

# COMPASS



## Marin County Real Estate

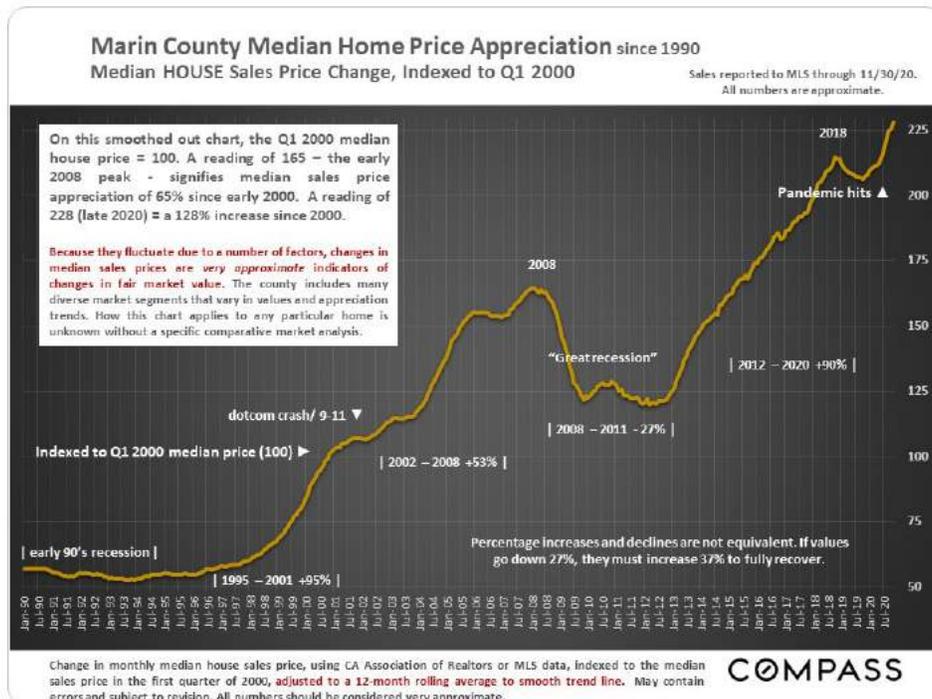
### A Strange Year Begins Winding Down

#### December 2020 Report

Though Covid-19 upended many normal seasonal trends this year, the market did begin its typical “holiday season” slowdown in November - however activity remained well above levels of last year. It is unknown how the latest pandemic circumstances may affect the market in December, which is usually by far the slowest month of the year.

More importantly, we hope you and your loved ones stay safe and well during this challenging holiday season.

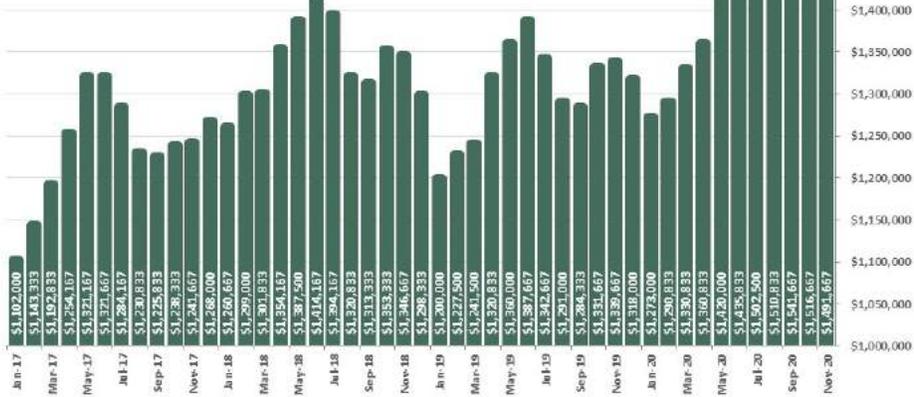
This first chart below tracks percentage changes in median house sales price since 1990. It is based upon the Q1 2000 price being indexed to 100: A reading of 50 signifies a median price half that in Q1 2000; 200 means the price has doubled since then. In early 1990, the Marin median house price was about \$350,000; it is currently running about \$1,525,000.



### 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.



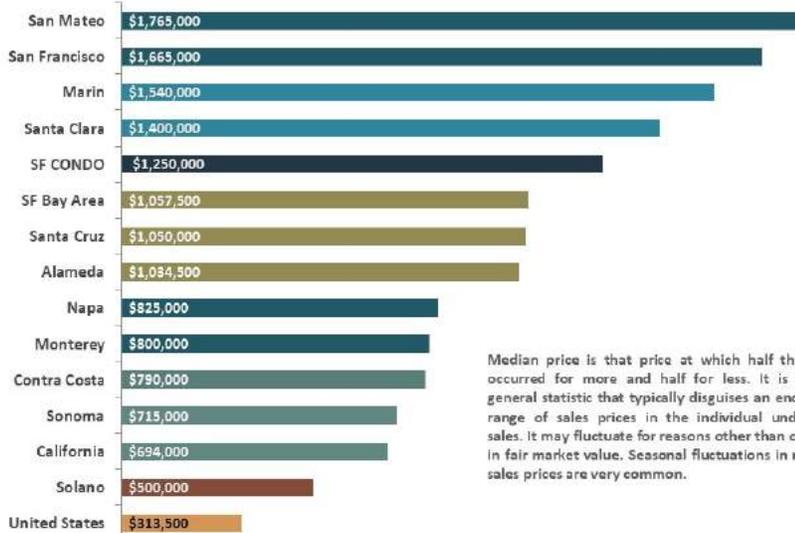
Median Prices can be affected by other factors besides changes in fair market value, such as seasonal trends and changes in the luxury and new-construction segments. Sales prices in one month generally reflect deals negotiated in the prior month or two. This analysis was performed in good faith with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

COMPASS

Below is a survey of Q3 2020 median home prices around the Bay Area.

### Median House Sales Prices by Bay Area County, Q3 2020

Approximate numbers, per CAR Housing Affordability Index calculations



Median price is that price at which half the sales occurred for more and half for less. It is a very general statistic that typically disguises an enormous range of sales prices in the individual underlying sales. It may fluctuate for reasons other than changes in fair market value. Seasonal fluctuations in median sales prices are very common.

Data per California Association of Realtors, "C.A.R.'s Traditional Housing Affordability Index (HAI). Methodology can be found on [www.CAR.org](http://www.CAR.org), Market Data section. SF condo median sales price calculated per MLS sales data.

COMPASS

Highest priced listings on the market in early November, and the highest priced MLS home sales occurring May through October 2020, by Bay Area County.

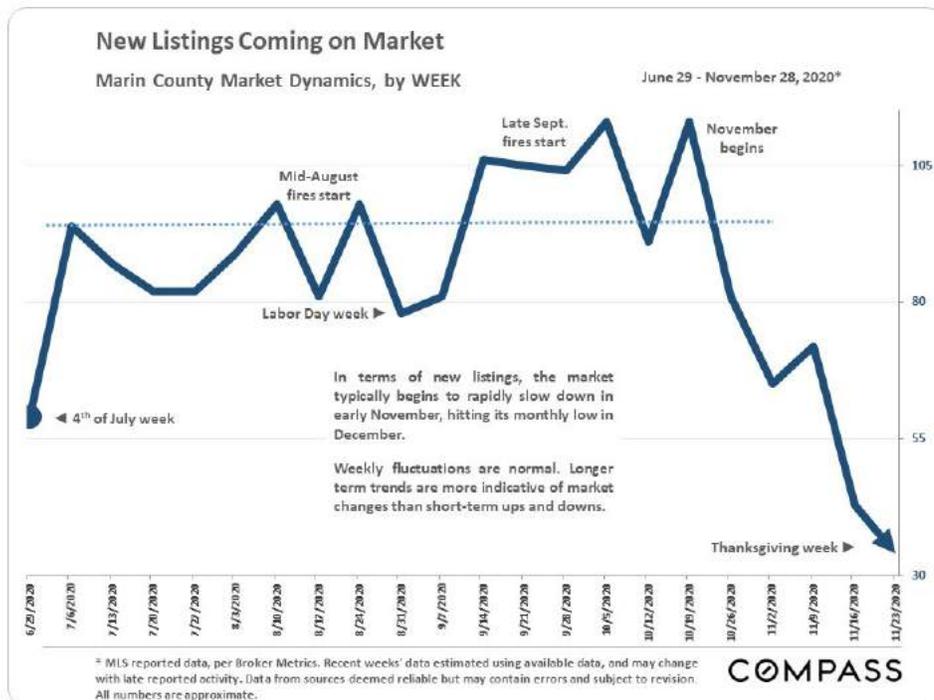
**Highest Priced Home Listings on Market – early November 2020**  
**Highest Priced Home Sales – May-October 2020** As posted/reported to MLS\*

County	Highest Priced LISTING on Market	Location	Highest Priced SALE	Location
Santa Clara	\$53,888,000	Palo Alto Hills (Portola Valley)	\$20,000,000	Palo Alto
San Mateo	\$50,000,000	Woodside	\$15,900,000	Woodside
Marin	\$43,000,000	Ross	\$15,000,000	Tiburon
Monterey	\$32,950,000	Pebble Beach	\$24,875,000	Pebble Beach
Napa	\$29,800,000	St. Helena	\$14,000,000	City of Napa
Sonoma	\$28,900,000	Calistoga (in Sonoma County)	\$14,750,000	City of Sonoma
San Francisco	House	Pacific Heights	\$18,000,000	Pacific Heights
	Condo/Co-op	Pacific Heights	\$9,330,000	Russian Hill
Contra Costa	\$25,000,000	Lafayette	\$19,000,000	Alamo
Santa Cruz	\$12,500,000	La Selva Beach	\$7,900,000	Aptos
Alameda		Berkeley	\$6,200,000	Piedmont
			\$6,200,000	

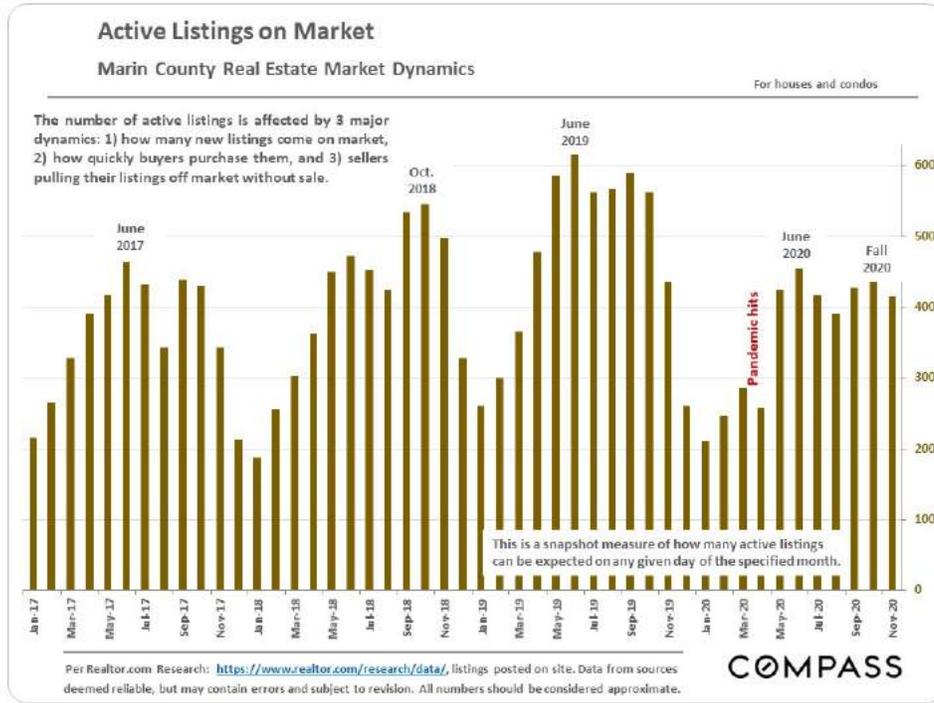
\* Active/Coming Soon listings posted to MLS in early November 2020. Sales reported to MLS in the 6 months May-October 2020. Not all luxury listings/sales are posted/reported to MLS. Off-MLS listings/sales may exist with higher prices. Data from sources deemed reliable, but may contain errors and subject to revision.

**COMPASS**

As is typical, the number of new listings plunged in November. In the first week of December - not illustrated on this chart - new listing activity ticked back up from the short Thanksgiving week, but remained well below pre-November numbers. December is usually the month with the fewest new listings coming on market.



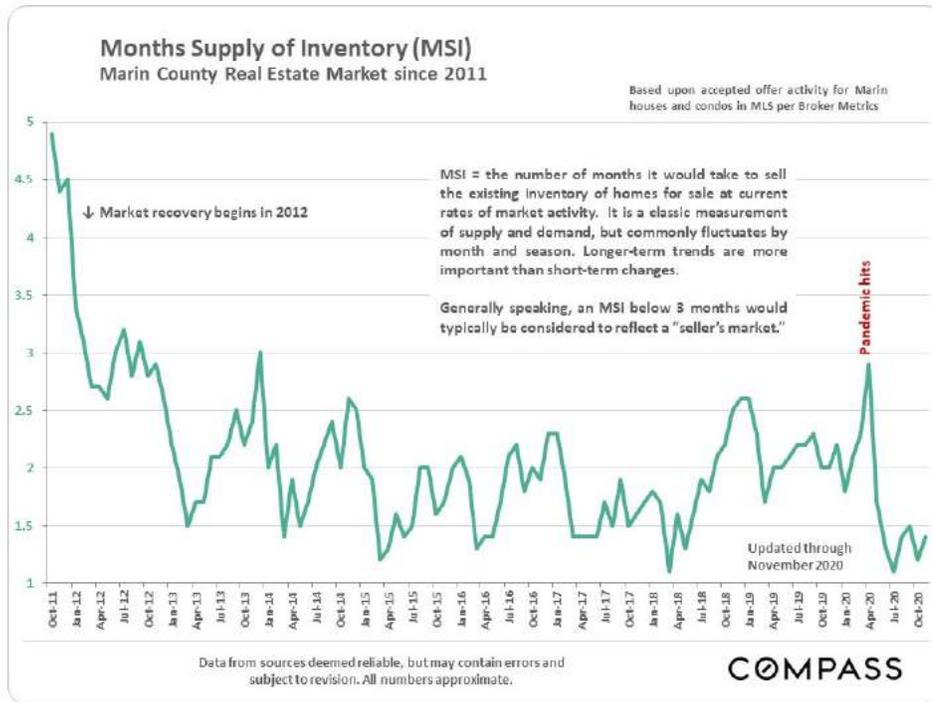
A major factor in the Marin market has been the relatively low number of active listings available for purchase.



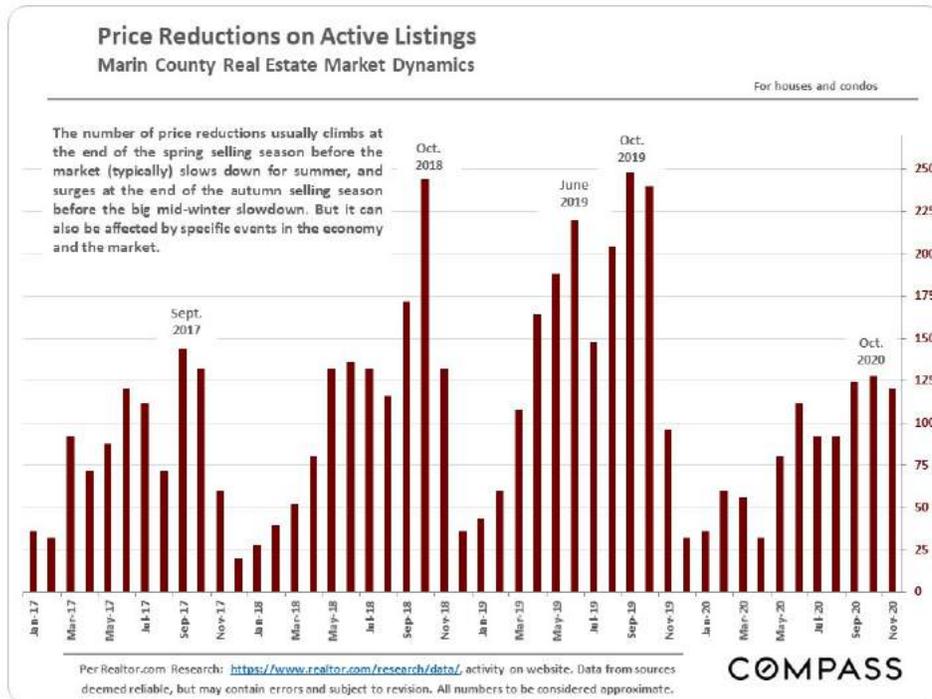
Market activity as measured by the number of listings going into contract, though dropping in November - as is the normal seasonal trend - was significantly higher on a year-over-year basis: 37% higher than in November 2019.



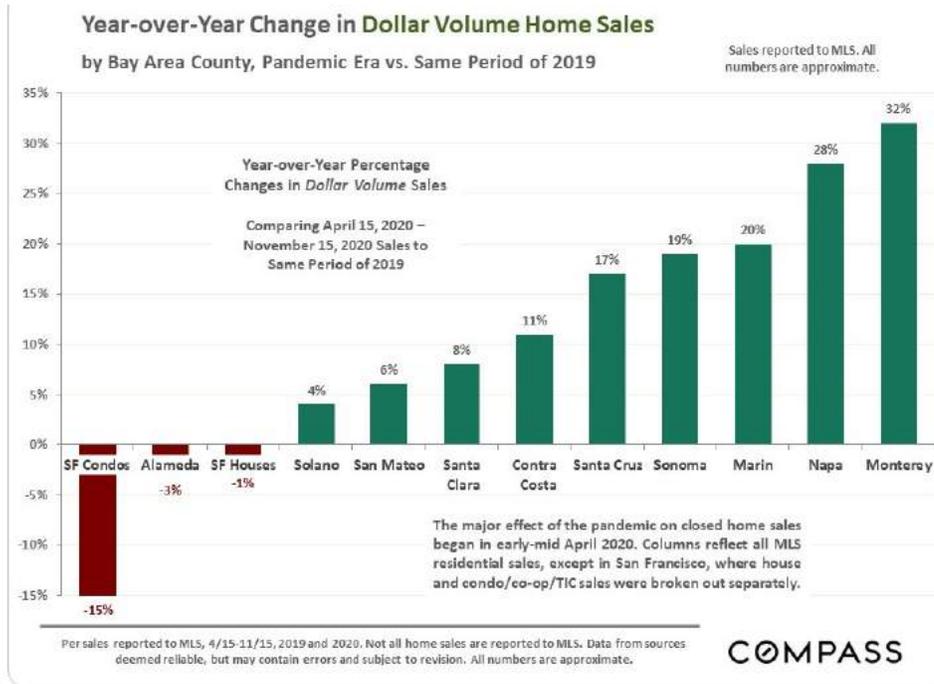
A standard measure of supply and demand, months-supply-of-inventory has been bumping along at extremely low levels in recent months.



A stronger, higher demand market = fewer price reductions.

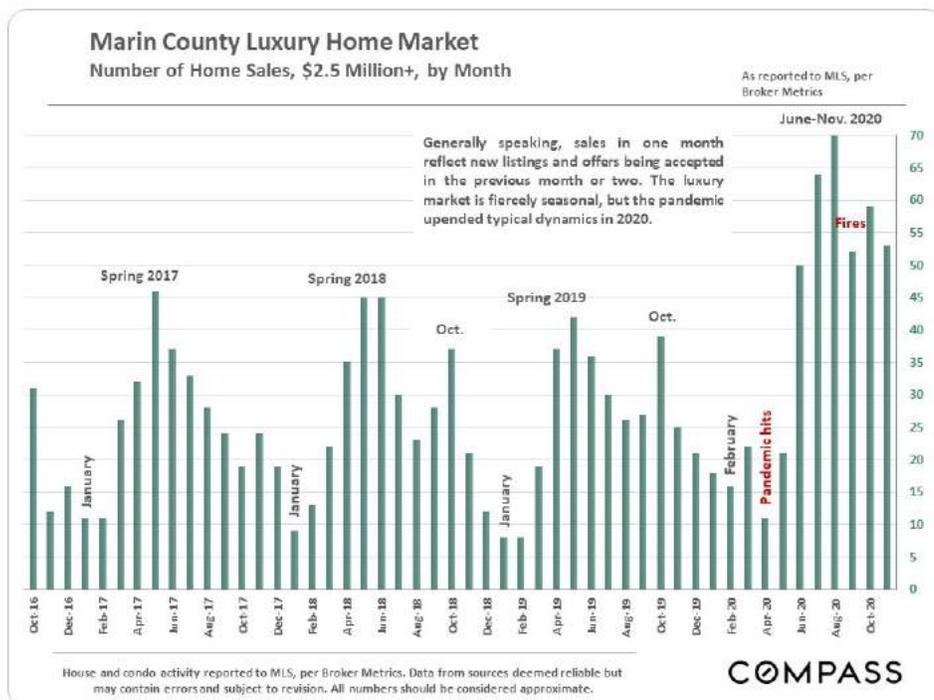


Marin County has seen one of the highest year-over-year increases in dollar volume sales, exceeded only by Napa and Monterey Counties.



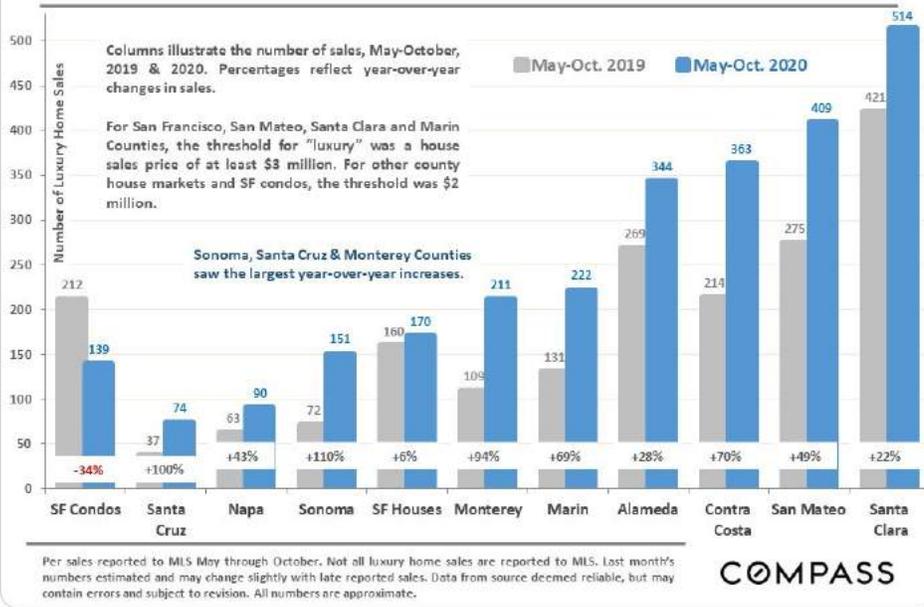
4 charts and tables on the Marin County and Bay Area luxury home markets. Most counties have seen an explosion of demand for big homes in exclusive locations. Sales volumes in several counties would certainly have been higher if not for the terrible fires.

[Link to our full NorCal Luxury Home Market Report](#)



## Year-over-Year Change in Bay Area Luxury Home Sales

by Bay Area County, May-October 2019 to May-October 2020



Annual median sales prices for houses of 5+ bedrooms, 3+ baths, 3500+ square feet in the more expensive communities of the 4 most expensive counties.

## Big Houses in Expensive Bay Area Locations\* Annual Median House Sales Prices by County since 2013

Sales reported to MLS by early November 2020\*



If you're looking for a home priced \$5 million and above, these are the places where you will have the greatest choice of listings. In Marin, most of the highest priced markets are quite small as measured by the number of listings and sales.

Locations with highest # of listings, as posted to MLS, early November 2020

City, Town, District, Region	# Active Listings	Median List Price	City, Town, District, Region	# Active Listings	Median List Price
Lake Tahoe Region	41	\$7,500,000	Lamorinda-Diablo Valley Region (Contra Costa)	19	\$6,500,000
Pacific-Presidio Heights District (SF)	41	\$8,000,000	St. Helena (Napa)	18	\$6,650,000
Palo Alto (Santa Clara)	32	\$6,850,000	South Beach-SoMa District (SF - condos)	15	\$7,750,000
Hillsborough (San Mateo)	28	\$8,500,000	Tiburon (Marin)	13	\$6,999,000
Carmel (Monterey)	25	\$7,400,000	Saratoga (Santa Clara)	13	\$6,800,000
Pebble Beach (Monterey)	22	\$10,250,000	Los Gatos/Monte Sereno (Santa Clara)	11	\$7,500,000
Atherton (San Mateo)	21	\$8,500,000	Belvedere (Marin)	10	\$7,650,000
Los Altos Hills (Santa Clara)	20	\$9,735,000	Los Altos (Santa Clara)	8	\$5,925,000
Woodside (San Mateo)	20	\$11,300,000	Calistoga (Napa)	8	\$11,725,000
City of Napa	20	\$7,800,000	Kentfield/Ross (Marin)	7	\$16,500,000
Noe, Eureka & Cole Valleys District (SF)	20	\$6,300,000	Portola Valley (San Mateo)	7	\$16,800,000
			City of Sonoma	7	\$10,000,000
			Healdsburg (Sonoma)	7	\$6,995,000

Active/Coming Soon listings posted to MLS in early November 2020. Not all luxury homes are posted to MLS. Not a comprehensive list. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Median list prices in this price segment can change quickly and dramatically.

COMPASS