

COMPASS



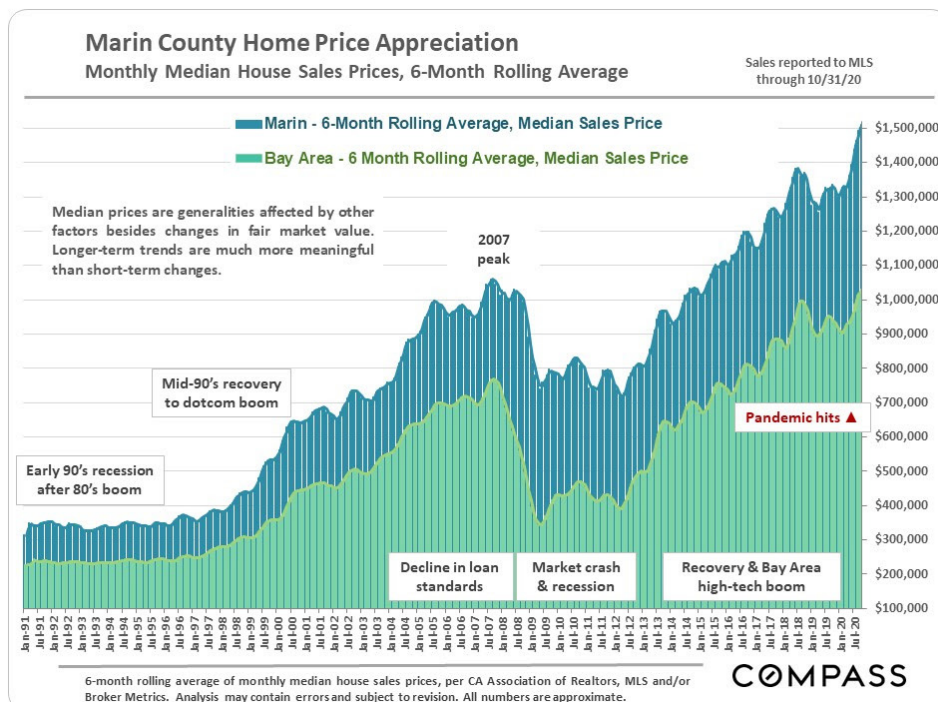
Marin County Real Estate Report

Focusing Mostly on City Market Dynamics

November 2020

The long-term median sales price chart below is similar to those for counties around the Bay Area - a significant spike in median house prices since the pandemic struck in early spring. However, Marin has seen a more dramatic increase than most.

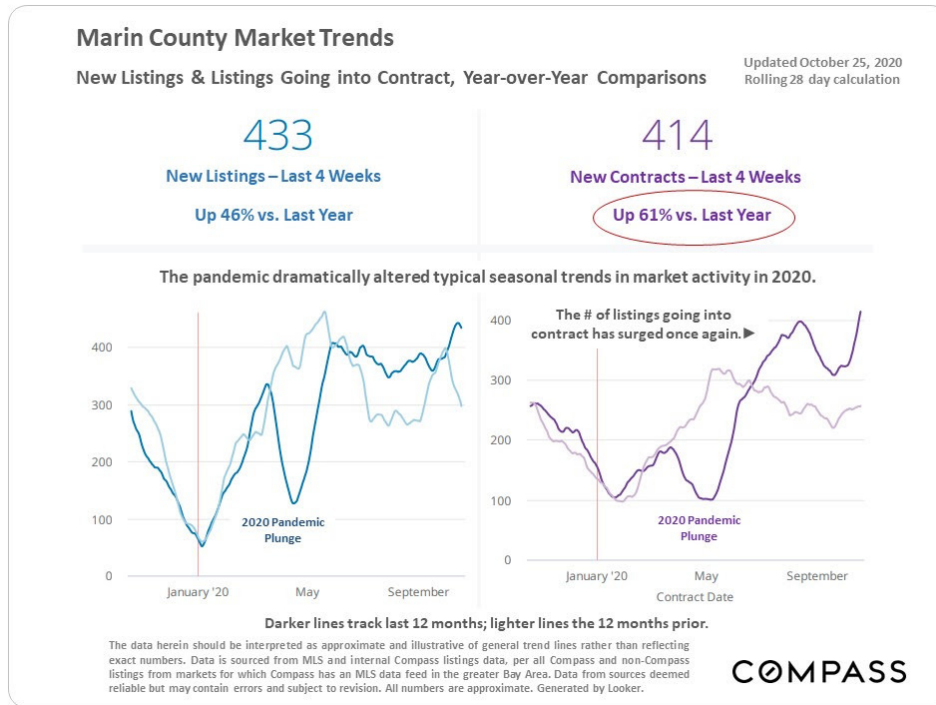
As mentioned before, recent jumps in median house prices have been driven not only by appreciation in fair market values, but by large increases in expensive home sales. Affluent buyers have made up a significantly larger percentage of Marin and Bay Area home purchases since the pandemic hit.



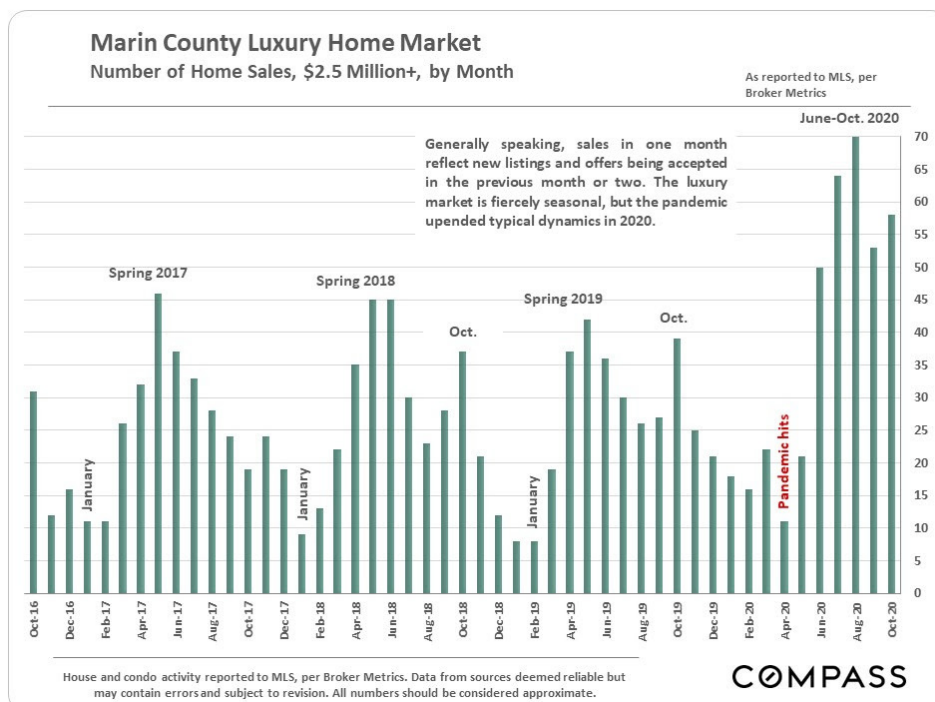
The market typically starts a big slowdown in mid-November, running through the mid-winter holidays, until it begins to wake up in mid-January: New listings and sales plummet, and listings pulled off the market soar. Higher-price segments normally see the most dramatic plunges in mid-winter activity.

This year, the pandemic upended seasonality: Spring, usually the strongest selling season, saw a crash in activity; summer, which typically slows down - especially for luxury home sales - saw extremely high demand, particularly at the high end. However, some counties, including Marin, were impacted - usually only temporarily - by the terrible fires.

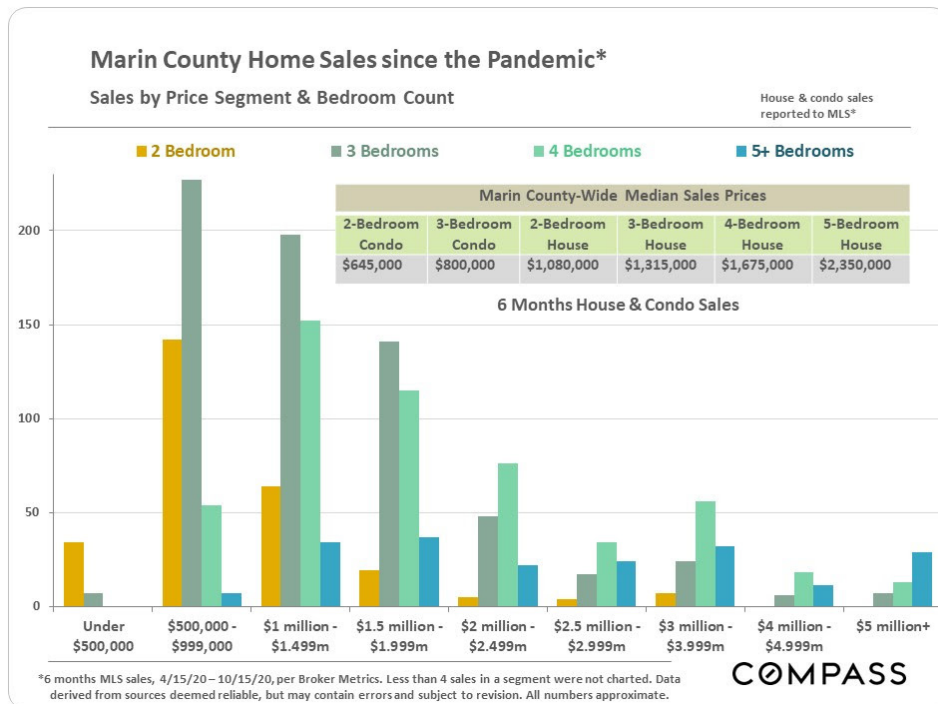
We suspect late Q4 will see a slowdown, but, on current trends, remain more active than in past years.



Higher-Price Home Sales by Month



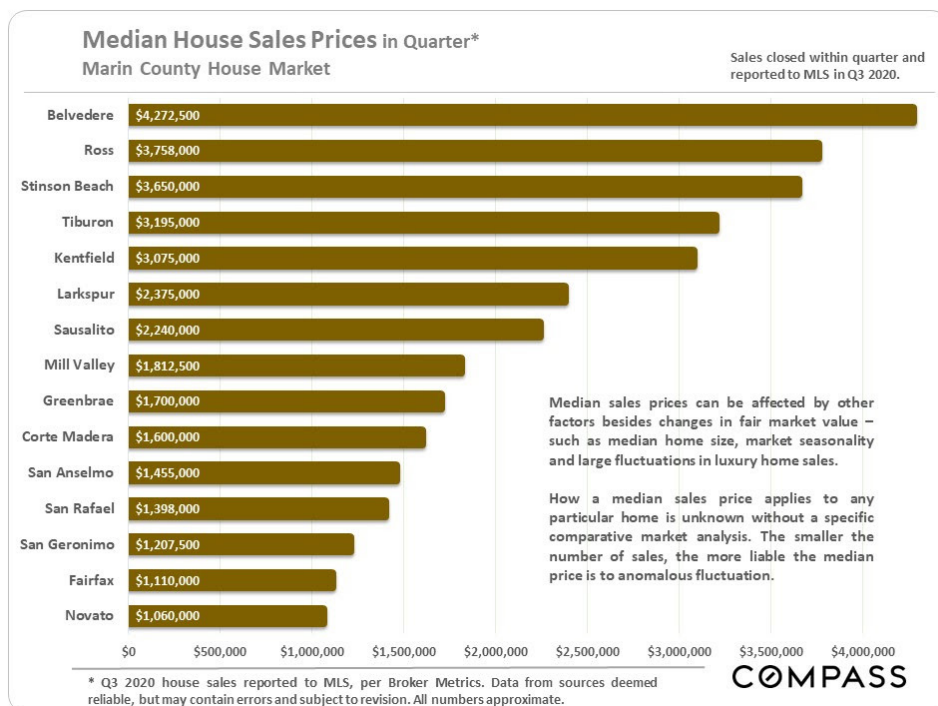
Home Sales Breakdown



Market Dynamics by City

Following is a series of analyses that look at city median sales prices, luxury home sales, listings for sale, and a few standard measurements of supply and demand. Note that very expensive homes often see softer dynamics - the pool of buyers is much smaller, and overpricing more common for these very special properties - but this is not always the case.

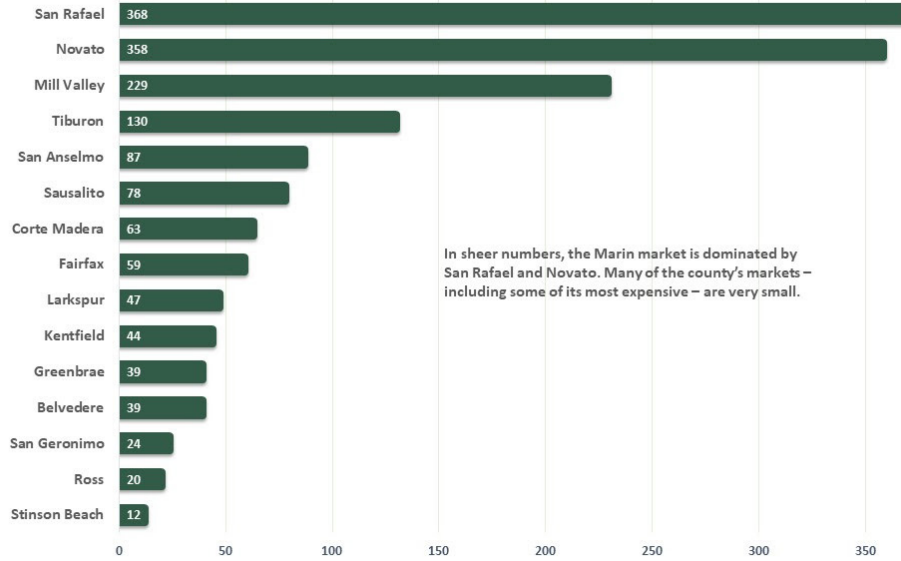
Click on this link for a comparative review of [Bay Area COUNTY Markets](#).



Active Listings on Market in Quarter*

Marin County Residential Market

Statistics refer to listings posted on MLS in Q3 2020.



In sheer numbers, the Marin market is dominated by San Rafael and Novato. Many of the county's markets – including some of its most expensive – are very small.

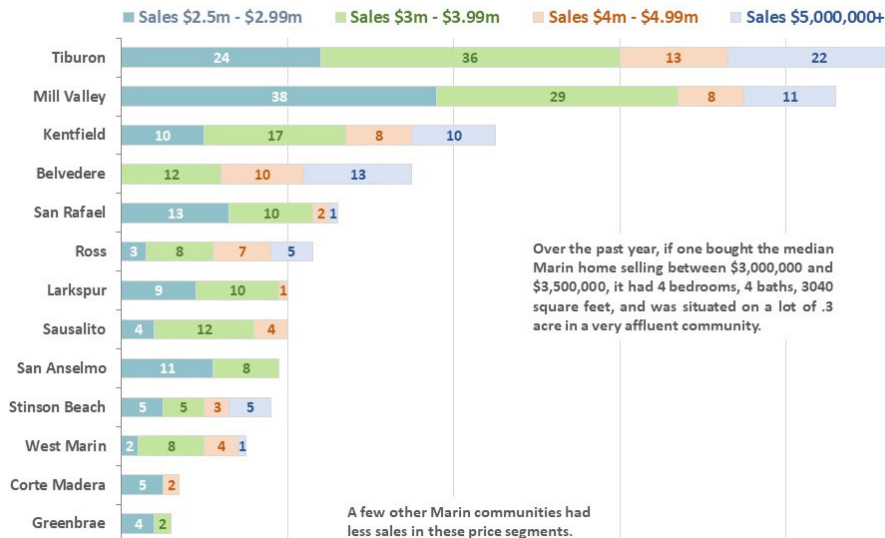
* Q3 2020 house and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

Marin Luxury House Market

Homes Selling for \$2,500,000+ by City

October 2020 Update: 12 Months sales reported to MLS



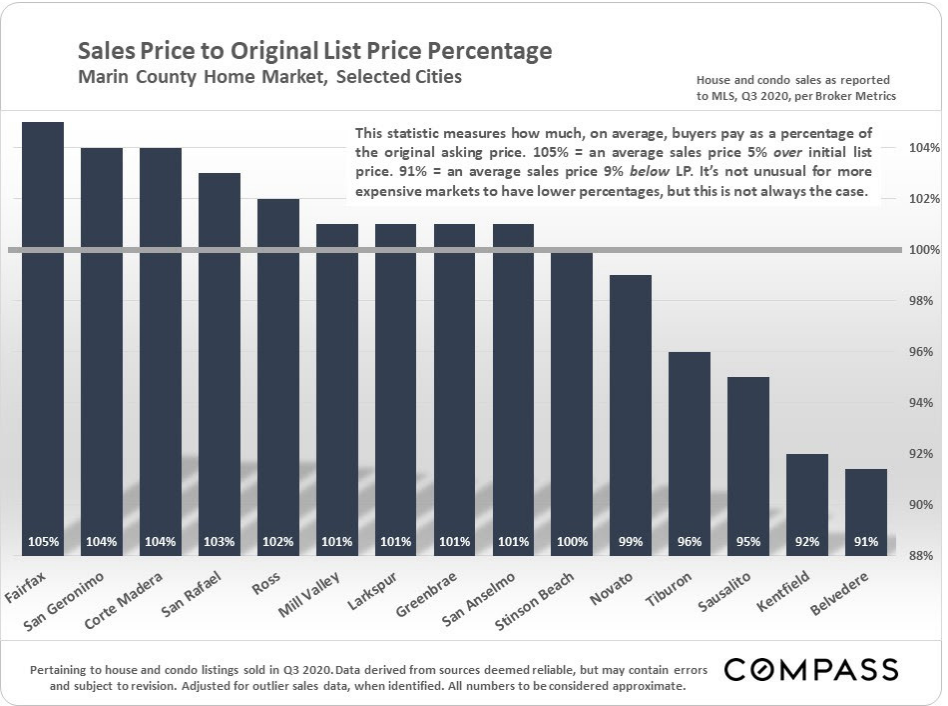
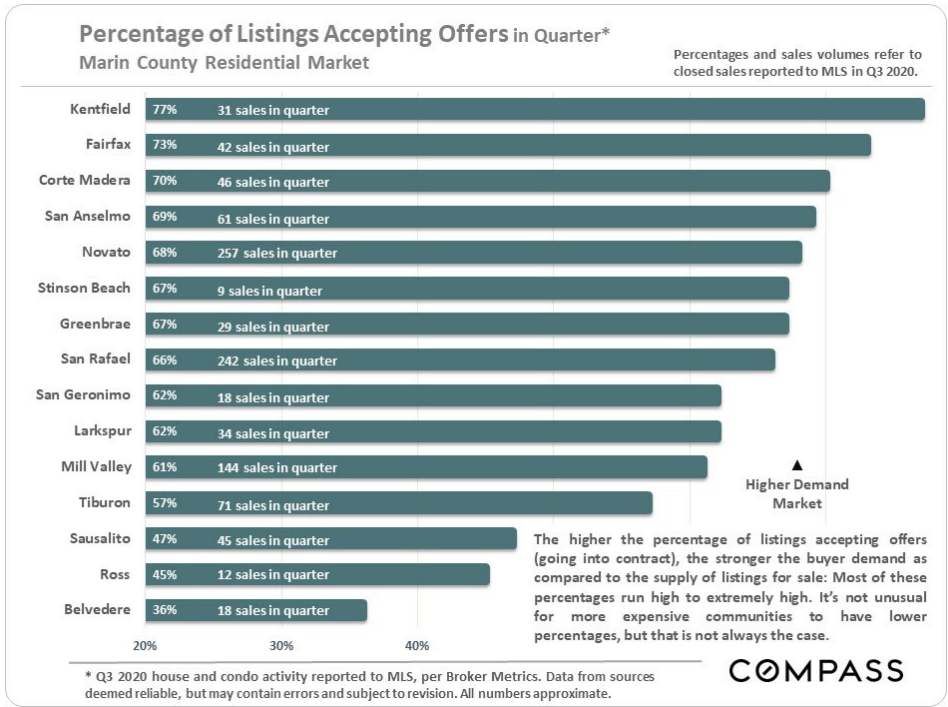
Over the past year, if one bought the median Marin home selling between \$3,000,000 and \$3,500,000, it had 4 bedrooms, 4 baths, 3040 square feet, and was situated on a lot of .3 acre in a very affluent community.

A few other Marin communities had less sales in these price segments.

12 months sales reported to MLS. Not all luxury home sales are reported. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

COMPASS

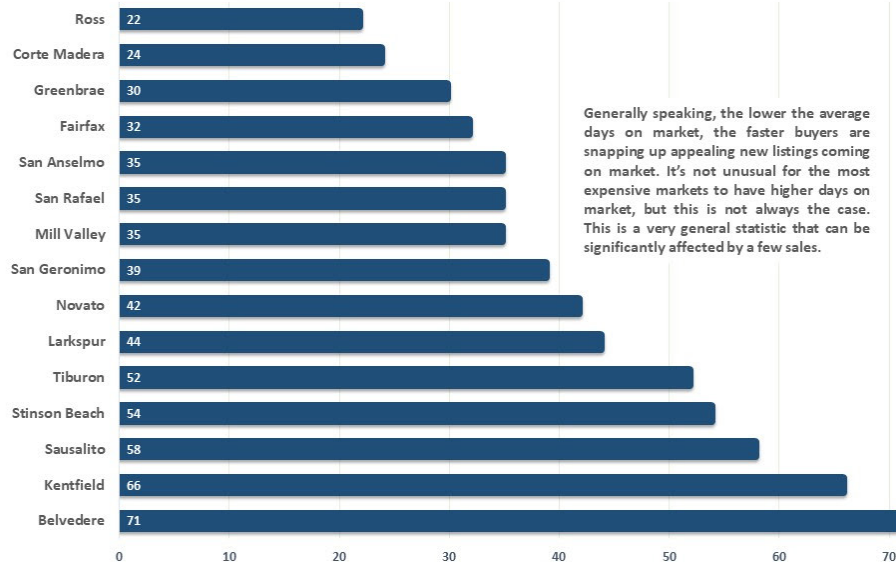
Regarding the next chart: Percentages of 50% or more would typically be considered to reflect a high-demand market. Over 60% signifies very high demand, or as it climbs, extremely high demand. As mentioned before, very high price markets often, but not always, see softer supply and demand indicators.



Average Days on Market to Acceptance of Offer*

Marin County Residential Market

Statistics refer to closed sales reported to MLS in Q3 2020.



* Q3 2020 house and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS