



The Marin market is winding down for the holidays. The median sale price for November has decreased to just under \$1.2MM. This is a 17% drop from the October record of \$1.44MM and a 1% decrease from this time last year.

The number of properties sold has also dropped, with November coming in at 154 single family homes sold, representing a 25% decrease from October (208), and a 28% dip from November of last year (215).

Looking across properties sold, four out of ten homes sold over their list price and 100% of the total list price was obtained. There are currently 272 single family homes listed for sale in Marin County, ranging from \$499K to \$15MM.

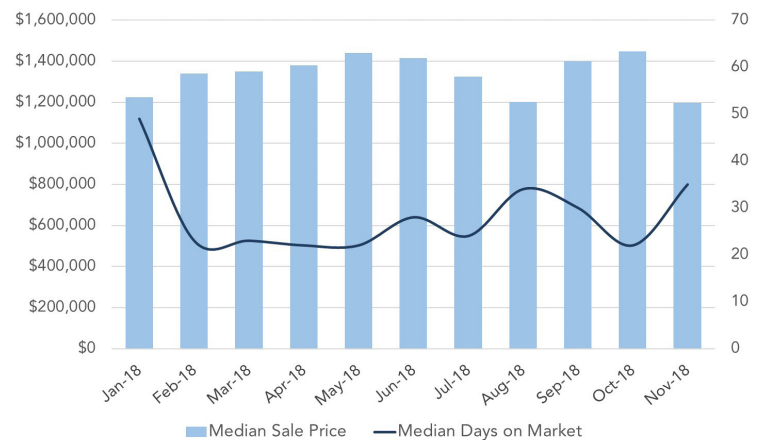
The cities with the highest year-over-year increase in number of sales include Kentfield and Belvedere, while the largest drop in median market time occurred in Tiburon.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

YTD 2018

	NOV-'18	NOV-'17	%Δ
MEDIAN			
SALE PRICE	\$1,197,500	\$1,215,000	-1.4%
DAYS ON MARKET	35	36	-2.8%
\$ / SQ. FT.	\$660	\$641	+3.0%
TOTAL			
HOMES SOLD	154	215	-28.4%
HOMES CURRENTLY FOR SALE	272	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	40.9%	47.9%	-7.0%
% OF LIST PRICE RECEIVED (AVERAGE)	100.0%	102.0%	-2.0%



CHANGE IN PAST MONTH: SALE PRICE **-17%** DAYS ON MARKET **+59%**

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	NOV-'18	NOV-'17	%Δ	NOV-'18	NOV-'17	%Δ	NOV-'18	NOV-'17	%Δ
Belvedere	6	2*	▲ 200%	33	37	▼ 11%	\$3,422,500	\$2,620,000	▲ 31%
Corte Madera	4*	10	▼ 60%	20	30	▼ 33%	\$1,477,500	\$1,407,500	▲ 5%
Fairfax	4*	7	▼ 43%	23	22	▲ 5%	\$1,150,000	\$876,000	▲ 31%
Greenbrae	8	7	▲ 14%	38	26	▲ 46%	\$1,860,000	\$1,595,000	▲ 17%
Kentfield	13	3*	▲ 333%	22	14	▲ 57%	\$2,700,000	\$1,450,000	▲ 86%
Larkspur	9	5	▲ 80%	20	36	▼ 44%	\$1,500,000	\$2,342,000	▼ 36%
Mill Valley	21	25	▼ 16%	52	40	▲ 30%	\$1,750,000	\$1,485,000	▲ 18%
Novato	31	50	▼ 38%	38	38	0%	\$910,000	\$872,750	▲ 4%
Ross	4*	6	▼ 33%	33	37	▼ 11%	\$1,682,500	\$2,237,500	▼ 25%
San Anselmo	17	17	0%	24	44	▼ 45%	\$1,310,000	\$1,300,000	▲ 1%
San Rafael	31	50	▼ 38%	40	33	▲ 21%	\$989,000	\$1,105,000	▼ 10%
Sausalito	4*	6	▼ 33%	13	38	▼ 66%	\$2,197,500	\$1,640,000	▲ 34%
Stinson Beach	2*	1*	▲ 100%	87	14	▲ 521%	\$2,812,500	\$6,275,000	▼ 55%
Tiburon	9	10	▼ 10%	24	57	▼ 58%	\$2,375,000	\$2,670,500	▼ 11%
All Marin County	154	215	▼ 28%	35	36	▼ 3%	\$1,197,500	\$1,215,000	▼ 1%

* Small sample size (n<5); use caution when interpreting results.
Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2018 - 11/30/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy.
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