



With the current COVID-19 pandemic affecting nearly every aspect of daily life, there is a lot of uncertainty going around and we at Vanguard Properties will not profess to know how the market will react in the coming months. While we wait for the data, this report looks at how the market performed during the first quarter of the year.

Comparing to Q1 of last year, which incidentally started slower than is considered typically normal, the year began with good momentum. The median sale price recorded at \$1,329,000 representing a 6.6 percent increase from Q1 of 2019. At the same time, the median days on market shed 3 days down to 33 for the quarter. Perhaps the most telling stat so far is the number of properties for sale on the last day of March; current inventory, especially in the luxury market, is extremely low due to a large spike in the number of listings being pulled off the market.

Across regions, sales were down across all cities except for Stinson Beach and Tiburon. Mill Valley, San Rafael, and San Anselmo all saw fairly large jumps in their median sale price.

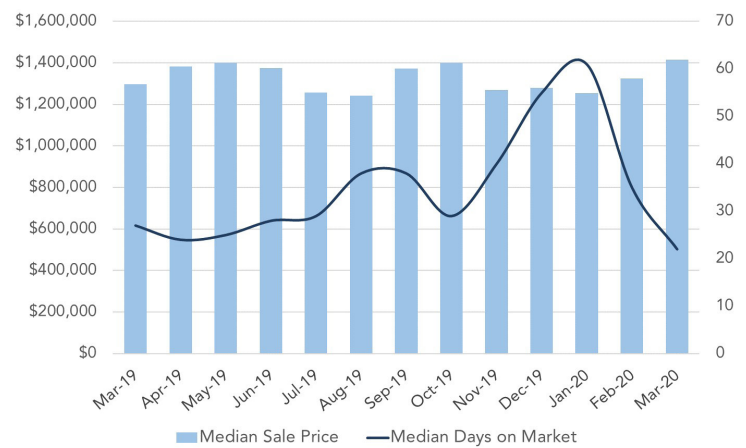
As we continue on into uncharted territory, we would like to take a moment to thank all of the first responders and front-line workers for their courage and strength as we work together to overcome this challenge.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

### MONTH-OVER-MONTH COMPARISON

	Q1-2020	Q1-2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,329,000	\$1,247,000	+6.6%
DAYS ON MARKET	33	36	-8.3%
\$ / SQ. FT.	\$643	\$643	0.0%
<b>TOTAL</b>			
PROPERTIES PENDING	113	213	-46.9%
PROPERTIES SOLD	308	350	-12.0%
# FOR SALE LAST DAY OF MONTH (MARCH)	186	404	-54.0%
% OF PROPERTIES SOLD OVER LIST PRICE	37.3%	34.9%	+2.4%
% OF LIST PRICE RECEIVED (AVERAGE)	100.0%	100.0%	0.0%



CHANGE IN PAST MONTH: SALE PRICE **+6.8%** DAYS ON MARKET **-13 days**

### YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2020	Q1 2019	%Δ	Q1 2020	Q1 2019	%Δ	Q1 2020	Q1 2019	%Δ
Belvedere	5*	6*	▼ 17%	50	95	▼ 47%	\$4,500,000	\$3,839,000	▲ 17%
Corte Madera	10	15	▼ 33%	10	32	▼ 69%	\$1,503,500	\$1,585,000	▼ 5%
Fairfax	11	13	▼ 15%	19	32	▼ 41%	\$985,000	\$939,000	▲ 5%
Greenbrae	3*	7*	▼ 57%	0	13	▼ 100%	\$2,300,000	\$2,200,000	▲ 5%
Kentfield	9*	12	▼ 25%	29	65	▼ 55%	\$2,320,000	\$2,057,000	▲ 13%
Larkspur	6*	11	▼ 45%	22	60	▼ 63%	\$2,407,875	\$1,850,000	▲ 30%
Mill Valley	43	46	▼ 7%	36	29	▲ 24%	\$1,736,000	\$1,525,000	▲ 14%
Novato	76	86	▼ 12%	39	41	▼ 5%	\$1,001,500	\$975,000	▲ 3%
Ross	4*	5*	▼ 20%	75	9	▲ 733%	\$2,762,500	\$2,250,000	▲ 23%
San Anselmo	15	26	▼ 42%	33	21	▲ 57%	\$1,987,500	\$1,265,000	▲ 57%
San Rafael	74	77	▼ 4%	24	38	▼ 37%	\$1,201,750	\$1,125,000	▲ 7%
Sausalito	9*	10	▼ 10%	36	29	▲ 24%	\$1,825,000	\$2,162,500	▼ 16%
Stinson Beach	3*	2*	▲ 50%	54	99	▼ 45%	\$1,482,000	\$3,973,750	▼ 63%
Tiburon	24	8*	▲ 200%	33	20	▲ 65%	\$3,125,000	\$2,430,000	▲ 29%
<b>All Marin County</b>	<b>308</b>	<b>350</b>	<b>▼ 12%</b>	<b>33</b>	<b>36</b>	<b>▼ 8%</b>	<b>\$1,329,000</b>	<b>\$1,247,000</b>	<b>▲ 7%</b>

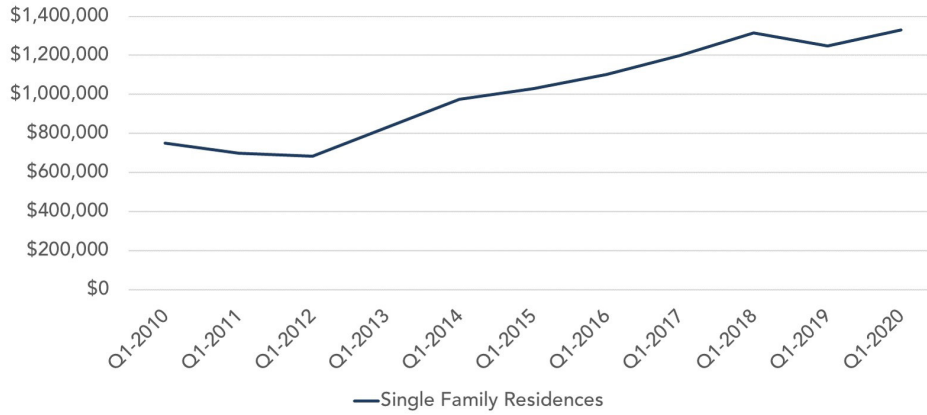
\*Small sample size (n<10); use caution when interpreting results.

Sources: Bareis MLS & BrokerMetrics, Data for Single Family Detached Homes. All information is deemed reliable, but not guaranteed for accuracy. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



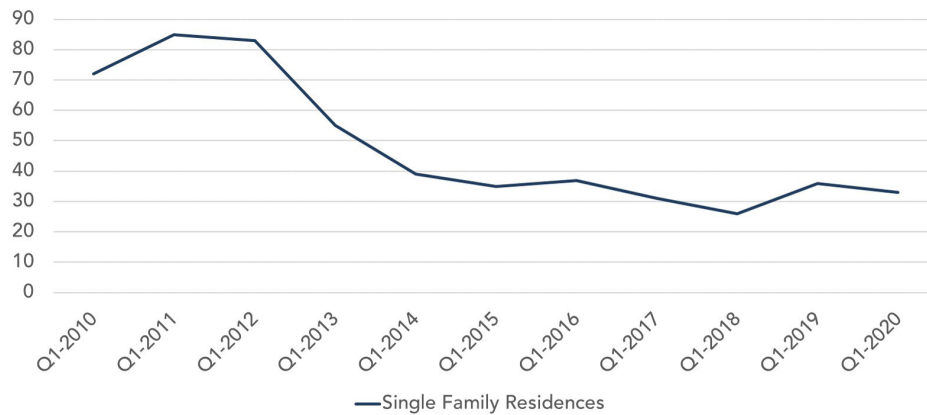
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



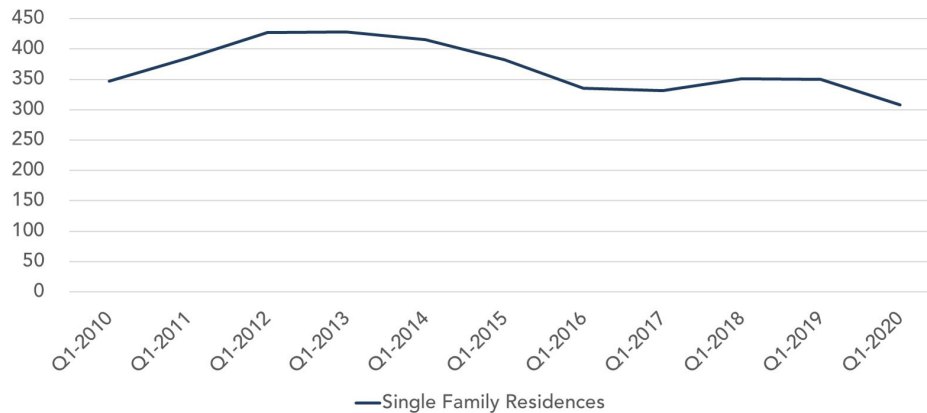
Single Family Residences  
**\$1,329,000**  
 +6.6% year-over-year

MEDIAN MARKET TIME



Single Family Residences  
**33 days**  
 -3 days year-over-year

NUMBER OF SALES



Single Family Residences  
**308**  
 -12.0% year-over-year