

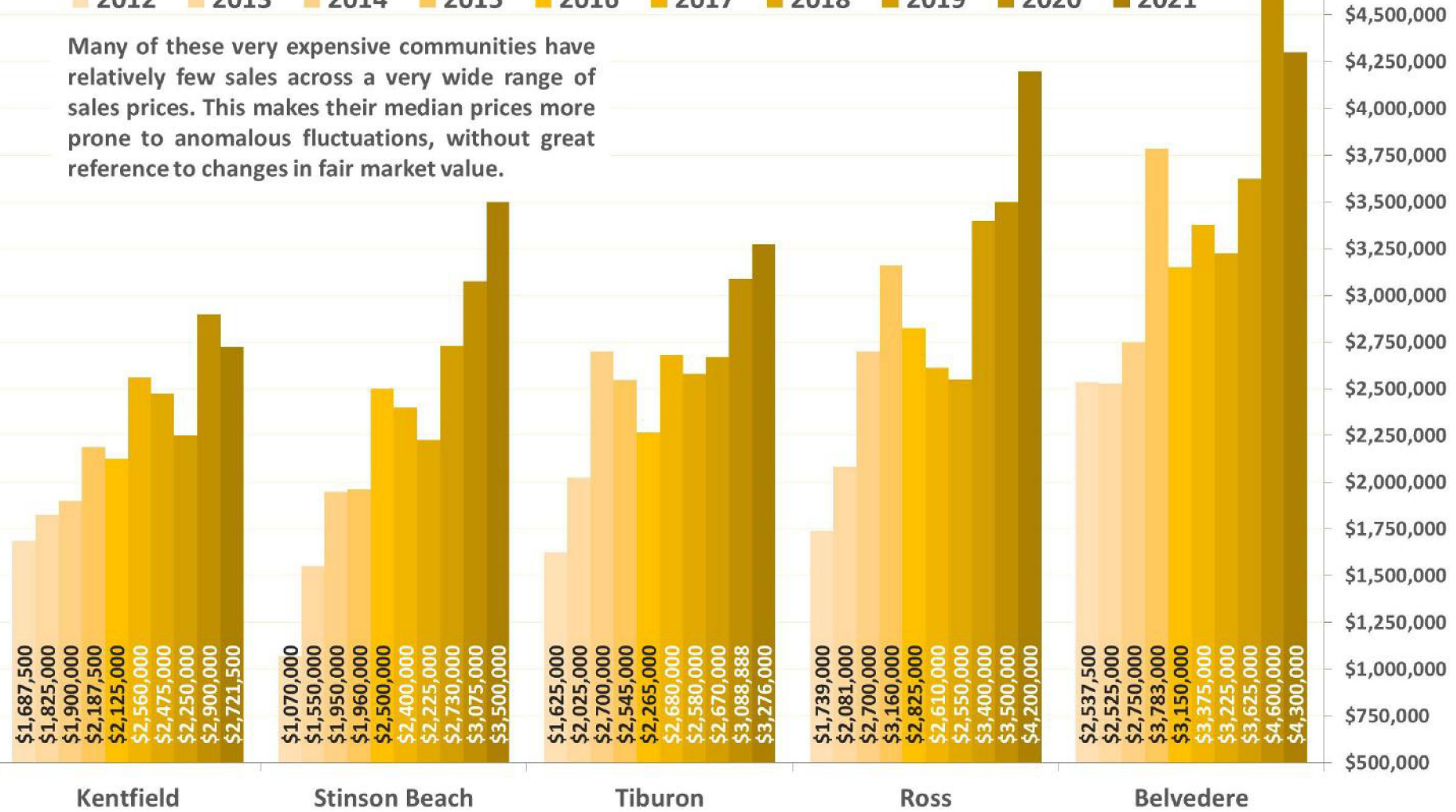
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
NorCal MLS Alliance

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

Many of these very expensive communities have relatively few sales across a very wide range of sales prices. This makes their median prices more prone to anomalous fluctuations, without great reference to changes in fair market value.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

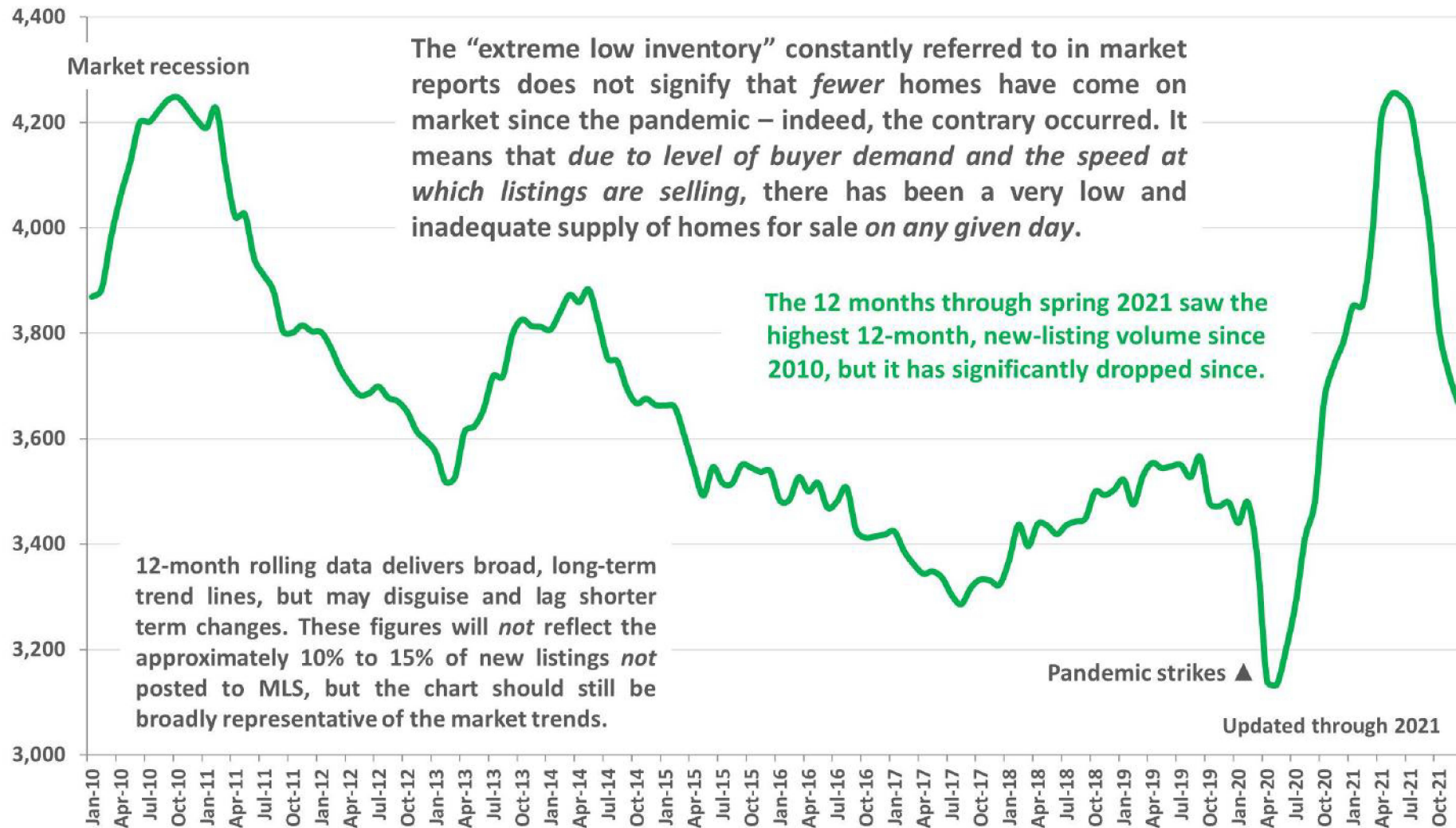
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[Click Here for Marin Home Price Map](#)

# New Listings Coming on Market, Long-Term Trends

Marin County, 12-Month Rolling, MLS Listing Data, since 2010\*



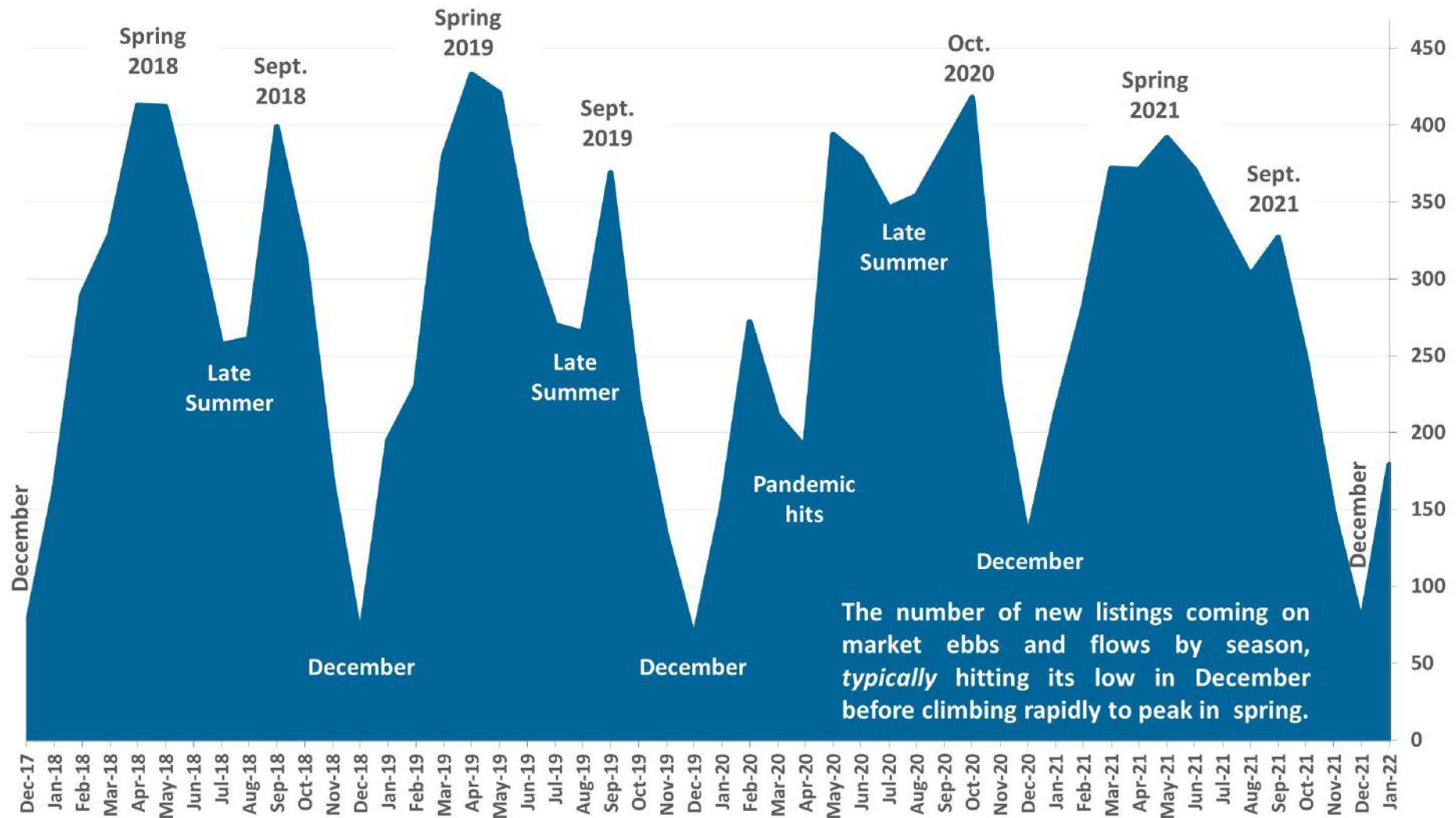
\* Each data point reflects the TOTAL of 12 months of activity for houses, condos, co-ops and townhouses. 1/12 of these numbers = an average month within the 12 month period. New listings reported to MLS, per NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers are approximate and are meant to illustrate broad trends.

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# New Listings Coming on Market, Short-Term Trends

## Marin County Homes Market Seasonality

MLS house, condo, townhouse listing activity, per Broker Metrics.

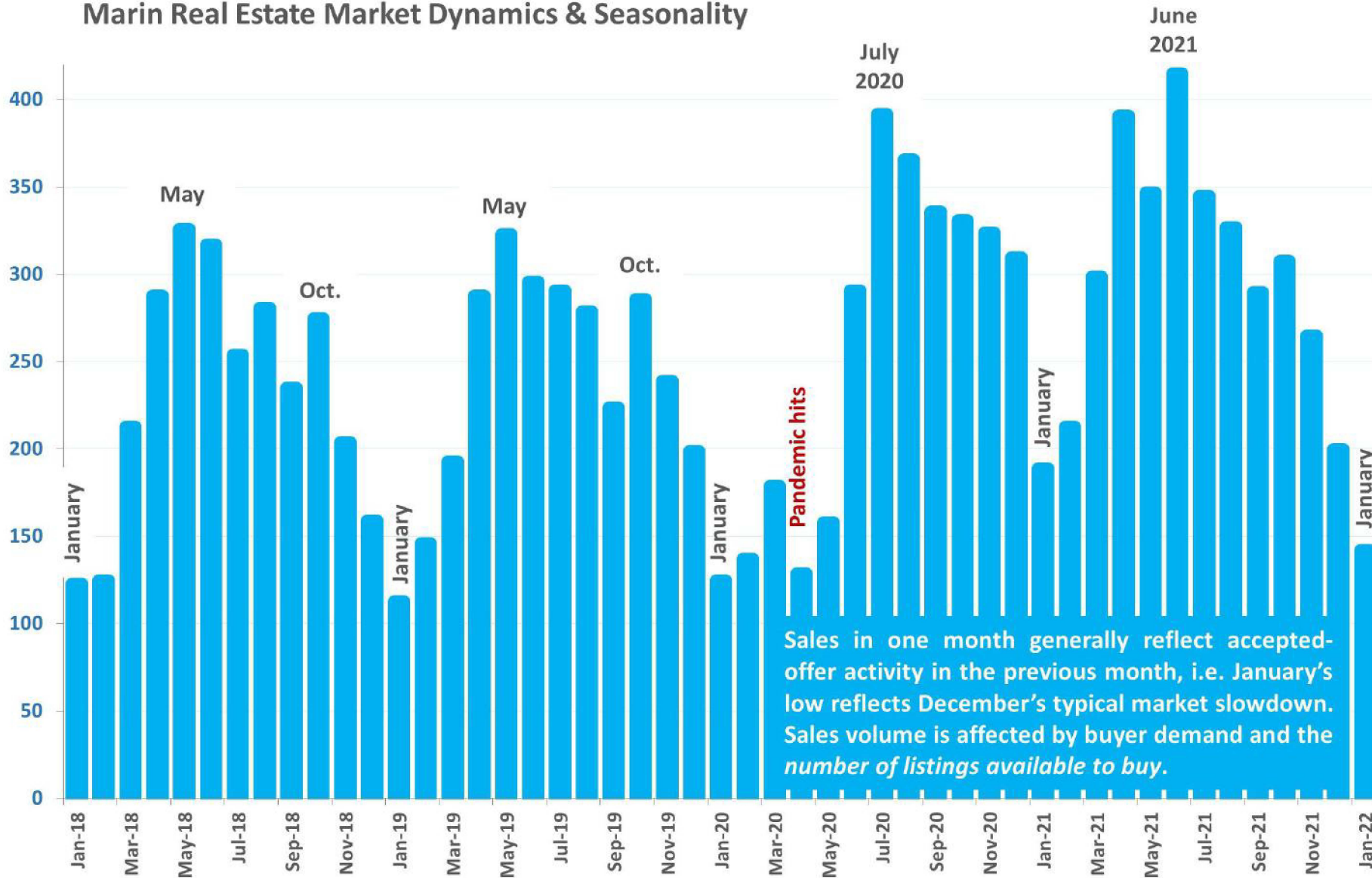


Data from sources deemed reliable, but may contain errors and subject to revision. Based upon Bareis MLS activity. All numbers approximate. Last month estimated and may change with late reported activity.



# Marin Home Sales Volume

## Marin Real Estate Market Dynamics & Seasonality



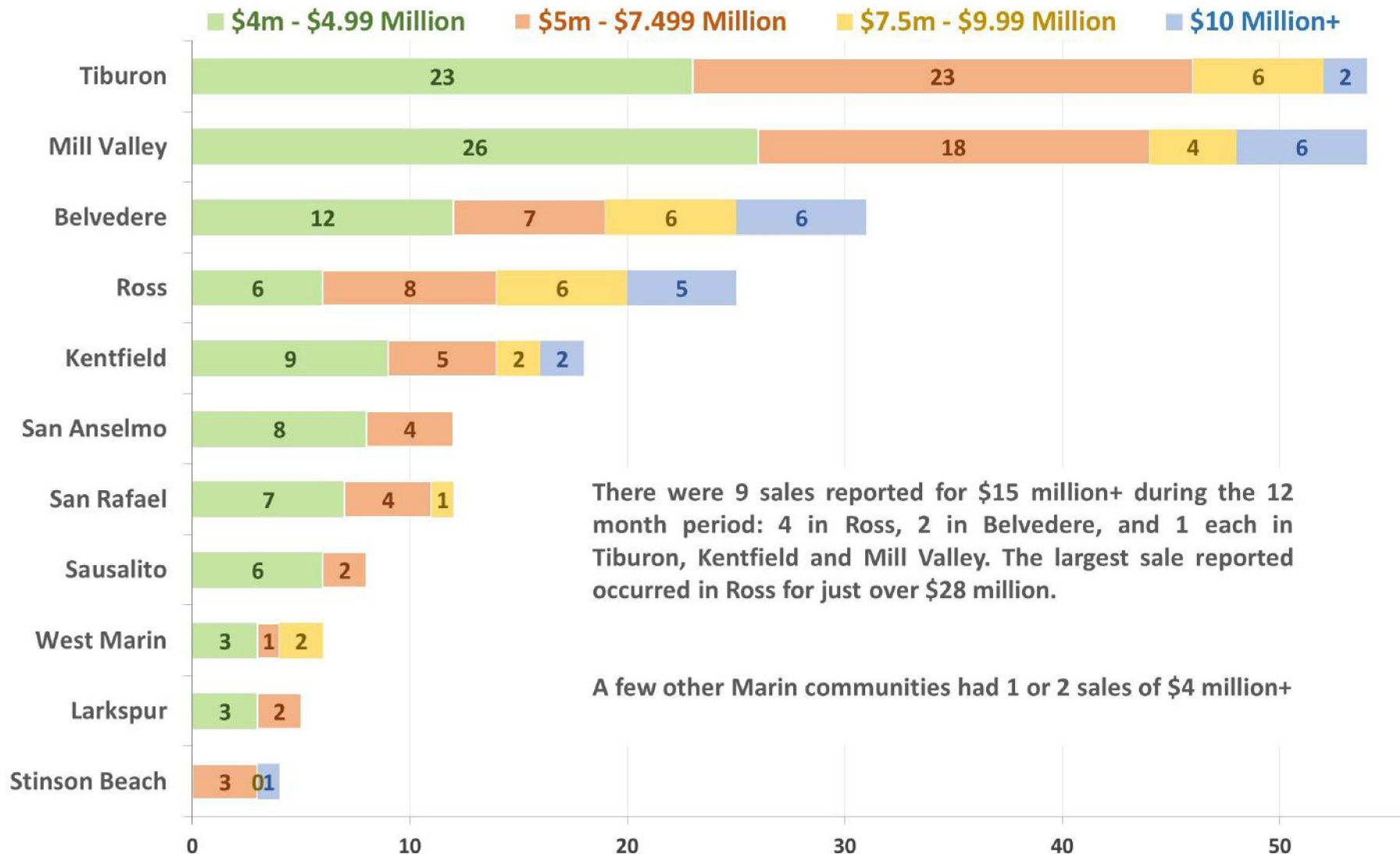
Sales reported to NorCal Regional MLS, per Infosparks. Last month data estimated and may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



# Marin Luxury Home Market

## Homes Selling for \$4,000,000+, 12 Months Sales

January 2022 Update: 12 months sales reported to MLS



There were 9 sales reported for \$15 million+ during the 12 month period: 4 in Ross, 2 in Belvedere, and 1 each in Tiburon, Kentfield and Mill Valley. The largest sale reported occurred in Ross for just over \$28 million.

A few other Marin communities had 1 or 2 sales of \$4 million+

12 months sales reported to NorCal MLS Alliance through 1/20/22. Not all sales are reported. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Numbers can change on a daily basis.



# Marin County Long-Term Luxury Home Sales Trends

12-Month Rolling Sales Volumes since 2011\*

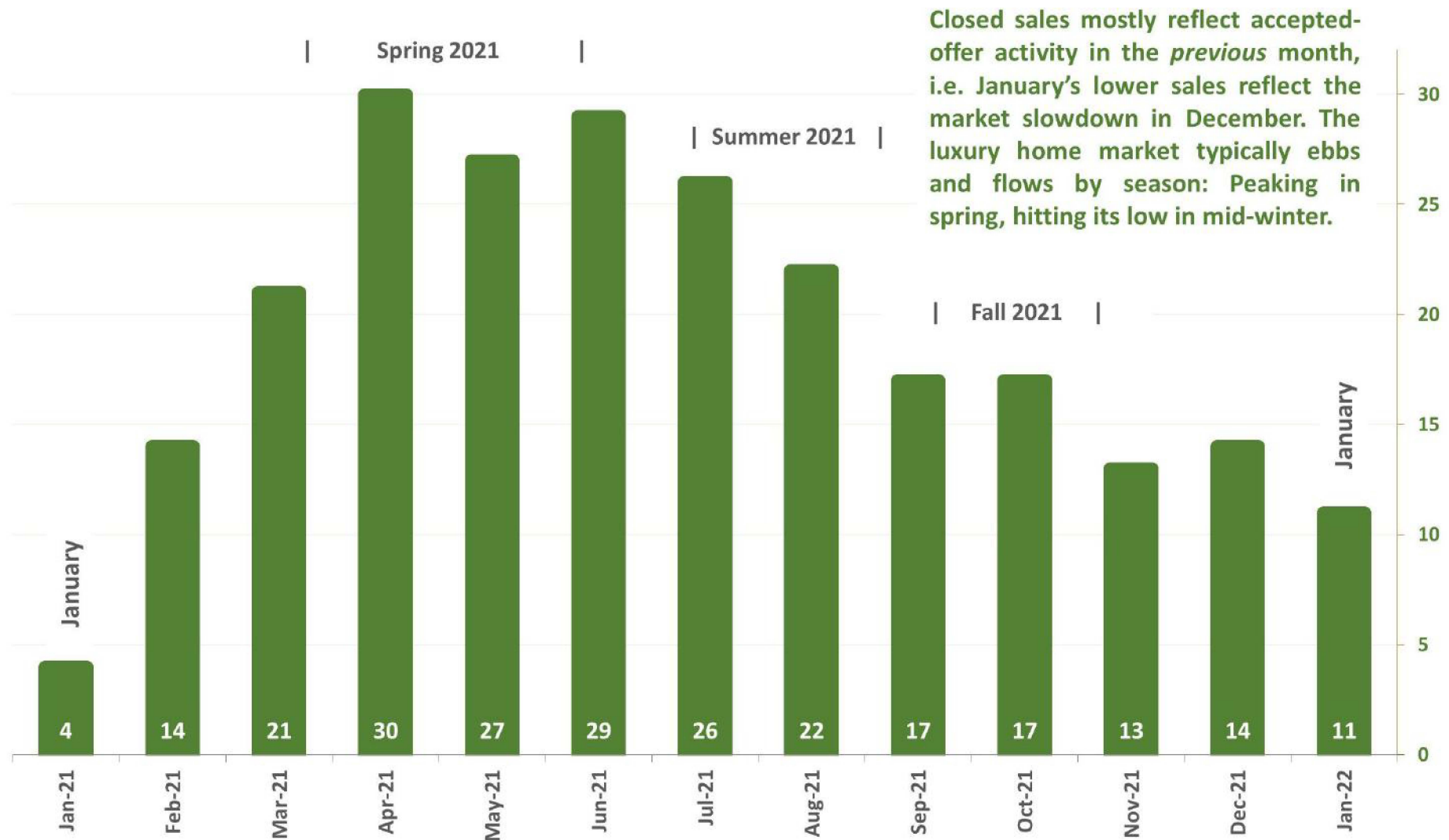


\* 12-month rolling sales data as reported to NorCal MLS Alliance, per Infosparks. Numbers may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate.

# Marin County Short-Term Luxury Home Sales

## Homes Selling for \$4 Million+, January 2021 – January 2022

Residential sales reported to  
NorCal MLS Alliance, per Infosparks



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

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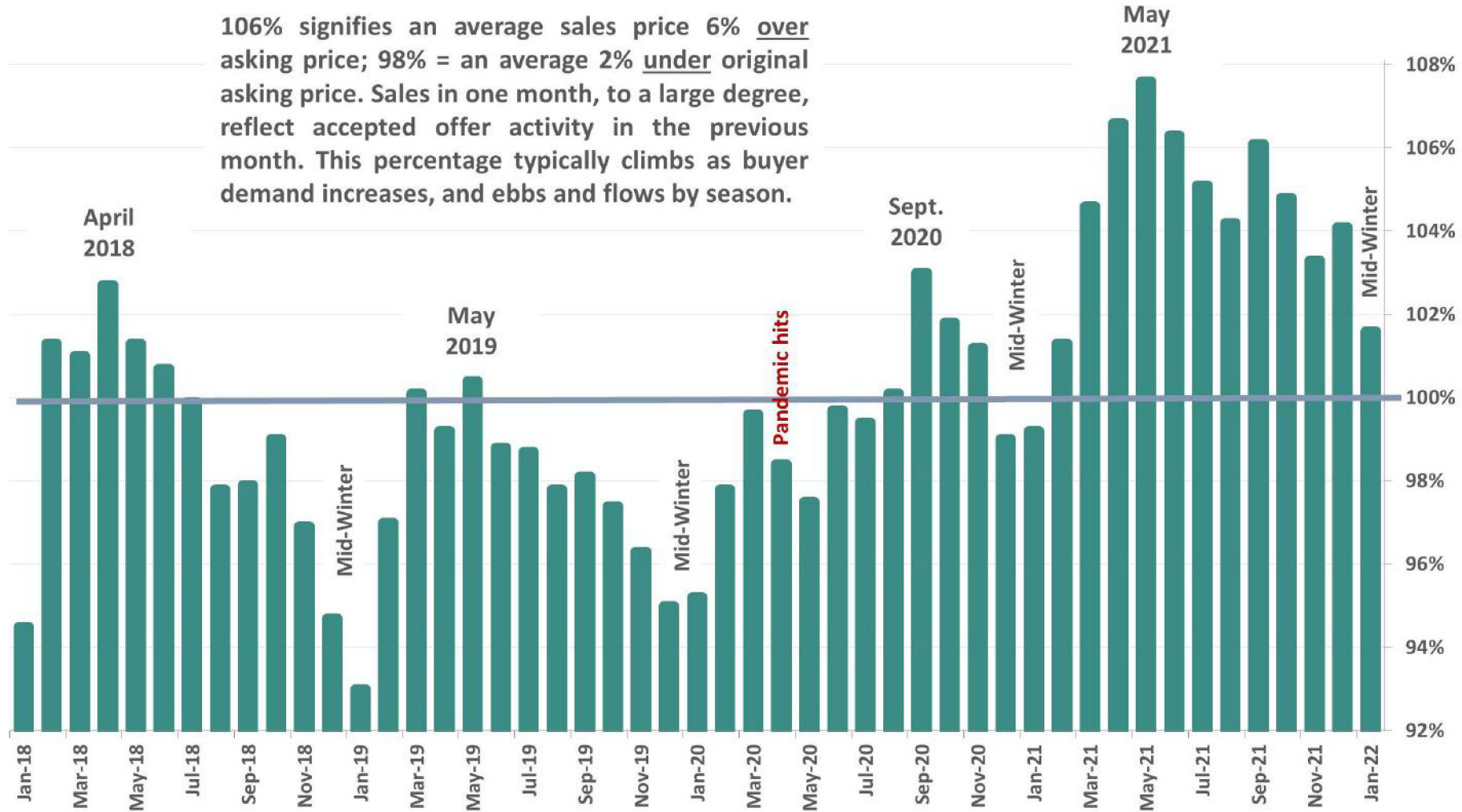


# Average Sales Price to Original List Price Percentage

## Marin County Market Dynamics & Seasonality

MLS sales of houses and condos up to \$3m, per Broker Metrics

106% signifies an average sales price 6% over asking price; 98% = an average 2% under original asking price. Sales in one month, to a large degree, reflect accepted offer activity in the previous month. This percentage typically climbs as buyer demand increases, and ebbs and flows by season.



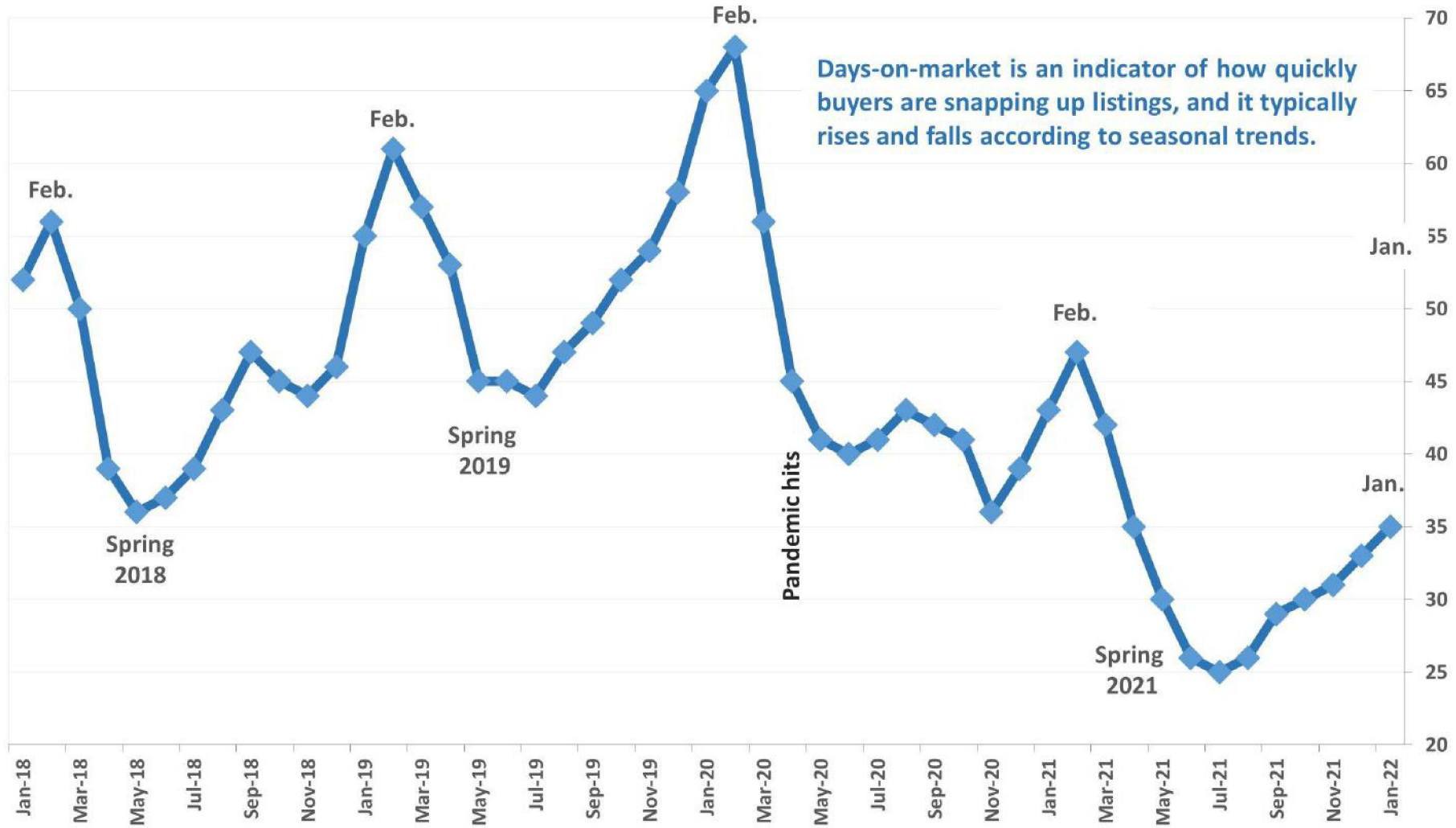
These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.



# Average Days on Market

## Marin County: Time on Market to Accepted Offer

3-month rolling sales reported to NorCal MLS Alliance, per Infosparks



As reported to NorCal MLS Alliance: 3 month rolling sales data. These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers approximate.

