



As we enter the busy season, now is an exceptional time to purchase property in Marin County. The median sale price for Q1 recorded at \$1,250,000; this represents a 5% drop from the same time last year. There are also 19% more homes on the market to choose from, compared with Q1 of last year. Homes on average sold at their list price, with just a third of homes selling over asking.

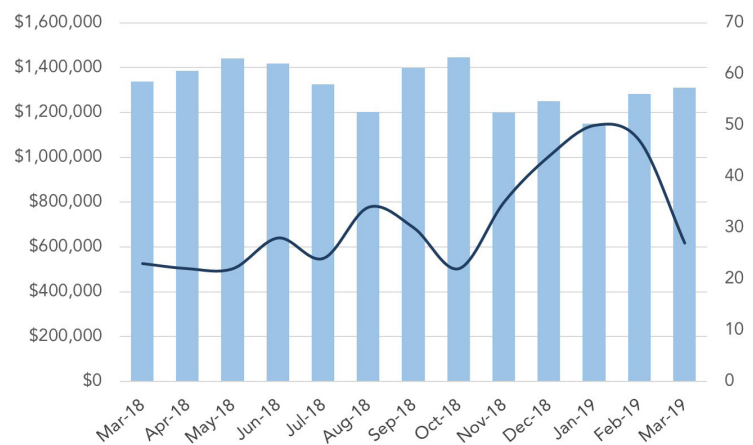
The Marin County market is expected to heat up in the weeks ahead. Mortgage rates are at 15-month lows (currently 4.08% for a 30-year fixed according to FreddieMac.com) and Marin employment hit another record high during Q1. The upcoming IPOs of local tech companies are anticipated to have a positive impact on property values in the coming months, potentially making this an ideal time to invest in Marin County homes.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

### MONTH-OVER-MONTH COMPARISON

	Q1 2019	Q1 2018	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,250,000	\$1,315,000	-4.9%
DAYS ON MARKET	36	26	+38.5%
\$ / SQ. FT.	\$644	\$657	-2.0%
<b>TOTAL</b>			
HOMES SOLD	347	351	-1.1%
HOMES CURRENTLY FOR SALE	412	345	+19.4%
% OF PROPERTIES SOLD OVER LIST PRICE	34.9%	49.0%	-14.1%
% OF LIST PRICE RECEIVED (AVERAGE)	100.0%	101.7%	-1.7%



CHANGE IN PAST MONTH: SALE PRICE **+2%** DAYS ON MARKET **-43%**

### YEAR-OVER-YEAR REGION COMPARISON

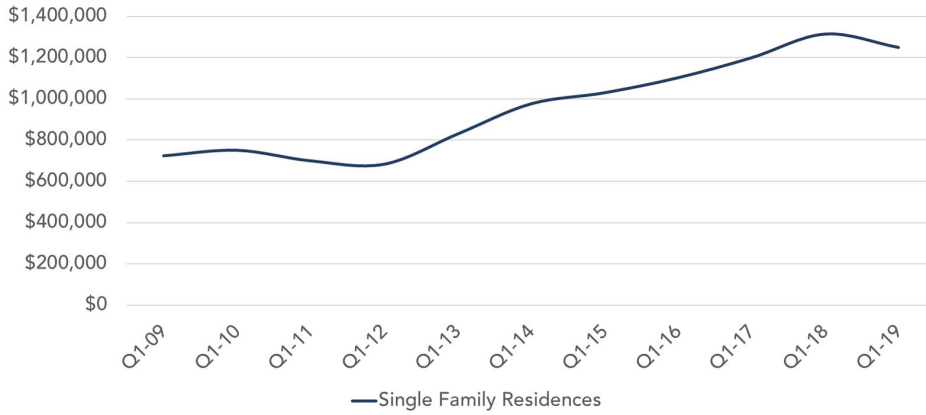
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ
Belvedere	6*	5*	▲ 20%	95	41	▲ 132%	\$3,839,000	\$2,310,000	▲ 66%
Corte Madera	15	11	▲ 36%	32	39	▼ 18%	\$1,585,000	\$1,265,000	▲ 25%
Fairfax	13	8*	▲ 63%	32	20	▲ 60%	\$939,000	\$940,000	0%
Greenbrae	7*	5*	▲ 40%	13	30	▼ 57%	\$2,200,000	\$1,545,000	▲ 42%
Kentfield	12	9*	▲ 33%	65	12	▲ 442%	\$2,057,000	\$2,650,000	▼ 22%
Larkspur	11	11	0%	60	29	▲ 107%	\$1,850,000	\$1,950,000	▼ 5%
Mill Valley	46	45	▲ 2%	29	19	▲ 53%	\$1,525,000	\$1,500,000	▲ 2%
Novato	86	89	▼ 3%	41	26	▲ 58%	\$975,000	\$965,000	▲ 1%
Ross	5*	1*	▲ 400%	9	8	▲ 13%	\$2,250,000	\$4,205,000	▼ 46%
San Anselmo	26	22	▲ 18%	21	22	▼ 5%	\$1,265,000	\$1,432,000	▼ 12%
San Rafael	75	85	▼ 12%	44	26	▲ 69%	\$1,149,000	\$1,050,000	▲ 9%
Sausalito	10	9*	▲ 11%	29	57	▼ 49%	\$2,162,500	\$1,800,000	▲ 20%
Stinson Beach	2*	4*	▼ 50%	99	75	▲ 32%	\$3,973,750	\$2,513,750	▲ 58%
Tiburon	8*	25	▼ 68%	20	21	▼ 5%	\$2,430,000	\$2,690,000	▼ 10%
<b>All Marin County</b>	<b>347</b>	<b>351</b>	<b>▼ 1%</b>	<b>36</b>	<b>26</b>	<b>▲ 38%</b>	<b>\$1,250,000</b>	<b>\$1,315,000</b>	<b>▼ 5%</b>

\*Small sample size (n<10); use caution when interpreting results. Sources: Bares, Data for Single Family Detached Homes. 1/01/2019 - 3/31/2019 was used for region 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.



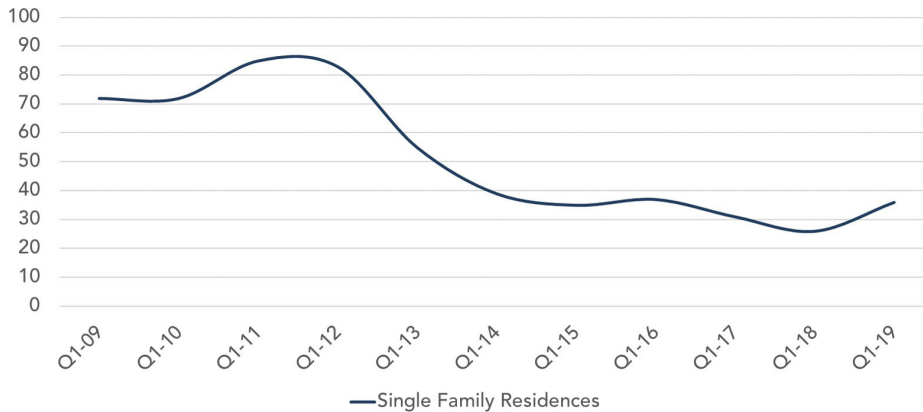
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



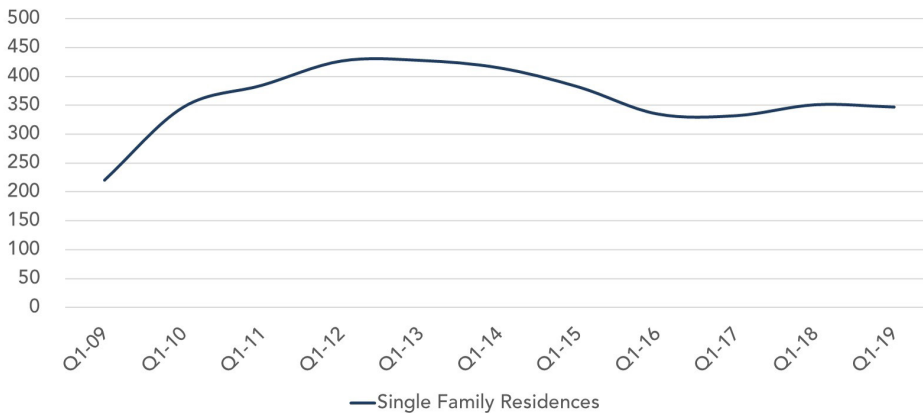
Single Family Residences  
**\$1,250,000**  
 -4.9% year-over-year

MEDIAN MARKET TIME



Single Family Residences  
**36 days**  
 +10 days year-over-year

NUMBER OF SALES



Single Family Residences  
**347**  
 -1.1% year-over-year

Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2009 - 3/31/2019 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.