



## **Marin County: Quarterly Real Estate Market Dynamics**

Market indicators are often seasonal in nature, with Q2 typically being the period of highest demand, and the mid-winter holiday period being the period of lowest activity. The pandemic gravely affected early Q2 2020 market activity, but a dramatic rebound occurred in the months following. A few monthly charts have been added to illustrate this dynamic.

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Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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## Marin County Real Estate

### Year-over-Year Q3 Comparisons: Selected Market Indicators

Statistic	Q3 2016	Q3 2017	Q3 2018	Q3 2019	Q3 2020
Median House Sales Price	\$1,200,000	\$1,225,000	\$1,300,000	\$1,280,000	\$1,550,000
Median Condo Sales Price	\$600,000	\$618,000	\$640,000	\$630,000	\$727,000
Avg. House \$/Sq.Ft. Value	\$662/sq.ft.	\$698	\$724	\$702	\$800/sq.ft.
Avg. Condo \$/Sq.Ft. Value	\$481/sq.ft.	\$553	\$569	\$545	\$610/sq.ft.
Average Days on Market	51 days	52	47	50	42
Sales Price to Orig. LP %	97.5% of LP	98.6%	97.6%	97.4%	99.1%
Number of Sales	702 sales	803	767	792	1082 sales
% of Listings Sold	50% of listings	60%	55%	51%	63% of listings
# Sales, \$2.5 Million+	55 sales	85	81	83	186 sales
% of Listings Sold, \$2.5m+	24% of listings	42%	34%	28%	51% of listings
# of Sales, \$4 Million+	11 sales	30	20	21	50 sales

Houses and condos unless specified otherwise. Sales reported to MLS, per Broker Metrics. Not all sales are reported. Data from sources deemed reliable, but may contain errors and subject to revision. Q3 2020 sales are estimates using data available in early October; Late reported sales may alter these numbers. All numbers are approximate.

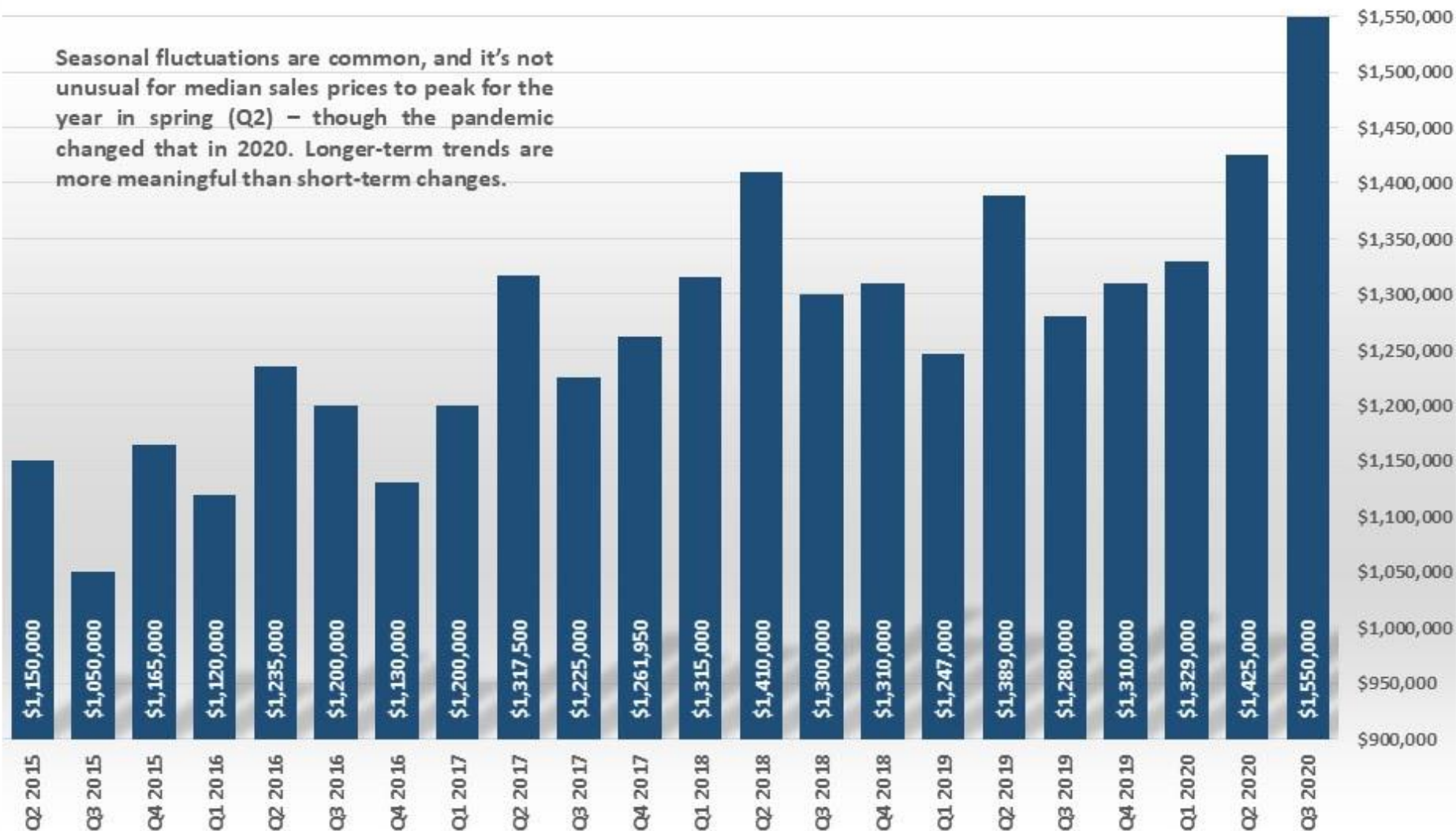
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# Marin County House Price Appreciation

## 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) – though the pandemic changed that in 2020. Longer-term trends are more meaningful than short-term changes.

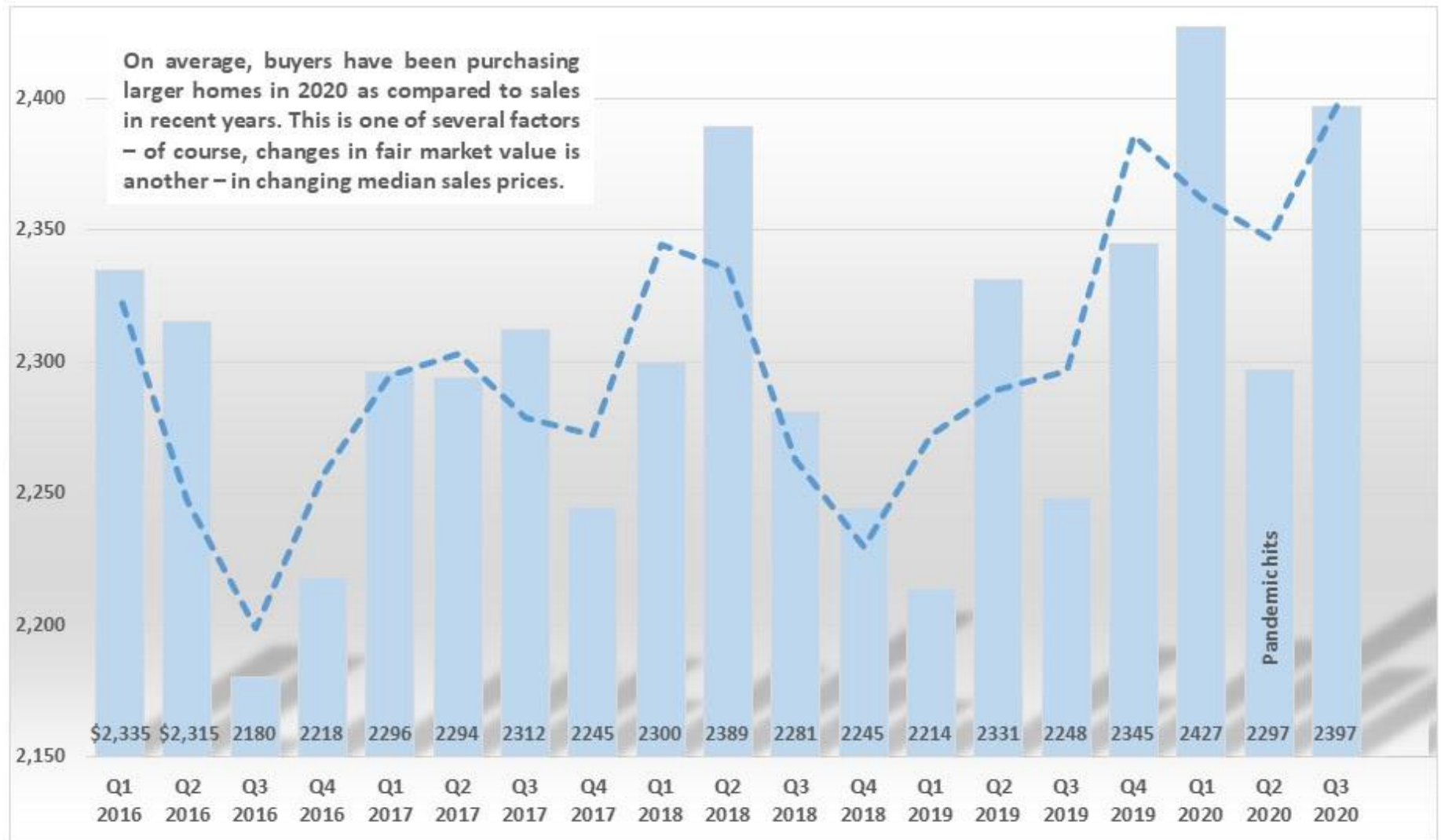


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

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# Marin County Home Sales & Size

Average House Square Footage, by Quarter: 2-Period Moving Average



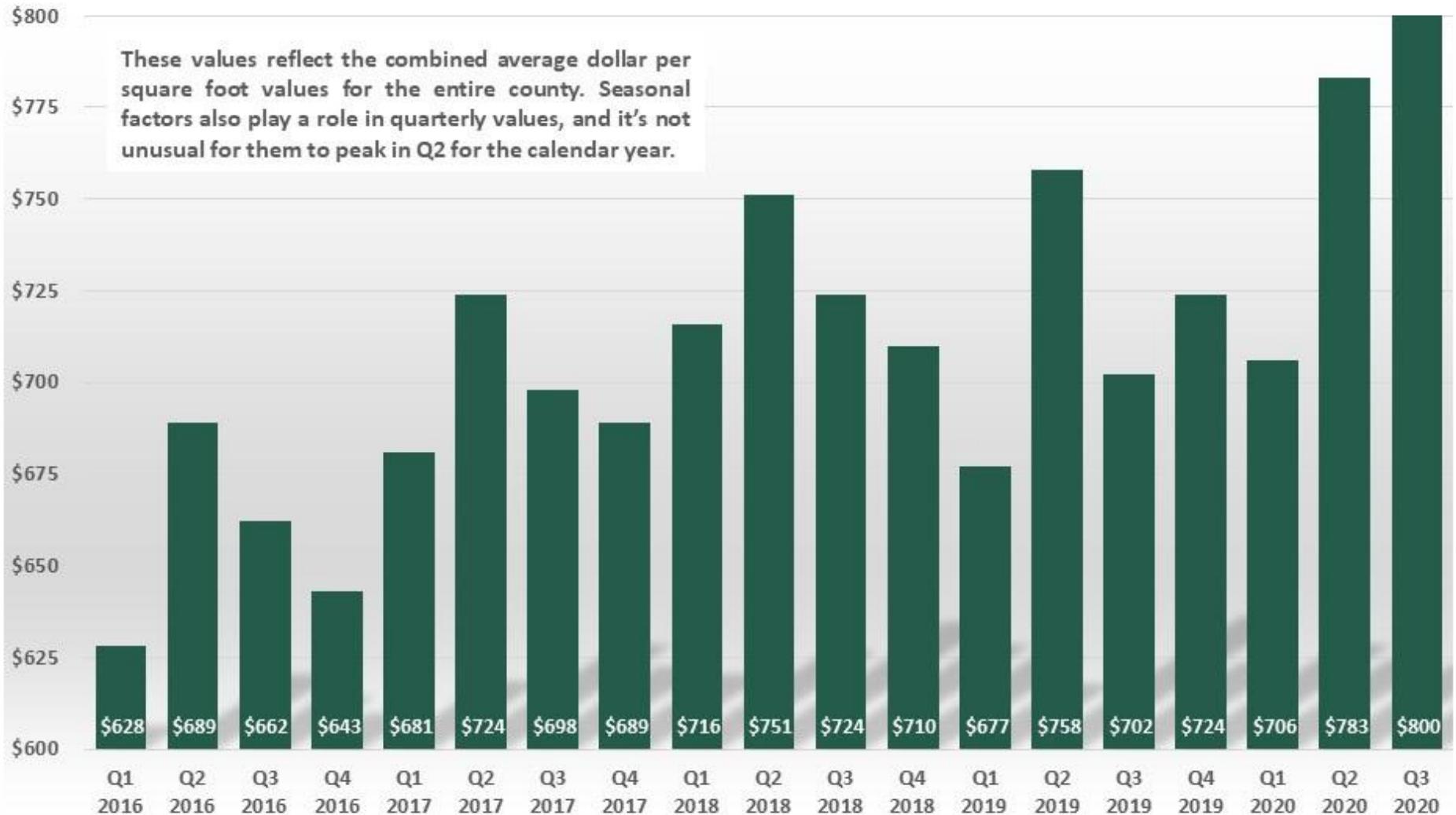
2-period moving average. MLS house sales data per Broker Metrics: deemed reliable but may contain errors and is subject to revision. All numbers approximate.

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## Marin County House Values

### Average Dollar per Square Foot Values, by Quarter

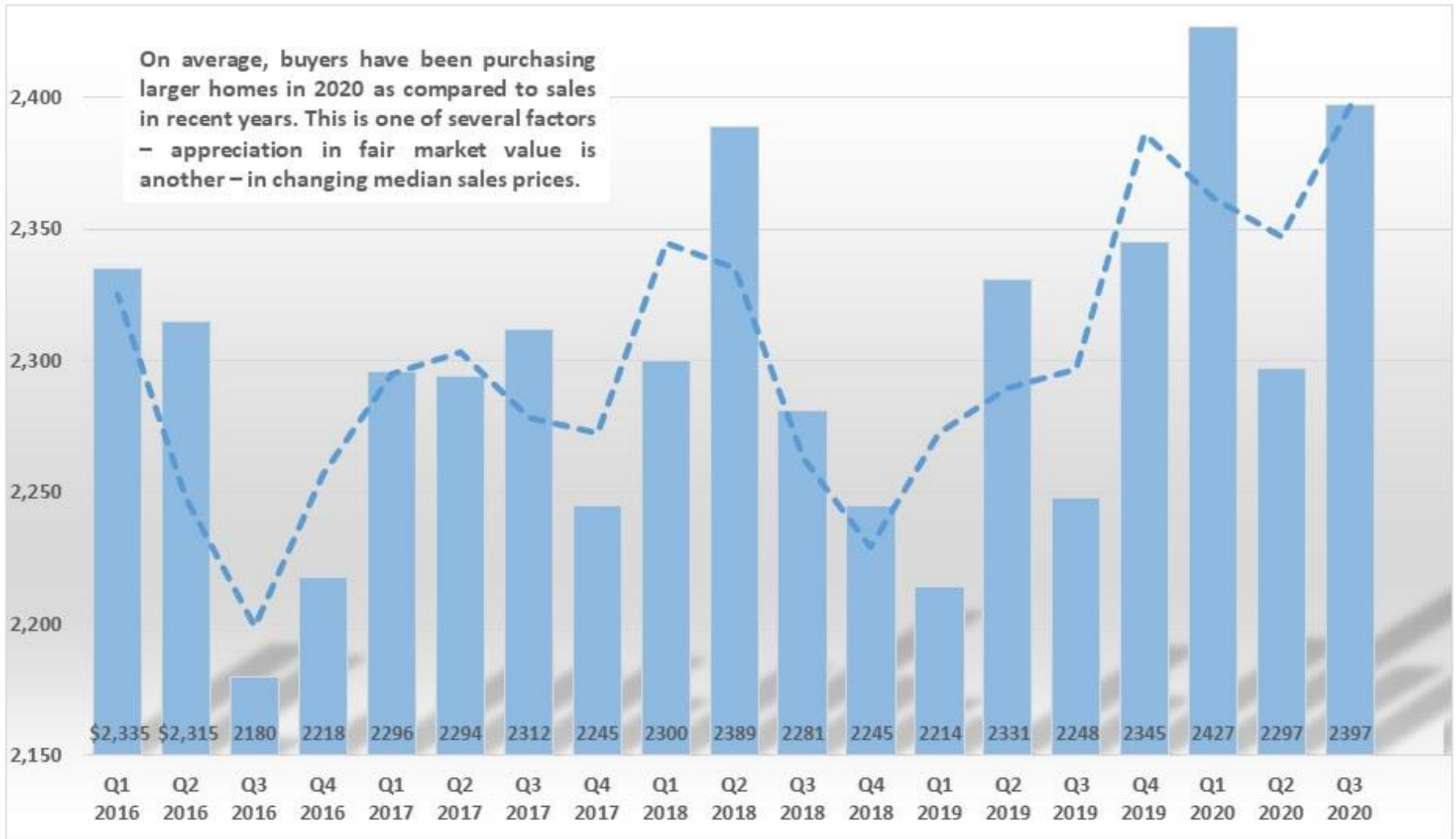


MLS house sales data per Broker Metrics: deemed reliable but may contain errors and is subject to revision. All numbers approximate.

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# Marin County Home Sales & Size

Average House Square Footage, by Quarter: 2-Period Moving Average



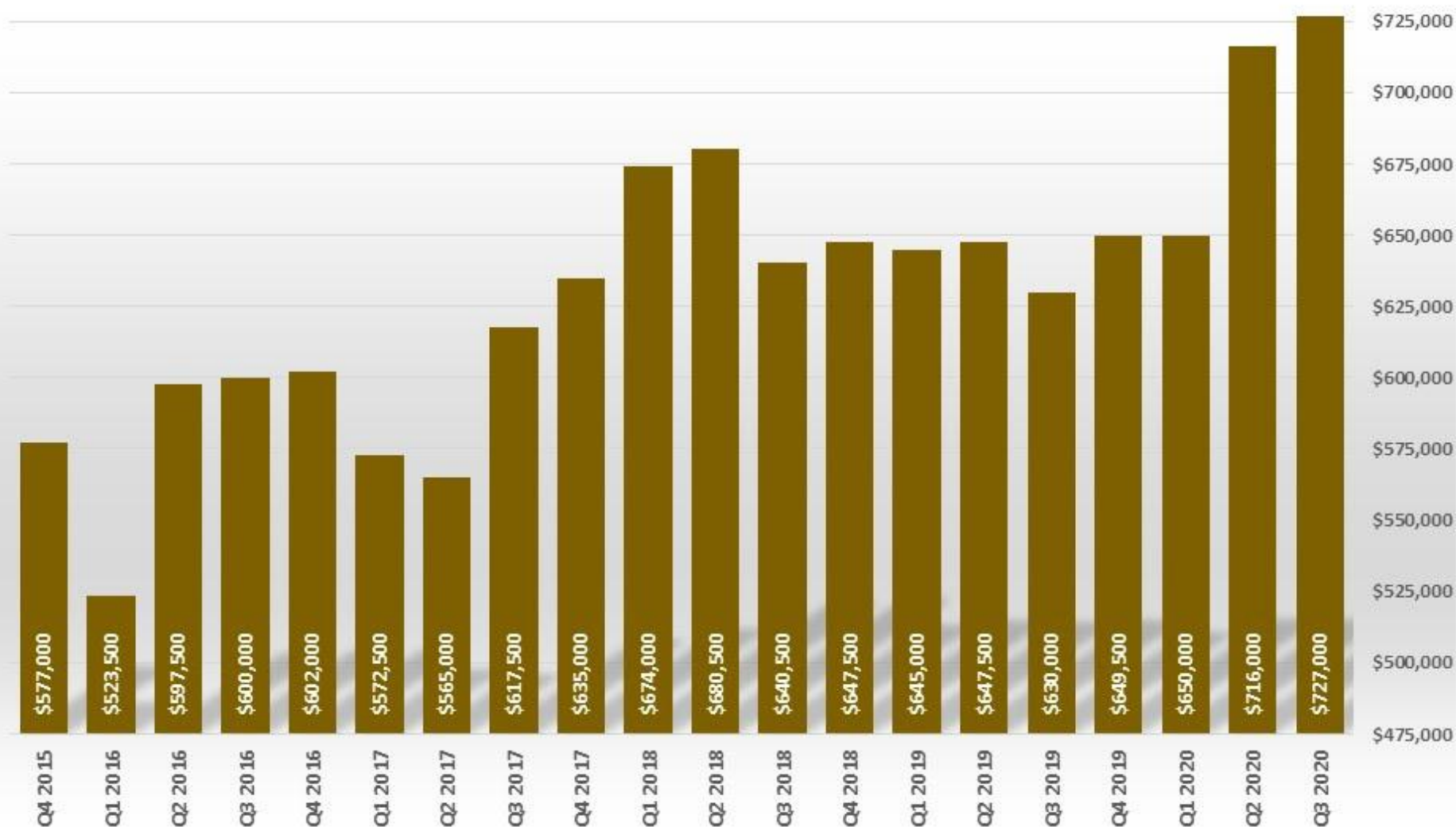
2-period moving average. MLS house sales data per Broker Metrics: deemed reliable but may contain errors and is subject to revision. All numbers approximate.

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## Marin County Condo Prices by Quarter

### Median Condo Sales Prices

As reported to MLS,  
per Broker Metrics



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.

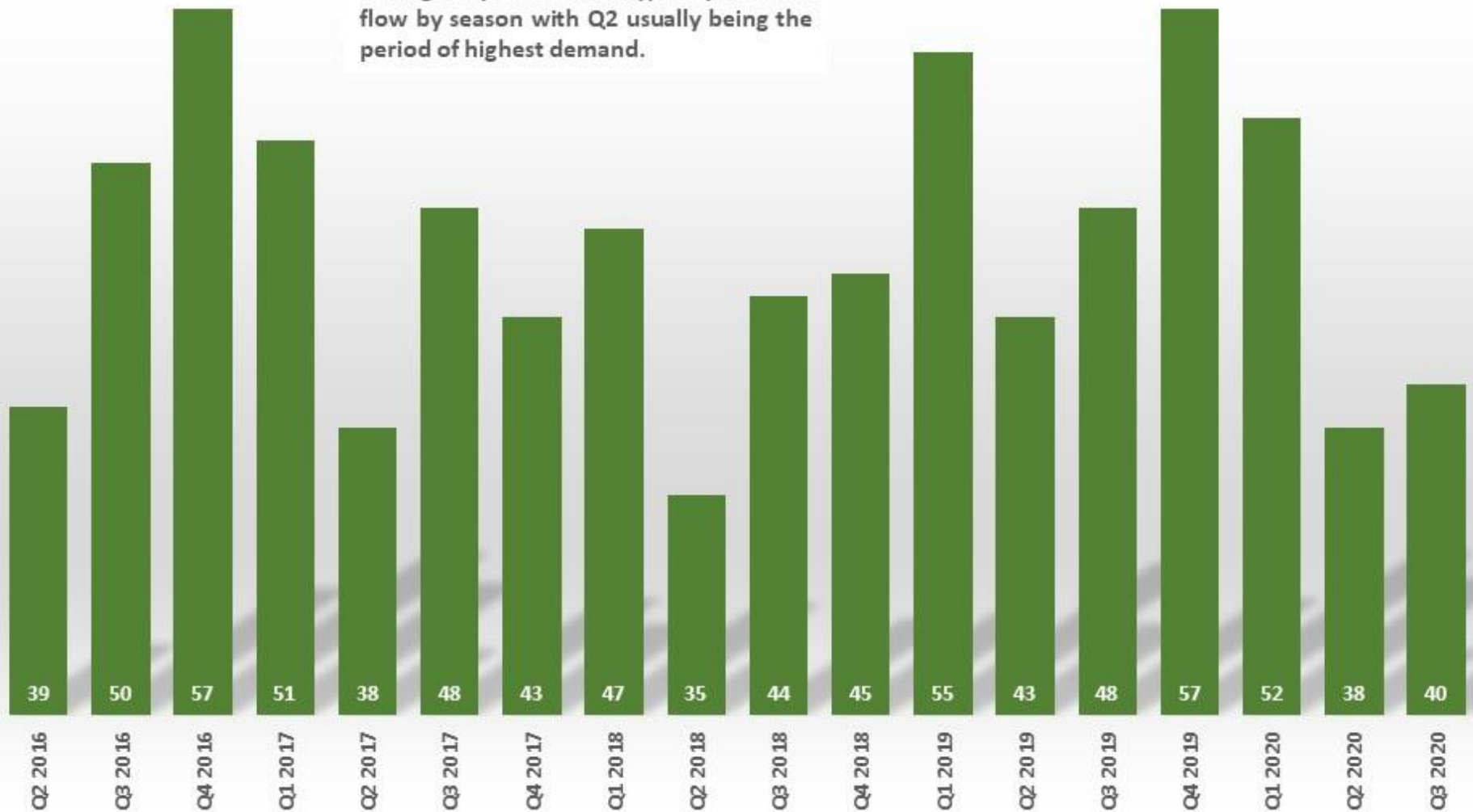
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## Average Days on Market by Quarter

### Marin County Market Dynamics, 2016 to Present

House and condo sales up to \$3 million, as reported to MLS

Average days on market typically ebb and flow by season with Q2 usually being the period of highest demand.



Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Last reading may change with late-reported activity.

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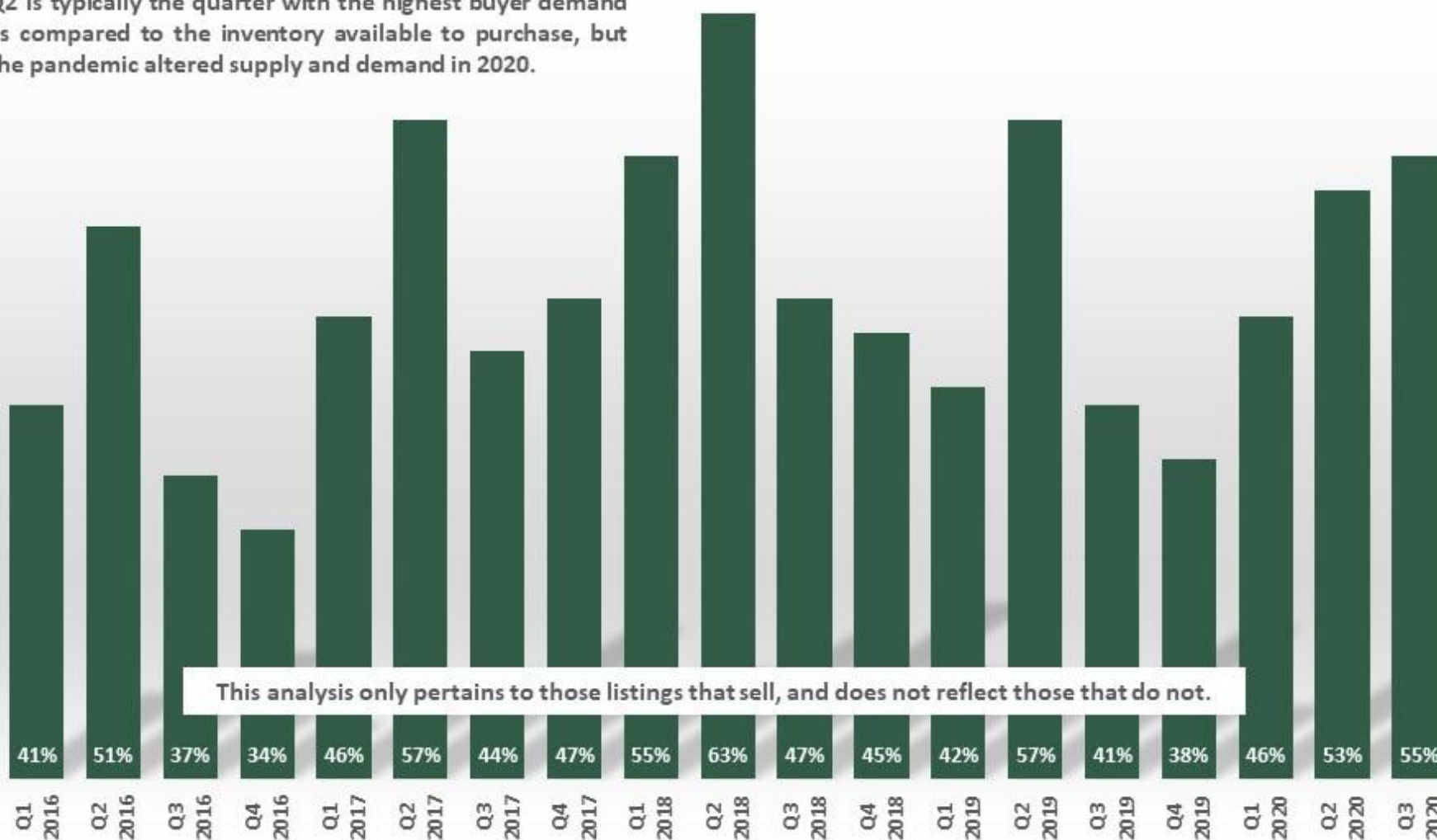


# Percentage of Home Sales Selling Within 30 Days

Marin County Quarterly Market Trends since 2016

House and condo sales  
reported to MLS

Q2 is typically the quarter with the highest buyer demand as compared to the inventory available to purchase, but the pandemic altered supply and demand in 2020.



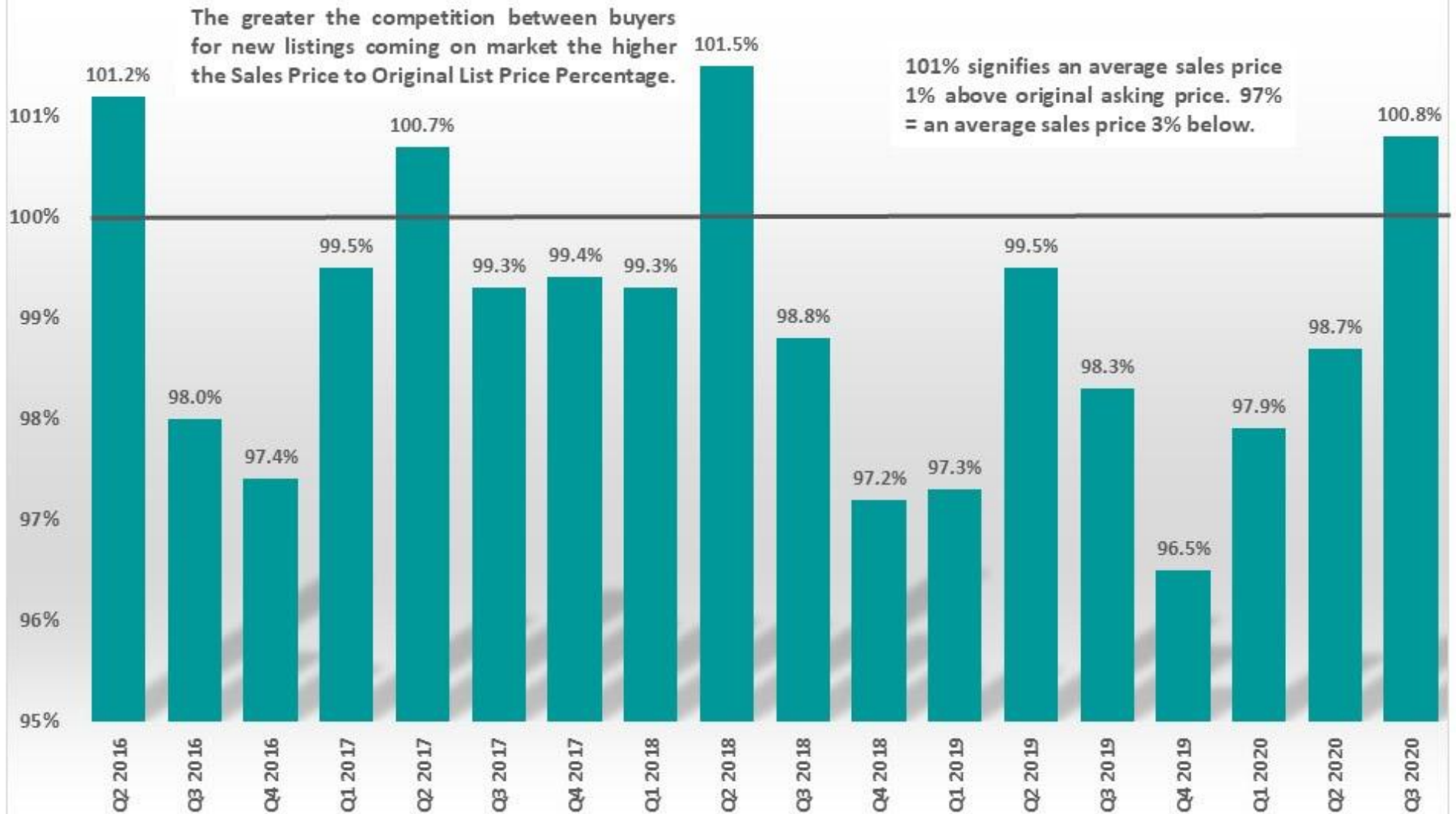
Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last reading may change with late-reported activity.

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## Sales Price to Original List Price % by Quarter

### Marin County Market Dynamics, 2016 to Present

House and condo sales up to \$3 million, as reported to MLS

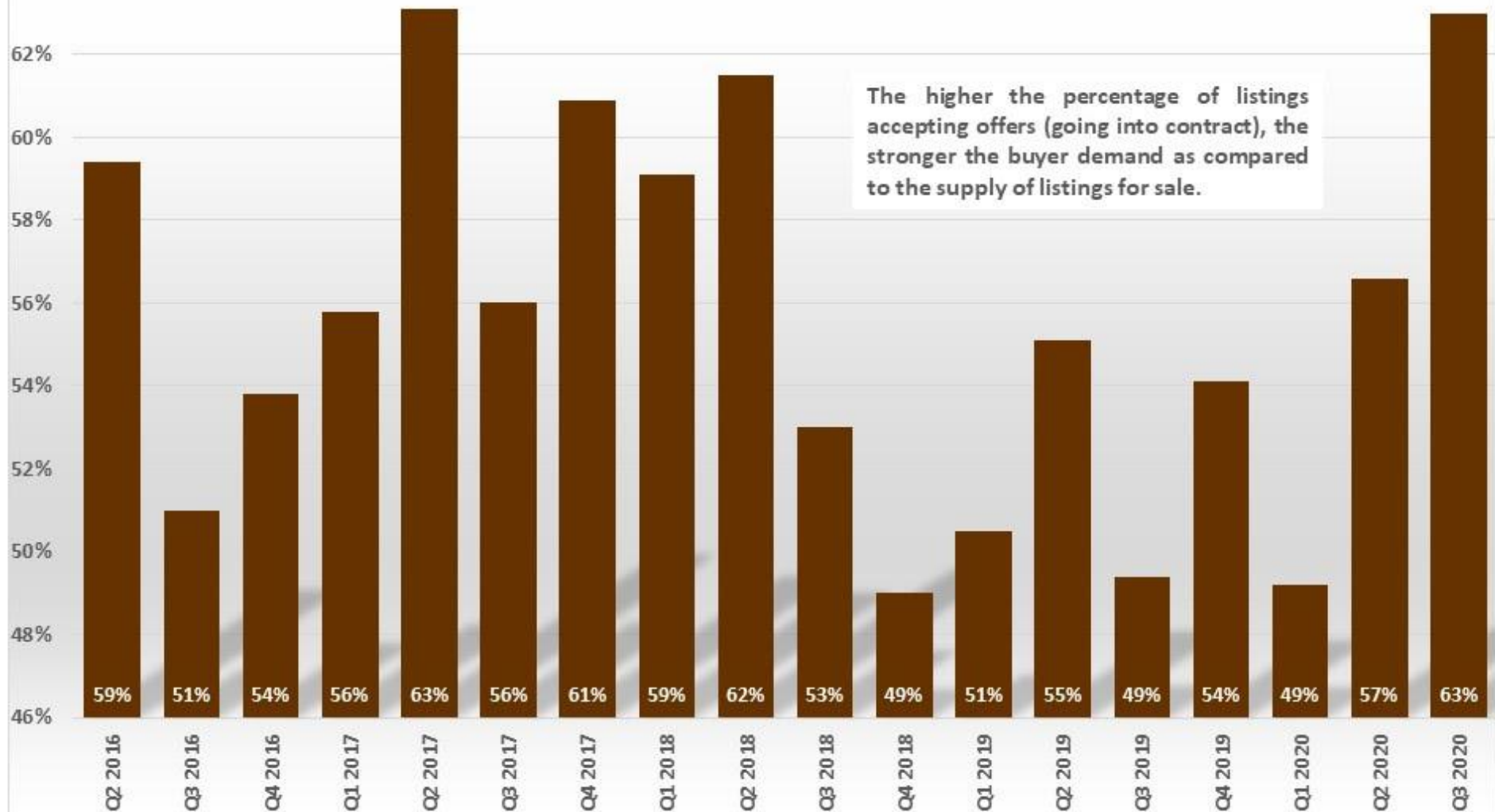


Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Last reading may change with late-reported activity.

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## Percentage of Listings Accepting Offers by Quarter

### Marin County Market Dynamics, 2016 to Present



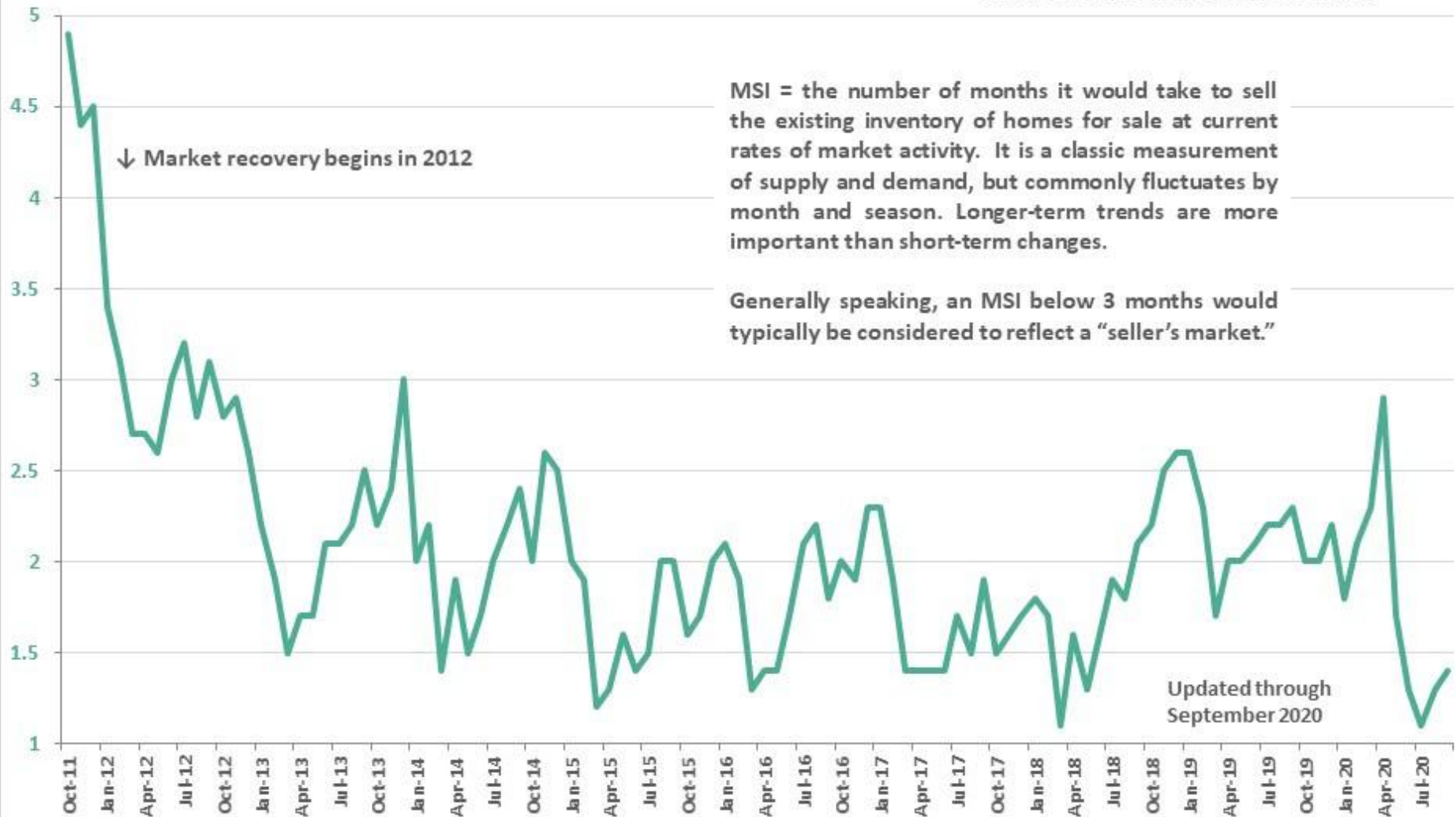
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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## Months Supply of Inventory (MSI)

### Marin County Real Estate Market since 2011

Based upon accepted offer activity for Marin houses and condos in MLS per Broker Metrics



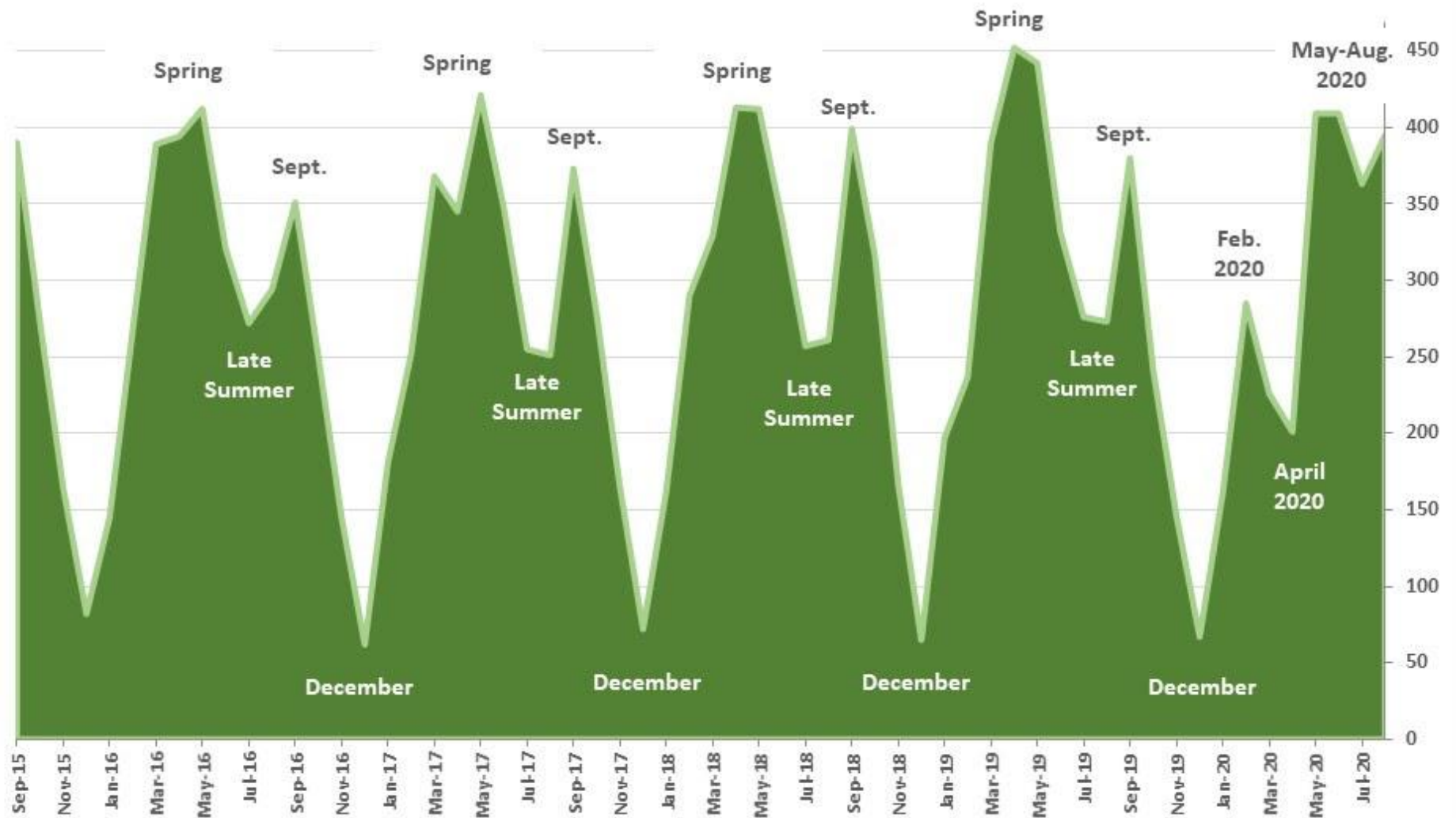
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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# New Listings Coming on Market

## Seasonality & the Marin County Homes Market

MLS house and condo listing activity, per Broker Metrics.



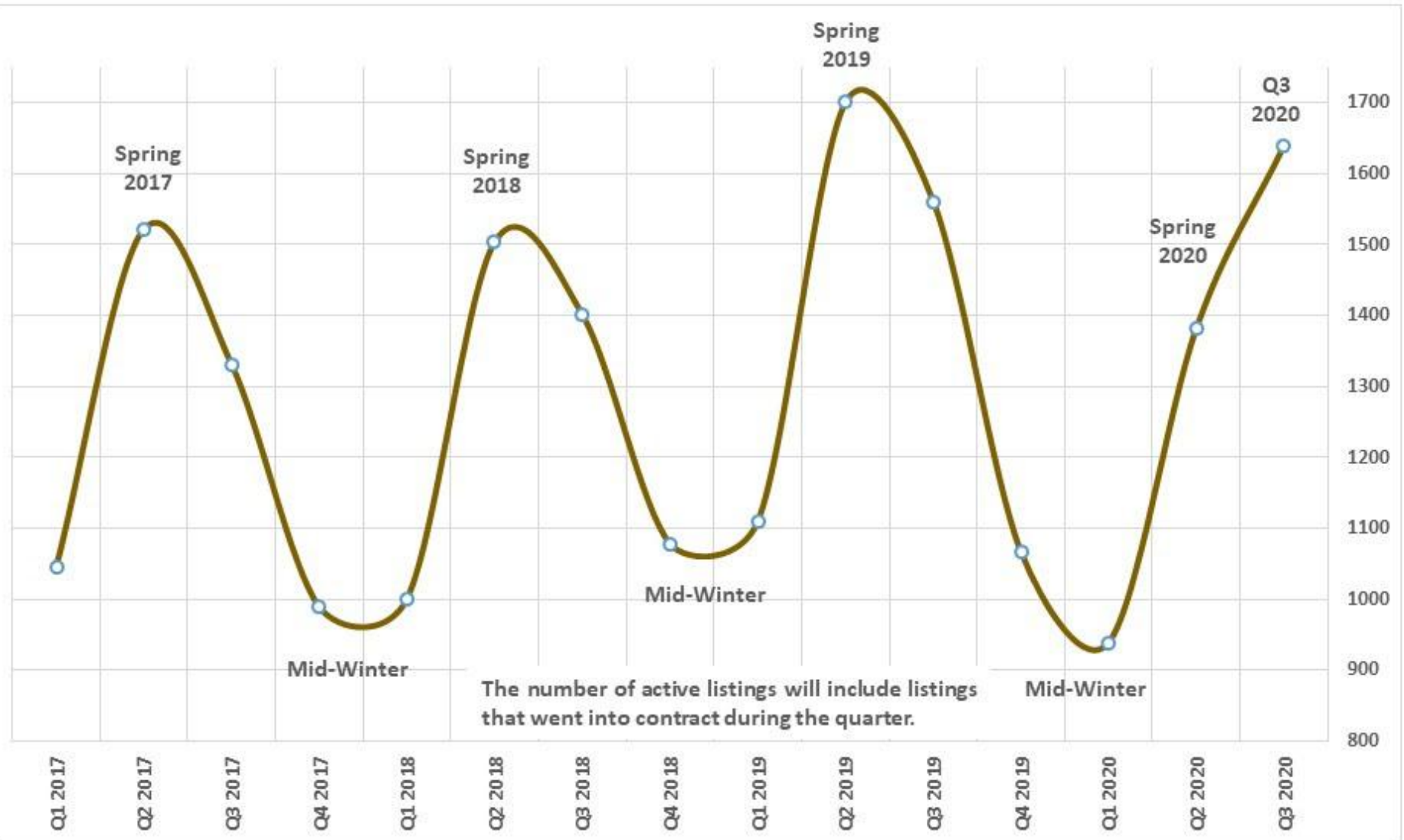
Data from sources deemed reliable, but may contain errors and subject to revision.  
Based upon MLS activity. All numbers approximate.

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## Active Listings on Market in Quarter

### Marin County Market Dynamics & Seasonality



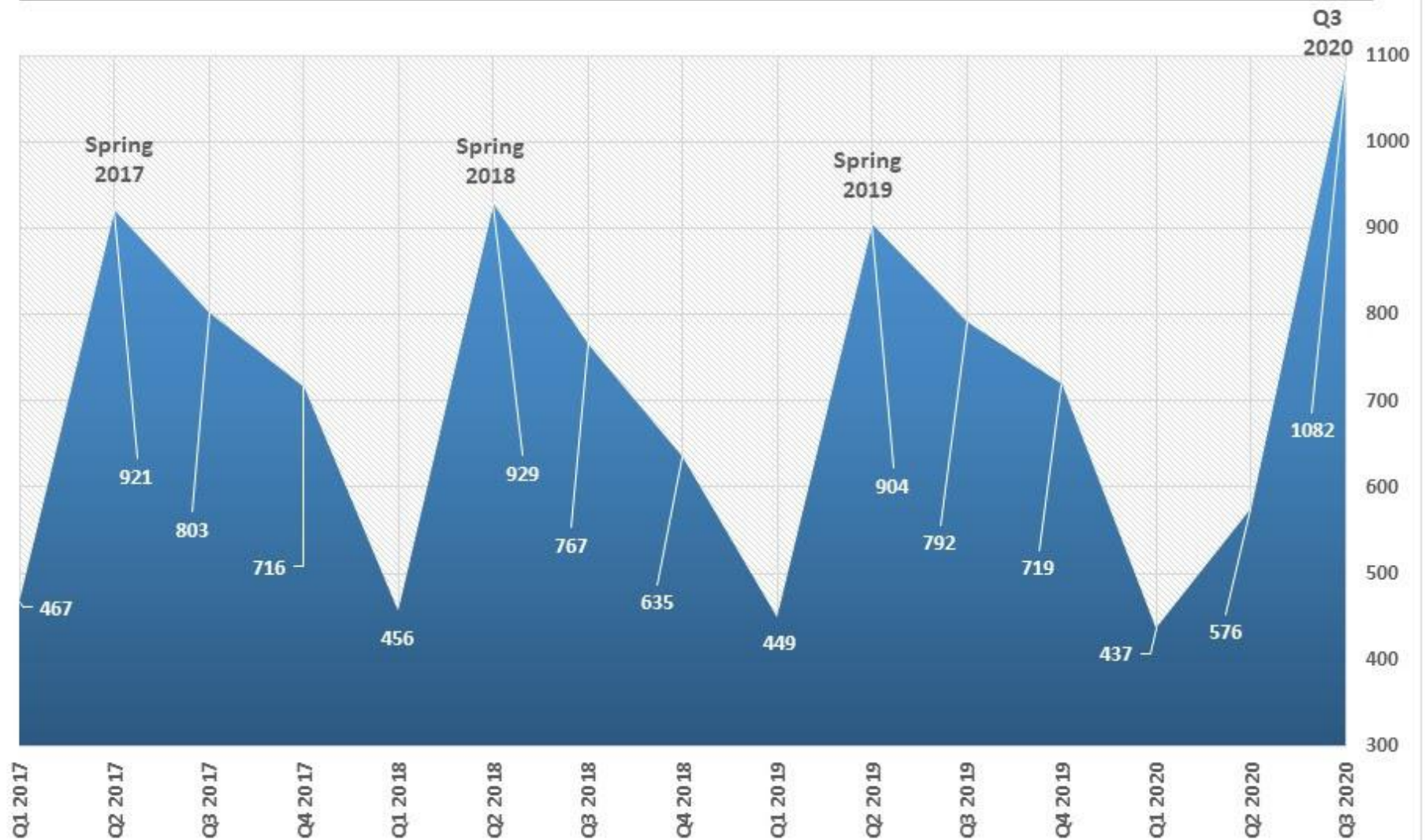
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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## Sales Volume by Quarter since 2017

### Marin County Market Dynamics & Seasonality

Sales are a lagging indicator, generally reflecting offers accepted 3-6 weeks earlier.



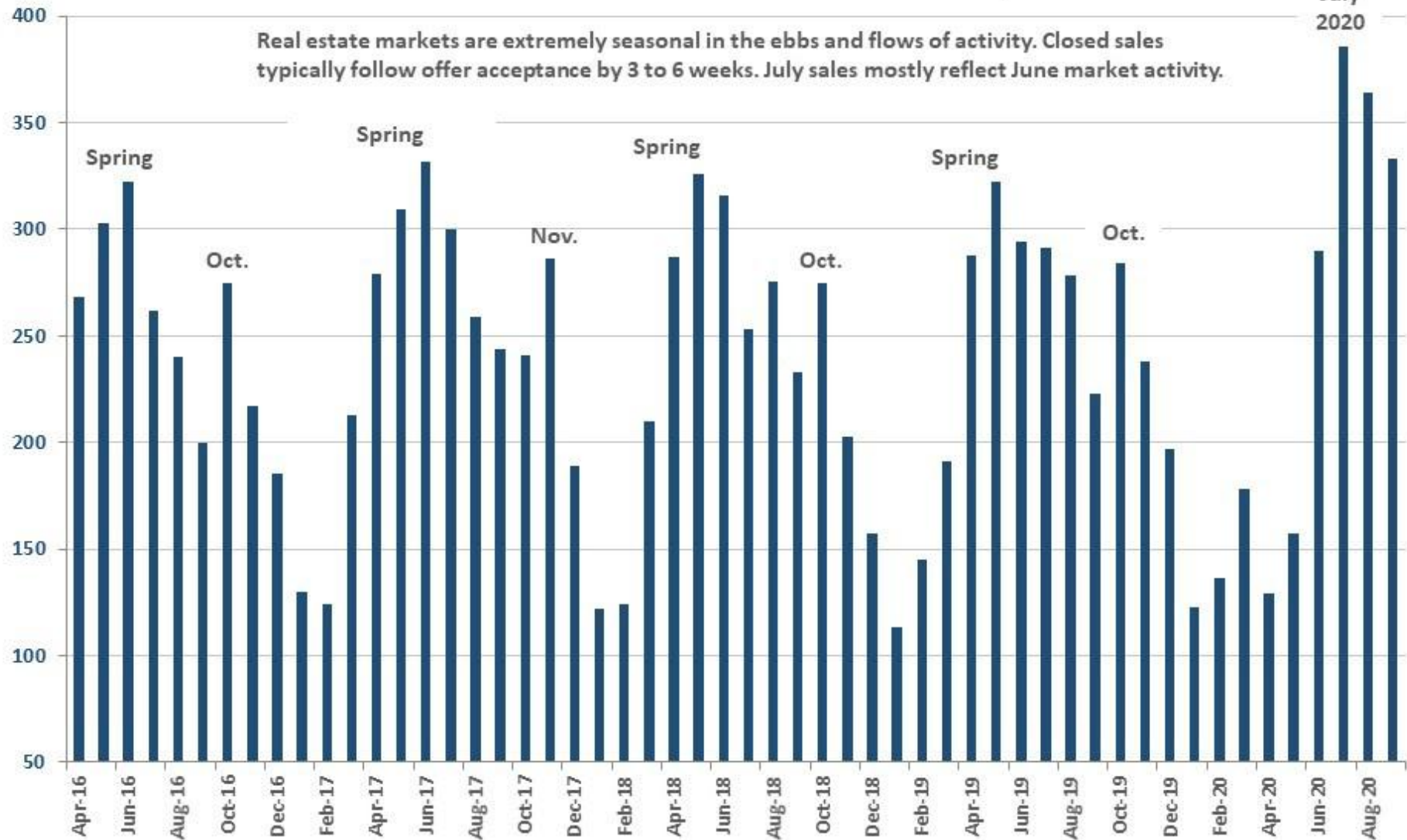
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Marin Home Sales by Month

## Seasonality & the Marin Real Estate Market

MLS house and condo sales,  
per Broker Metrics



Last month data estimated and may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. Based upon MLS activity. All numbers approximate.

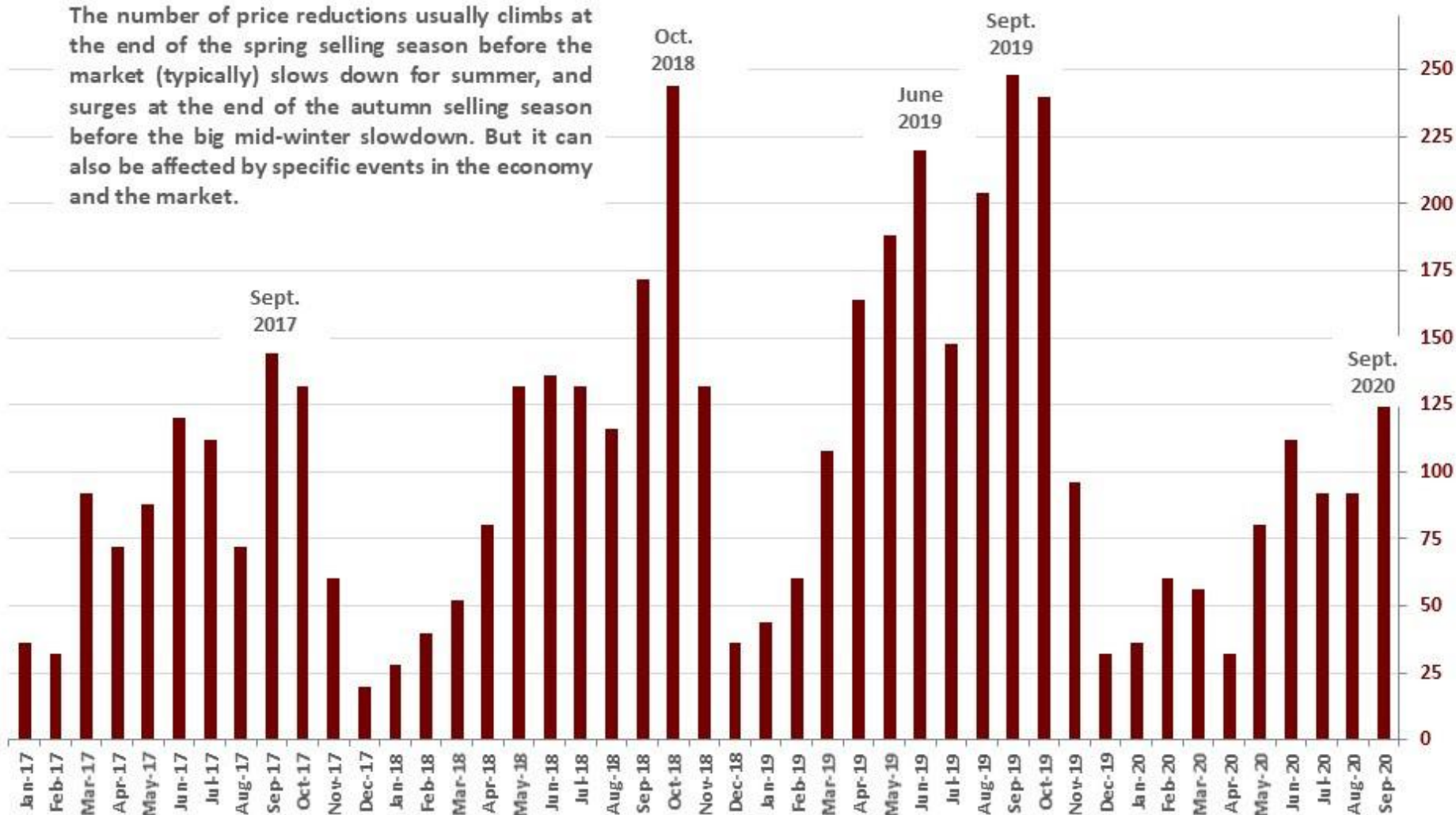
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# Price Reductions on Active Listings

## Marin County Real Estate Market Dynamics

For houses and condos

The number of price reductions usually climbs at the end of the spring selling season before the market (typically) slows down for summer, and surges at the end of the autumn selling season before the big mid-winter slowdown. But it can also be affected by specific events in the economy and the market.



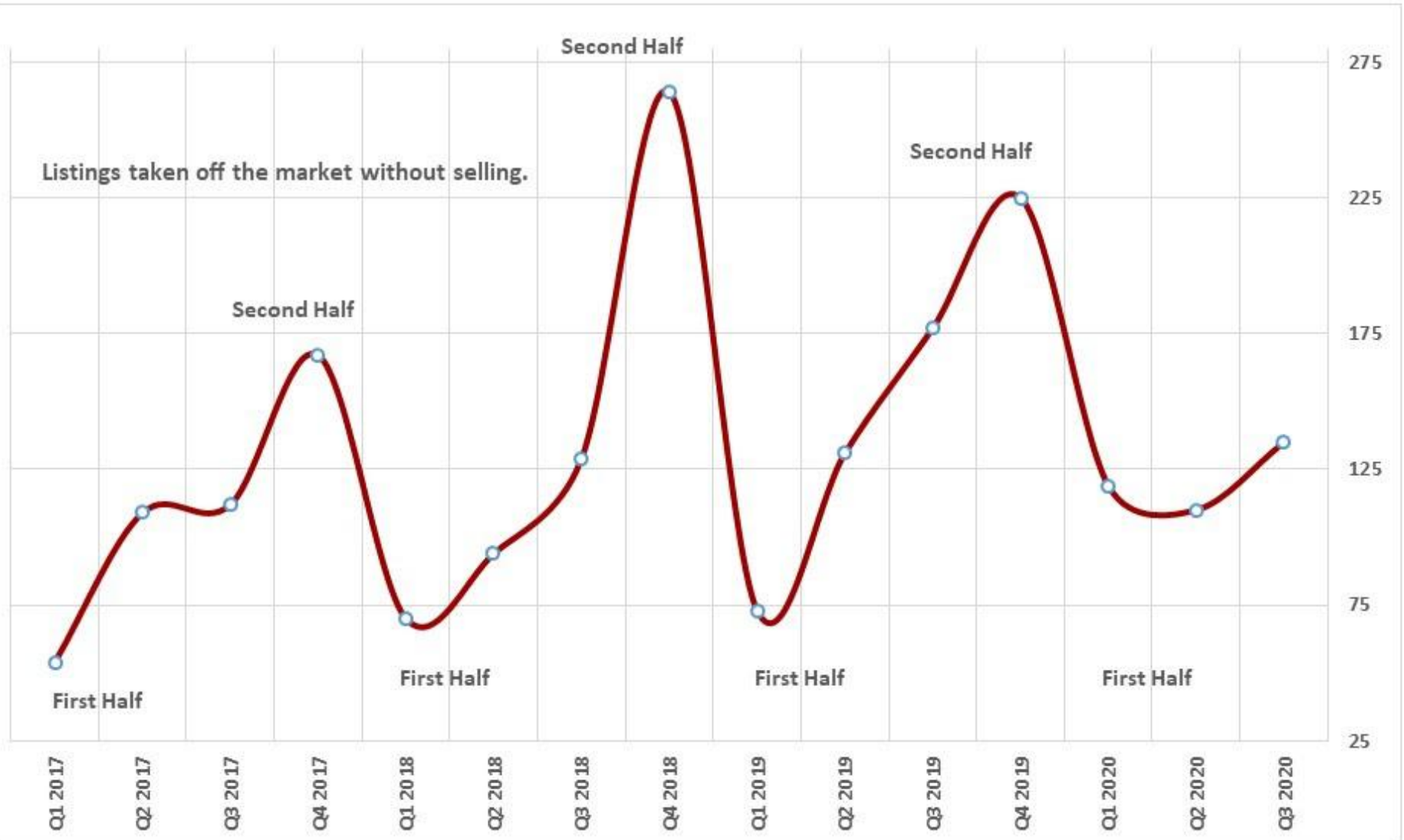
Per Realtor.com Research: <https://www.realtor.com/research/data/>, activity on website. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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## Listings Expired/Withdrawn in Quarter

### Marin County Market Dynamics & Seasonality



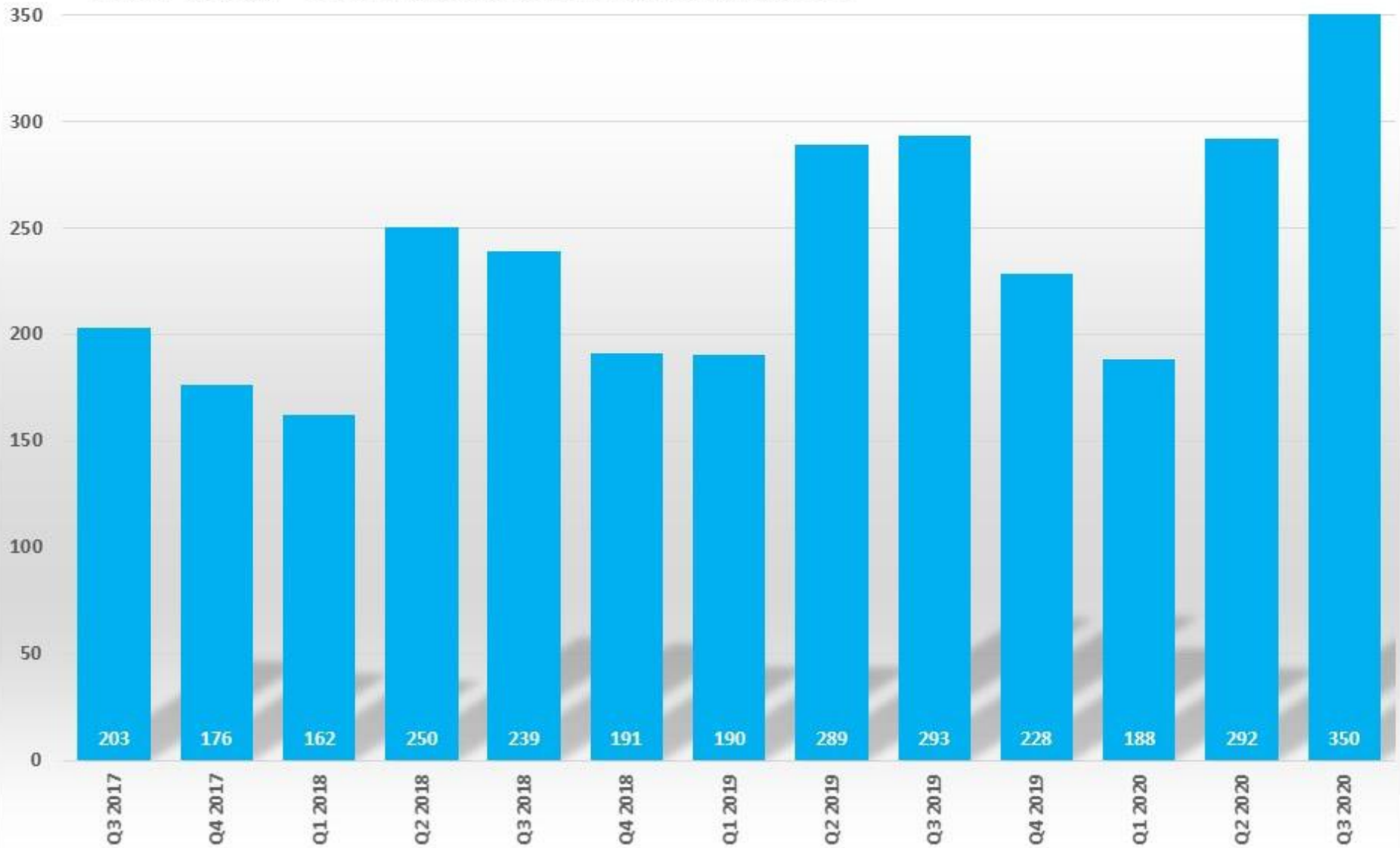
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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## Luxury Home Listings on Market

Marin County – Active Listings, \$2.5 Million +, by Quarter



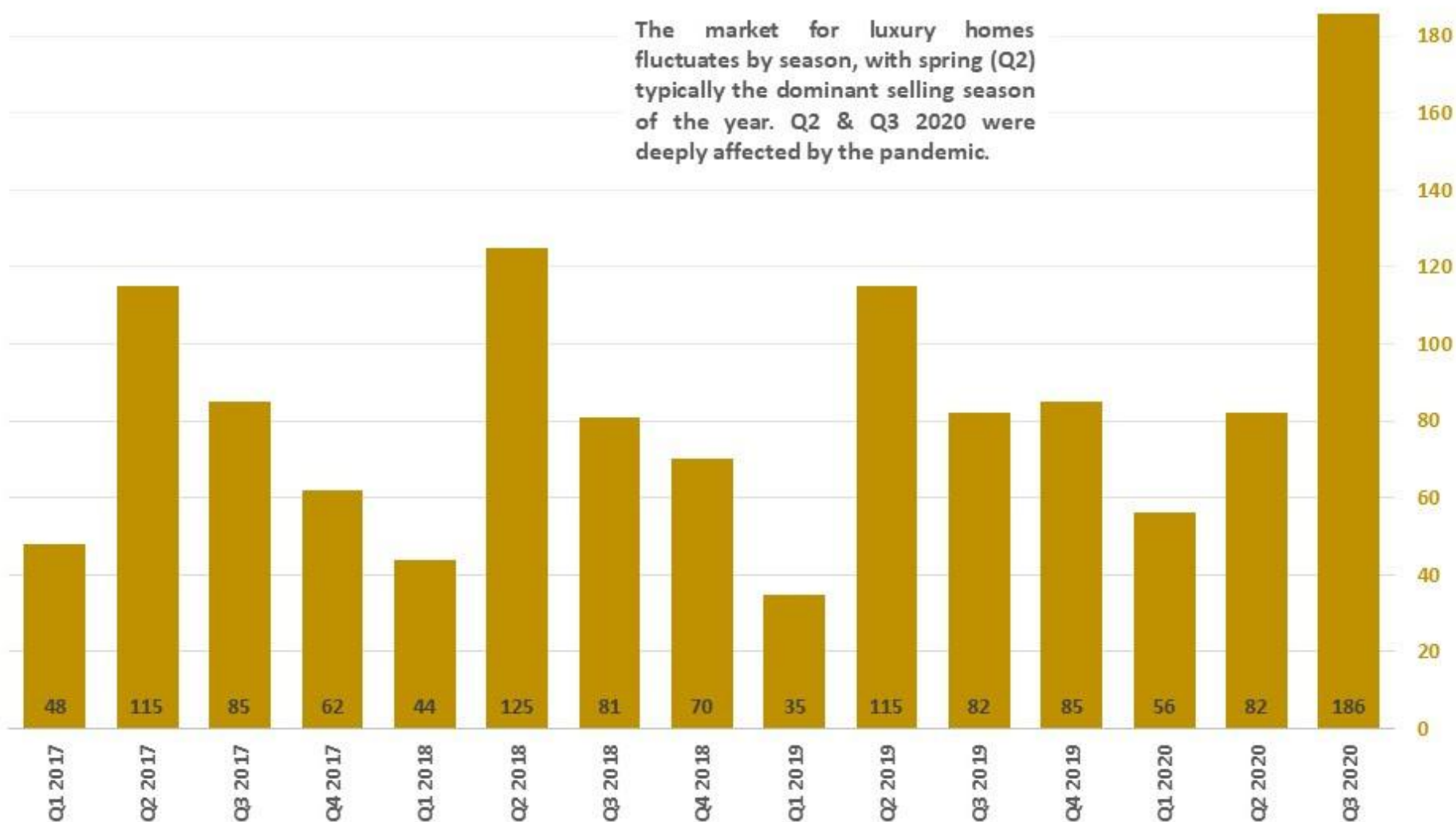
For sold listings reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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## Marin County Luxury Home Sales

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

The market for luxury homes fluctuates by season, with spring (Q2) typically the dominant selling season of the year. Q2 & Q3 2020 were deeply affected by the pandemic.



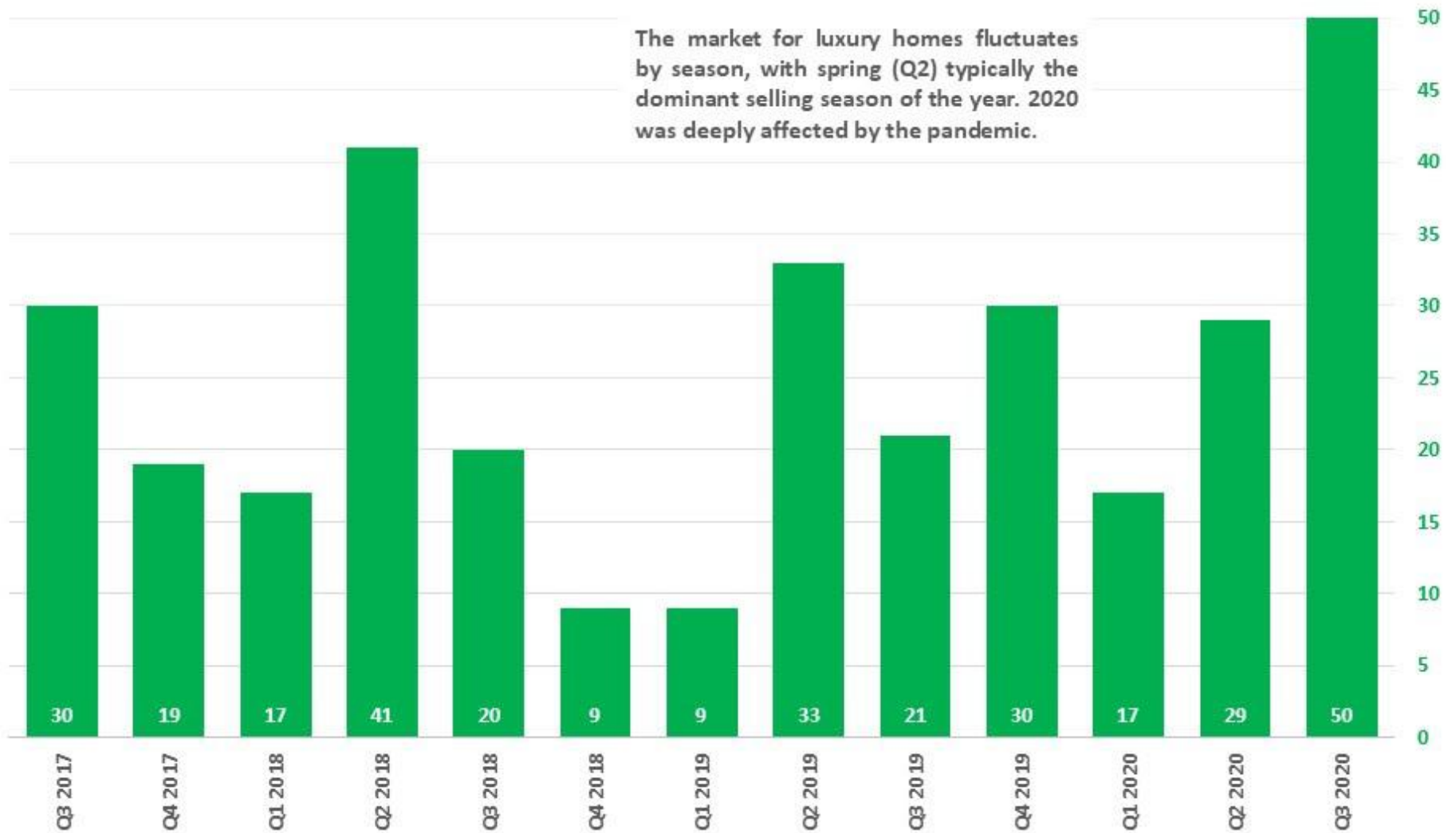
Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

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## Marin County Luxury Home Sales

Sales Prices of \$4,000,000 & Above, by Quarter

The market for luxury homes fluctuates by season, with spring (Q2) typically the dominant selling season of the year. 2020 was deeply affected by the pandemic.



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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Compass San Francisco Bay Area Reports: <https://www.bayareamarketreports.com/>

**It is impossible to know how median and average value statistics apply to any particular home without a specific comparative market analysis. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc.**

These analyses were made in good faith with data from sources deemed reliable, but may contain errors and are subject to revision. It is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in the county and the Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

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## Compass Real Estate Market Trends Report

San Francisco Bay Area

Marin County

2020-10-08

### New Listings

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

384

New Listings - Last 4 Weeks  
▼ -3.2% VS LAST YEAR

#### New Listings - Trailing 4 Weeks



316

Single Family / Townhouse ▼ -0.7%

67

Condo / Co-op ▼ -13.6%

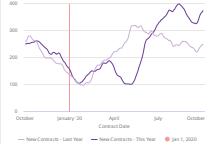
### New Contracts

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

373

New Contracts - Last 4 Weeks  
▲ 50.1% VS LAST YEAR

#### New Contracts - Trailing 4 Weeks



301

Single Family / Townhouse ▲ 51.9%

71

Condo / Co-op ▲ 42.9%

### Sold Listings

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

297

Sold Listings - Last 4 Weeks  
▲ 30.7% VS LAST YEAR

#### Sold Listings - Trailing 4 Weeks



246

Single Family / Townhouse ▲ 29.2%

51

Condo / Co-op ▲ 1.1%

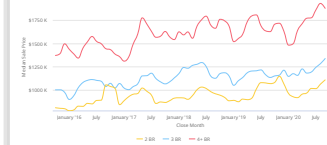
### Median Sale Price by Bedroom Count

Calculations are on a rolling three-month basis.

\$1542 K

Median Sale Price - Single Family / Townhouse ▲ 16.8% vs Last Year

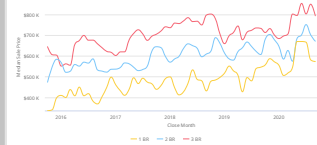
#### Median Sale Price by # Bedrooms - Single Family / Townhouse



\$742 K

Median Sale Price - Condo / Co-op ▲ 15.6% vs Last Year

#### Median Sale Price by # Bedrooms - Condo/Co-op



### Average Price per Square Foot

Calculations are on a rolling three-month basis.

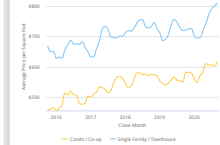
\$809

Avg PPSF - Single Family / Townhouse ▲ 12.4% vs Last Year

\$618

Avg PPSF - Condo / Co-op ▲ 12.2% vs Last Year

#### Average Price per Square Foot



### Close Price vs List Price

Calculations are on a rolling three-month basis.

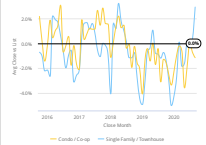
2.9%

Close Price vs List Price - Single Family / Townhouse -0.7% Last Year

-1.1%

Close Price vs List Price - Condo / Co-op -1.3% Last Year

#### Close Price vs List Price



### Number of Sales by Price Point

Year Over Year Comparison

Rolling month (28 day) basis

-14.4%

YoY Sales (Last 4 Weeks) - \$200K - \$500K

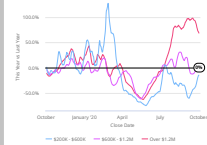
-4.2%

YoY Sales (Last 4 Weeks) - \$500K - \$1.2M

68.7%

YoY Sales (Last 4 Weeks) - \$1.2M+

#### Sales by Price Point - Year Over Year Comp



### Days on Market

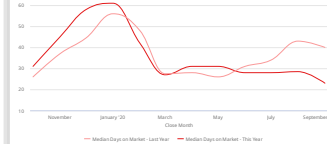
For listings that closed in a given calendar month

No rolling legs is applied.

23

Median Days on Market ▼ -17 Days vs Last Year

#### Median Days on Market



### Weekly Open Houses

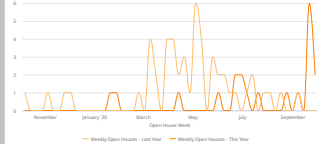
As scheduled in the M.S. Attendance is unknown.

No rolling legs is applied.

2

Open Houses Last Week # vs Last Year

#### Open Houses

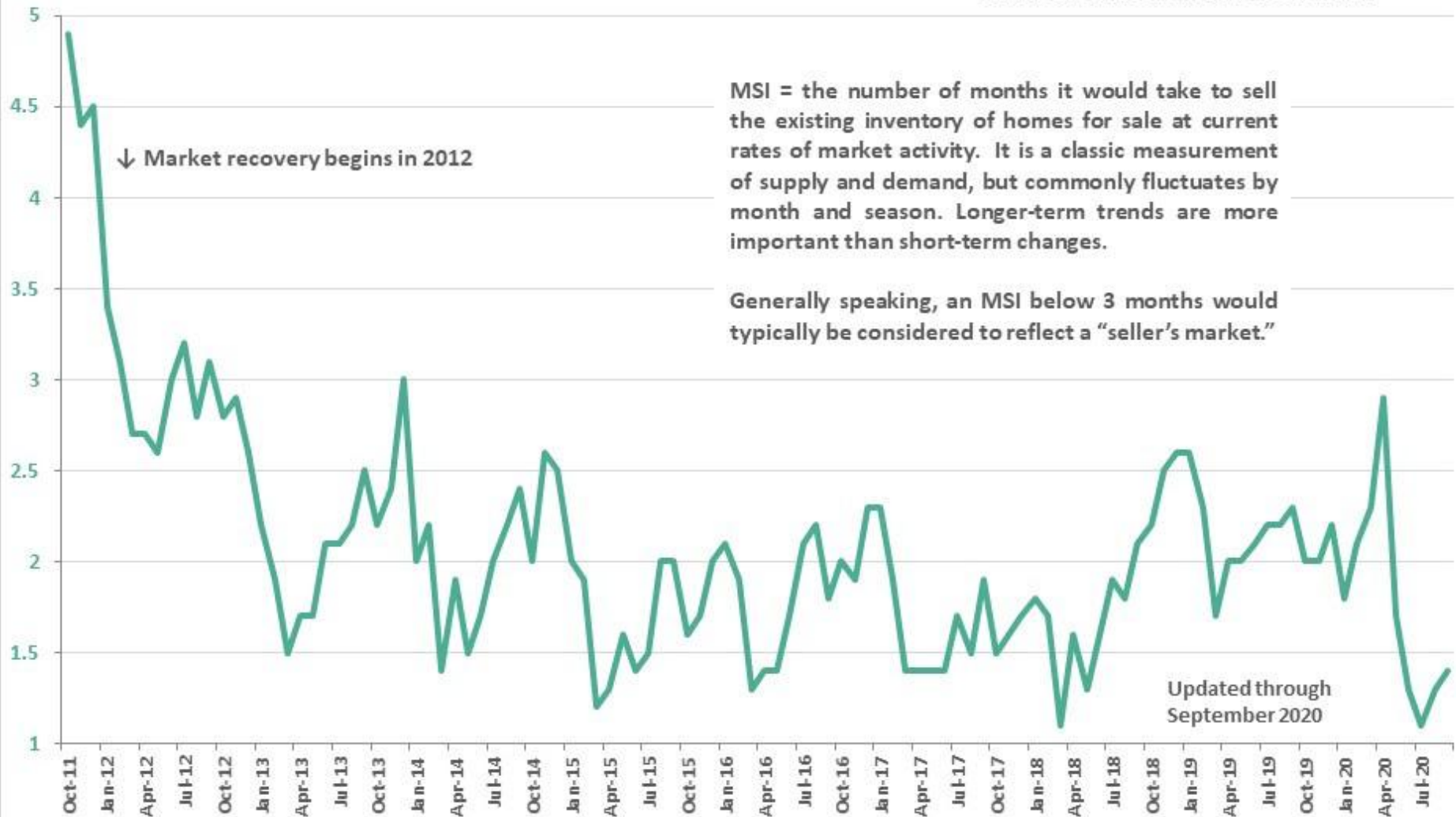




## Months Supply of Inventory (MSI)

### Marin County Real Estate Market since 2011

Based upon accepted offer activity for Marin houses and condos in MLS per Broker Metrics



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