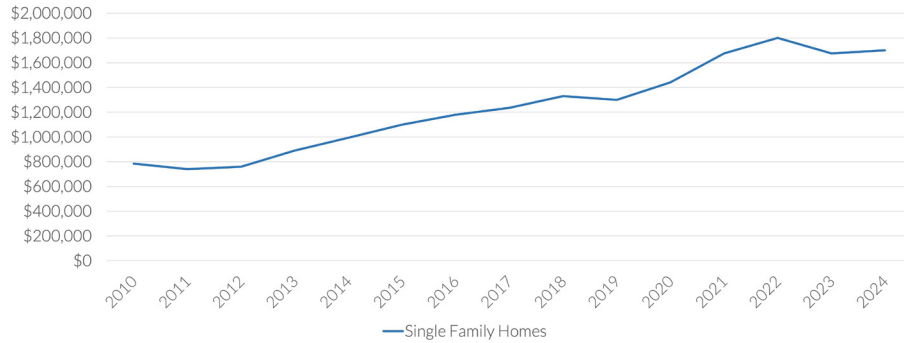
## YEAR-OVER-YEAR REGION COMPARISON

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

## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE

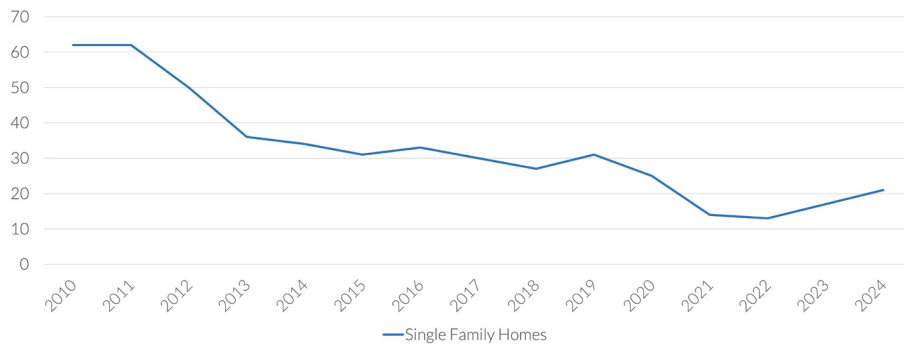


Single Family Residences

**\$1,700,000**

+1.5% change year-over-year

### MEDIAN MARKET TIME

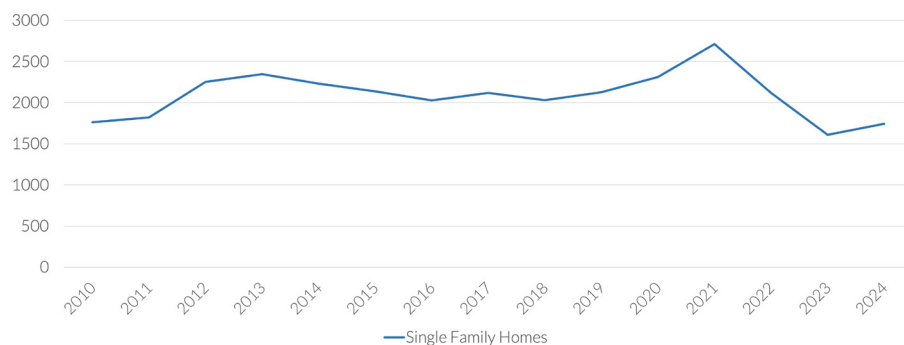


Single Family Residences

**21 days**

+4 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**1,743**

+8.4% change year-over-year

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