

Marin County Selected Supply & Demand Statistics

Effects of the Coronavirus

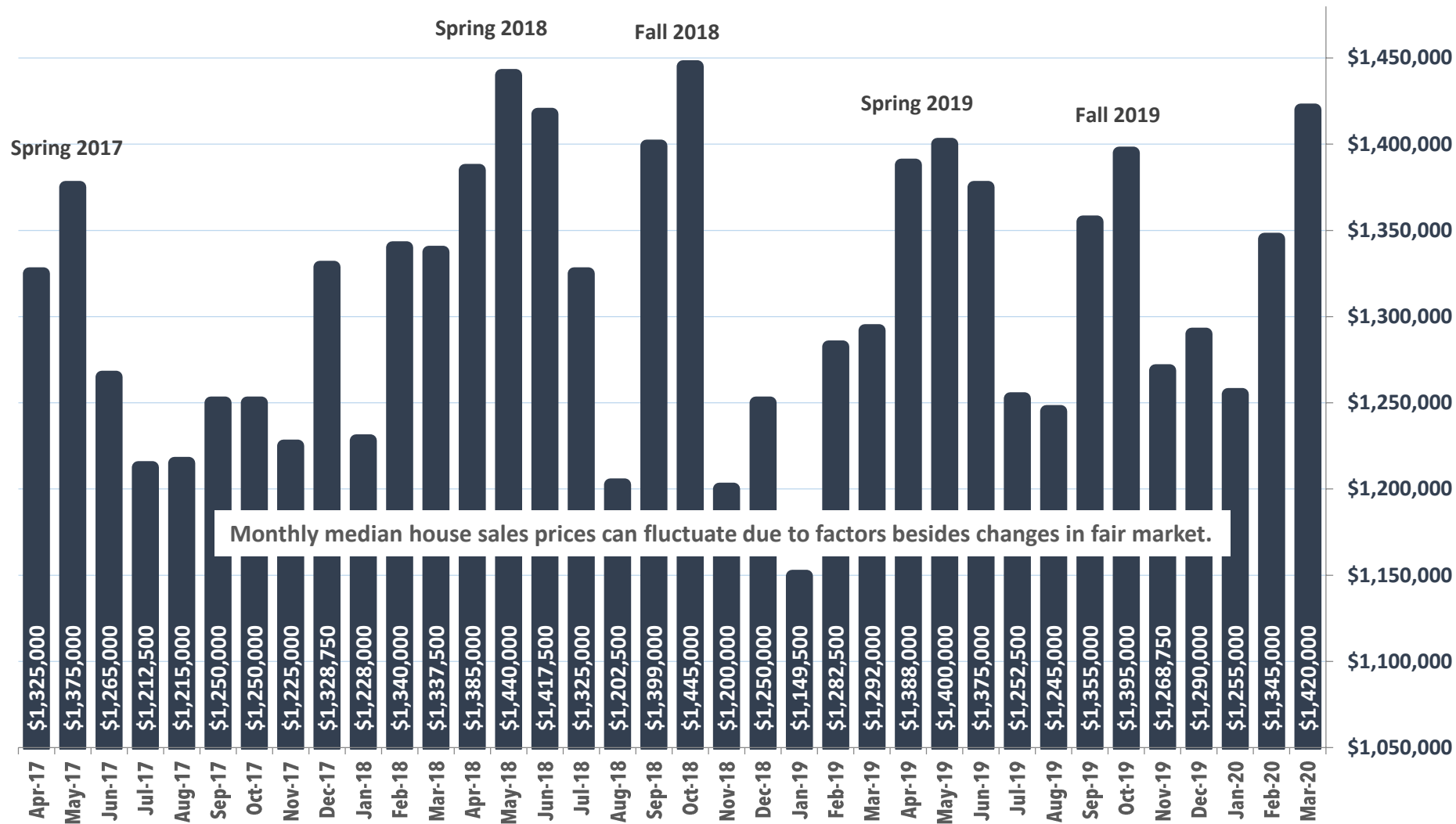
Due to the lag time – typically 3 to 5 weeks – between offers being accepted and sales closing escrow, it is too soon for sales prices to clearly reflect any impact of the virus (if there is going to be an impact).



* MLS reported data, per Broker Metrics. Last week's data estimated using available data, and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

Marin County Market Dynamics

Median HOUSE Sales Prices, by Month since April 2017



Median house sales prices as reported to MLS. Last month's price is a preliminary reading and may change due to late-reported sales. Analysis may contain errors and subject to revision. All numbers are approximate.

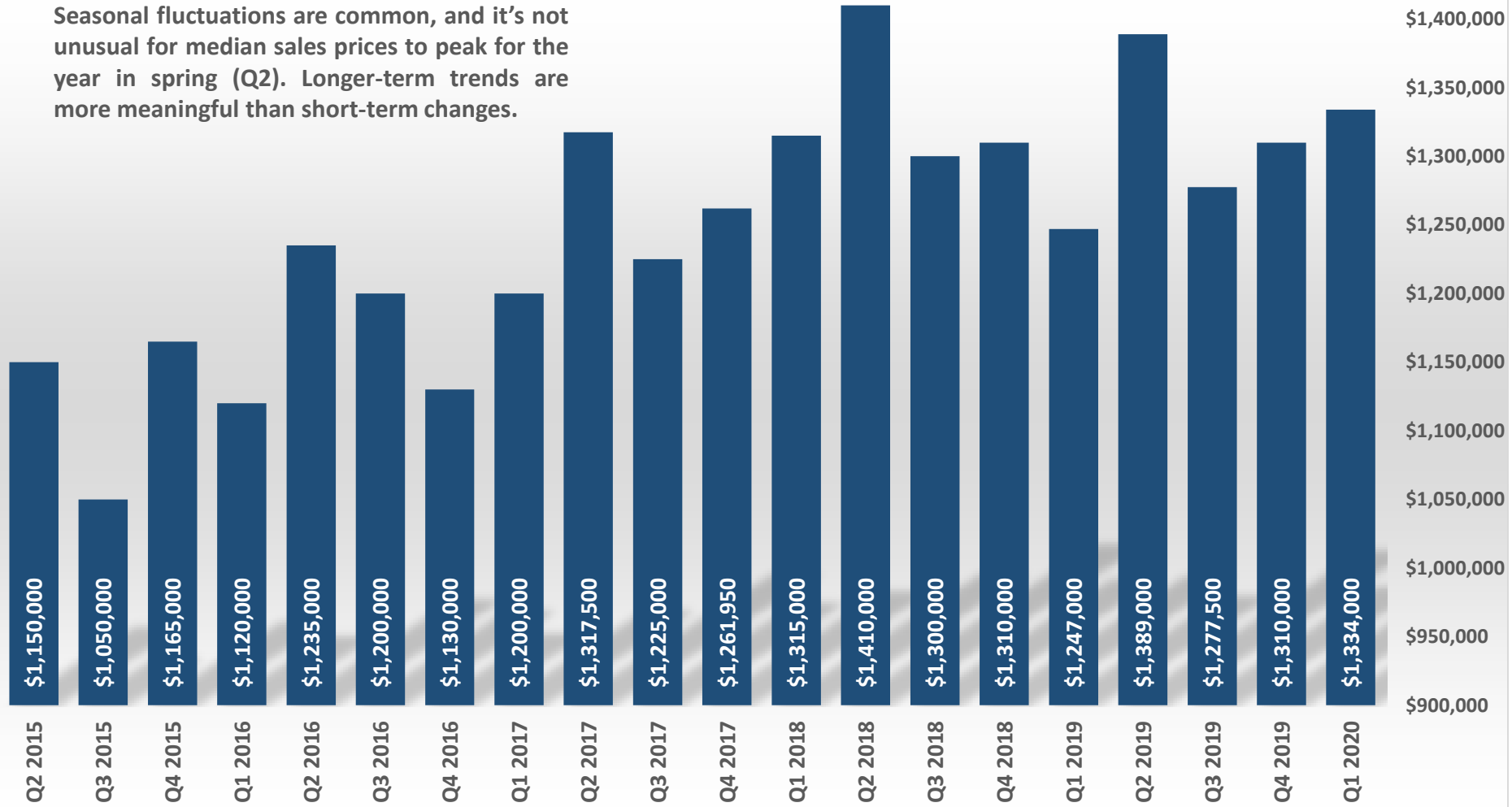
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Marin County House Price Appreciation

Median House Sales Prices, 2015 – Present, by Quarter

As reported to MLS,
per Broker Metrics

Seasonal fluctuations are common, and it's not unusual for median sales prices to peak for the year in spring (Q2). Longer-term trends are more meaningful than short-term changes.

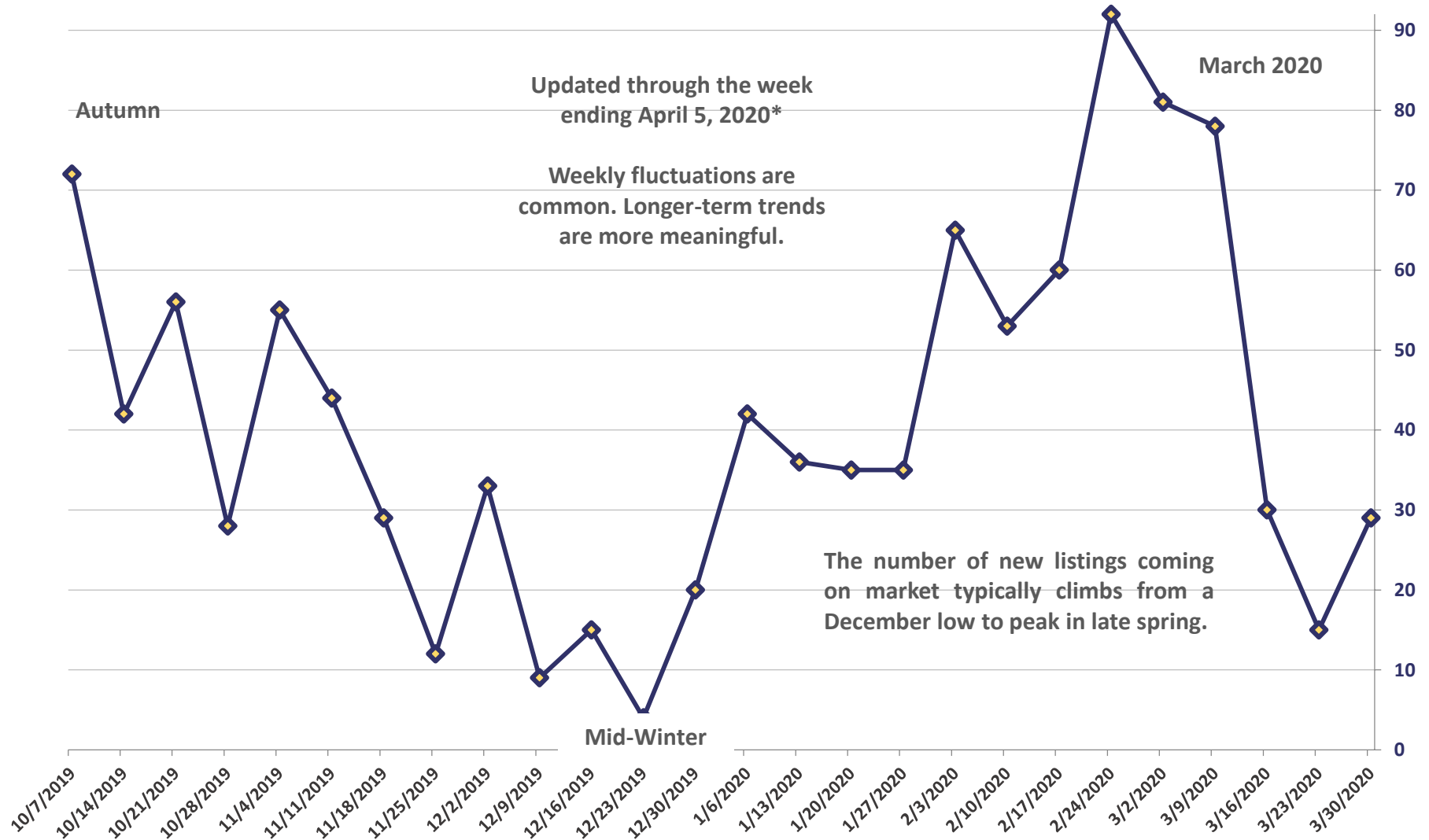


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

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Marin County: New Listings Coming on Market

New Inventory by Week, 10/7/19 – 4/5/20

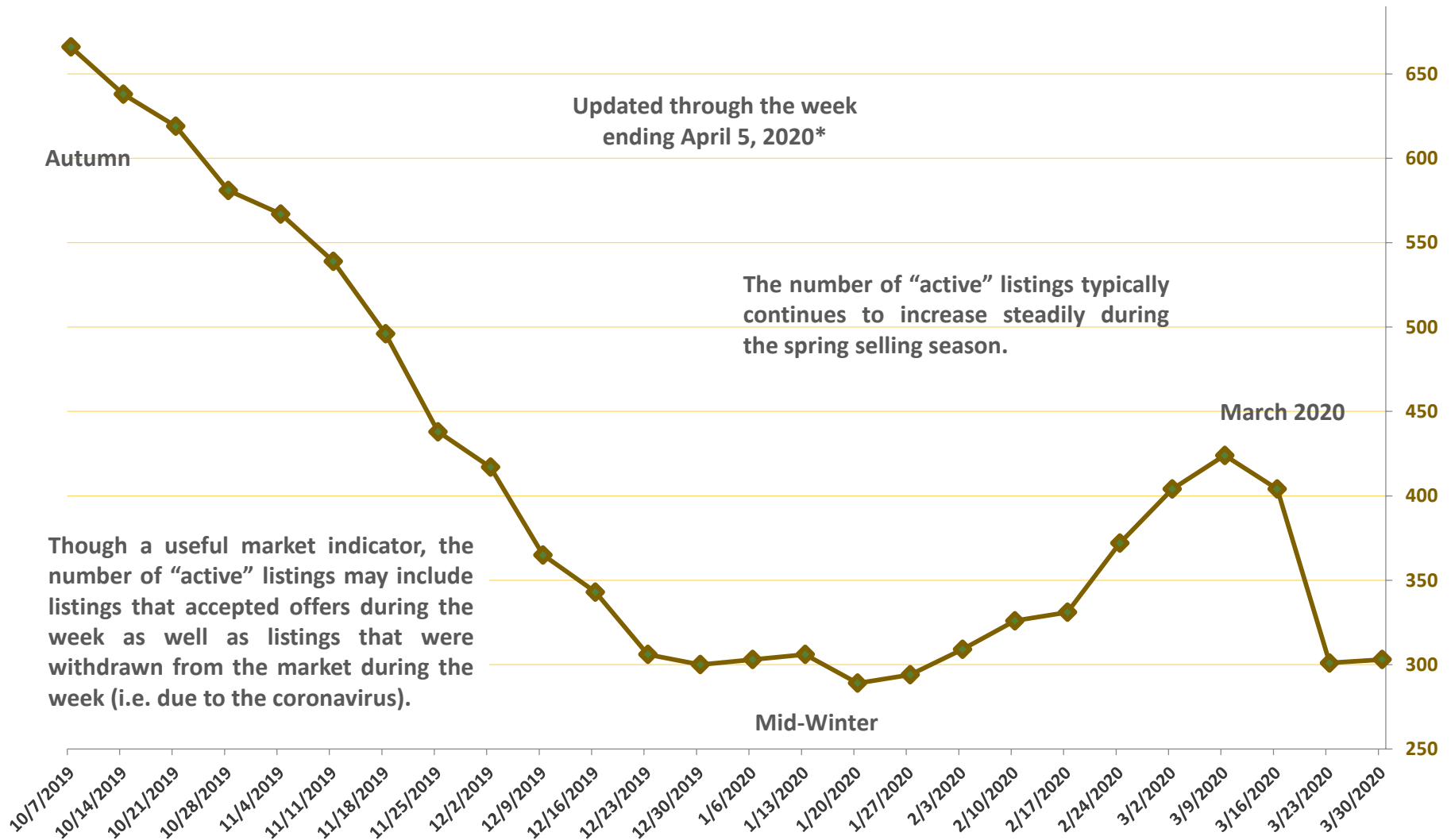


* MLS reported data, per Broker Metrics. Last week estimated using available data. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Marin County: Active Listings on Market

Homes for Sale, by Week, 10/7/19 – 4/5/20

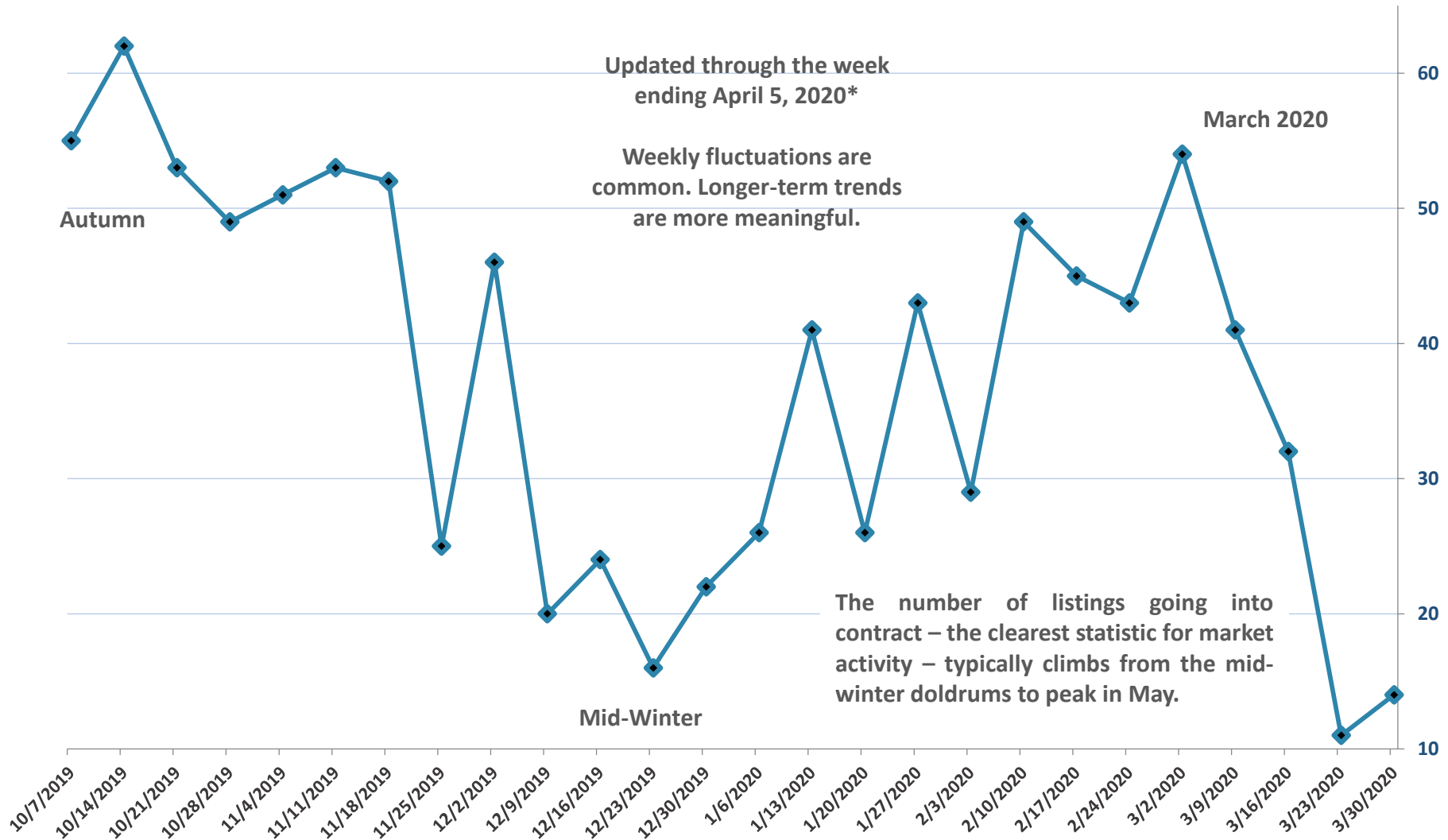


* MLS reported data, per Broker Metrics. Last week estimated using available data. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Marin County: Listings Accepting Offers

Number of Listings Going into Contract, by Week, 10/7/19 – 4/5/20

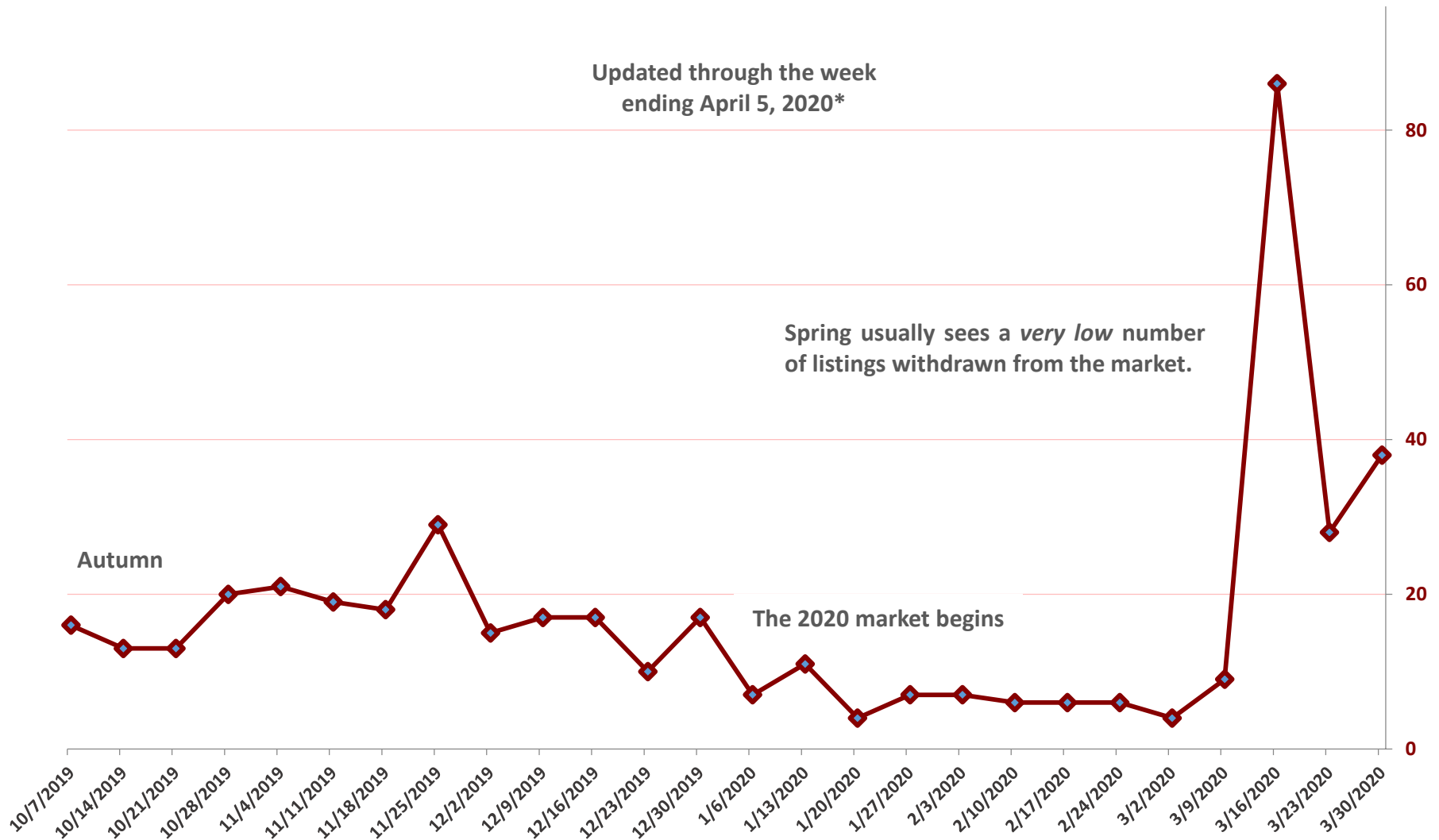


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Marin County: Listings Withdrawn from Market

Listings Pulled Off Market (Expired or Withdrawn), by Week, 10/7/19 – 4/5/20

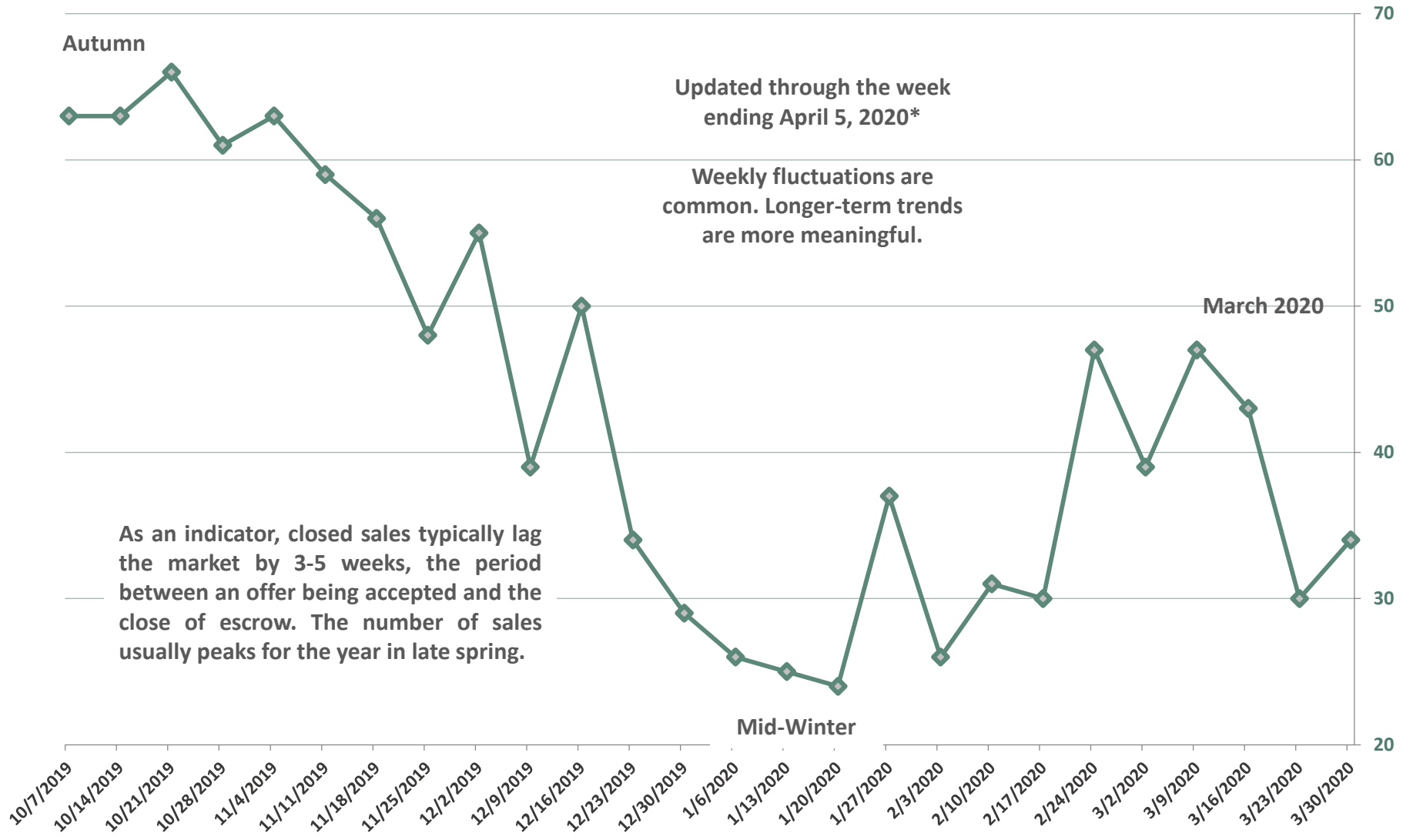


* MLS reported data, per Broker Metrics. Last week's data may change with late reported activity, but typically not of a magnitude to affect general trend lines significantly. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Marin County: Home Sales

Number of Listings Closing Escrow, by Week, 10/7/19 – 4/5/20

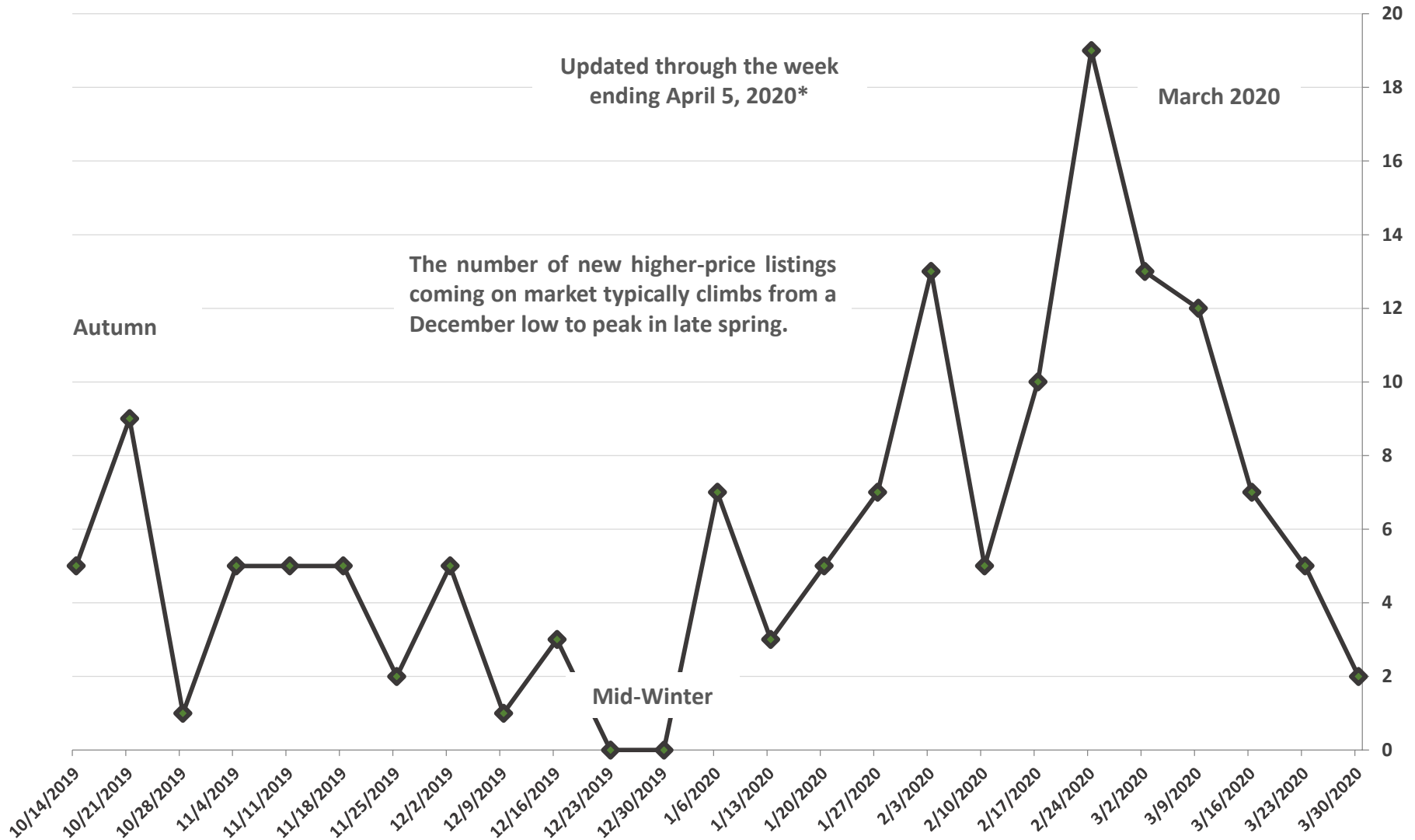


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Marin County: New Listings Coming on Market, \$2,500,000+

New Inventory, by Week, 10/14/19 – 4/5/20

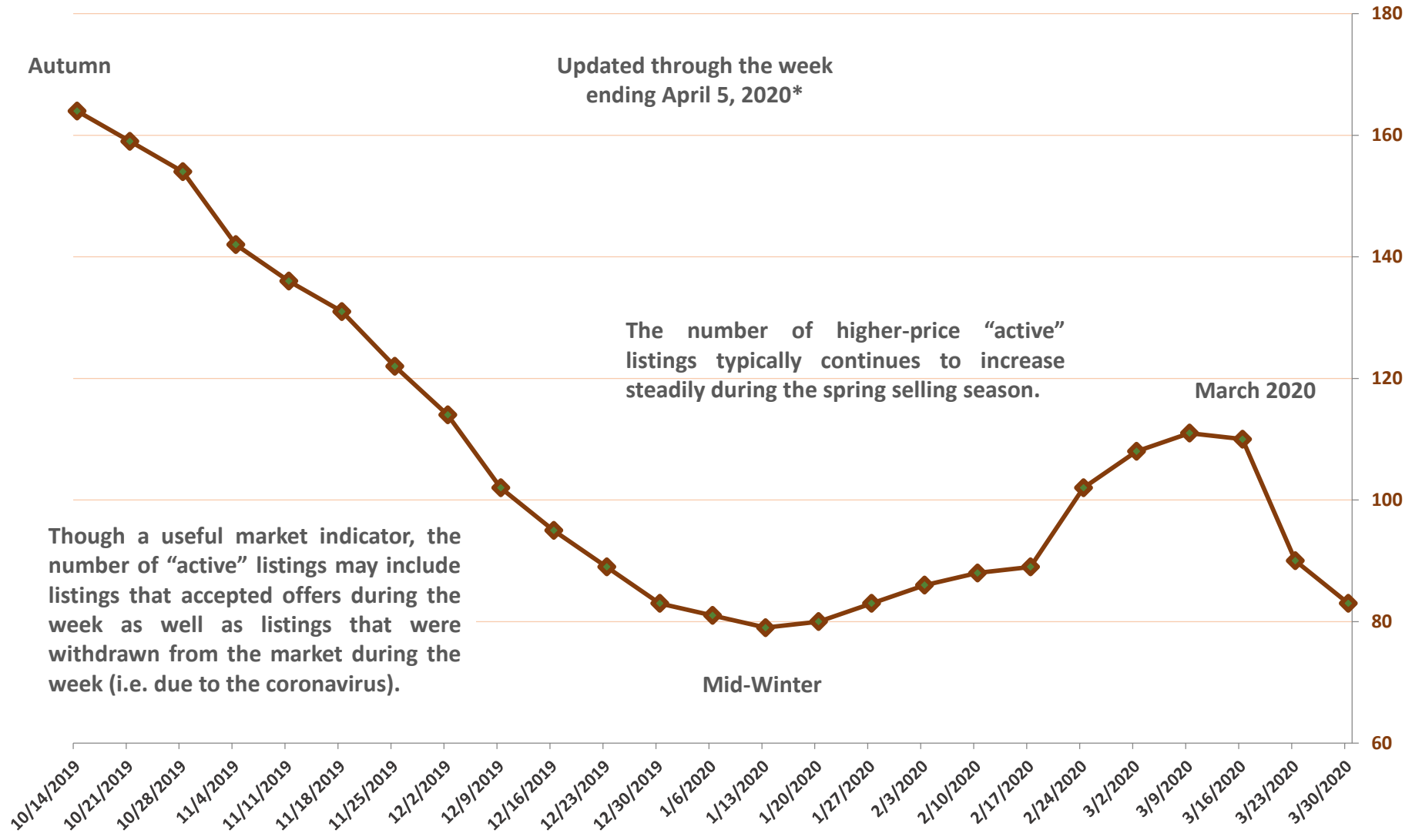


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Marin County: Active Listings on Market, \$2,500,000+

Homes for Sale, by Week, 10/14/19 – 4/5/20

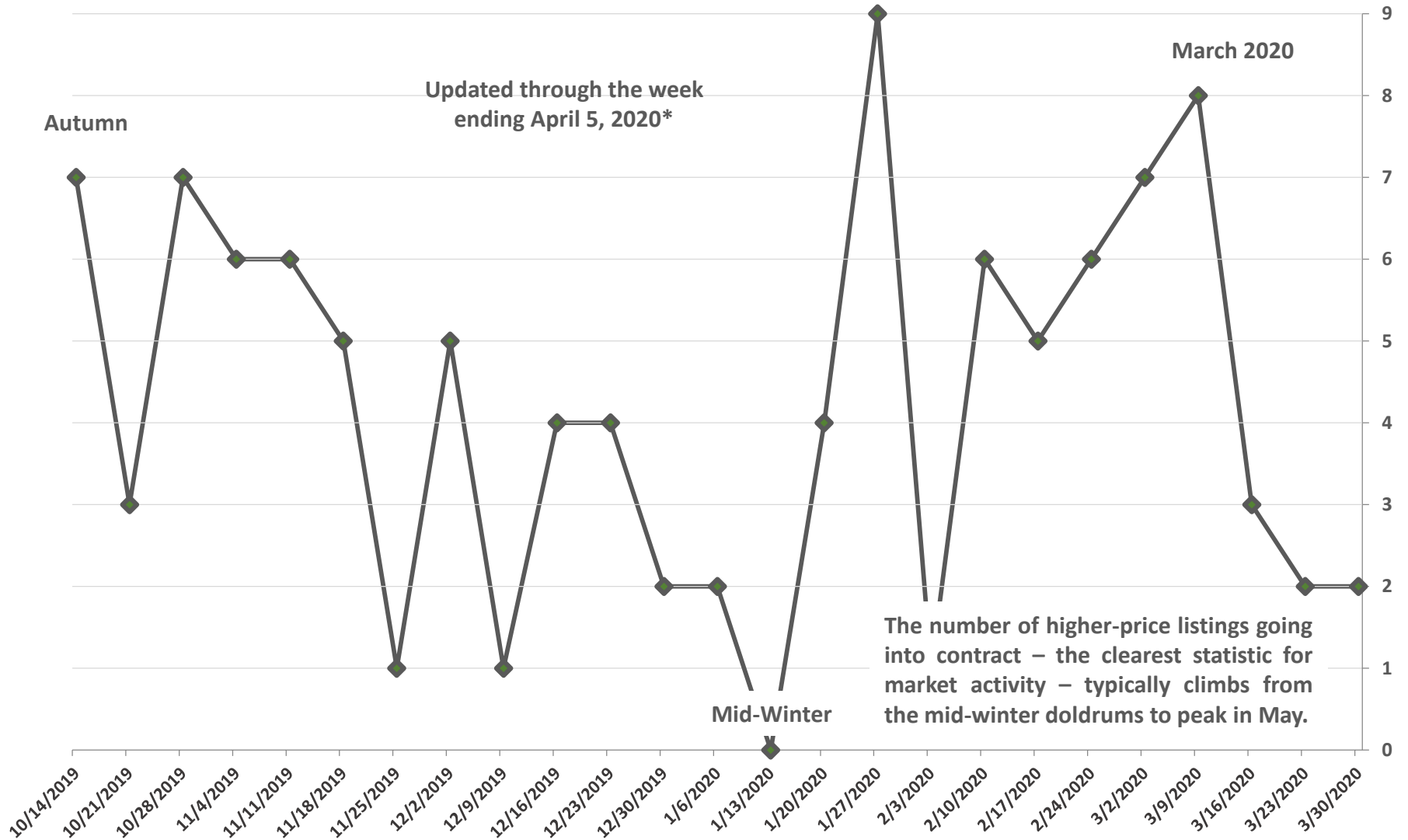


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Marin County: Listings Accepting Offers, \$2,500,000+

Homes Going into Contract, by Week, 10/14/19 – 4/5/20



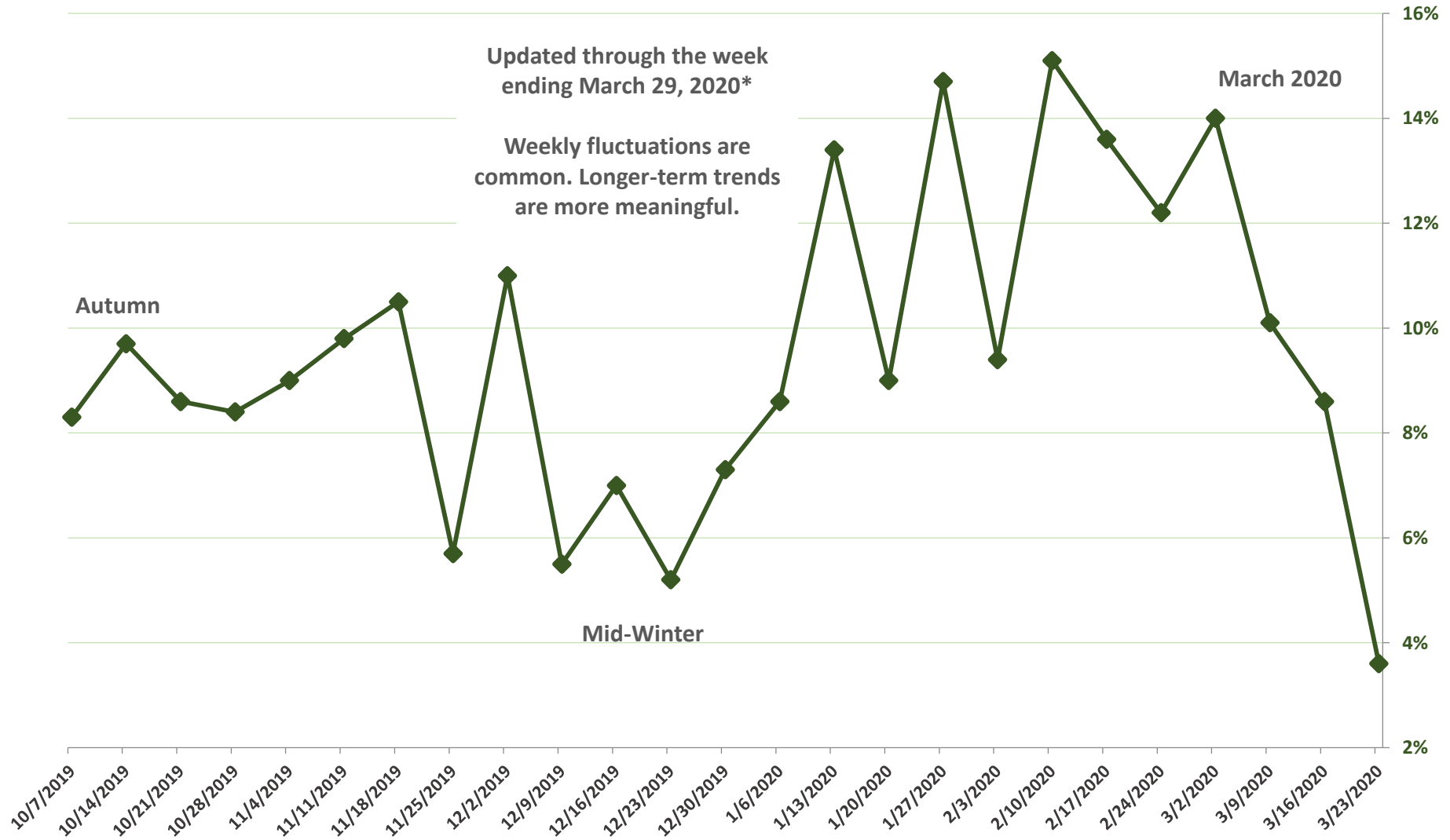
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Marin County: Percentage of Listings Accepting Offers

Percentage of Listings Going into Contract, by Week, 10/7/19 – 3/29/20



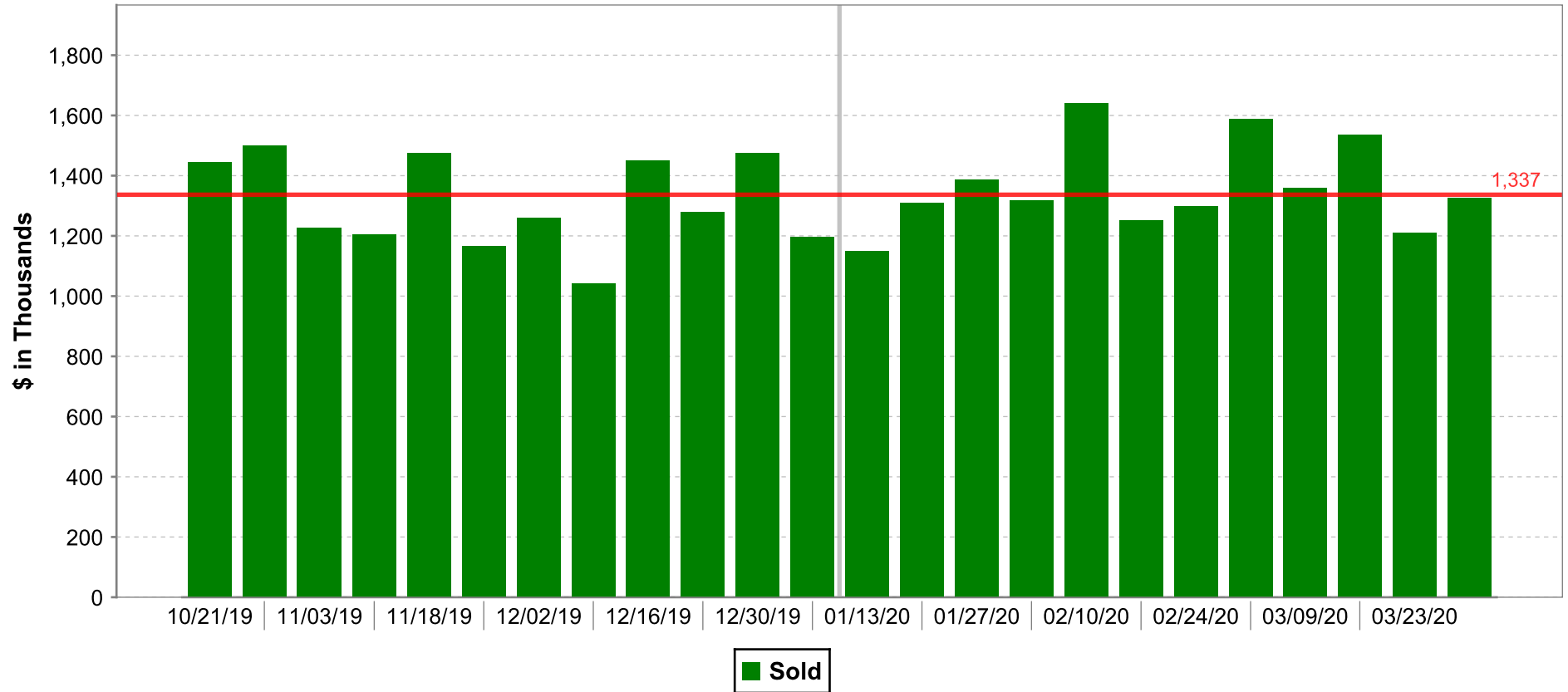
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Market Dynamics

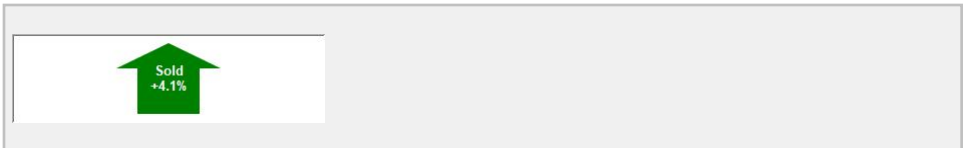
Median Price (Sold)

Last 6 Months (Weekly) 10/21/19 - 04/05/20



KEY INFORMATION

| | Previous 12 Wk Avg | Last 12 Wk Avg | Change | % Change |
|------|--------------------|----------------|--------|----------|
| Sold | 1,309,667 | 1,363,850 | 54,183 | 4.1 |



| | | | | | | |
|-----------------|------------------------------|------------|------------------------|---------------|----------------|---------------|
| MLS: BAREIS | Period: 6 Months (Weekly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Single Family) | | | | | Sq Ft: All |
| Counties: | Marin | | | | | |

Market Dynamics
Median Price (Sold)
Last 6 Months (Weekly) 10/21/19 - 04/05/20

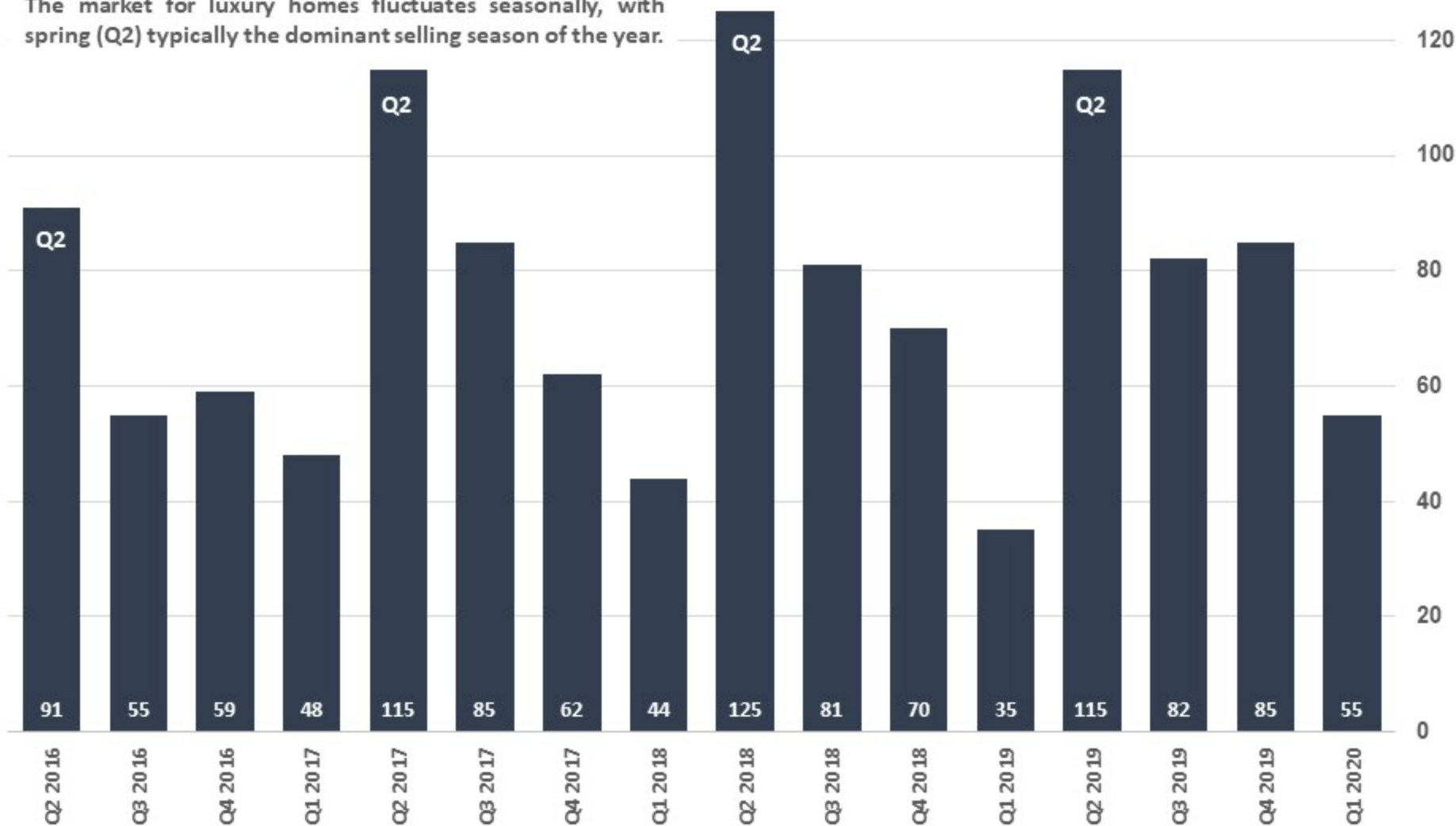
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| Time Period | FOR SALE | | UNDER CONTRACT | | SOLD | | EXPIRED | | NEW LISTINGS | |
|-------------|-----------|--------------|----------------|--------------|-----------|--------------|-----------|--------------|--------------|--------------|
| | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties |
| 03-30-20 | 1,795,000 | 217 | 1,049,500 | 14 | 1,326,200 | 29 | 2,095,000 | 31 | 1,372,500 | 24 |
| 03-23-20 | 1,885,000 | 226 | 1,293,000 | 10 | 1,209,000 | 20 | 1,695,000 | 23 | 1,875,000 | 13 |
| 03-16-20 | 1,799,000 | 309 | 1,299,500 | 26 | 1,535,000 | 33 | 1,972,500 | 70 | 1,444,500 | 24 |
| 03-09-20 | 1,795,000 | 322 | 1,349,000 | 31 | 1,359,500 | 38 | 1,274,500 | 6 | 1,622,500 | 52 |
| 03-02-20 | 1,795,000 | 312 | 1,450,000 | 39 | 1,588,000 | 28 | 2,650,000 | 3 | 1,638,000 | 69 |
| 02-24-20 | 1,795,000 | 281 | 1,445,000 | 34 | 1,297,500 | 32 | 1,092,500 | 4 | 1,795,000 | 73 |
| 02-17-20 | 1,724,500 | 246 | 1,297,000 | 34 | 1,250,000 | 22 | 1,837,000 | 4 | 1,500,000 | 42 |
| 02-10-20 | 1,697,000 | 246 | 1,295,000 | 36 | 1,639,000 | 19 | 2,195,000 | 6 | 1,249,000 | 33 |
| 02-03-20 | 1,724,500 | 236 | 1,049,500 | 18 | 1,317,000 | 18 | 1,495,000 | 5 | 1,495,000 | 53 |
| 01-27-20 | 1,799,000 | 221 | 1,600,000 | 33 | 1,385,000 | 27 | 1,195,000 | 5 | 1,410,000 | 27 |
| 01-20-20 | 1,799,000 | 214 | 1,250,000 | 17 | 1,310,000 | 21 | 1,005,000 | 3 | 1,300,000 | 21 |
| 01-13-20 | 1,727,500 | 230 | 1,169,500 | 28 | 1,150,000 | 17 | 2,099,000 | 9 | 1,372,500 | 26 |
| 01-06-20 | 1,750,000 | 225 | 1,175,000 | 15 | 1,195,000 | 17 | 2,374,500 | 6 | 1,560,000 | 23 |
| 12-30-19 | 1,799,000 | 227 | 1,325,000 | 11 | 1,475,000 | 22 | 2,707,500 | 14 | 1,179,900 | 13 |
| 12-23-19 | 1,811,500 | 232 | 1,495,000 | 11 | 1,280,000 | 22 | 1,120,000 | 7 | 1,182,000 | 2 |
| 12-16-19 | 1,699,500 | 268 | 975,000 | 23 | 1,451,000 | 41 | 1,395,000 | 15 | 1,600,000 | 11 |
| 12-09-19 | 1,699,500 | 282 | 1,200,000 | 13 | 1,042,500 | 30 | 4,324,500 | 12 | 1,212,000 | 6 |
| 12-02-19 | 1,674,500 | 320 | 1,300,000 | 32 | 1,260,000 | 47 | 2,695,000 | 12 | 1,295,000 | 21 |
| 11-25-19 | 1,699,000 | 345 | 1,495,000 | 19 | 1,166,000 | 36 | 2,397,000 | 27 | 1,200,000 | 11 |
| 11-18-19 | 1,650,000 | 393 | 1,295,000 | 43 | 1,475,000 | 44 | 1,972,000 | 16 | 1,262,500 | 20 |
| 11-11-19 | 1,649,500 | 436 | 1,298,500 | 46 | 1,203,000 | 45 | 1,999,000 | 17 | 1,195,000 | 31 |
| 11-04-19 | 1,649,500 | 460 | 1,280,000 | 40 | 1,225,000 | 54 | 1,890,000 | 15 | 1,298,000 | 49 |
| 10-28-19 | 1,695,000 | 463 | 1,295,000 | 35 | 1,498,500 | 53 | 2,595,000 | 17 | 1,100,000 | 21 |
| 10-21-19 | 1,690,000 | 497 | 1,195,000 | 43 | 1,445,000 | 53 | 1,980,000 | 12 | 1,295,000 | 41 |

Marin County Luxury Home Sales

Sales Prices of \$2,500,000 & Above, by Quarter

The market for luxury homes fluctuates seasonally, with spring (Q2) typically the dominant selling season of the year.



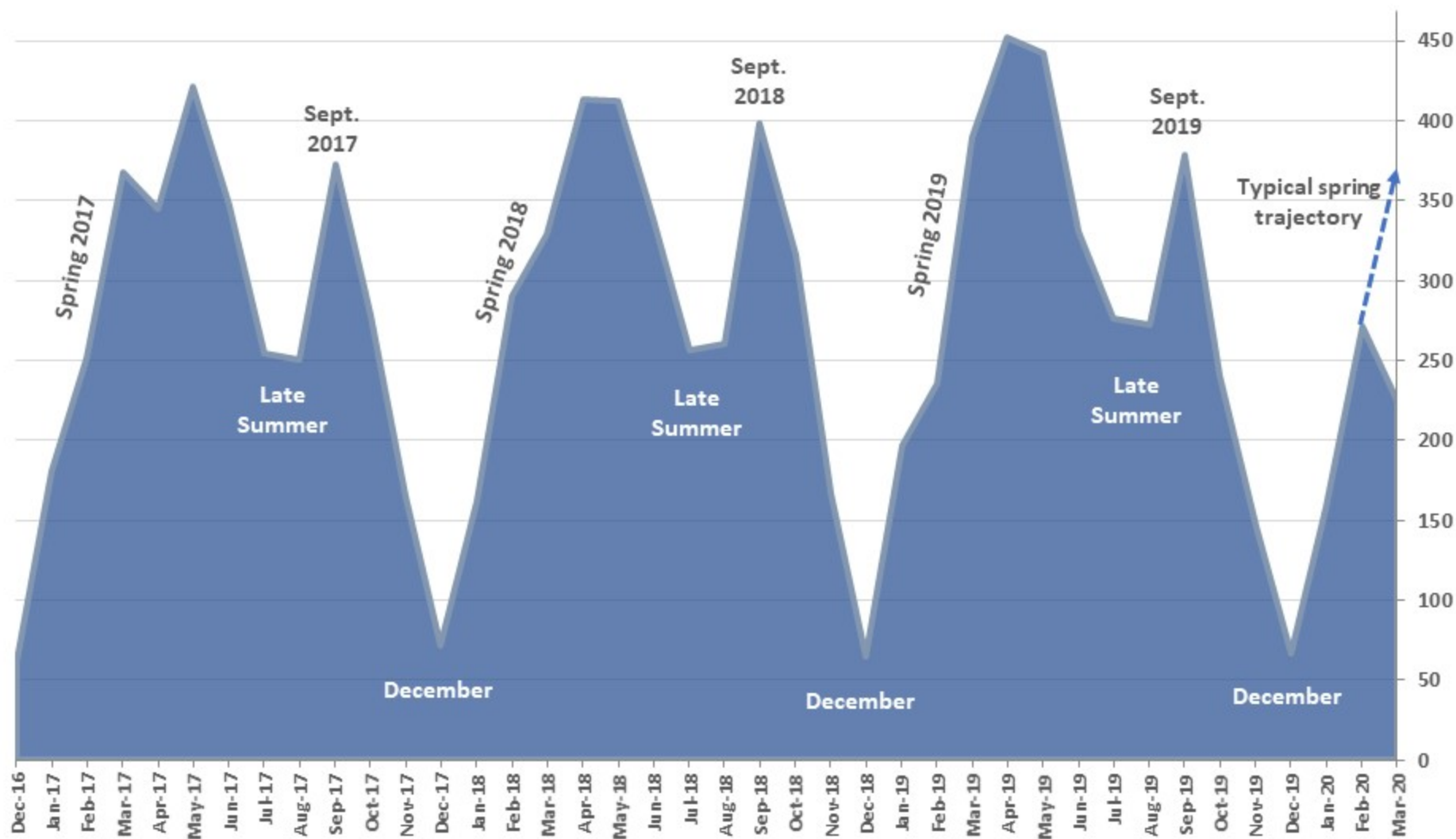
Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

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New Listings Coming on Market

Seasonality & the Marin County Homes Market

MLS house and condo listing activity, per Broker Metrics.



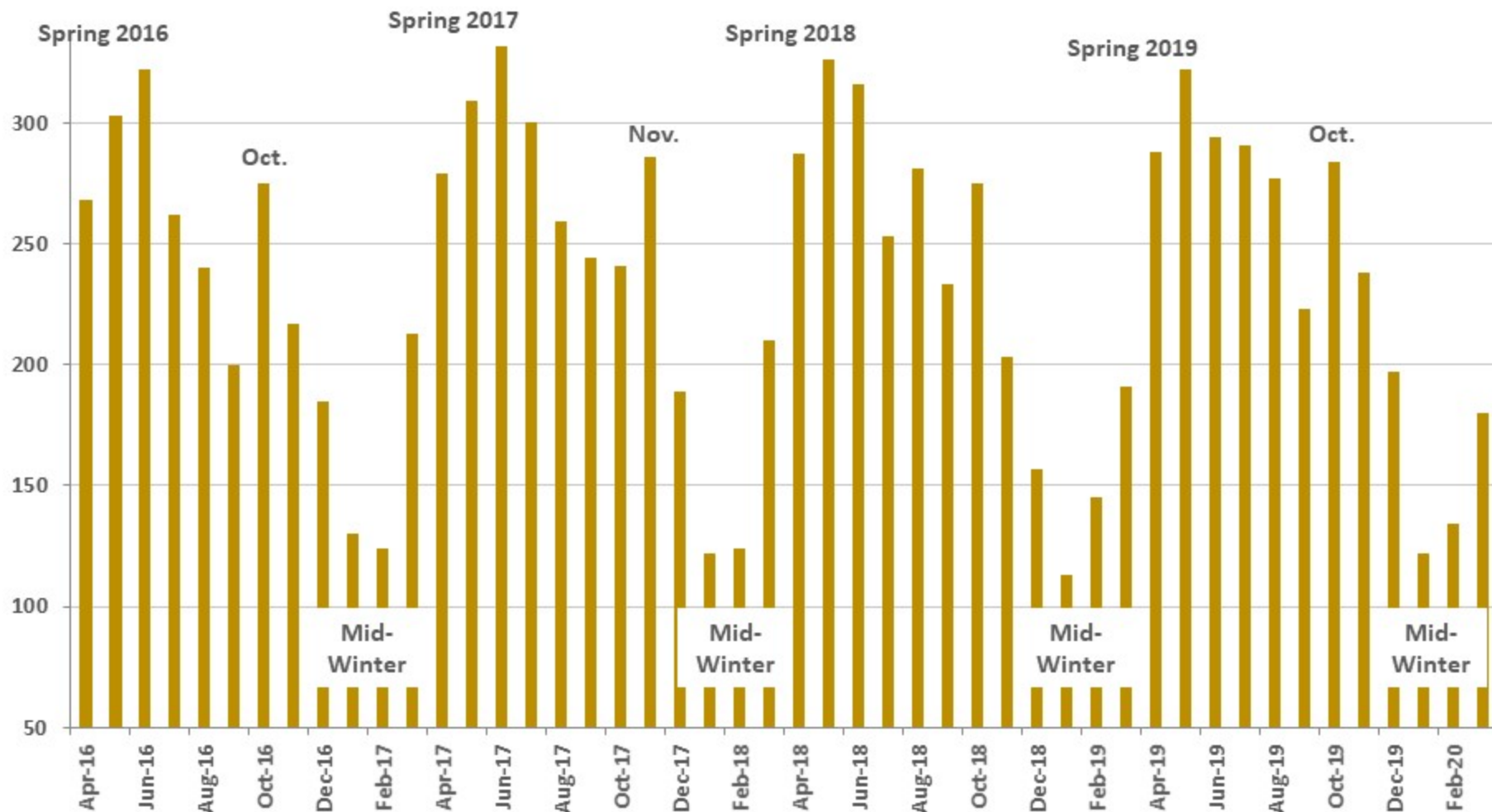
Data from sources deemed reliable, but may contain errors and subject to revision.
Based upon MLS activity. All numbers approximate.

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Marin Home Sales by Month

Seasonality & the Marin Real Estate Market

MLS house and condo sales,
per Broker Metrics



Closed sales typically follow offer acceptance by 3 to 6 weeks. March sales mostly reflect February market activity.

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

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