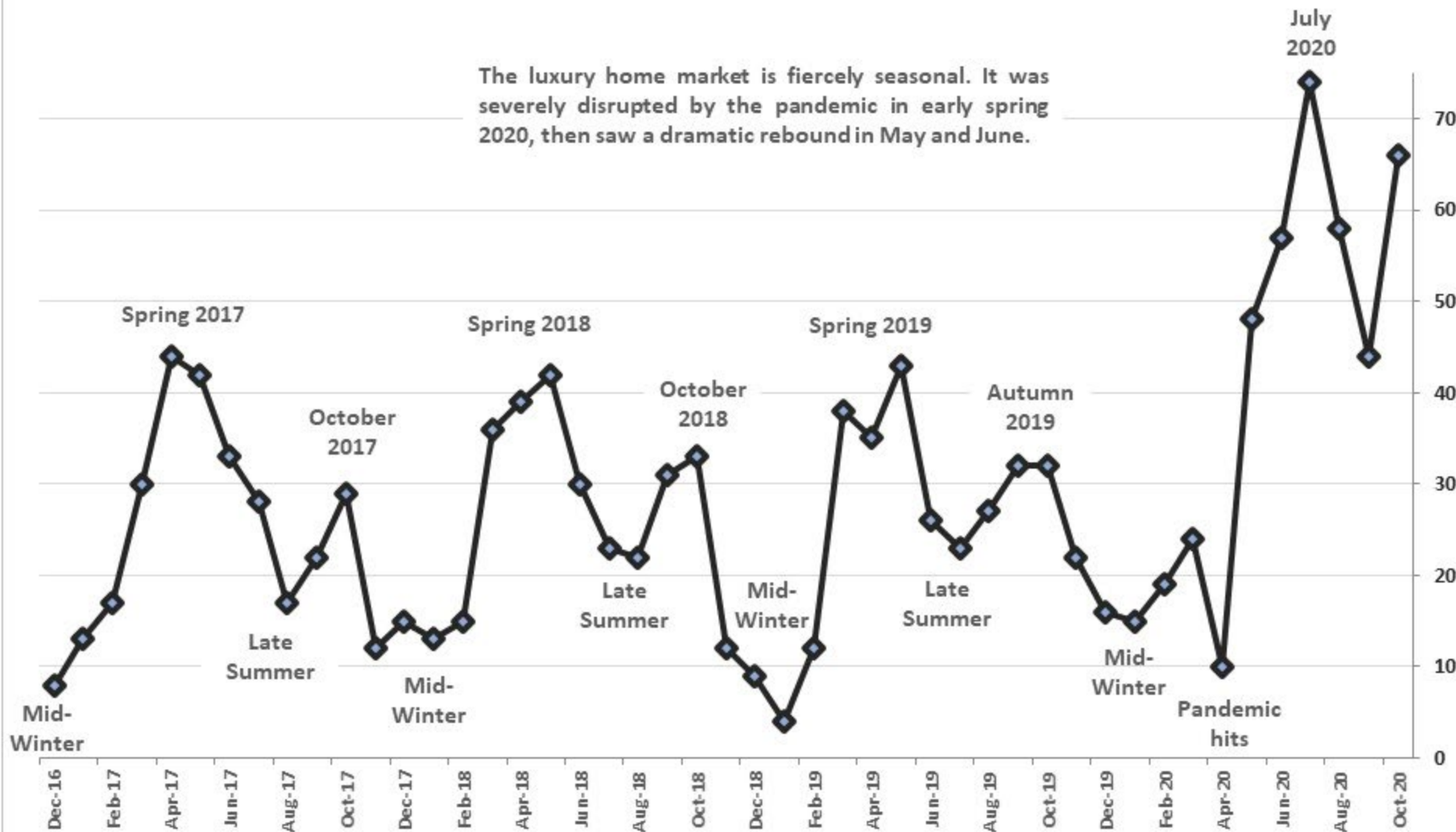


Marin Luxury Home Market, \$2,500,000+

Seasonality: Listings Accepting Offers

MLS activity, per Broker Metrics.

The luxury home market is fiercely seasonal. It was severely disrupted by the pandemic in early spring 2020, then saw a dramatic rebound in May and June.



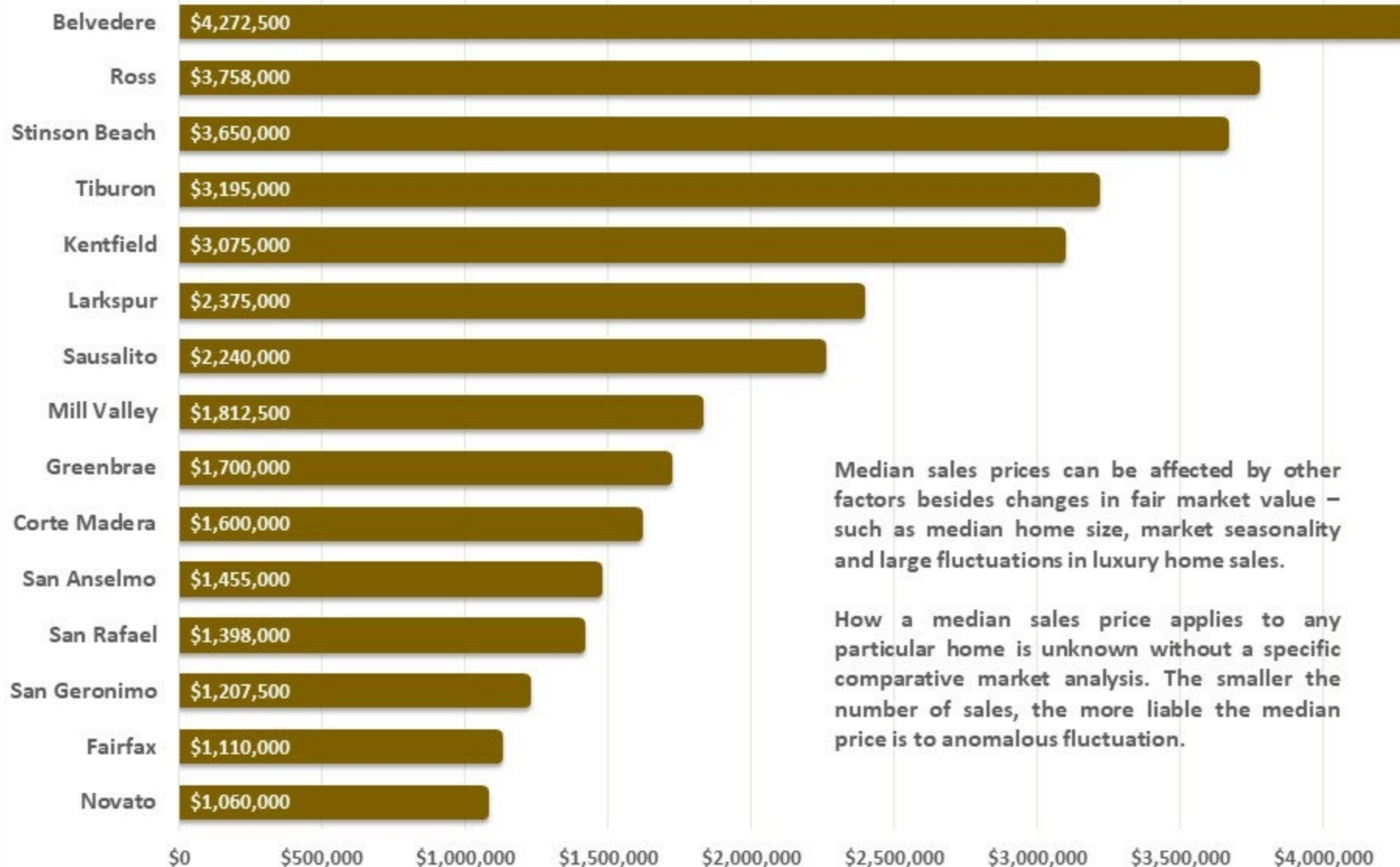
Data from sources deemed reliable, but may contain errors and subject to revision.
Based upon MLS activity. All numbers approximate.



Median House Sales Prices in Quarter*

Marin County House Market

Sales closed within quarter and reported to MLS in Q3 2020.



Median sales prices can be affected by other factors besides changes in fair market value – such as median home size, market seasonality and large fluctuations in luxury home sales.

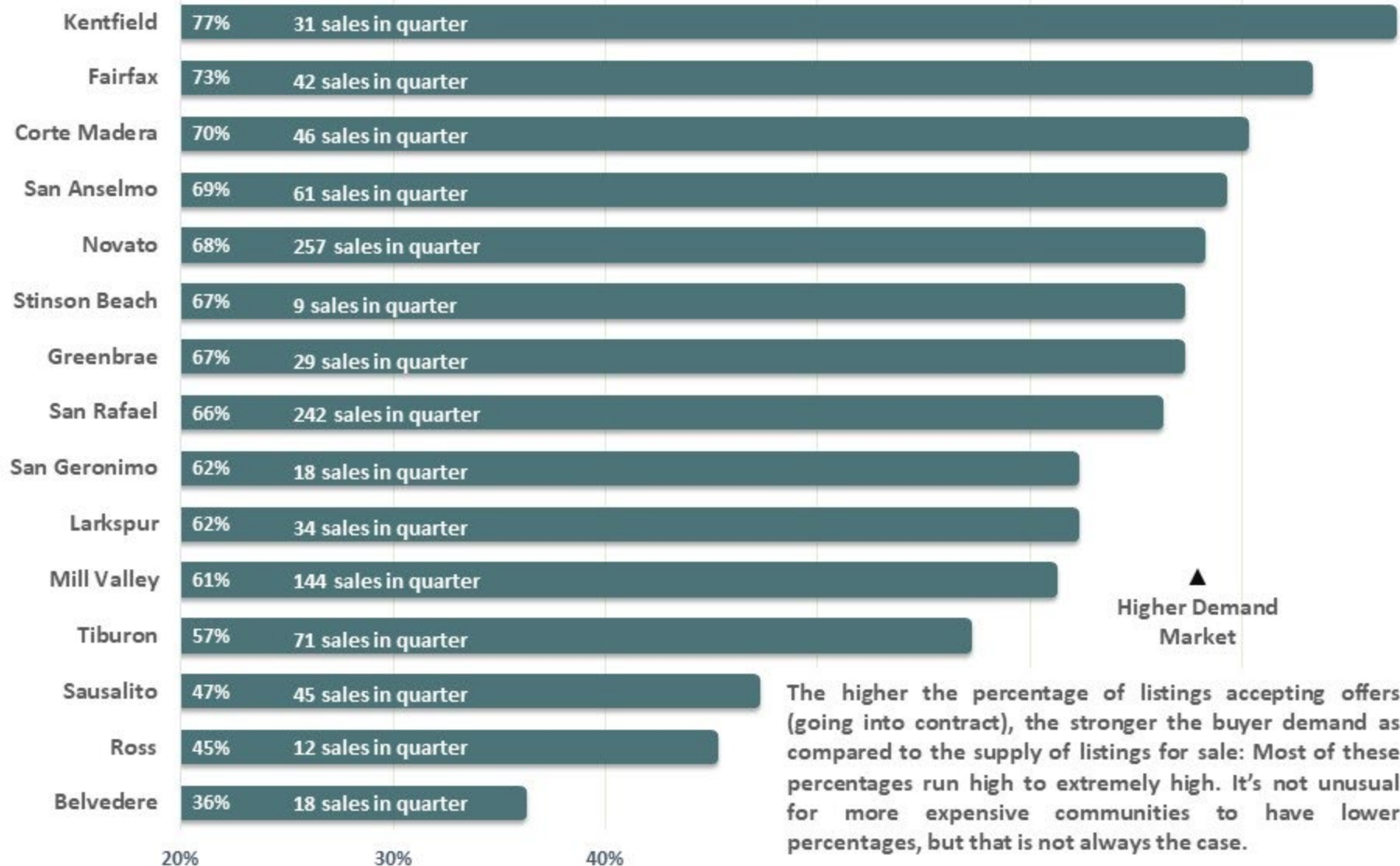
How a median sales price applies to any particular home is unknown without a specific comparative market analysis. The smaller the number of sales, the more liable the median price is to anomalous fluctuation.

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

Percentage of Listings Accepting Offers in Quarter*

Marin County Residential Market

Percentages and sales volumes refer to closed sales reported to MLS in Q3 2020.



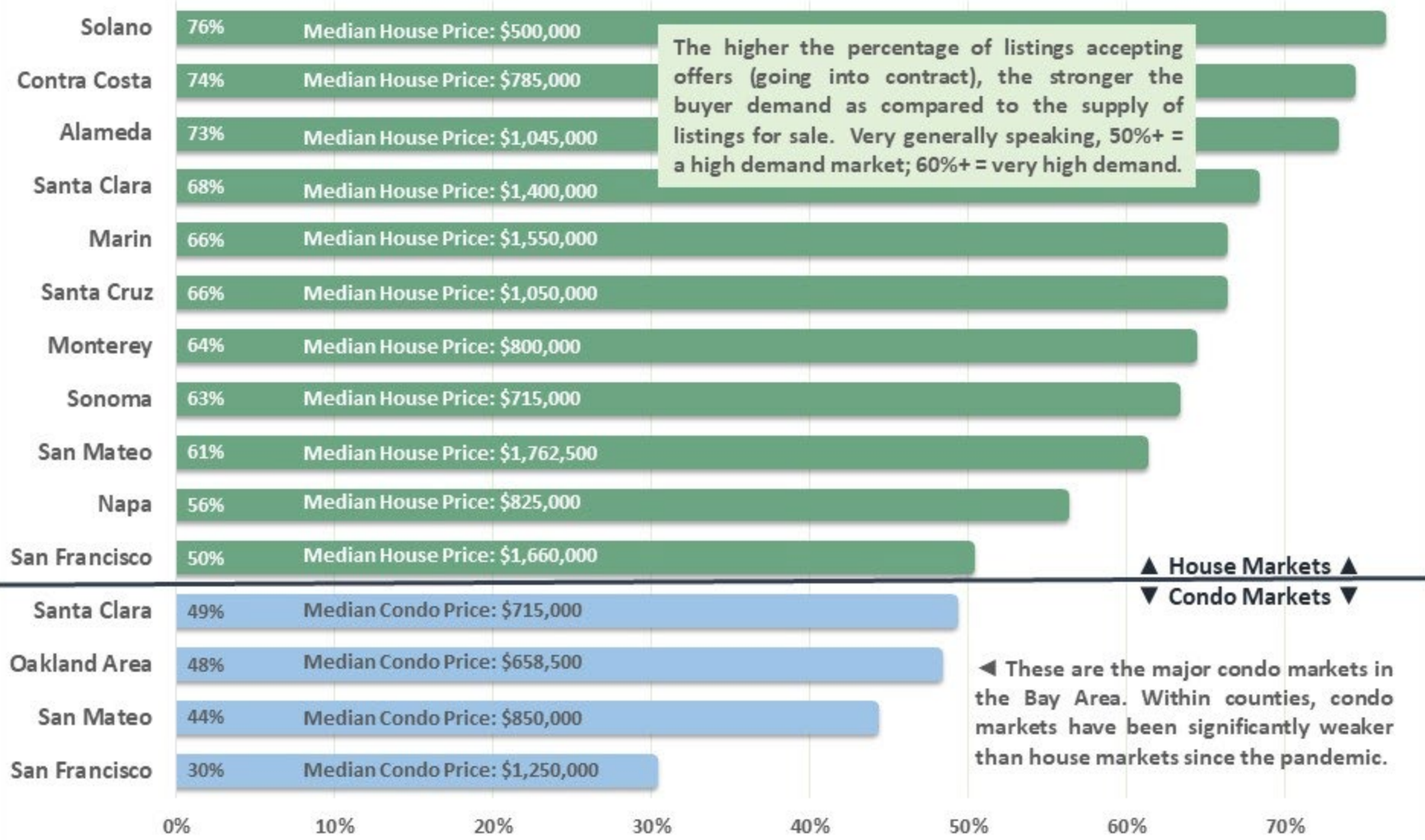
* Q3 2020 house and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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Percentage of Listings Accepting Offers in Quarter*

Bay Area Counties, House & Condo Markets

Percentages and median prices refer to Q3 2020 sales reported to MLS



The higher the percentage of listings accepting offers (going into contract), the stronger the buyer demand as compared to the supply of listings for sale. Very generally speaking, 50%+ = a high demand market; 60%+ = very high demand.

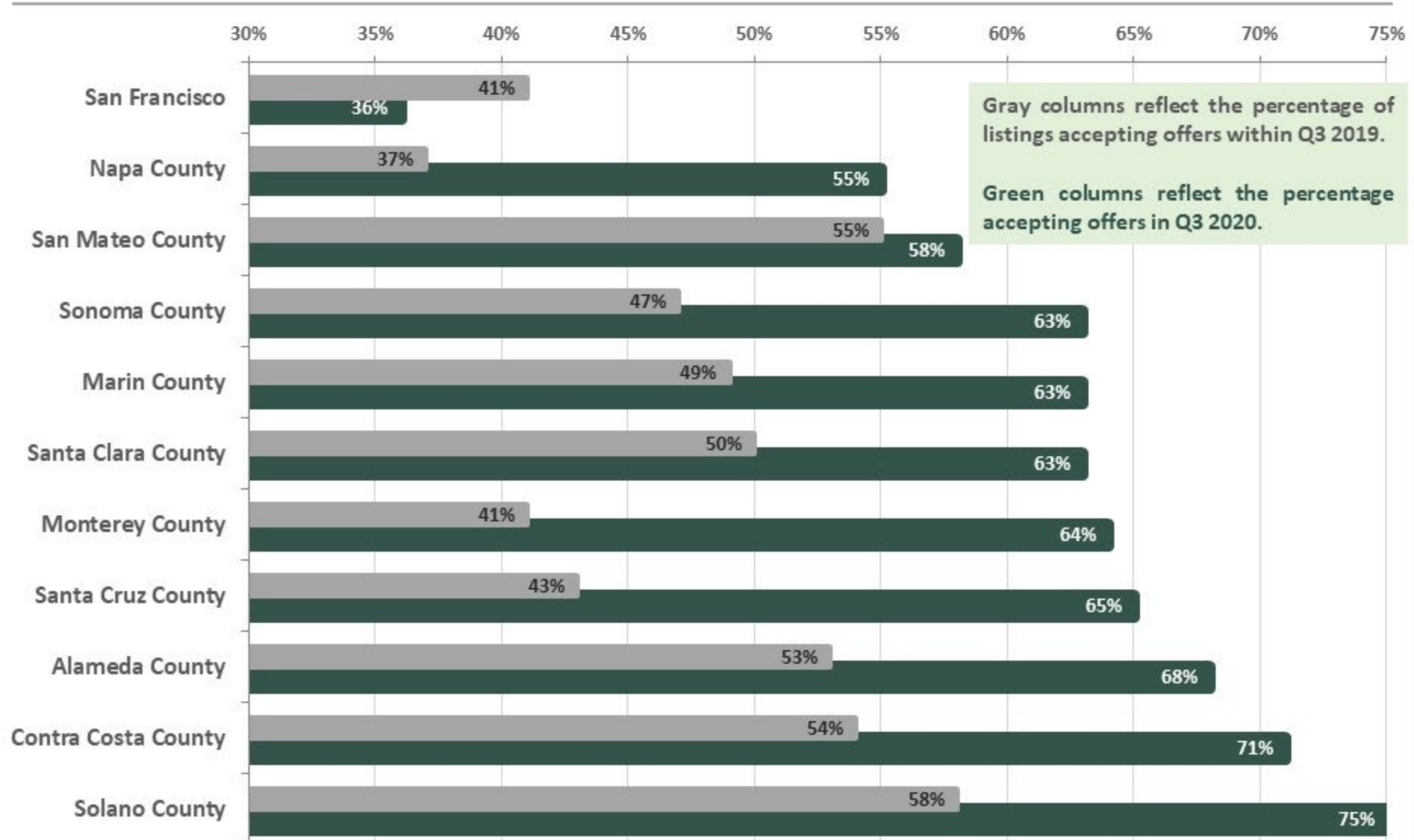
◀ These are the major condo markets in the Bay Area. Within counties, condo markets have been significantly weaker than house markets since the pandemic.

* Q3 2020 activity reported to MLS, per Broker Metrics. By county except for Oakland condos entry. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



Demand vs. Supply, Year-over-Year Comparison

Percentage of Residential Listings Accepting Offers, Q3 2019 to Q3 2020



MLS residential activity, houses, condos, townhouses, duets, per Broker Metrics. These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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