



As we continue through summer, the Marin market is seeing a slight shift into more buyer-friendly territory. The median sale price was 5% lower last month than it was at the same time last year. Similarly, homes are staying on the market a bit longer at a median market time of 29 days. Homebuyers are taking advantage as there were nearly 7% more sales last month compared with July of 2018. About four out of ten homes sold over its list price, with purchasers paying an average of 1.2% over asking. There are currently 493 homes for sale across the county, ranging in price from \$415K to just under \$30M.

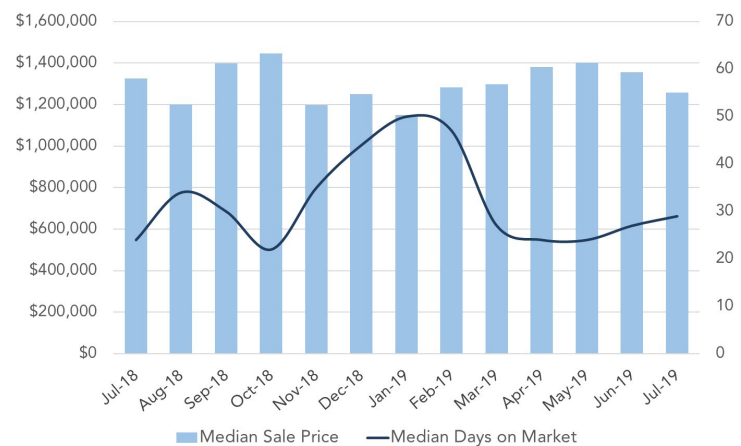
With the average rents in Marin increasing on a year-over-year basis (per RentCafe.com) and benchmark mortgage rates dropping to an amazingly low 3.6% for a 30-year fixed (per FreddieMac.com), now is a great time for potential purchasers to get their own home in Marin County.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	JULY-'19	JULY-'18	%Δ
MEDIAN			
SALE PRICE	\$1,257,000	\$1,325,000	-5.1%
DAYS ON MARKET	29	25	+16.0%
\$ / SQ. FT.	\$679	\$708	-4.1%
TOTAL			
HOMES SOLD	219	205	+6.8%
HOMES ON MARKET FOR SALE	493	426	+15.7%
% OF PROPERTIES SOLD OVER LIST PRICE	41.6%	49.3%	-7.7%
% OF LIST PRICE RECEIVED (AVERAGE)	101.2%	102.1%	-0.9%



CHANGE IN PAST MONTH: SALE PRICE **-7.2%** DAYS ON MARKET **+7.4%**

YEAR-OVER-YEAR REGION COMPARISON (MOST RECENT QUARTER)

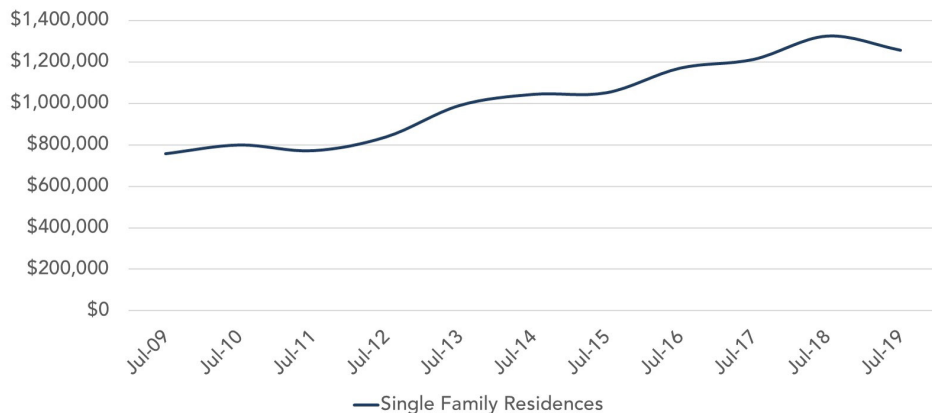
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ
Belvedere	20	17	▲ 18%	29	38	▼ 24%	\$3,370,000	\$3,300,000	▲ 2%
Corte Madera	40	17	▲ 135%	21	24	▼ 13%	\$1,565,278	\$1,425,000	▲ 10%
Fairfax	25	30	▼ 17%	23	21	▲ 10%	\$1,050,000	\$945,500	▲ 11%
Greenbrae	16	15	▲ 7%	24	25	▼ 4%	\$1,780,000	\$1,660,000	▲ 7%
Kentfield	35	22	▲ 59%	29	19	▲ 53%	\$2,360,000	\$2,492,500	▼ 5%
Larkspur	27	23	▲ 17%	22	17	▲ 29%	\$2,195,000	\$2,000,000	▲ 10%
Mill Valley	98	131	▼ 25%	17	19	▼ 11%	\$1,650,000	\$1,725,000	▼ 4%
Novato	147	132	▼ 11%	30	27	▲ 11%	\$957,000	\$1,100,000	▼ 13%
Ross	14	17	▼ 18%	26	30	▼ 13%	\$3,250,000	\$2,600,000	▲ 25%
San Anselmo	60	54	▲ 11%	25	20	▲ 25%	\$1,425,000	\$1,387,500	▲ 3%
San Rafael	163	174	▼ 6%	26	23	▲ 13%	\$1,220,000	\$1,225,000	▼ 0%
Sausalito	11	12	▲ 8%	24	68	▼ 65%	\$2,195,000	\$1,952,000	▲ 12%
Stinson Beach	5*	7*	▼ 29%	36	18	▲ 100%	\$1,925,000	\$2,100,000	▼ 8%
Tiburon	26	34	▼ 24%	36	33	▲ 9%	\$2,787,500	\$3,026,250	▼ 8%
All Marin County	710	715	▼ 1%	25	24	▲ 4%	\$1,385,500	\$1,403,000	▼ 1%

*Small sample size (n<10); use caution when interpreting results.
Sources: BAREIS, Data for Single Family Detached Homes. 4/01/2019 - 6/30/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



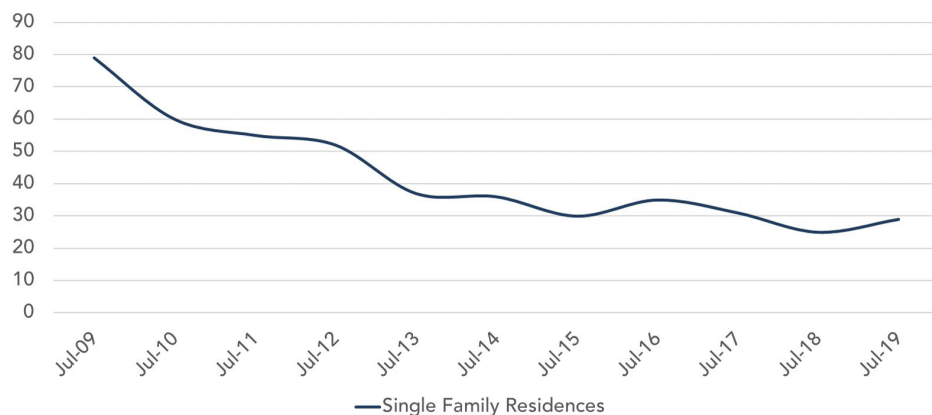
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



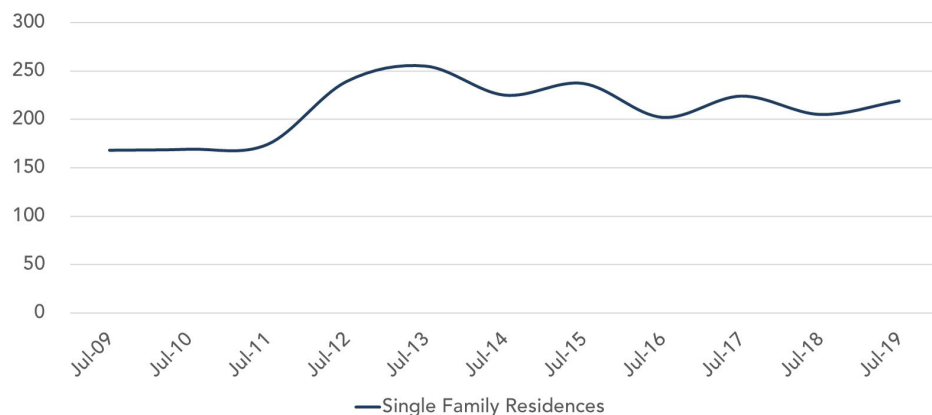
Single Family Residences
\$1,257,000
 -5.1% year-over-year

MEDIAN MARKET TIME



Single Family Residences
29 days
 +4 days year-over-year

NUMBER OF SALES



Single Family Residences
219
 +6.8% year-over-year