

MARIN COUNTY MARKET UPDATE | NOVEMBER 2023

SNAPSHOT

Despite global conflict, declining stock markets, and a 23-year high in interest rates, October saw the highest monthly median sales price since May. Following the typical seasonality, active listings jumped in September and are currently experiencing weekly declines, a trend we anticipate will persist into December, historically marking the lowest inventory levels before the spring selling season.

As November unfolded, declining treasury yields prompted the Federal Reserve to pause its benchmark rate increase. In response, the stock market swiftly surged, and the 30-year fixed-rate mortgage experienced a notable quarter-percent drop, marking the most significant one-week decrease since the previous November. Rates moved down again this week with FreddieMac reporting, 'For the third straight week, mortgage rates trended down, as new data indicates that inflationary pressures are receding. The combination of continued economic strength, lower inflation and lower mortgage rates should likely bring more potential homebuyers into the market.'

Even amid the holiday slowdown, well-prepared sellers and engaged buyers can leverage mid-winter's diminished competition to facilitate swift sales and favorable negotiations.

SINGLE FAMILY HOMES



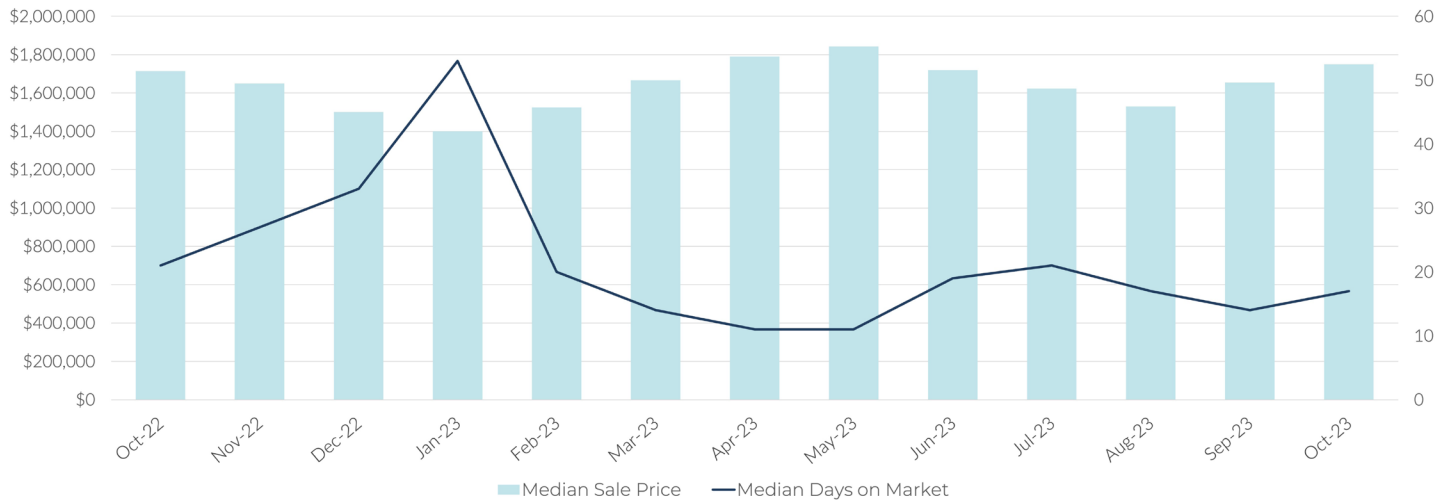
OCTOBER 2023

MEDIAN SALES PRICE	\$1,750,000 ↑
DAYS ON MARKET	17 ↓
\$/SQ. FT.	\$894 ↓
# FOR SALE LAST DAY OF MONTH	291 ↓
WENT INTO CONTRACT	136 ↓
PROPERTIES SOLD	163 ↓

MARIN COUNTY MARKET UPDATE | NOVEMBER 2023

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+5.7%**

DAYS ON MARKET: **+3 days**

YEAR-OVER-YEAR COMPARISON



October saw the highest monthly median sales price since May."

MEDIAN

	OCT-2023	OCT-2022	%Δ
SALES PRICE	\$1,750,000	\$1,714,000	+2.1%
DAYS ON MARKET	17	21	-19.0%
\$ / SQ. FT.	\$894	\$896	-0.2%

TOTAL

	OCT-2023	OCT-2022	%Δ
WENT INTO CONTRACT	136	140	-2.9%
PROPERTIES SOLD	163	166	-1.8%
# FOR SALE LAST DAY OF MONTH	291	395	-26.3%
% OF PROPERTIES SOLD OVER LIST PRICE	46.6%	44.6%	+4.5%
% OF LIST PRICE RECEIVED (AVERAGE)	102.5%	100.8%	+1.7%

* 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. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

YEAR-OVER-YEAR REGION COMPARISON

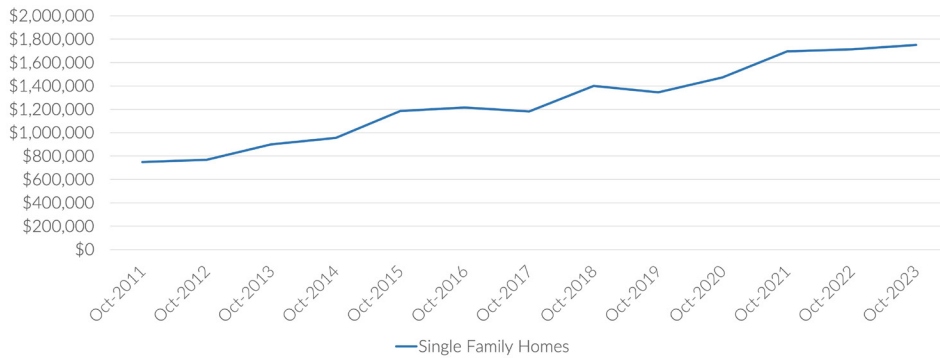
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ
Belvedere	7*	5*	▲ 40%	12	48	▼ 75%	\$5,500,000	\$3,009,000	▲ 83%
Corte Madera	13*	29*	▼ 55%	27	12	▲ 125%	\$1,720,000	\$1,995,000	▼ 14%
Fairfax	17*	24*	▼ 29%	12	21	▼ 43%	\$1,300,000	\$1,442,500	▼ 10%
Greenbrae	6*	11*	▼ 45%	16	11	▲ 45%	\$1,675,000	\$2,250,000	▼ 26%
Kentfield	9*	14*	▼ 36%	19	8	▲ 138%	\$3,500,000	\$3,712,500	▼ 6%
Larkspur	17*	10*	▲ 70%	10	14	▼ 29%	\$2,495,000	\$3,000,000	▼ 17%
Mill Valley	58	83	▼ 30%	17	15	▲ 13%	\$2,138,000	\$2,000,000	▲ 7%
Novato	110	118	▼ 7%	21	25	▼ 16%	\$1,142,450	\$1,250,000	▼ 9%
Ross	5*	2*	▲ 150%	14	9	56%	\$3,500,000	\$3,147,500	▲ 11%
San Anselmo	28*	35*	▼ 20%	13	24	▼ 46%	\$1,577,000	\$1,475,000	▲ 7%
San Rafael	90	121	▼ 26%	19	18	▲ 6%	\$1,517,500	\$1,550,000	▼ 2%
Sausalito	13*	21*	▼ 38%	27	12	▲ 125%	\$1,959,000	\$3,010,000	▼ 35%
Stinson Beach	5*	2*	▲ 150%	65	55	▲ 18%	\$2,188,000	\$1,569,000	▲ 39%
Tiburon	22*	29*	▼ 24%	12	11	▲ 9%	\$3,407,500	\$3,225,000	▲ 6%
Marin County	425	528	▼ 20%	17	18	▼ 6%	\$1,600,000	\$1,752,500	▼ 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. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

MARIN COUNTY MARKET UPDATE | NOVEMBER 2023

YEAR-OVER-YEAR COMPARISONS

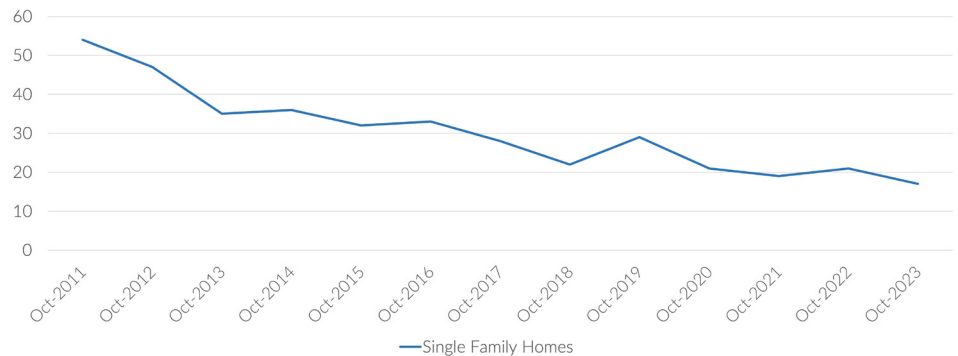
MEDIAN SALES PRICE



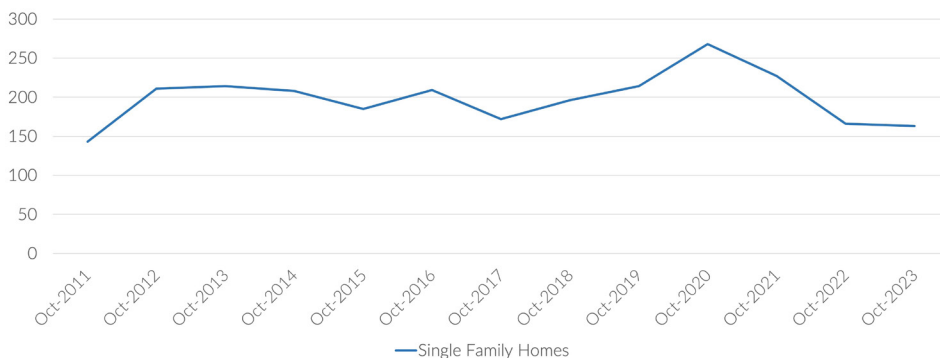
SINGLE FAMILY RESIDENCES
\$1,750,000
+2.1% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
17 days
-4 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
163
-1.8% 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. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075