

Bay Area Real Estate Markets, Demand vs. Supply

Percentage of Listings Accepting Offers, Monthly Average

The June/July ratios of listings accepting offers to listings for sale within the average month + ratio of median list price to median sales price

County	Pop. Density per Sq. Mile	June/July 2020	June/July 2019	Year-over-Year Market Change	Median House Prices Q2 2020	Median LP/SP %
Solano County	534	54%	36%	Very Much Hotter	List: \$495,000/ Sale: \$485,000	102%
Contra Costa	1568	50%	34%	Very Much Hotter	List: \$765,000/ Sale: \$720,000	106%
Alameda County	2224	45%	35%	Substantially Hotter	List: \$995,000/ Sale: \$1,000,000	100%
Marin County	500	44%	29%	Very Much Hotter	List: \$1,595,000/ Sale: \$1,432,500	111%
Santa Clara County	1490	42%	30%	Substantially Hotter	List: \$1,400,000/ Sale: \$1,380,000	101%
Santa Cruz County	615	40%	23%	Extremely Hotter	List: \$1,055,000/ Sale: \$905,000	117%
Sonoma County	318	40%	25%	Extremely Hotter	List: \$750,000/ Sale: \$677,000	111%
San Mateo County	1708	39%	37%	Slightly Hotter	List: \$1,750,000/ Sale: \$1,695,000	103%
Monterey County	132	39%	20%	Extremely Hotter	List \$895,000/ Sale: \$675,000	133%
Napa County	188	31%	19%	Extremely Hotter	List: \$934,500/ Sale: \$714,000	131%
SF HOUSE-only	18,553	30%	31%	Stable	List: \$1,749,000/ Sale: \$1,700,000	103%
SF CONDO-only	18,553	17%	26%	Much Cooler	List: \$1,295,000/ Sale: \$1,200,000	108%

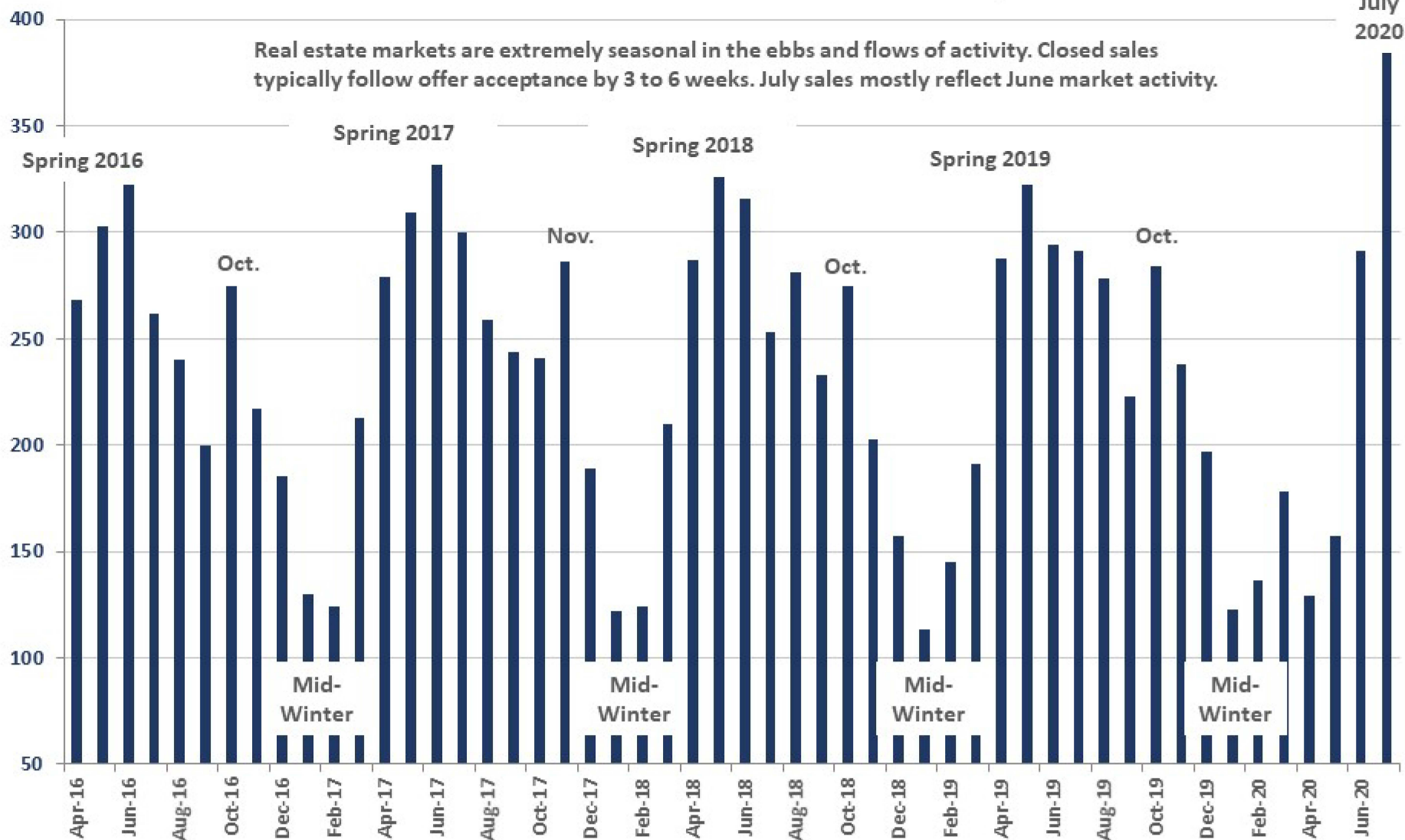
MLS residential activity, per Broker Metrics. Population density figures from U.S. Census 2019 ACS survey. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Marin Home Sales by Month

Seasonality & the Marin Real Estate Market

MLS house and condo sales,
per Broker Metrics



Last month data estimated and may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. Based upon MLS activity. All numbers approximate.

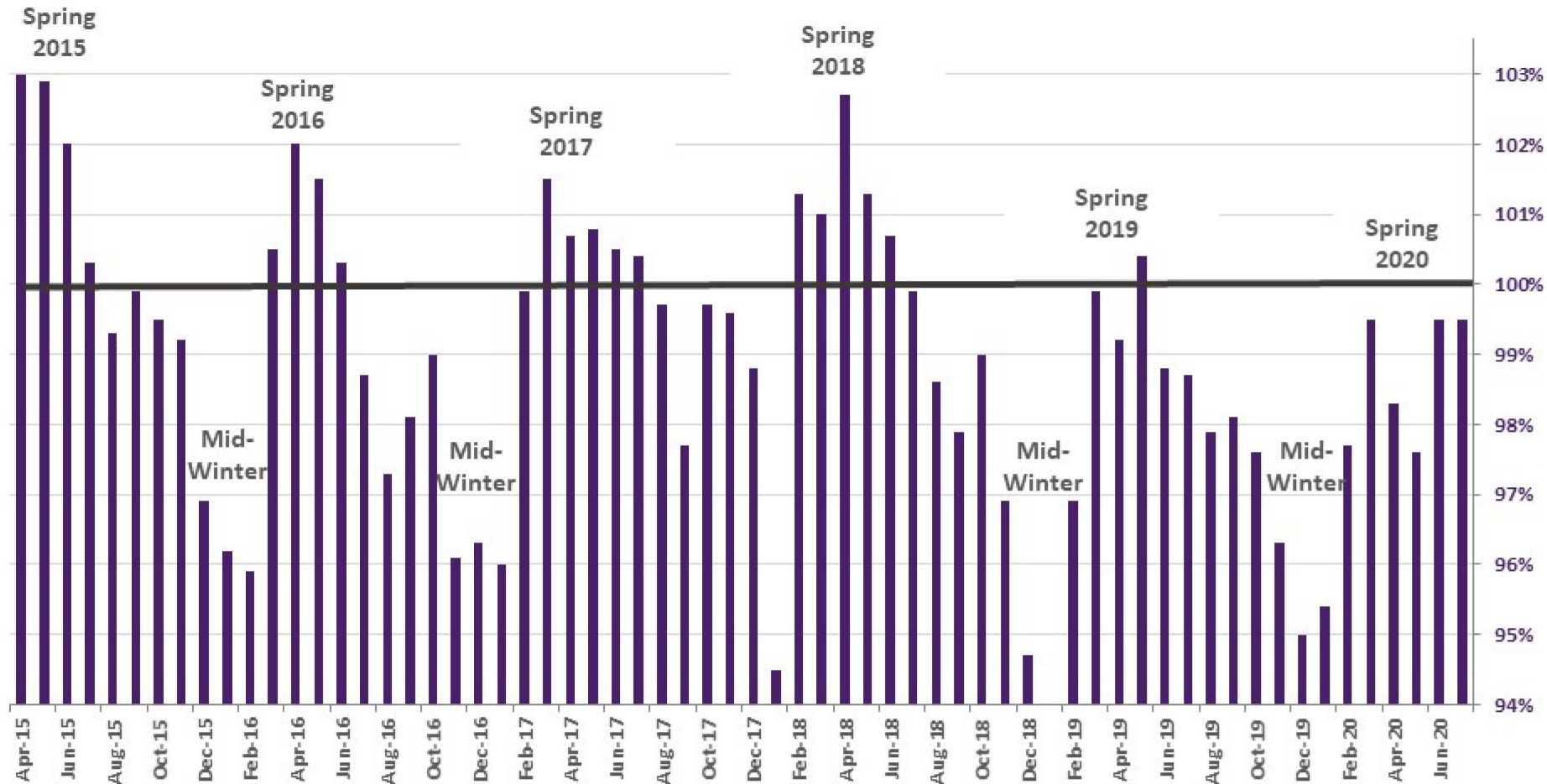
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Average Sales Price to Original List Price Percentage

Marin County Market Dynamics & Seasonality

MLS sales of houses and condos up to \$3m, per Broker Metrics

102% signifies an average sales price 2% over asking price; 98% = an average 2% under original asking price. Sales in one month, to a large degree, reflect accepted offer activity in the previous month.



These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.

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Marin County Market Trends

New Listings & Listings Going into Contract, Year-over-Year Comparisons

Updated August 1, 2020

339

New Listings – Last 4 Weeks

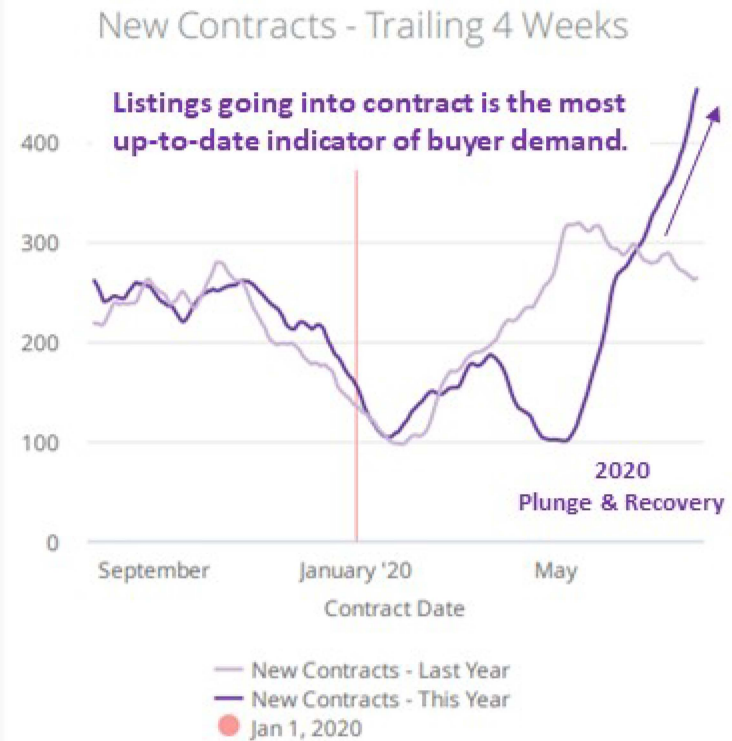
Up 25% vs. Last Year



453

New Contracts – Last 4 Weeks

Up 72% vs. Last Year



The data herein should be interpreted as approximate and illustrative of general trend lines rather than reflecting exact numbers. Data is sourced from MLS and internal Compass listings data, per all Compass and non-Compass listings from markets for which Compass has an MLS data feed in the greater Bay Area. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Generated by Looker.

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Marin County Luxury Home Statistics

Homes Selling for \$2.5 Million+, Mid-2020 Update

24 months sales reported
to MLS, \$2.5m+*

City or Town (in alphabetical order)	Median Home Size	Median Lot Acreage	Median Sales Price	Median Dollar /Square Foot
Belvedere	3245 sq.ft.	.22 acre	\$4,125,000	\$1322/sq.ft.
Corte Madera	3220 sq.ft.	.24 acre	\$2,980,000	\$949/sq.ft.
Greenbrae	3290 sq.ft.	.27 acre	\$2,780,000	\$889/sq.ft.
Kentfield	3850 sq.ft.	.6 acre	\$3,500,000	\$977/sq.ft.
Larkspur	2870 sq.ft.	.22 acre	\$3,000,000	\$1100/sq.ft.
Mill Valley	3335 sq.ft.	.3 acre	\$3,050,000	\$997/sq.ft.
Ross	3455 sq.ft.	.6 acre	\$3,650,000	\$1200/sq.ft.
San Anselmo	3580 sq.ft.	.52 acre	\$2,837,500	\$807/sq.ft.
San Rafael	4400 sq.ft.	1 acre	\$2,950,000	\$678/sq.ft.
Sausalito	3142 sq.ft.	.19 acre	\$3,350,000	\$1012/sq.ft.
Stinson Beach	1850 sq.ft.	.19 acre	\$3,800,000	\$1969/sq.ft.
Tiburon	3620 sq.ft.	.38 acre	\$3,400,000	\$962/sq.ft.

These statistics relate *only* to house sales of \$2,500,000 and above during the two-year period. All things being equal – which they rarely are – a smaller house will typically sell for a higher dollar per square foot value. Lot size muddies the issue of the structure \$/sq.ft. value.

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* 24 months sales reported to MLS through 7/24/20. Detached houses only. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

Marin House Market

Two Years Sales by Era of Construction

House sales reported to MLS
that gave date of construction

Built 2001 – 2020
Median S.P. \$1,950,000
Median Sq.Ft. - 3195

The era for the construction
of the largest houses in
Marin was 1980 to present.

Built 1981 – 2000
Median S.P. \$1,520,000
Median Sq.Ft. - 2685

Built 1961 – 1980
Median S.P. \$1,250,000
Median Sq.Ft. - 2085

The main era of Marin house construction was in the 3 to
4 decades after the completion of the GG Bridge in 1937.

Built 1941 – 1960
Median S.P. \$1,250,000
Median Sq.Ft. - 1700

Built 1920 & earlier
Median S.P. \$1,575,500
Median Sq.Ft. - 1970

Built 1921 – 1940
Median S.P. – \$1,350,000
Median Sq.Ft. - 1747

- 1920 & earlier
- 1921 - 1940
- 1941 - 1960
- 1961 - 1980
- 1981 - 2000
- 2001 - 2020

Higher-Price Home Listings Going into Contract by Month

Marin County Year-over-Year Market Dynamics

After the initial shelter-in-place plunge, Marin County sees huge rebound in the sale of higher-price homes.
Comparing market activity in the last 12 months with the 12 months prior.

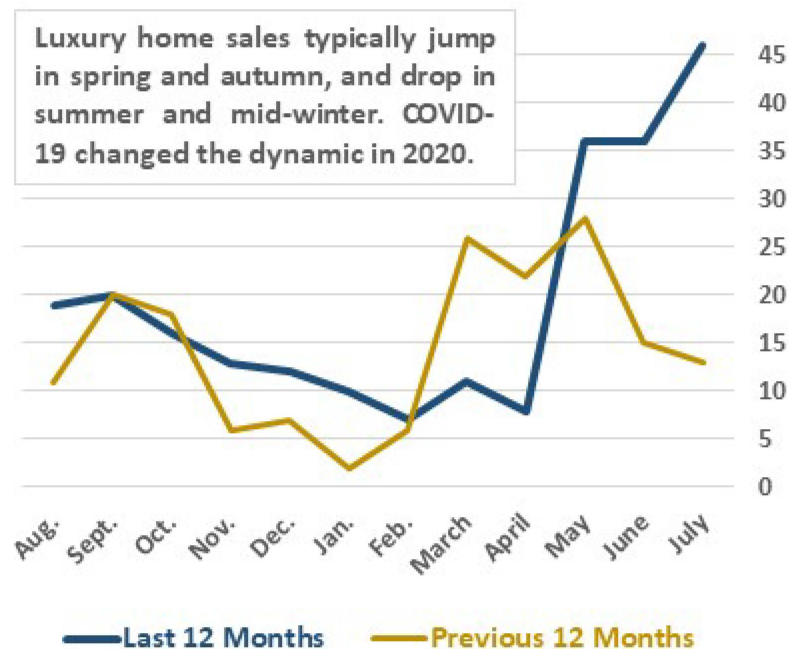
Listings Accepting Offers

Homes Priced \$2 Million – \$2.99 Million



Listings Accepting Offers

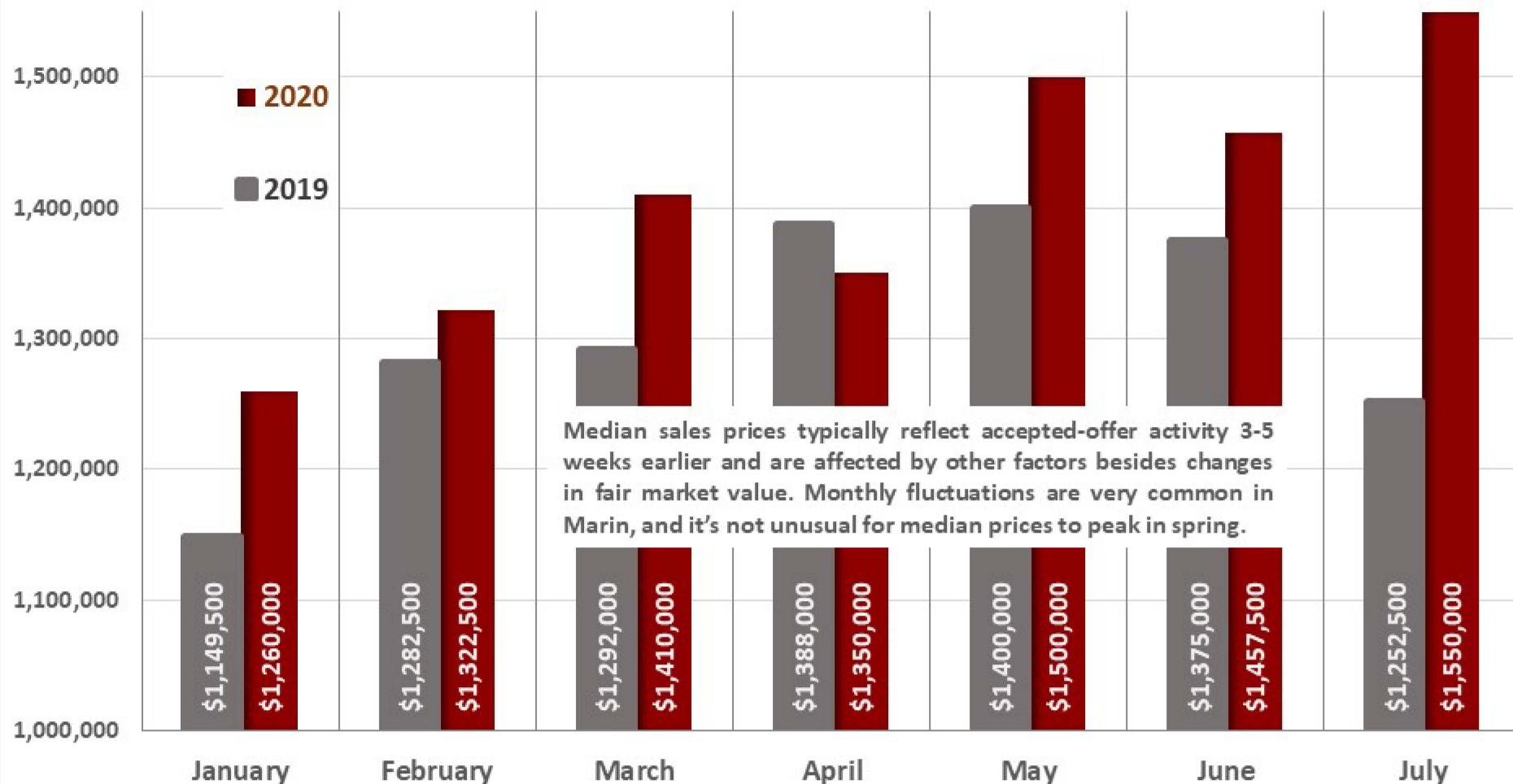
Luxury Homes, \$3 Million+



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.

Median House Sales Prices by Month

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



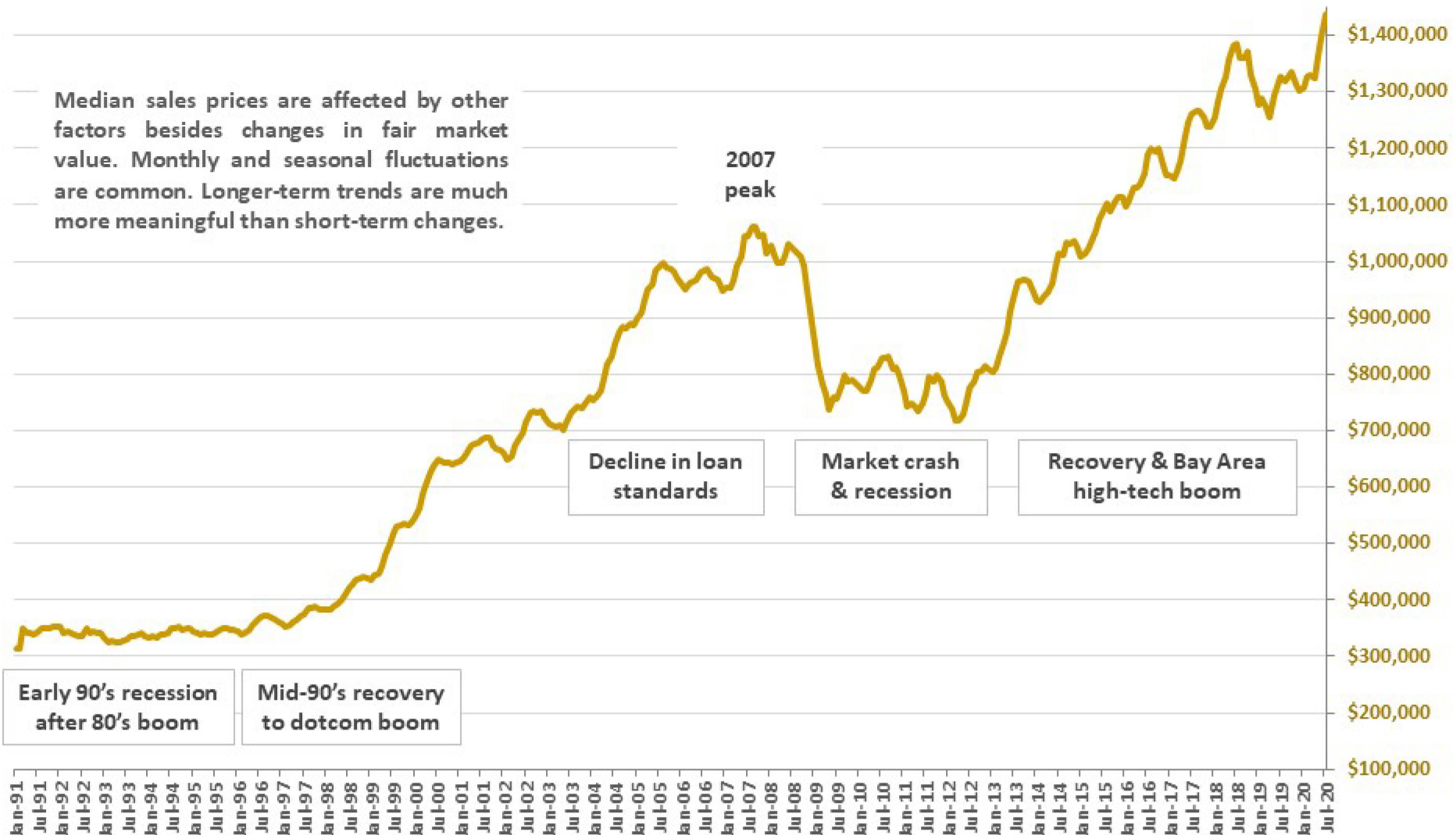
Residential activity reported to MLS, per Broker Metrics. Last month's data based on available numbers, but may change with late-reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Marin County Home Price Appreciation since 1991

Monthly Median House Sales Prices, 6-Month Rolling Average

Median sales prices are affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common. Longer-term trends are much more meaningful than short-term changes.



6-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.

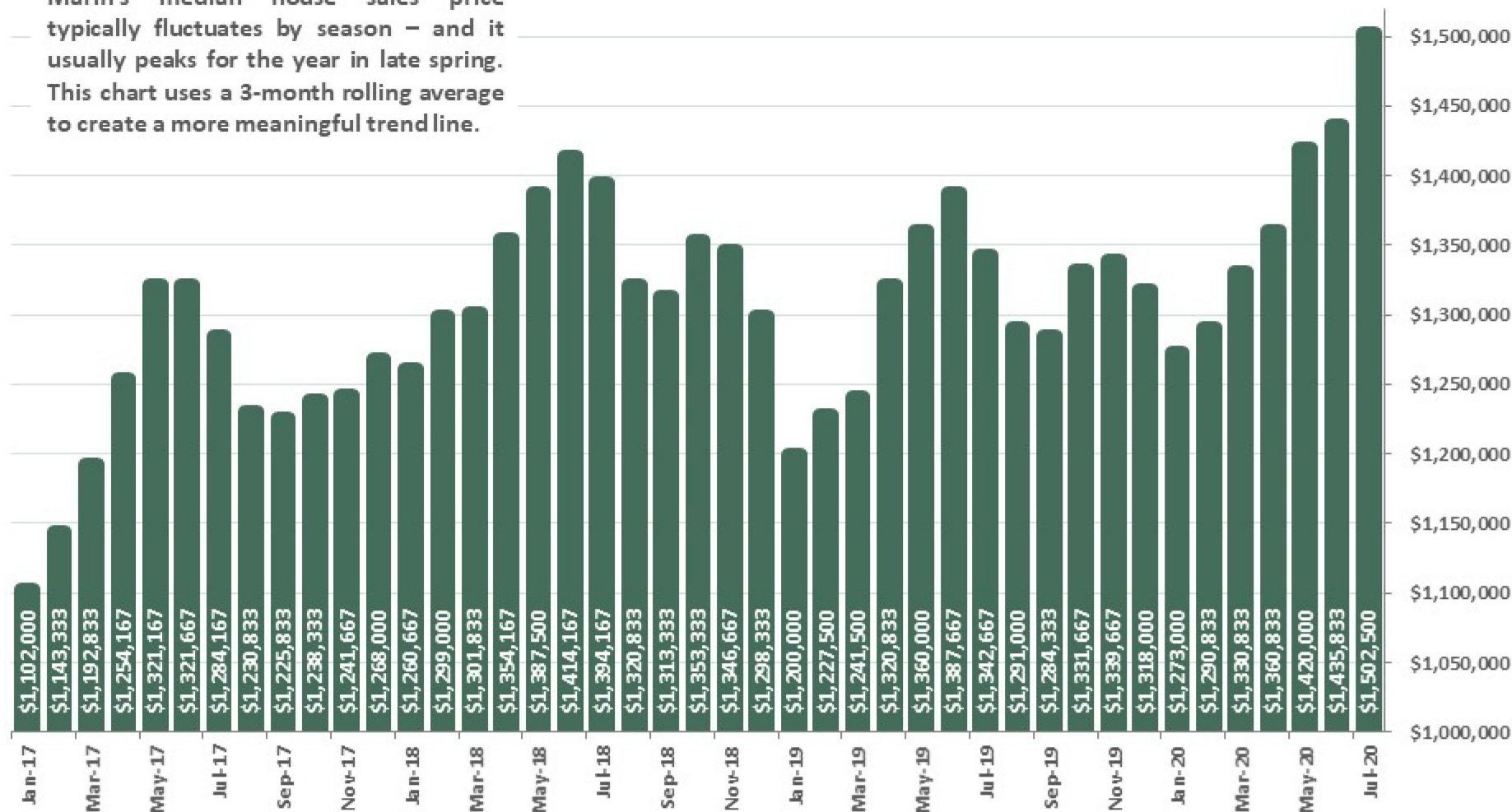
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Marin Median House Values since 2017

3-Month Rolling Average of Monthly Median Sales Price

House sales reported to
MLS, per Broker Metrics

Marin's median house sales price typically fluctuates by season – and it usually peaks for the year in late spring. This chart uses a 3-month rolling average to create a more meaningful trend line.



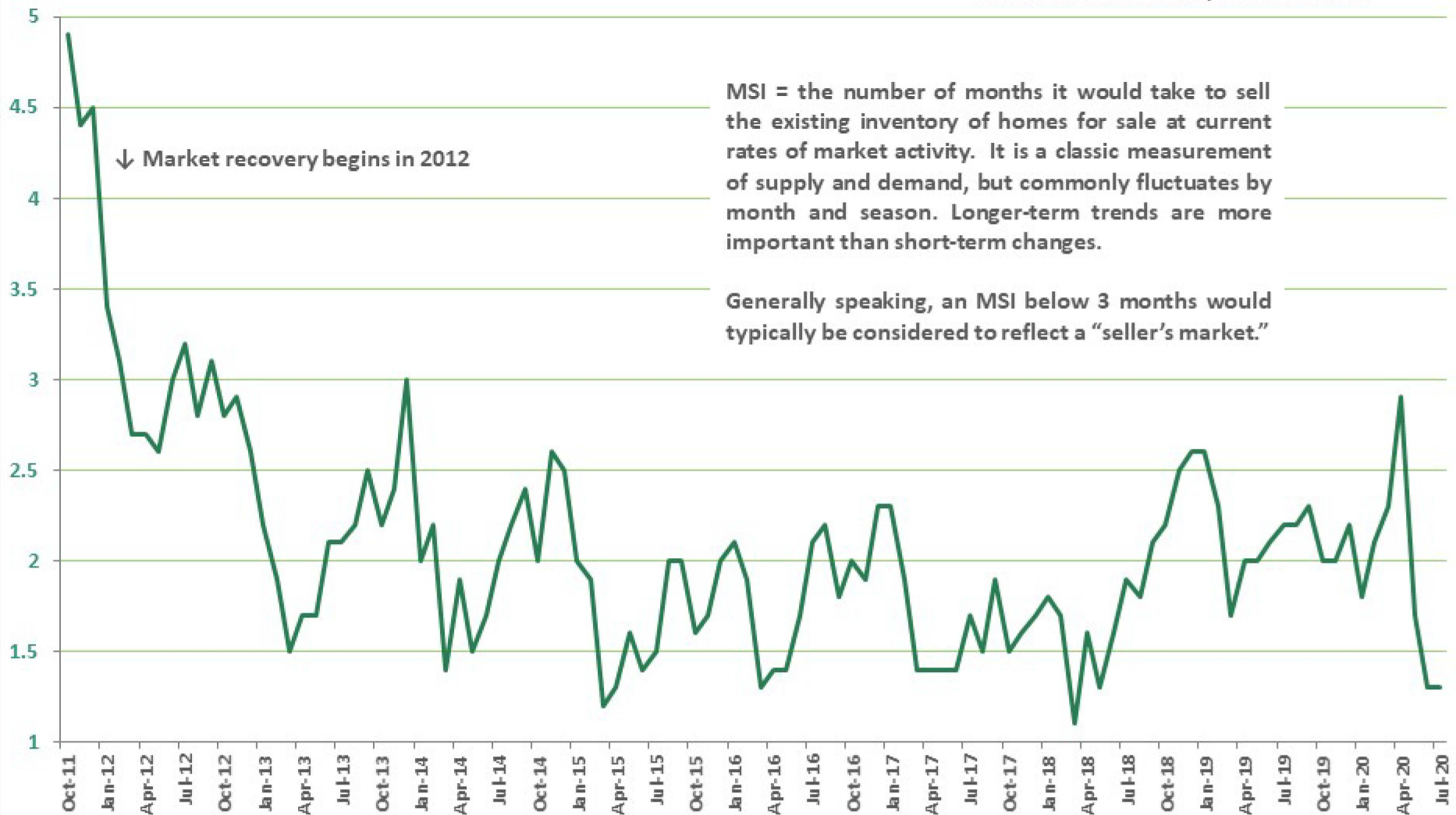
Median Prices can be affected by other factors besides changes in fair market value, such as seasonal trends and changes in the luxury and new-construction segments. Sales prices in one month generally reflect deals negotiated in the prior month or two. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. Late reported sales may alter the last entry.

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Months Supply of Inventory (MSI)

Marin County Real Estate Market since 2011

Based upon accepted offer activity for Marin houses and condos in MLS per Broker Metrics



Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

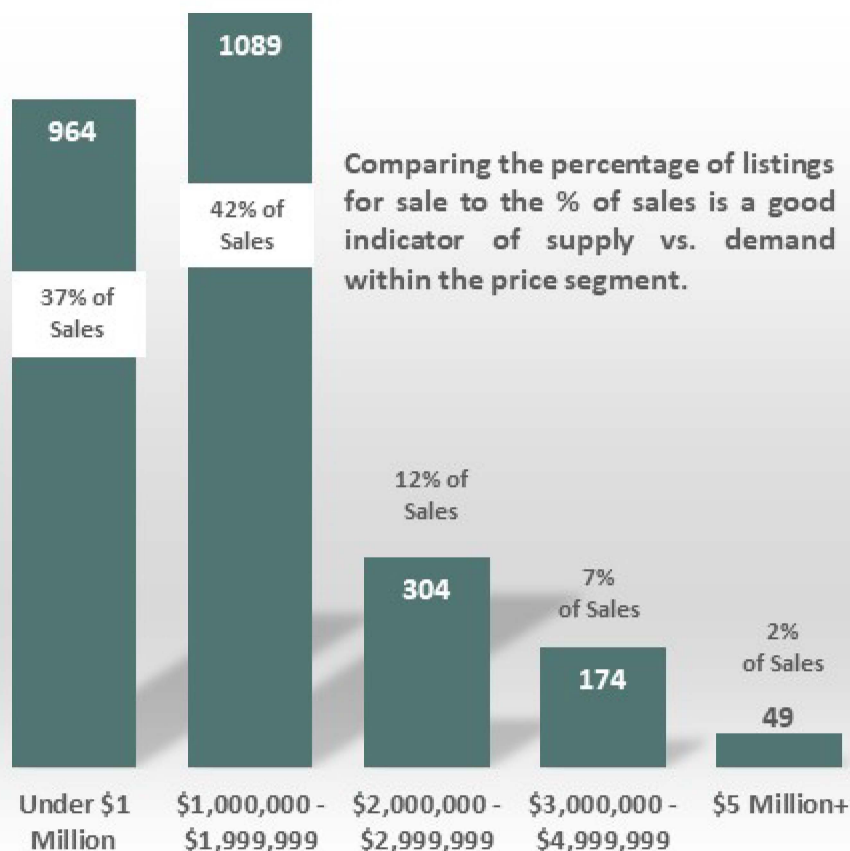
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Marin County Market Statistics by Price Segment

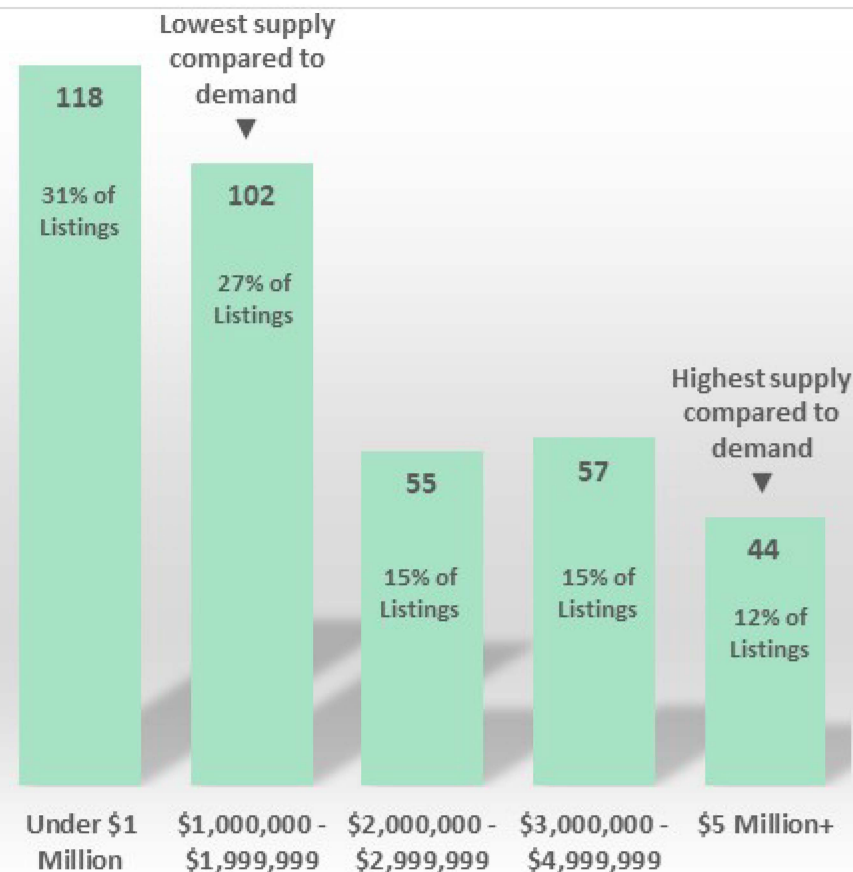
Sales Volumes & Listings for Sale by Price Segment

MLS activity, per
Broker Metrics

12 Months Sales Volume by Price Segment [7/31/20]



Listings for Sale on 7/31/20



House and condo listings & sales reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

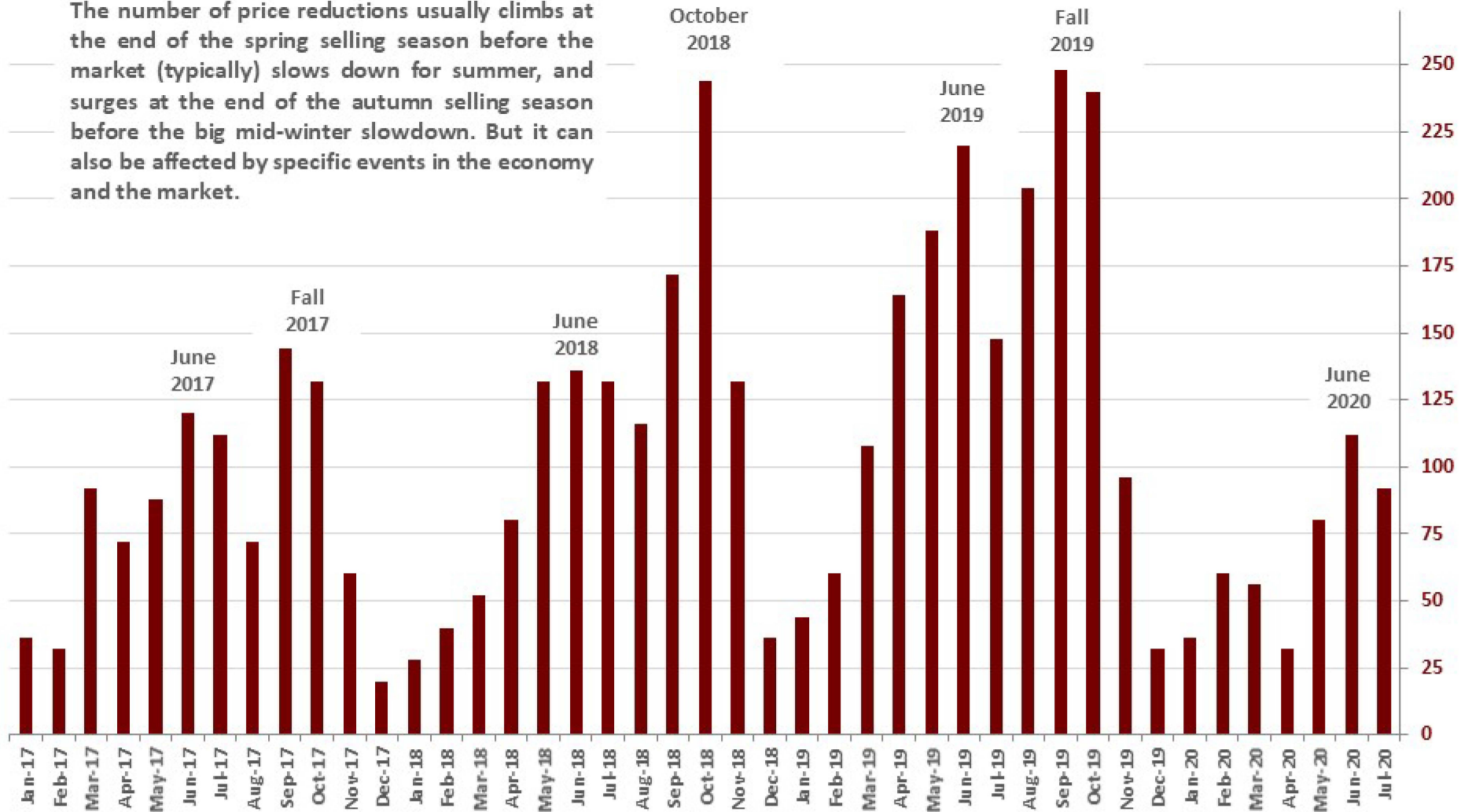
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Price Reductions on Active Listings

Marin County Real Estate Market Dynamics

For houses and condos

The number of price reductions usually climbs at the end of the spring selling season before the market (typically) slows down for summer, and surges at the end of the autumn selling season before the big mid-winter slowdown. But it can also be affected by specific events in the economy and the market.



Per Realtor.com Research: <https://www.realtor.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

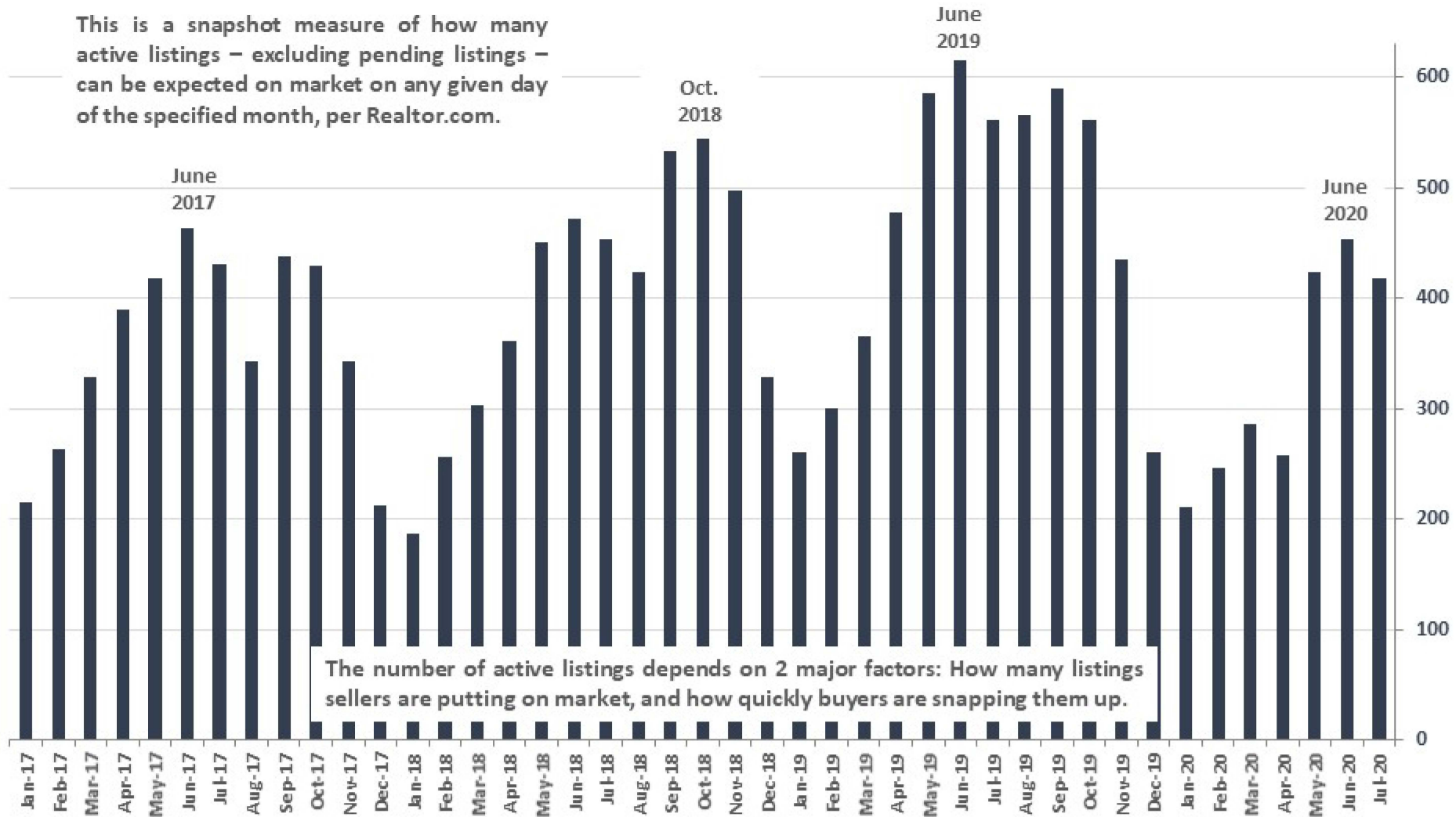
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Active Listings on Market

Marin County Real Estate Market Dynamics

For houses and condos

This is a snapshot measure of how many active listings – excluding pending listings – can be expected on market on any given day of the specified month, per Realtor.com.



The number of active listings depends on 2 major factors: How many listings sellers are putting on market, and how quickly buyers are snapping them up.

Per Realtor.com Research, activity on their website: <https://www.realtor.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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