



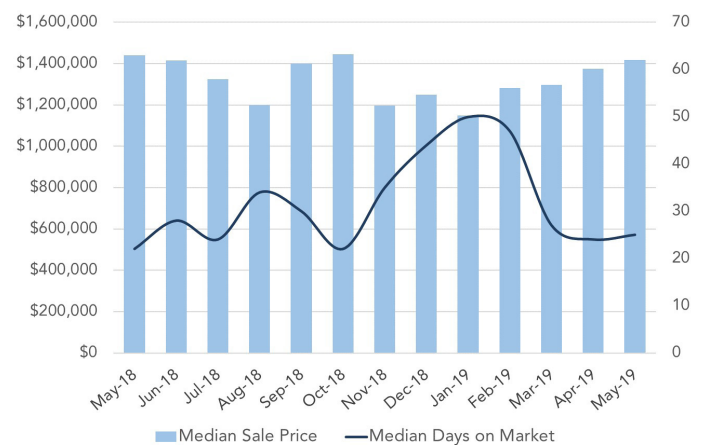
Spring brings strength to the market, though metrics are cooler compared with the booming Spring of 2018. The median sale price of single family homes ticked down 1.6% to \$1,418,500, while the median market time increased 3 days but remains competitive at 25 days. The number of homes sold is at parity with last year at a total of 252. Half of homes sold over their list price, with purchasers paying an average of 2.1% over asking. There are currently 553 single family homes listed for sale in Marin County, ranging in price from \$430K to just under \$30M.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	MAY-'19	MAY-'18	%Δ
MEDIAN			
SALE PRICE	\$1,418,500	\$1,441,500	-1.6%
DAYS ON MARKET	25	22	+13.6%
\$ / SQ. FT.	\$700	\$711	-1.5%
TOTAL			
HOMES SOLD	252	254	-0.8%
HOMES CURRENTLY FOR SALE	553	418	+32.3%
% OF PROPERTIES SOLD OVER LIST PRICE	49.2%	56.7%	-7.5%
% OF LIST PRICE RECEIVED (AVERAGE)	102.1%	103.1%	-1.0%



CHANGE IN PAST MONTH: SALE PRICE **+3%** DAYS ON MARKET **+4%**

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

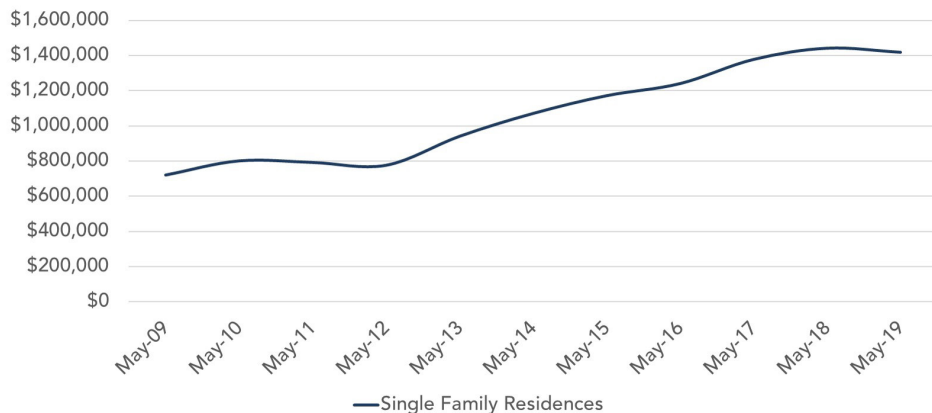
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ
Belvedere	6*	5*	▲ 20%	95	41	▲ 132%	\$3,839,000	\$2,310,000	▲ 66%
Corte Madera	15	11	▲ 36%	32	39	▼ 18%	\$1,585,000	\$1,265,000	▲ 25%
Fairfax	13	8*	▲ 63%	32	20	▲ 60%	\$939,000	\$940,000	0%
Greenbrae	7*	5*	▲ 40%	13	30	▼ 57%	\$2,200,000	\$1,545,000	▲ 42%
Kentfield	12	9*	▲ 33%	65	12	▲ 442%	\$2,057,000	\$2,650,000	▼ 22%
Larkspur	11	11	0%	60	29	▲ 107%	\$1,850,000	\$1,950,000	▼ 5%
Mill Valley	46	45	▲ 2%	29	19	▲ 53%	\$1,525,000	\$1,500,000	▲ 2%
Novato	86	89	▼ 3%	41	26	▲ 58%	\$975,000	\$965,000	▲ 1%
Ross	5*	1*	▲ 400%	9	8	▲ 13%	\$2,250,000	\$4,205,000	▼ 46%
San Anselmo	26	22	▲ 18%	21	22	▼ 5%	\$1,265,000	\$1,432,000	▼ 12%
San Rafael	75	85	▼ 12%	44	26	▲ 69%	\$1,149,000	\$1,050,000	▲ 9%
Sausalito	10	9*	▲ 11%	29	57	▼ 49%	\$2,162,500	\$1,800,000	▲ 20%
Stinson Beach	2*	4*	▼ 50%	99	75	▲ 32%	\$3,973,750	\$2,513,750	▲ 58%
Tiburon	8*	25	▼ 68%	20	21	▼ 5%	\$2,430,000	\$2,690,000	▼ 10%
All Marin County	347	351	▼ 1%	36	26	▲ 38%	\$1,250,000	\$1,315,000	▼ 5%

*Small sample size (n<10); use caution when interpreting results. Sources: Bares, Data for Single Family Detached Homes. 1/01/2019 - 3/31/2019 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.



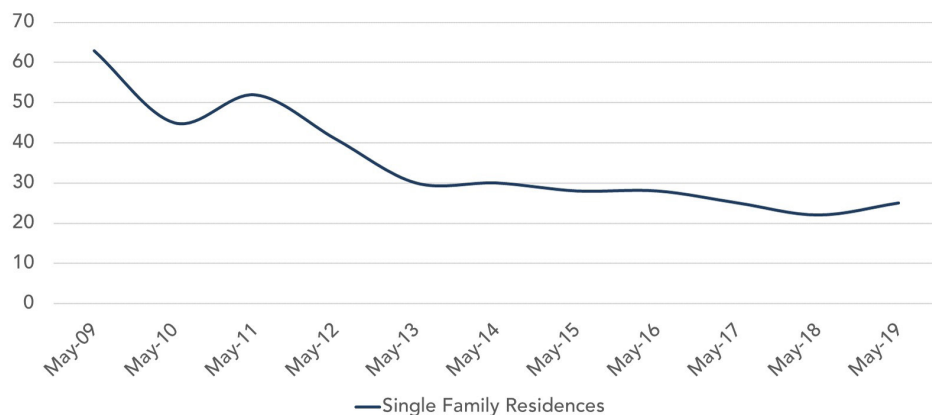
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



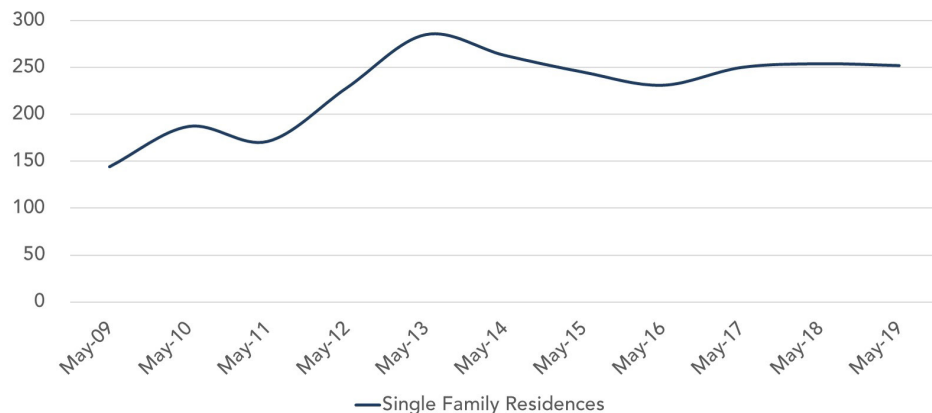
Single Family Residences
\$1,418,500
 -1.6% year-over-year

MEDIAN MARKET TIME



Single Family Residences
25 days
 +3 days year-over-year

NUMBER OF SALES



Single Family Residences
252
 -0.8% year-over-year