



MARIN COUNTY MARKET UPDATE

Q3 2024





VANGUARD PROPERTIES

MARKET UPDATE

MARIN COUNTY | Q3 2024

Q3 2024 was marked by falling interest rates, a volatile but ultimately positive stock market, and the lowest inflation in over three years, boosting consumer confidence as the economy continues to grow.

Single-family home appreciation remained steady compared to last year, but the number of homes entering escrow surged by 20%, with sales increasing by 10%.

With the fall selling season now in full swing, we anticipate strong activity leading up to the typical mid-to-late November slowdown. This year's significant interest rate reductions, along with predictions of further cuts, have many expecting an especially busy season, as buyers seize the opportunity to benefit from improved borrowing conditions.



SINGLE FAMILY HOMES

Q3-2024

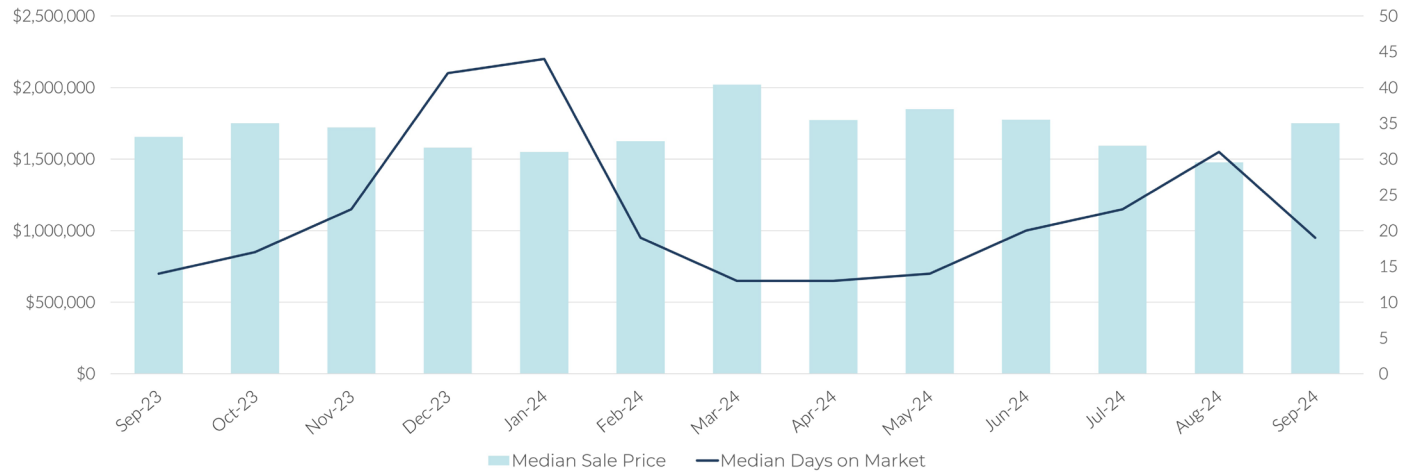
Median Sales Price	\$1,595,000 ↓
Days on market	24 ↑
\$/SQ. FT.	\$831 ↓
# For Sale On Last Day Of Quarter	310 ↑
Went Into Contract	476 ↑
Properties Sold	468 ↑

MARIN COUNTY MARKET UPDATE

Q3-2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+18.5%**

DAYS ON MARKET: **-12 days**

YEAR-OVER-YEAR COMPARISON

"Single-family home appreciation remained steady compared to last year, but the number of homes entering escrow surged by 20%, with sales increasing by 10%."

	Q3-2024	Q3-2023	%Δ
Median Sales Price	\$1,595,000	\$1,600,000	-0.3%
Median Days On Market	24	17	+41.2%
Median \$ / SQ. FT.	\$831	\$841	-1.2%

	Q3-2024	Q3-2023	%Δ
Total Went Into Contract	476	396	+20.2%
Total Properties Sold	468	425	+10.1%
Total # For Sale Last Day of Quarter	310	299	+3.7%
Total % Of Properties Sold Over List	39.7%	48.7%	-18.5%
Total % Of List Price Received (Average)	100.8%	101.9%	-1.1%

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

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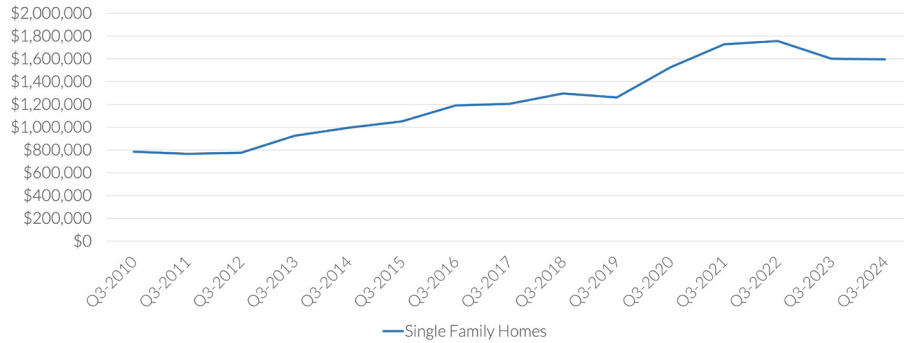
YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3-2024	Q3-2023	%Δ	Q3-2024	Q3-2023	%Δ	Q3-2024	Q3-2023	%Δ
Belvedere	6*	7*	▼ 14%	39	12	▲ 225%	\$5,475,000	\$5,500,000	▼ 0%
Corte Madera	24*	14*	▲ 71%	13	18	▼ 28%	\$1,887,500	\$1,635,000	▲ 15%
Fairfax	18*	17*	▲ 6%	23	12	▲ 92%	\$1,250,000	\$1,300,000	▼ 4%
Greenbrae	13*	6*	▲ 117%	8	16	▼ 50%	\$2,775,000	\$1,675,000	▲ 66%
Kentfield	16*	9*	▲ 78%	21	19	▲ 11%	\$3,550,000	\$3,500,000	▲ 1%
Larkspur	16*	17*	▼ 6%	39	10	▲ 290%	\$2,404,000	\$2,495,000	▼ 4%
Mill Valley	64	58	▲ 10%	23	17	▲ 35%	\$2,054,000	\$2,138,000	▼ 4%
Novato	115	111	▲ 4%	25	21	▲ 19%	\$1,240,000	\$1,149,900	▲ 8%
Ross	5*	5*	0%	78	14	▲ 457%	\$2,180,000	\$3,500,000	▼ 38%
San Anselmo	36*	28*	▲ 29%	19	13	▲ 46%	\$1,449,750	\$1,577,000	▼ 8%
San Rafael	104	90	▲ 16%	22	19	▲ 16%	\$1,422,500	\$1,517,500	▼ 6%
Sausalito	14*	12*	▲ 17%	40	34	▲ 18%	\$1,900,000	\$1,993,000	▼ 5%
Stinson Beach	5*	5*	0%	28	65	▼ 57%	\$3,800,000	\$2,188,000	▲ 74%
Tiburon	15*	22*	▼ 32%	35	12	▲ 192%	\$2,800,000	\$3,407,500	▼ 18%
MARIN COUNTY	468	425	▲ 10%	24	17	▲ 41%	\$1,595,000	\$1,600,000	▼ 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. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

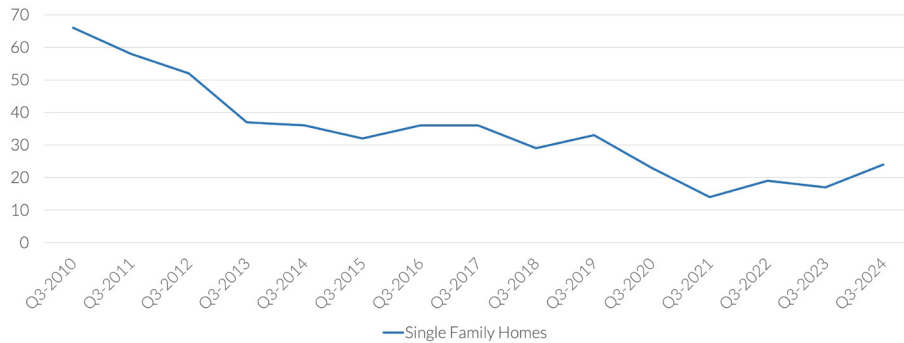


Single Family Residences

\$1,595,000

-0.3% change year-over-year

MEDIAN MARKET TIME

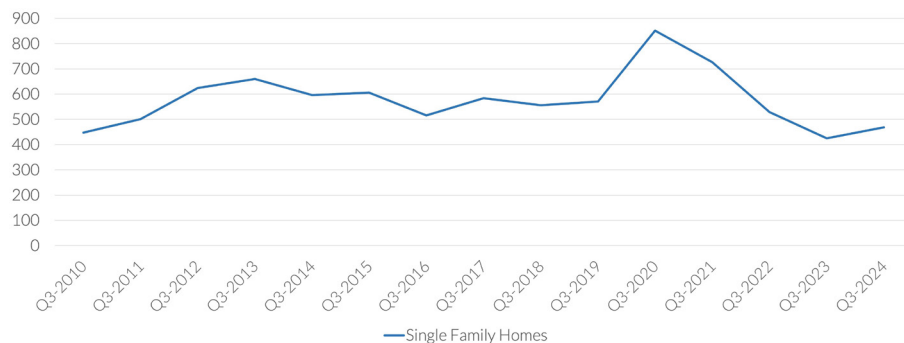


Single Family Residences

24 days

+7 day change year-over-year

NUMBER OF SALES



Single Family Residences

468

+10.1% change year-over-year

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