

Marin County -- A Brief Summary

2/10/2018

- Compared to the previous month **inventory** is up significantly for both single family homes and condos. Compared to the same month last year inventory is down significantly for both categories.
- Compared to the previous month the **number of sales** is down significantly for both single family homes and condos. Compared to the same month last year the number of sales is up for single family homes but down for condos.
- Compared to the previous month **selling prices** are down for both single family homes and condos. Compared to the same month last year selling prices are up for single family homes but down for condos.
- Interest rates are rising and indications are there will be more increases during the remainder of 2018.

Inventory				
	February 1st vs. January 1st		February 1st 2018 vs. February 1st 2017	
	2017	2018		
Single Family	↑ 46%	↑ 30%	↓ 25%	
Condos	↑ 8%	↑ 55%	↓ 21%	

Number of Properties Sold				
	January vs. December		January, 2018 vs. January, 2017	
	2017	2018		
Single Family	↓ 51%	↓ 33%	↑ 22%	
Condos	↓ 13%	↓ 48%	↓ 46%	

Average Sales Price		
	January 2018 vs. December 2017	January, 2018 vs. January, 2017
	Single Family	↓ 2%
Condos	↓ 17%	↓ 13%

What does this mean to a buyer?

Inventory remains low, even for this time of year but should begin to rise into the spring market.

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

2/11/2018

Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	10	\$814	\$490	\$1,220	\$792	37	106%
November '17	13	\$831	\$350	\$1,445	\$875	30	105%
December '17	6	\$900	\$675	\$1,100	\$898	29	111%
January '18	4	\$814	\$627	\$925	\$853	66	99%
Active*	6	\$1,146	\$969	\$1,748	\$1,035	66	

Single Family, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	6	\$1,004	\$676	\$1,450	\$923	28	103%
November '17	5	\$1,021	\$735	\$1,275	\$970	82	100%
December '17	5	\$1,062	\$577	\$1,345	\$1,168	110	104%
January '18	7	\$1,101	\$720	\$1,810	\$1,155	80	98%
Active*	8	\$816	\$625	\$1,200	\$797	114	

Single Family, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	47	\$1,149	\$610	\$4,850	\$1,025	38	103%
November '17	56	\$1,074	\$570	\$2,025	\$993	40	104%
December '17	24	\$1,067	\$600	\$1,850	\$986	38	104%
January '18	20	\$1,185	\$630	\$2,580	\$970	56	100%
Active*	25	\$1,428	\$700	\$5,950	\$1,125	94	

Single Family, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	20	\$1,481	\$742	\$2,465	\$1,364	50	101%
November '17	27	\$1,457	\$818	\$2,730	\$1,385	74	100%
December '17	17	\$1,556	\$850	\$2,800	\$1,242	50	101%
January '18	14	\$1,374	\$922	\$1,962	\$1,240	65	97%
Active*	26	\$1,821	\$879	\$4,995	\$1,495	99	

Single Family, 4BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	25	\$1,872	\$899	\$3,900	\$1,750	49	102%
November '17	44	\$1,542	\$699	\$6,225	\$1,259	51	101%
December '17	26	\$1,473	\$729	\$2,600	\$1,355	51	99%
January '18	6	\$1,708	\$890	\$3,163	\$1,538	49	100%
Active*	33	\$1,413	\$799	\$3,275	\$1,295	50	

Single Family, 4BR 4BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	12	\$2,033	\$1,400	\$3,600	\$1,721	60	99%
November '17	10	\$2,285	\$995	\$4,950	\$2,100	61	98%
December '17	11	\$2,037	\$863	\$3,860	\$1,700	70	97%
January '18	9	\$1,913	\$1,025	\$3,035	\$1,800	173	95%
Active*	22	\$2,674	\$1,189	\$6,995	\$2,323	98	

*as of 2/10/2018 All prices in 000s

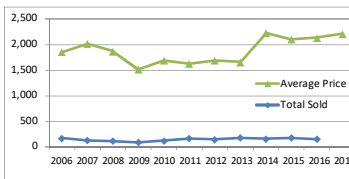
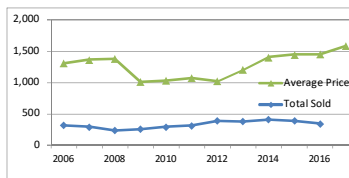
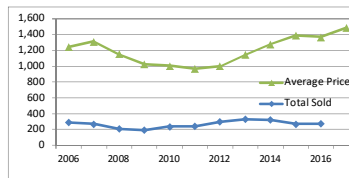
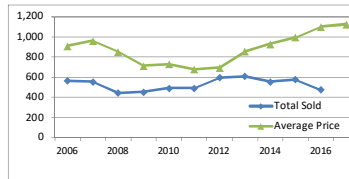
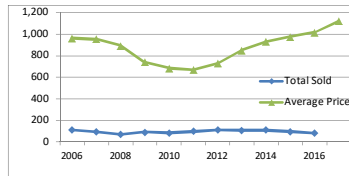
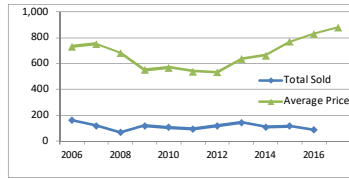
Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report. Information has not been verified, is not guaranteed, and is subject to change.

Frank Bodnar, BRE #01247118
415-260-8724 | fbodnar@boldsf.com
John Oldfield, BRE #01292184
415-762-9608 | joldfield@boldsf.com

Marin County Market Analysis
by year

2/11/2018

	Total Sold	Average Price	Low	High	Median	Average Days on Market	Premium	
Single Family, 2BR 1BA	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	107	\$882	\$300	\$4,650	\$840	40	103%	
Single Family, 2BR 2BA	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	73	\$1,121	\$480	\$2,770	\$1,075	42	105%	
Single Family, 3BR 2BA	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	497	\$1,127	\$525	\$4,850	\$1,005	41	104%	
Single Family, 3BR 3BA	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	253	\$1,484	\$681	\$4,925	\$1,360	54	102%	
Single Family, 4BR 3BA	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	374	\$1,580	\$557	\$7,400	\$1,397	47	101%	
Single Family, 4BR 4BA	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	157	\$2,205	\$769	\$6,457	\$2,200	70	99%	



All prices in 000s

Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report. Information has not been verified, is not guaranteed, and is subject to change.

Marin County Market Analysis

by month

2/11/2018

Condos, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	6	\$486	\$279	\$728	\$471	26	103%
November '17	4	\$494	\$325	\$815	\$419	16	105%
December '17	8	\$528	\$345	\$850	\$550	31	106%
January '18	4	\$460	\$380	\$635	\$413	47	101%
Active*	2	\$390	\$285	\$495	\$390	37	

Condos, 2BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	17	\$600	\$342	\$851	\$555	25	106%
November '17	25	\$604	\$320	\$1,150	\$552	40	103%
December '17	11	\$708	\$470	\$1,025	\$675	65	100%
January '18	2	\$375	\$240	\$510	\$375	61	99%
Active*	26	\$860	\$774	\$2,250	\$774	58	

Condos, 3BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	7	\$672	\$457	\$955	\$679	33	101%
November '17	7	\$620	\$465	\$759	\$694	43	101%
December '17	2	\$690	\$541	\$838	\$690	54	99%
January '18	5	\$656	\$460	\$905	\$565	47	99%
Active*	7	\$761	\$395	\$1,295	\$699	159	

Condos, 3BR 3BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
October '17	8	\$1,073	\$585	\$2,101	\$775	48	104%
November '17	10	\$1,041	\$544	\$1,940	\$815	38	100%
December '17	6	\$874	\$737	\$1,335	\$790	25	106%
January '18	3	\$708	\$615	\$810	\$700	56	99%
Active*	10	\$920	\$595	\$1,725	\$799	24	

*as of 2/10/2018

All prices in 000s

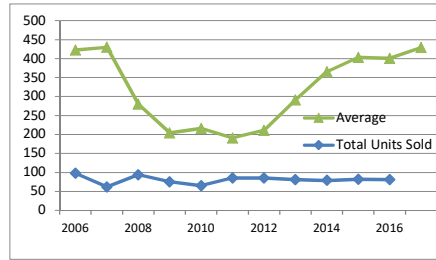
Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.
Information has not been verified, is not guaranteed, and is subject to change.

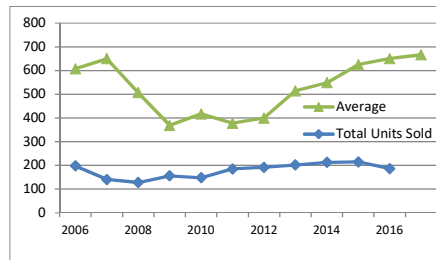
Marin County Market Analysis
by year

2/11/2018

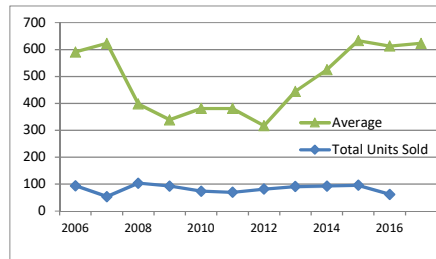
	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium	
Condos, 2BR 1BA	2006	98	\$423	\$252	\$617	\$421	71	99%
	2007	62	\$430	\$215	\$1,246	\$408	97	98%
	2008	94	\$280	\$125	\$830	\$234	92	97%
	2009	75	\$204	\$100	\$580	\$169	131	98%
	2010	65	\$216	\$108	\$537	\$195	105	98%
	2011	85	\$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	79	\$429	\$235	\$850	\$400	35	103%	



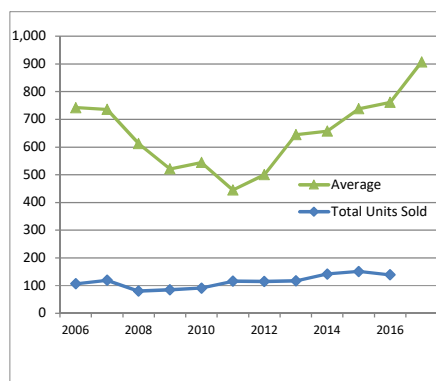
Condos, 2BR 2BA	2006	198	\$608	\$300	\$1,825	\$534	68	99%
	2007	141	\$650	\$285	\$1,895	\$570	80	98%
	2008	128	\$507	\$140	\$2,058	\$440	89	97%
	2009	156	\$369	\$104	\$1,400	\$310	125	96%
	2010	148	\$417	\$113	\$1,675	\$357	123	97%
	2011	185	\$378	\$106	\$1,500	\$305	167	97%
	2012	192	\$400	\$85	\$1,525	\$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	221	\$667	\$230	\$3,000	\$575	54	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	63	\$623	\$252	\$1,580	\$589	40	102%	



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	111	\$907	\$257	\$3,485	\$775	49	101%	



All prices in 000s

Monthly updates available at: WWW.BOLDSF.COM

Based on information from Bay Area Real Estate Information Services, Inc. (BAREIS) as of the date of this report.