



As spring wraps-up and summer begins, we are seeing renewed strength in the market. Metrics, however, are cooler compared with the booming spring of 2018. The quarter closed with a median sale price of \$1,385,500 which represents a 1.2% drop from Q2 2018. The median price per square foot actually ticked up 0.9% to \$706. The median days on market ticked up 1 day but remains competitive at 25 total days.

The number of homes sold is comparable with last year at 710 total. Nearly half of these homes sold over their list price, with purchasers paying an average of 1.8% over asking. There are currently 430 single family homes listed for sale which represents 2.3 months' inventory supply; generally speaking, inventory measuring under 6 months of supply is considered a seller's market. Current listings range from \$415K to just under \$30M.

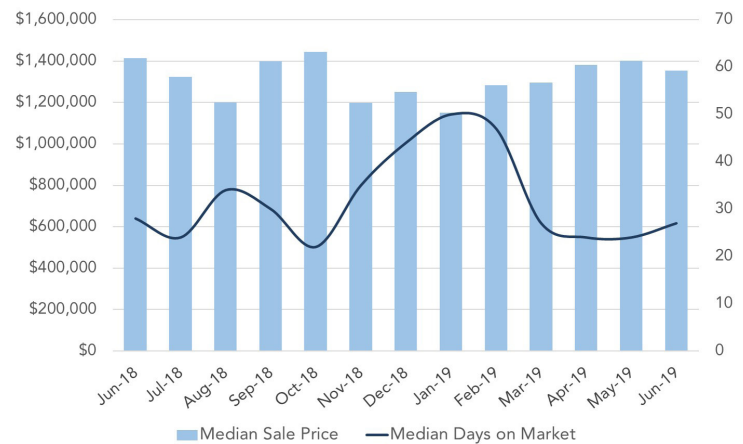
Falling mortgage rates have also been a boon to sales and continue to give purchasers more house for their money. Last week saw the lowest mortgage rates in 31-months and the current rate for a 30-year fixed rate mortgage is 3.75% (per FreddieMac.com).

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	Q2-'19	Q2-'18	%Δ
MEDIAN			
SALE PRICE	\$1,385,500	\$1,403,000	-1.2%
DAYS ON MARKET	25	24	+4.1%
\$ / SQ. FT.	\$706	\$700	+0.9%
TOTAL			
HOMES SOLD	710	715	-0.7%
HOMES CURRENTLY FOR SALE	528	450	+17.3%
% OF PROPERTIES SOLD OVER LIST PRICE	46.8%	55.9%	-9.1%
% OF LIST PRICE RECEIVED (AVERAGE)	101.8%	103.3%	-1.5%



CHANGE IN PAST MONTH: SALE PRICE **-3.3%** DAYS ON MARKET **+12.5%**

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

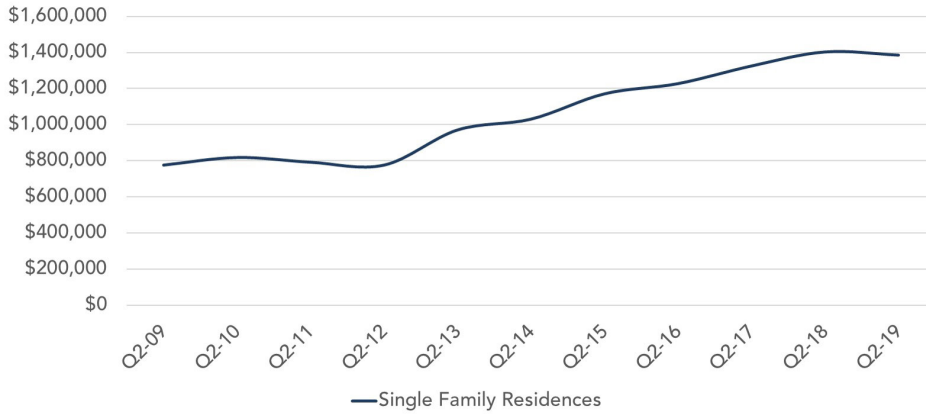
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ
Belvedere	20	17	▲ 18%	29	38	▼ 24%	\$3,370,000	\$3,300,000	▲ 2%
Corte Madera	40	17	▲ 135%	21	24	▼ 13%	\$1,565,278	\$1,425,000	▲ 10%
Fairfax	25	30	▼ 17%	23	21	▲ 10%	\$1,050,000	\$945,500	▲ 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: Bares, 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



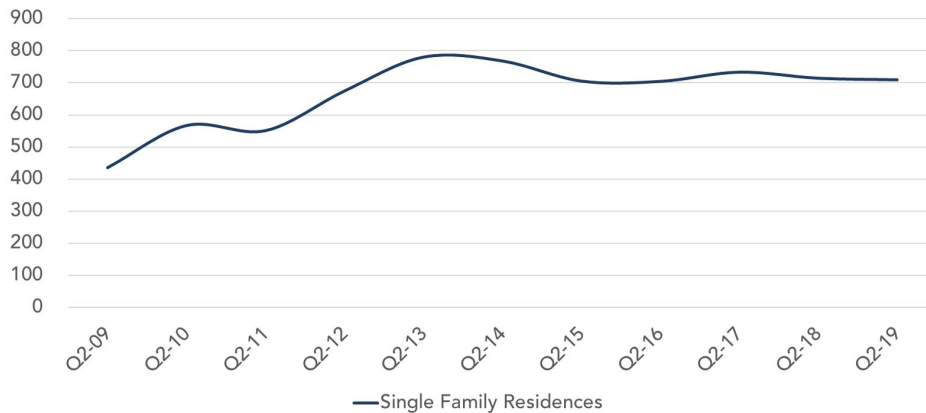
Single Family Residences
\$1,385,500
 -1.2% year-over-year

MEDIAN MARKET TIME



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

NUMBER OF SALES



Single Family Residences
710
 -0.7% year-over-year