

Marin County -- A Brief Summary

11/8/2017

- Compared to the previous month and the same month last year **inventory** is down for both single family homes and condos.
- Compared to the previous month and the same month last year the **number of sales** is down for both single family homes and condos.
- Compared to the previous month **selling prices** are up for single family homes but down for condos. Compared to the same month last year selling prices remain unchanged for single family homes and down for condos.
- Interest rates remain attractive but indications suggest there will be an increase in December..

Inventory						
	October 1st vs. September 1st				October 1st 2017 vs. October 1st 2016	
	2016		2017			
Single Family	↓	11%	↓	22%	↓	14%
Condos	↓	30%	↓	9%	↓	28%

Number of Properties Sold						
	September vs. August				September, 2017 vs. September, 2016	
	2015		2016			
Single Family	↑	32%	↓	10%	↓	9%
Condos	↑	34%	↓	5%	↓	12%

Average Sales Price				
	September 2017 vs. August 2017		September, 2017 vs. September, 2016	
	Single Family	↑	1%	unchanged
Condos	↓	12%	↓	3%

What does this mean to a buyer?

Inventory remains low, even for this time of year and will continue to drop until after the holidays.

What does this mean to a seller?

The combination of realistic pricing, location and condition remains key. Current market knowledge is essential in order to establish a listing price that will be attractive. If the objective is to sell the property in a reasonable period of time, when setting the listing price you should err toward the low side rather than pushing for premium pricing.

Marin County Market Analysis
by month

11/8/2017

Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	11	\$897	\$364	\$1,525	\$876	58	109%
August '17	9	\$792	\$630	\$1,005	\$739	22	102%
September '17	13	\$812	\$400	\$1,202	\$778	54	104%
October '17	10	\$814	\$490	\$1,220	\$792	37	106%
Active*	14	\$849	\$399	\$1,700	\$856	36	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	10	\$1,156	\$785	\$2,770	\$885	34	109%
August '17	6	\$1,179	\$801	\$1,800	\$1,145	24	109%
September '17	5	\$1,237	\$625	\$2,325	\$900	54	95%
October '17	6	\$1,004	\$676	\$1,450	\$923	28	103%
Active*	18	\$1,060	\$630	\$2,200	\$940	100	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	52	\$1,148	\$605	\$4,000	\$1,022	40	103%
August '17	34	\$1,024	\$640	\$1,815	\$961	45	102%
September '17	37	\$1,056	\$625	\$1,818	\$933	43	101%
October '17	47	\$1,149	\$610	\$4,850	\$1,025	38	103%
Active*	63	\$1,236	\$550	\$6,995	\$1,050	50	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	25	\$1,476	\$732	\$2,665	\$1,400	59	101%
August '17	19	\$1,247	\$700	\$2,900	\$1,152	59	101%
September '17	18	\$1,445	\$795	\$2,615	\$1,425	55	102%
October '17	20	\$1,481	\$742	\$2,465	\$1,364	50	101%
Active*	50	\$1,648	\$837	\$5,645	\$1,468	73	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	35	\$1,541	\$850	\$3,100	\$1,317	37	102%
August '17	43	\$1,548	\$537	\$3,400	\$1,515	57	100%
September '17	41	\$1,505	\$805	\$3,595	\$1,300	44	101%
October '17	25	\$1,872	\$899	\$3,900	\$1,750	49	102%
Active*	53	\$1,639	\$749	\$4,295	\$1,349	62	

Single Family, 4BR 4BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	15	\$1,872	\$902	\$3,295	\$1,700	40	99%
August '17	15	\$2,204	\$899	\$4,450	\$2,250	117	98%
September '17	19	\$2,287	\$1,025	\$6,457	\$2,075	113	98%
October '17	12	\$2,033	\$1,400	\$3,600	\$1,721	60	99%
Active*	44	\$3,060	\$919	\$9,995	\$2,492	97	

*as of 11/8/2017

All prices in 000s

Monthly updates available at: WWW.BOLDSF.COM

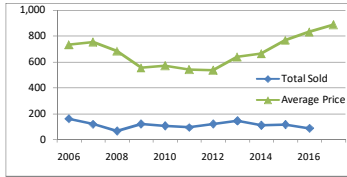
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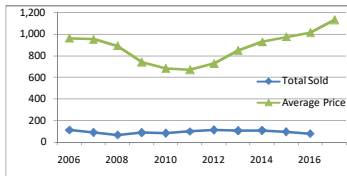
Marin County Market Analysis
by year

11/8/2017

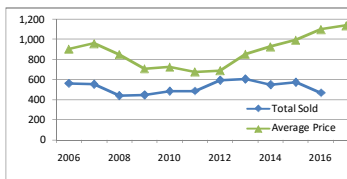
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	160	\$732	300	1375	713	53	99%
2007	118	\$753	\$460	\$1,800	\$725	69	99%
2008	66	\$684	\$265	\$2,000	\$631	72	97%
2009	120	\$552	\$215	\$1,057	\$548	116	95%
2010	106	\$570	\$195	\$1,040	\$575	95	96%
2011	94	\$539	\$150	\$1,113	\$532	105	96%
2012	120	\$534	\$78	\$2,000	\$506	118	98%
2013	144	\$637	\$205	\$1,561	\$630	53	104%
2014	110	\$663	\$285	\$1,275	\$648	70	104%
2015	116	\$770	\$253	\$1,540	\$749	46	105%
2016	87	\$831	\$345	\$2,100	\$758	40	105%
2017	88	\$888	\$300	\$4,650	\$820	42	103%



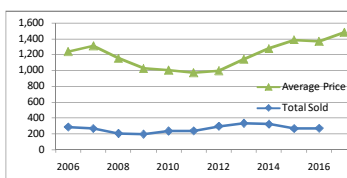
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	111	\$963	360	3435	850	67	98%
2007	92	\$952	\$490	\$2,656	\$803	84	99%
2008	67	\$892	\$365	\$4,902	\$760	79	95%
2009	89	\$741	\$227	\$1,615	\$703	113	96%
2010	84	\$682	\$230	\$1,856	\$621	108	95%
2011	99	\$669	\$177	\$1,925	\$637	122	97%
2012	113	\$727	\$206	\$2,500	\$629	119	98%
2013	106	\$849	\$135	\$2,200	\$763	78	100%
2014	109	\$928	\$90	\$2,575	\$840	69	102%
2015	96	\$975	\$385	\$3,400	\$833	62	104%
2016	79	\$1,016	\$500	\$2,695	\$925	57	102%
2017	63	\$1,133	\$480	\$2,770	\$1,075	34	105%



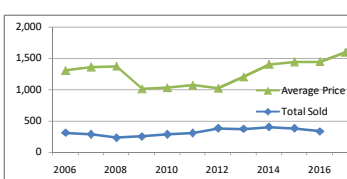
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	564	\$908	\$75	2950	833	58	99%
2007	554	\$960	\$400	\$3,600	\$865	57	99%
2008	444	\$852	\$290	\$3,300	\$753	75	97%
2009	451	\$713	\$275	\$2,505	\$669	96	97%
2010	488	\$728	\$285	\$3,350	\$685	79	97%
2011	490	\$679	\$251	\$3,800	\$583	102	97%
2012	595	\$692	\$200	\$4,300	\$629	89	99%
2013	606	\$856	\$292	\$3,400	\$775	59	103%
2014	552	\$929	\$406	\$4,100	\$821	45	103%
2015	575	\$996	\$400	\$5,300	\$889	41	104%
2016	472	\$1,101	\$399	\$5,100	\$983	44	102%
2017	417	\$1,139	\$525	\$4,850	\$1,020	41	104%



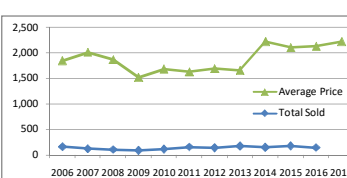
	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	285	\$1,240	616	4835	1072	68	98%
2007	266	\$1,311	\$574	\$4,100	\$1,149	75	98%
2008	204	\$1,153	\$430	\$2,900	\$1,074	77	97%
2009	194	\$1,025	\$220	\$3,795	\$900	112	95%
2010	234	\$1,003	\$385	\$3,780	\$877	98	96%
2011	237	\$969	\$230	\$6,500	\$825	119	95%
2012	294	\$997	\$350	\$5,000	\$875	102	97%
2013	332	\$1,143	\$265	\$5,125	\$1,011	59	100%
2014	321	\$1,277	\$510	\$3,833	\$1,125	60	101%
2015	265	\$1,388	\$500	\$5,940	\$1,210	59	101%
2016	269	\$1,368	\$605	\$5,350	\$1,225	60	100%
2017	207	\$1,482	\$681	\$4,925	\$1,350	52	102%



	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	315	\$1,305	623	4200	1160	71	98%
2007	290	\$1,360	\$553	\$3,650	\$1,200	65	98%
2008	236	\$1,374	\$460	\$6,595	\$1,263	80	97%
2009	254	\$1,009	\$325	\$2,625	\$866	111	96%
2010	289	\$1,028	\$382	\$3,300	\$900	90	96%
2011	310	\$1,069	\$310	\$3,700	\$899	113	96%
2012	385	\$1,019	\$330	\$6,200	\$825	97	98%
2013	376	\$1,201	\$472	\$3,600	\$1,075	71	100%
2014	406	\$1,402	\$406	\$6,400	\$1,193	70	101%
2015	385	\$1,443	\$565	\$4,350	\$1,250	55	102%
2016	339	\$1,445	\$514	\$5,300	\$1,249	56	101%
2017	302	\$1,596	\$557	\$7,400	\$1,408	47	101%



	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium
2006	164	\$1,847	775	4775	1746	66	98%
2007	125	\$2,012	\$765	\$5,400	\$1,825	87	98%
2008	109	\$1,866	\$560	\$6,300	\$1,800	104	95%
2009	92	\$1,515	\$440	\$4,350	\$1,323	108	94%
2010	118	\$1,684	\$305	\$5,300	\$1,540	113	94%
2011	160	\$1,626	\$250	\$4,782	\$1,469	113	95%
2012	144	\$1,689	\$400	\$6,700	\$1,360	117	96%
2013	176	\$1,653	\$650	\$4,275	\$1,565	91	98%
2014	152	\$2,221	\$650	\$8,000	\$2,005	90	99%
2015	179	\$2,102	\$685	\$6,728	\$1,835	73	99%
2016	146	\$2,129	\$650	\$6,500	\$1,874	78	98%
2017	135	\$2,219	\$769	\$6,457	\$2,050	71	99%



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Marin County Market Analysis by month

11/8/2017

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	8	\$443	\$369	\$590	\$423	43	102%
August '17	6	\$342	\$267	\$435	\$340	31	103%
September '17	4	\$456	\$380	\$590	\$427	37	103%
October '17	6	\$486	\$279	\$728	\$471	26	103%
Active*	7	\$463	\$305	\$749	\$400	21	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	21	\$571	\$230	\$893	\$525	49	102%
August '17	20	\$635	\$410	\$875	\$655	37	103%
September '17	20	\$915	\$340	\$3,000	\$776	34	101%
October '17	17	\$600	\$342	\$851	\$555	25	106%
Active*	35	\$640	\$240	\$1,150	\$575	43	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	4	\$515	\$325	\$690	\$523	77	100%
August '17	7	\$625	\$487	\$850	\$598	17	105%
September '17	2	\$600	\$490	\$710	\$600	31	105%
October '17	7	\$672	\$457	\$955	\$679	33	101%
Active*	10	\$727	\$470	\$1,395	\$617	114	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
July '17	16	\$991	\$443	\$3,485	\$731	46	102%
August '17	9	\$914	\$410	\$1,340	\$870	31	102%
September '17	14	\$745	\$525	\$1,100	\$734	37	101%
October '17	8	\$1,073	\$585	\$2,101	\$775	48	104%
Active*	11	\$908	\$559	\$1,665	\$829	42	

*as of 11/8/2017

All prices in 000s

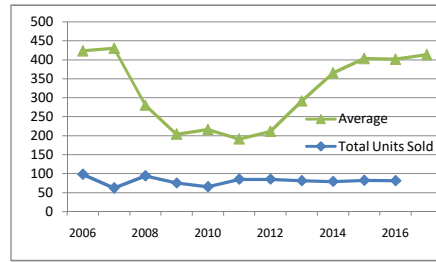
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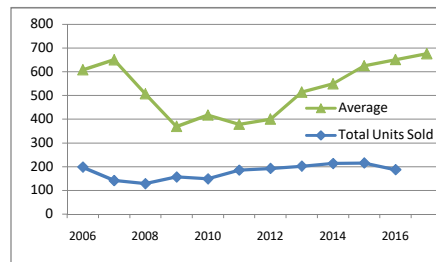
Marin County Market Analysis
by year

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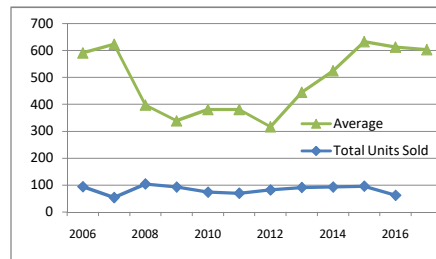
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2006	98	\$423	\$252	\$617	\$421	71	99%
	2007	62	\$430	\$215	\$1,246	\$408	97	98%
	2008	94	\$280	\$125	\$830	\$234	92	97%
	2009	75	\$204	\$100	\$580	\$169	131	98%
	2010	65	\$216	\$108	\$537	\$195	105	98%
	2011	85	\$191	\$75	\$790	\$166	149	96%
	2012	85	\$211	\$90	\$650	\$195	150	101%
	2013	81	\$291	\$125	\$879	\$256	68	104%
	2014	79	\$365	\$165	\$664	\$360	62	102%
	2015	82	\$403	\$193	\$1,195	\$365	47	101%
2016	81	\$401	\$220	\$1,170	\$380	59	101%	
2017	67	\$413	\$325	\$728	\$390	37	103%	



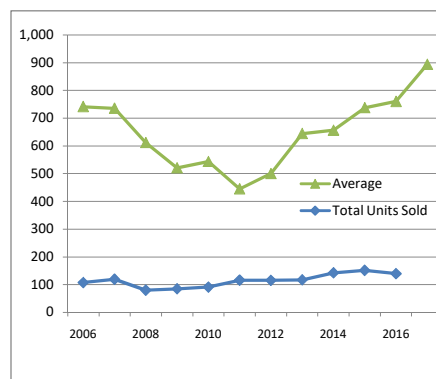
Condos, 2BR 2BA	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	156	\$369	\$104	\$1,400	\$310	125	96%
	2010	148	\$417	\$113	\$1,675	\$357	123	97%
	2011	185	\$378	\$106	\$1,500	\$305	167	97%
	2012	192	\$400	\$85	\$1,525	\$367	116	99%
	2013	202	\$514	\$153	\$2,125	\$456	73	103%
	2014	213	\$549	\$175	\$1,800	\$480	55	101%
	2015	215	\$625	\$134	\$2,150	\$550	51	103%
2016	187	\$651	\$218	\$2,650	\$550	66	100%	
2017	183	\$676	\$230	\$3,000	\$569	56	102%	



Condos, 3BR 2BA	2006	94	\$591	\$385	\$1,369	\$556	68	100%
	2007	54	\$623	\$350	\$1,625	\$545	78	98%
	2008	104	\$398	\$199	\$1,357	\$303	91	98%
	2009	93	\$339	\$150	\$1,038	\$270	88	98%
	2010	74	\$381	\$155	\$1,200	\$370	142	96%
	2011	70	\$381	\$129	\$1,350	\$326	107	96%
	2012	82	\$317	\$135	\$842	\$289	127	99%
	2013	91	\$445	\$150	\$1,025	\$410	54	102%
	2014	93	\$525	\$267	\$1,283	\$498	49	102%
	2015	96	\$633	\$258	\$1,930	\$578	55	103%
2016	62	\$613	\$161	\$1,490	\$600	51	102%	
2017	53	\$603	\$252	\$1,300	\$580	39	103%	



Condos, 3BR 3BA	2006	107	\$742	\$510	\$2,050	\$657	80	99%
	2007	119	\$736	\$315	\$2,350	\$674	70	98%
	2008	80	\$612	\$260	\$1,645	\$540	101	97%
	2009	85	\$521	\$230	\$1,557	\$480	108	97%
	2010	91	\$544	\$200	\$2,200	\$450	105	97%
	2011	116	\$445	\$205	\$1,500	\$385	135	96%
	2012	115	\$500	\$205	\$2,150	\$428	108	99%
	2013	117	\$645	\$240	\$2,800	\$525	60	102%
	2014	142	\$657	\$320	\$2,000	\$600	54	101%
	2015	151	\$738	\$349	\$2,150	\$641	47	103%
2016	139	\$761	\$228	\$2,050	\$668	46	101%	
2017	95	\$895	\$257	\$3,485	\$711	52	100%	



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