

MARIN COUNTY MARKET UPDATE | JUNE 2024

SNAPSHOT

The real estate market remains stable, with buyers willing to pay premium prices, often exceeding pre-pandemic levels, despite relatively high interest rates. The median sales price has increased by 0.4 percent compared to May of last year, while the number of properties going into contract has surged by 16.2 percent. Notably, over half of the homes sell for more than their list price, averaging 3.8 percent above asking. Additionally, the number of available homes has risen by 13.1 percent year-over-year, though competition remains fierce, particularly in highly desirable neighborhoods.

Interest rates have been volatile and are expected to remain so, especially with upcoming political events. Buyers who can navigate the current higher rates may benefit significantly when rates eventually decline, allowing for refinancing and capitalizing on today's relatively lower prices.

SINGLE FAMILY HOMES



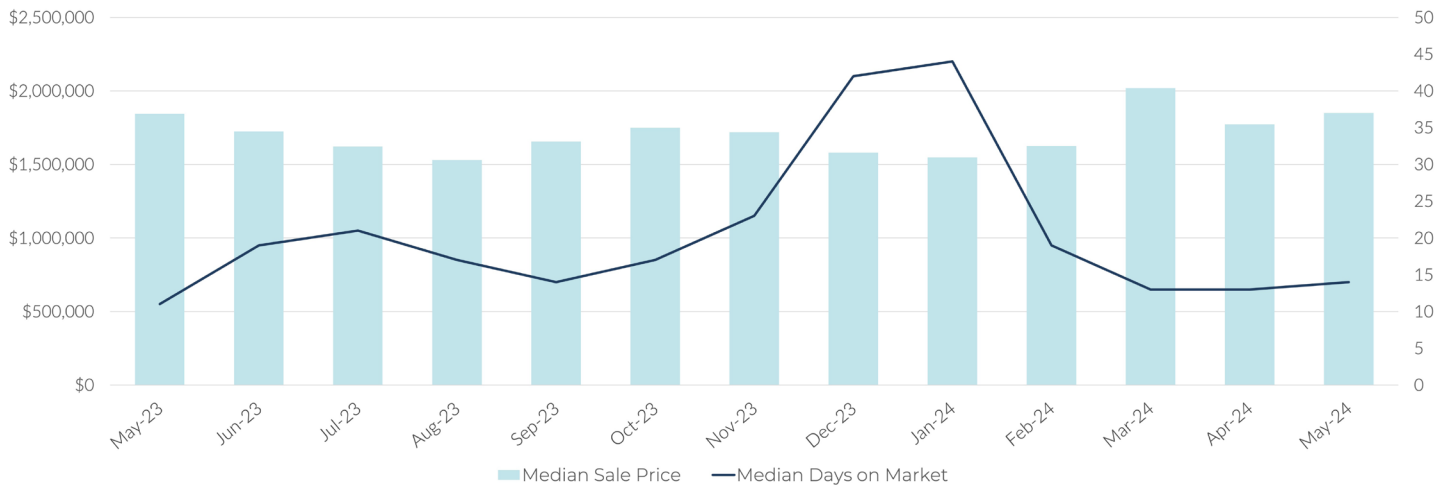
MAY 2024

MEDIAN SALES PRICE	\$1,850,000 ↑
DAYS ON MARKET	14 ↑
\$/SQ. FT.	\$903 ↓
# FOR SALE LAST DAY OF MONTH	302 ↑
WENT INTO CONTRACT	208 ↑
PROPERTIES SOLD	203 ↑

MARIN COUNTY MARKET UPDATE | JUNE 2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+4.4%**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON



The real estate market remains stable, with buyers willing to pay premium prices, often exceeding pre-pandemic levels.

MEDIAN

	MAY-2024	MAY-2023	%Δ
SALES PRICE	\$1,850,000	\$1,842,500	+0.4%
DAYS ON MARKET	14	11	+27.3%
\$/SQ. FT.	\$903	\$978	-7.7%

TOTAL

	MAY-2024	MAY-2023	%Δ
WENT INTO CONTRACT	208	179	+16.2%
PROPERTIES SOLD	203	194	+4.6%
# FOR SALE LAST DAY OF MONTH	302	267	+13.1%
% OF PROPERTIES SOLD OVER LIST PRICE	54.7%	58.2%	-6.0%
% OF LIST PRICE RECEIVED (AVERAGE)	103.8%	104.7%	-0.9%

* 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

YEAR-OVER-YEAR REGION COMPARISON

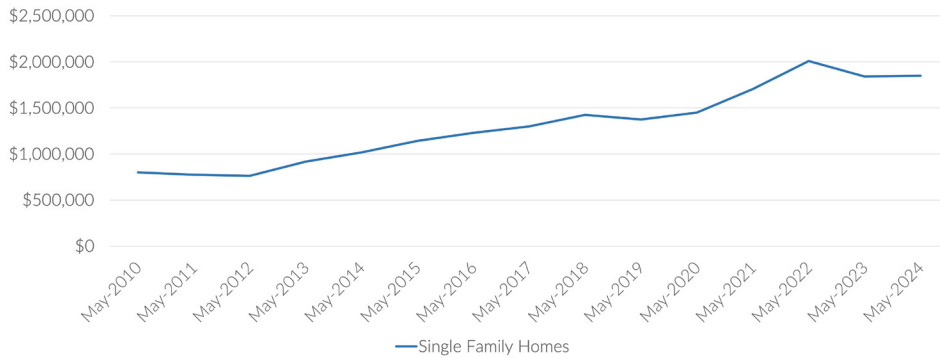
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1-2024	Q1-2023	%Δ	Q1-2024	Q1-2023	%Δ	Q1-2024	Q1-2023	%Δ
Belvedere	4*	12*	▼ 67%	8	14	▼ 43%	\$5,288,500	\$4,312,500	▲ 23%
Corte Madera	12*	12*	0%	18	11	▲ 64%	\$1,947,500	\$1,647,500	▲ 18%
Fairfax	2*	8*	▼ 75%	65	20	▲ 225%	\$1,318,750	\$1,337,500	▼ 1%
Greenbrae	6*	4*	▲ 50%	24	12	▲ 100%	\$2,141,000	\$1,738,750	▲ 23%
Kentfield	6*	11*	▼ 45%	8	7	▲ 14%	\$2,860,000	\$3,875,000	▼ 26%
Larkspur	10*	8*	▲ 25%	24	18	▲ 33%	\$2,241,250	\$2,650,000	▼ 15%
Mill Valley	43*	36*	▲ 19%	14	12	▲ 17%	\$2,077,000	\$2,065,389	▲ 1%
Novato	49*	80	▼ 39%	22	26	▼ 15%	\$1,357,000	\$1,200,000	▲ 13%
Ross	1*	4*	▼ 75%	7	42	▼ 83%	\$6,500,000	\$2,650,000	▲ 145%
San Anselmo	20*	14*	▲ 43%	19	12	▲ 58%	\$1,650,575	\$1,585,000	▲ 4%
San Rafael	65	43*	▲ 51%	20	28	▼ 29%	\$1,487,000	\$1,395,000	▲ 7%
Sausalito	5*	4*	▲ 25%	15	47	▼ 68%	\$1,425,000	\$2,700,000	▼ 47%
Stinson Beach	2*	0	-	71	-	-	\$3,600,000	-	-
Tiburon	13*	9*	▲ 44%	9	12	▼ 25%	\$3,907,000	\$3,300,000	▲ 18%
Marin County	253	255	▼ 1%	19	20	▼ 5%	\$1,700,000	\$1,600,000	▲ 6%

* 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 | JUNE 2024

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$1,850,000

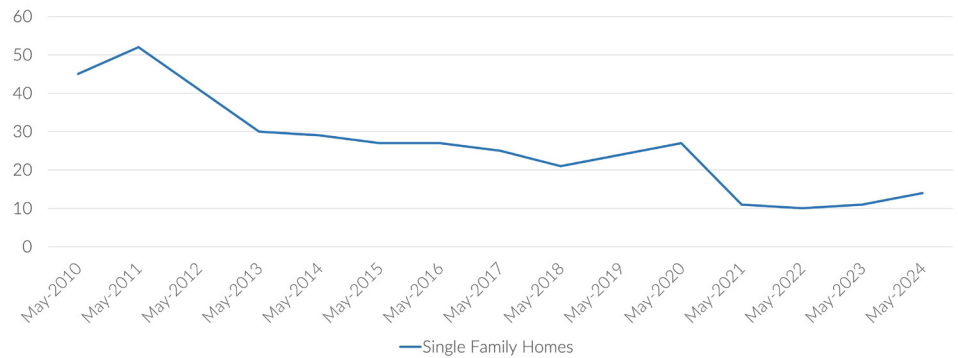
+0.4% change year-over-year

MEDIAN MARKET TIME

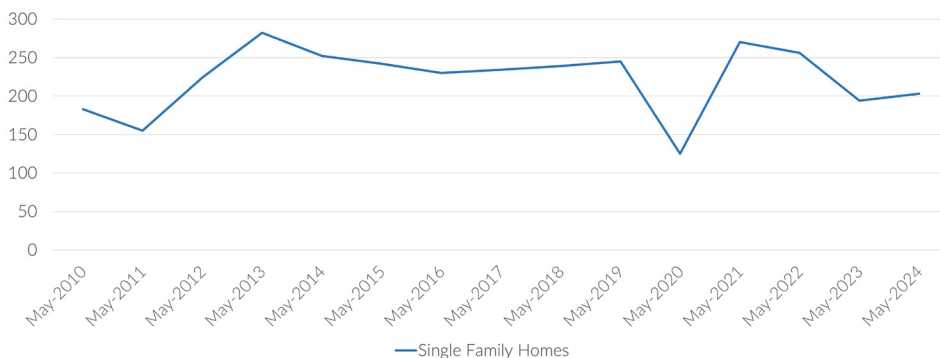
SINGLE FAMILY RESIDENCES

14 days

+3 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

203

+4.6% change year-over-year