



Marin has hit a new median sale price record of \$1.447MM for the month of October, which represents a 16% increase from last year. Similarly, the price per square foot increased to \$721; an 11% gain from last year. There were 14% more sales this October compared with last, at a total of 208. Homes are also selling faster, at a median market time of 22 days; a 24% drop. So while there is 10% more inventory than last October, the market remains strong.

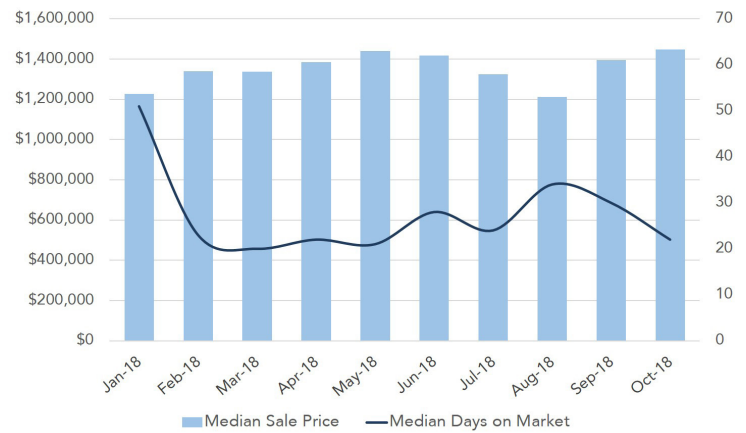
When looking at year-over-year data across cities, Kentfield saw the largest increase in number of homes sold. Larkspur experienced the sharpest drop in median market time. Kentfield and Sausalito had the highest increase in median sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

| | OCT-'18 | OCT-'17 | %Δ |
|--------------------------|-------------|-------------|-------|
| MEDIAN | | | |
| SALE PRICE | \$1,447,500 | \$1,250,000 | +16% |
| DAYS ON MARKET | 22 | 29 | -24% |
| \$ / SQ. FT. | \$721 | \$639 | +11% |
| TOTAL | | | |
| HOMES SOLD | 208 | 183 | +14% |
| HOMES CURRENTLY FOR SALE | 672 | 613 | +10% |
| OVER LIST PRICE | -1.8% | -1.5% | -0.3% |

YTD 2018



CHANGE IN SALE PRICE: +4%
 CHANGE IN DAYS ON MARKET: -36%

YEAR-OVER-YEAR REGION COMPARISON

| REGION | HOMES SOLD | | | MEDIAN DAYS ON MARKET | | | MEDIAN PRICE | | |
|-------------------------|------------|------------|--------------|-----------------------|-----------|--------------|--------------------|--------------------|--------------|
| | OCT-'18 | OCT-'17 | %Δ | OCT-'18 | OCT-'17 | %Δ | OCT-'18 | OCT-'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 | 7 | 7 | 0% | 28 | 26 | ▲ 8% | \$1,625,000 | \$1,595,000 | ▲ 2% |
| Kentfield | 14 | 3* | ▲ 367% | 15 | 14 | ▲ 7% | \$2,750,000 | \$1,450,000 | ▲ 90% |
| Larkspur | 7 | 5 | ▲ 40% | 21 | 36 | ▼ 42% | \$1,600,000 | \$2,342,000 | ▼ 32% |
| Mill Valley | 38 | 23 | ▲ 65% | 15 | 24 | ▼ 38% | \$1,765,000 | \$1,750,000 | ▲ 1% |
| Novato | 41 | 50 | ▼ 18% | 26 | 34 | ▼ 24% | \$895,000 | \$899,000 | 0% |
| Ross | 4* | 1* | ▲ 300% | 14 | 0 | — | \$2,395,000 | \$2,350,000 | ▲ 2% |
| San Anselmo | 17 | 7 | ▲ 143% | 20 | 30 | ▼ 33% | \$1,225,000 | \$1,160,000 | ▲ 6% |
| San Rafael | 46 | 38 | ▲ 21% | 23 | 23 | 0% | \$1,180,000 | \$1,135,000 | ▲ 4% |
| Sausalito | 9 | 5 | ▲ 80% | 15 | 18 | ▼ 17% | \$2,300,000 | \$1,525,000 | ▲ 51% |
| Stinson Beach | 0 | 1* | ▼ 100% | — | 110 | — | — | \$4,850,000 | — |
| Tiburon | 5 | 11 | ▼ 55% | 90 | 16 | ▲ 463% | \$2,250,000 | \$2,144,000 | ▲ 5% |
| All Marin County | 208 | 183 | ▲ 14% | 22 | 29 | ▼ 24% | \$1,447,500 | \$1,250,000 | ▲ 16% |

* Small sample size (n<5); use caution when interpreting results.
 Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2018 - 10/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy.
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