MARIN COUNTY MARKET UPDATE | Q2 2018 WRAP-UP

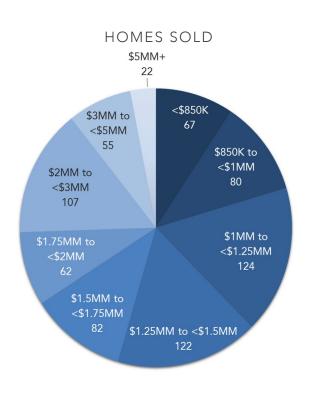


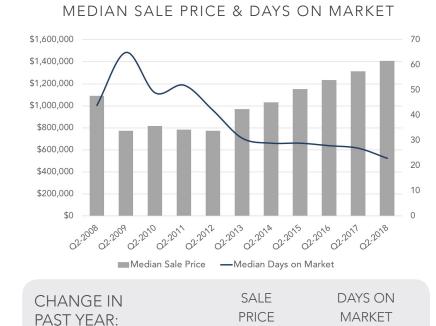
The value of homes in Marin County continue to rise. One-fourth of all single-family homes that sold were \$2MM or more while the median sale price hit \$1.41MM for the county; this represents a year-over-year gain of 7%. This increase in sales price happened while the overall number of home sales dropped by 3%. Homes are also selling faster; the median market time dropped to 23 days, which is a 15% decrease from last year.

Though the number of sales county-wide is down compared to last year, certain cities saw a spike; Belvedere, Greenbrae, Mill Valley, and San Rafael had the largest increase in number of sales.

Stinson Beach saw the largest drop in market time, while Novato received the largest boost in sales price compared with last year.

SINGLE FAMILY HOMES





+7%

YEAR-OVER-YEAR MARKET COMPARISON

	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
REGION	Q2-2017	Q2-2018	% Change	Q2-2017	Q2-2018	% Change	Q2-2017	Q2-2018	% Change
Belvedere	13	17	31%	31	38	23 %	\$3,500,000	\$3,300,000	▼ 6%
Corte Madera	23	16	~ 30%	12	21	~ 75%	\$1,511,000	\$1,437,500	▼ 5%
Fairfax	30	30	0%	26	20	→ 23%	\$962,500	\$945,500	~ 2%
Greenbrae	12	15	25%	21	15	▼ 29%	\$1,700,500	\$1,660,000	~ 2%
Kentfield	27	22	▼ 19%	12	13	* 8%	\$2,400,000	\$2,492,500	4 %
Larkspur	27	22	▼ 19%	15	16	~ 7%	\$1,765,000	\$1,930,000	9 %
Mill Valley	111	130	17%	25	17	▼ 32%	\$1,600,000	\$1,722,500	* 8%
Novato	153	135	▼ 12%	28	25	▼ 11%	\$925,000	\$1,100,000	1 9%
Ross	17	17	0%	27	30	1 1%	\$2,785,000	\$2,600,000	~ 7%
San Anselmo	57	55	~ 4%	24	21	- 13%	\$1,400,000	\$1,375,000	~ 2%
San Rafael	150	176	17%	28	23	→ 18%	\$1,146,650	\$1,235,000	8 %
Sausalito	31	12	→ 61%	31	68	119%	\$1,954,000	\$1,952,000	0%
Stinson Beach	9	7	~ 22%	42	18	→ 57%	\$2,400,000	\$2,100,000	- 13%
Tiburon	53	35	▼ 34%	33	35	~ 6%	\$2,700,000	\$2,977,500	1 0%
All Marin County	741	721	- 3%	27	23	- 15%	\$1,315,000	\$1,410,000	~ 7%

-15%