



Sales data for the months of July, August, and September point to considerable strength in the market. There were 605 closings during Q3, which is on par with last year's figures. The median sale price reached \$1.3MM for the quarter, which is a 6 percent increase from the same time last year. Homes are also selling faster at a median market time of 29 days; representing a 19 percent drop from the median 36 of last year. As of today, there are 440 active homes on the market in Marin County, ranging in price from \$560K to \$15MM.

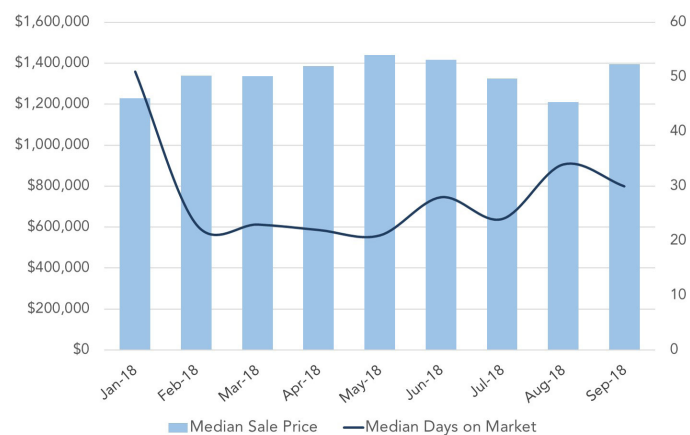
When looking at year-over-year data across cities, Belvedere and Greenbrae experienced the largest increase in the number of homes sold. Fairfax, Kentfield, and Mill Valley saw the sharpest drop in days on market, and Sausalito saw the largest increase in sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

| | Q3-'18 | Q3-'17 | %Δ |
|--------------------------|-------------|-------------|-------|
| MEDIAN | | | |
| SALE PRICE | \$1,300,000 | \$1,225,000 | +6% |
| DAYS ON MARKET | 29 | 36 | -19% |
| \$ / SQ. FT. | \$649 | \$583 | +11% |
| TOTAL | | | |
| HOMES SOLD | 605 | 615 | -2% |
| HOMES CURRENTLY FOR SALE | 440 | - | - |
| OVER LIST PRICE | 0.4% | 2.2% | -1.8% |

YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **+15%** DAYS ON MARKET **-12%**

YEAR-OVER-YEAR REGION COMPARISON

| REGION | HOMES SOLD | | | MEDIAN DAYS ON MARKET | | | MEDIAN PRICE | | |
|-------------------------|------------|------------|-------------|-----------------------|-----------|--------------|--------------------|--------------------|-------------|
| | Q3-'18 | Q3-'17 | %Δ | Q3-'18 | Q3-'17 | %Δ | Q3-'18 | Q3-'17 | %Δ |
| Belvedere | 11 | 4 | ▲ 175% | 50 | 25 | ▲ 100% | \$3,250,000 | \$3,200,000 | ▲ 2% |
| Corte Madera | 23 | 20 | ▲ 15% | 28 | 20 | ▲ 40% | \$1,625,000 | \$1,656,000 | ▼ 2% |
| Fairfax | 12 | 8 | ▲ 50% | 19 | 59 | ▼ -68% | \$1,226,500 | \$1,137,500 | ▲ 8% |
| Greenbrae | 15 | 6 | ▲ 150% | 30 | 22 | ▲ 36% | \$1,683,000 | \$1,857,500 | ▼ 9% |
| Kentfield | 19 | 21 | ▼ 10% | 23 | 58 | ▼ 60% | \$2,175,000 | \$2,650,000 | ▼ 18% |
| Larkspur | 14 | 24 | ▼ 42% | 26 | 31 | ▼ 16% | \$1,935,000 | \$2,030,000 | ▼ 5% |
| Mill Valley | 78 | 79 | ▼ 1% | 22 | 37 | ▼ 41% | \$1,619,500 | \$1,580,000 | ▲ 3% |
| Novato | 131 | 146 | ▼ 10% | 31 | 38 | ▼ 18% | \$950,000 | \$894,000 | ▲ 6% |
| Ross | 10 | 13 | ▼ 23% | 33 | 34 | ▼ 3% | \$2,907,500 | \$2,875,000 | ▲ 1% |
| San Anselmo | 49 | 39 | ▲ 26% | 23 | 30 | ▼ 23% | \$1,156,500 | \$1,210,000 | ▼ 4% |
| San Rafael | 134 | 143 | ▼ 6% | 23 | 34 | ▼ 32% | \$1,210,000 | \$1,120,000 | ▲ 8% |
| Sausalito | 12 | 24 | ▼ 50% | 37 | 30 | ▲ 23% | \$1,969,000 | \$1,725,000 | ▲ 14% |
| Stinson Beach | 6 | 4 | ▲ 50% | 43 | 31 | ▲ 39% | \$3,137,500 | \$1,763,500 | ▲ 78% |
| Tiburon | 33 | 31 | ▲ 6% | 74 | 39 | ▲ 90% | \$2,400,000 | \$2,800,000 | ▼ 14% |
| All Marin County | 605 | 615 | ▼ 2% | 29 | 36 | ▼ 19% | \$1,300,000 | \$1,225,000 | ▲ 6% |

* Small sample size (n<3); use caution when interpreting results.

Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2018 - 09/30/2018 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.