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The Marin County Luxury Home Market

Spring 2021 Report

Statistics are generalities, essentially summaries of widely disparate data generated by dozens or hundreds of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Data from MLS, but not all listings or sales are reported to MLS.

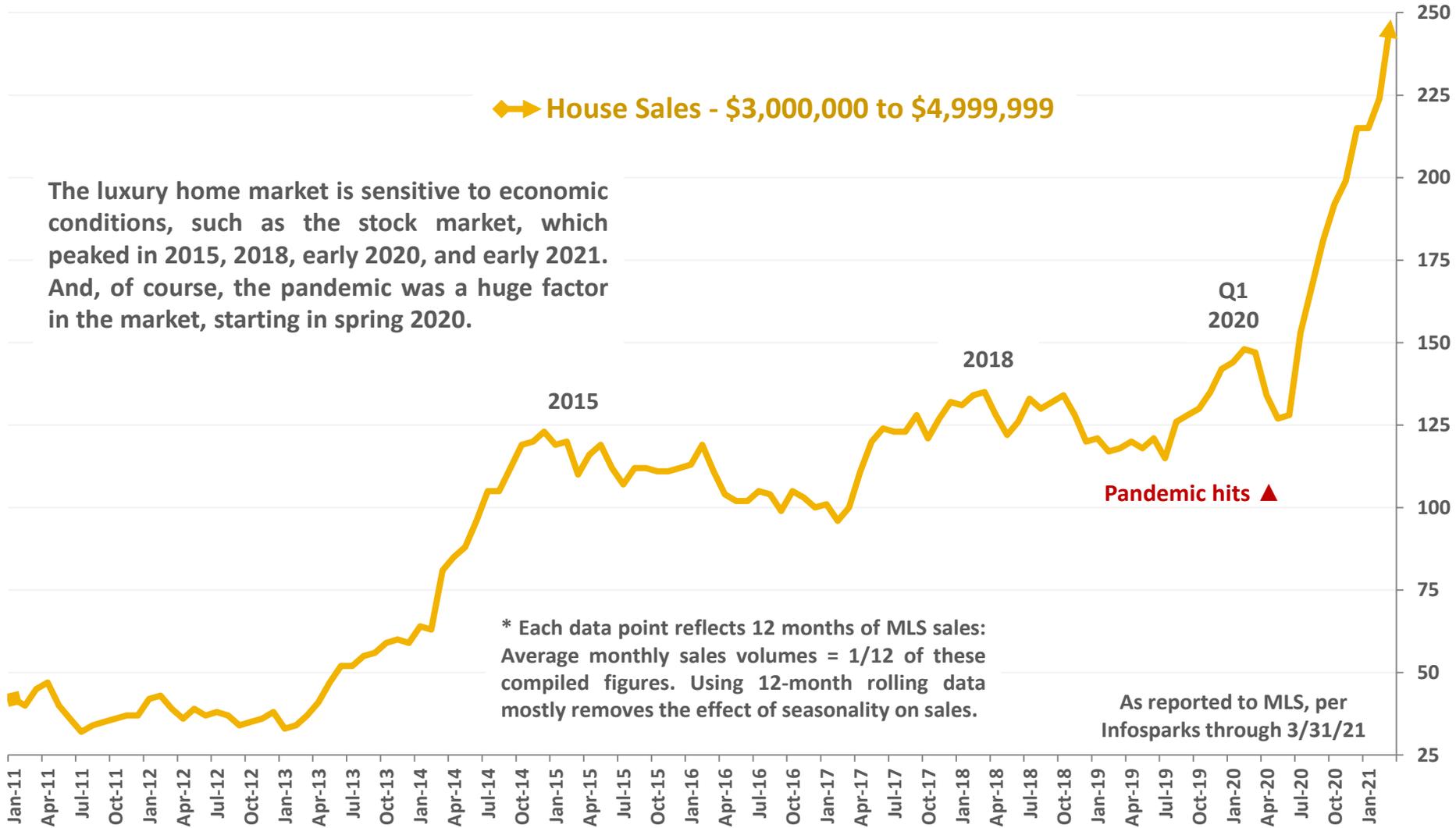
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Marin County Long-Term Luxury Home Sales

12-Month Rolling Sales Volumes since 2011*

↔ House Sales - \$3,000,000 to \$4,999,999

The luxury home market is sensitive to economic conditions, such as the stock market, which peaked in 2015, 2018, early 2020, and early 2021. And, of course, the pandemic was a huge factor in the market, starting in spring 2020.



* Each data point reflects 12 months of MLS sales: Average monthly sales volumes = 1/12 of these compiled figures. Using 12-month rolling data mostly removes the effect of seasonality on sales.

As reported to MLS, per Infosparks through 3/31/21

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

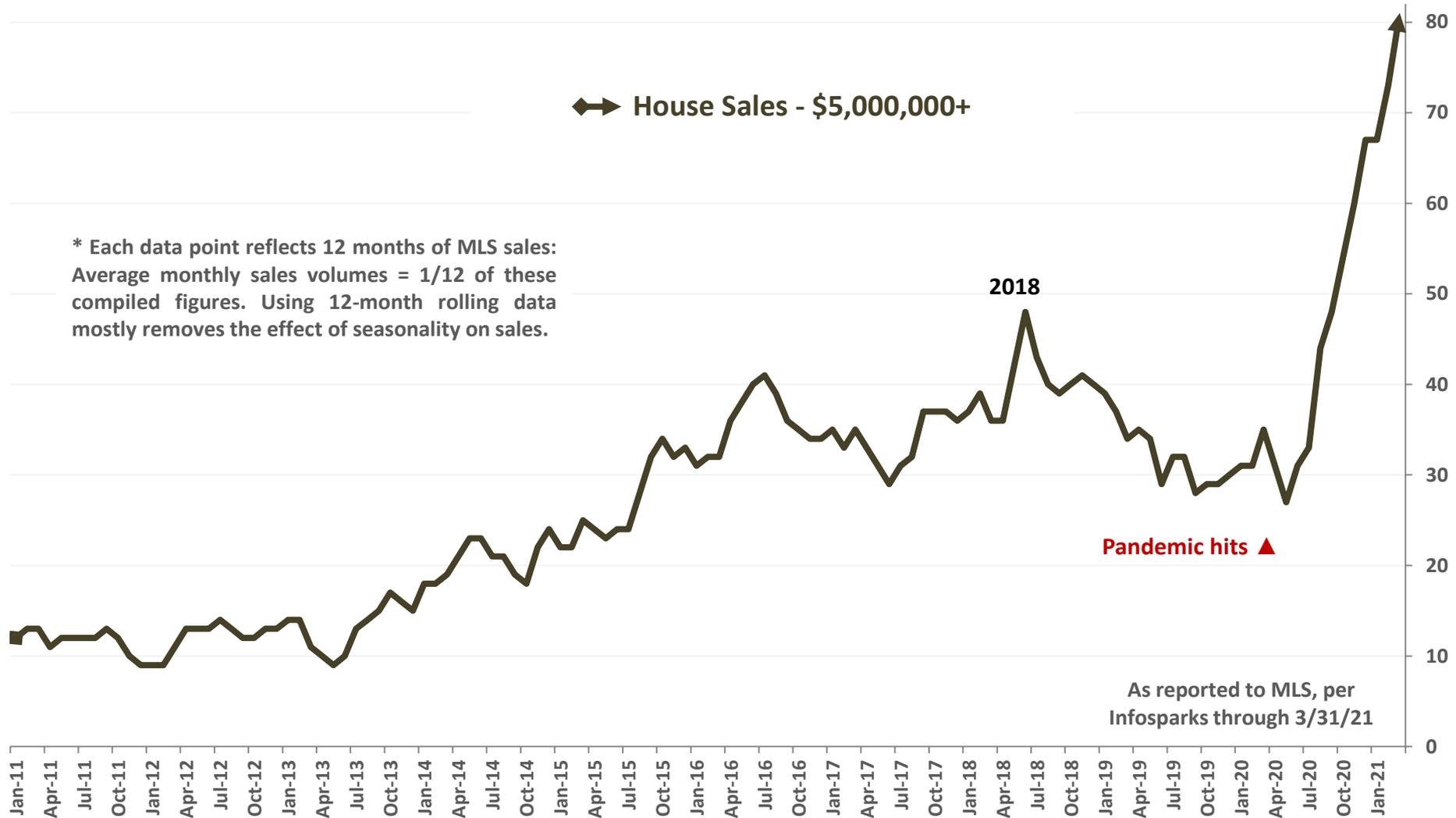


Marin County Long-Term Ultra-Luxury Home Sales

12-Month Rolling Sales Volumes since 2011*

↔ House Sales - \$5,000,000+

* Each data point reflects 12 months of MLS sales:
Average monthly sales volumes = 1/12 of these
compiled figures. Using 12-month rolling data
mostly removes the effect of seasonality on sales.



Pandemic hits ▲

2018

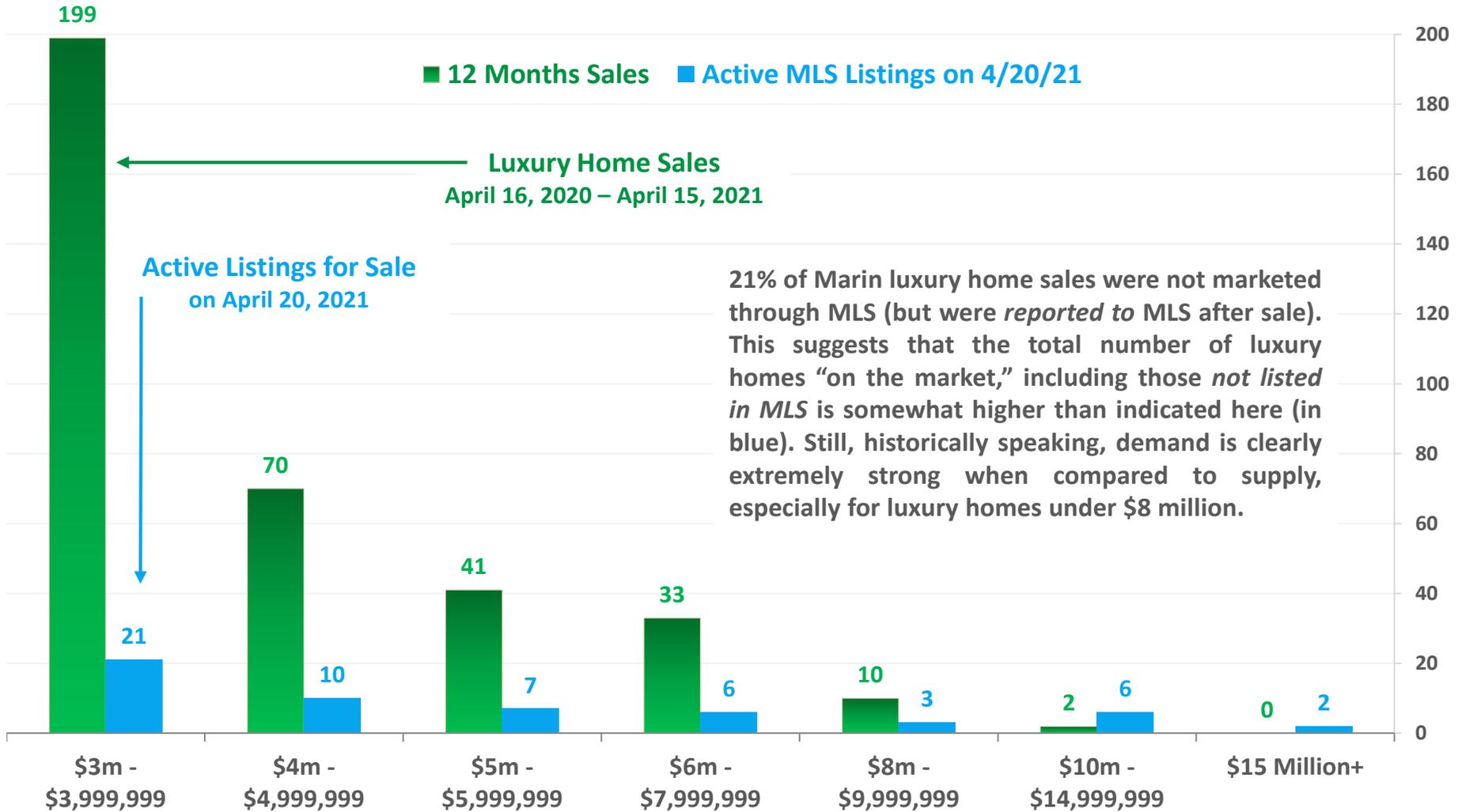
As reported to MLS, per
Infosparks through 3/31/21

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



Marin County Luxury House Market

Sales & Active MLS Listings by Price Segment, \$3 Million+



As reported to MLS. “Active” includes “Coming Soon” listings. Not all luxury home listing and sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



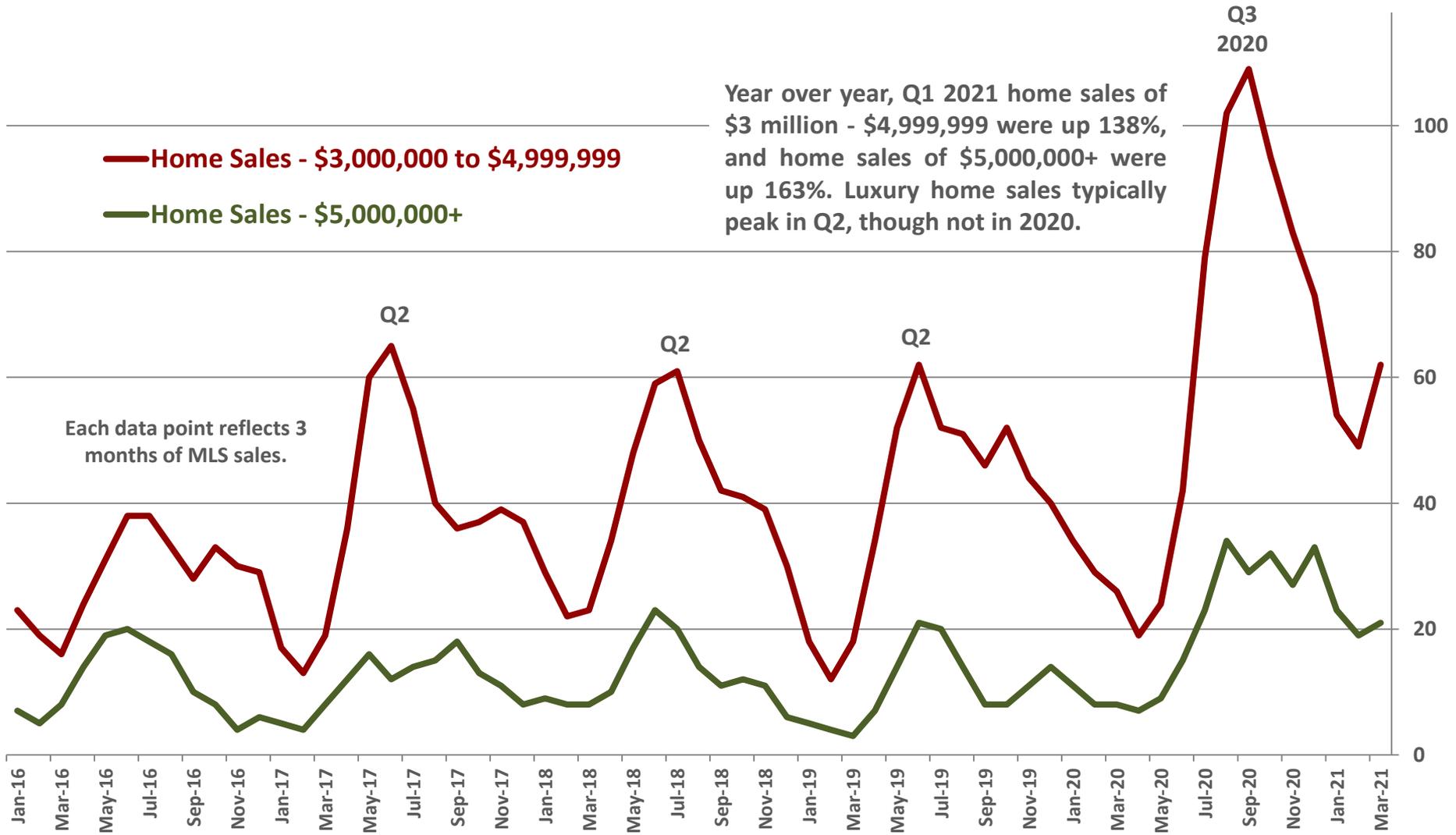
Marin County Luxury House Sales

3-Month Rolling Sales Volume since 2016

As reported to MLS, per
Infosparks through 3/31/21

— Home Sales - \$3,000,000 to \$4,999,999
— Home Sales - \$5,000,000+

Year over year, Q1 2021 home sales of \$3 million - \$4,999,999 were up 138%, and home sales of \$5,000,000+ were up 163%. Luxury home sales typically peak in Q2, though not in 2020.



Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision.

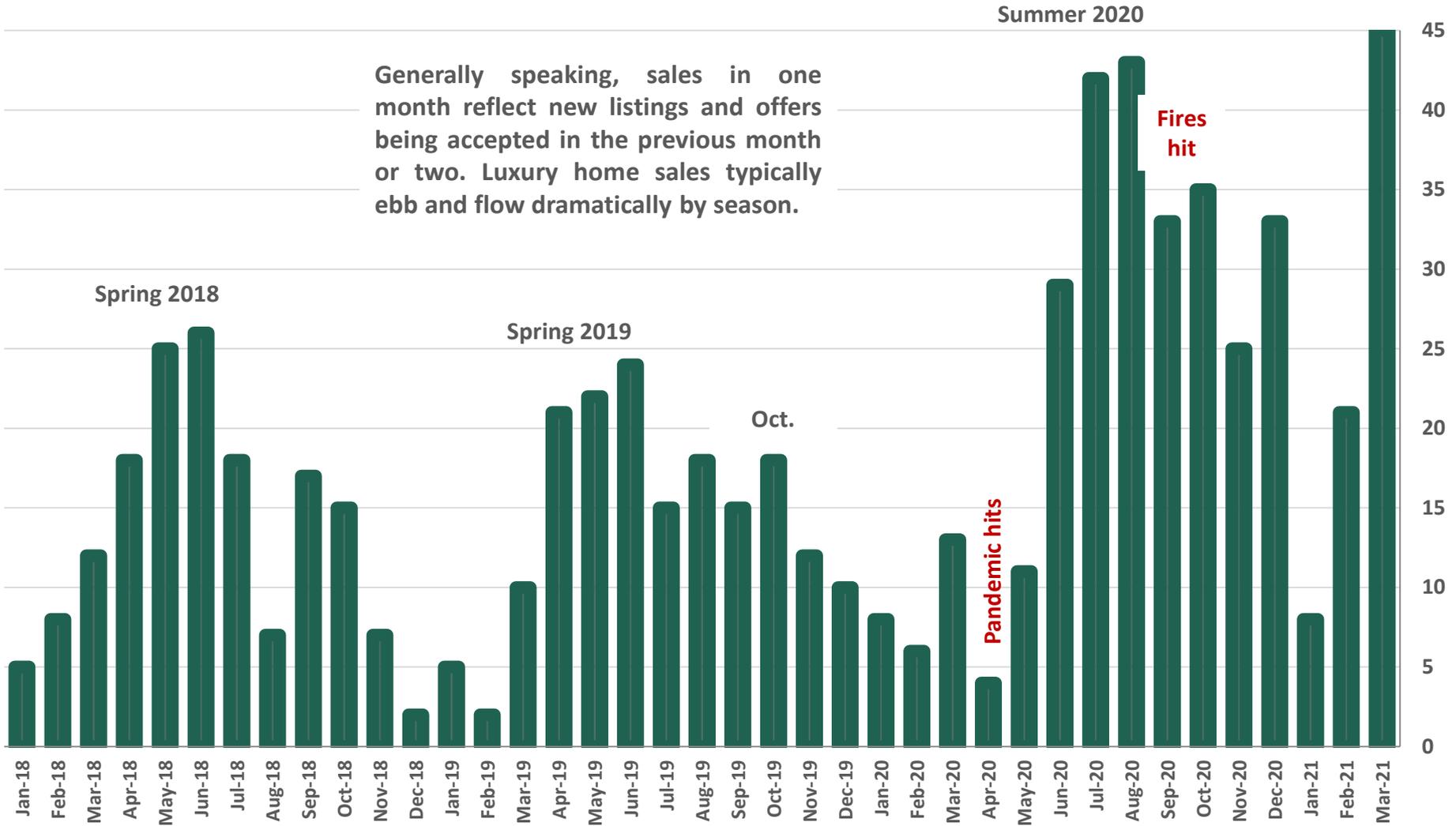


Marin County Luxury Home Market

Home Sales, \$3 Million+, by Month

As reported to MLS,
per Infosparks

Generally speaking, sales in one month reflect new listings and offers being accepted in the previous month or two. Luxury home sales typically ebb and flow dramatically by season.



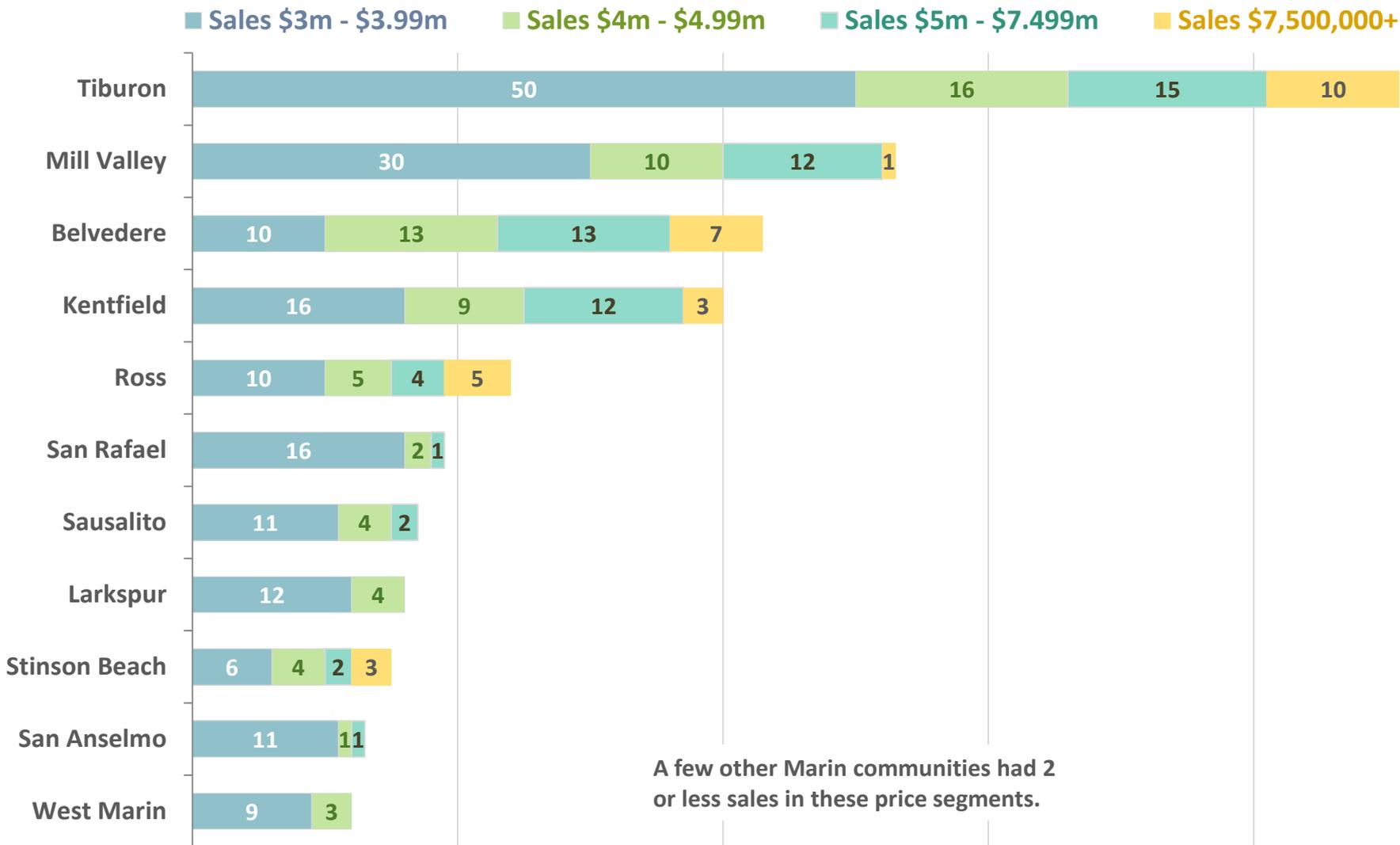
House and townhouse activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Marin Luxury House Market

Homes Selling for \$3,000,000+, 12 Months Sales

February 2021 Update: 12 months sales reported to MLS



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.

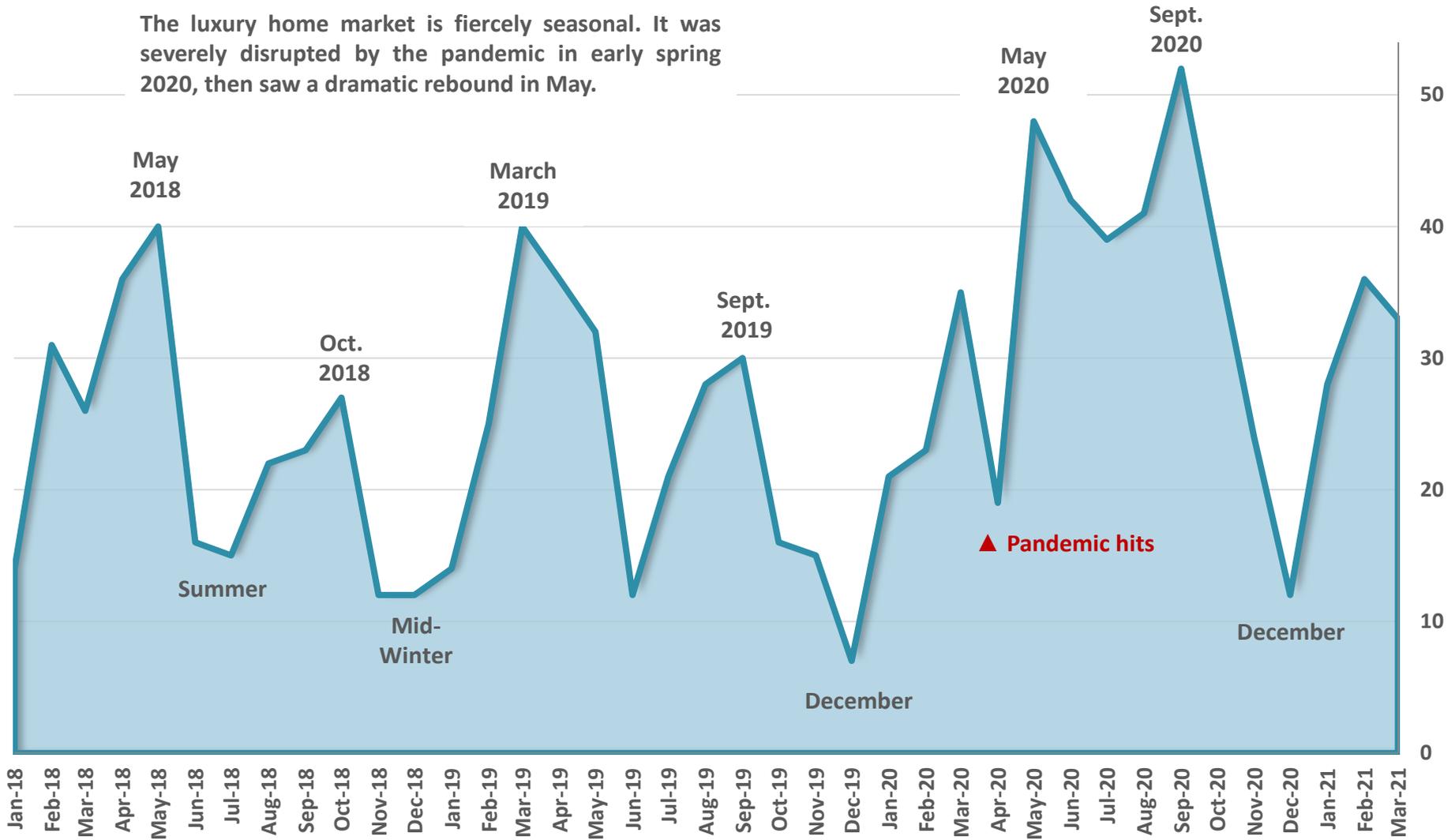


Luxury Homes: New Listings Coming on Market

Marin County Luxury Homes \$3,000,000+

Activity reported to
MLS, per Infosparks

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.



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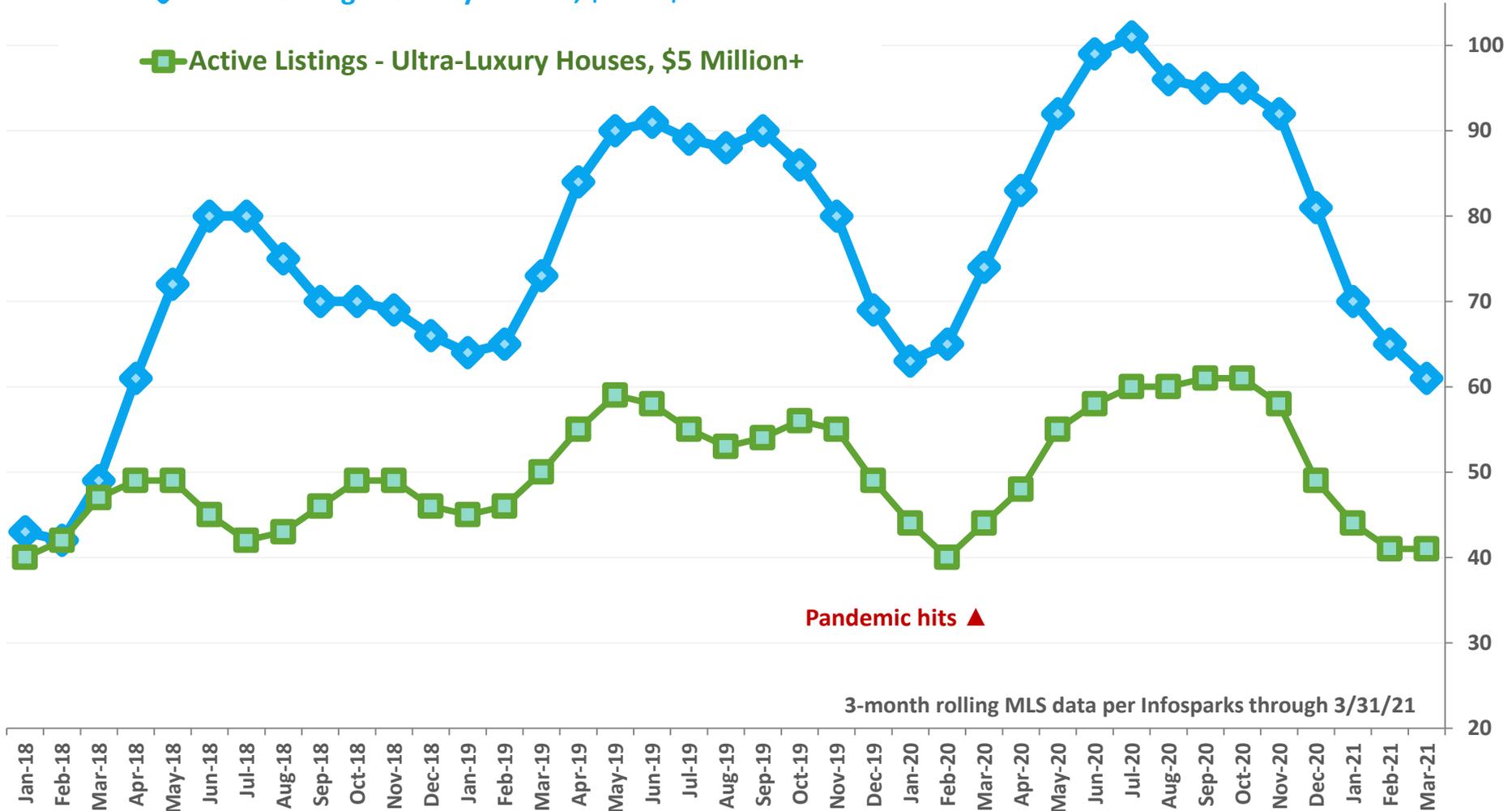
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San Francisco Luxury House Market Dynamics since 2018

Active Listings on Market at End of Month, 3-Month Rolling Average

◆ Active Listings - Luxury Houses, \$3m - \$4.999m

■ Active Listings - Ultra-Luxury Houses, \$5 Million+



Pandemic hits ▲

3-month rolling MLS data per Infosparks through 3/31/21

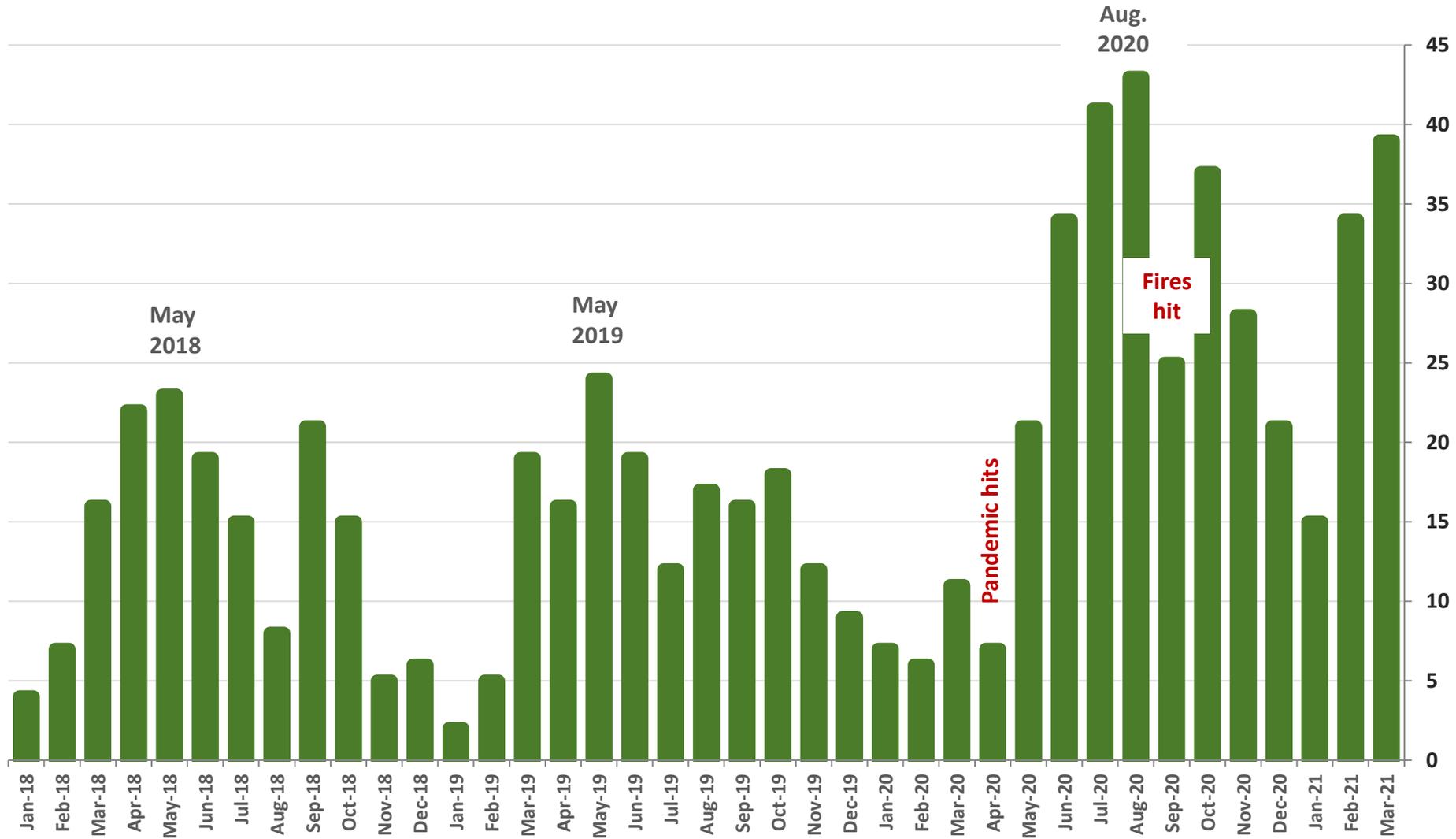
Chart reflects listings and sales reported to MLS only. Some luxury house listings and sales are not reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Marin Luxury Home Market

Listings Accepting Offers in Month, Priced \$3 Million+

MLS activity, per Infosparks:
Listings going into contract



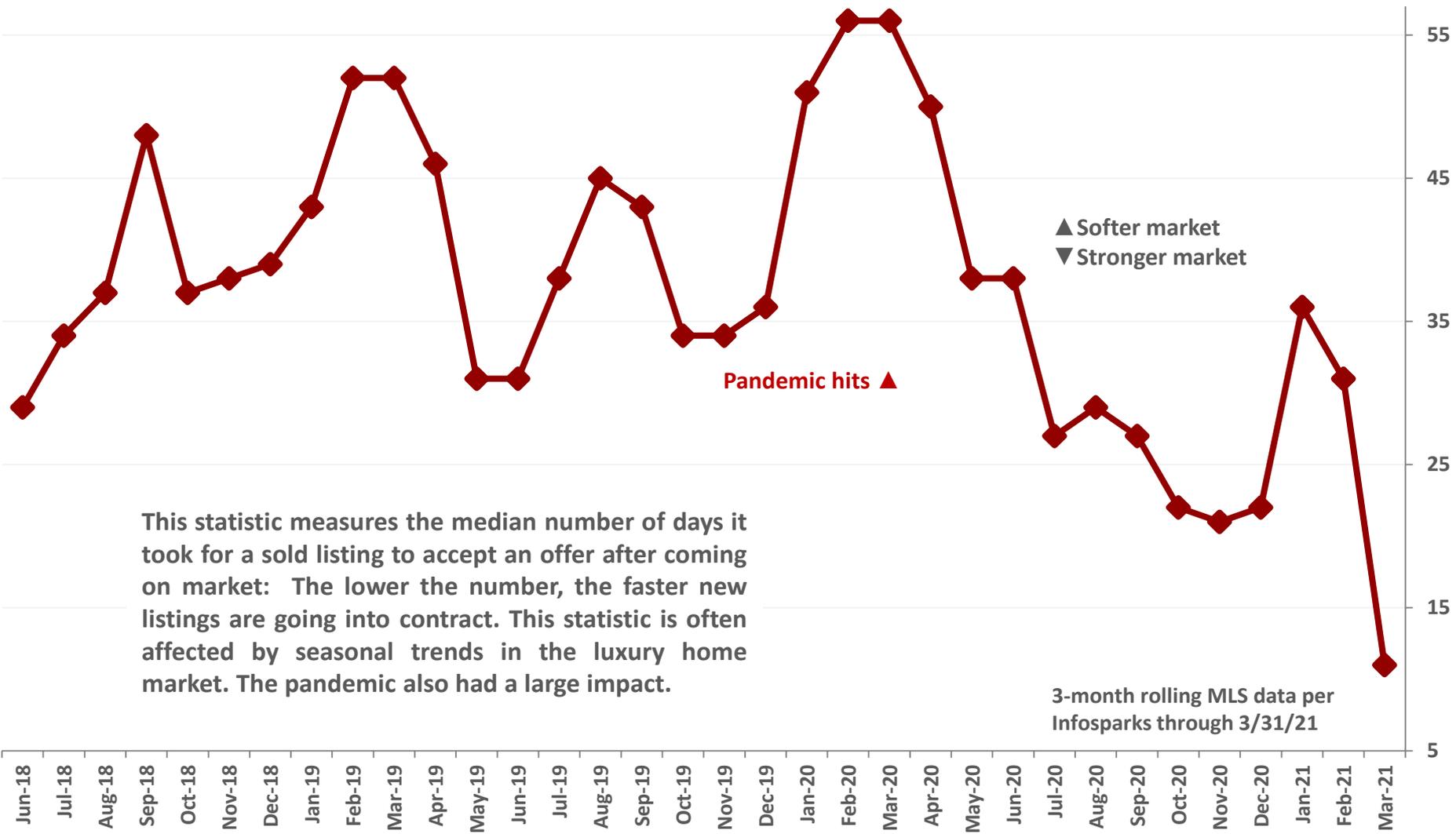
Data from sources deemed reliable, but may contain errors and subject to revision.
Based upon MLS activity. All numbers approximate.



Marin County Luxury House Market Dynamics

Median Days on Market, Homes Selling @ \$3 Million+, since Mid-2018

3-month rolling MLS data



This statistic measures the median number of days it took for a sold listing to accept an offer after coming on market: The lower the number, the faster new listings are going into contract. This statistic is often affected by seasonal trends in the luxury home market. The pandemic also had a large impact.

3-month rolling MLS data per Infosparks through 3/31/21

Chart reflects listings and sales reported to MLS only. Some luxury house listings and sales are not reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

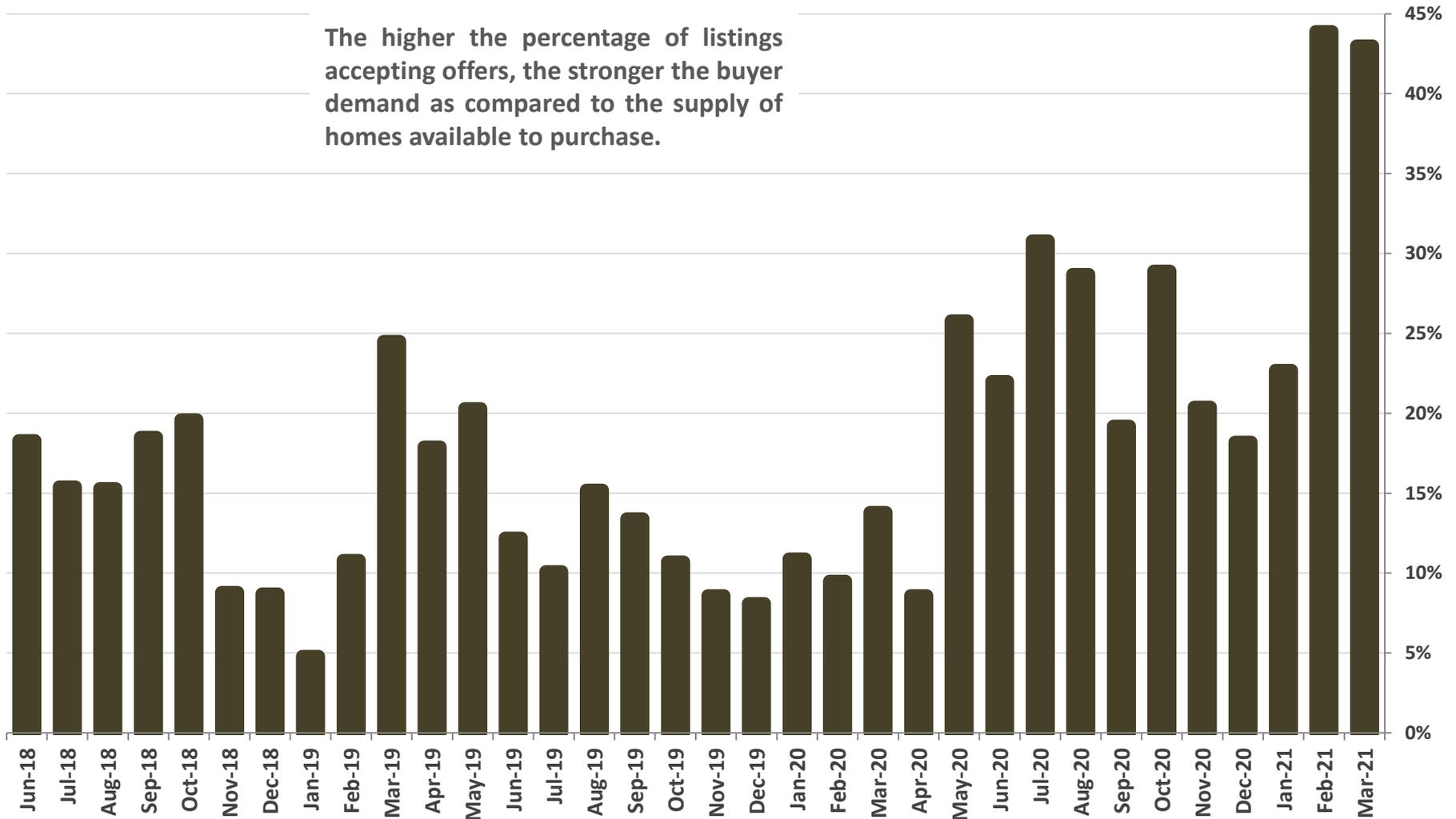


Percentage of Luxury Home Listings Accepting Offers

Marin County, Homes Priced \$3 Million+, by Month

Based upon MLS activity,
per Broker Metrics

The higher the percentage of listings accepting offers, the stronger the buyer demand as compared to the supply of homes available to purchase.

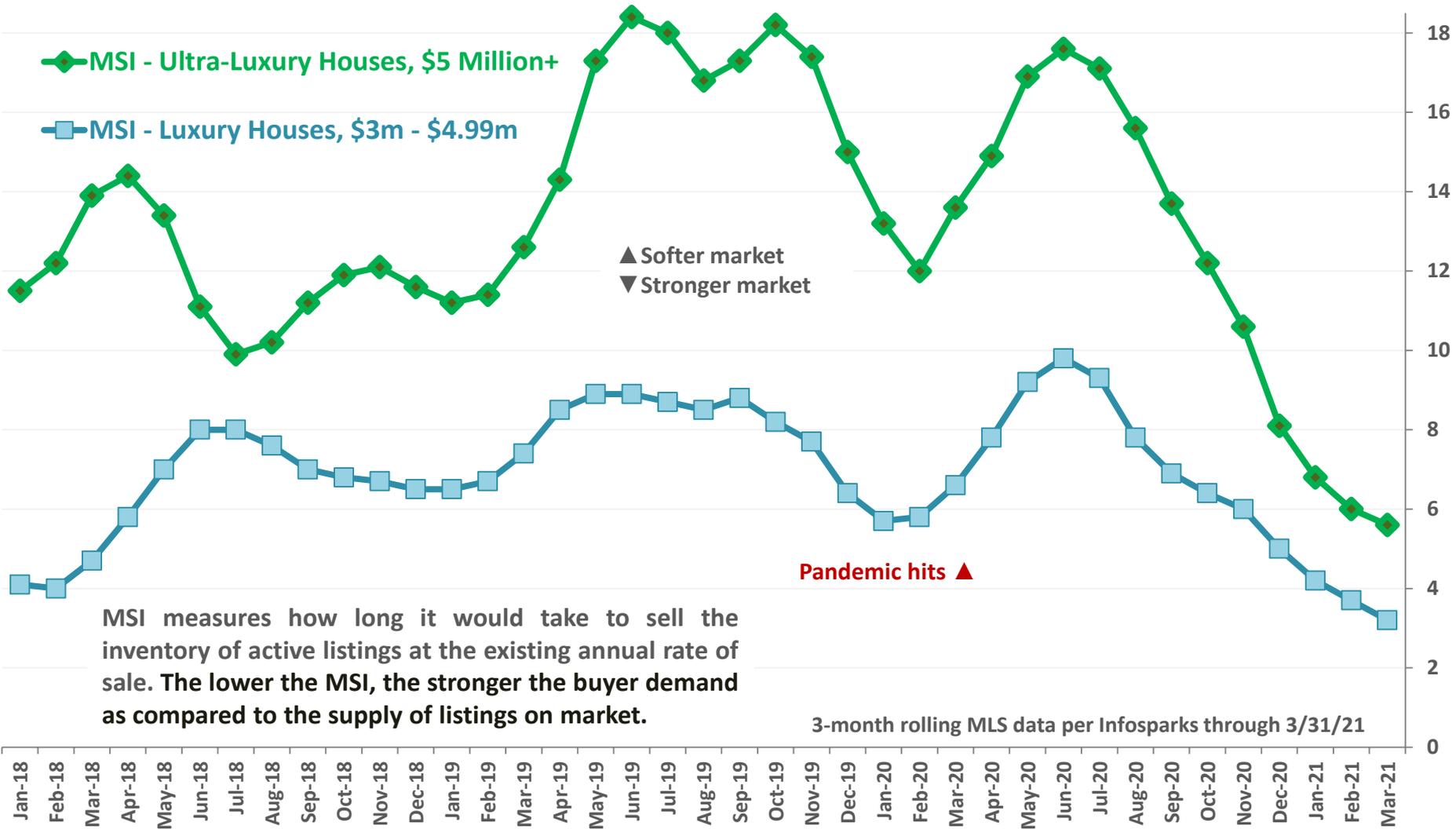


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Marin County Luxury House Market Dynamics

Months Supply of Inventory (MSI), 3-Month Rolling Data, since 2018



MSI measures how long it would take to sell the inventory of active listings at the existing annual rate of sale. The lower the MSI, the stronger the buyer demand as compared to the supply of listings on market.

3-month rolling MLS data per Infosparks through 3/31/21

Chart reflects listings and sales reported to MLS only. Some luxury house listings and sales are not reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



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