



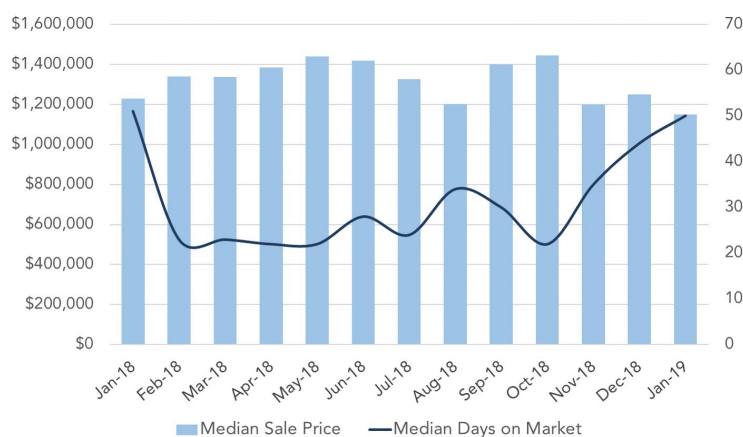
As the new year begins, Marin County is seeing a bit of a sluggish start on sales. 87 single family homes were sold in January, which represents a 7% decline from the same time last year. Though January typically has the fewest sales of the year, and should not be interpreted as an indicator of market conditions. The median sale price dipped 6% on a year-over-year basis, while the median days on market ticked down 2%. At the same time, the median price per square foot actually rose 3% to \$660. Just over one in five homes sold above their list price for an average of 98.5% total list price received. There are currently 233 single family homes listed for sale in Marin County, ranging in price from \$375K to \$39MM.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	JAN-'19	JAN-'18	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,150,000	\$1,228,000	-6.4%
DAYS ON MARKET	50	51	-2.0%
\$ / SQ. FT.	\$660	\$638	+3.4%
<b>TOTAL</b>			
HOMES SOLD	87	94	-7.4%
HOMES CURRENTLY FOR SALE	233	210	+11.0%
% OF PROPERTIES SOLD OVER LIST PRICE	21.8%	30.9%	-9.1%
% OF LIST PRICE RECEIVED (AVERAGE)	98.5%	99.3%	-0.8%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE -8% DAYS ON MARKET +14%

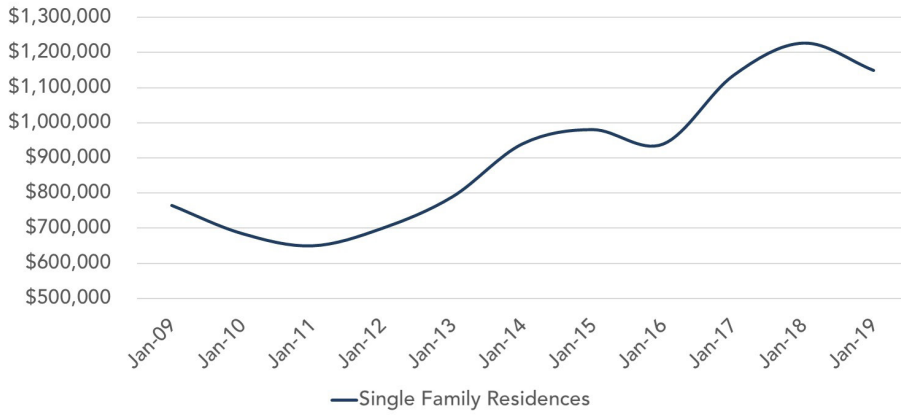
### YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2018	2017	%Δ	2018	2017	%Δ	2018	2017	%Δ
Belvedere	42	30	▲ 40%	38	57	▼ 33%	\$3,225,000	\$3,375,000	▼ 4%
Corte Madera	60	89	▼ 33%	25	18	▲ 39%	\$1,475,000	\$1,465,000	▲ 1%
Fairfax	79	84	▼ 6%	25	29	▼ 14%	\$995,000	\$919,430	▲ 8%
Greenbrae	47	40	▲ 18%	28	22	▲ 27%	\$1,673,475	\$1,688,000	▼ 1%
Kentfield	73	70	▲ 4%	23	18	▲ 28%	\$2,475,000	\$2,560,000	▼ 3%
Larkspur	67	72	▼ 7%	24	27	▼ 11%	\$1,860,000	\$1,824,750	▲ 2%
Mill Valley	338	320	▲ 6%	22	31	▼ 29%	\$1,685,000	\$1,552,500	▲ 9%
Novato	452	530	▼ 15%	29	34	▼ 15%	\$965,000	\$880,500	▲ 10%
Ross	36	41	▼ 12%	23	34	▼ 32%	\$2,550,000	\$2,610,000	▼ 2%
San Anselmo	177	155	▲ 14%	22	28	▼ 21%	\$1,335,000	\$1,285,000	▲ 4%
San Rafael	509	480	6%	26	30	▼ 13%	\$1,179,000	\$1,110,000	▲ 6%
Sausalito	51	78	▼ 35%	34	30	▲ 13%	\$1,988,000	\$1,800,000	▲ 10%
Stinson Beach	19	19	0%	37	42	▼ 12%	\$2,350,000	\$2,400,000	▼ 2%
Tiburon	115	134	▼ 14%	36	36	0%	\$2,580,000	\$2,680,000	▼ 4%
<b>All Marin County</b>	<b>2,187</b>	<b>2,243</b>	<b>▼ 2%</b>	<b>27</b>	<b>31</b>	<b>▼ 13%</b>	<b>\$1,351,000</b>	<b>\$1,255,000</b>	<b>▲ 8%</b>



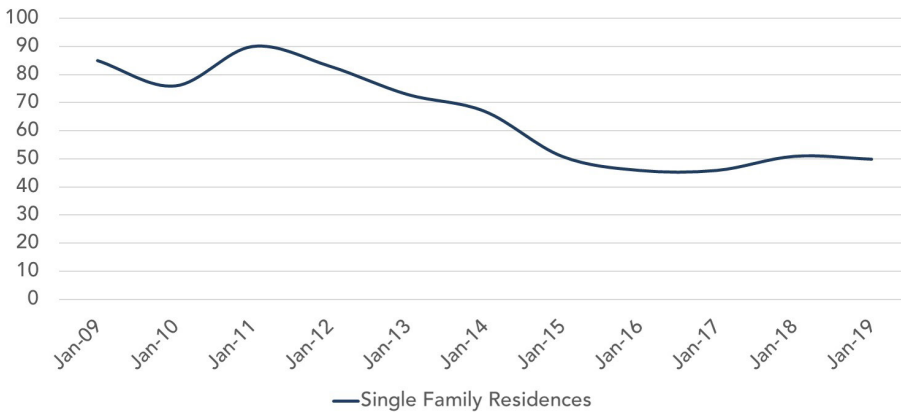
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



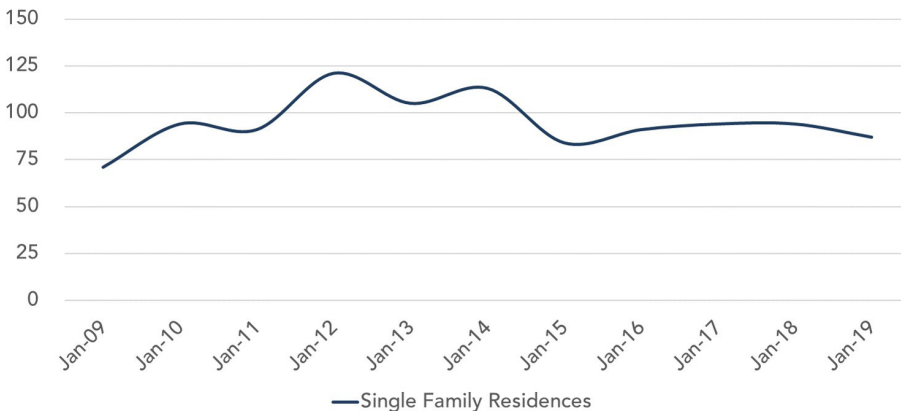
Single Family Residences  
**\$1,150,000**  
 -6.4% year-over-year

MEDIAN MARKET TIME



Single Family Residences  
**50 days**  
 -1 day year-over-year

NUMBER OF SALES



Single Family Residences  
**87**  
 -7.4% year-over-year

Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2018 - 12/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.