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# MARIN COUNTY MARKET UPDATE

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MARCH 2025





## VANGUARD PROPERTIES

# MARKET UPDATE

MARIN COUNTY | MARCH 2025

Buyer activity is picking up in Marin County, with the number of sold listings up 17.5% compared to February of last year. This signals renewed confidence and fresh opportunities for homeowners, investors, and first-time buyers alike.

While inventory remains limited, it's higher than this time last year, giving buyers more options—though competition is still strong, especially for sought-after neighborhoods and premium properties.

A key measure of market balance, Months Supply of Inventory (MSI), remains low. A seller's market typically occurs when MSI is below three months, and Marin County currently sits at 2.1 months of inventory for single-family homes. This means sellers still hold the advantage, though buyers are seeing more options than before.

Falling mortgage rates are also giving buyers a boost. Freddie Mac reported that the 30-year fixed-rate mortgage saw its largest weekly drop since September, which could motivate more buyers to enter the market. Lower rates are also driving refinancing activity, with refinance applications now making up nearly 44% of market activity—the highest level since December.

With increased inventory and strong demand, this spring is shaping up to be an active season for real estate in Marin County.



### SINGLE FAMILY HOMES

#### JANUARY 2025

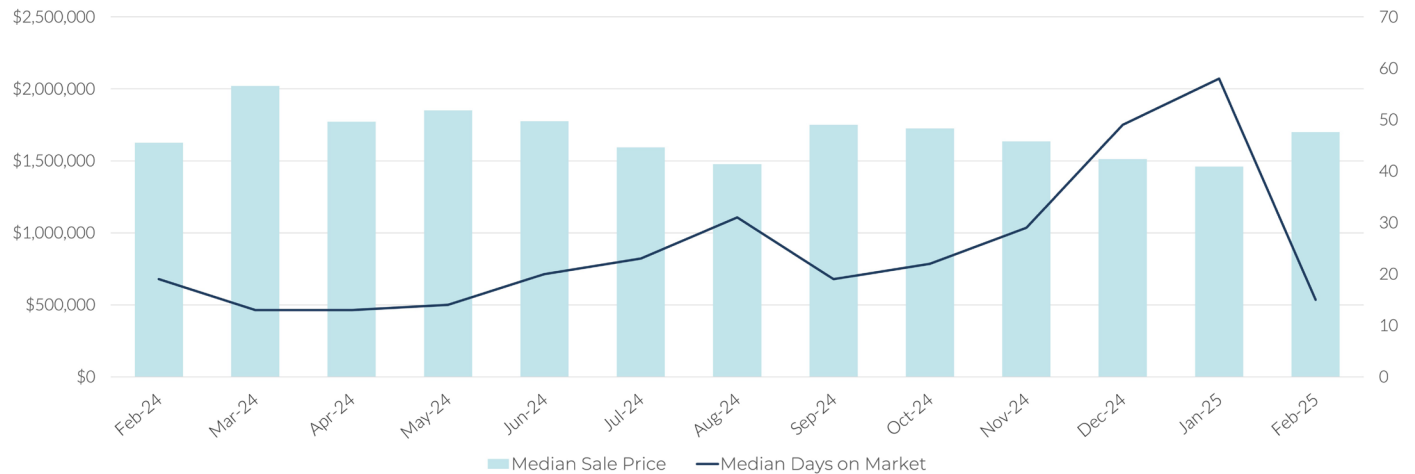
Median Sales Price	\$1,700,000 ↑
Days on market	15 ↓
\$ / SQ. FT.	\$830 ↓
# For Sale On Last Day Of Month	194 ↑
Went Into Contract	80 ↓
Properties Sold	94 ↑

# MARIN COUNTY MARKET UPDATE

MARCH 2025

## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+16.4%**

DAYS ON MARKET: **-43 days**

### YEAR-OVER-YEAR COMPARISON

*"While inventory remains limited, it's higher than this time last year, giving buyers more options—though competition is still strong, especially for sought-after neighborhoods and premium properties."*

	MEDIAN		
	FEB-2025	FEB-2024	%Δ
Sales Price	\$1,700,000	\$1,625,000	+4.6%
Days On Market	15	19	-21.1%
\$ / SQ. FT.	\$830	\$853	-2.7%

	TOTAL		
	FEB-2025	FEB-2024	%Δ
Went Into Contract	80	89	-10.1%
Properties Sold	94	80	+17.5%
# For Sale Last Day of Month	194	120	+61.7%
% Of Properties Sold Over List	46.8%	50.0%	-6.4%
% Of List Price Received <i>(Average)</i>	102.2%	103.2%	-1.0%

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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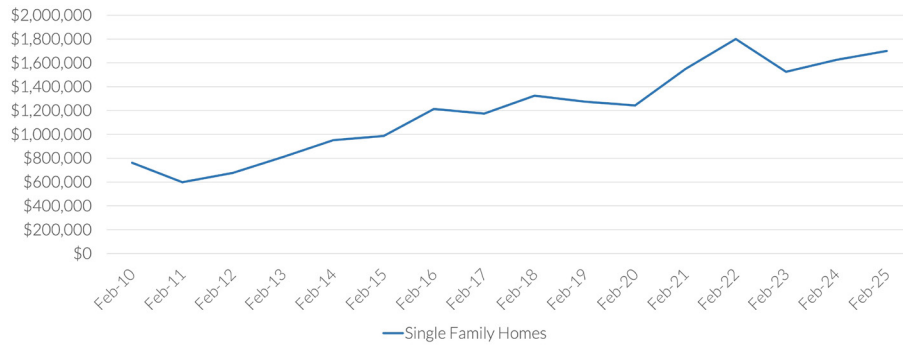
## YEAR-OVER-YEAR REGION COMPARISON

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

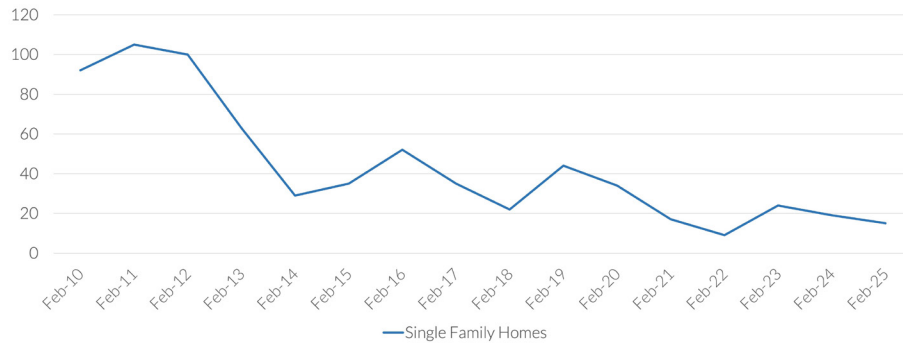


Single Family Residences

**\$1,700,000**

+4.6% change year-over-year

### MEDIAN MARKET TIME

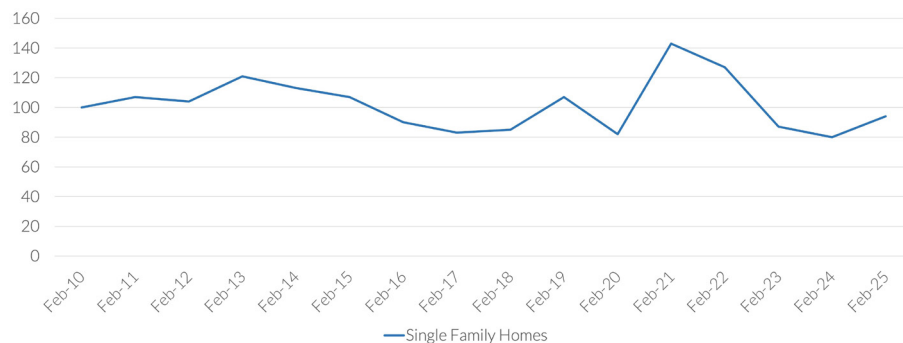


Single Family Residences

**15 days**

-4 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**94**

+17.5% change year-over-year

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