



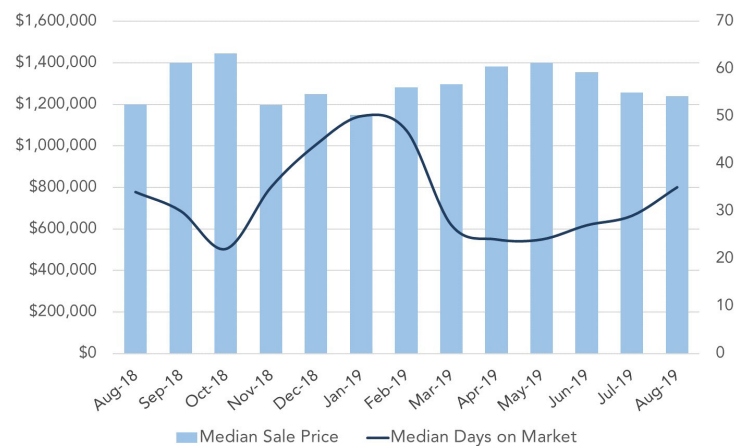
Though activity has lightened as is typical with July and August after the spring spike, last month did see new growth in the Marin County market on an apples to apples basis. The median sale price increased 3.3% to \$1,240,000. About four out of ten homes sold over its list price, with purchasers paying an average of 0.8% over asking. As the month begins, we are seeing an influx of new listings on the market that is typical for September and that will drive the autumn selling season. There are currently 450 single family homes listed for sale across the county, which represents 2.2 months' supply of inventory, well below the widely regarded equilibrium of 6 months. List prices of homes range in price from \$399K to just under \$30M. Benchmark mortgage rates are nearing three-year lows. The current average for a 30 year fixed rate mortgage is 3.49% (per FreddieMac.com), giving potential buyers more purchasing power.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	AUG-'19	AUG-'18	%Δ
MEDIAN			
SALE PRICE	\$1,240,000	\$1,200,000	+3.3%
DAYS ON MARKET	35	34	+2.9%
\$ / SQ. FT.	\$634	\$632	+0.3%
TOTAL			
HOMES SOLD	203	213	-4.7%
HOMES ON MARKET FOR SALE	450	391	+15.1%
% OF PROPERTIES SOLD OVER LIST PRICE	40.4%	42.3%	-2.1%
% OF LIST PRICE RECEIVED (AVERAGE)	100.8%	100.9%	-0.1%



CHANGE IN PAST MONTH: SALE PRICE **-1.4%** DAYS ON MARKET **+20.7%**

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

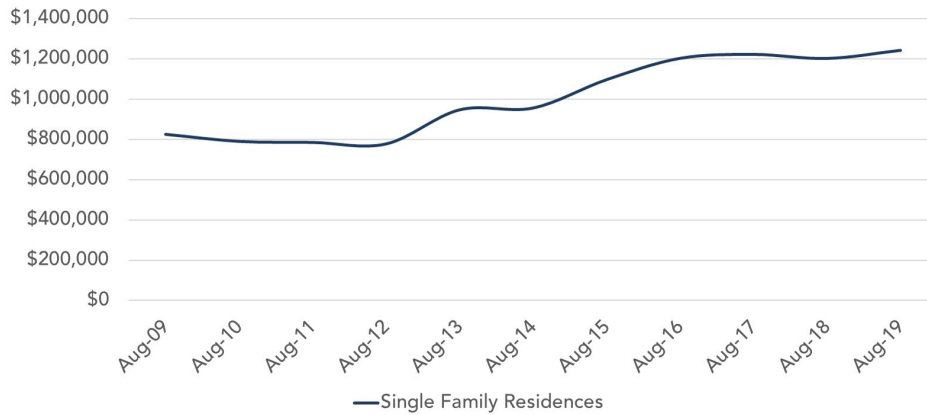
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ
Belvedere	20	17	▲ 18%	29	38	▼ 24%	\$3,370,000	\$3,300,000	▲ 2%
Corte Madera	40	17	▲ 135%	21	24	▼ 13%	\$1,565,278	\$1,425,000	▲ 10%
Fairfax	25	30	▼ 17%	23	21	▲ 10%	\$1,050,000	\$945,500	▲ 11%
Greenbrae	16	15	▲ 7%	24	25	▼ 4%	\$1,780,000	\$1,660,000	▲ 7%
Kentfield	35	22	▲ 59%	29	19	▲ 53%	\$2,360,000	\$2,492,500	▼ 5%
Larkspur	27	23	▲ 17%	22	17	▲ 29%	\$2,195,000	\$2,000,000	▲ 10%
Mill Valley	98	131	▼ 25%	17	19	▼ 11%	\$1,650,000	\$1,725,000	▼ 4%
Novato	147	132	▼ 11%	30	27	▲ 11%	\$957,000	\$1,100,000	▼ 13%
Ross	14	17	▼ 18%	26	30	▼ 13%	\$3,250,000	\$2,600,000	▲ 25%
San Anselmo	60	54	▲ 11%	25	20	▲ 25%	\$1,425,000	\$1,387,500	▲ 3%
San Rafael	163	174	▼ 6%	26	23	▲ 13%	\$1,220,000	\$1,225,000	▼ 0%
Sausalito	11	12	▲ 8%	24	68	▼ 65%	\$2,195,000	\$1,952,000	▲ 12%
Stinson Beach	5*	7*	▼ 29%	36	18	▲ 100%	\$1,925,000	\$2,100,000	▼ 8%
Tiburon	26	34	▼ 24%	36	33	▲ 9%	\$2,787,500	\$3,026,250	▼ 8%
All Marin County	710	715	▼ 1%	25	24	▲ 4%	\$1,385,500	\$1,403,000	▼ 1%

*Small sample size (n<10); use caution when interpreting results. Sources: BAREIS, Data for Single Family Detached Homes. 4/01/2019 - 6/30/2019 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.



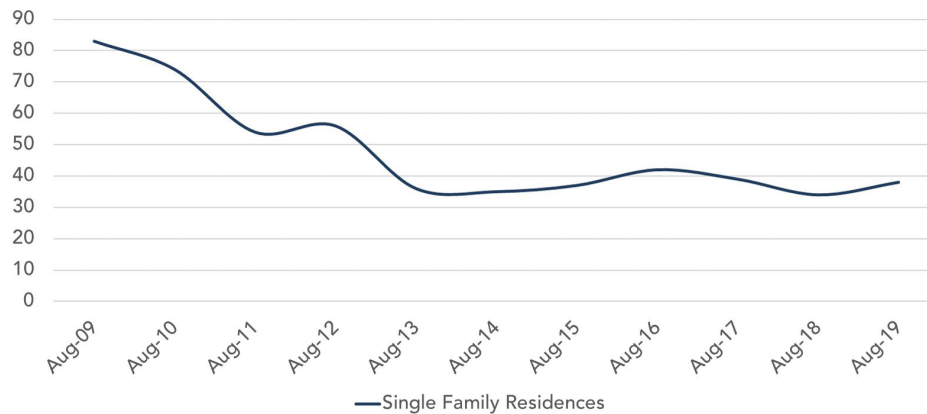
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



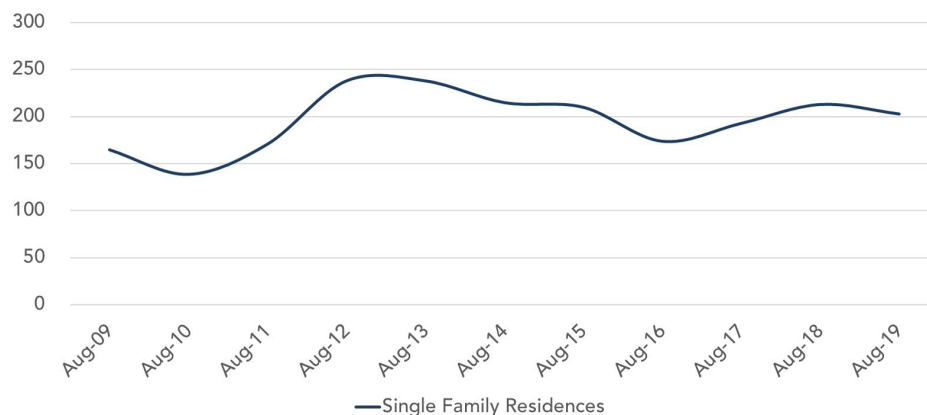
Single Family Residences
\$1,240,000
 +3.3% year-over-year

MEDIAN MARKET TIME



Single Family Residences
35 days
 +1 day year-over-year

NUMBER OF SALES



Single Family Residences
203
 -4.7% year-over-year