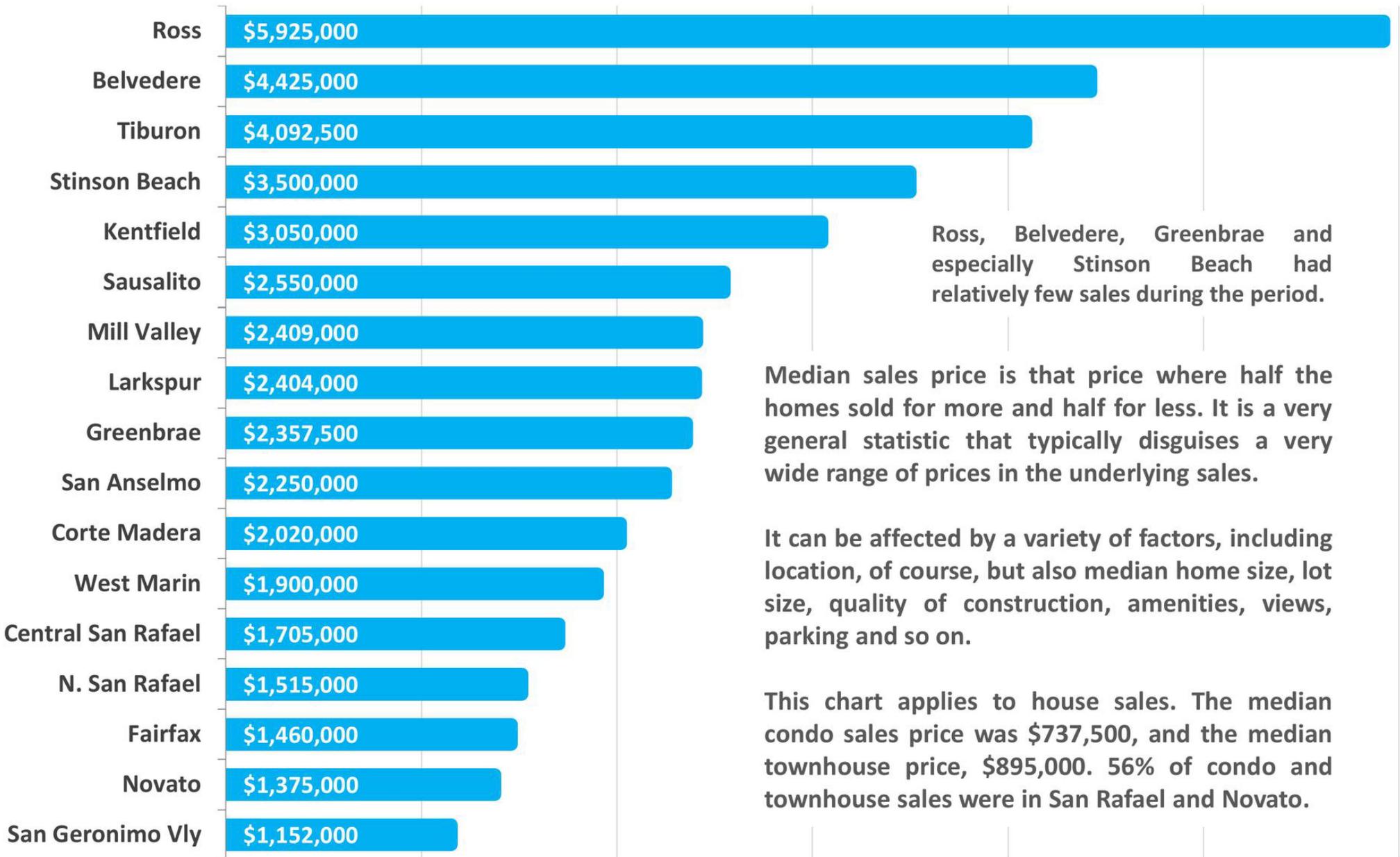


# Marin County Home Values

## Median House Sales Prices, 2022 YTD Sales



Ross, Belvedere, Greenbrae and especially Stinson Beach had relatively few sales during the period.

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that typically disguises a very wide range of prices in the underlying sales.

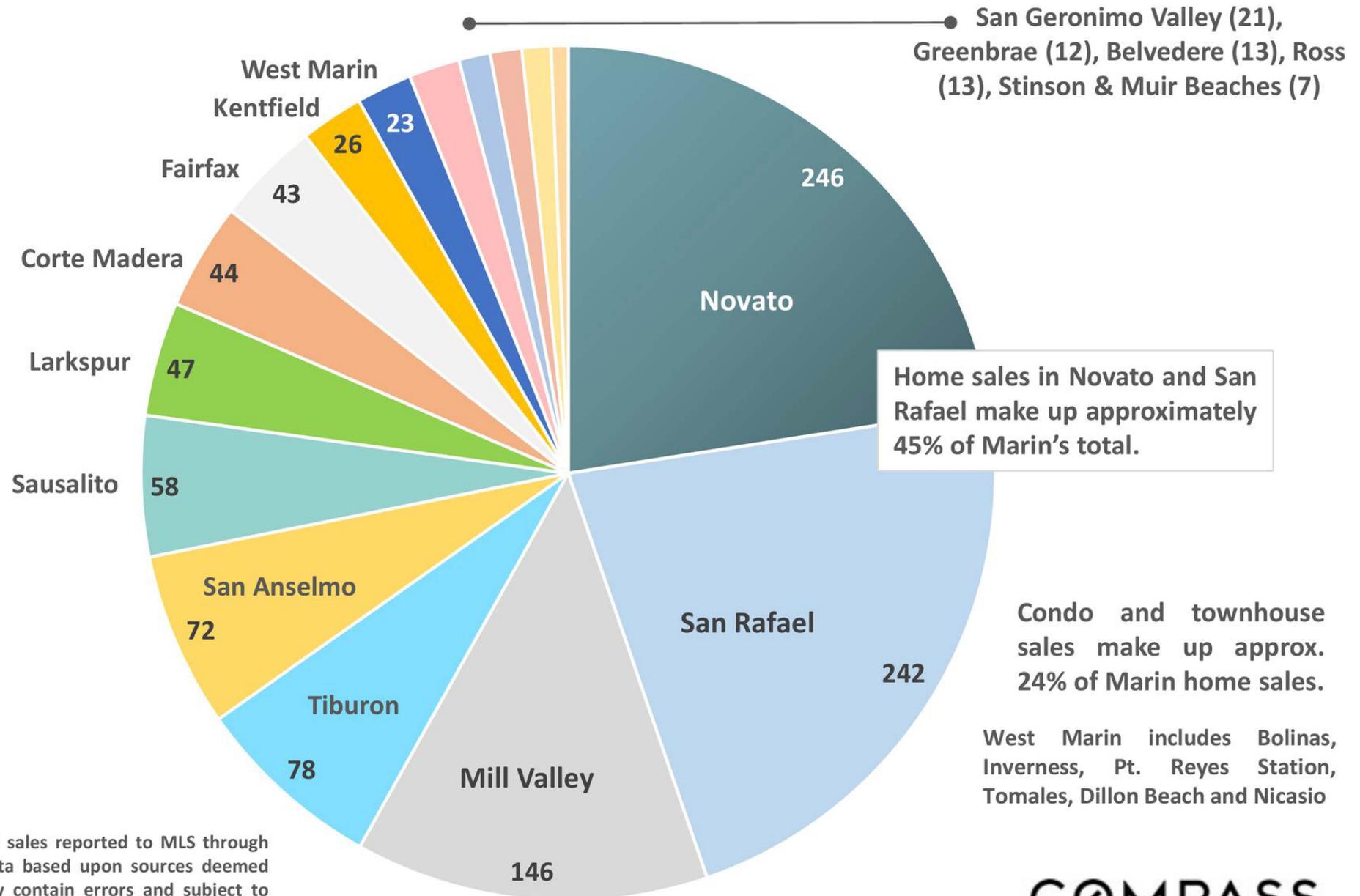
It can be affected by a variety of factors, including location, of course, but also median home size, lot size, quality of construction, amenities, views, parking and so on.

This chart applies to house sales. The median condo sales price was \$737,500, and the median townhouse price, \$895,000. 56% of condo and townhouse sales were in San Rafael and Novato.

\* 2022 house sales reported to MLS through 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

# Marin County Home Sales Volumes

2022 YTD House, Townhouse & Condo Sales by City, Town or Region\*



\*2022 residential sales reported to MLS through late 5/21/22. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late reports sales.

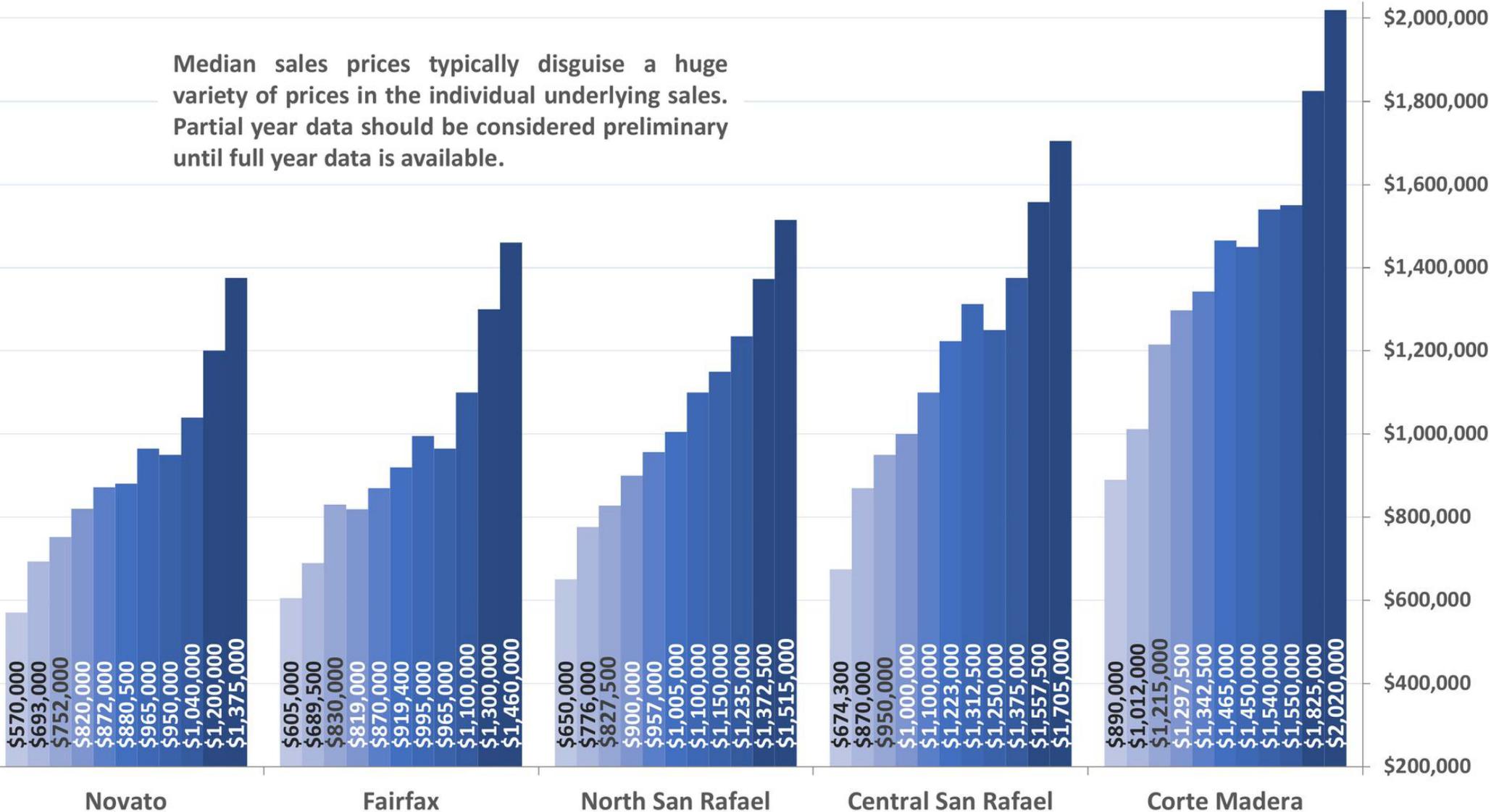
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to NorCal MLS Alliance by May 21, 2022

■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022 YTD

Median sales prices typically disguise a huge variety of prices in the individual underlying sales. Partial year data should be considered preliminary until full year data is available.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.



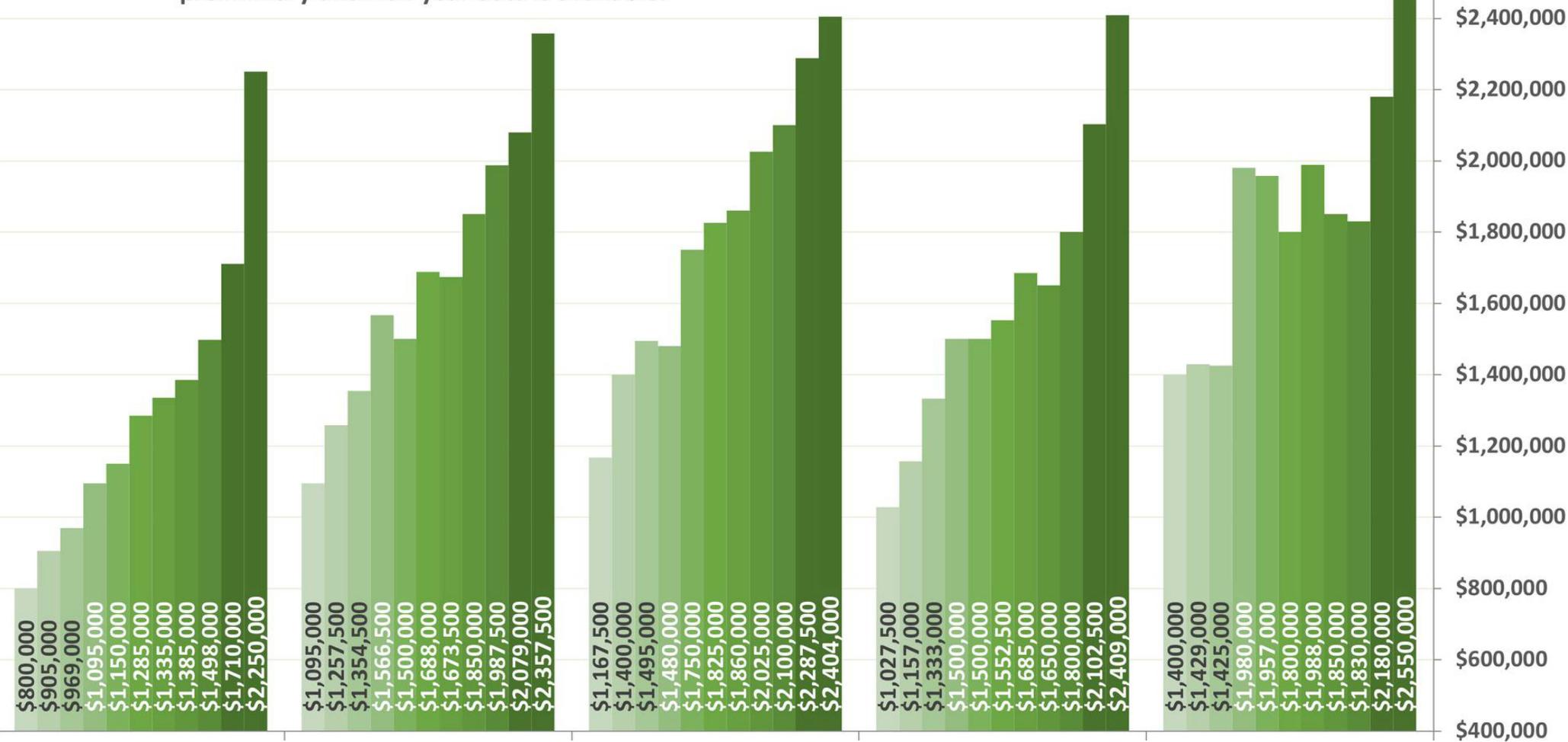
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## Median House Sales Price Trends since 2012

Sales reported to NorCal MLS Alliance by May 21, 2022

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 YTD

Partial year data should be considered preliminary until full year data is available.



San Anselmo

Greenbrae

Larkspur

Mill Valley

Sausalito

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# Marin County Home Price Trends – Selected Cities

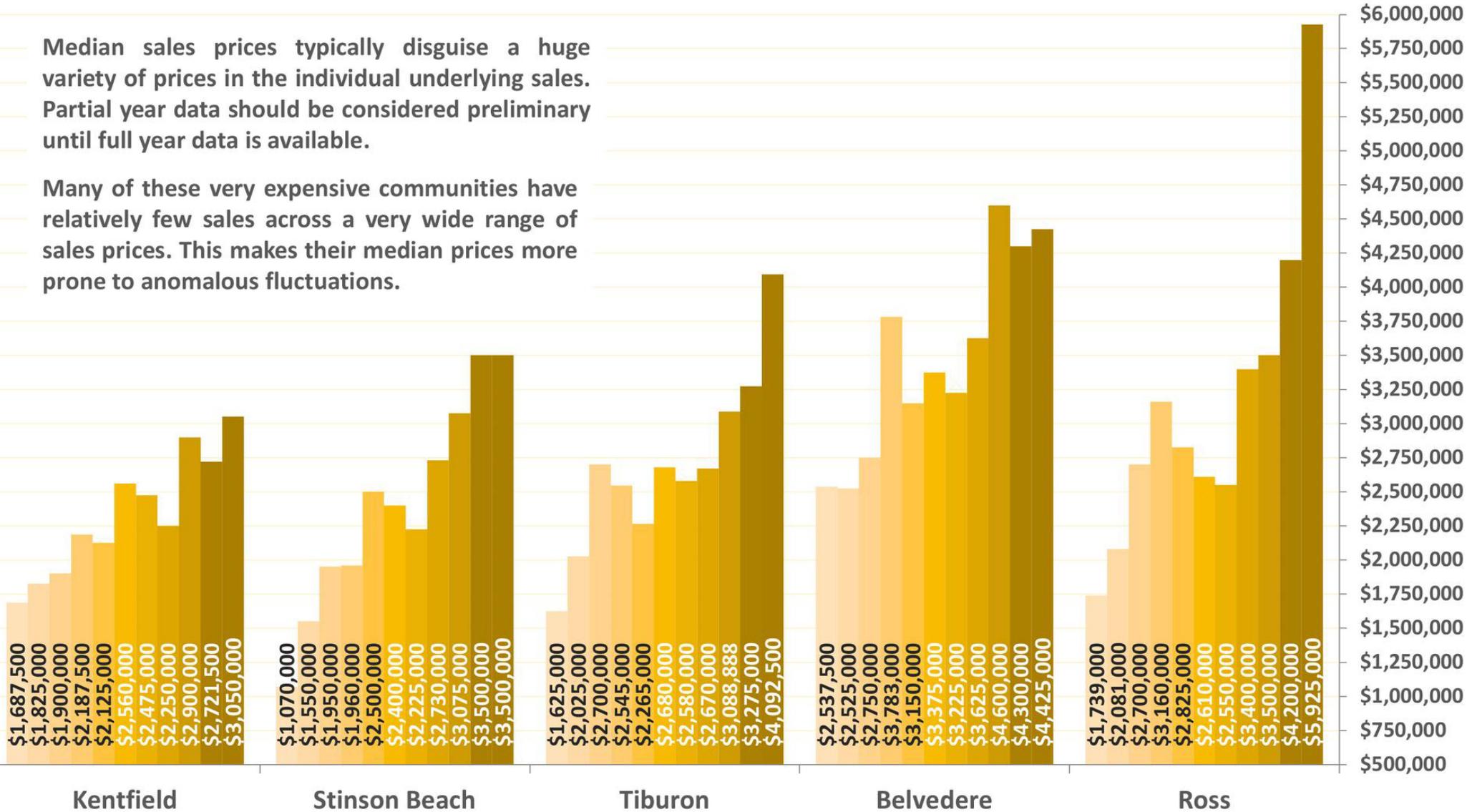
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Many of these very expensive communities have relatively few sales across a very wide range of sales prices. This makes their median prices more prone to anomalous fluctuations.

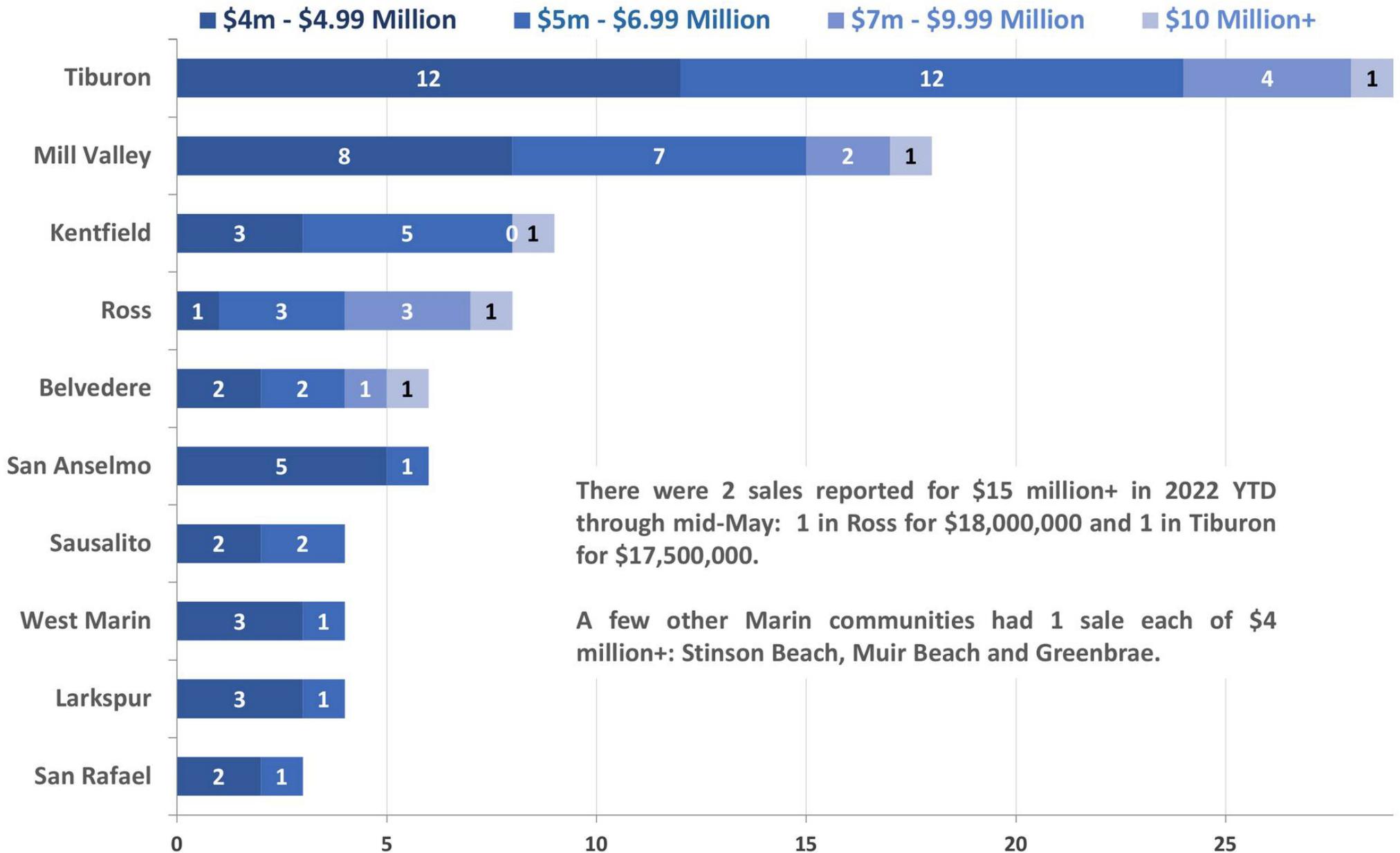


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# Marin Luxury Home Market

## Homes Selling for \$4,000,000+, 2022 YTD Sales



There were 2 sales reported for \$15 million+ in 2022 YTD through mid-May: 1 in Ross for \$18,000,000 and 1 in Tiburon for \$17,500,000.

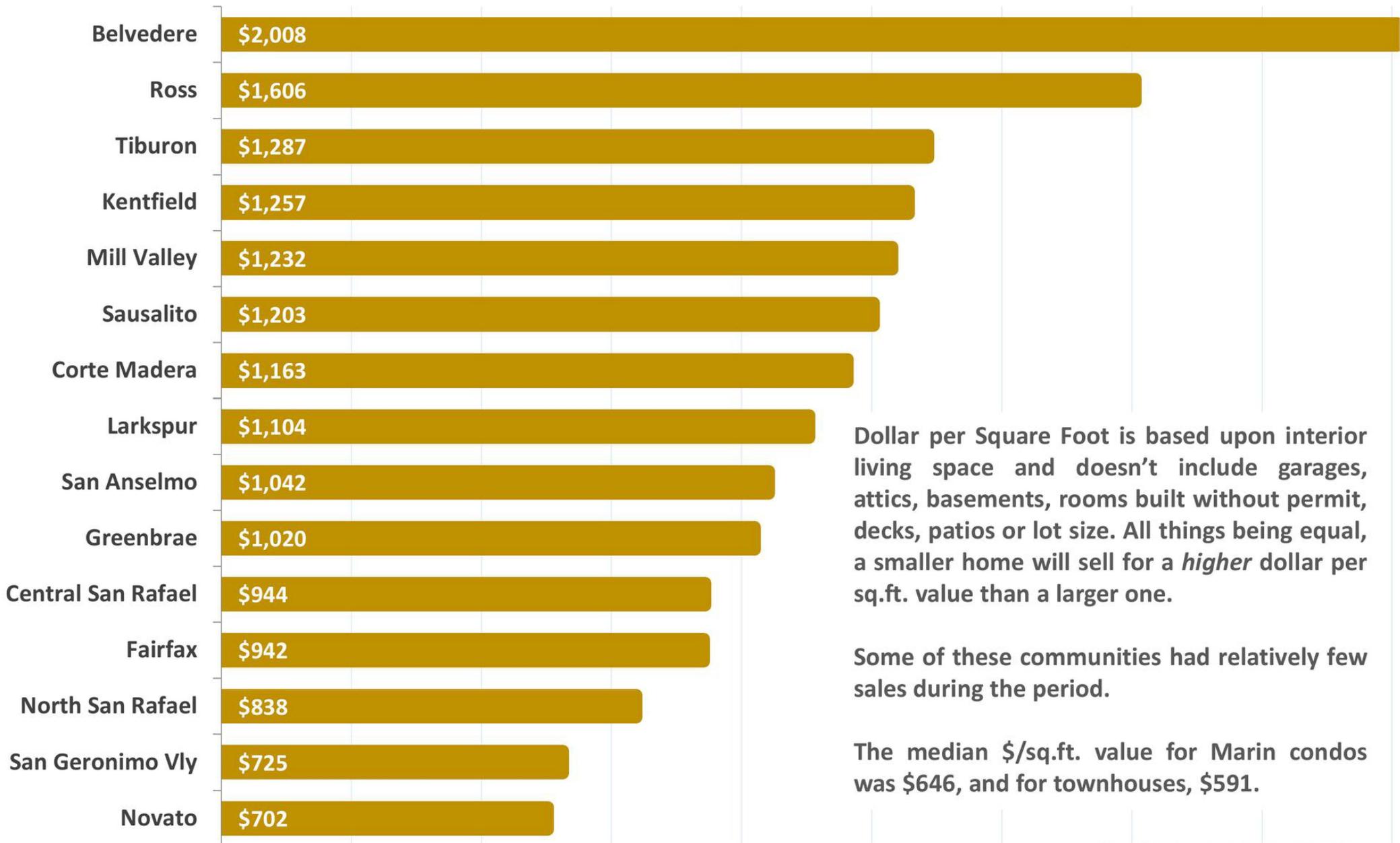
A few other Marin communities had 1 sale each of \$4 million+: Stinson Beach, Muir Beach and Greenbrae.

2022 sales reported to NorCal MLS Alliance through mid-May 2022. Not all sales are reported. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Numbers can change on a daily basis.



# Marin County House Values

## Median Dollar per Square Foot – 2022 YTD Sales\*



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size. All things being equal, a smaller home will sell for a *higher* dollar per sq.ft. value than a larger one.

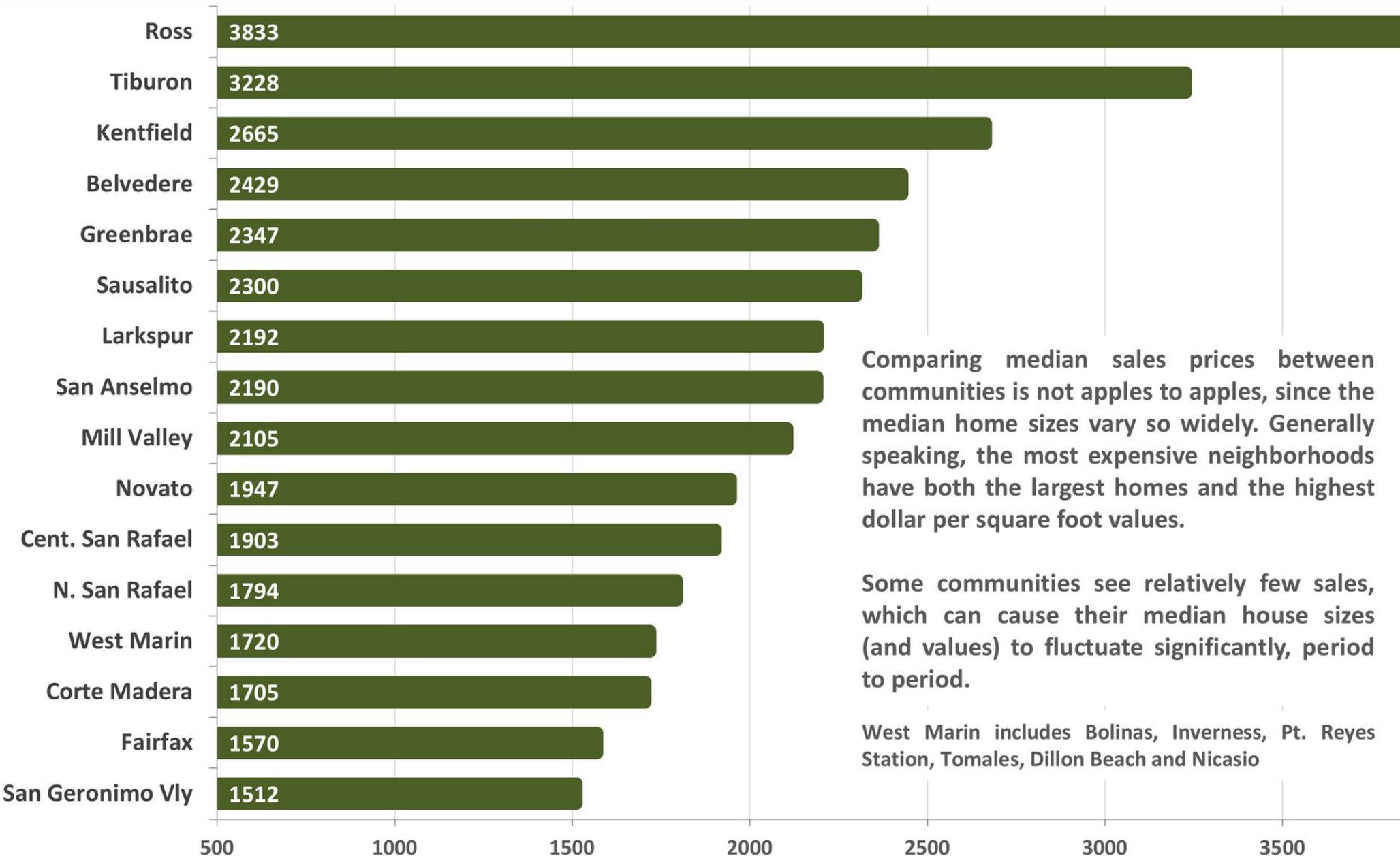
Some of these communities had relatively few sales during the period.

The median \$/sq.ft. value for Marin condos was \$646, and for townhouses, \$591.

\* 2022 sales reported to MLS through 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.

# Marin County House Size

## Median Home Square Footage – 2022 YTD Sales\*



Comparing median sales prices between communities is not apples to apples, since the median home sizes vary so widely. Generally speaking, the most expensive neighborhoods have both the largest homes and the highest dollar per square foot values.

Some communities see relatively few sales, which can cause their median house sizes (and values) to fluctuate significantly, period to period.

West Marin includes Bolinas, Inverness, Pt. Reyes Station, Tomales, Dillon Beach and Nicasio

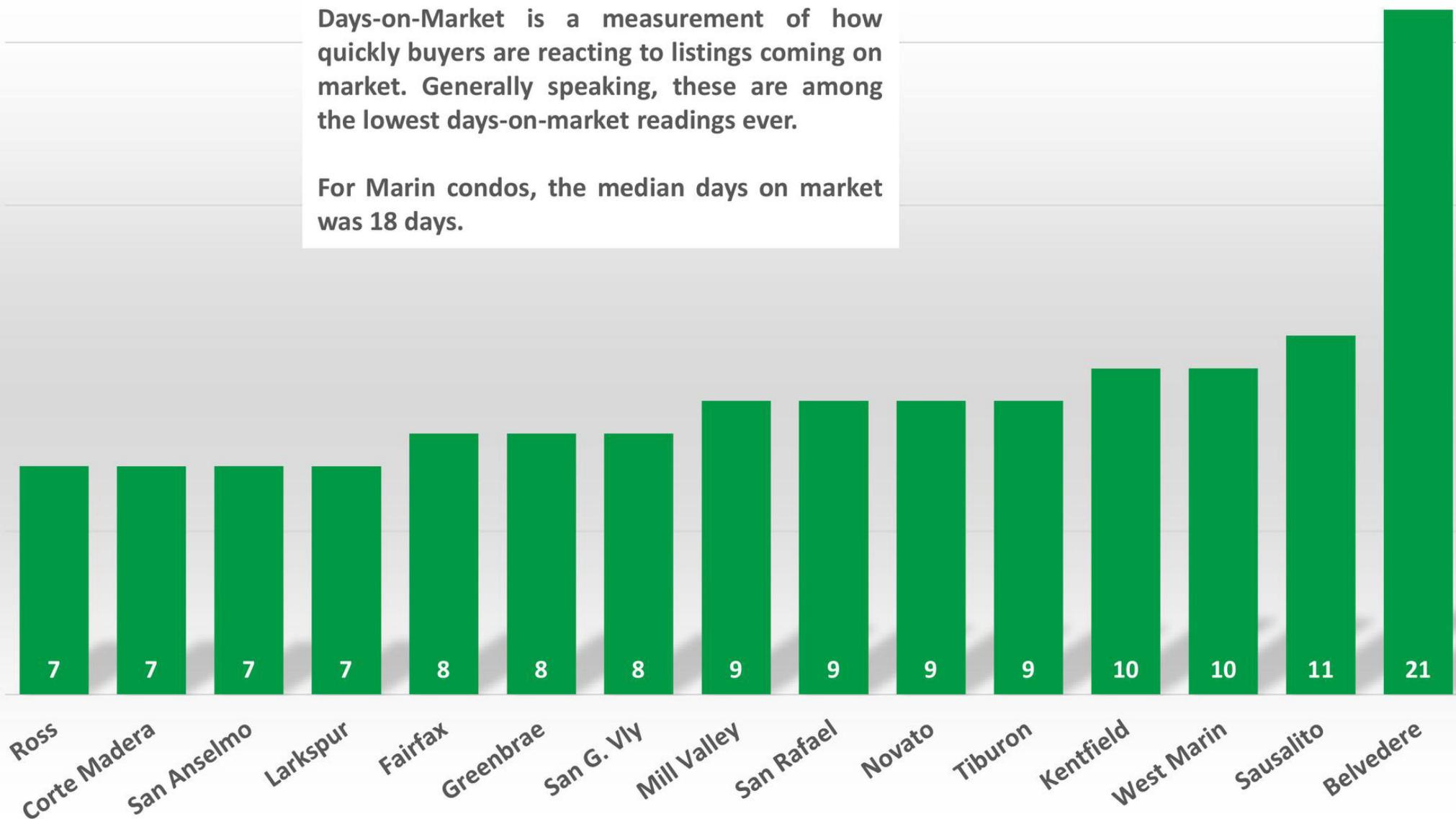
\* 2022 sales reported to MLS through 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.



## Median Days on Market Prior to Acceptance of Offer Marin County House Market, 2022 YTD Sales\*

Days-on-Market is a measurement of how quickly buyers are reacting to listings coming on market. Generally speaking, these are among the lowest days-on-market readings ever.

For Marin condos, the median days on market was 18 days.

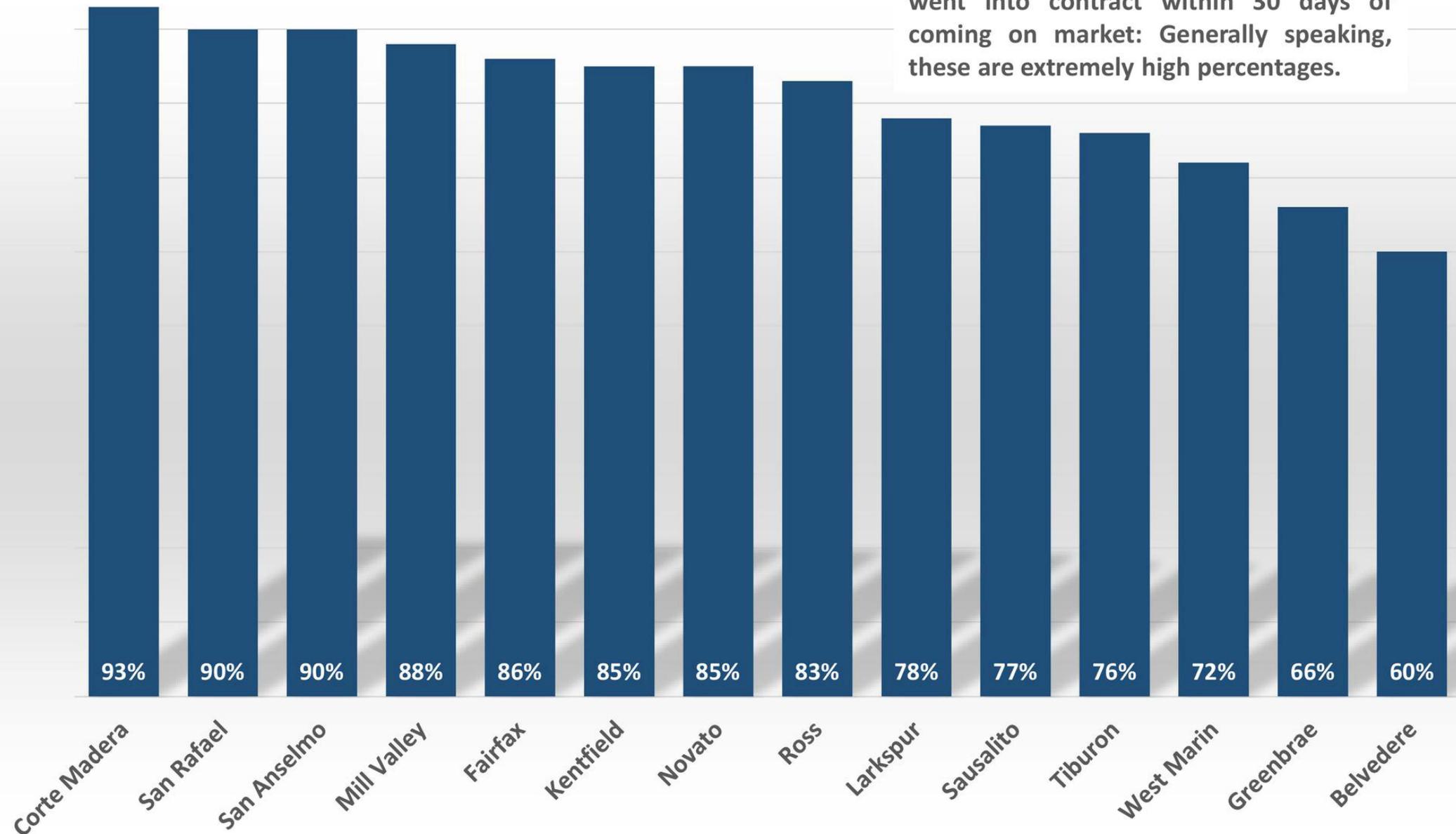


\* 2022 house sales reported to MLS through 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

# Percentage of Sales Which Accepted Offers within 30 Days

Marin County House Market, 2022 YTD Sales\*

The percentage of closed sales which went into contract within 30 days of coming on market: Generally speaking, these are extremely high percentages.

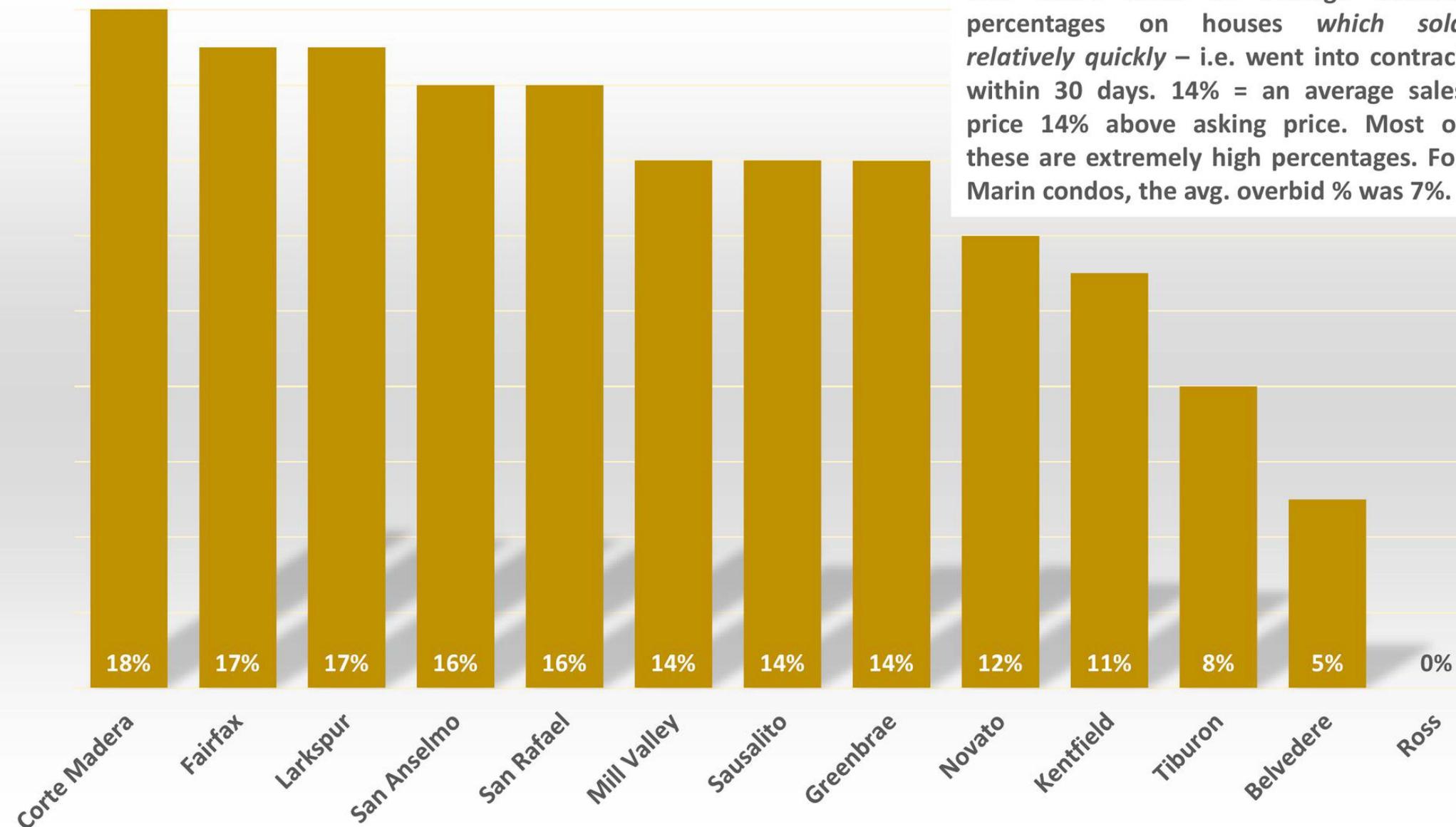


\* 2022 house sales reported to MLS by 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

# Overbidding List Price, 2022 YTD Sales

## Marin House Sales Which Accepted Offers within 30 Days\*

This chart looks at average overbid percentages on houses *which sold relatively quickly* – i.e. went into contract within 30 days. 14% = an average sales price 14% above asking price. Most of these are extremely high percentages. For Marin condos, the avg. overbid % was 7%.



\* 2022 House sales reported to MLS by 5/21/22. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.