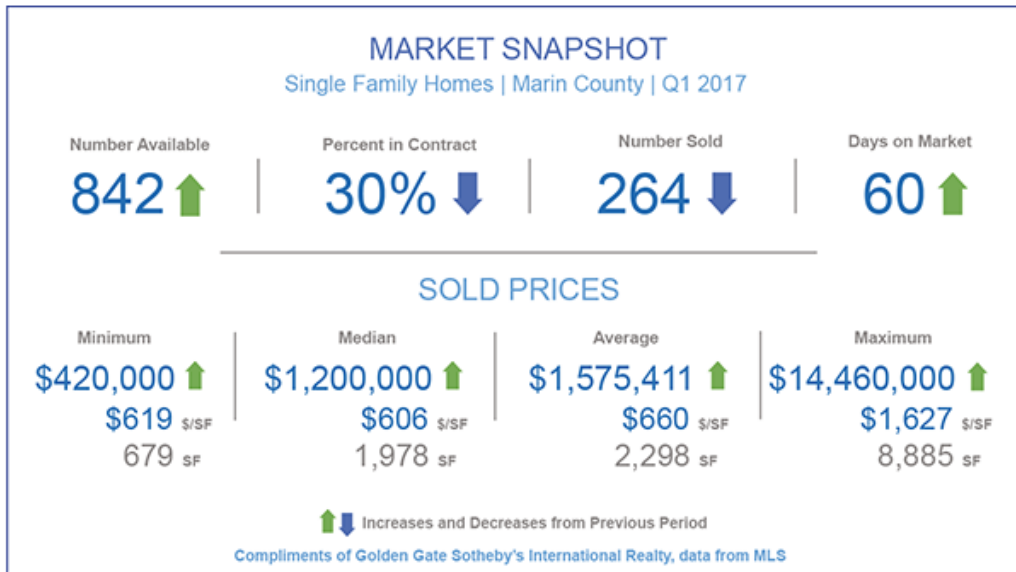


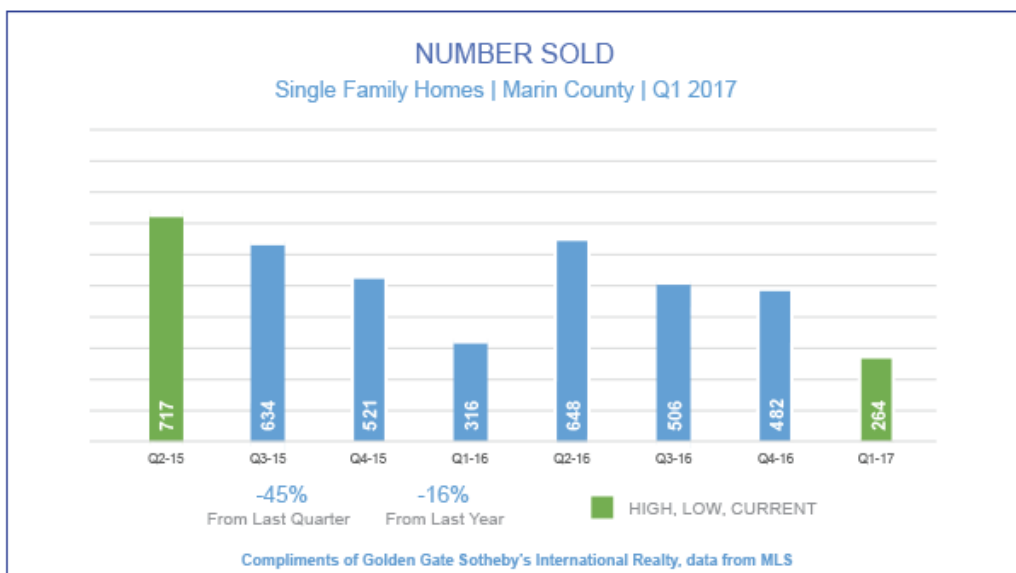
# Marin Quarterly Market Report – Q1 Data

The current economic expansion entered its 93rd month in March, which makes it the third longest economic expansion in US history. Proof of compounded growth was enthusiastically reflected in several economic reports. Consumer confidence hit its highest mark in 17 years, the unemployment rate dropped to its lowest rate in nine years, and wages and income are now at levels last seen in 2009.

The Federal Reserve's increased Fed Funds rate of .25%, and the accompanying "dovish" statement, resulted in mortgage interest rates moving down (not up). The generally accepted outlook is that mortgage rates will continue their gradual march higher in the months to come.

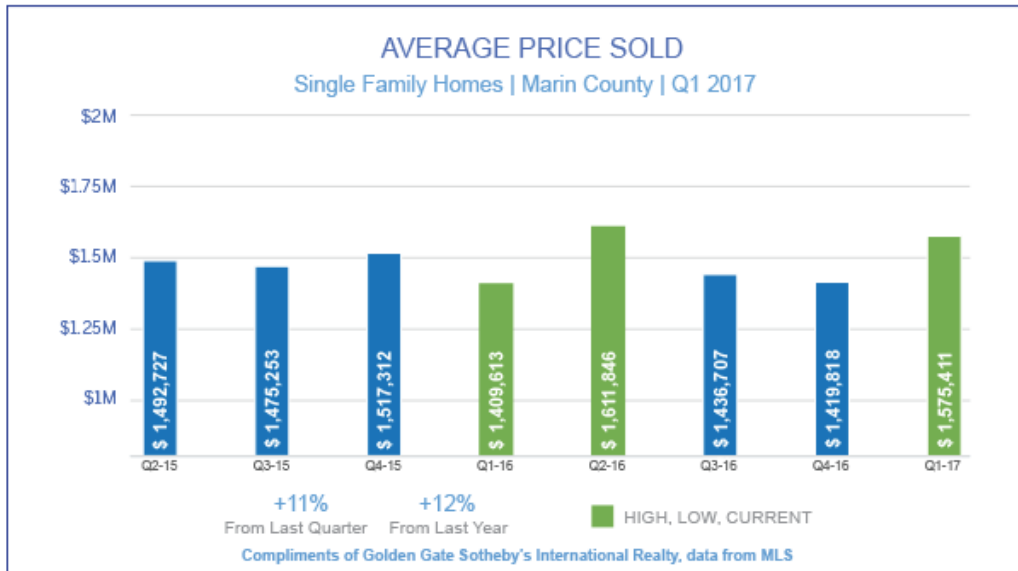


In Marin County, the Single Family Home market Q1 figures reflect the lack of inventory with the lowest number of homes sold in the past 8 quarters. Average price sold had a significant increase in Q1 to \$1,575,411, up \$155,593 from Q4 2016 and \$165,798 compared to the same quarter last year.



# Number of Homes Sold

With 264 sold, Marin Single Family Homes sales were down 45% from Q4 2016, and down 16% compared to the same quarter last year. Lack of inventory and consistent rain further hampered sales in this first quarter of 2017.



## Average Price Sold

The average sale price of Marin Single Family Homes increased significantly in Q1 2017 compared to Q4 2016, at \$1,575,411 and \$1,419,818, respectively. Compared to the same quarter last year, the average sale price increased 11%, up approximately \$155,593. The Average Sale Price was influenced by a few high priced sales: \$14.64M in Belvedere, \$9.5M in Bolinas, and \$8.25M in Tiburon.

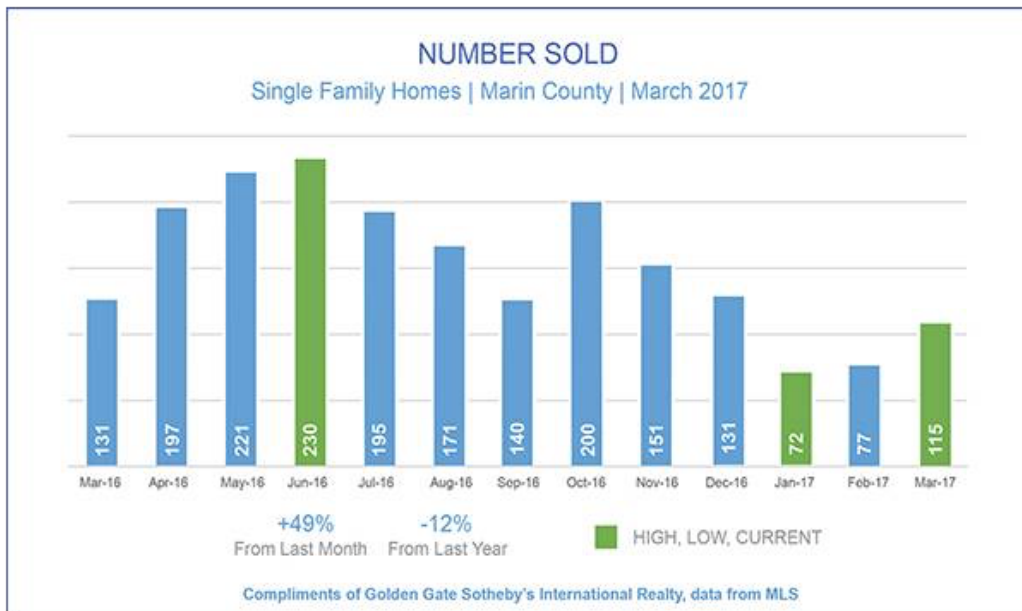
# Marin Monthly Market Snapshot | March 2017

In Marin County, the Single Family Home market had healthy March figures. With the onset of listing season ahead, the market was up across most metrics including inventory, percentage of homes in contract, number of homes sold, and sale prices, while days on market decreased. Average price sold had a significant increase to \$1,826,554, up \$430,000, 31% from last month.



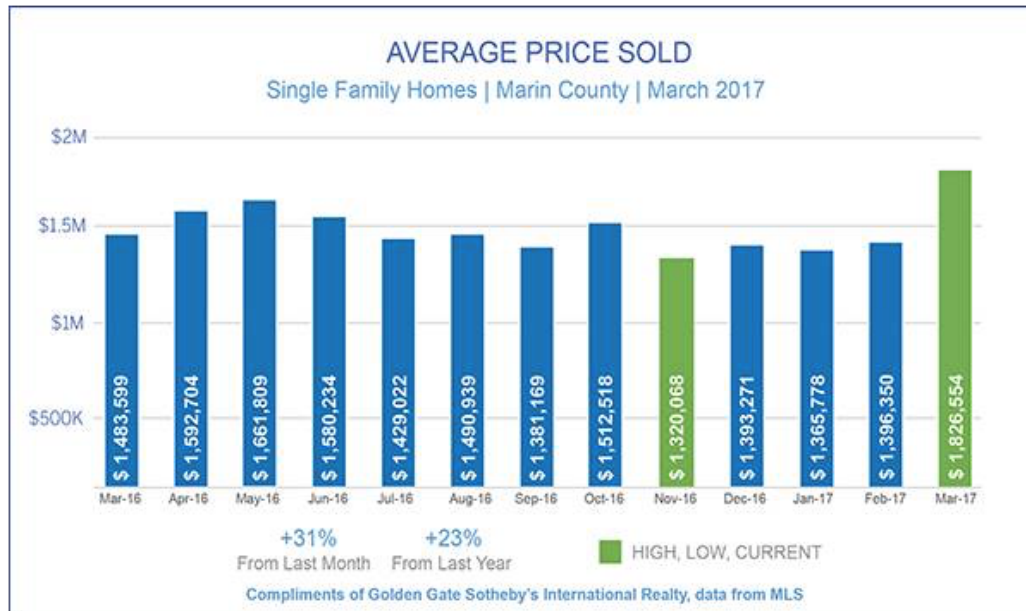
## Number of Homes Sold

With 115 sold, Marin Single Family Homes sales were up 49% from February, and down 12% compared to the same month last year. Most Single Family Homes sold in February were in the price range of \$1-2 million.



# Average Price Sold

The average sale price of Marin Single Family Homes increased significantly, 31% in March compared to February, at \$1,826,554 and \$1,396,350, respectively. Compared to the same month last year, the average sale price increased 23%, up nearly \$342,955, due to a few high priced sales; \$14.64m in Belvedere, \$9.5 in Bolinas, and \$8.25 in Tiburon.



# Home Sales by Area

Novato, San Rafael and Mill Valley continue to see the highest Number of Homes Sold at 29, 17 and 17, respectively. San Anselmo had 14 homes sold. West Marin had zero sales recorded. Average Days On Market ranged from 223 in Tiburon, to seven (7) in Kentfield.

**HOME SALES BY AREA**  
Single Family Homes | Marin County | March 2017

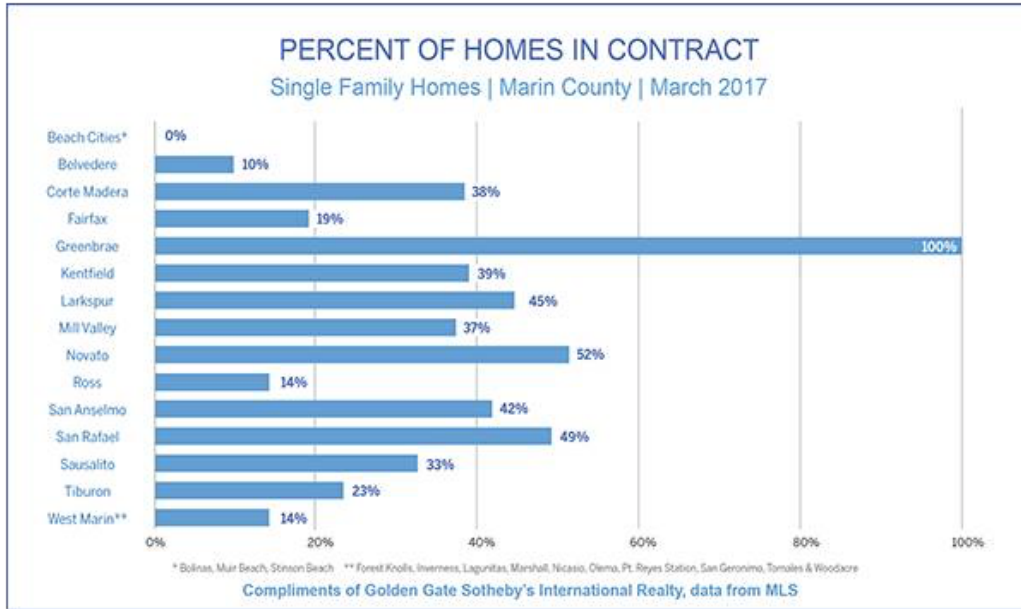
Area	NO SOLD	MINIMUM	AVERAGE	MEDIAN	MAXIMUM	DAYS
Beach Cities*	4	\$790,000	\$4,210,000	\$3,275,000	\$9,500,000	117
Belvedere	2	\$3,450,000	\$8,955,000	\$8,955,000	\$14,460,000	181
Corte Madera	4	\$1,123,897	\$1,521,224	\$1,255,500	\$2,450,000	23
Fairfax	2	\$1,200,000	\$1,837,500	\$1,837,500	\$2,475,000	21
Greenbrae	4	\$1,300,000	\$2,356,250	\$1,962,500	\$4,200,000	13
Kentfield	5	\$1,800,000	\$3,644,700	\$2,747,500	\$6,500,000	7
Larkspur	3	\$1,650,000	\$2,085,000	\$2,175,000	\$2,430,000	49
Mill Valley	17	\$705,000	\$1,665,309	\$1,677,000	\$2,600,000	44
Novato	29	\$420,000	\$850,793	\$850,000	\$1,425,000	39
Ross	1	\$4,300,000	\$4,300,000	\$4,300,000	\$4,300,000	192
San Anselmo	14	\$450,000	\$1,498,857	\$1,262,500	\$3,350,000	35
San Rafael	17	\$800,000	\$1,166,118	\$1,201,000	\$1,875,000	38
Sausalito	6	\$525,000	\$2,226,000	\$2,200,500	\$4,250,000	223
Tiburon	5	\$1,518,000	\$3,626,600	\$2,950,000	\$8,250,000	113
West Marin**	0	-	-	-	-	-

\* Bolinas, Muir Beach, Sausalito    \*\* Forest Knolls, Inverness, Lagunitas, Marshall, Nicasio, Olema, Pt. Reyes Station, San Geronimo, Tomales & Woodacre

Compliments of Golden Gate Sotheby's International Realty, data from MLS

## In Contract by Area

Greenbrae had 100% percent of homes in contract in March, followed by Novato (52%) and San Rafael (49%). San Anselmo, Mill Valley and Larkspur had between 37% and 45% of homes in contract. In contrast, less active markets were Ross (14%), Belvedere (10%) and the Beach Cities which had none.



## Sales by Price Point

The highest number of homes both available (102) and sold (46), were between \$1-2 million. There were 27 homes sold between \$750,000 and \$1 million, while 17 homes sold in the \$2-3 million price range. There were 13 homes priced at \$3 million or higher, including one sale above \$10 million.

**SALES BY PRICE POINT**  
Single Family Homes | Marin County | March 2017

Price Point	ACTIVE	CONTINGENT	PENDING	SOLD	MONTHS OF INVENTORY
\$0 to \$499,999	0	0	2	3	0
\$500,000 to \$749,999	20	1	7	9	2.2
\$750,000 to \$999,999	45	1	15	27	1.7
\$1,000,000 to \$1,999,999	102	3	32	46	2.2
\$2,000,000 to \$2,999,999	60	1	10	17	3.5
\$3,000,000 to \$3,999,999	27	0	1	4	6.8
\$4,000,000 to \$4,999,999	20	0	0	4	5.0
\$5,000,000 to \$6,999,999	12	1	0	2	6.0
\$7,000,000 to \$9,999,999	6	0	0	2	3.0
\$10,000,000 +	7	0	0	1	7.0

Compliments of Golden Gate Sotheby's International Realty, data from MLS