



Marin County Real Estate 2020 vs. 2019 Spring Market Comparisons

May 2020

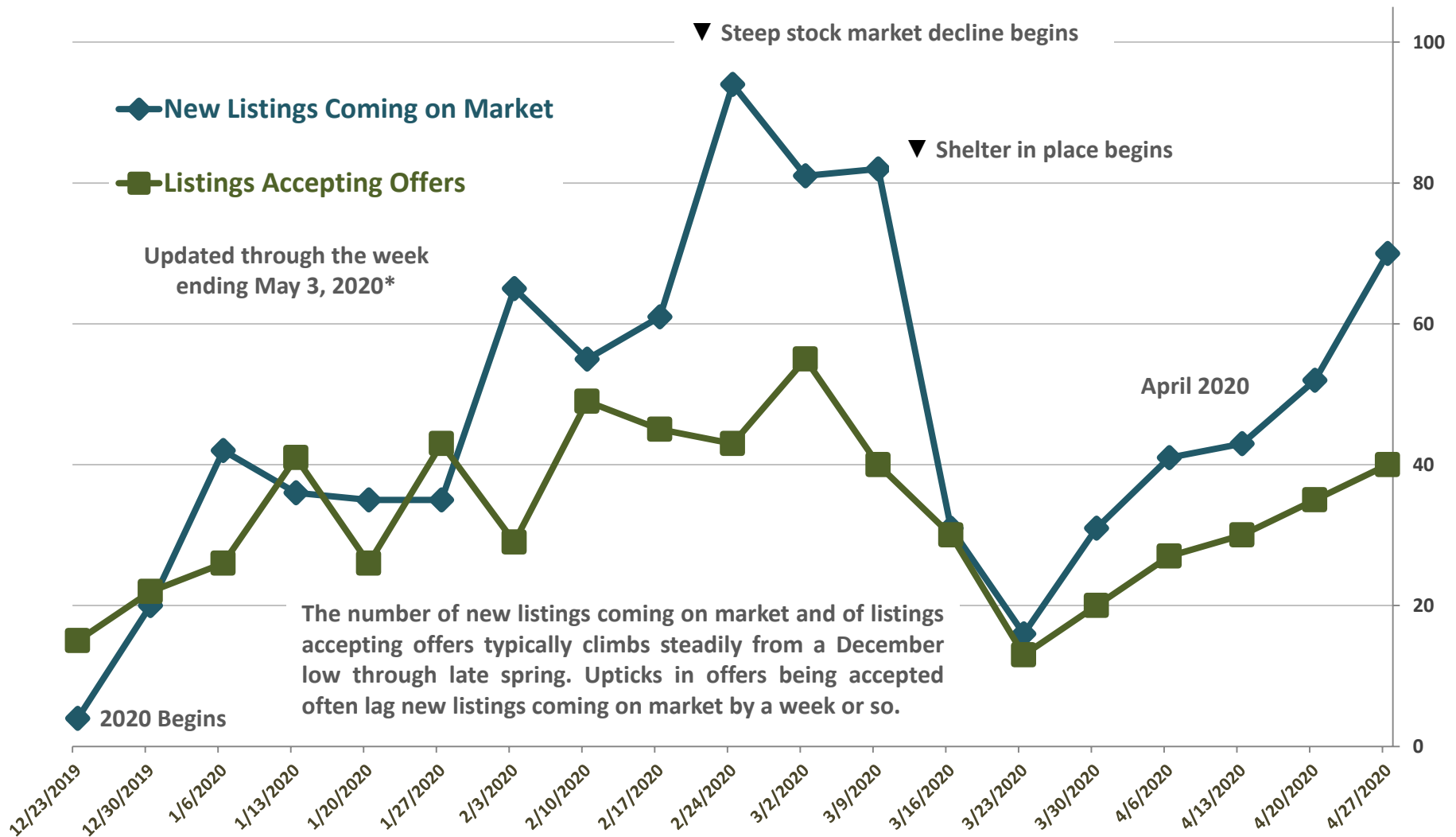
Since mid-March, shelter-in-place caused steep drops in activity across the board in what is typically the busiest selling season of the year. However, activity has been picking up since bottoming out in late March/early April, and will presumably continue to increase with the easing of both shelter-in-place and property-showing rules. Though the Marin April median house price declined a little year over year (after 3 months of increases), too much should not be made of one month's data – Marin's monthly median sales price often fluctuates without great meaningfulness. Interest rates hit a new historic low in the last week of April.

MLS reported data, per Broker Metrics. Last month's data estimated using available data, and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Marin County Market Dynamics by Week

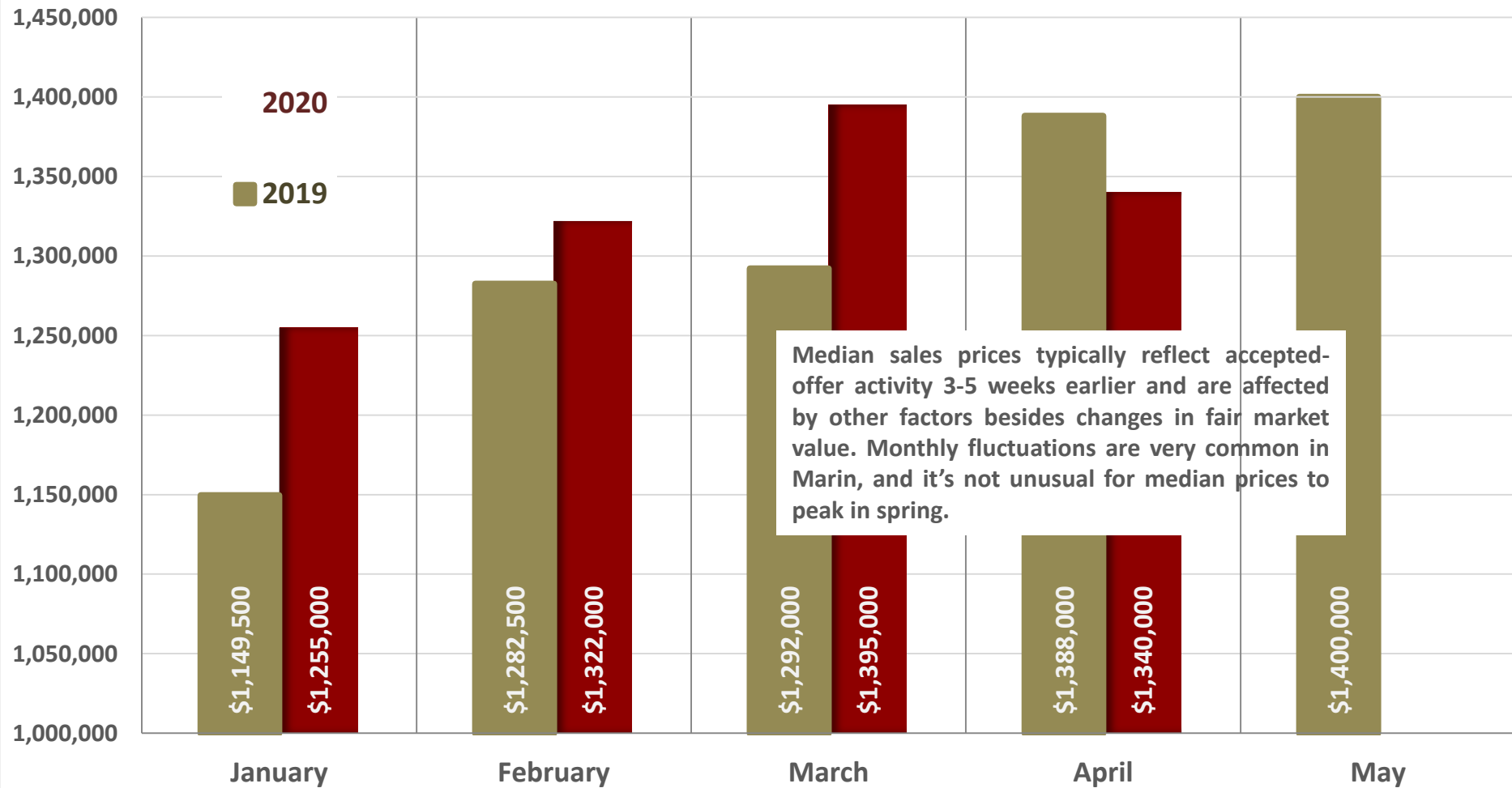
New Listings vs. Listings Accepting Offers, by Week in 2020



* MLS reported data, per Broker Metrics. Recent weeks' data estimated using available data, and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

Median House Sales Prices by Month

Marin County Year-over-Year Spring Market Comparison, 2020 vs. 2019

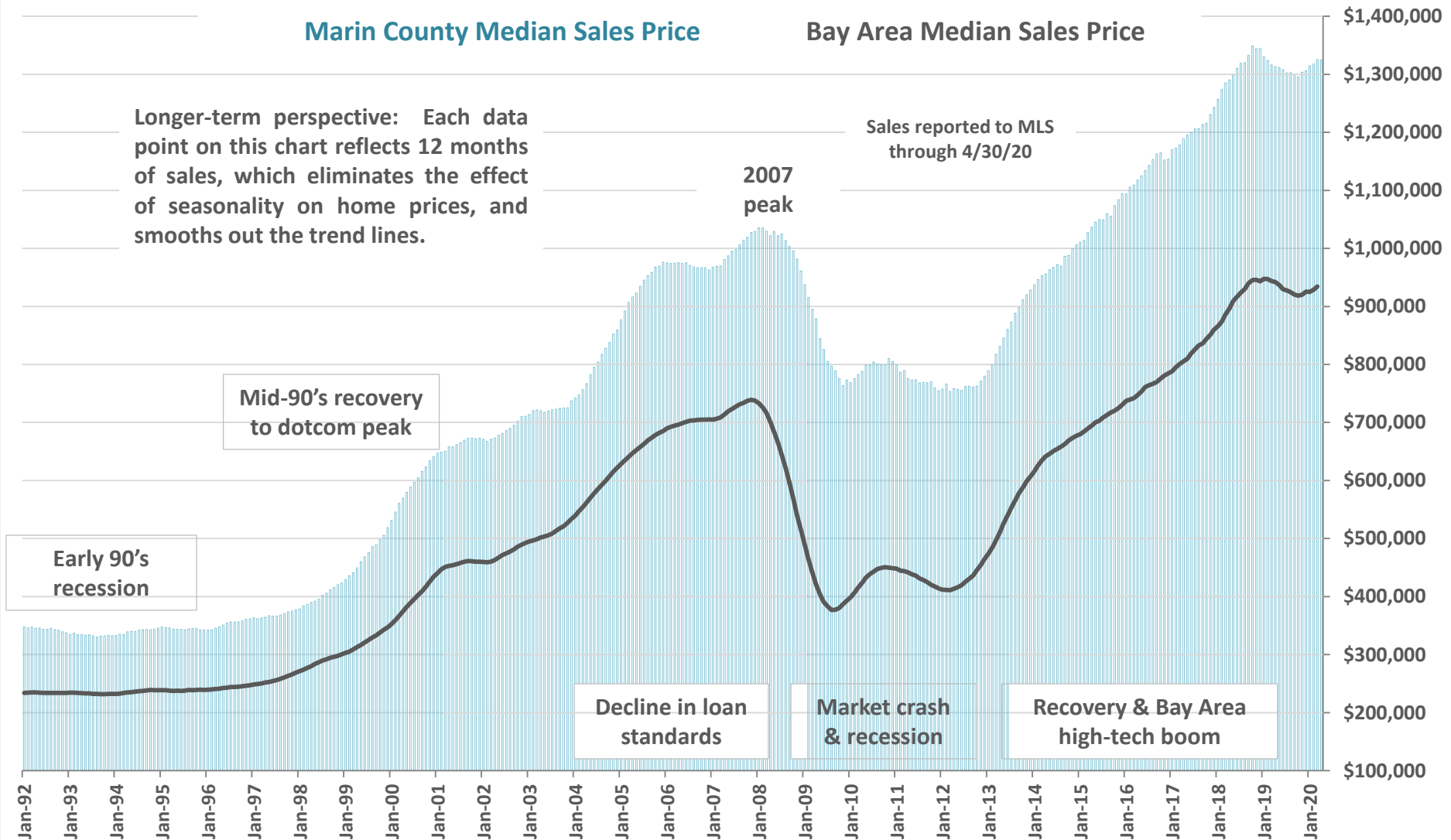


Residential activity reported to MLS, per Broker Metrics. Last month's data based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Marin County & Bay Area Median Home Prices since 1992

Monthly Median House Sales Prices, 12-Month Rolling Average

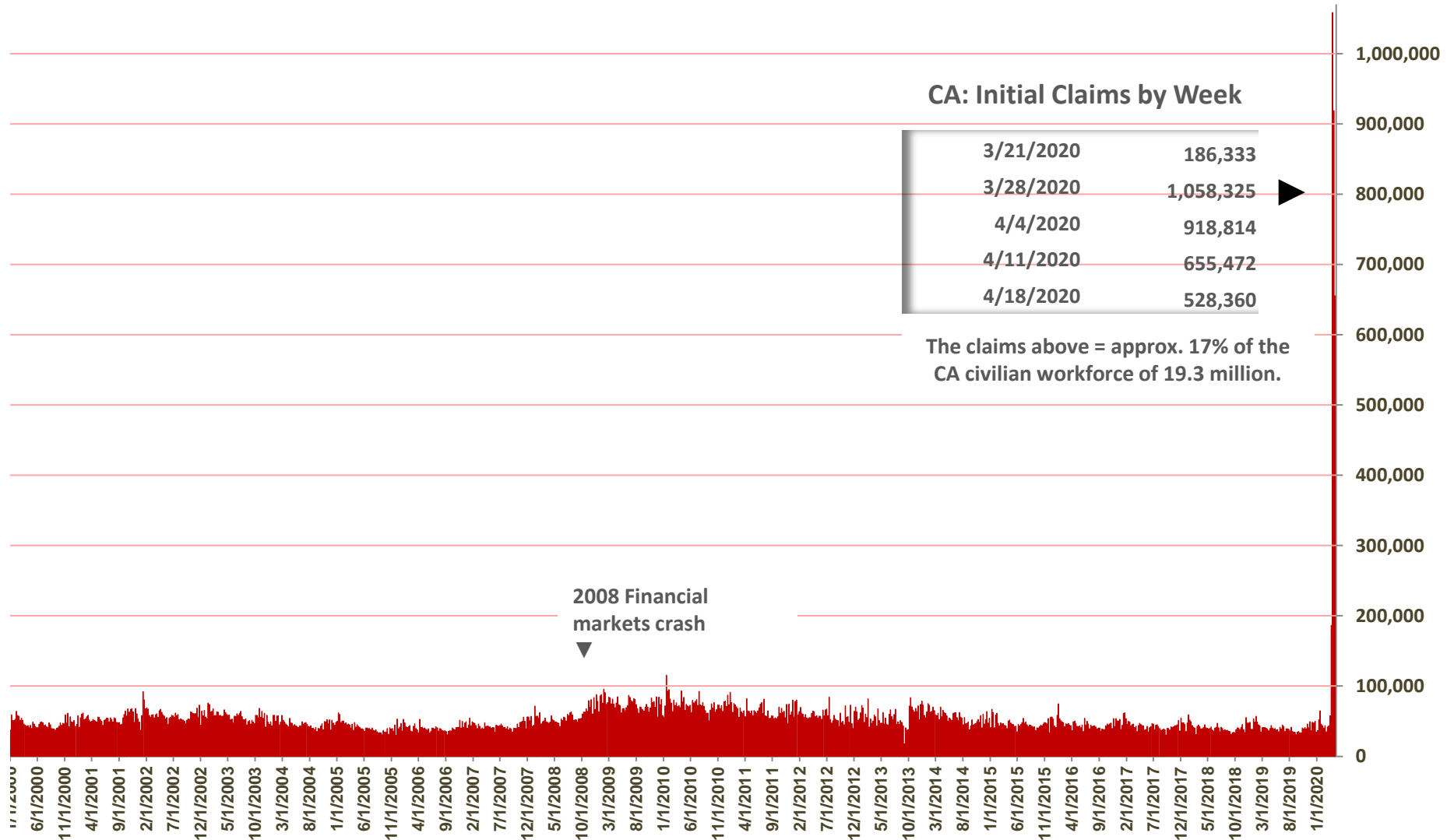


12-month rolling average of monthly median sales prices for "existing" houses, per CA Association of Realtors, MLS and Broker Metrics. Analysis may contain errors and subject to revision. All numbers are approximate.

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Initial California Unemployment Claims

By Week, 2000 – April 18, 2020



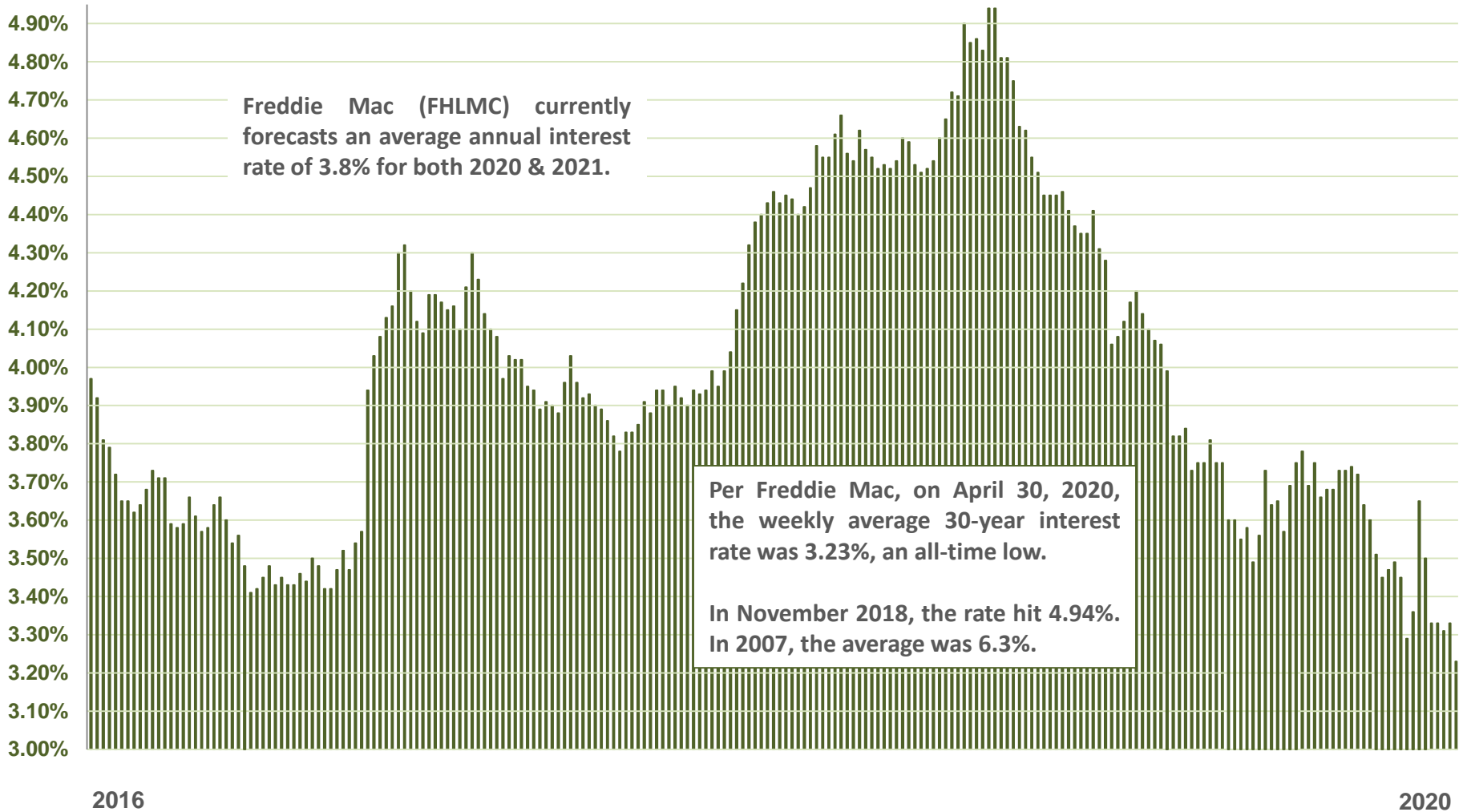
Data as published by the CA Employment Development Department . Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Mortgage Interest Rate Trends, 2016 – 2020

30-Year Conforming Loans, Weekly Average Readings

Rates published by the FHLMC,
January 7, 2016 – April 30, 2020



Interest rates may fluctuate suddenly and dramatically, and it is very difficult to predict rate changes. Data from sources deemed reliable but not guaranteed. Anyone interested in residential home loans should consult with a qualified mortgage professional and their accountant.

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New Listings Coming on Market by Month

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



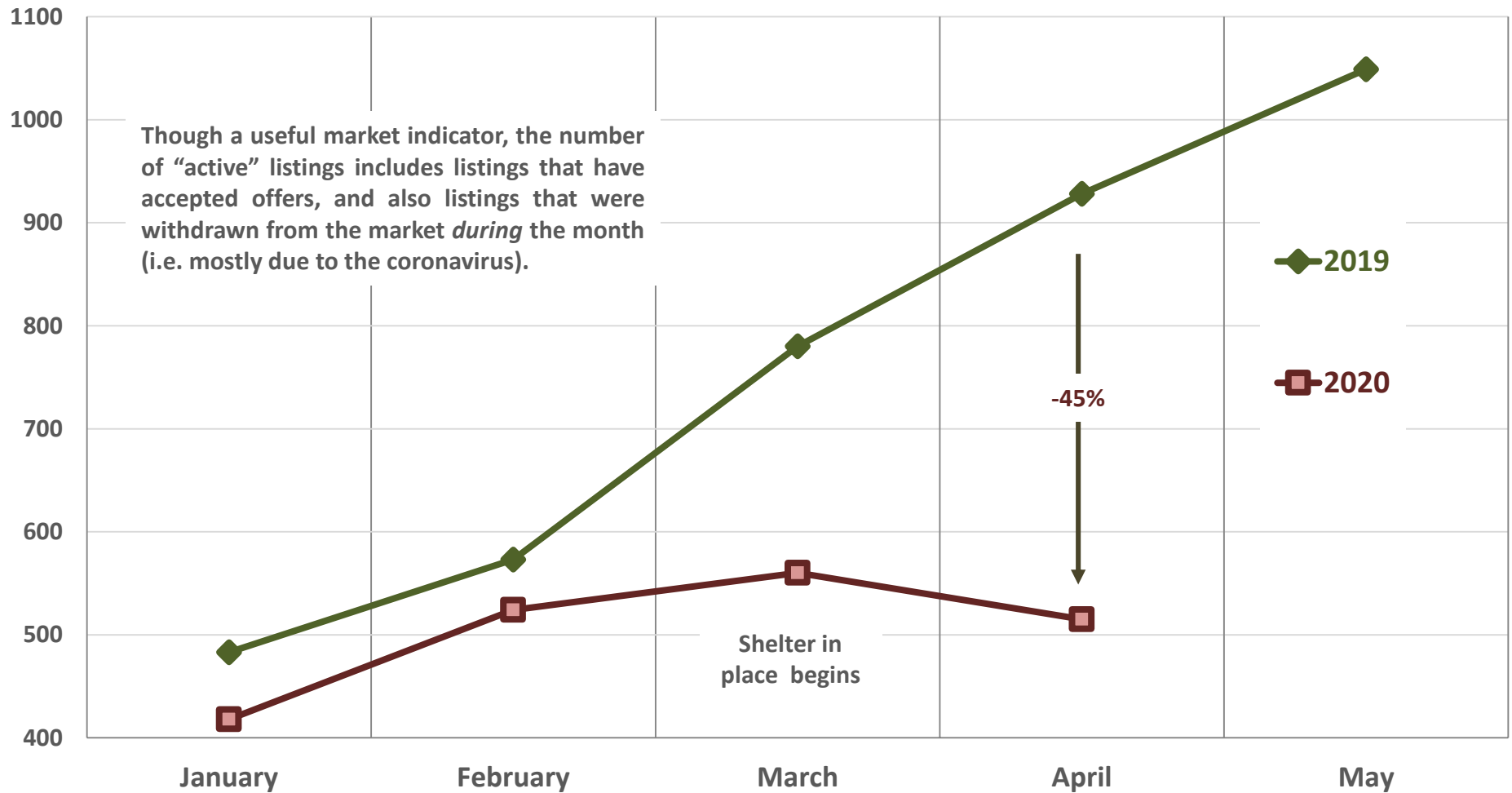
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Active Listings For Sale in Month

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



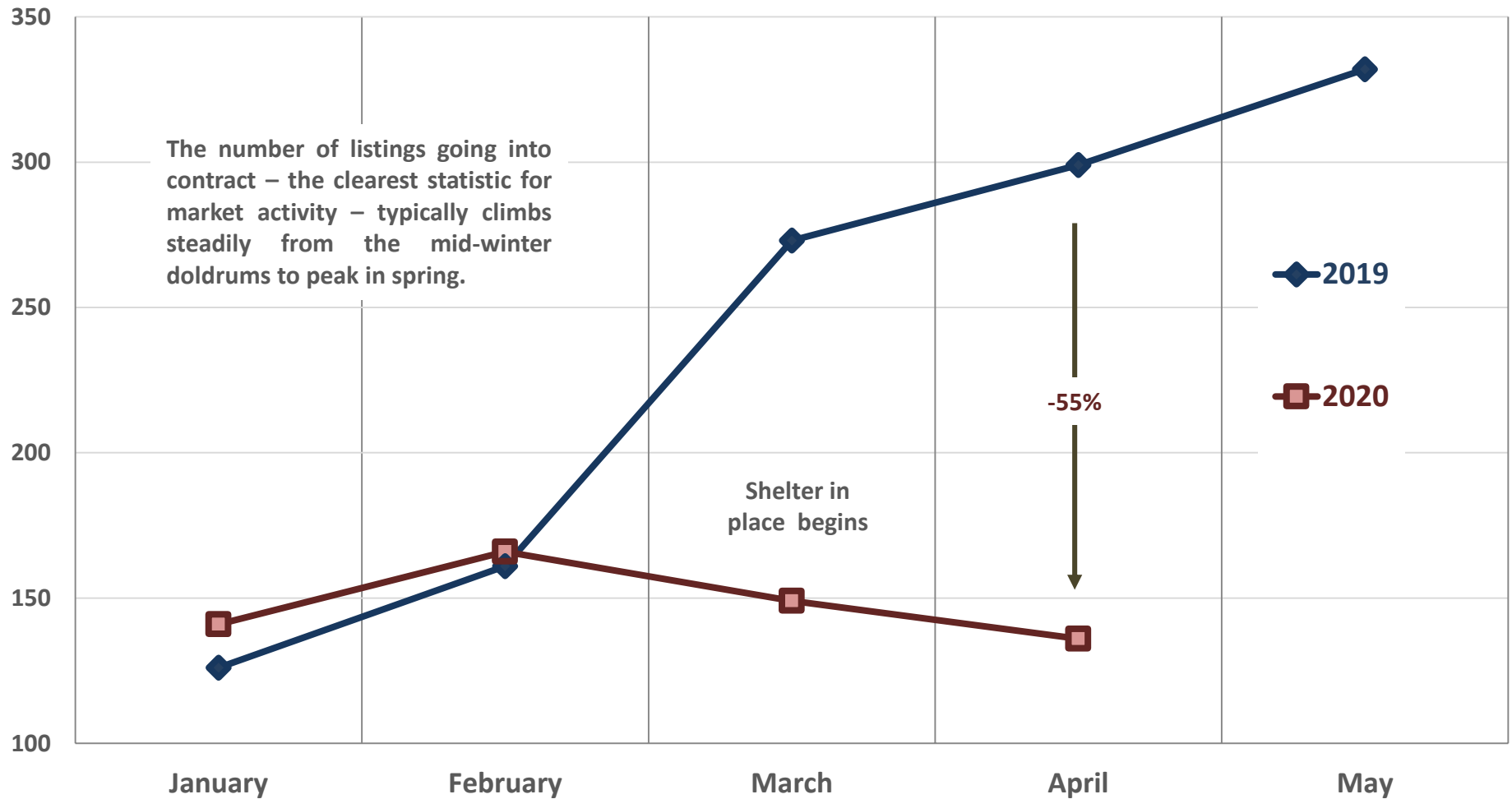
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Listings Accepting Offers (Going into Contract) in Month

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



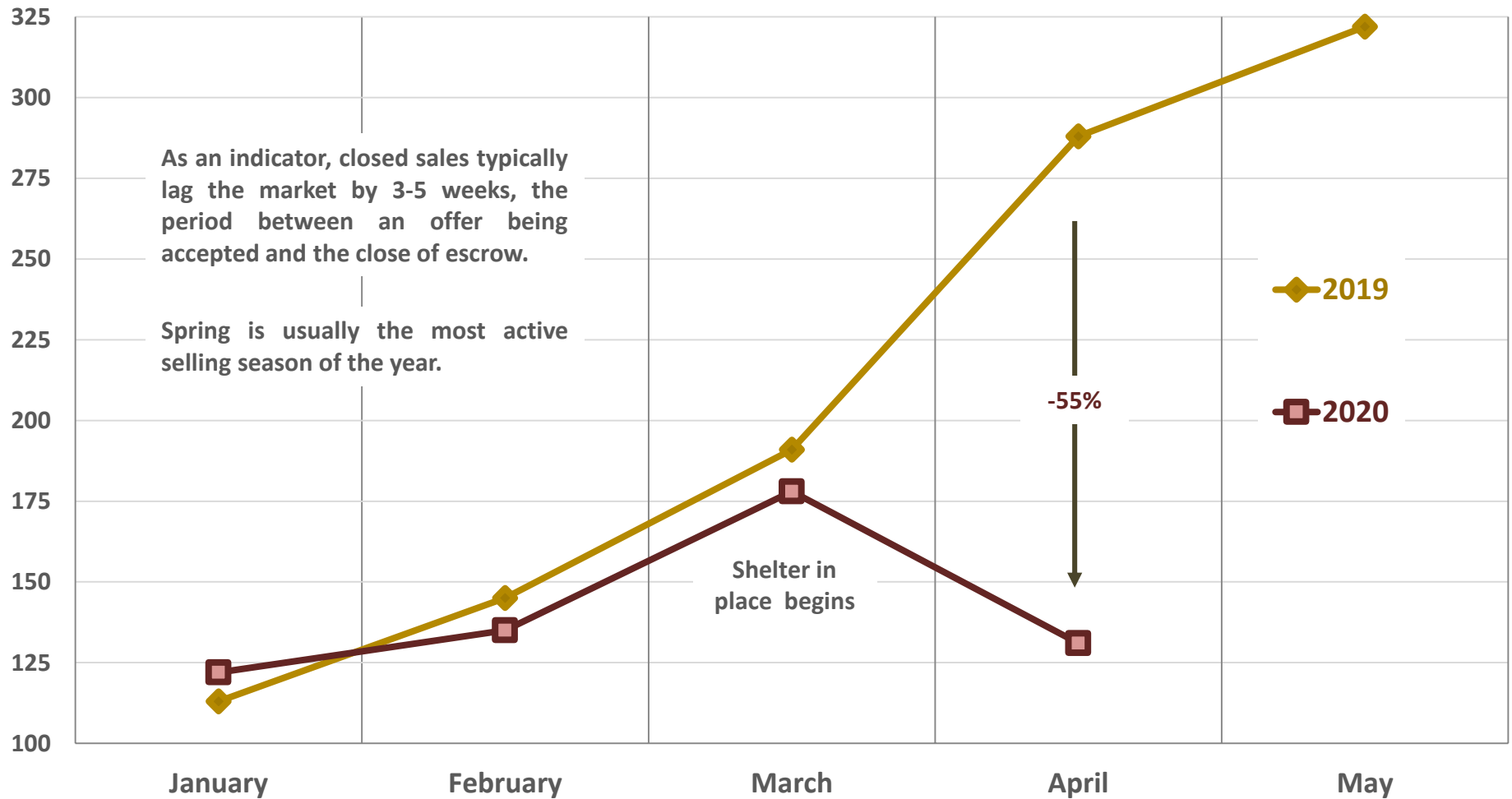
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Listings Closing Sale in Month

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



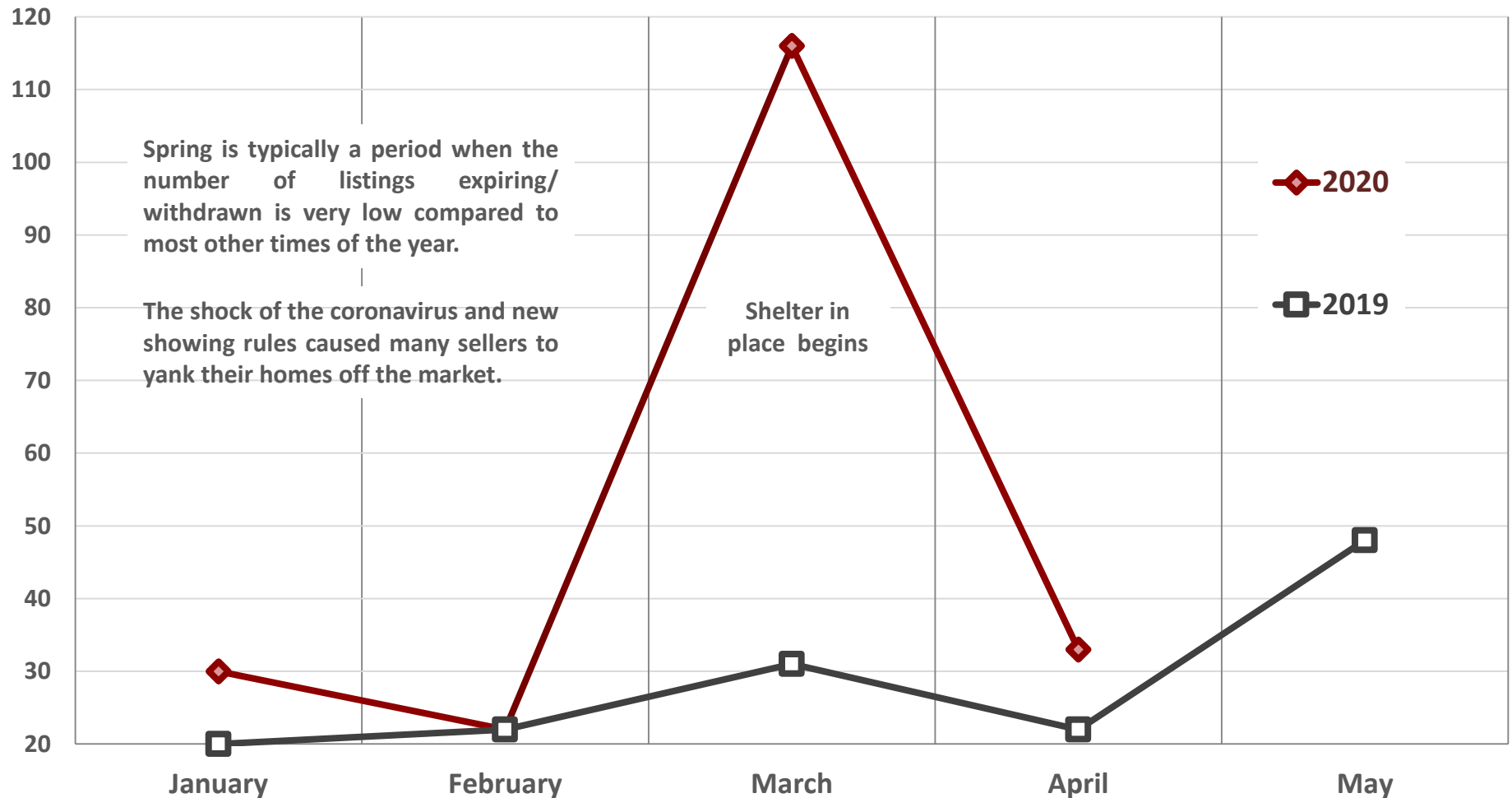
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Listings Expired/Withdrawn from Market (No Sale)

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

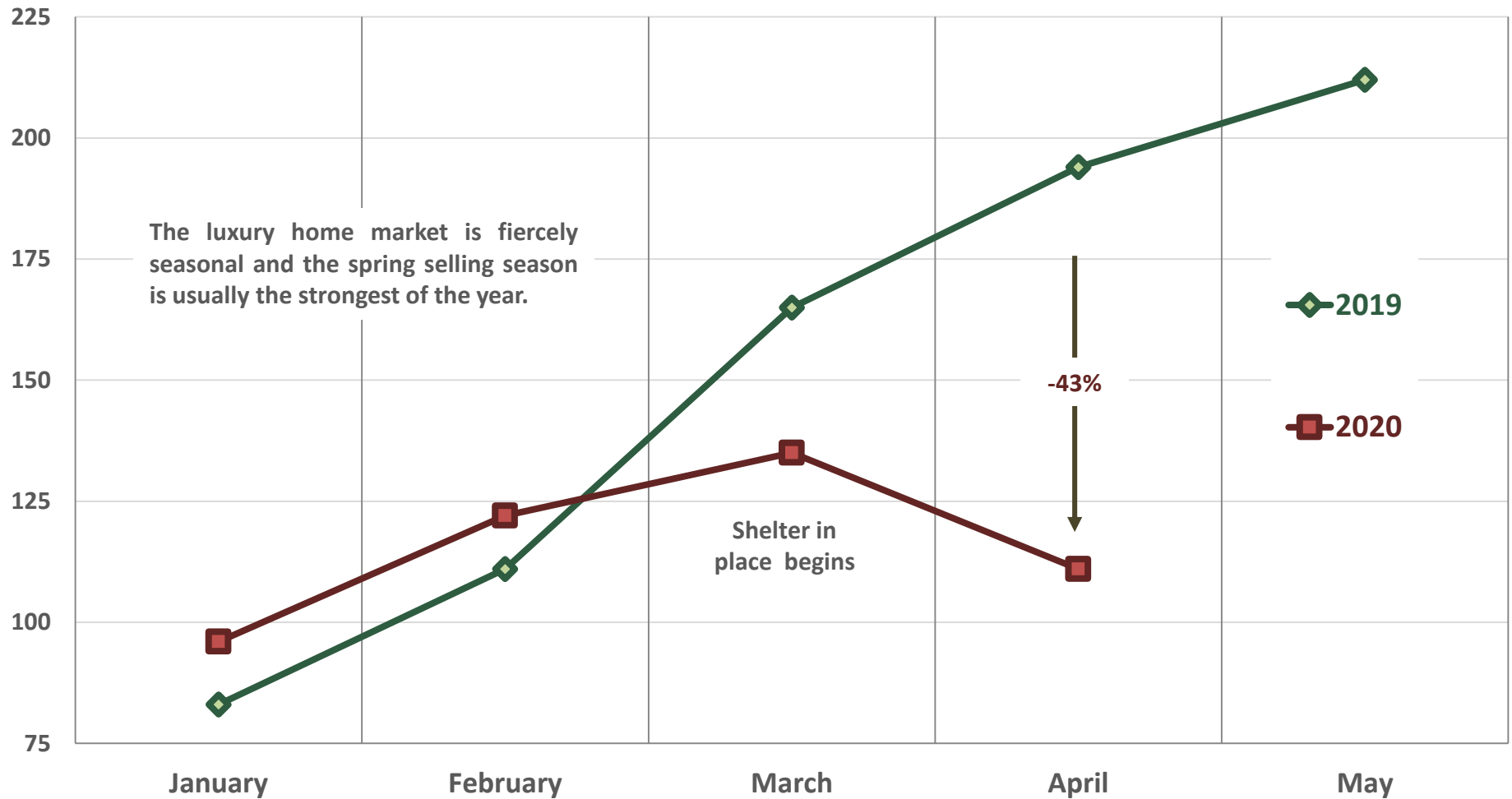
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**Marin County Luxury Homes
Spring Market Comparisons
2020 vs. 2019**

Luxury Home Listings For Sale, \$2.5 Million+

Marin County Spring Inventory Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



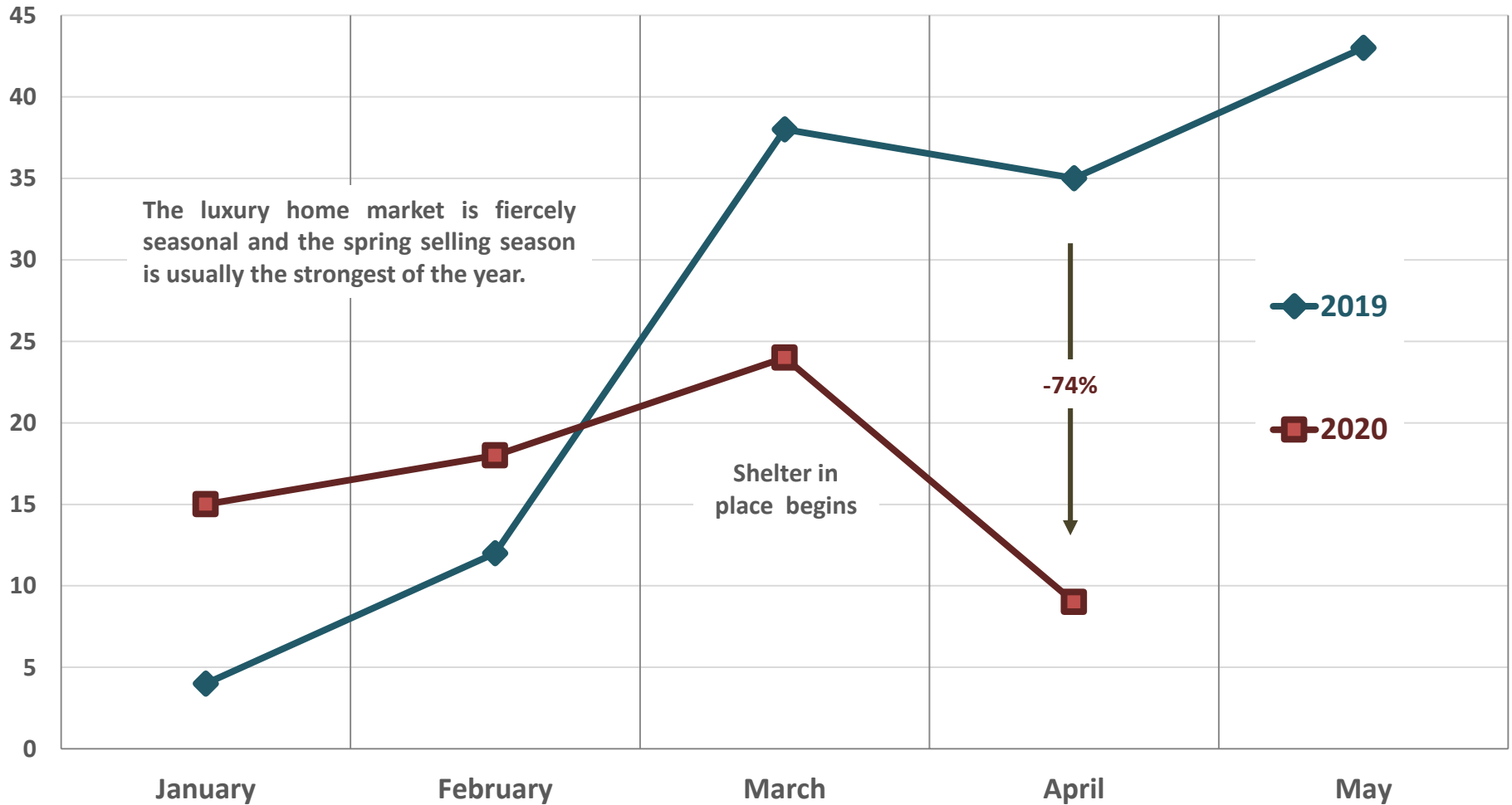
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Luxury Home Listings Accepting Offers, \$2.5 Million+

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



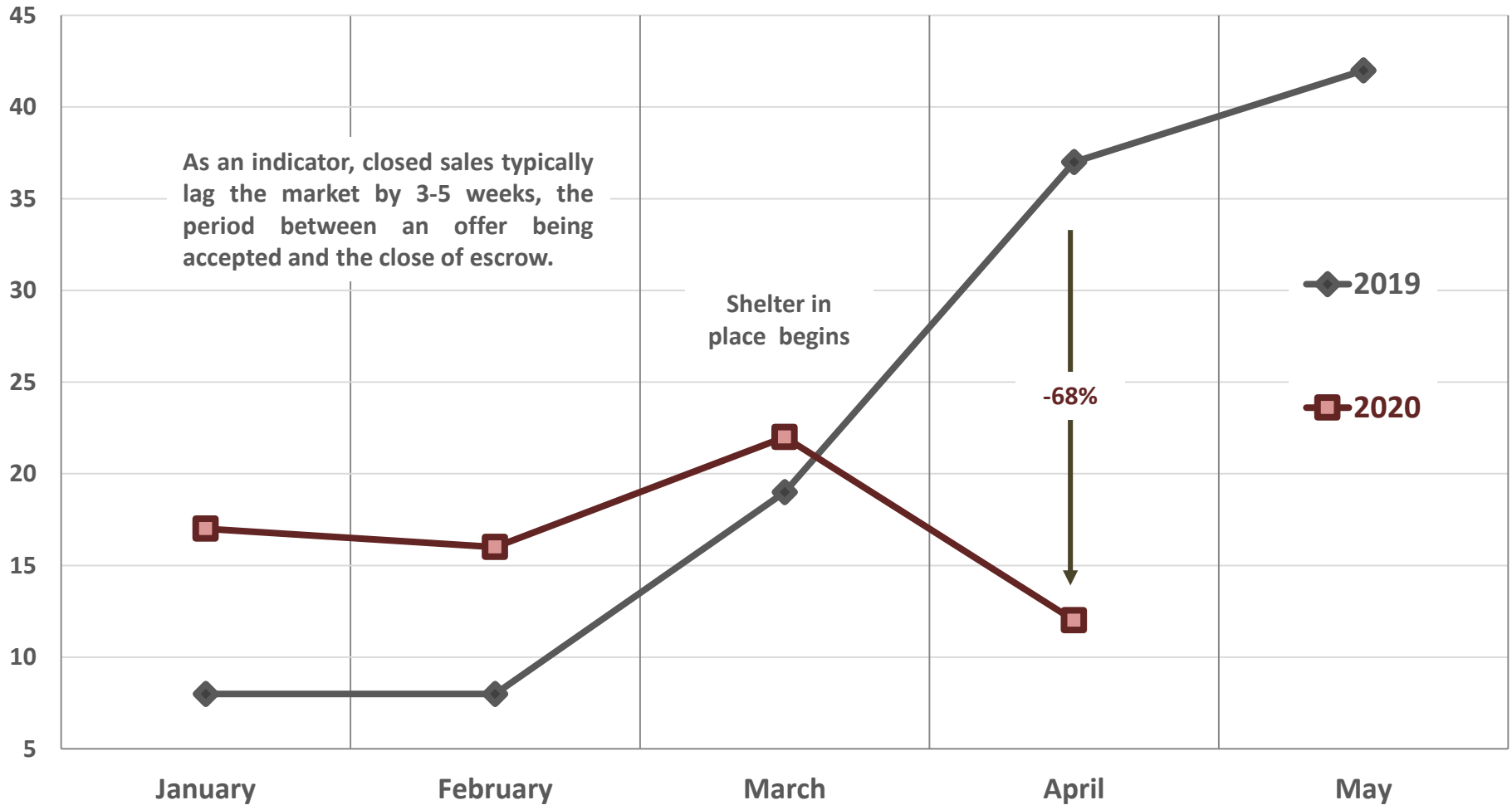
Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Luxury Home Listings Closing Sale, \$2.5 Million+

Marin County Spring Market Comparison, 2020 vs. 2019

All numbers and percentages to be considered approximate



Residential activity reported to MLS, per Broker Metrics. Last month's data estimated based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Compass Bay Area Reports: <https://www.bayareamarketreports.com/>

Bay Area Home Price Map: <https://www.bayareamarketreports.com/trend/bay-area-home-prices>

It is impossible to know how median and average value statistics apply to any particular home without a specific comparative market analysis. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc.

These analyses were made in good faith with data from sources deemed reliable, but may contain errors and are subject to revision. It is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in the Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

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