

# MARIN COUNTY

## THIRD QUARTER MARKET REPORT 2017 VS. 2018

	2017	2018		2017	2018				
Q3	# of Sales	745	705	5%▼	YTD	# of Sales	1,993	1,933	3%▼
	Median Price	\$1,050,000	\$1,150,000	▲10%		Median Price	\$1,075,000	\$1,199,000	▲12%
	Avg CDOM	52	47	10%▼		Avg CDOM	47	43	9%▼
	MOI	1.7	2.3	▲35%		MOI	1.9	2.5	▲32%

Trends from the height of the real estate recovery in 2013 to now are dramatic: new sales are down 18%, new listings are down 32%, and the average sales price is up 32%. So, with the inventories dropping nearly twice as fast as sales, prices have continued to soar. The year-over-year trends seem to show the red-hot price increases cooling off: solds are down by 1.6%, new listings are down by 6.6%, and the average sales price is up slightly by 1.1%. So, with inventories dropping more than four times faster than sales, average sales prices just inched up slightly. This is a good indication that we are in for a soft landing rather than a bubble burst such as that of 2007.

### BELVEDERE

	Q3 2017	Q3 2018	% Change
# of Sales	4	12	200%
Median Price (\$000)	3,200	3,075	-4%
Avg CDOM	32	92	188%
Months of Inventory	17.3	3.0	-83%

### CORTE MADERA

	Q3 2017	Q3 2018	% Change
# of Sales	29	26	-10%
Median Price (\$000)	1,270	1,500	18%
Avg CDOM	25	45	80%
Months of Inventory	1.1	0.7	-36%

### FAIRFAX

	Q3 2017	Q3 2018	% Change
# of Sales	27	22	-19%
Median Price (\$000)	865	945	9%
Avg CDOM	48	32	-33%
Months of Inventory	0.7	2.3	229%

### GREENBRAE

	Q3 2017	Q3 2018	% Change
# of Sales	16	23	44%
Median Price (\$000)	820	1,525	86%
Avg CDOM	43	42	-2%
Months of Inventory	2.1	1.4	-33%

## KENTFIELD

	Q3 2017	Q3 2018	% Change
# of Sales	17	15	-12%
Median Price (\$000)	2,650	1,825	-31%
Avg CDOM	93	51	-45%
Months of Inventory	1.8	4.4	144%

## LARKSPUR

	Q3 2017	Q3 2018	% Change
# of Sales	24	14	-42%
Median Price (\$000)	1,848	1,935	5%
Avg CDOM	36	38	6%
Months of Inventory	0.6	2.8	367%

## MILL VALLEY

	Q3 2017	Q3 2018	% Change
# of Sales	93	84	-10%
Median Price (\$000)	1,445	1,493	3%
Avg CDOM	58	36	-38%
Months of Inventory	1.8	3.0	67%

## NOVATO

	Q3 2017	Q3 2018	% Change
# of Sales	185	173	-6%
Median Price (\$000)	785	840	7%
Avg CDOM	42	40	-5%
Months of Inventory	1.3	1.6	23%

## ROSS

	Q3 2017	Q3 2018	% Change
# of Sales	13	10	-23%
Median Price (\$000)	2,875	2,908	1%
Avg CDOM	39	45	15%
Months of Inventory	2.8	2.1	-25%

## SAN ANSELMO

	Q3 2017	Q3 2018	% Change
# of Sales	40	46	15%
Median Price (\$000)	1,126	1,130	0%
Avg CDOM	41	36	-12%
Months of Inventory	1.5	2.3	53%

## SAN RAFAEL

	Q3 2017	Q3 2018	% Change
# of Sales	189	172	-9%
Median Price (\$000)	963	1,093	14%
Avg CDOM	49	48	-2%
Months of Inventory	1.4	2.0	43%

## SAUSALITO

	Q3 2017	Q3 2018	% Change
# of Sales	32	23	-28%
Median Price (\$000)	1,463	1,195	-18%
Avg CDOM	45	67	49%
Months of Inventory	2.0	3.1	55%

## STINSON BEACH

	Q3 2017	Q3 2018	% Change
# of Sales	3	4	33%
Median Price (\$000)	2,325	2,438	5%
Avg CDOM	25	85	240%
Months of Inventory	6.0	4.5	-25%

## TIBURON

	Q3 2017	Q3 2018	% Change
# of Sales	40	40	0%
Median Price (\$000)	2,570	2,277	-11%
Avg CDOM	82	64	-22%
Months of Inventory	2.9	3.1	7%

