



Homes values in Marin County remain strong into the summer season. The median sale price for single family homes reached \$1.325MM for the month of July; a 9% increase from this time last year. Homes are also selling faster, with the median market time down to 24 days; a 25% drop from last year.

While up year-over-year, the median sale price dropped 8% from June 2018 and is the lowest it has been since January. The median days on market has dropped 17% from a small spike in June.

When looking at year-over-year data for specific regions, San Anselmo, Greenbrae, Mill Valley, and San Rafael experienced the sharpest drops in days on market. Sausalito and Corte Madera saw the highest increase in sales price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	JULY 2018	JULY 2017	%Δ
MEDIAN			
SALE PRICE	\$1,325,000	\$1,212,500	+9%
DAYS ON MARKET	24	32	-25%
\$ / SQ. FT.	\$714	\$627	+14%
TOTAL			
HOMES SOLD	197	230	-14%
HOMES CURRENTLY FOR SALE	332	-	-
OVER LIST PRICE	2.2%	2.5%	-0.3%

YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **-8%** DAYS ON MARKET **-17%**

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	JULY 2018	JULY 2017	%Δ	JULY 2018	JULY 2017	%Δ	JULY 2018	JULY 2017	%Δ
Belvedere	3	1*	▲ 200%	52	24	▲ 117%	\$3,000,000	\$2,700,000	▲ 11%
Corte Madera	11	8	▲ 38%	27	21	▲ 29%	\$1,710,000	\$1,302,500	▲ 31%
Fairfax	11	9	▲ 22%	19	37	▼ 49%	\$1,100,000	\$995,000	▲ 11%
Greenbrae	7	3	▲ 133%	13	20	▼ 35%	\$1,835,000	\$2,076,750	▼ 12%
Kentfield	4	4	0%	15	16	▼ 6%	\$3,100,000	\$3,032,500	▲ 2%
Larkspur	3	8	▼ 63%	69	28	▲ 146%	\$1,650,000	\$1,902,500	▼ 13%
Mill Valley	19	30	▼ 37%	18	29	▼ 38%	\$1,710,000	\$1,460,000	▲ 17%
Novato	45	60	▼ 25%	28	37	▼ 24%	\$990,000	\$895,000	▲ 11%
Ross	5	8	▼ 38%	19	29	▼ 34%	\$2,800,000	\$4,438,889	▼ 37%
San Anselmo	11	15	▼ 27%	13	27	▼ 52%	\$1,400,000	\$1,470,000	▼ 5%
San Rafael	46	57	▼ 19%	22	35	▼ 37%	\$1,249,000	\$1,165,000	▲ 7%
Sausalito	4	10	▼ 60%	73	52	▲ 40%	\$2,350,000	\$1,450,000	▲ 62%
Stinson Beach	2*	1*	▲ 100%	26	51	▼ 49%	\$3,137,500	\$4,000,000	▼ 22%
Tiburon	9	8	▲ 13%	83	22	▲ 277%	\$2,675,000	\$2,077,500	▲ 29%
All Marin County	197	230	▼ 14%	24	32	▼ 25%	\$1,325,000	\$1,212,500	▲ 9%

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

Sources: BAREIS, Data for Single Family Detached Homes. 07/01/2008 - 07/31/2018 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.