



**Marin County Real Estate**  
May 2023 Report

**COMPASS**

## The Spring Market Continues to Recover & Accelerate

The specifics for Marin County will be covered in great detail within this report. But looking at the overall Bay Area, buyer demand has continued to rebound from its late 2022 nadir. Though mortgage applications are still well down year over year, many buyers have accepted higher interest rates as the new normal and decided to move forward – and rates have recently been trending downward. A significant minority of buyers are paying all-cash. Open houses are seeing increased traffic, more listings are selling, and selling more quickly with multiple offers. Median sales prices have generally ticked up in 2023, though still down across the Bay Area from the market peak seen last spring. The magnitude of these declines varies widely between counties, and prices in the vast majority remain much higher than before the pandemic.

Even with the increase in demand, sales activity remains far below last spring due to a number of economic and supply constraints. While increasing from mid-winter lows – with some very big sales occurring – luxury home sales have generally seen even larger declines as compared to the peak of the pandemic boom, when sales volumes often hit spectacular new highs.

The number of new listings has also dropped dramatically from historic norms. This is mostly ascribed to the "mortgage lock-in effect," i.e. owners with very low, long-term, fixed-rate mortgages are reluctant to sell to then buy at much higher prevailing rates. This decline in new listings has major ramifications for supply and demand dynamics, and increases pressure on prices even in a reduced activity environment.

Some uncertainty clearly continues with inflation, interest rates, stock markets, bank crises, high-tech layoffs, and now, as of early May, federal debt-limit negotiations. But, so far, the 2023 housing market has generally been steadily moving in a positive direction.

Report created in good faith with data from sources deemed reliable, but may contain errors and subject to revision. Please see notes at end of report.

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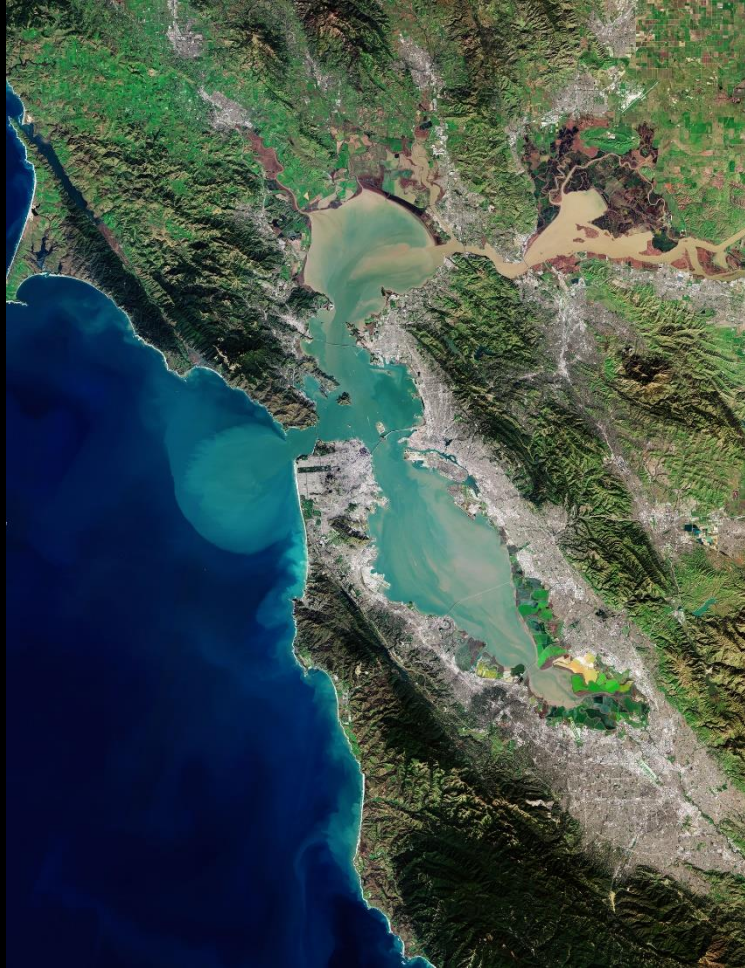


Photo from European Space Agency, Create Commons License

## Regarding Market Cycles

Over the past 40 years alone, the San Francisco Bay Area has seen 4 major upcycles or housing booms. In each, there have been enthusiasts who argued that *this time* the boom times would never end – but each ended, typically after hitting a final peak of what economists call “irrational exuberance.” Upcycles were followed by market corrections or down-cycles, during which many predicted (often gleefully) that the Bay Area was on an endless downward spiral – but recoveries followed. Housing and financial markets have always run in cycles, both economic and psychological, but, so far, since the days of the Gold Rush, despite all its booms and busts, the Bay Area has always rebounded once more.

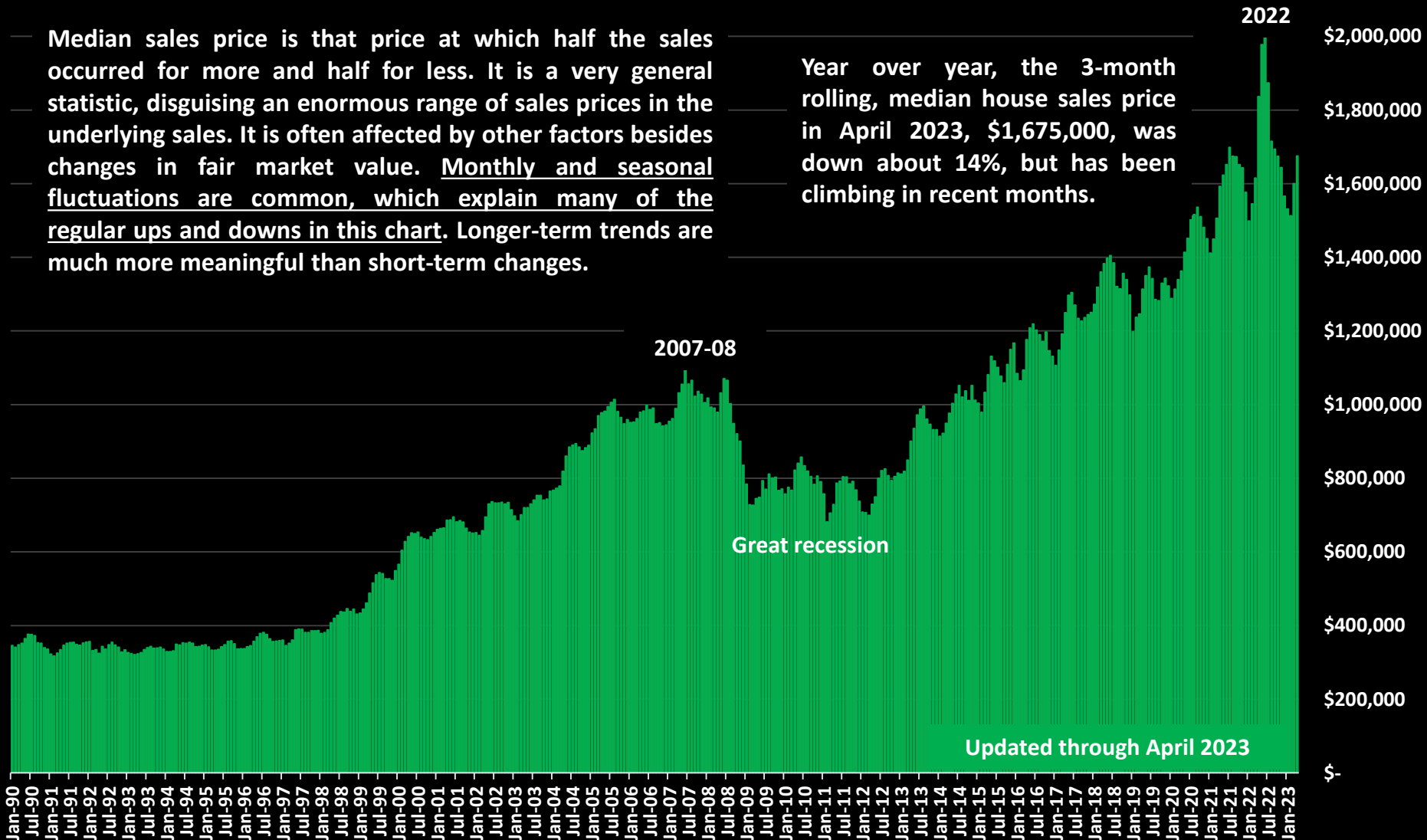
The Bay Area is one of the world’s great metropolitan areas – as a financial and cultural center; in the spectacular beauty of its setting and surrounding open space; as a hothouse of innovation; in its diversity, openness and opportunity – and despite its current round of challenges, we expect it will continue to be so for a long time to come.

# Marin County Home Price Trends since 1990

## Monthly Median House Sales Prices, 3-Month Rolling Average

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, disguising an enormous range of sales prices in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart. Longer-term trends are much more meaningful than short-term changes.

Year over year, the 3-month rolling, median house sales price in April 2023, \$1,675,000, was down about 14%, but has been climbing in recent months.

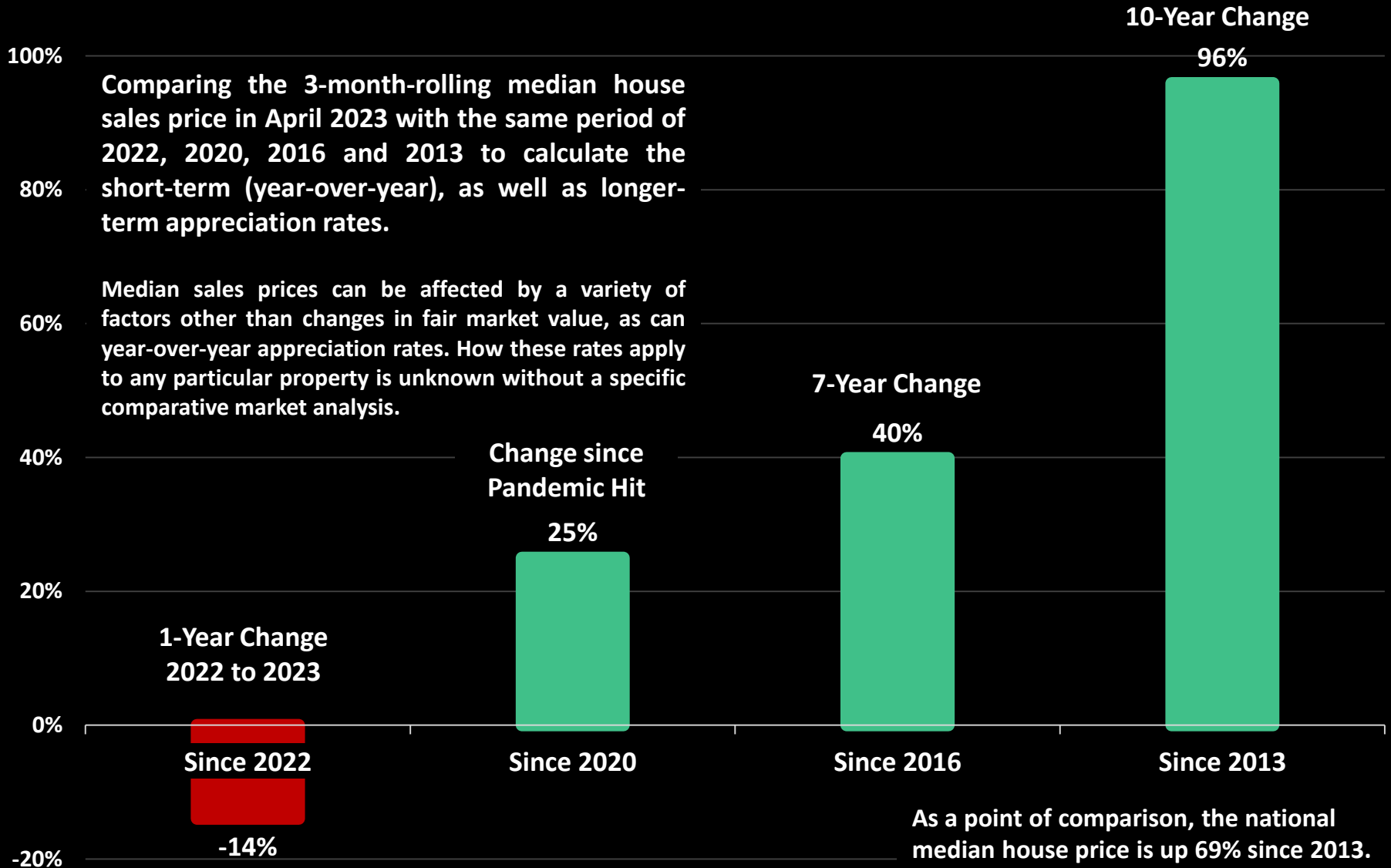


3-month rolling average of monthly median sales prices for "existing" houses, per CA Association of Realtors or NorCal MLS Alliance. 2-period moving trend line. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Marin County Home Price Appreciation

## Percentage Change, 3-Month-Rolling Median House Sales Price\*

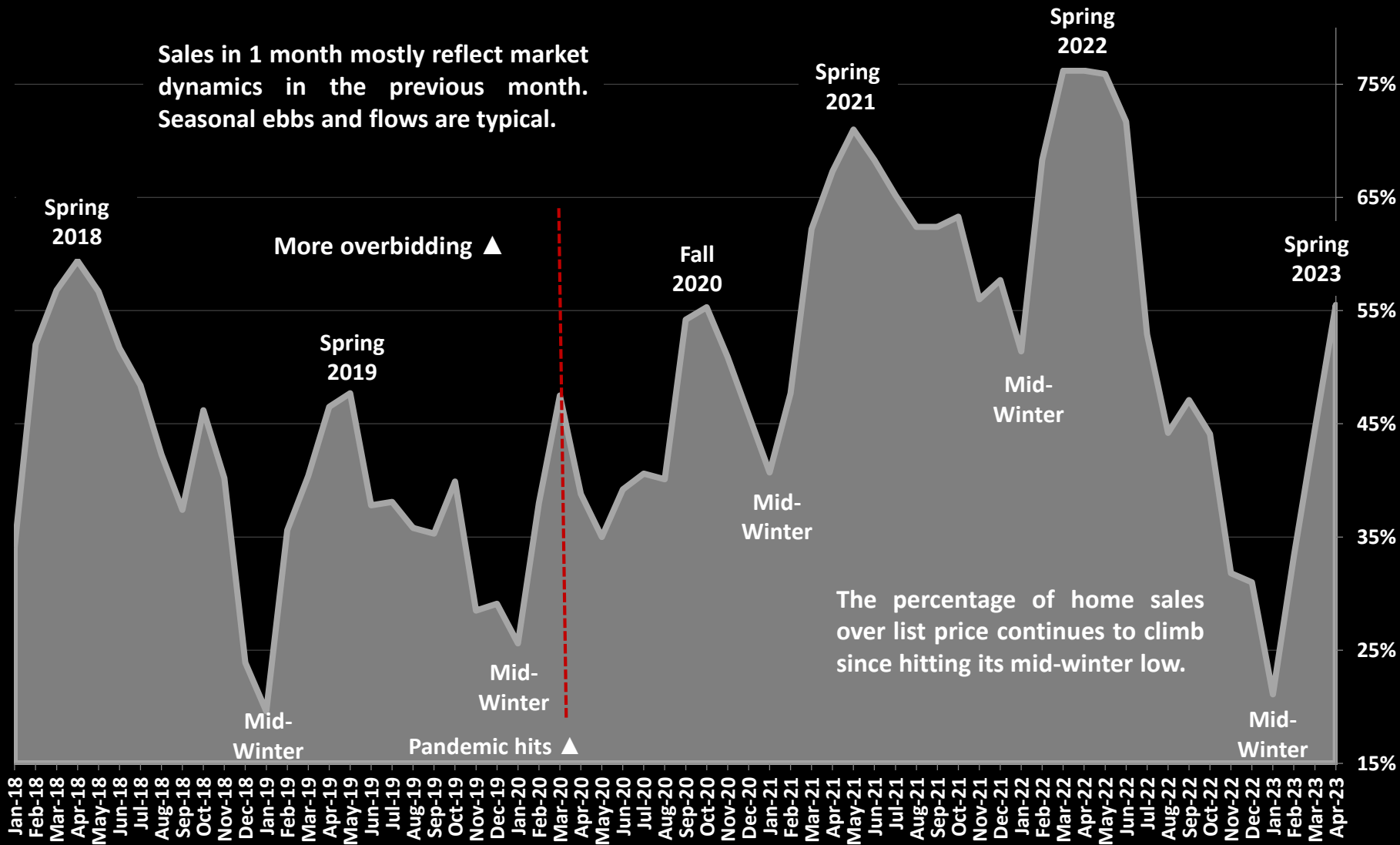


\*3-month rolling sales reported to NorCal MLS Alliance by early May 2023, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Percentages rounded to nearest full point. All numbers approximate, and may change with late-reported sales.

# Overbidding List Prices in Marin County

Percentage of Home Sales Closing over List Price, since 2018

Sales in 1 month mostly reflect market dynamics in the previous month. Seasonal ebbs and flows are typical.

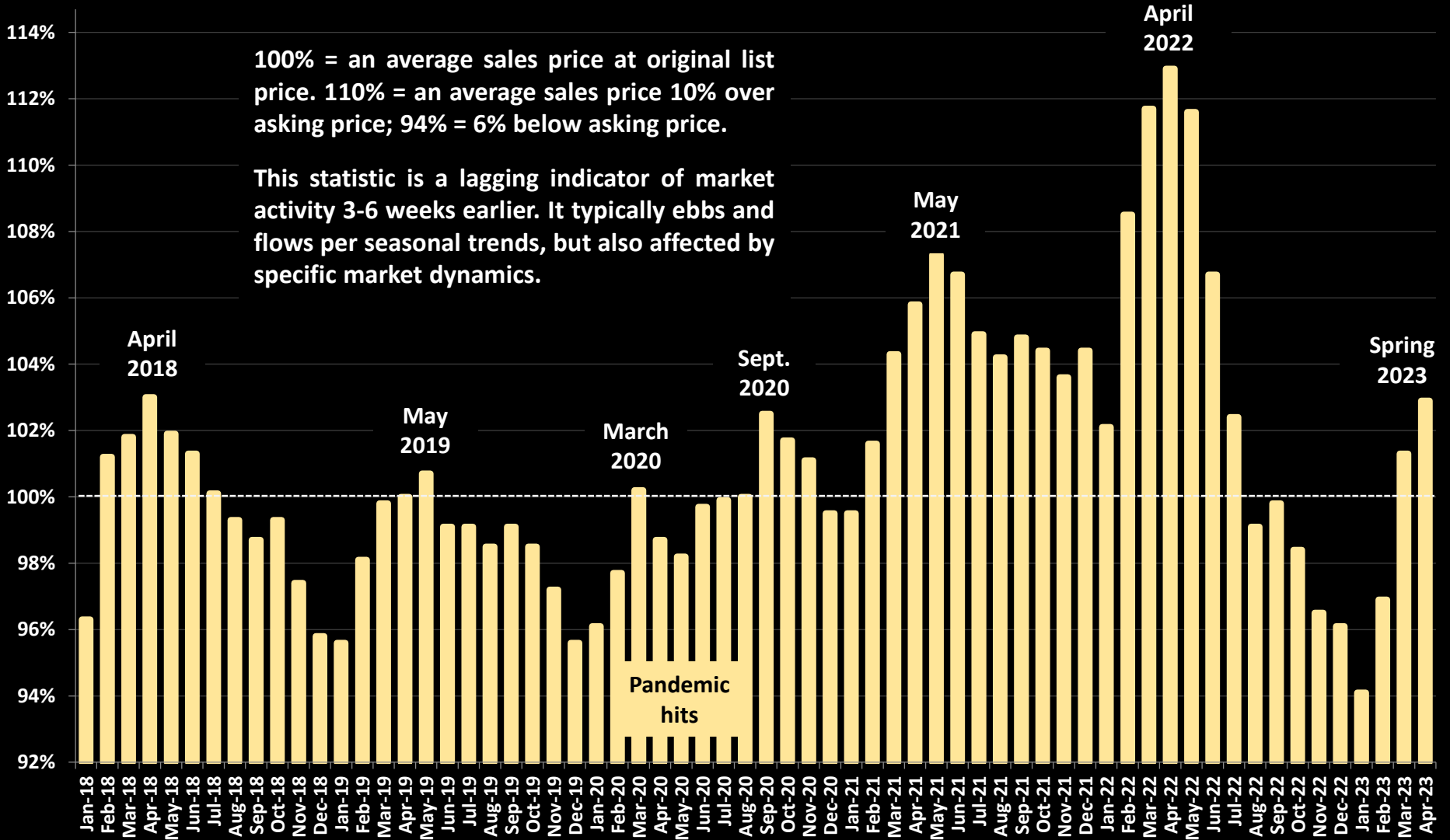


Sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.



# Average Sales Price to Original List Price Percentage

## Marin County Over/Under Bidding: Market Dynamics & Seasonality



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Marin County Home Values

## Median House Sales Prices, 2023 YTD Sales

Some of these markets had relatively few sales in the period, which makes median sales prices more prone to anomalous fluctuation.



Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that typically disguises a wide range of prices in the underlying sales. Many factors play a role in home values, and how these prices apply to any particular home is unknown without a specific comparative market analysis.

This chart applies to house sales. The median condo sales price was \$730,000, and the median townhouse price, \$829,000.

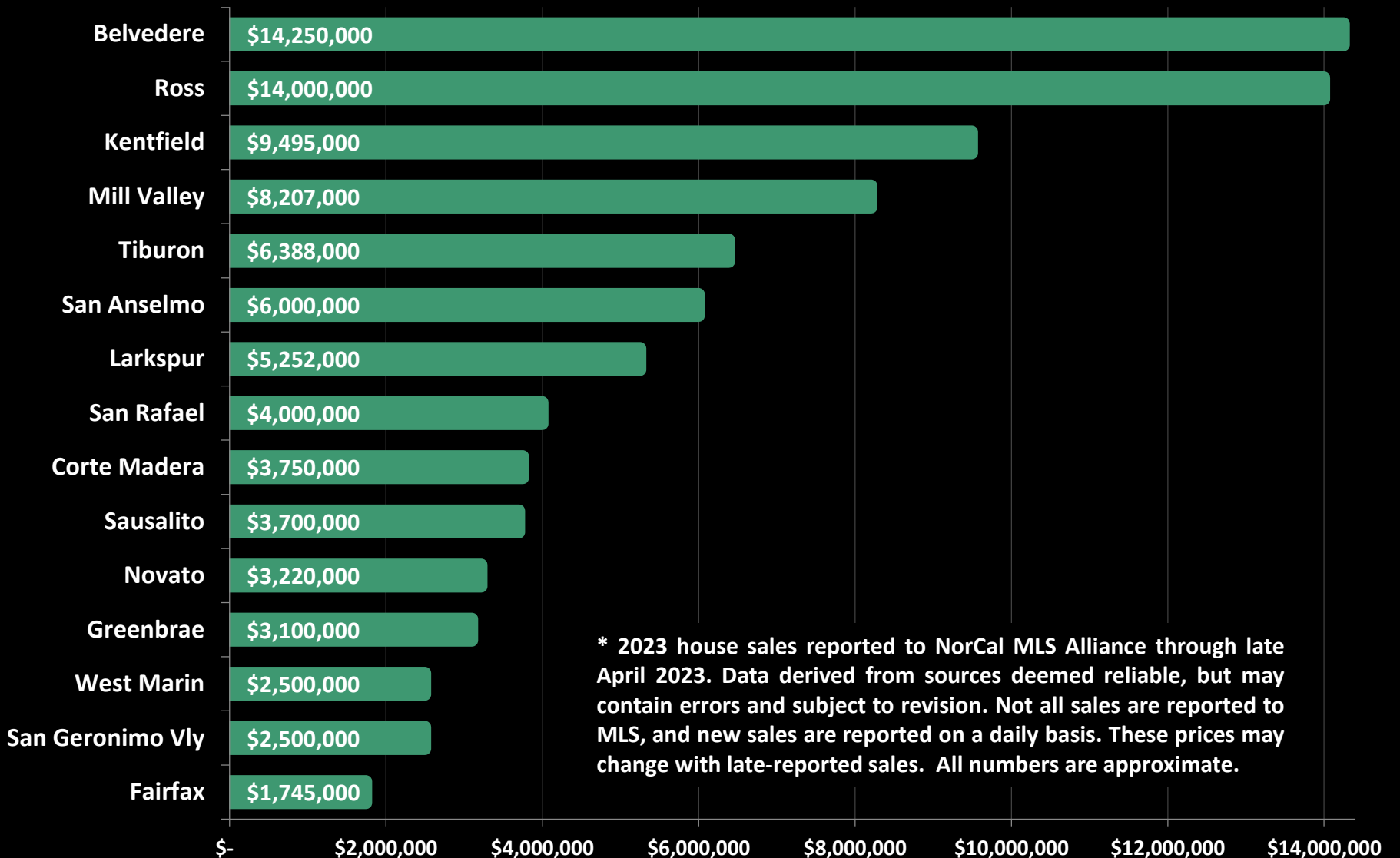
\* 2023 house sales reported to NorCal MLS Alliance through late April 2023. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate. West Marin includes Bolinas, Inverness, Pt. Reyes Station, Tomales, Dillon Beach and Nicasio.





# Marin County: Highest Home Sales

## By City, Town or Region – 2023 YTD Sales\*



\* 2023 house sales reported to NorCal MLS Alliance through late April 2023. Data derived from sources deemed reliable, but may contain errors and subject to revision. Not all sales are reported to MLS, and new sales are reported on a daily basis. These prices may change with late-reported sales. All numbers are approximate.

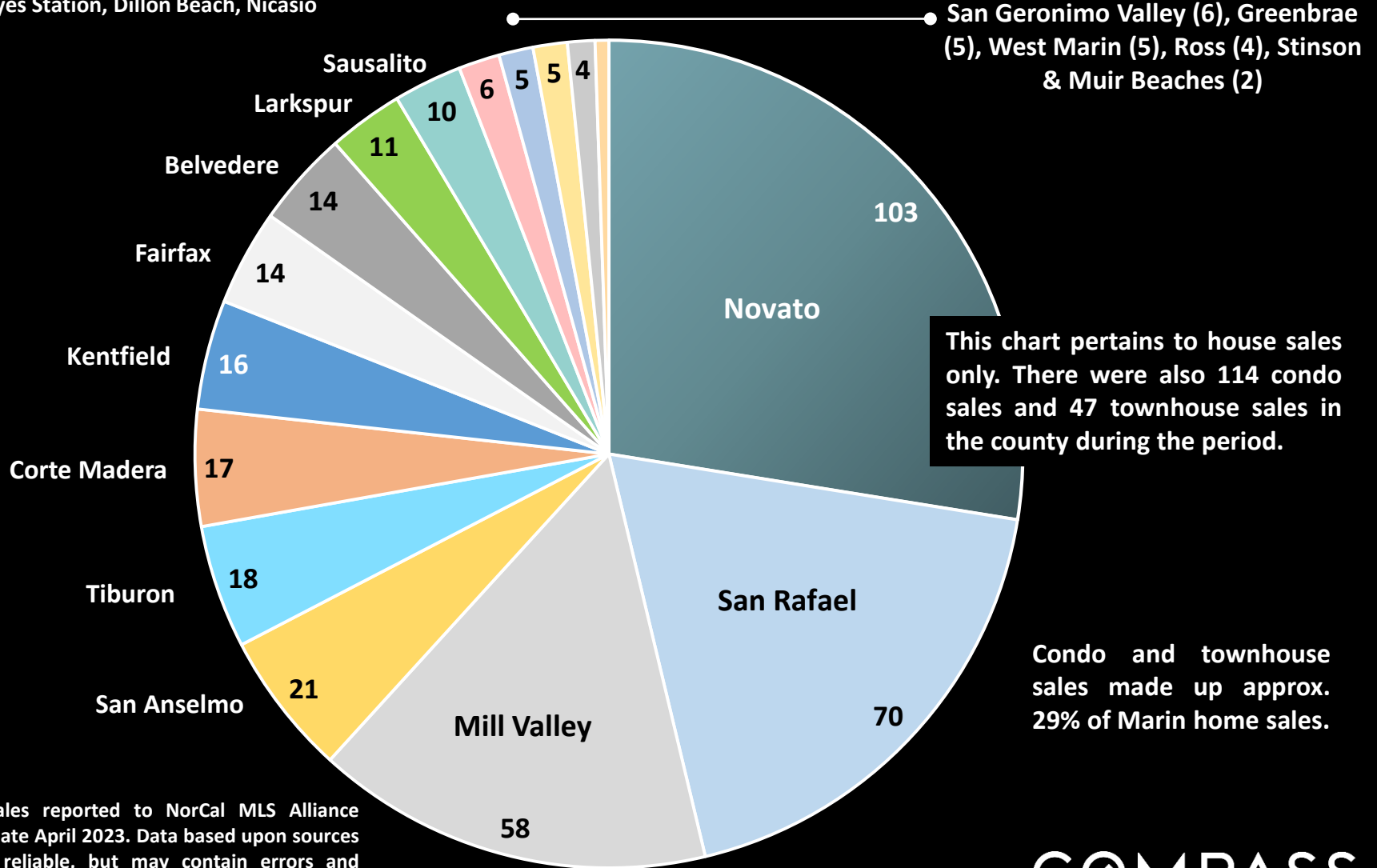
West Marin includes Bolinas, Inverness, Pt. Reyes Station, Dillon Beach and Nicasio.



# Marin County Home Sales Volumes

## 2023 YTD House Sales by City, Town or Region\*

West Marin includes Bolinas, Inverness, Pt. Reyes Station, Dillon Beach, Nicasio



This chart pertains to house sales only. There were also 114 condo sales and 47 townhouse sales in the county during the period.

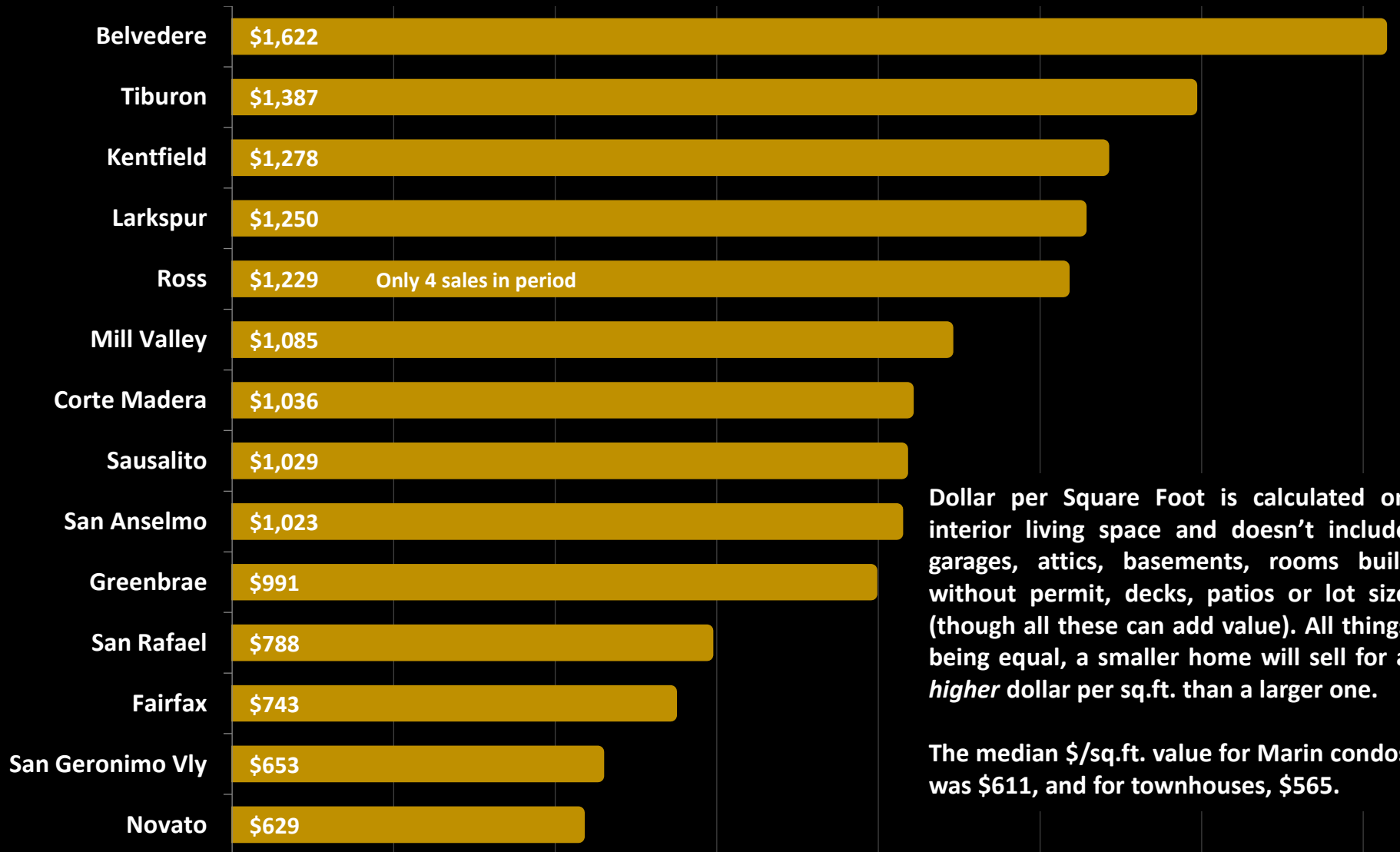
Condo and townhouse sales made up approx. 29% of Marin home sales.

\*2023 sales reported to NorCal MLS Alliance through late April 2023. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late reports sales.

# Marin County House Values

## Median Dollar per Square Foot – 2023 YTD Sales\*

Some of these markets had relatively few sales in the period, which makes median sales values more prone to anomalous fluctuation.



Dollar per Square Foot is calculated on interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size (though all these can add value). All things being equal, a smaller home will sell for a *higher* dollar per sq.ft. than a larger one.

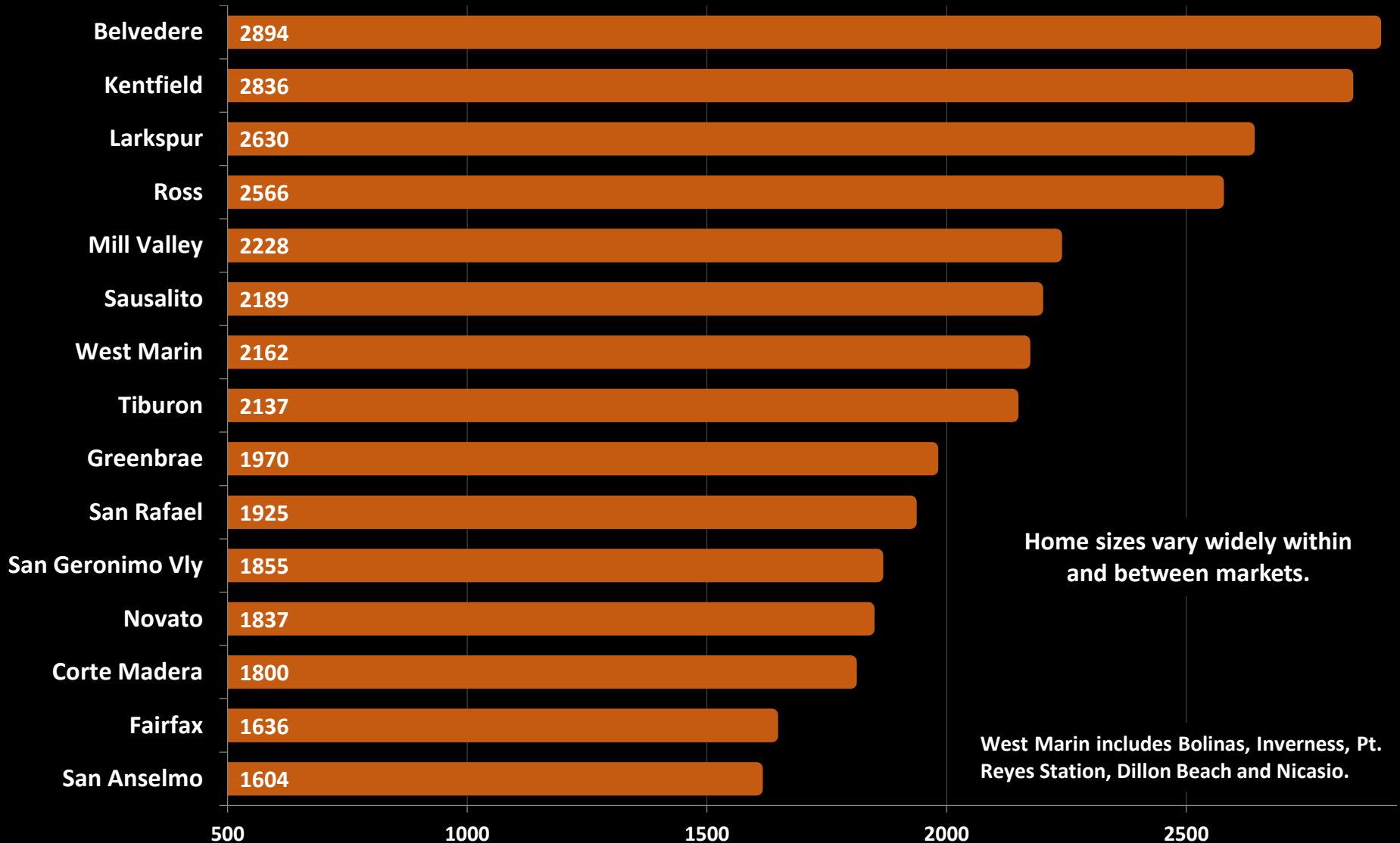
The median \$/sq.ft. value for Marin condos was \$611, and for townhouses, \$565.

\* 2023 sales reported to MLS through late April 2023. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.

# Marin County House Size

## Median House Square Footage – 2023 YTD Sales\*

Some communities see relatively few sales, which can cause their median house sizes (and values) to fluctuate significantly, period to period.



\* 2023 house sales reported to NorCal MLS Alliance through late April 2023. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.





[Click Here for Marin County  
Home Price Map](#)

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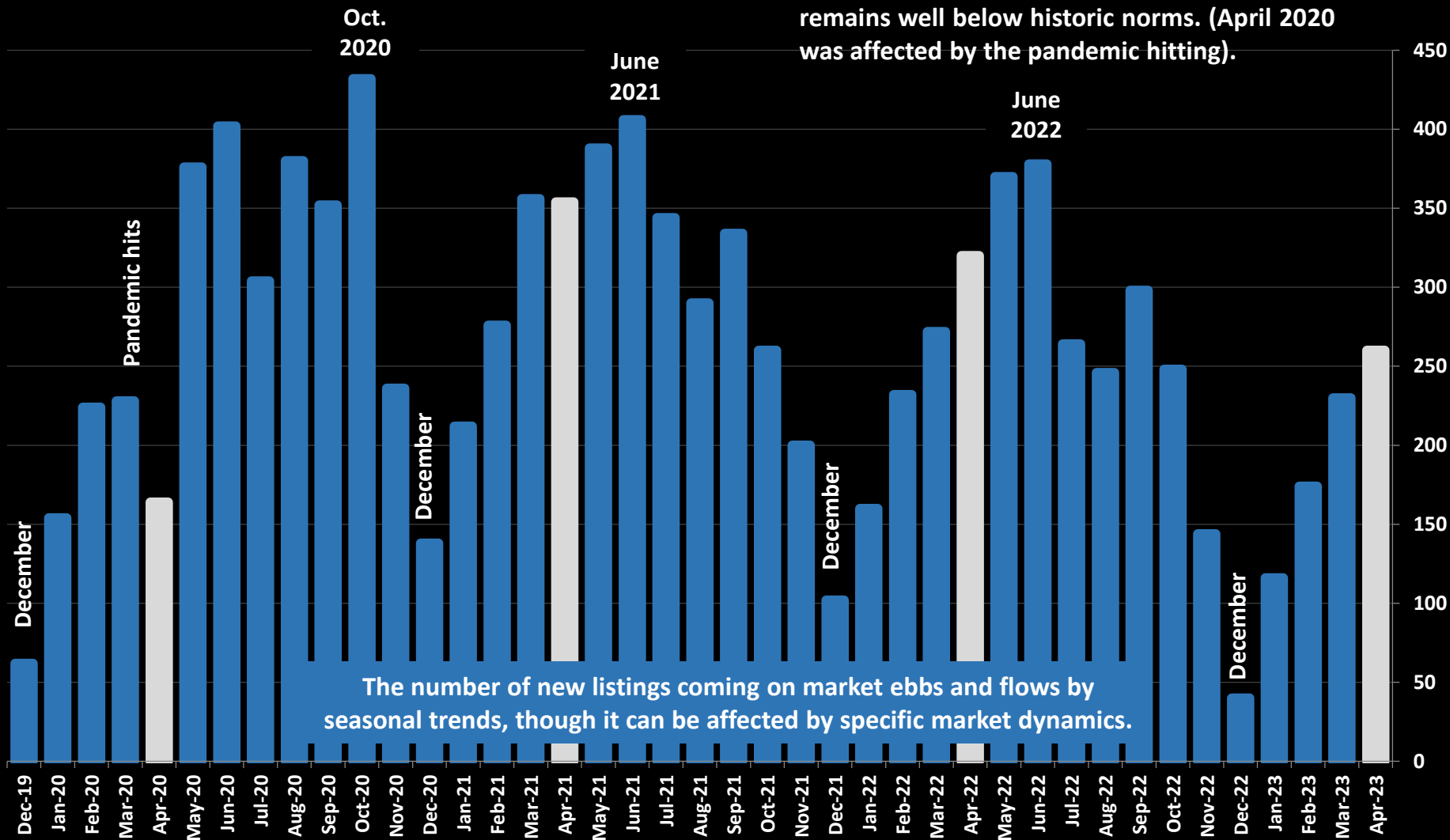
Map reflects 2023 YTD sales

# New Listings Coming on Market

## Marin County Market Dynamics & Seasonality

April columns highlighted for year-over-year comparisons

The new listing count, though climbing, remains well below historic norms. (April 2020 was affected by the pandemic hitting).



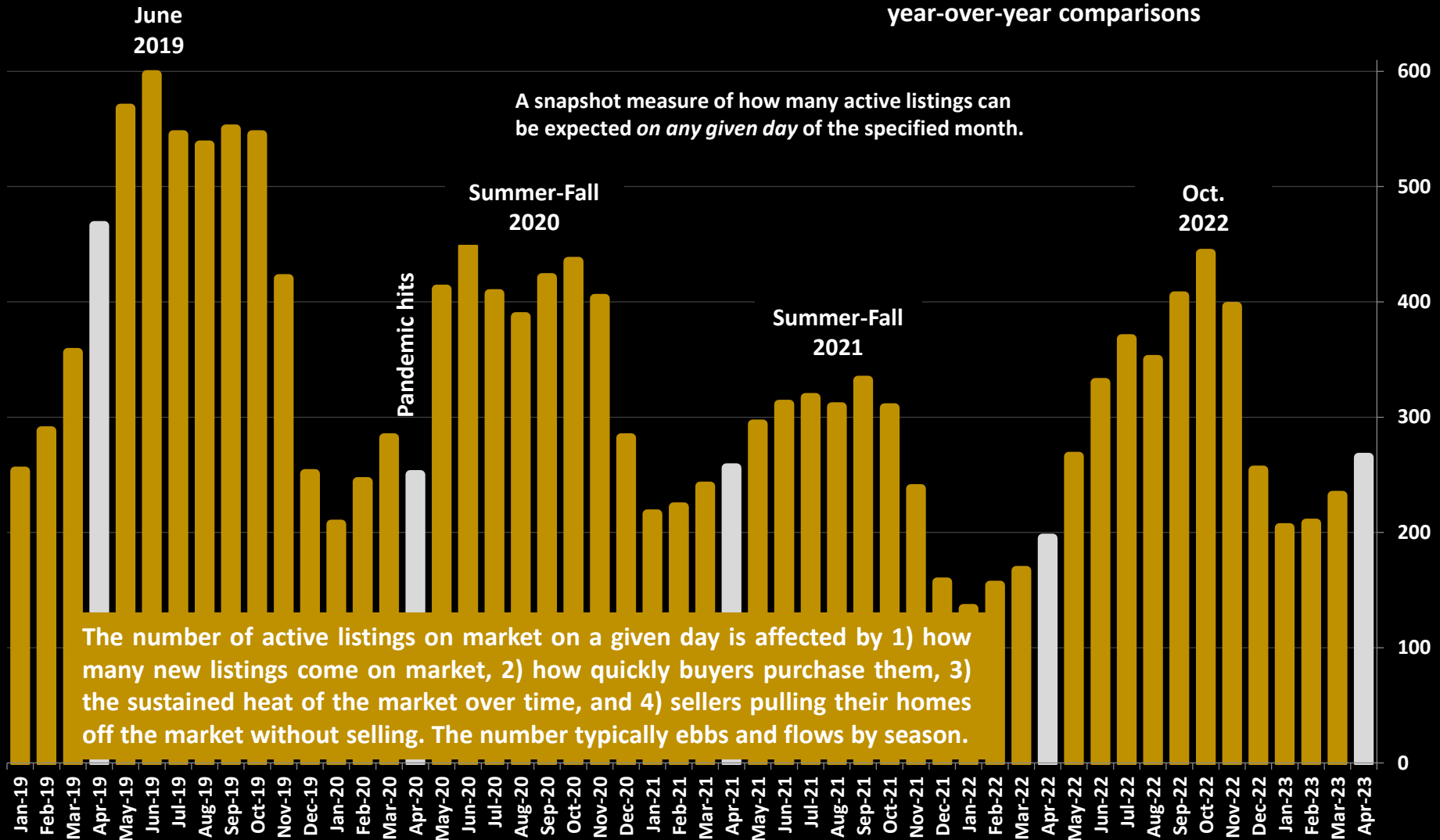
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. May not include "coming-soon" listings. All numbers should be considered approximate.



# Active Listings on Market – Longer-Term Trends

## Marin County Market Dynamics & Seasonality

April columns highlighted for year-over-year comparisons

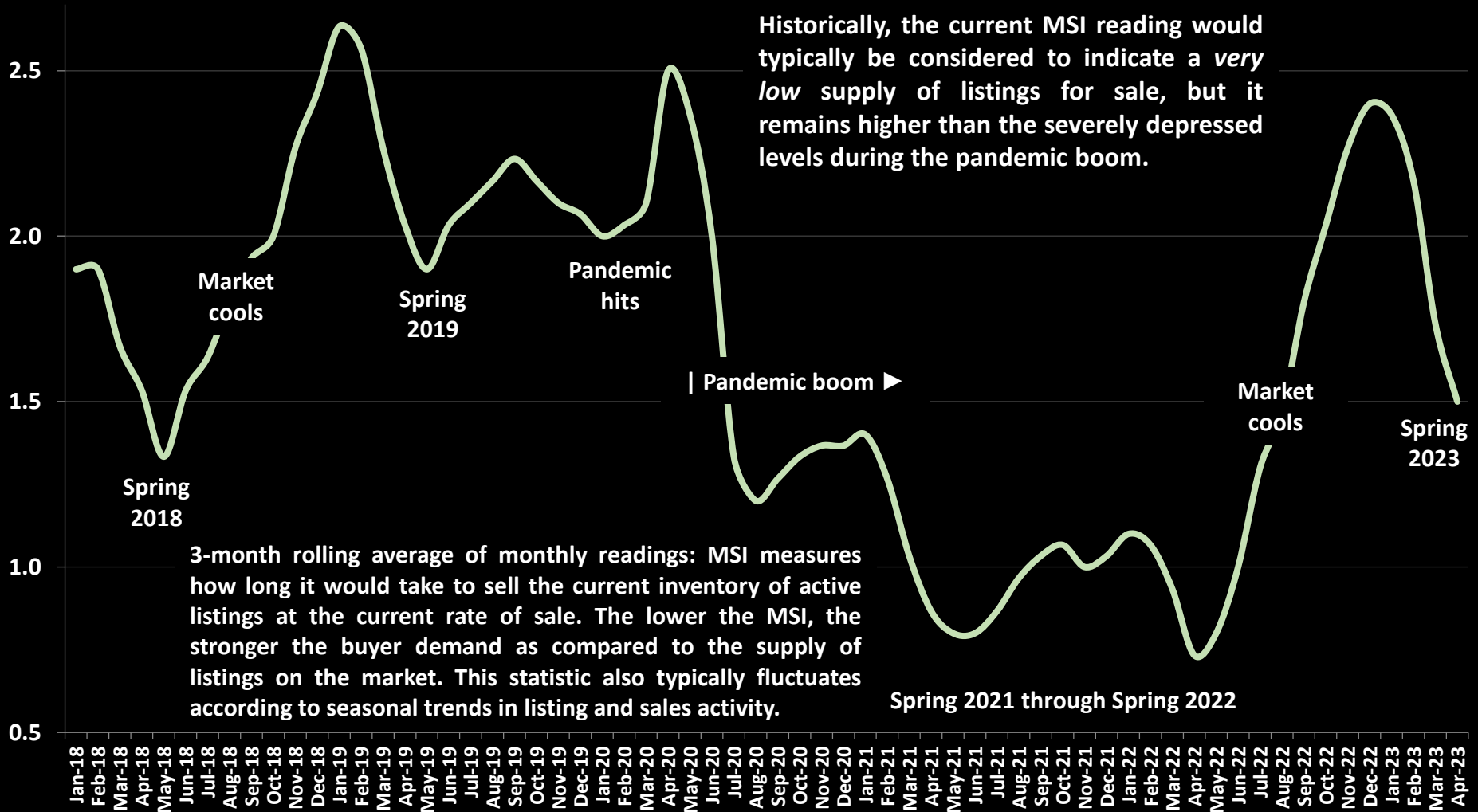


Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.



# Months Supply of Inventory (MSI) – of Active Listings on Market

## Marin County Real Estate Market since 2018, 3-Month Rolling Average



3-month rolling average monthly data for residential transactions reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported activity.



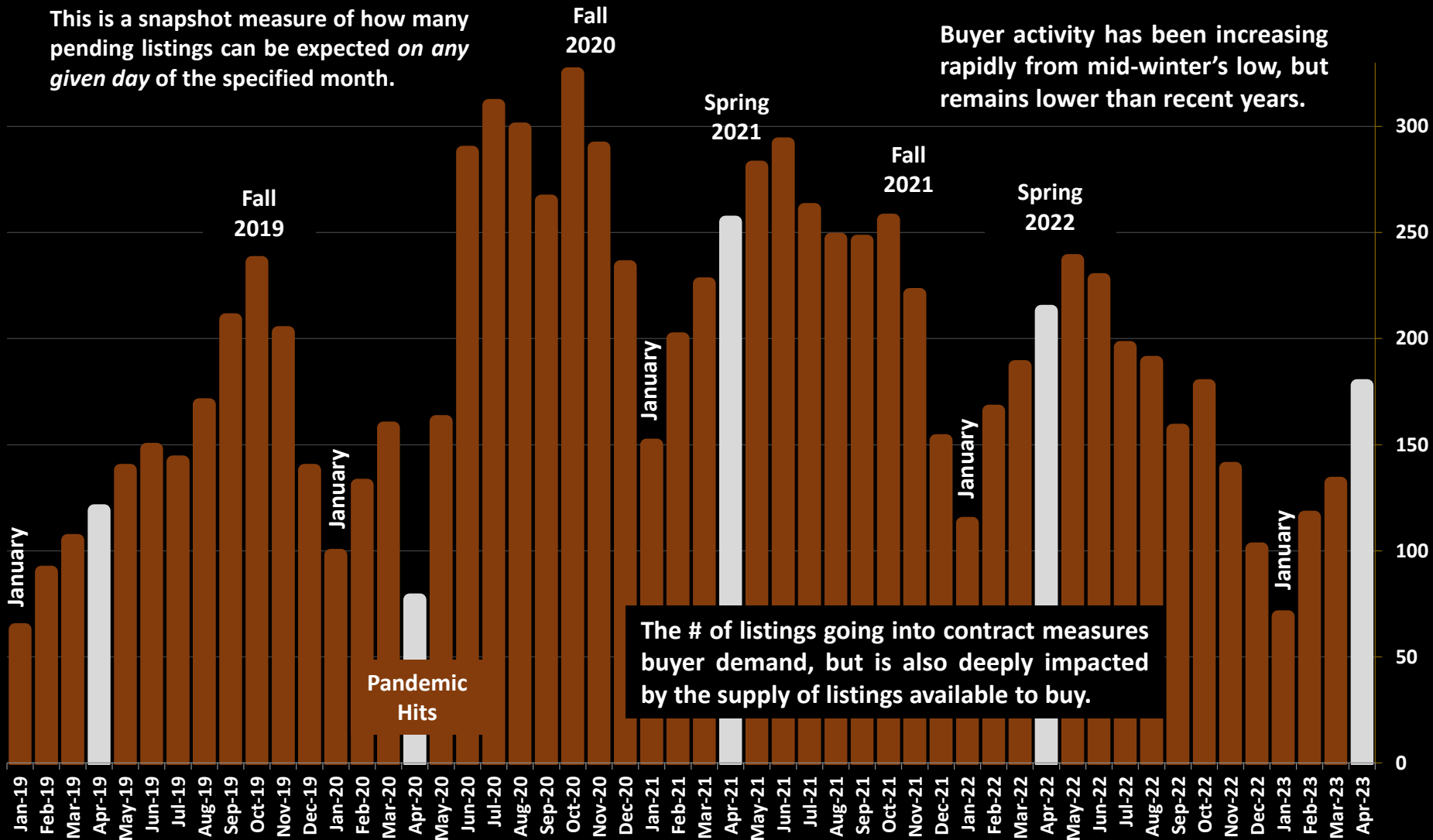
# Listings Pending Sale (in Contract, Offer Accepted)

## Marin County Market Dynamics & Seasonality

April columns highlighted for year-over-year comparisons

This is a snapshot measure of how many pending listings can be expected *on any given day* of the specified month.

Buyer activity has been increasing rapidly from mid-winter's low, but remains lower than recent years.



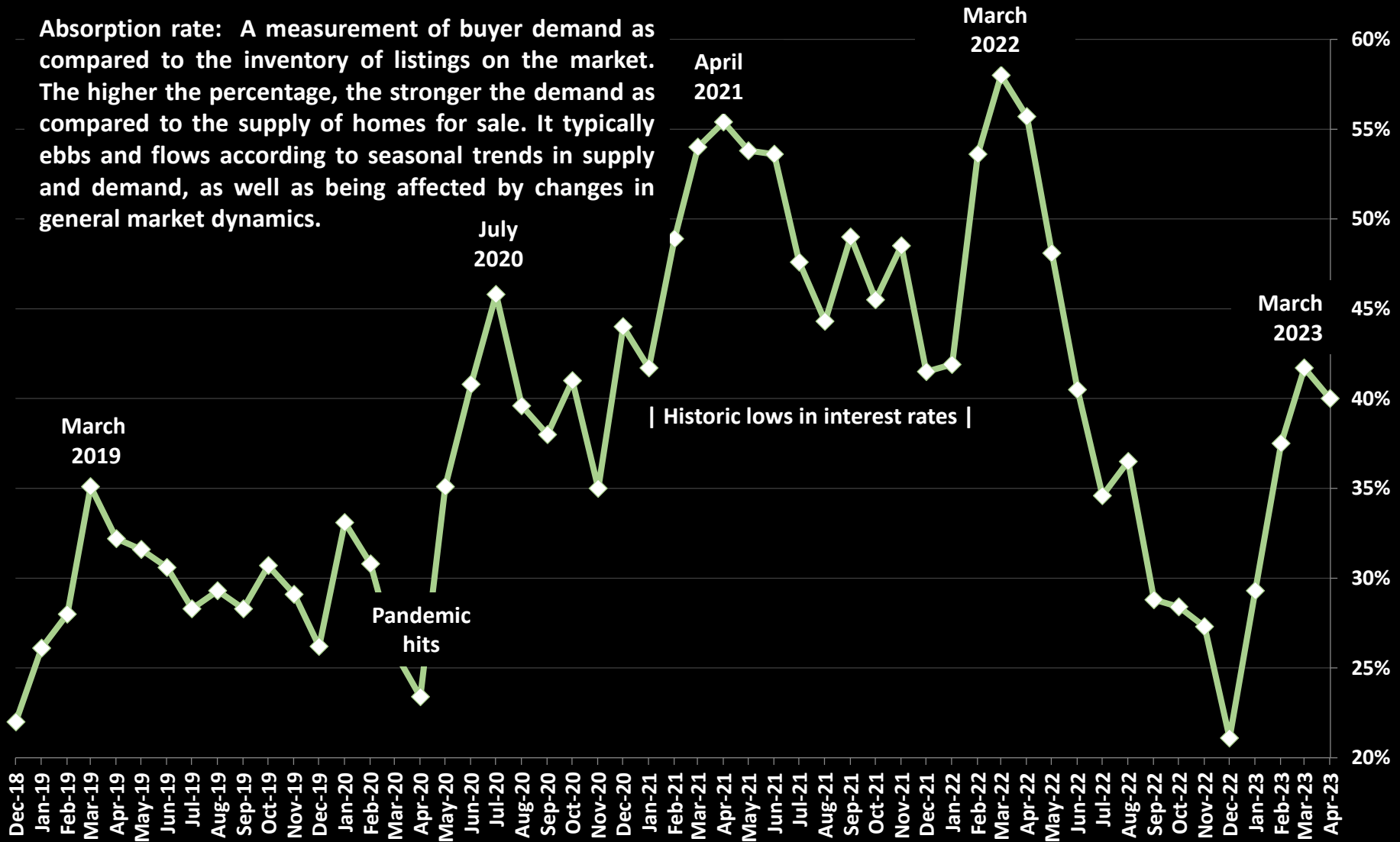
Per Realtor.com Research: <https://www.realtor.com/research/data/>, house and condo listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Percentage of Listings Accepting Offers

## Marin County: Listings Going into Contract by Month

**Absorption rate:** A measurement of buyer demand as compared to the inventory of listings on the market. The higher the percentage, the stronger the demand as compared to the supply of homes for sale. It typically ebbs and flows according to seasonal trends in supply and demand, as well as being affected by changes in general market dynamics.



\* Bareis MLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

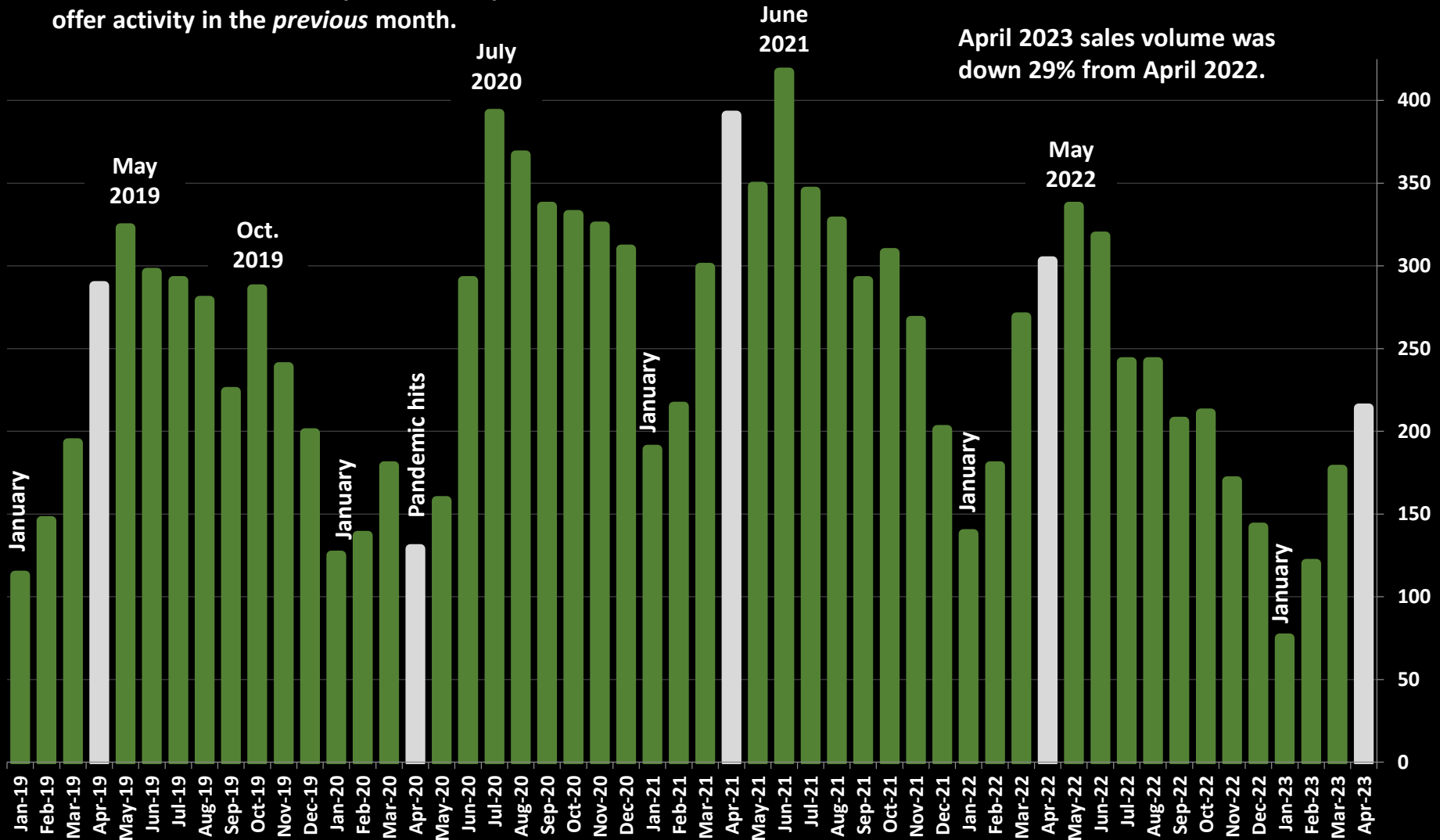
# Monthly Sales Volume

## Marin County Market Dynamics & Seasonality

Sales in one month mostly reflect accepted-offer activity in the *previous* month.

April columns highlighted for year-over-year comparisons

April 2023 sales volume was down 29% from April 2022.



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

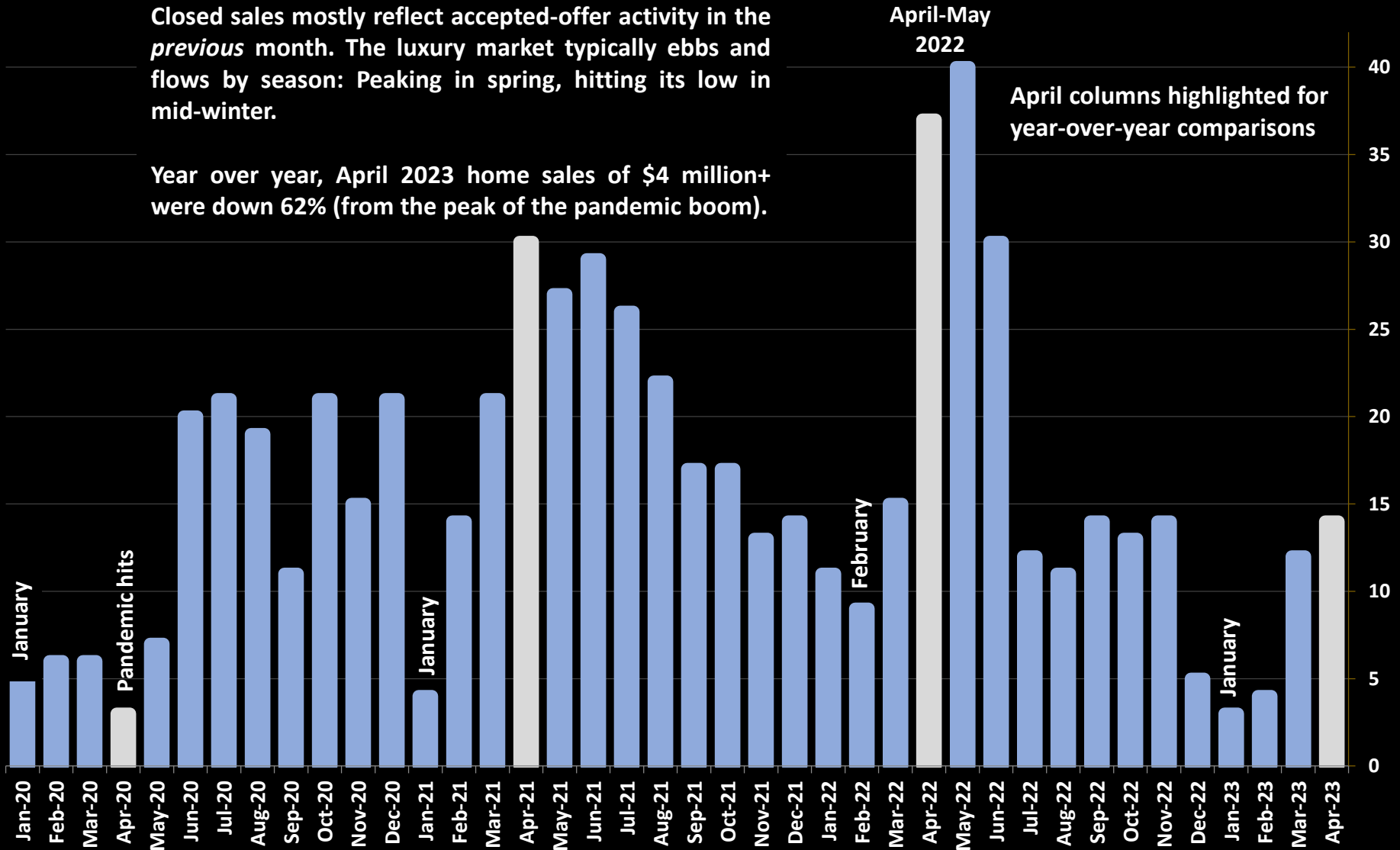


# Marin County Luxury Home Sales by Month

## Homes Selling for \$4 Million+ since January 2020

Closed sales mostly reflect accepted-offer activity in the *previous* month. The luxury market typically ebbs and flows by season: Peaking in spring, hitting its low in mid-winter.

Year over year, April 2023 home sales of \$4 million+ were down 62% (from the peak of the pandemic boom).



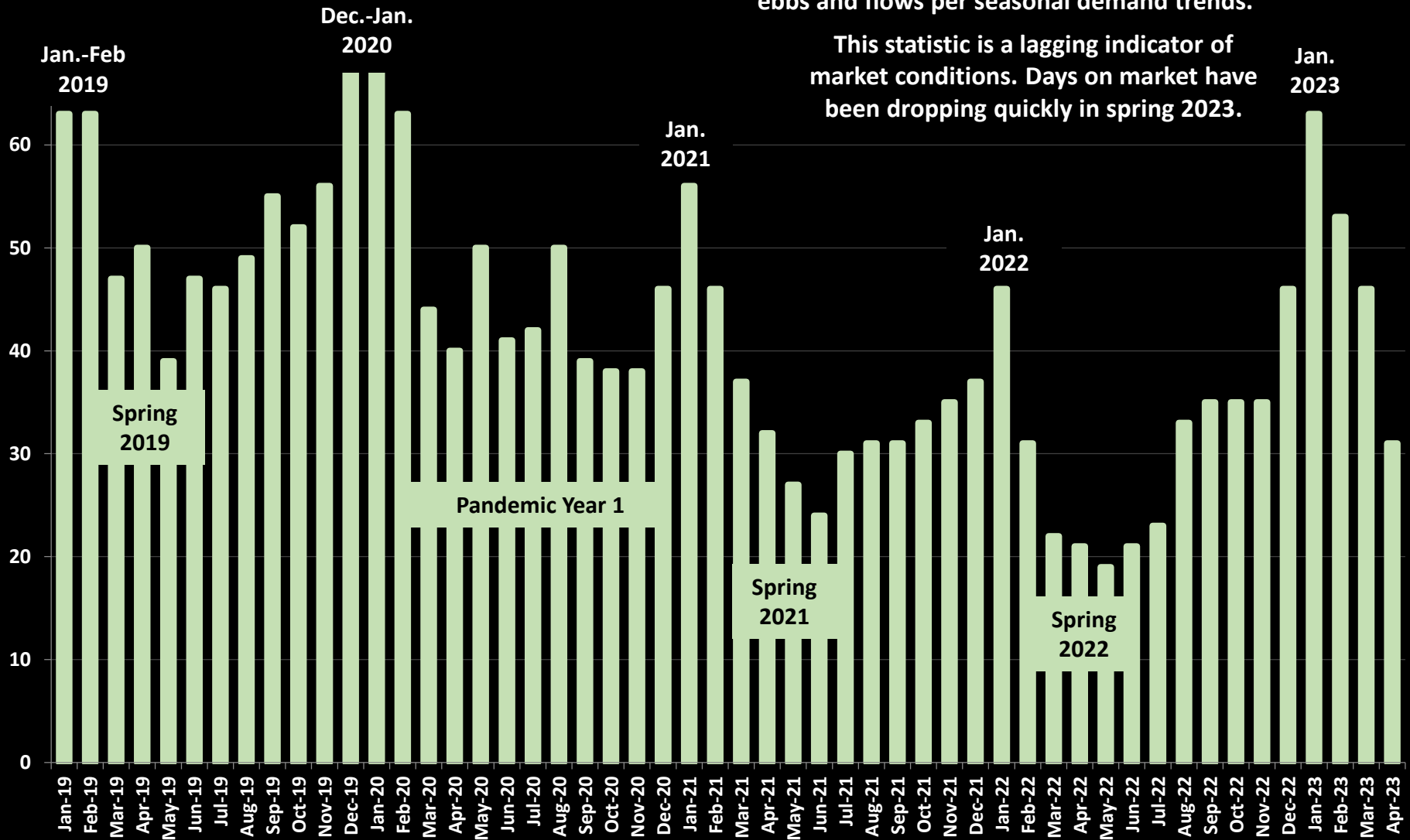
Home sales reported to Norcal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated from available data, and may change with late-reported sales. All numbers approximate.



# Average Days on Market

## Marin County: Market Dynamics & Seasonality

A measurement of how quickly the listings which sell go into contract, this statistic typically ebbs and flows per seasonal demand trends.



This statistic is a lagging indicator of market conditions. Days on market have been dropping quickly in spring 2023.

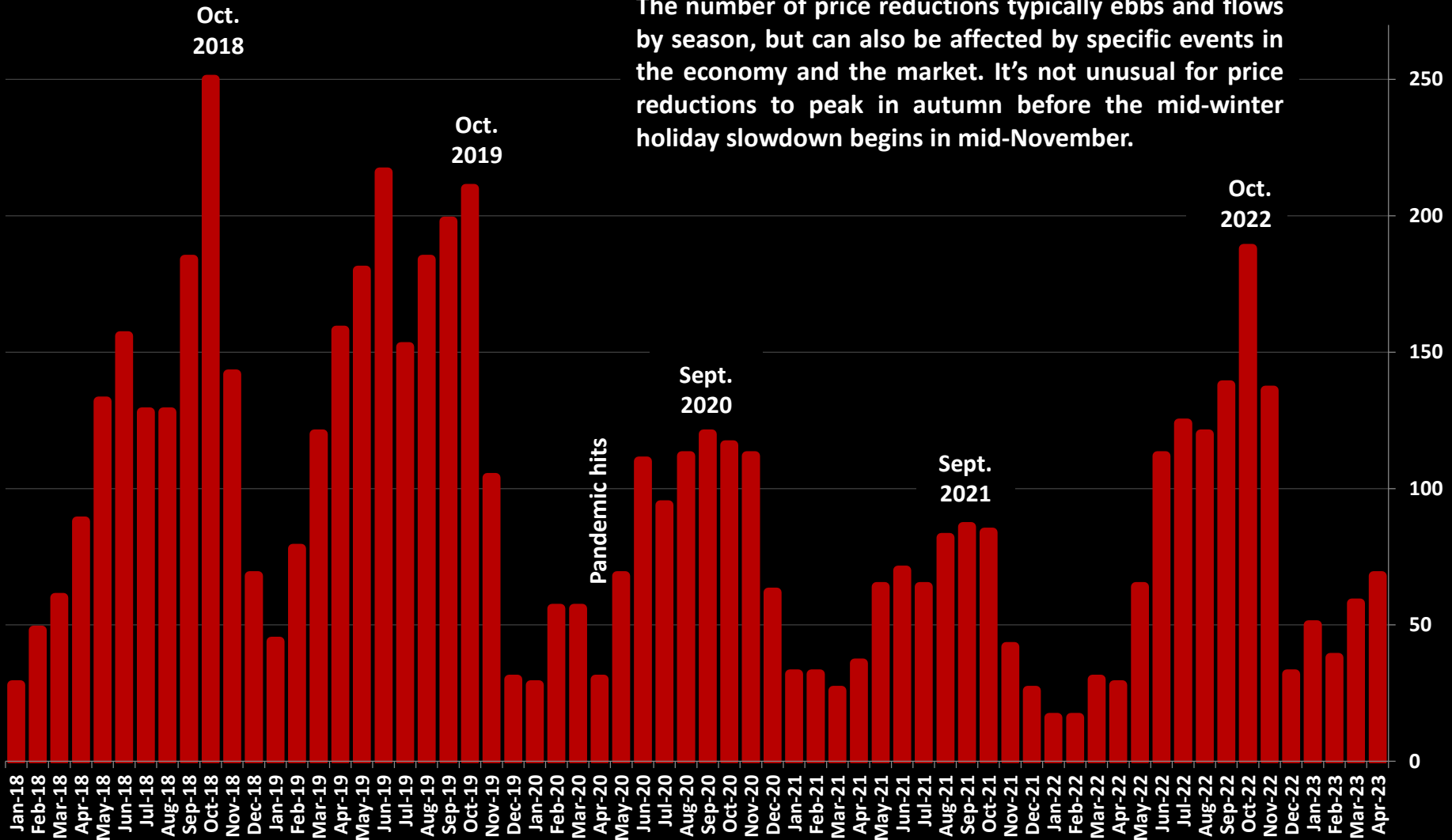
Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or per Broker Metrics Bareis MLS data. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



# Price Reductions on Active Listings

## Marin County Market Dynamics & Seasonality

The number of price reductions typically ebbs and flows by season, but can also be affected by specific events in the economy and the market. It's not unusual for price reductions to peak in autumn before the mid-winter holiday slowdown begins in mid-November.



Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.





# Comparative San Francisco Bay Area Home Values

A General Review Across 11 Counties

[Click Here to Access the COMPASS Review of Bay Area Home Prices](#)

Many factors play a role in individual home values including location, quality of construction, architectural style, condition, curb appeal, square footage, amenities, lot size, views, parking, and many others.

Median house sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that very approximately “summarizes” what is typically an extensive variety of unique home sales across a wide range of sales prices.

**Bay Area Median House Sales Values & Sizes**  
2023 YTD Sales, Selected Markets\*

Page 1, highest to lowest prices

| Market Area     | County        | Median House Sales Price | Median House Size | Median \$/Sq.Ft. |
|-----------------|---------------|--------------------------|-------------------|------------------|
| Atherton        | San Mateo     | \$10,800,000             | 5450 sq.ft.       | \$1,756          |
| Hillsborough    | San Mateo     | \$5,637,500              | 4468 sq.ft.       | \$1,315          |
| Los Altos Hills | Santa Clara   | \$4,800,000              | 4246 sq.ft.       | \$1,382          |
| Diablo          | Contra Costa  | \$4,355,000              | 4706 sq.ft.       | \$898            |
| Pacific Heights | San Francisco | \$4,300,000              | 3878 sq.ft.       | \$1,534          |
| Los Altos       | Santa Clara   | \$4,000,000              | 2277 sq.ft.       | \$1,705          |
| Lake Street     | San Francisco | \$3,915,000              | 2906 sq.ft.       | \$1,177          |
| Belvedere       | Marin         | \$3,862,500              | 2894 sq.ft.       | \$1,622          |
| Menlo Park      | San Mateo     | \$3,815,000              | 2369 sq.ft.       | \$1,512          |
| Saratoga        | Santa Clara   | \$3,800,000              | 2640 sq.ft.       | \$1,405          |
| Portola Valley  | San Mateo     | \$3,700,000              | 3200 sq.ft.       | \$1,063          |
| Woodside        | San Mateo     | \$3,657,500              | 2116 sq.ft.       | \$1,492          |
| Kentfield       | Marin         | \$3,500,000              | 2836 sq.ft.       | \$1,278          |
| Palo Alto       | Santa Clara   | \$3,400,000              | 1976 sq.ft.       | \$1,796          |
| Ross            | Marin         | \$3,200,000              | 2566 sq.ft.       | \$1,229          |
| Tiburon         | Marin         | \$3,137,500              | 2137 sq.ft.       | \$1,387          |
| Los Gatos/M.S.  | Santa Clara   | \$2,850,000              | 2364 sq.ft.       | \$1,288          |
| Carmel          | Monterey      | \$2,800,000              | 1817 sq.ft.       | \$1,454          |
| Burlingame      | San Mateo     | \$2,800,000              | 2135 sq.ft.       | \$1,355          |
| Cupertino       | Santa Clara   | \$2,753,000              | 1671 sq.ft.       | \$1,508          |

\* 2023 house sales reported to NorCal MLS Alliance through the last week of April 2023: A very general review of comparative Bay Area home values: Numbers are approximate, and constantly change as new sales are reported. Created in good faith, but may contain errors and subject to revision. Not all sales are reported to MLS. How these values apply to any particular home is unknown without a specific comparative market analysis.

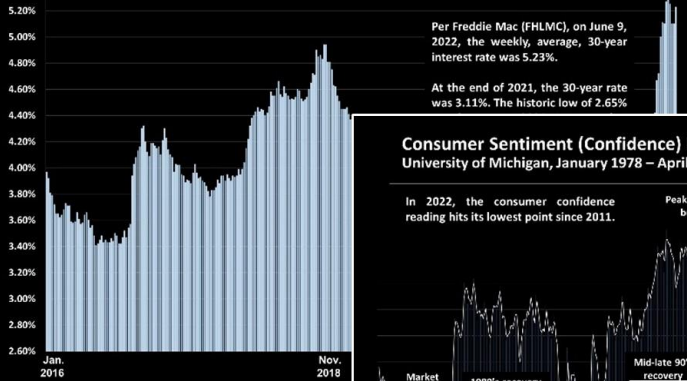
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### Mortgage Interest Rate Trends, 2016 – Present

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings

Rates published by the FHLMC



Per Freddie Mac (FHLMC), on June 9, 2022, the weekly, average, 30-year interest rate was 5.23%.

At the end of 2021, the 30-year rate was 3.11%. The historic low of 2.65%

Interest rates may fluctuate suddenly and dramatically, and changes. Data from sources deemed reliable but not guaranteed. Home loans should consult with a qualified mortgage professional.

### Consumer Sentiment (Confidence) Index

University of Michigan, January 1978 – April 2022

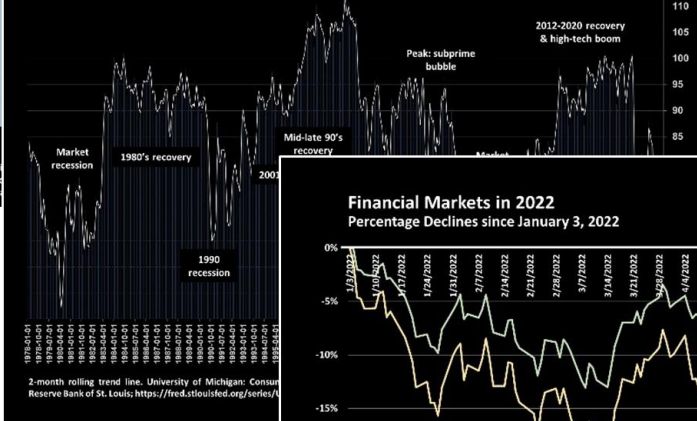
As published by the Federal Reserve Bank of St. Louis

In 2022, the consumer confidence reading hits its lowest point since 2011.

Peak: dotcom bubble

2012-2020 recovery & high-tech boom

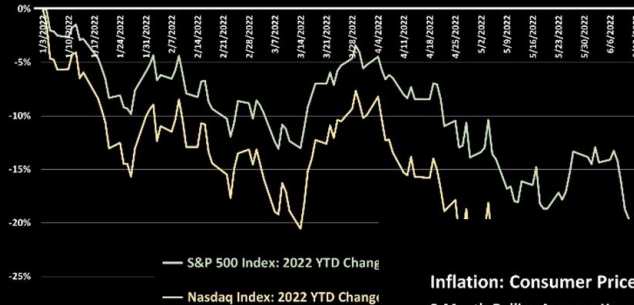
**Click Here for Review of Selected Macroeconomic Trends**



2-month rolling trend line. University of Michigan. Consumer Sentiment Index. Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/MIUCSL>

### Financial Markets in 2022

Percentage Declines since January 3, 2022



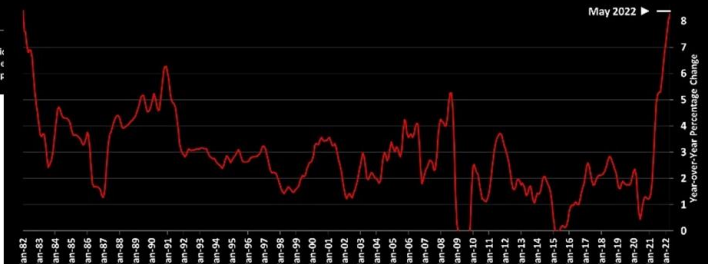
— S&P 500 Index: 2022 YTD Change

— Nasdaq Index: 2022 YTD Change

Last reading as of 6/13/22 AM. Data per MarketWatch.com, daily closing price reading. Data from source deemed reliable, but may contain errors and subject to revision. Financial markets change constantly and all numbers should be considered as approximate.

### Inflation: Consumer Price Index, 1982 – 2022\*

3-Month-Rolling Average, Year-over-Year % Change



\*3 month rolling average of Consumer Price Index for All Urban Consumers: All Items in U.S. City Average (CPIAUCSL), retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/CPIAUCSL>, June 2022. Data from U.S. Bureau of Labor Statistics. All Items (CPIAUCSL) is a price index of a basket of goods and services paid for by urban consumers. This particular index includes roughly 88 percent of the total population. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

### Factors in Bay Area Real Estate Markets

Many of these factors' effects can swing both positive and negative; sometimes effects are deeply counter-intuitive (e.g. a pandemic causing a fierce housing boom). Economic, political, social and ecological dynamics constantly change and interact in difficult-to-predict ways. Market-changing developments can percolate gradually, or arise quickly and unexpectedly. The impact of specific factors can vary by market segment.

Local economic conditions: High-tech booms, employment, housing affordability & development, venture capital & foreign investment, pro/anti-business sentiment, etc.

Interest rates    Stock markets    Inflation    Consumer confidence

Household wealth; personal, corporate, gov't. debt levels    Massive, governmental economic interventions (including by the Fed); post 9/11/2001, post 9/2008, post 3/2020

Natural disasters such as COVID, 1989 earthquake, 2017-21 fires, drought

Domestic & foreign migration; federal immigration policy; demographic changes

Tax law e.g. real estate tax benefits & credits, 2017 SALT-deduction limitation    Rental market dynamics    State income tax disparities

International economic/political events, e.g. large oil price swings, military/economic conflict, foreign economic crises, 9/11, 2015 Chinese stock market crash

Local, state & national politics    Social and quality of life issues: Crime, homelessness, cost of living, economic inequality, partisan politics, etc.

Financial industry manipulation, fraud, engineering, recklessness, e.g. junk bonds, S&L collapse, predatory lending, abandonment of risk mgmt. & underwriting standards, CDOs & rating-agency deceit, insider trading, over-leveraged investing; irrational exuberance



Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

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