

Nicasio Reservoir, photo by Mark Gunn, Creative Commons License



**Marin County Real Estate**  
November 2021 Report

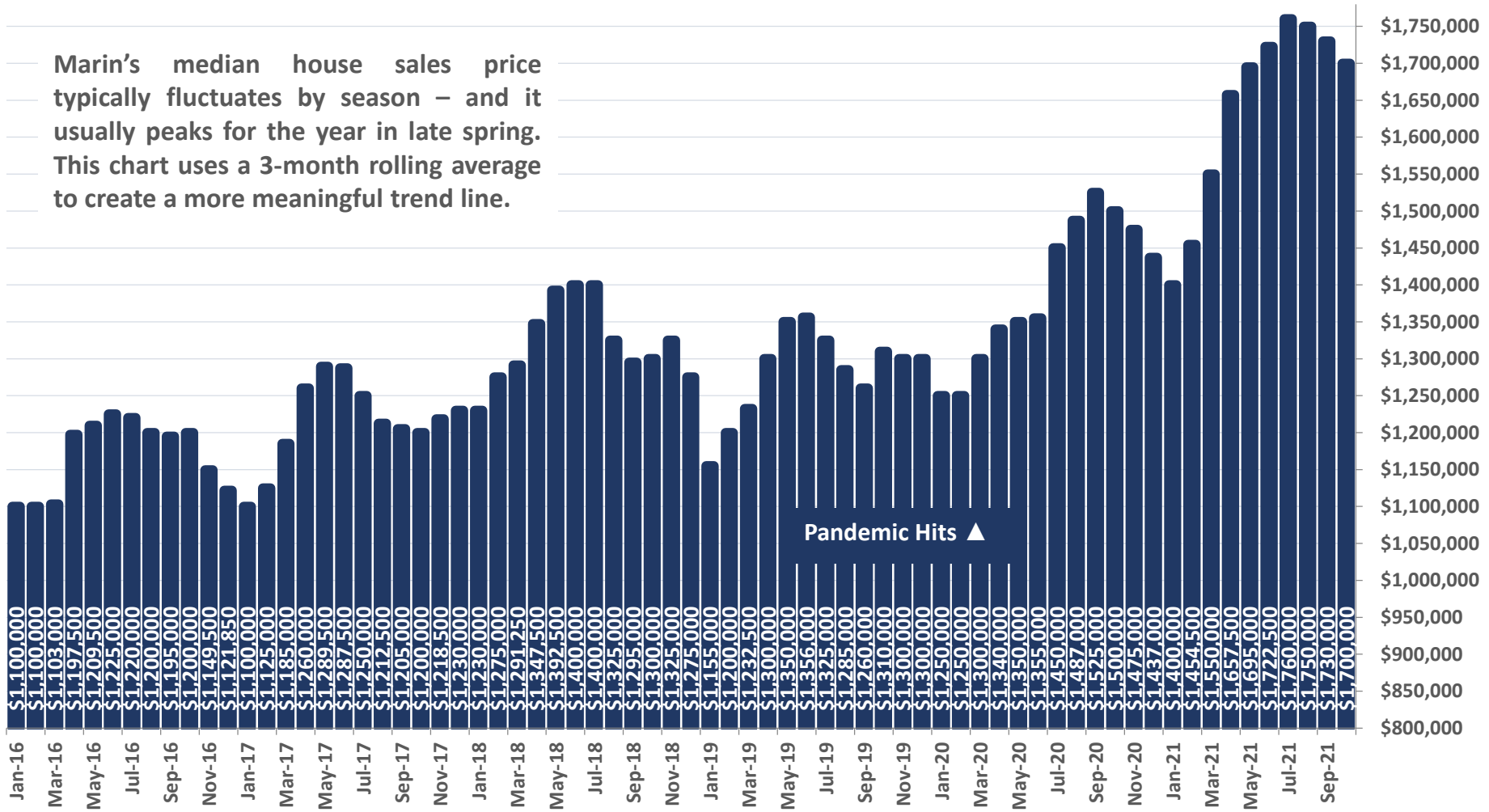
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# Marin Median House Values since 2016

## 3-Month-Rolling Median House Sales Price

House sales reported to NorCal Regional MLS, per Infosparks

Marin's median house sales price typically fluctuates by season – and it usually peaks for the year in late spring. This chart uses a 3-month rolling average to create a more meaningful trend line.



Median Prices can be affected by other factors besides changes in fair market value, such as seasonal trends and changes in the luxury and new-construction segments. Sales prices in one month generally reflect deals negotiated in the prior month or two. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. Late reported sales may alter the last entry.





**As the year begins to wind down and move into the mid-winter holidays, the market typically slows down as well:** The number of new listings declines, to finally plunge in December, with sales volume following one step behind. Price reductions often jump, and some listings, especially of more expensive homes, are pulled off the market until the market wakes up in the new year – usually in late January or February depending on the weather and other factors. Of course, buying and selling occur at all times of the year, including in mid-winter, but commonly at a much reduced rate. Note that typical market seasonality was often upended in 2020 due to the pandemic; more normal seasonal trends seem to have returned in 2021.

**For buyers, the coming months can offer substantial opportunities** in the form of reduced competition, fewer multiple offers, less overbidding, more room to negotiate, and often significantly better deals. This is an excellent time for buyers to *take a second look* at listings that haven't sold, and to make aggressive offers.

This report will review home price appreciation by city, supply and demand dynamics as illustrated by a variety of statistical measures, luxury home sales, and a survey of selected macroeconomic indicators.

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**The following chart reviews approximate median house sales price changes since 1990**, breaking down percentage ups and downs during periods such as the dotcom era, the subprime bubble, the recent high-tech boom, and the pandemic. Readings on the chart refer not to specific prices, but to the Q1 2000 median sales price, assigned a value of 100: A reading of 180 signifies the median house price has increased by 80% since Q1 2000.

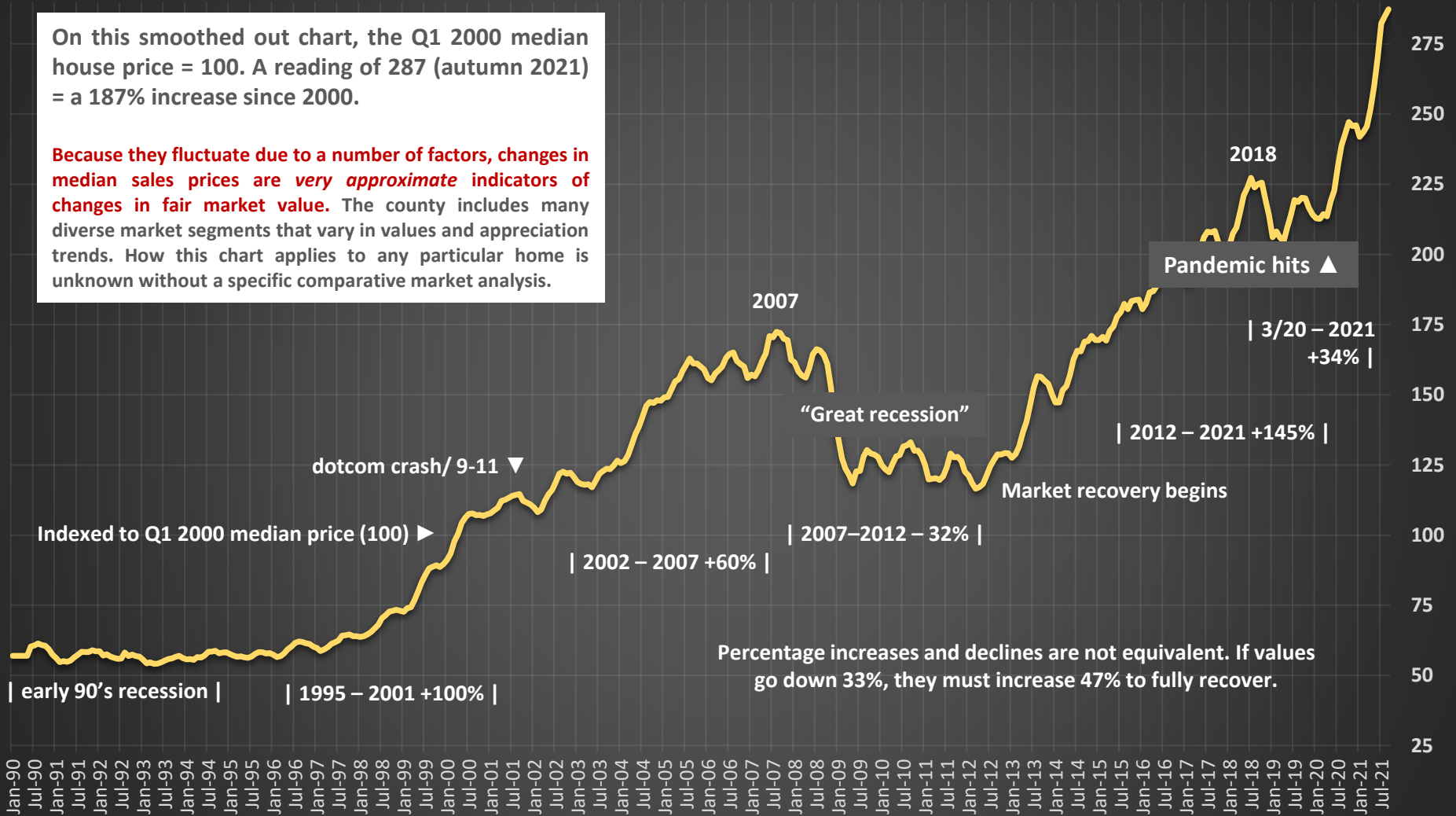
# Marin County Median Home Price Appreciation since 1990

## Median HOUSE Sales Price Change, Indexed to Q1 2000

Sales reported through 9/30/21.  
All numbers are approximate.

On this smoothed out chart, the Q1 2000 median house price = 100. A reading of 287 (autumn 2021) = a 187% increase since 2000.

Because they fluctuate due to a number of factors, changes in median sales prices are *very approximate* indicators of changes in fair market value. The county includes many diverse market segments that vary in values and appreciation trends. How this chart applies to any particular home is unknown without a specific comparative market analysis.



Percentage increases and declines are not equivalent. If values go down 33%, they must increase 47% to fully recover.

Change in monthly median house sales price, using CA Association of Realtors and NorCal MLS data, per Infosparks, indexed to the median sales price in the first quarter of 2000, **adjusted to a 6-month rolling average to smooth trend line**. May contain errors and subject to revision. *All numbers and calculations should be considered very approximate.*

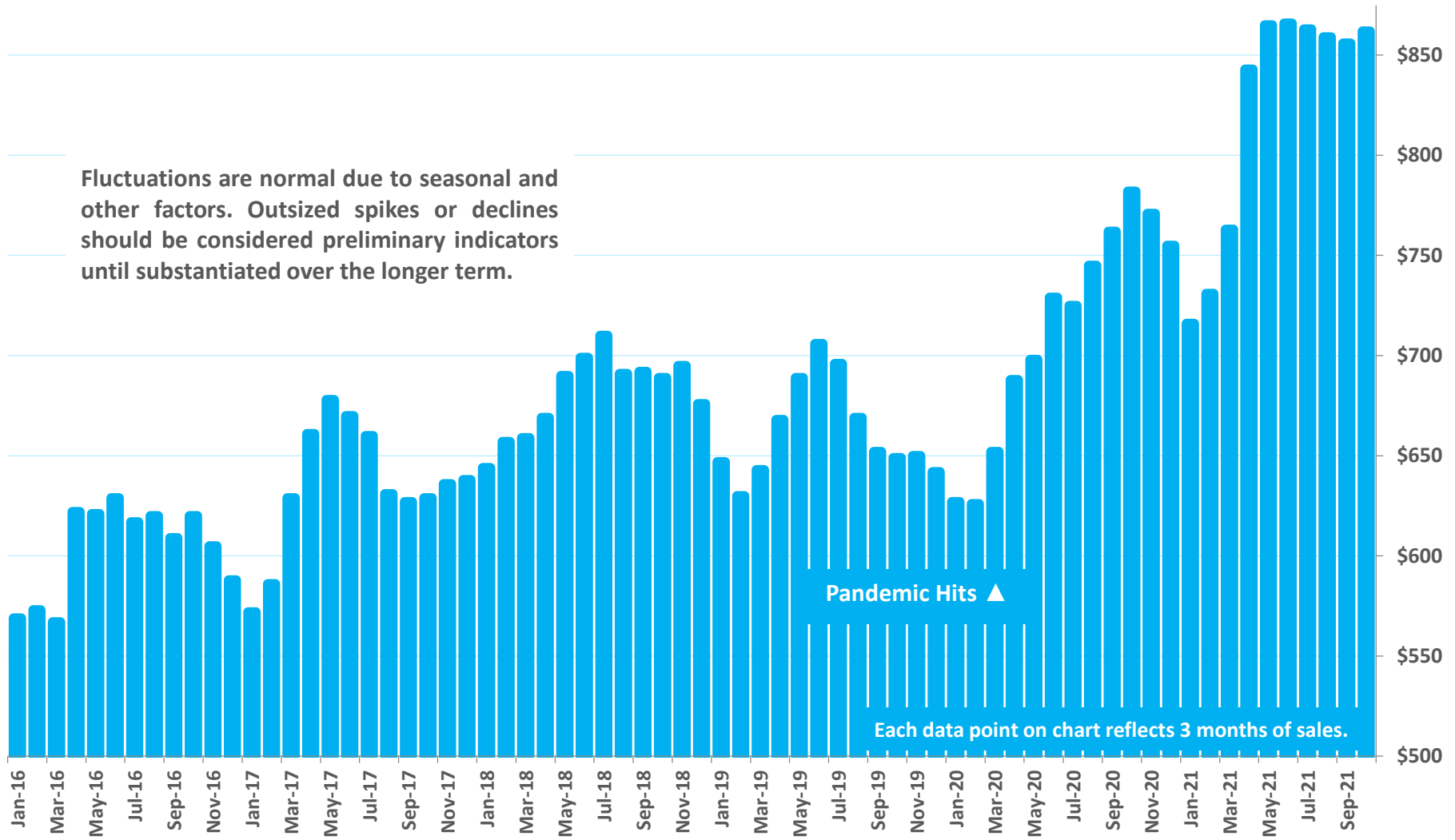
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# Marin County House Value Trends since 2016

## Median Dollar per Square Foot Values – 3-Month Rolling

House sales reported to NorCal Regional MLS, per Infosparks

Fluctuations are normal due to seasonal and other factors. Outsized spikes or declines should be considered preliminary indicators until substantiated over the longer term.



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks or patios. Not all sales report square footage. Sales reported to NorCal Regional MLS per Infosparks. All numbers are approximate and subject to revision. Late reported sales may change final reading.





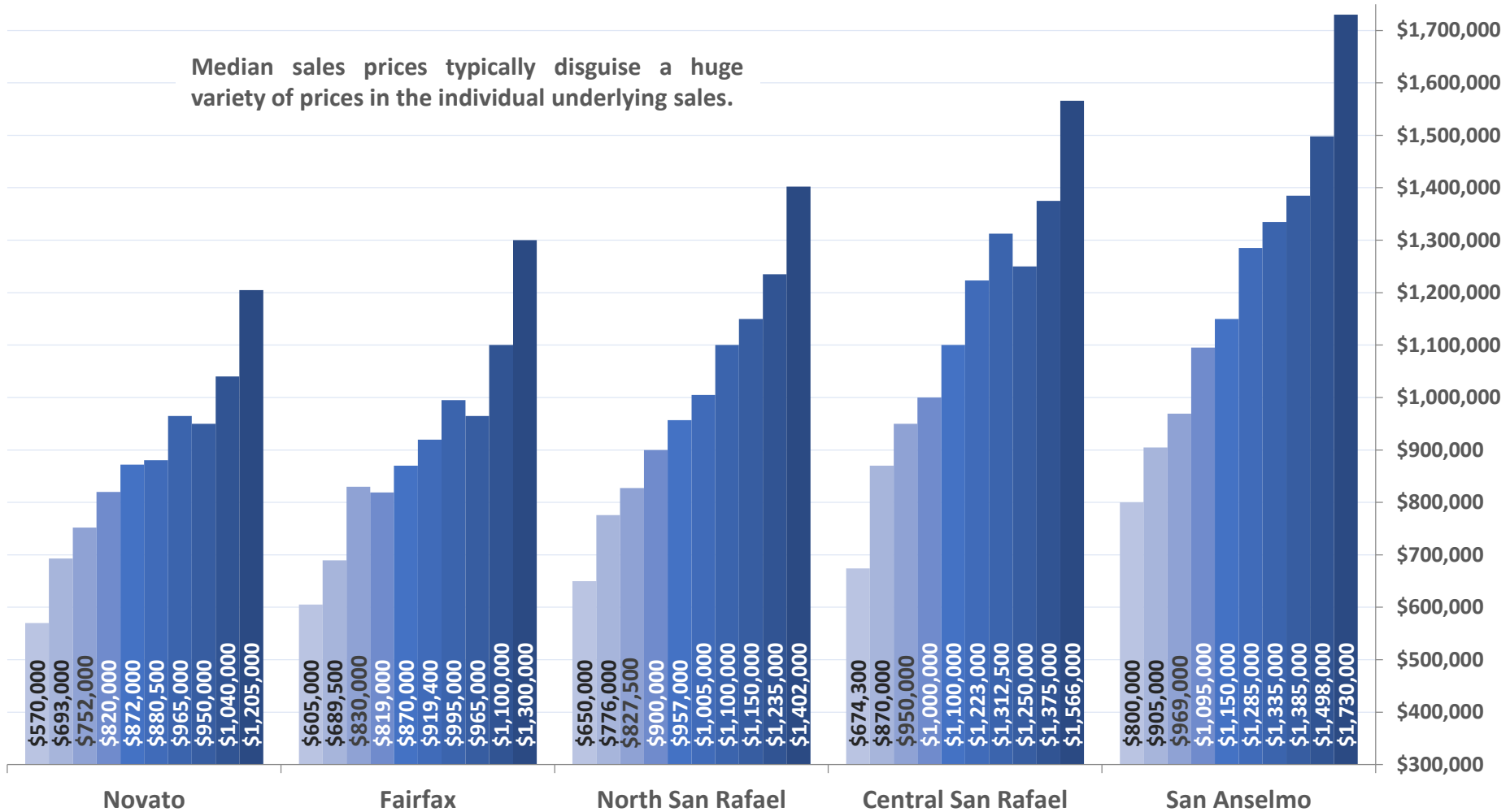
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
NorCal Regional MLS  
by 10/18/21

■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 YTD

Median sales prices typically disguise a huge variety of prices in the individual underlying sales.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.

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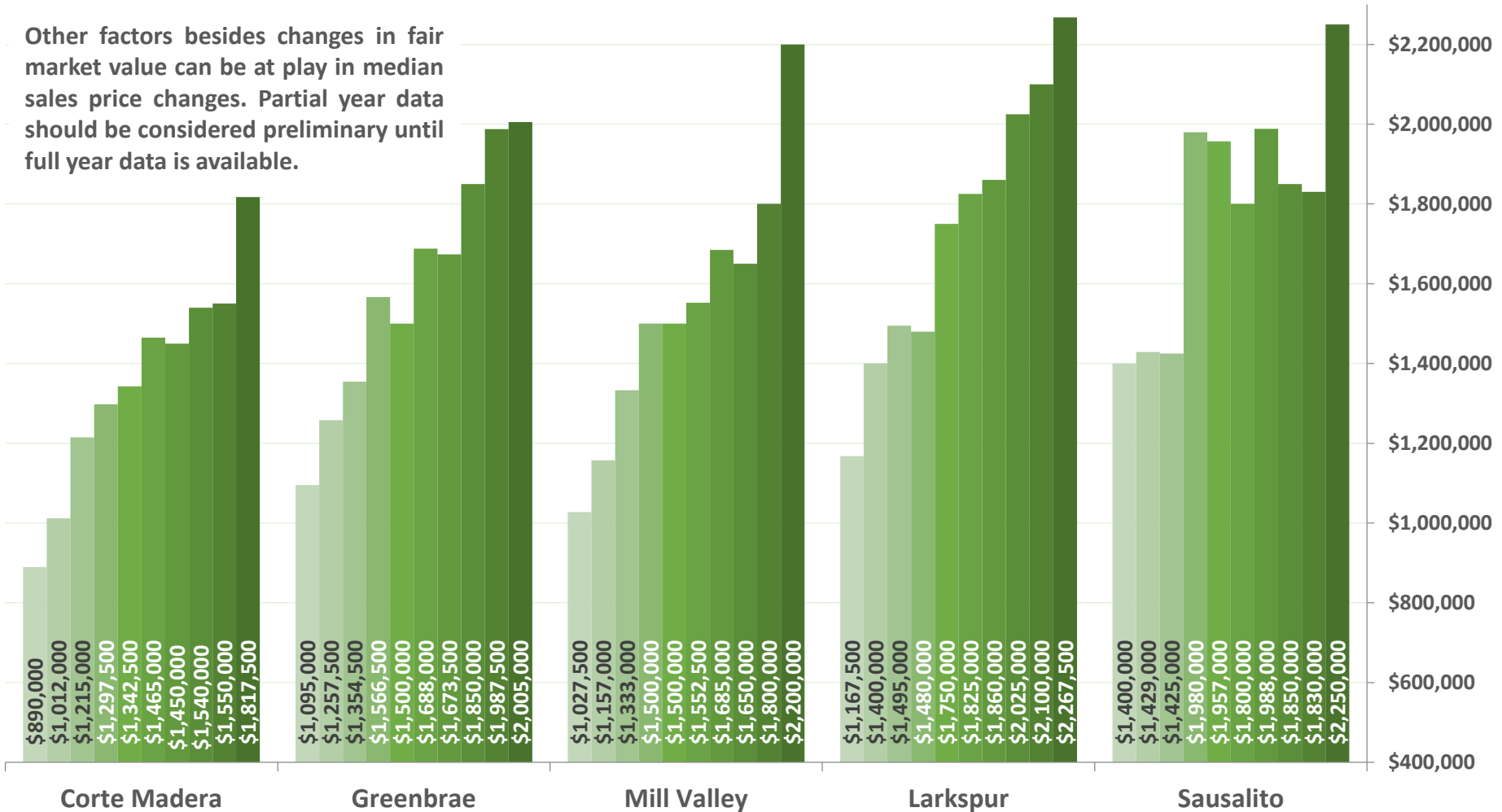
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## Median House Sales Price Trends since 2012

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■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 YTD

Other factors besides changes in fair market value can be at play in median sales price changes. Partial year data should be considered preliminary until full year data is available.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.



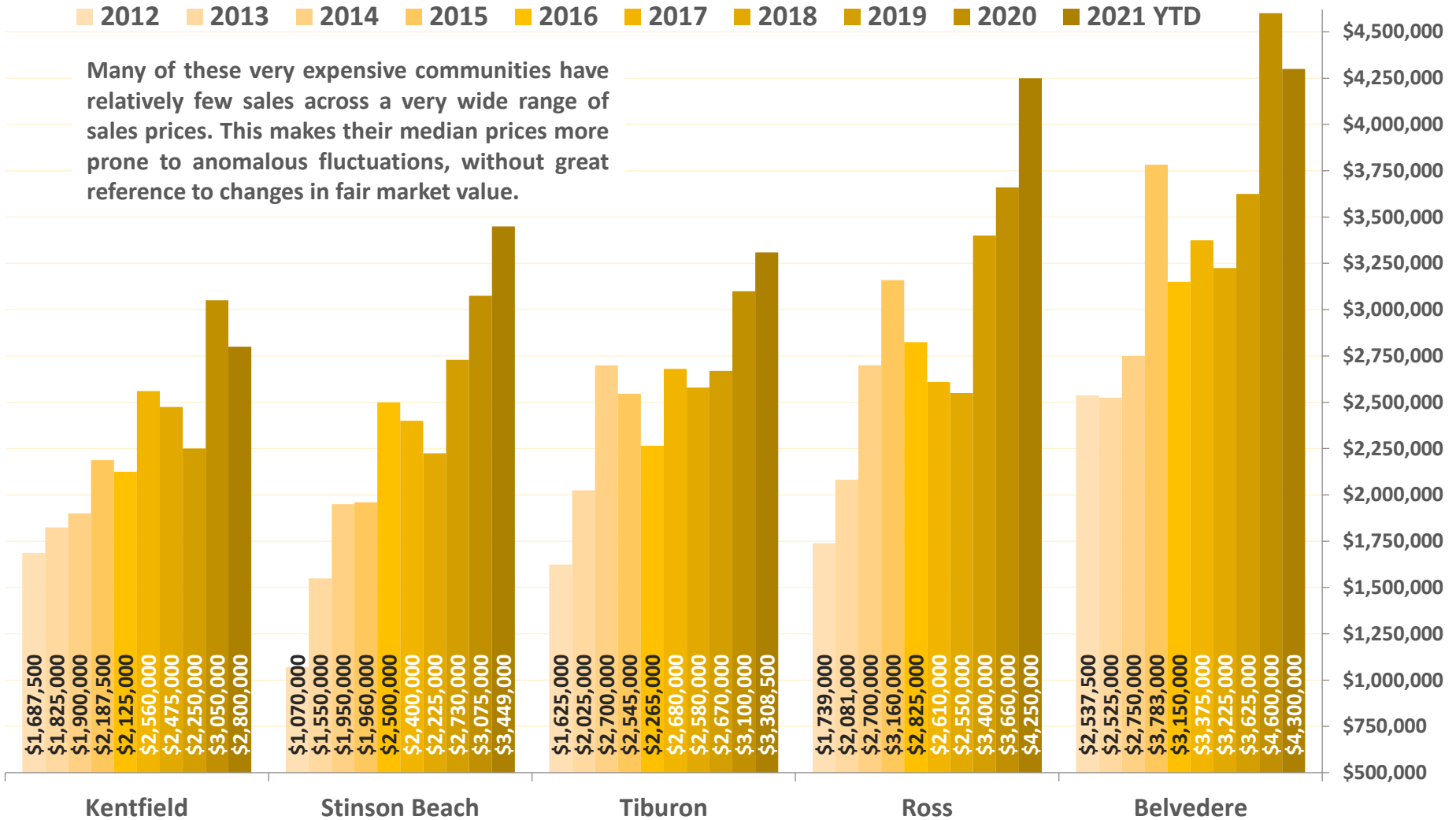
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2012

Sales reported to  
NorCal Regional MLS  
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2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Many of these very expensive communities have relatively few sales across a very wide range of sales prices. This makes their median prices more prone to anomalous fluctuations, without great reference to changes in fair market value.



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late reported sales.





# What You Get for about \$1,500,000 in Marin

A Sampling of July – October, 2021 Sales\*

Gradations in quality of location, condition & amenities are almost infinite: Sales may not represent current market values.

City or Town	Year Built	Bedrooms & Baths	Square Footage	Dollar per Sq.Ft.	Lot Size in Acres	Excerpts from MLS Comments (sometimes edited)
Fairfax	1988	3/2	2260	\$664	.38	“Spectacular architecture, canyon views in serene, ultra-private home, in Cascade hills”
Inverness	2001	2/2	1945	\$776	.30	“Delightful home w/downstairs apartment; sweeping views of Tomales Bay & Black Mtn”
Kentfield	1905	3/1	1342	\$1118	.16	“Circa 1905 cottage, close to hiking, biking and schools; covered porch, fully fenced yard”
Larkspur	1943	2/1	824	\$1820	.11	“Charming Heather Gardens cottage w/ detached office in the heart of Larkspur”
Mill Valley	1920	3/2	1600	\$938	.19	“Unique home blocks from square; views from Bay Bridge to Mt. Tam; new house plans”
Novato	1964	3/2	1959	\$778	.23	“Stunning waterfront views; 1-level home w/ flowing indoor/outdoor areas; private dock”
San Anselmo	1926	3/2	1232	\$1218	.14	“1-level, 3-BR, 2-bath; one of San Anselmo's best neighborhoods; close to hiking & biking”
San Anselmo	1928	3/2.5	1763	\$842	.09	“San Anselmo enclave near heart of town; tree-lined street; BR & bath w/sep. entrance”
San Rafael	1954	4/2	1968	\$767	.15	“Fabulously updated 4-BR Terra Linda home; incredible light, complete privacy”
San Rafael	1949	3/2	1390	\$1079	.12	“Sun Valley in San Rafael; 3-BR, 2-Bath ranch style home; completely remodeled”

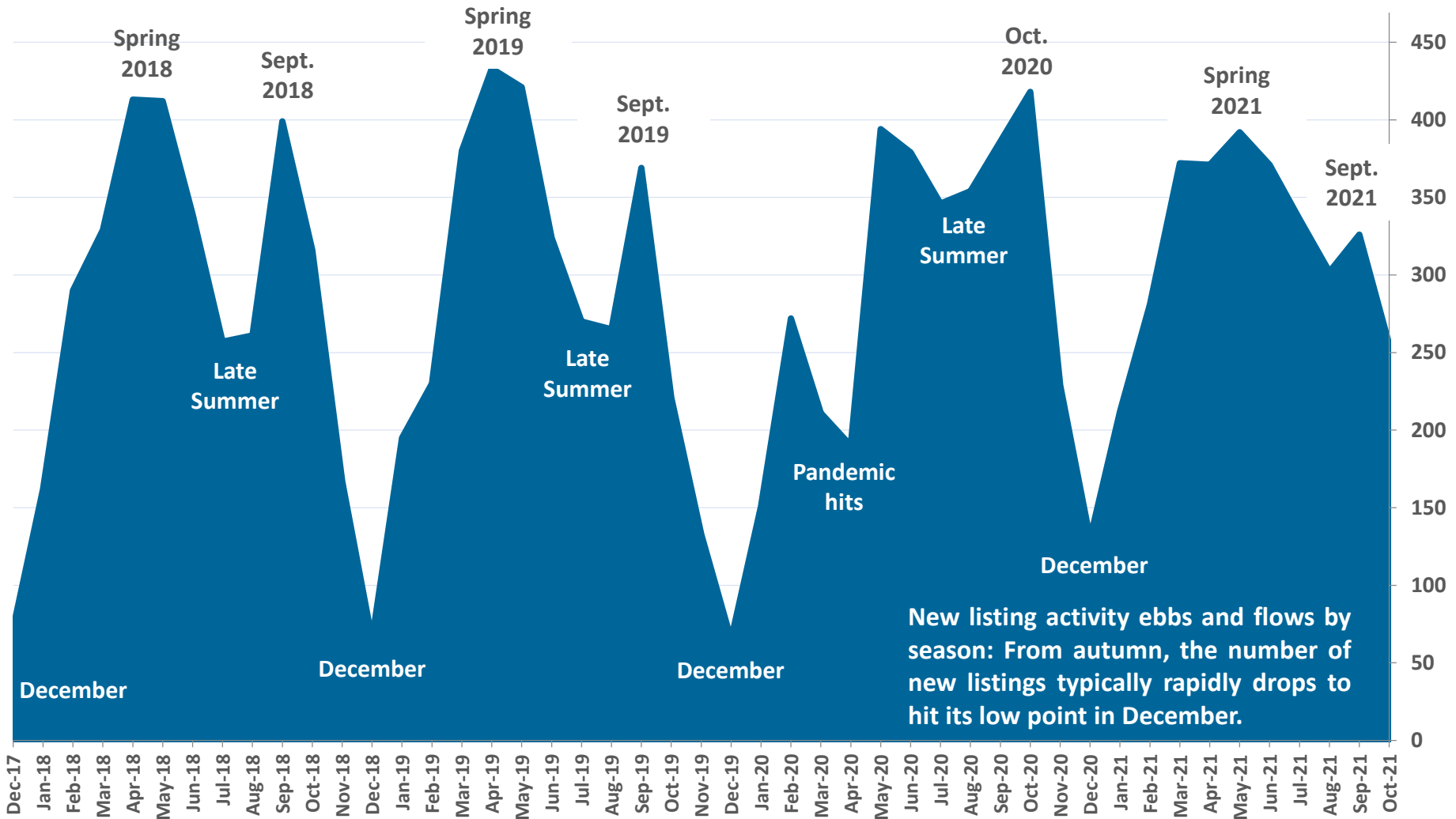
\*Sales reported to NorCal Regional MLS, July through mid-October 2021, sales prices from \$1,475,000 to \$1,525,000. As described in the MLS listing, comments sometimes edited. **The devil is in the details:** No brief description can do justice to any home. Data derived from sources deemed reliable, but may contain errors.

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# New Listings Coming on Market

## Marin County Homes Market Seasonality

MLS house, condo, townhouse listing activity, per Broker Metrics.



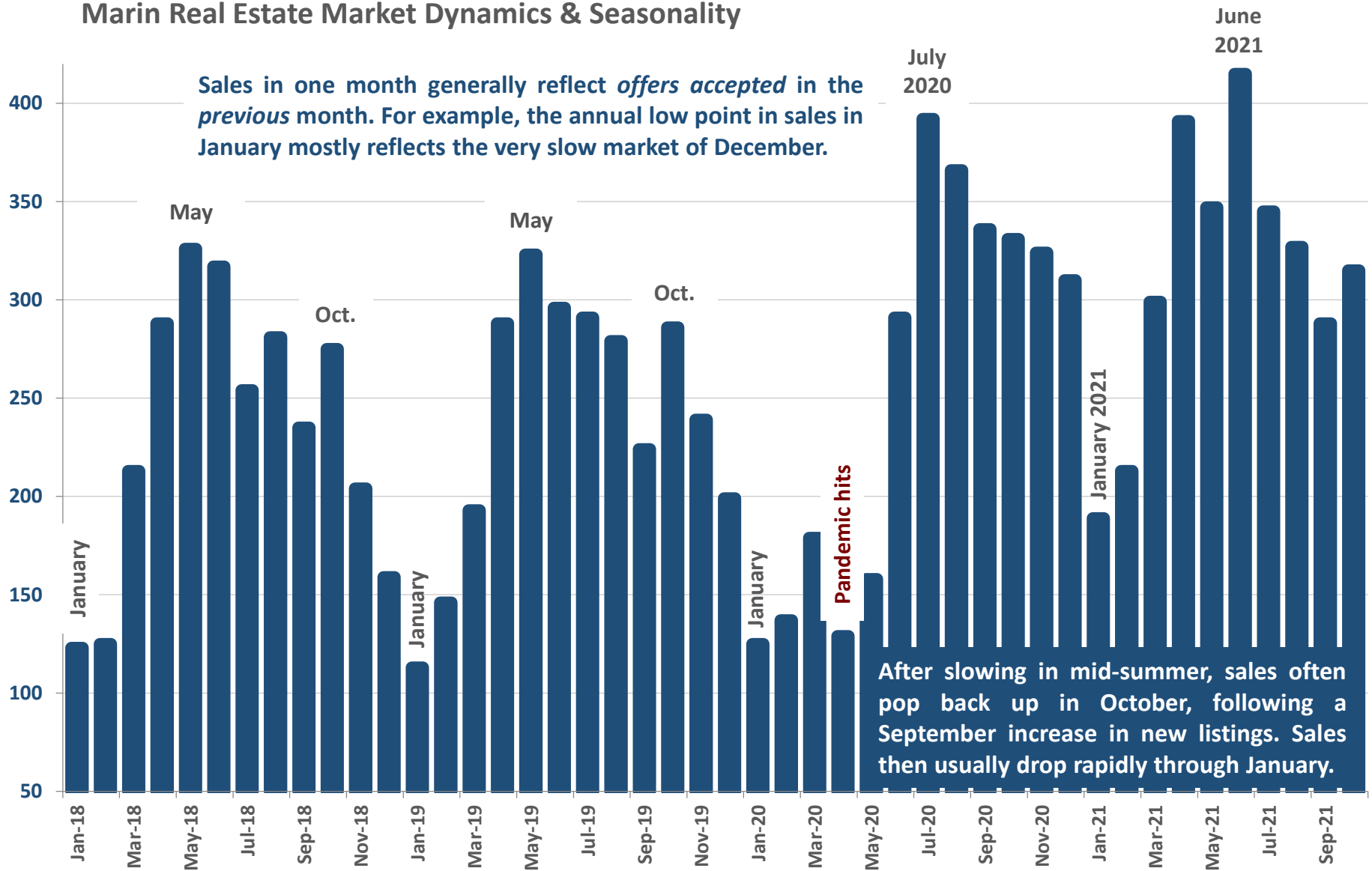
New listing activity ebbs and flows by season: From autumn, the number of new listings typically rapidly drops to hit its low point in December.

Data from sources deemed reliable, but may contain errors and subject to revision. Based upon Bareis MLS activity. All numbers approximate. Last month estimated and may change with late reported activity.



# Marin Home Sales Volume

## Marin Real Estate Market Dynamics & Seasonality



Sales reported to NorCal Regional MLS, per Infosparks. Last month data estimated and may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



# Marin County Luxury House Sales

## 3-Month Rolling Sales Volume since 2016

As reported to MLS, per  
Infosparks through 10/31/21

- Home Sales - \$3,000,000 to \$4,999,999
- Home Sales - \$5,000,000+

Luxury home sales are very seasonal and typically peak in Q2 - though that didn't happen in 2020 due to the pandemic.

Each data point reflects 3 months of MLS sales.



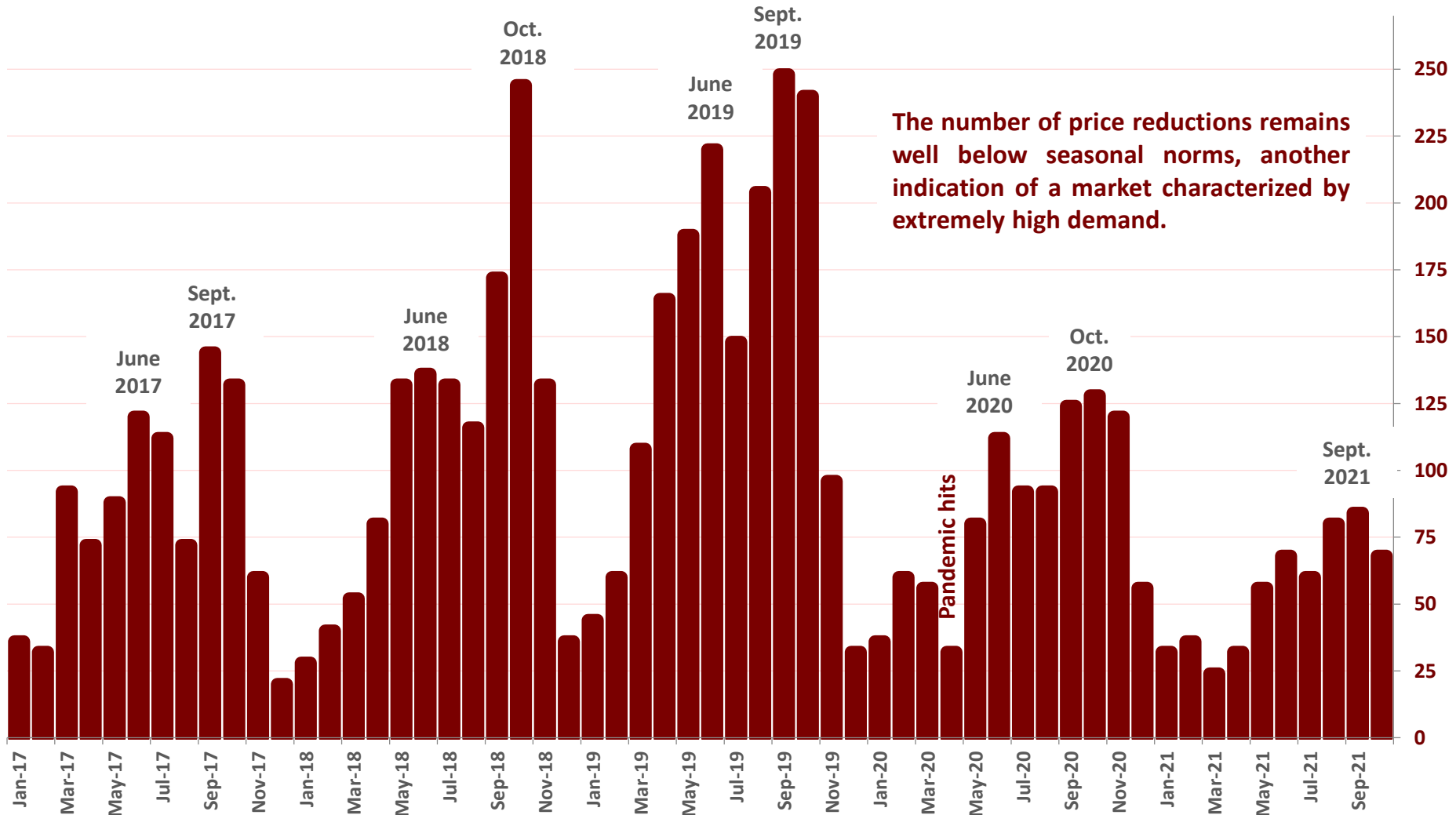
Reflecting sales reported to NorCal Regional MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Late reported sales may change final period numbers.



# Price Reductions on Active Listings

## Marin County Real Estate Market Dynamics

For houses and condos



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

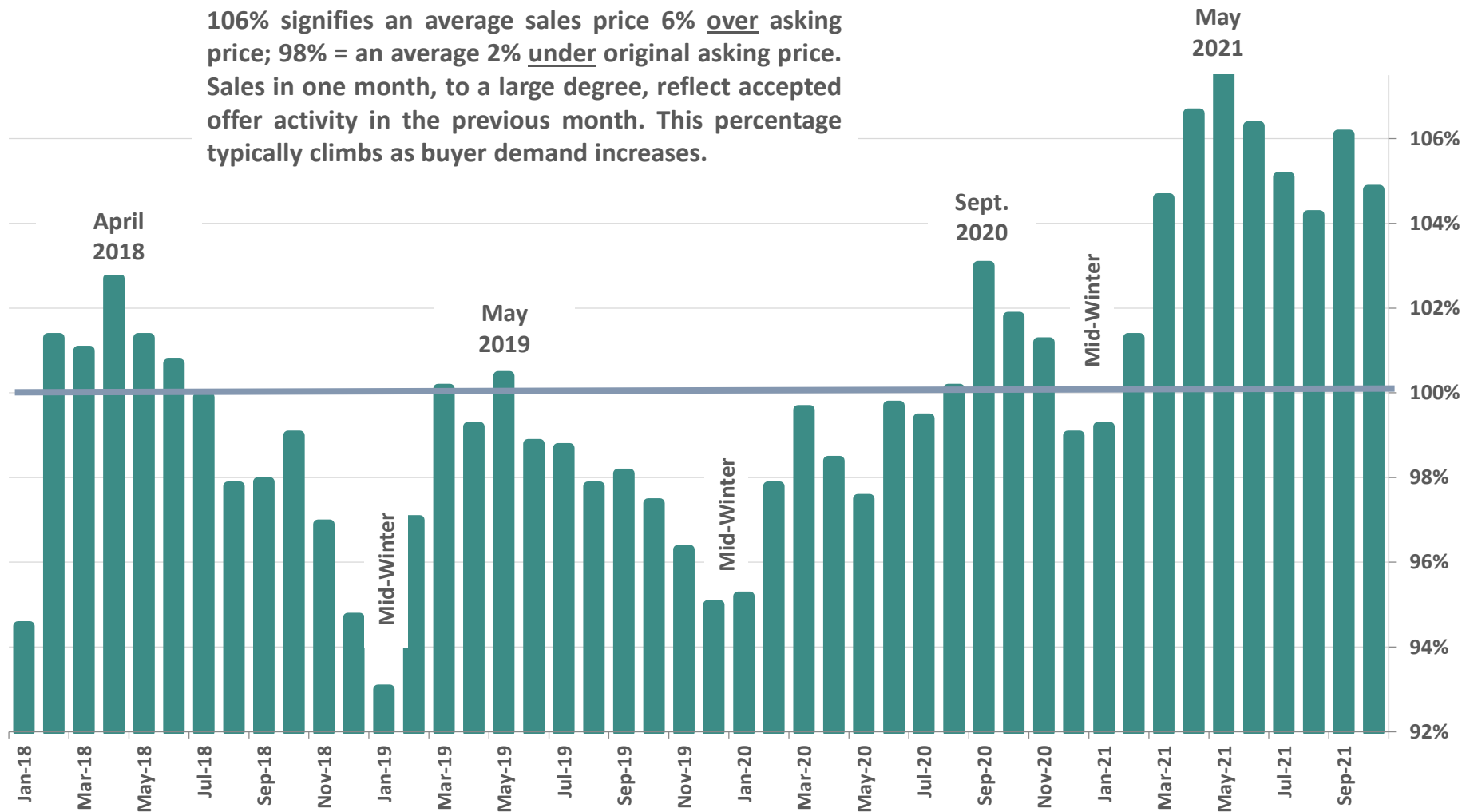


# Average Sales Price to Original List Price Percentage

## Marin County Market Dynamics & Seasonality

MLS sales of houses and condos up to \$3m, per Broker Metrics

106% signifies an average sales price 6% over asking price; 98% = an average 2% under original asking price. Sales in one month, to a large degree, reflect accepted offer activity in the previous month. This percentage typically climbs as buyer demand increases.



These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.



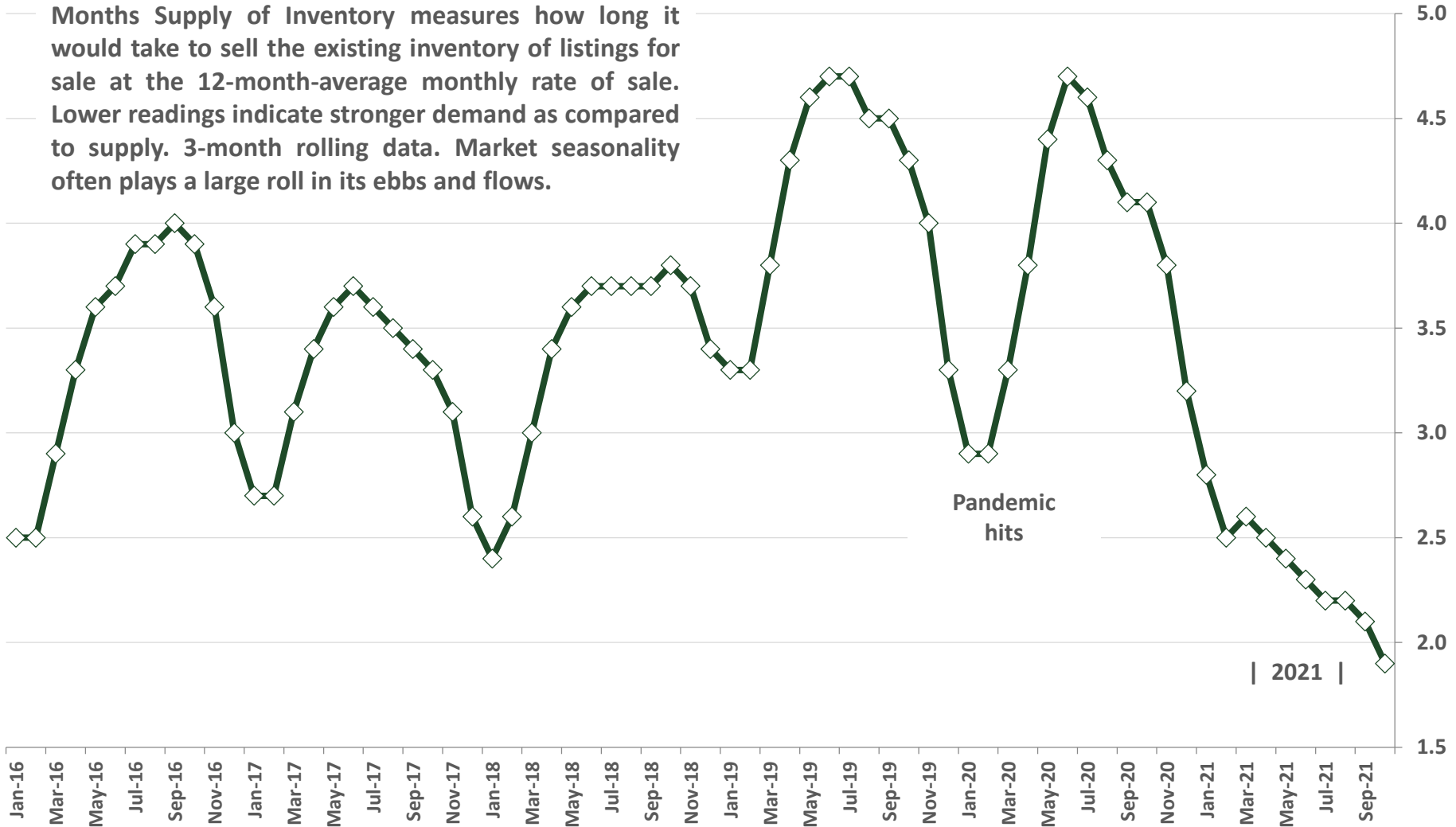


# Marin County Supply vs. Demand

## Months Supply of Inventory, 2016 – Present

MLS activity of houses, condos and townhouses.

Months Supply of Inventory measures how long it would take to sell the existing inventory of listings for sale at the 12-month-average monthly rate of sale. Lower readings indicate stronger demand as compared to supply. 3-month rolling data. Market seasonality often plays a large roll in its ebbs and flows.



3-month rolling NorCal Regional MLS data per Infosparks. Last reading may change with late reported activity. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



# Listings Expired or Withdrawn (No Sale)

## Marin County Market Dynamics

Houses and condos as listed in MLS, per Broker Metrics

Listings typically expire or withdrawn without selling due to being perceived as overpriced, and/or to avoid slower markets of mid-late summer and mid-winter. Many re-list with the new spring or autumn selling seasons, often at lower prices.

Nov.-Dec. 2018

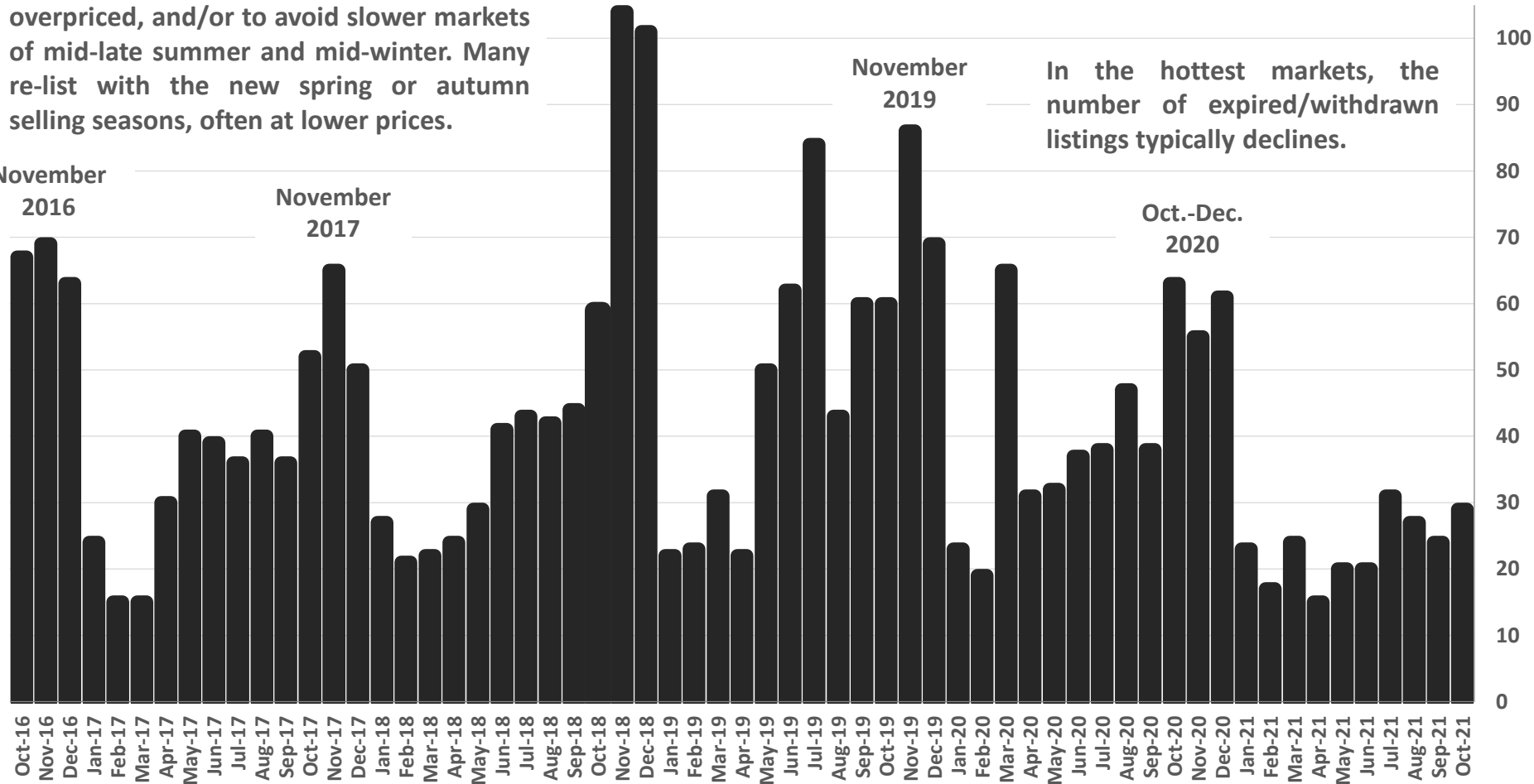
November 2019

In the hottest markets, the number of expired/withdrawn listings typically declines.

November 2016

November 2017

Oct.-Dec. 2020



Data from sources deemed reliable but may contain errors and subject to revision.  
All numbers should be considered approximate.



# New Report on Bay Area Home Markets since 1990:

<https://www.bayareamarketreports.com/trend/bay-area-home-price-appreciation-since-1990>



## San Francisco Bay Area Home Price Appreciation Trends since 1990

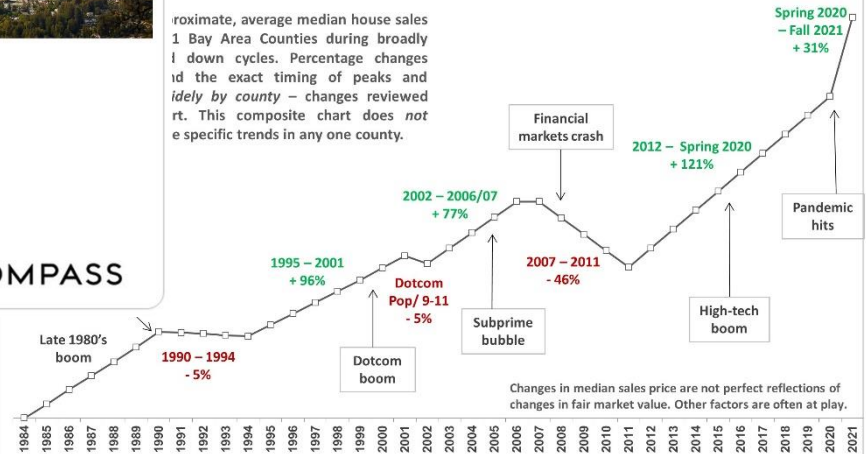
The early 1990's recession, the dotcom boom, subprime bubble and crash, market recovery and high-tech boom – and the pandemic

Important notes and caveats regarding the context and methodology of this report are detailed on the last page. All calculations to be considered approximate, good-faith estimates. How this report applies to any particular home is unknown without a specific comparative market analysis.

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## Approximate, Smoothed-Out Schematic of Bay Area Median House Sales Price Changes over 30+ Years

Approximate, average median house sales price changes over 30+ years for 11 Bay Area Counties during broadly defined down cycles. Percentage changes indicate the exact timing of peaks and troughs, but are *not* identical by county – changes reviewed and averaged. This composite chart does not reflect specific trends in any one county.



Changes in median sales price are not perfect reflections of changes in fair market value. Other factors are often at play.

For 11 Bay Area Counties. Sales data per CA Association of Realtors or NorCal Regional MLS. Years between market peaks and bottoms are not accurately represented, but entered as straight lines: *Shorter-term fluctuations are not reflected. Adjusted for larger anomalies when identified. Percentages are very approximate, good-faith estimates.*

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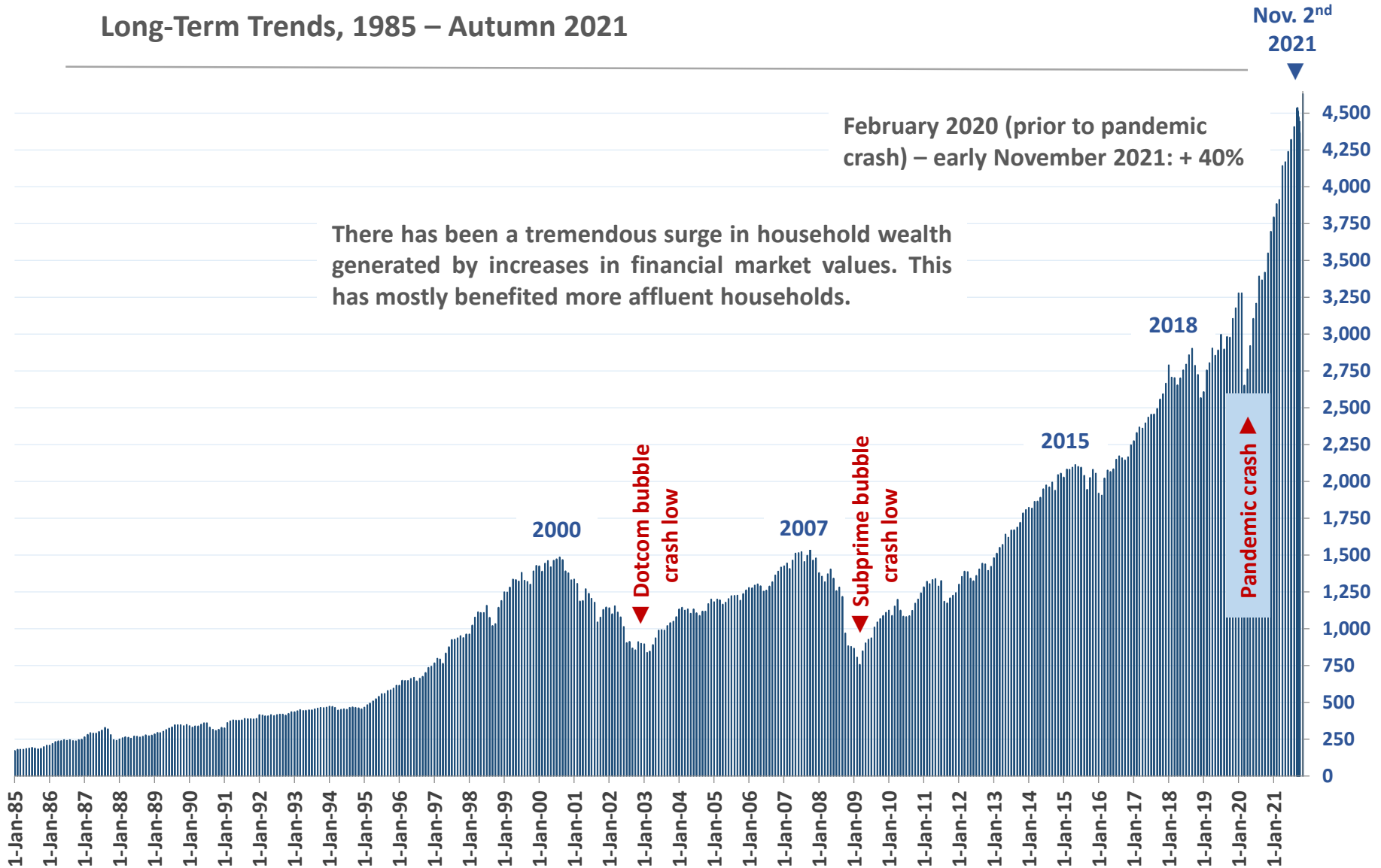
The ancient Romans believed the future could be divined from observing the flight of birds.

## Selected Macroeconomic Factors

The following slides look at trends in a number of important economic indicators – all of which can have significant impacts on financial and real estate markets. None of these charts imply predictions on future trends.

# S&P 500 Stock Index

## Long-Term Trends, 1985 – Autumn 2021

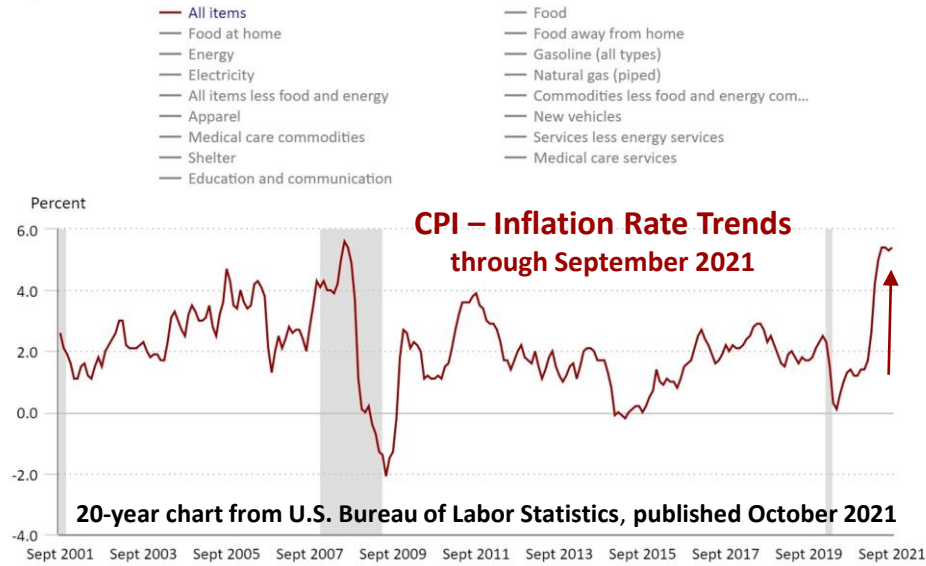


There has been a tremendous surge in household wealth generated by increases in financial market values. This has mostly benefited more affluent households.

February 2020 (prior to pandemic crash) – early November 2021: + 40%

Data from multpl.com and Yahoo! Finance. An approximate illustration only. Data from sources deemed reliable but may contain errors and subject to revision. Financial markets can be prone to significant volatility even on a short-term basis. For general illustration purposes only. All figures are approximate.

**12-month percentage change, Consumer Price Index, selected categories, not seasonally adjusted**



# Inflation & Mortgage Interest Rates

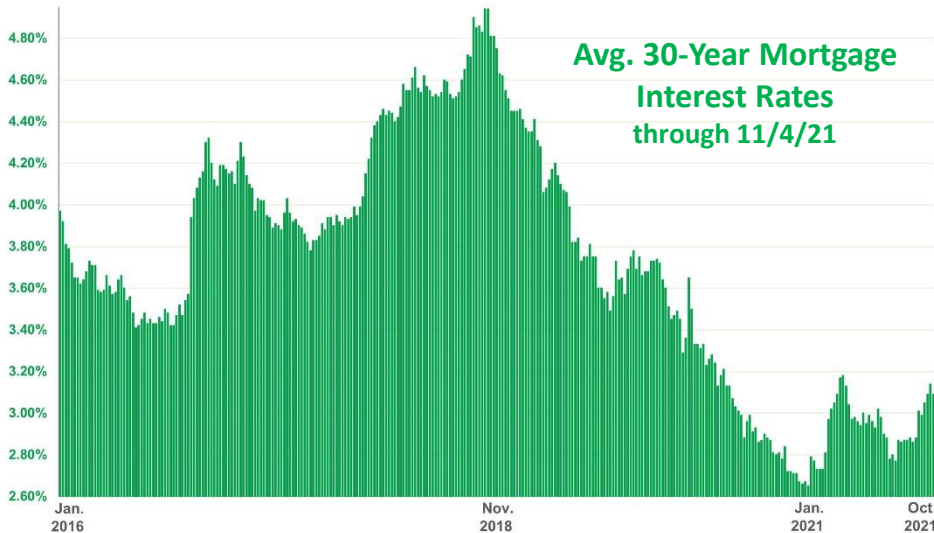
**Due to a variety of economic factors, the Consumer Price Index, a measurement of inflation, has jumped in 2021.**

Historically, the standard remedy for surging inflation is to raise interest rates, but there are varying opinions as to whether higher inflation rates will persist, and what the exact response from the Federal Reserve Bank will be. Even if the Fed raises rates, the exact effect on *mortgage* rates is unclear. Predicting interest rate changes is extremely difficult.

## Mortgage Interest Rate Trends, 2016 – Present

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

Rates published by the FHLMC,



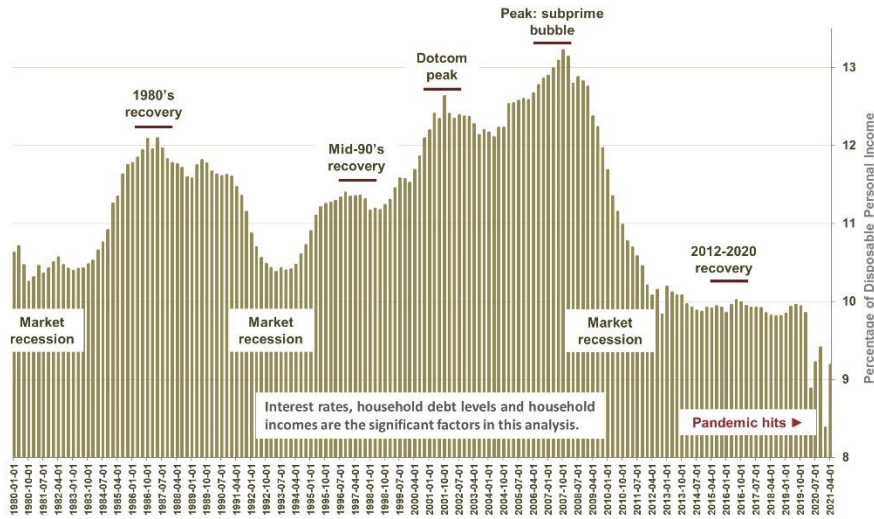
Per Freddie Mac (FHLMC), on November 4, 2021, the weekly average, 30-year mortgage interest rate was 3.09%. (The 15-year rate was 2.35%.) The all-time 30-year-rate low of 2.65% was reached in January 2021. In November 2018, the rate was 4.94%; in 2007, 6.3%; in year 2000, 8%; and in 1990, 10% (the last 3 not illustrated on this chart).

Interest rates may fluctuate suddenly and dramatically, and it is very difficult to accurately predict rate changes. Data from sources deemed reliable, but may contain errors and not guaranteed. Anyone interested in residential home loans should consult with a qualified mortgage professional and their accountant.

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### Household Debt Service Payments as a Percentage of Disposable Personal Income, 1980 – Q2 2021



Data as published by the Federal Reserve Bank of St. Louis. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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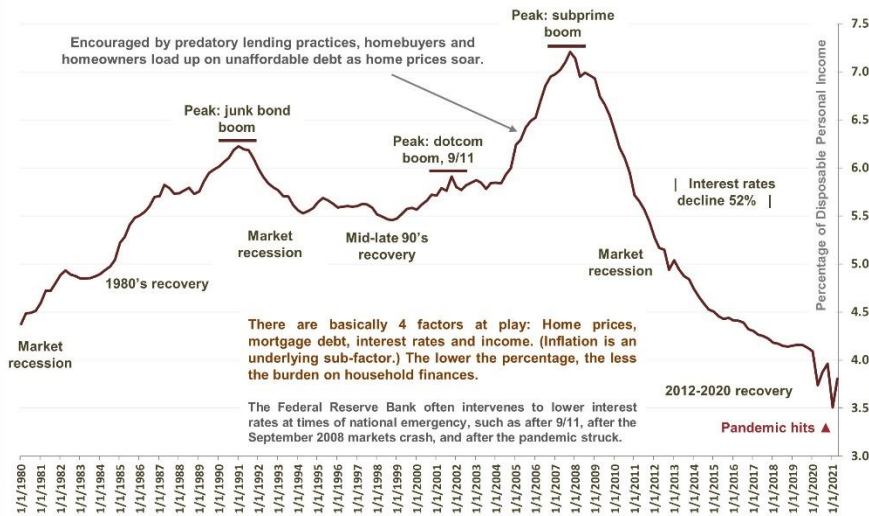
## Household & Mortgage Debt Service as a Percentage of Disposable Income

All-time lows in interest rates, increasing household incomes, and large pandemic-related government disbursements to households brought debt service payments as percentages of disposable personal income down to historic lows through Q1 2021.

The percentages started to climb back up in Q2 2021 (the latest data available), but still remained *extremely* low by any standards – a positive economic indicator.

When the debt service percentages hit high points, it is often a prelude to market corrections. Currently, the biggest wildcard is the possibility of significant changes to interest rates. (This analysis does not imply any market or interest-rate predictions on our part.)

### Mortgage Debt Service Payments as a Percentage of Disposable Personal Income, 1980 – Q2 2021



Data as published by the Federal Reserve Bank of St. Louis: <https://fred.stlouisfed.org/series/MDSPP>. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

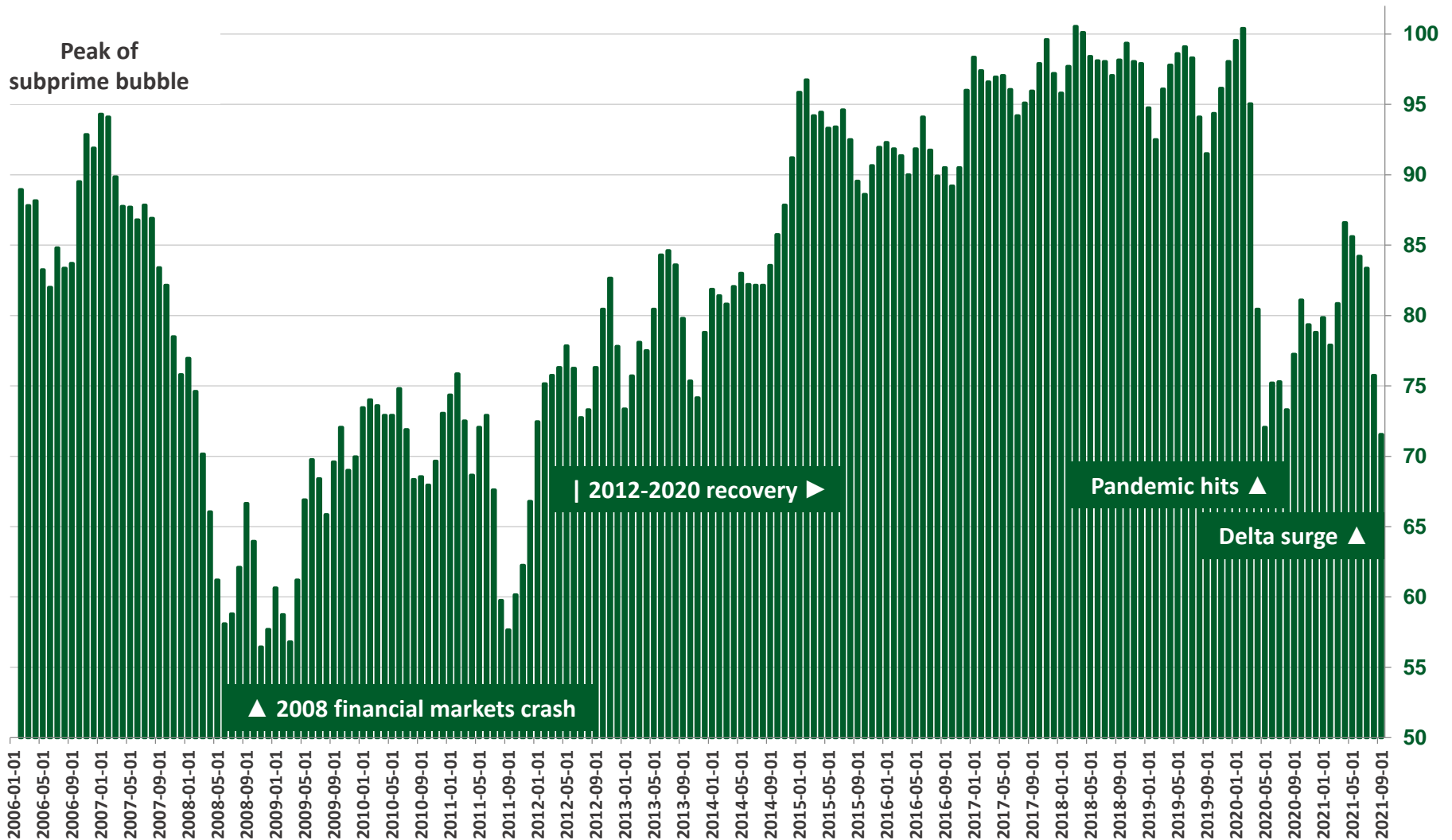
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# Consumer Sentiment (Confidence) Index

## University of Michigan, January 2006 – September 2021

As published by the Federal Reserve Bank of St. Louis; adjusted to 2-month-rolling average



2-month-rolling average of University of Michigan: Consumer Sentiment [UMCSENT], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/UMCSENT>. Not seasonally adjusted. 1966, Q1 = 100.

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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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