

SNAPSHOT

In August, the housing market remained stable, adhering to typical seasonal patterns as summer vacations wrapped up. This period was marked by a number of key economic signals, including falling interest rates and indications from the Federal Reserve that further cuts to its benchmark rate may be on the horizon. These factors, alongside improving housing affordability, played a significant role in maintaining buyer interest, despite the considerable volatility in financial markets.

As we enter the fall selling season, we often see a surge in activity before the usual slowdown that hits in mid-to-late November. With this year's interest rates continuing to decline, many expect this fall to be particularly active, as more buyers look to take advantage of improved borrowing conditions. The notable jump in inventory following Labor Day has further fueled optimism for an uptick in transactions. This increase in available homes has provided more options for buyers, potentially sparking more competitive bidding and pushing sales through a typically busy autumn period.

SINGLE FAMILY HOMES



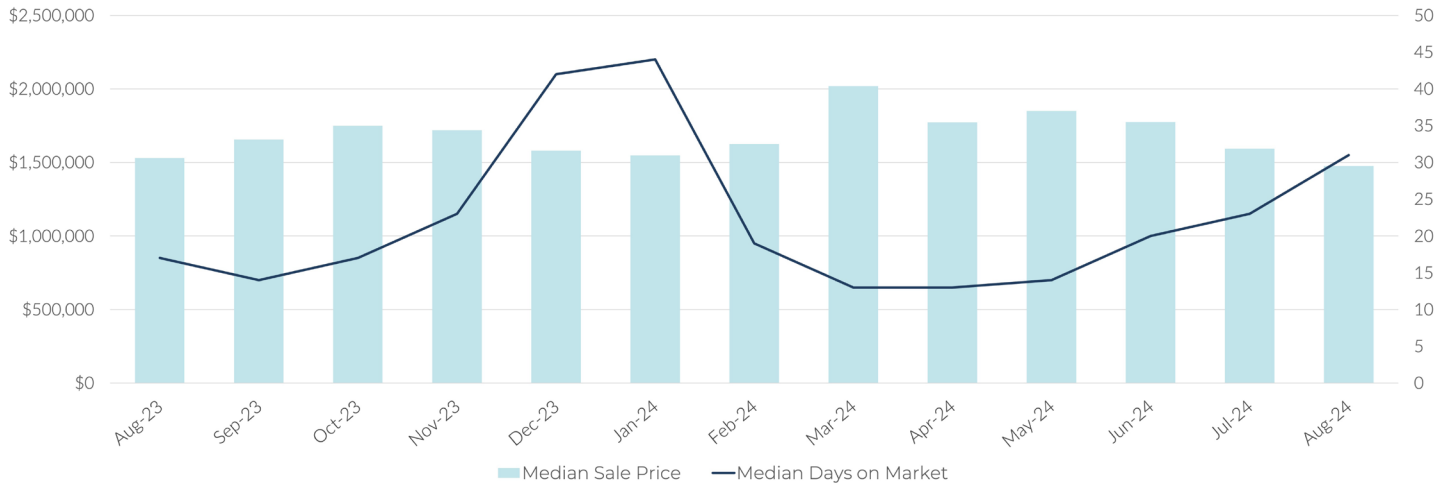
AUGUST 2024

MEDIAN SALES PRICE	\$1,476,900 ↓
DAYS ON MARKET	31 ↑
\$ / SQ. FT.	\$815 ↑
# FOR SALE LAST DAY OF MONTH	337 ↓
WENT INTO CONTRACT	156 ↓
PROPERTIES SOLD	137 ↑

MARIN COUNTY MARKET UPDATE | SEPTEMBER 2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-7.3%**

DAYS ON MARKET: **+8 days**

YEAR-OVER-YEAR COMPARISON



In August, the housing market remained stable, adhering to typical seasonal patterns as summer vacations wrapped up.

MEDIAN

	AUG-2024	AUG-2023	%Δ
SALES PRICE	\$1,476,900	\$1,550,000	-4.7%
DAYS ON MARKET	31	17	+82.4%
\$/SQ. FT.	\$815	\$809	+0.7%

TOTAL

	AUG-2024	AUG-2023	%Δ
WENT INTO CONTRACT	156	185	-15.7%
PROPERTIES SOLD	137	123	+11.4%
# FOR SALE LAST DAY OF MONTH	337	365	-7.7%
% OF PROPERTIES SOLD OVER LIST PRICE	33.6%	51.2%	-34.4%
% OF LIST PRICE RECEIVED (AVERAGE)	99.9%	101.9%	-2.0%

* 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 REGION COMPARISON

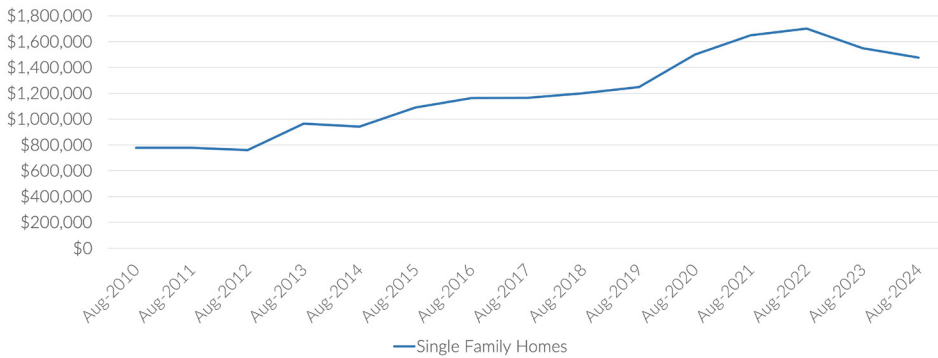
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2-2024	Q2-2023	%Δ	Q2-2024	Q2-2023	%Δ	Q2-2024	Q2-2023	%Δ
Belvedere	9*	10*	▼ 10%	30	10	▲ 200%	\$5,077,000	\$4,925,000	▲ 3%
Corte Madera	26*	30*	▼ 13%	9	15	▼ 40%	\$1,950,000	\$1,780,000	▲ 10%
Fairfax	24*	24*	▼ 0%	12	9	▲ 33%	\$1,272,500	\$1,313,500	▼ 3%
Greenbrae	17*	10*	▲ 70%	8	9	▼ 11%	\$1,850,000	\$2,323,000	▼ 20%
Kentfield	30*	20*	▲ 50%	12	11	▲ 9%	\$3,175,000	\$3,612,500	▼ 12%
Larkspur	22*	20*	▲ 10%	12	9	▲ 33%	\$2,857,500	\$2,442,500	▲ 17%
Mill Valley	83	87	▼ 5%	12	14	▼ 14%	\$2,405,000	\$2,500,000	▼ 4%
Novato	108	109	▼ 1%	17	20	▼ 15%	\$1,350,215	\$1,225,000	▲ 10%
Ross	9*	8*	▲ 13%	11	1	▲ 1000%	\$4,762,000	\$3,240,000	▲ 47%
San Anselmo	40*	33*	▲ 21%	14	9	▲ 56%	\$1,637,500	\$1,840,000	▼ 11%
San Rafael	115	121	▼ 5%	18	17	▲ 6%	\$1,575,000	\$1,600,000	▼ 2%
Sausalito	13*	15*	▼ 13%	27	14	▲ 93%	\$2,375,000	\$2,245,000	▲ 6%
Stinson Beach	3*	4*	▼ 25%	23	18	▲ 28%	\$4,000,000	\$3,937,500	▲ 2%
Tiburon	25*	33*	▼ 24%	30	15	▲ 100%	\$4,050,000	\$3,500,000	▲ 16%
Marin County	545	543	▲ 0%	15	14	▲ 7%	\$1,800,000	\$1,789,000	▲ 1%

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MARIN COUNTY MARKET UPDATE | SEPTEMBER 2024

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$1,476,900

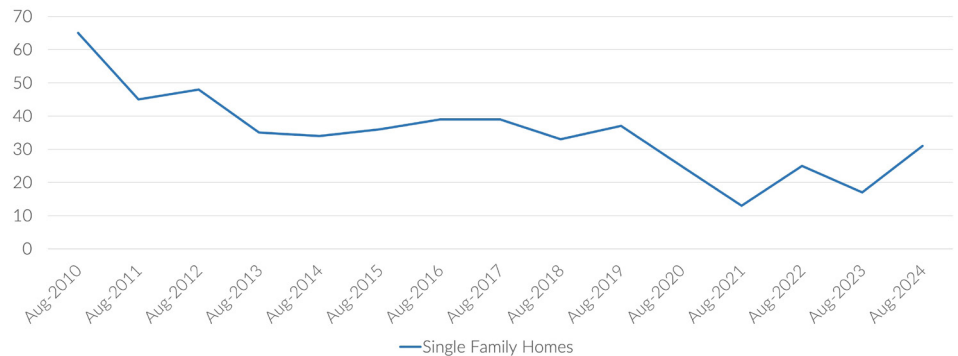
-4.7% change year-over-year

MEDIAN MARKET TIME

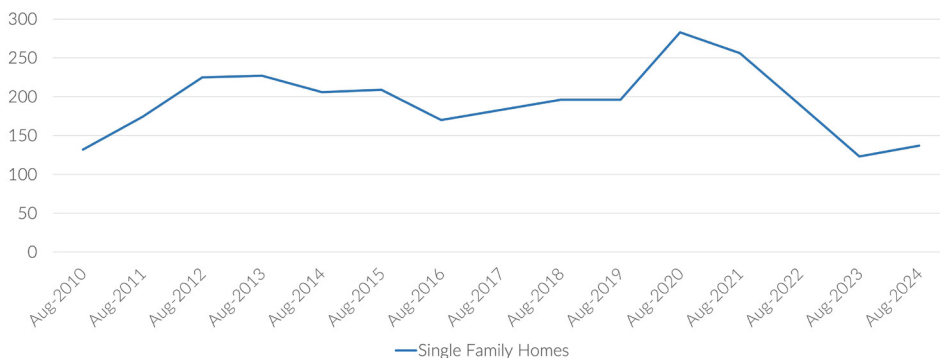
SINGLE FAMILY RESIDENCES

31 days

+14 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

137

+11.4% change year-over-year

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