



Sales data for the summer months of June, July and August point to considerable strength in the market. There were 1,058 closings during the summer, which is on par with last year's figures. The median sale price reached \$1.222MM for the month of August, which is a 1 percent increase from this time last year, and a 9 percent drop from July. The median days on market for a single family house this past August is 34, down 13 percent from the median 39 of last year, and up 29% from July. As of today, there are 395 active homes on the market in Marin County, ranging in price from \$495K to \$15MM.

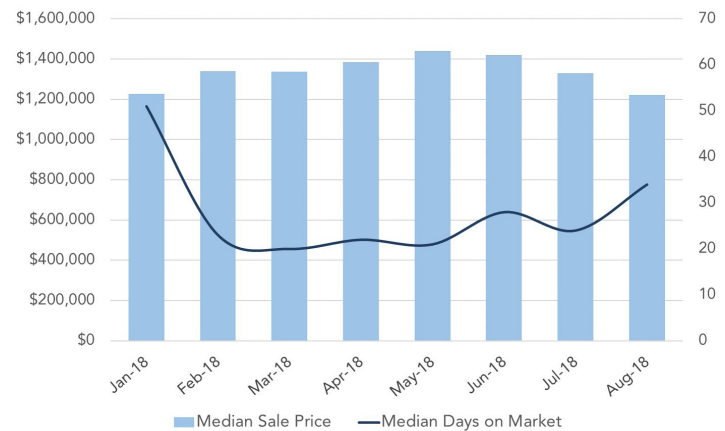
When looking at year-over-year data across cities, Belvedere, Corte Madera, and San Anselmo saw the largest increase in the number of homes sold. Mill Valley, Larkspur, and Kentfield saw the sharpest drop in days on market, and San Anselmo and San Rafael experienced the largest increase in sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	AUG-'18	AUG-'17	%Δ
MEDIAN			
SALE PRICE	\$1,222,000	\$1,215,000	+1%
DAYS ON MARKET	34	39	-13%
\$ / SQ. FT.	\$644	\$630	+2%
TOTAL			
HOMES SOLD	215	195	+10%
HOMES CURRENTLY FOR SALE	395	-	-
OVER LIST PRICE	2%	1%	+1%

YTD 2018



CHANGE IN PAST MONTH: SALE PRICE -9% DAYS ON MARKET +29%

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	AUG-'18	AUG-'17	%Δ	AUG-'18	AUG-'17	%Δ	AUG-'18	AUG-'17	%Δ
Belvedere	4	1*	▲ 300%	138	65	▲ 112%	\$4,150,000	\$3,100,000	▲ 34%
Corte Madera	8	6	▲ 33%	27	30	▼ 10%	\$1,575,000	\$1,487,500	▲ 6%
Fairfax	2*	7	▼ 71%	39	57	▼ 32%	\$842,500	\$981,000	▼ 14%
Greenbrae	2*	2*	0%	55	23	▲ 139%	\$1,520,000	\$1,857,500	▼ 18%
Kentfield	8	8	0%	27	61	▼ 56%	\$1,895,500	\$2,533,500	▼ 25%
Larkspur	6	8	▼ 25%	16	39	▼ 59%	\$2,197,693	\$2,375,000	▼ 7%
Mill Valley	25	22	▲ 14%	18	47	▼ 62%	\$1,350,000	\$1,644,000	▼ 18%
Novato	51	46	▲ 11%	36	44	▼ 18%	\$920,000	\$902,000	▲ 2%
Ross	2*	2*	0%	71	23	▲ 209%	\$2,662,500	\$5,027,500	▼ 47%
San Anselmo	19	15	▲ 27%	21	24	▼ 13%	\$1,175,000	\$1,005,000	▲ 17%
San Rafael	48	46	▲ 4%	27	35	▼ 23%	\$1,210,000	\$1,042,500	▲ 16%
Sausalito	6	8	▼ 25%	58	30	▲ 93%	\$1,856,500	\$2,100,000	▼ 12%
Stinson Beach	1*	1*	0%	5	49	▼ 90%	\$4,000,000	\$975,000	▲ 310%
Tiburon	14	15	▼ 7%	60	39	▲ 54%	\$2,276,500	\$2,875,000	▼ 21%
All Marin County	215	195	▲ 10%	34	39	▼ 13%	\$1,222,000	\$1,215,000	▲ 1%

* Small sample size (n<3); use caution when interpreting results.

Sources: BAREIS, Data for Single Family Detached Homes. 08/01/2017 - 08/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.