

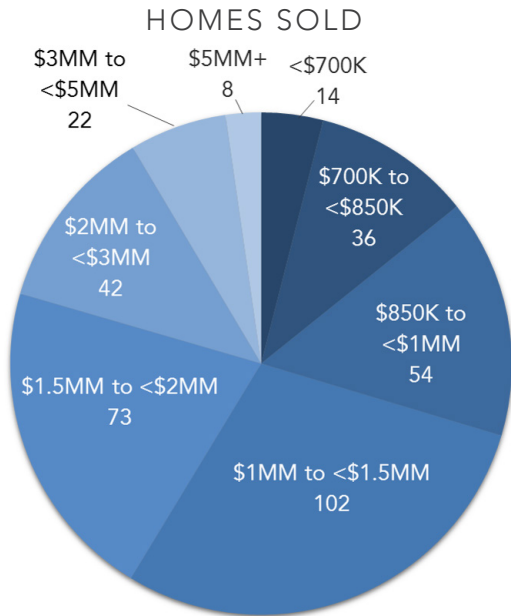
MARIN COUNTY MARKET UPDATE | Q1 2018 WRAP-UP

The first quarter of 2018 set a new benchmark for Marin County. Sale prices of homes continue to push towards new heights with the median sale price for all of Marin County reaching \$1,325,000; a 9% increase from Q1 2017. At the same time, homes are also selling at a faster rate, with the median days on market down to 24; a 29% decrease from the same time last year.

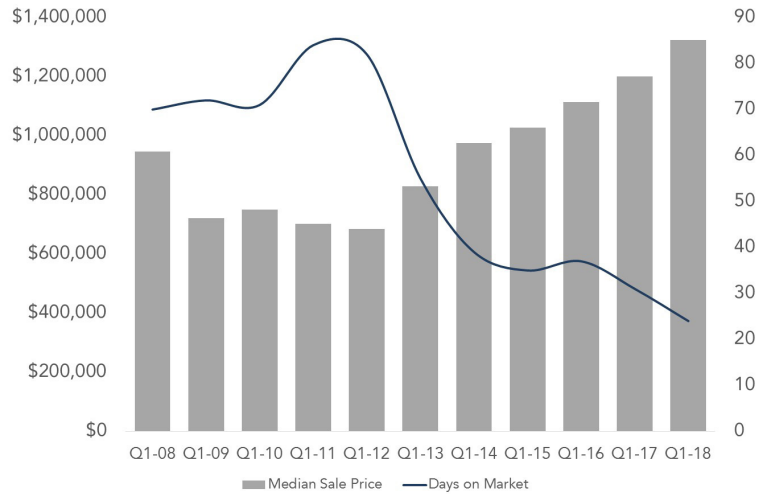
There are currently 258 homes listed for sale in Marin County which translates to just over a month and a half's supply.

The number of homes sold increased by 5% overall and is primarily due to a large boost in sales in San Rafael. Novato and San Anselmo saw the largest increase in median sale prices.

MARKET SNAPSHOT



Total Homes Sold: 351



CURRENT INVENTORY SUPPLY: Marin County	NUMBER OF HOMES 258	MONTHS SUPPLY 1.54
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YEAR-OVER-YEAR MARKET COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1/2017	Q1/2018	% Change	Q1/2017	Q1/2018	% Change	Q1/2017	Q1/2018	% Change
Belvedere	6	4	▼ 33%	123	40	▼ 67%	\$3,950,000	\$2,842,500	▼ 28%
Corte Madera	17	11	▼ 35%	14	39	▲ 179%	\$1,311,000	\$1,265,000	▼ 4%
Fairfax	10	8	▼ 20%	33	20	▼ 39%	\$1,003,500	\$940,000	▼ 6%
Greenbrae	8	5	▼ 38%	15	30	▲ 100%	\$1,395,000	\$1,545,000	▲ 11%
Kentfield	11	9	▼ 18%	7	12	▲ 71%	\$2,747,500	\$2,650,000	▼ 4%
Larkspur	5	11	▲ 120%	9	29	▲ 222%	\$2,175,000	\$1,950,000	▼ 10%
Mill Valley	57	47	▼ 18%	43	19	▼ 56%	\$1,590,000	\$1,500,000	▼ 6%
Novato	90	88	▼ 2%	31	22	▼ 29%	\$827,000	\$977,000	▲ 18%
Ross	2	1	▼ 50%	114	8	▼ 93%	\$3,455,000	\$4,205,000	▲ 22%
San Anselmo	22	23	▲ 5%	26	23	▼ 12%	\$1,227,500	\$1,439,000	▲ 17%
San Rafael	65	85	▲ 31%	30	25	▼ 17%	\$1,000,000	\$1,051,000	▲ 5%
Sausalito	10	9	▼ 10%	30	53	▲ 77%	\$1,725,000	\$1,800,000	▲ 4%
Stinson Beach	3	4	▲ 33%	16	75	▲ 369%	\$2,600,000	\$2,513,750	▼ 3%
Tiburon	19	24	▲ 26%	60	20	▼ 67%	\$2,570,000	\$2,695,000	▲ 5%
All Marin County	335	351	▲ 5%	31	24	▼ 23%	\$1,200,000	\$1,325,000	▲ 9%

Sources: Bareis, Data for Single Family Detached Homes. 01/01/2008 - 3/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

