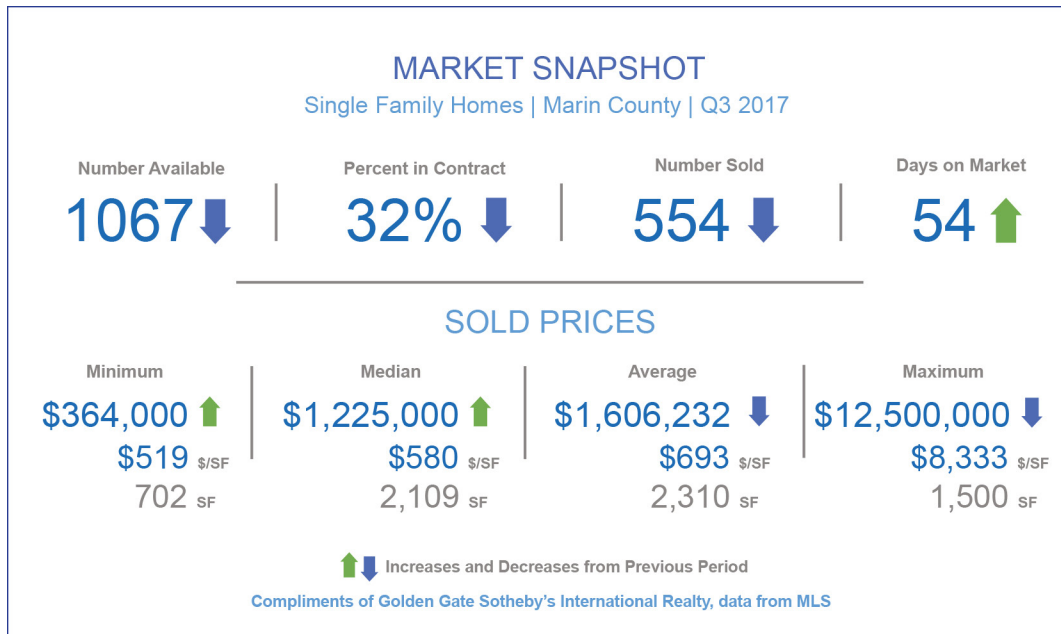
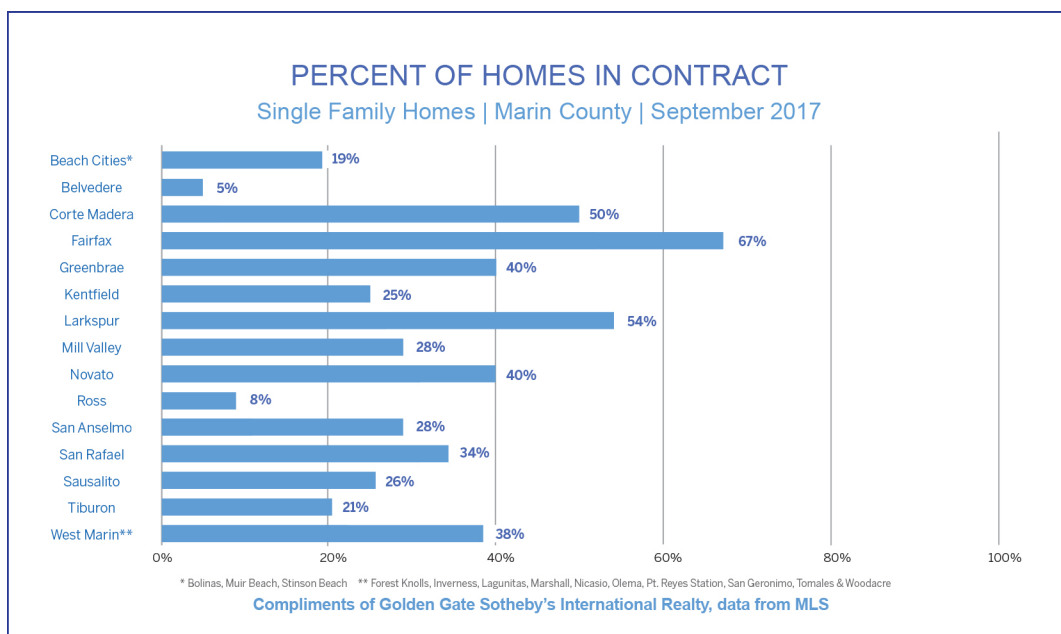


Marin Market Report – Q3 2017 Data



Marin Market Snapshot

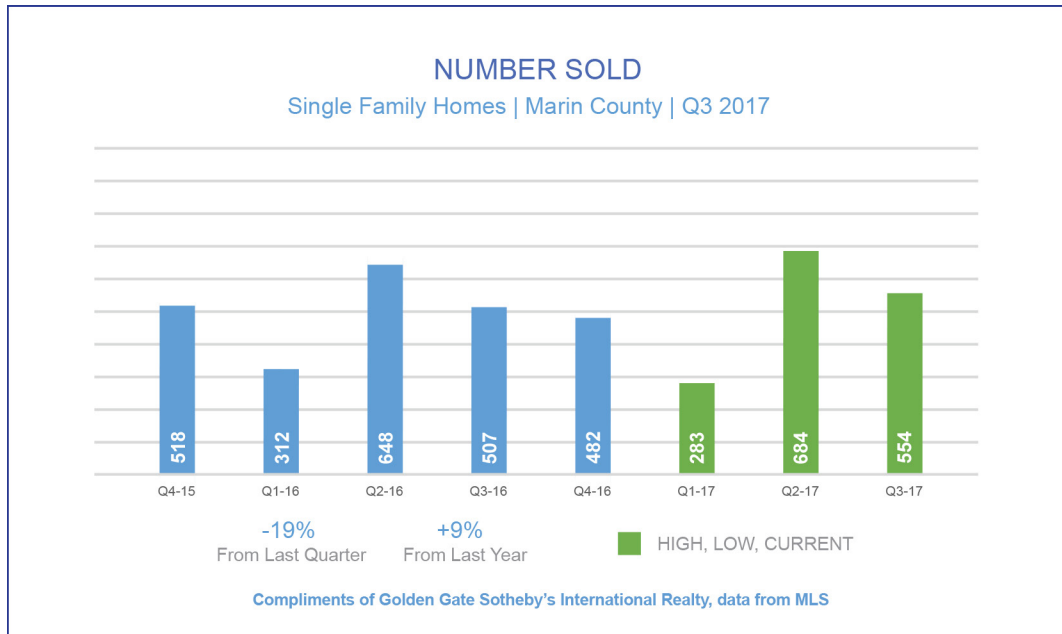
In Marin County, the Single Family Home market Q3 figures show a decrease of Inventory, Percentage of Homes in Contract and Number Sold compared to last quarter, while Days on Market increased. Average Price Sold had a slight decrease in Q3 to \$1,606,232, down 1% from Q2 and up 12% compared to the same quarter last year. A notable 13 Single Family Homes sold between \$5-\$7 million in Q3.



In Contract By Area

Fairfax had 67% of Homes in Contract recorded in September, followed by Larkspur (54%), Corte Madera (50%) and Greenbrae and Novato, both at 40%. In contrast, less active markets were Ross (8%) and Belvedere (5%).

Marin Market Report – Q3 2017 Data



Number of Homes Sold

With 554 sold, Marin Single Family Home sales were up 9% from Q2 2017 and down 19% compared to the last month. Decreased inventory and the seasonal summer market slowdown influenced the Number of Homes Sold in Q3.

HOME SALES BY AREA
Single Family Homes | Marin County | September 2017

	NO SOLD	MINIMUM	AVERAGE	MEDIAN	MAXIMUM	DAYS
Beach Cities*	0	-	-	-	-	-
Belvedere	2	\$3,300,000	\$4,878,500	\$4,878,500	\$6,457,000	21
Corte Madera	5	\$1,350,000	\$1,688,400	\$1,737,000	\$2,100,000	23
Fairfax	7	\$625,000	\$1,024,694	\$910,000	\$2,050,000	64
Greenbrae	1	\$1,637,500	\$1,637,500	\$1,637,500	\$1,637,500	129
Kentfield	5	\$1,350,000	\$2,147,800	\$2,340,000	\$3,000,000	124
Larkspur	7	\$720,000	\$1,844,286	\$2,390,000	\$2,790,000	44
Mill Valley	25	\$900,000	\$1,992,820	\$1,600,000	\$5,045,000	55
Novato	33	\$390,000	\$989,712	\$856,000	\$2,140,000	40
Ross	3	\$1,685,000	\$2,063,333	\$1,905,000	\$2,600,000	63
San Anselmo	8	\$778,000	\$1,237,007	\$1,225,528	\$1,875,000	74
San Rafael	32	\$475,000	\$1,098,478	\$1,090,000	\$1,862,500	39
Sausalito	6	\$1,440,000	\$1,992,667	\$1,680,500	\$3,595,000	26
Tiburon	7	\$1,629,100	\$3,955,586	\$4,175,000	\$6,400,000	122
West Marin**	0	-	-	-	-	-

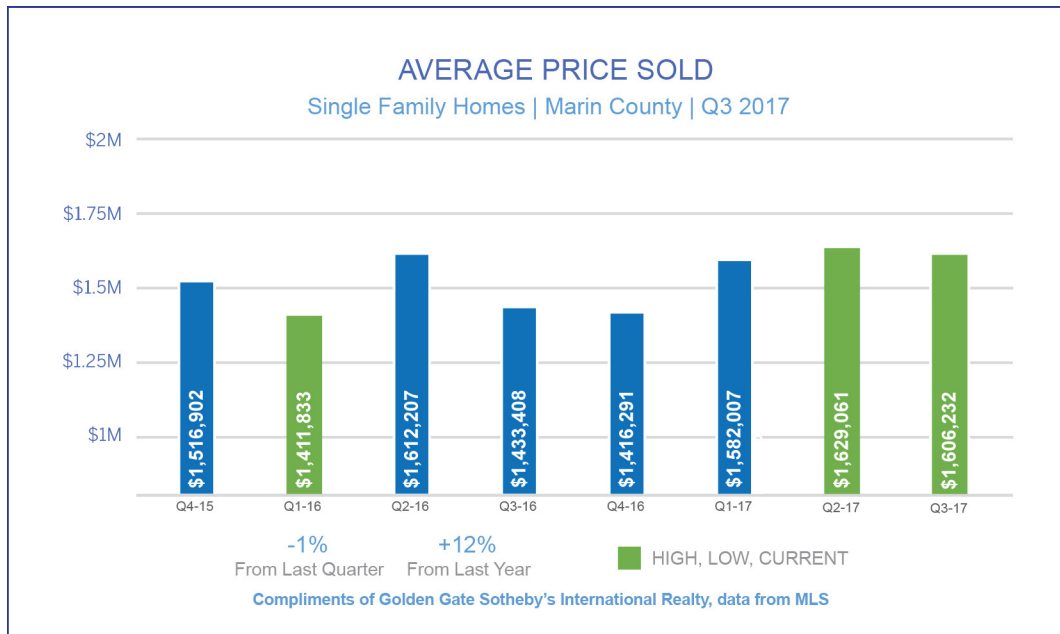
* Bolinas, Muir Beach, Stinson Beach ** Forest Knolls, Inverness, Lagunitas, Marshall, Nicasio, Olema, Pt. Reyes Station, San Geronimo, Tomales & Woodacre

Compliments of Golden Gate Sotheby's International Realty, data from MLS

Home Sales by Area

Novato and San Rafael continue to see the highest Number of Homes Sold in September at 33 and 32, respectively, with Mill Valley not far behind at 25 sold. San Anselmo had a notable Number of Homes Sold at 8, as well as Tiburon with 7.

Marin Market Report – Q3 2017 Data



Average Price Sold

The Average Sale Price of Marin Single Family Homes increased a healthy 12% in Q3 compared to the same quarter last year. When compared to last month, September Average Sale Price decreased slightly (1%) to \$1,606,232.

SALES BY PRICE POINT
Single Family Homes | Marin County | Q3 2017

Price Point	ACTIVE	CONTINGENT	PENDING	SOLD	MONTHS OF INVENTORY
\$0 to \$499,999	0	5	1	6	0.0
\$500,000 to \$749,999	61	39	15	50	1.2
\$750,000 to \$999,999	203	77	53	131	1.5
\$1,000,000 to \$1,999,999	419	111	110	255	1.6
\$2,000,000 to \$2,999,999	153	20	33	67	2.3
\$3,000,000 to \$3,999,999	81	9	9	19	4.3
\$4,000,000 to \$4,999,999	51	11	3	8	6.4
\$5,000,000 to \$6,999,999	58	1	4	13	4.5
\$7,000,000 to \$9,999,999	26	0	2	2	13.0
\$10,000,000 +	15	0	2	3	5.0

Compliments of Golden Gate Sotheby's International Realty, data from MLS

Sales by Price Point

In Q3, the highest number of homes both available (419) and sold (255) were between \$1-2 million. There were 131 homes sold between \$750,000 and \$1 million, while 67 homes sold in the \$2-3 million price range. A notable 13 homes sold between \$5-7 million with 5 homes sold at above \$7 million, three of which sold for over \$10 million.