



# MARIN COUNTY MARKET UPDATE

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MARCH 2026





## VANGUARD PROPERTIES

# MARKET UPDATE

MARIN COUNTY | MARCH 2026

Marin County’s housing market showed strong momentum in February, with buyer activity rising sharply compared with the same time last year. The number of homes going into contract jumped an impressive 43.8% to 115, while closed sales increased 28.7% to 121. This surge in deal activity suggests that buyers are returning to the market in force as we head into the spring season. At the same time, inventory tightened, with the number of homes for sale at the end of the month falling 11.3% year over year to 172 listings. The combination of rising demand and limited supply continues to create a competitive environment for well priced homes.

Pricing metrics were generally stable. The median sales price came in at \$1,625,000, down 4.4% from February 2025, while the median price per square foot slipped only slightly, decreasing 0.5% to \$826. These modest declines likely reflect a shift in the mix of homes that sold rather than a meaningful change in underlying demand. Homes also continued to move relatively quickly, with the median days on market increasing slightly by three days to 18. Sellers still achieved strong outcomes overall, receiving an average of 100.9% of their list price. Nearly half of all homes sold above asking, with 46.3% closing over list price, only slightly below last year’s level.

Looking ahead, Marin County appears well positioned for a competitive spring market. Mortgage rates have recently dipped to around 6% and even briefly below, the lowest levels since 2022, helping improve affordability and bring more buyers off the sidelines.



### SINGLE FAMILY HOMES

#### FEBRUARY 2026

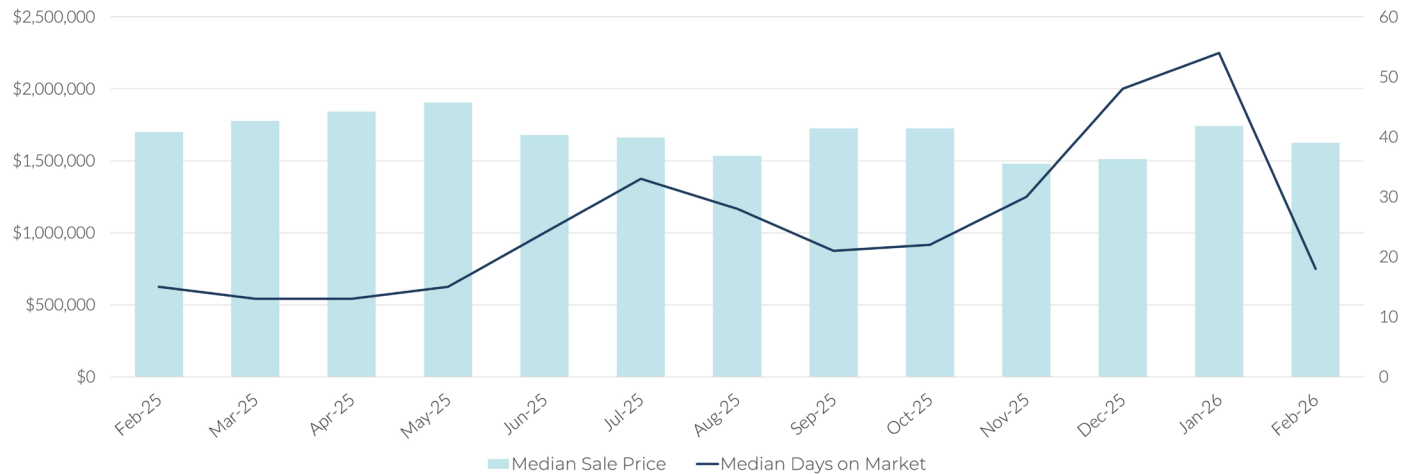
Median Sales Price	\$1,625,000 ↓
Days on market	18 ↑
\$ / SQ. FT.	\$826 ↓
# For Sale On Last Day Of Month	172 ↓
Went Into Contract	115 ↑
Properties Sold	121 ↑

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## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-6.7%**

DAYS ON MARKET: **-36 days**

### YEAR-OVER-YEAR COMPARISON

*"The number of homes going into contract jumped an impressive 43.8% to 115, while closed sales increased 28.7% to 121. This surge in deal activity suggests that buyers are returning to the market in force as we head into the spring season."*

	FEB-2026	FEB-2025	%Δ
Sales Price	\$1,625,000	\$1,700,000	-4.4%
Days On Market	18	15	+20.0%
\$ / SQ. FT.	\$826	\$830	-0.5%

	FEB-2026	FEB-2025	%Δ
Went Into Contract	115	80	+43.8%
Properties Sold	121	94	+28.7%
# For Sale Last Day of Month	172	194	-11.3%
% Of Properties Sold Over List	46.3%	46.8%	-1.1%
% Of List Price Received (Average)	100.9%	102.2%	-1.3%

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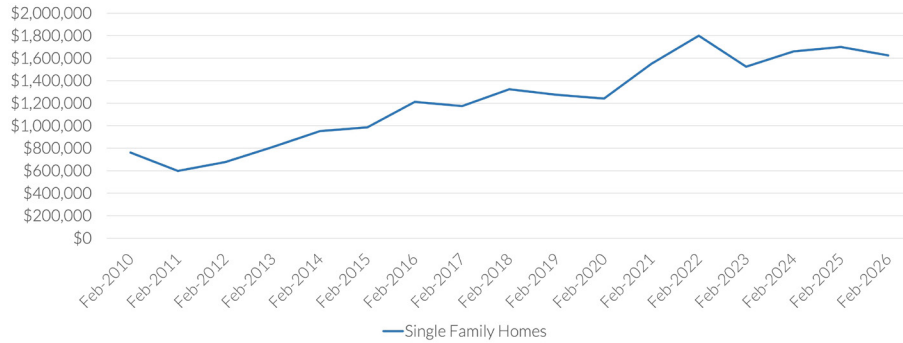
## YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2025	2024	%Δ	2025	2024	%Δ	2025	2024	%Δ
Belvedere	32*	28*	▲ 14%	57	39	▲ 46%	\$5,885,000	\$5,350,000	▲ 10%
Corte Madera	71	89	▼ 20%	18	14	▲ 29%	\$1,880,000	\$1,850,000	▲ 2%
Fairfax	91	62	▲ 47%	23	17	▲ 35%	\$1,150,000	\$1,200,000	▼ 4%
Greenbrae	32*	42*	▼ 24%	15	11	▲ 36%	\$2,200,000	\$2,180,000	▲ 1%
Kentfield	62	70	▼ 11%	20	18	▲ 11%	\$3,000,000	\$3,190,900	▼ 6%
Larkspur	56	68	▼ 18%	13	18	▼ 28%	\$2,612,500	\$2,575,000	▲ 1%
Mill Valley	300	275	▲ 9%	12	16	▼ 25%	\$2,281,000	\$2,250,000	▲ 1%
Novato	381	379	▲ 1%	25	24	▲ 4%	\$1,250,000	\$1,300,000	▼ 4%
Ross	29*	19*	▲ 53%	10	21	▼ 52%	\$3,400,000	\$3,250,000	▲ 5%
San Anselmo	132	131	▲ 1%	13	20	▼ 35%	\$1,815,000	\$1,625,000	▲ 12%
San Rafael	414	380	▲ 9%	26	21	▲ 24%	\$1,429,500	\$1,479,700	▼ 3%
Sausalito	69	38*	▲ 82%	20	25	▼ 20%	\$2,275,000	\$2,162,750	▲ 5%
Stinson Beach	11*	12*	▼ 8%	55	49	▲ 12%	\$5,150,000	\$3,900,000	▲ 32%
Tiburon	94	75	▲ 25%	23	28	▼ 18%	\$3,625,000	\$3,485,000	▲ 4%
MARIN COUNTY	1,864	1,743	▲ 7%	21	21	0%	\$1,695,000	\$1,700,000	▲ 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. ©2026 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075

## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE

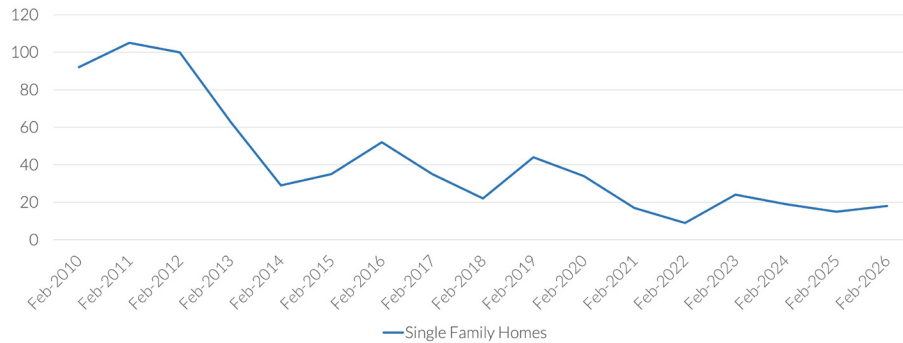


Single Family Residences

**\$1,625,000**

-4.4% change year-over-year

### MEDIAN MARKET TIME

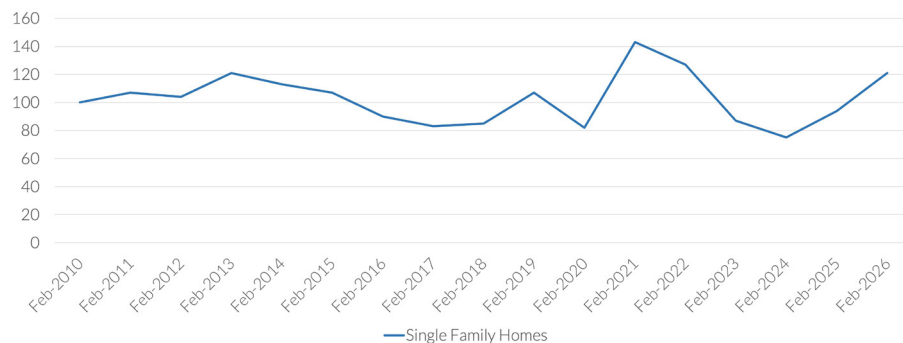


Single Family Residences

**18 days**

+3 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**121**

+28.7% change year-over-year

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