



Marin County Real Estate
September 2022 Report

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In early August, we mentioned agents reporting that buyer activity – renewed interest in getting back into the market, visits to open houses, and so on – was picking up due to a number of issues: Price reductions, less competition, an increase in listings for sale, the drop in interest rates below 5%, and the dramatic recovery in stock markets. In Marin, August sales remained basically flat from July, and remained well down from last year.

Across the Bay Area, year-over-year, home-price appreciation rates and overbidding statistics have generally continued to drop, and days-on-market to climb. In the midst of the prevailing uncertainty, many sellers have pulled back on listing their homes, with the number of new listings coming on market well down year over year. In August, the number of active listings for sale dropped after 6 months of steady gains, but it's not unusual to see a considerable increase in new listing activity after Labor Day.

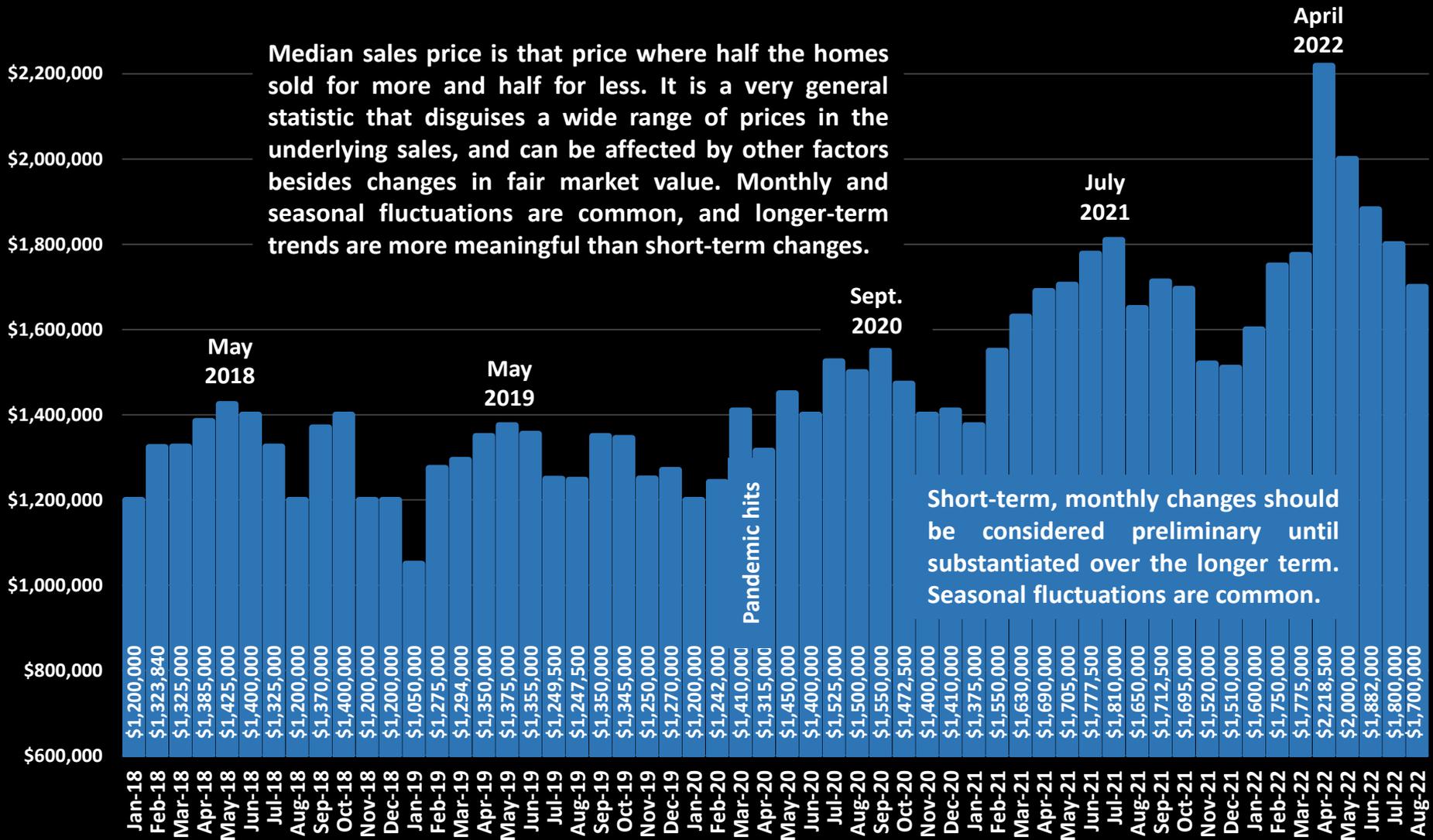
As of early September, interest rates have increased again and stock markets declined once more: They continue to see substantial short-term volatility and it remains difficult to confidently predict their future movements and effects on real estate markets. The next major indicator of buyer and seller psychology and market dynamics will be what occurs during the next 2 months of the autumn selling season, prior to the mid-November to mid-January holiday slowdown, typically the slowest market of the year.

Our reports are not intended to convince you regarding a course of action or to predict the future, but to provide, to the best of our ability, straightforward information and good-faith analysis to assist you in making your own informed decisions. Statistics should be considered very general indicators, and all numbers should be considered approximate. How they apply to any particular property is unknown without a specific comparative market analysis.

Marin County Median House Price Trends

Median House Sales Prices, 2018 – Present, by Month

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that disguises a wide range of prices in the underlying sales, and can be affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, and longer-term trends are more meaningful than short-term changes.



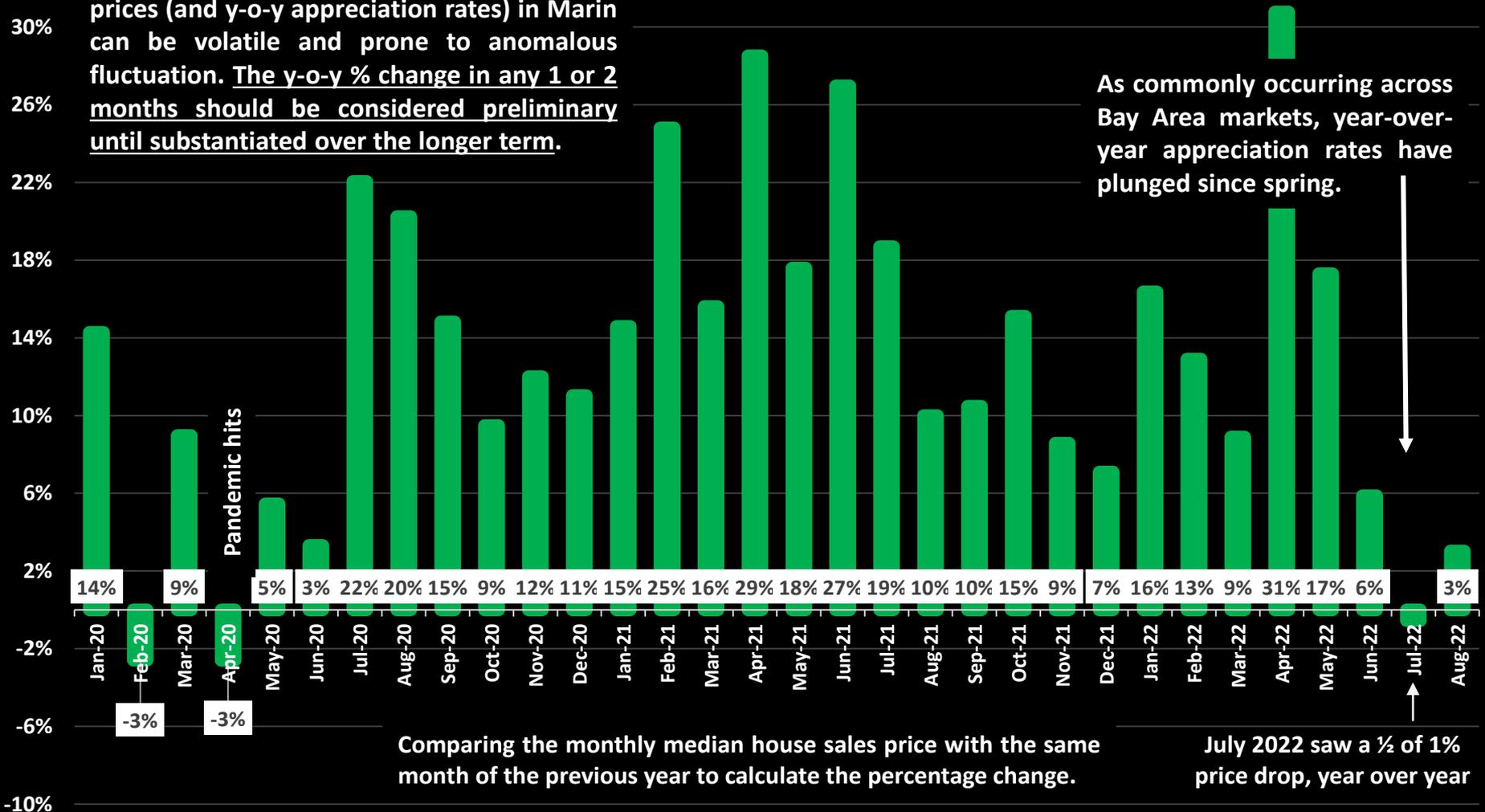
Sales reported to NorCal MLS Alliance, per Infosparks. All numbers are approximate and subject to revision. Last month price calculated early in the following month and may change with late-reported sales.



Marin County Year-over-Year Appreciation Rates since 2020

Y-o-Y Percentage Change Monthly Median HOUSE Sales Price*

IMPORTANT: Single-month median sales prices (and y-o-y appreciation rates) in Marin can be volatile and prone to anomalous fluctuation. The y-o-y % change in any 1 or 2 months should be considered preliminary until substantiated over the longer term.

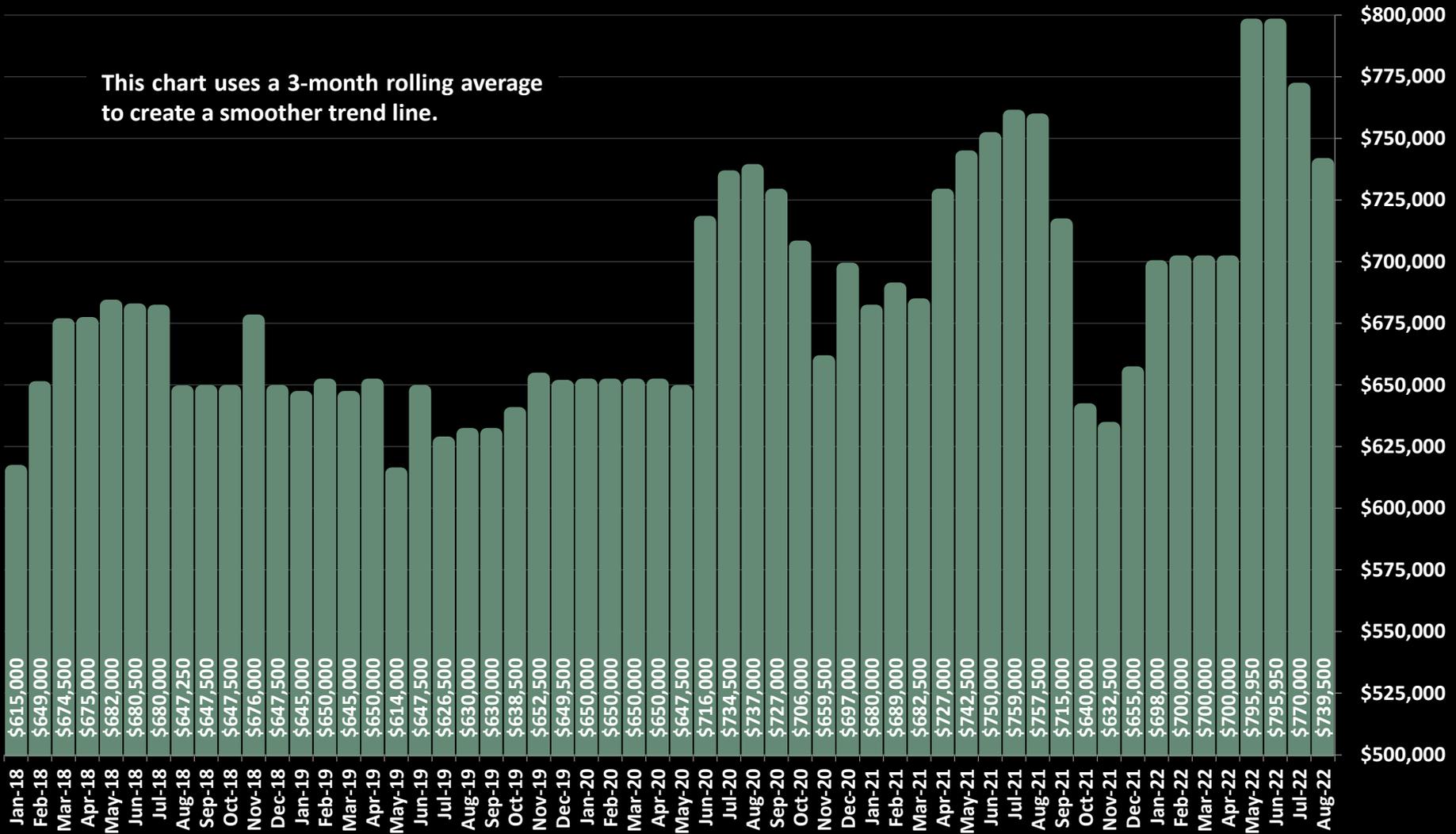


*Sales reported to NorCal MLS Alliance, per Infospartks. Median sales prices can be affected by a variety of factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

Marin Median Condo Values

3-Month-Rolling Median Sales Price

This chart uses a 3-month rolling average to create a smoother trend line.



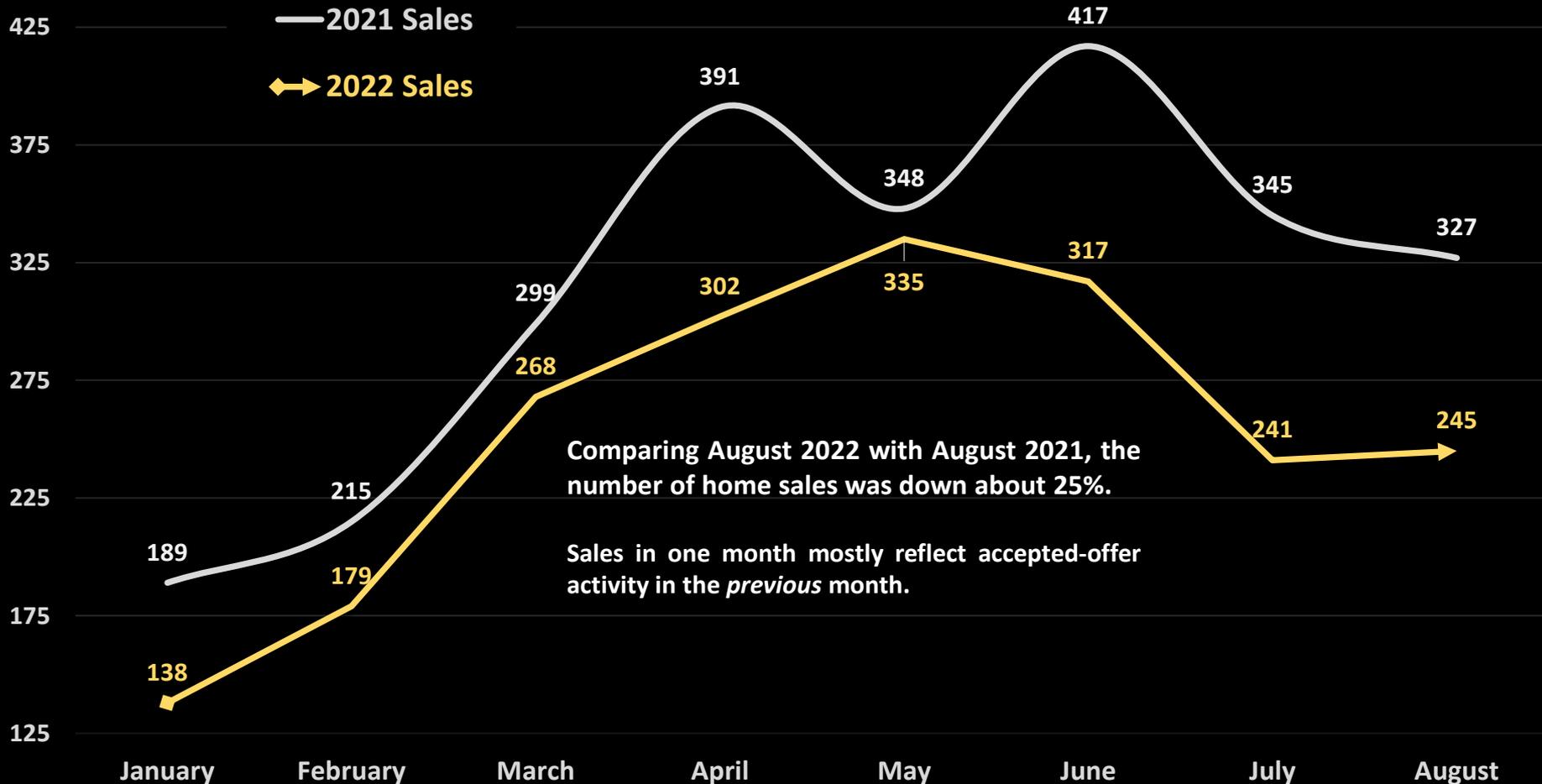
Sales reported to NorCal MLS Alliance, per Infosparks. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate and may change with late-reported sales.



Monthly Home Sales Volume

Marin County Market Dynamics: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022



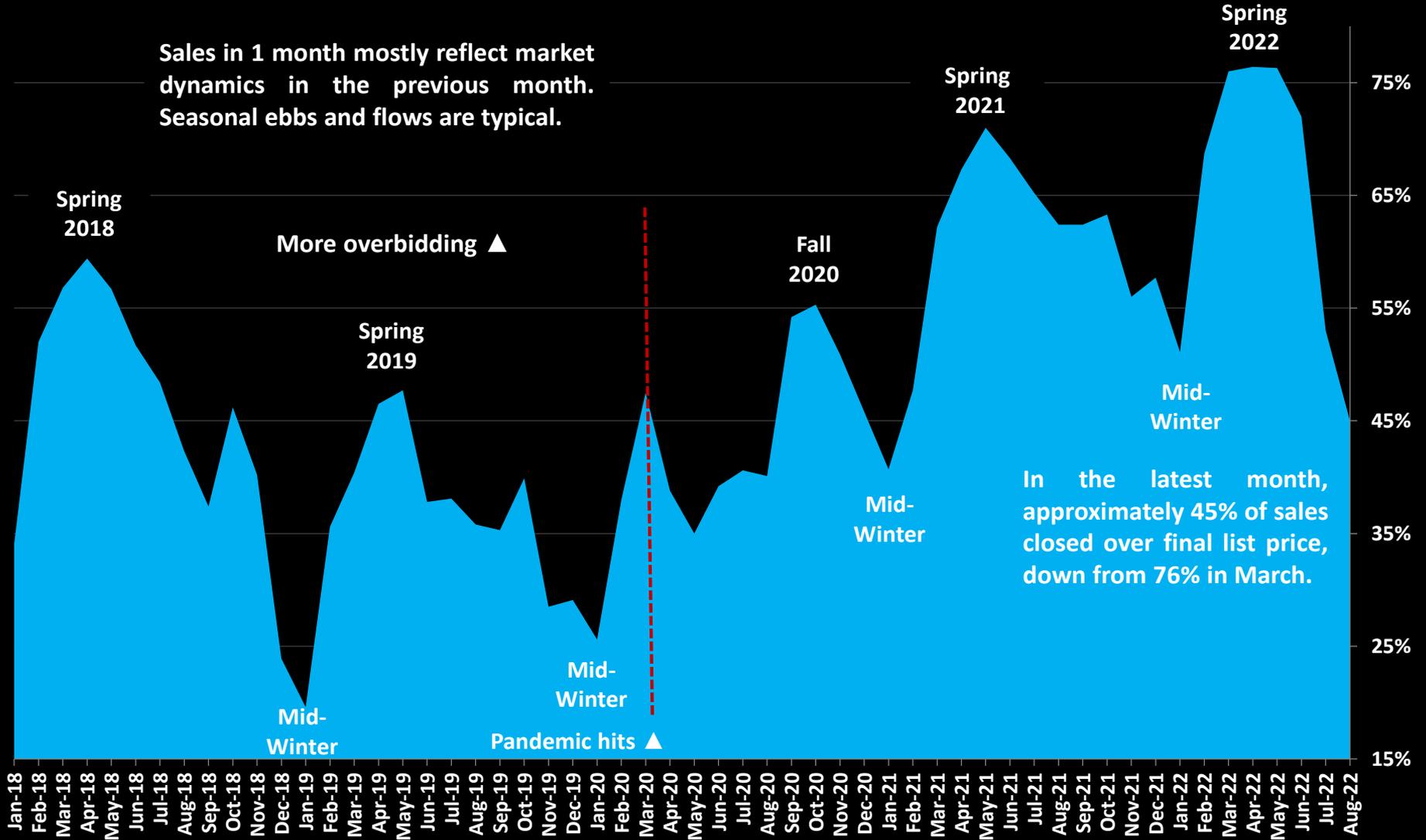
House, condo, townhouse sales reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last month estimated based on available data, and may change with late-reported activity.

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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.

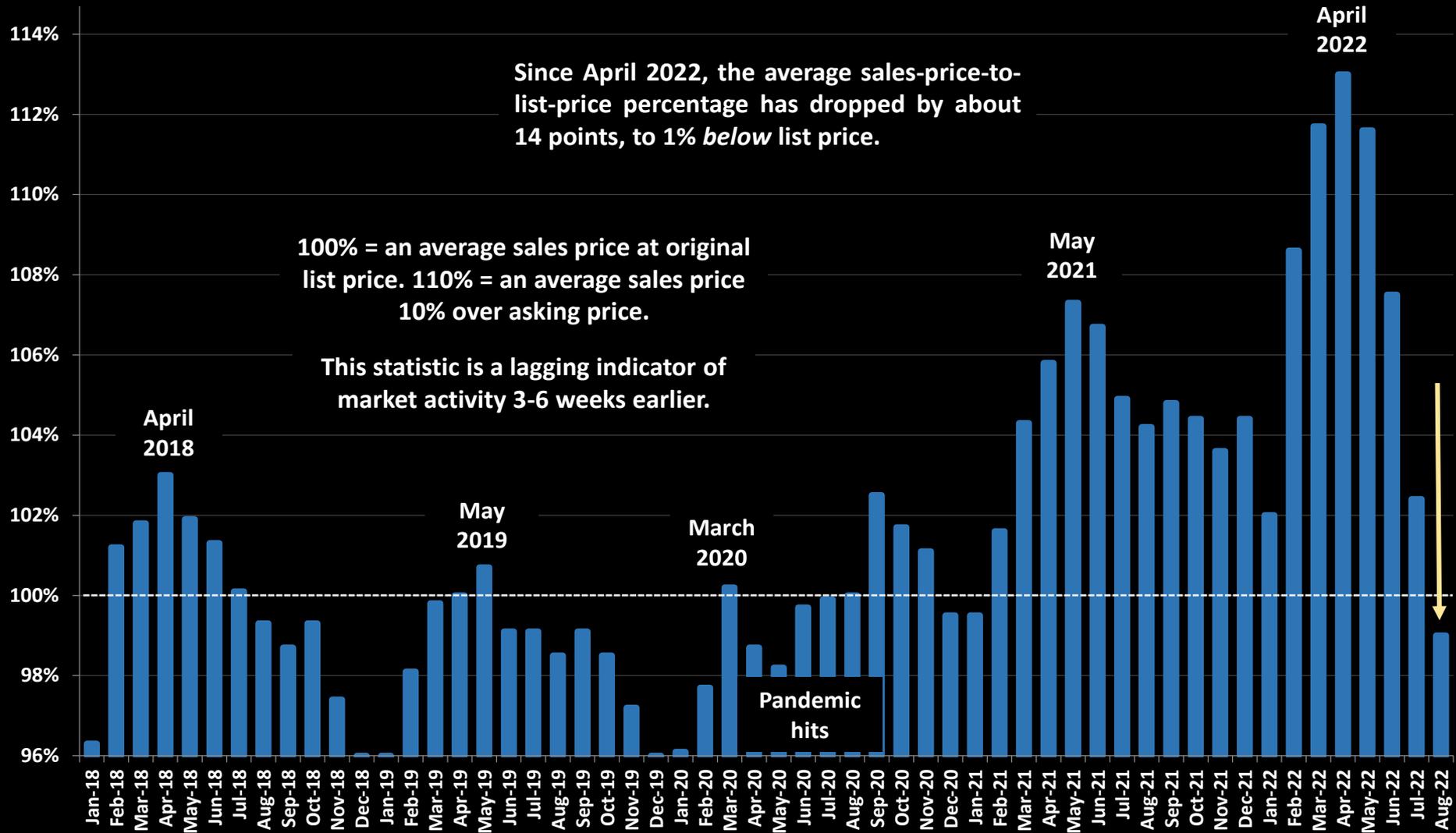


Sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.



Average Sales Price to Original List Price Percentage

Marin County Overbidding: Market Dynamics & Seasonality



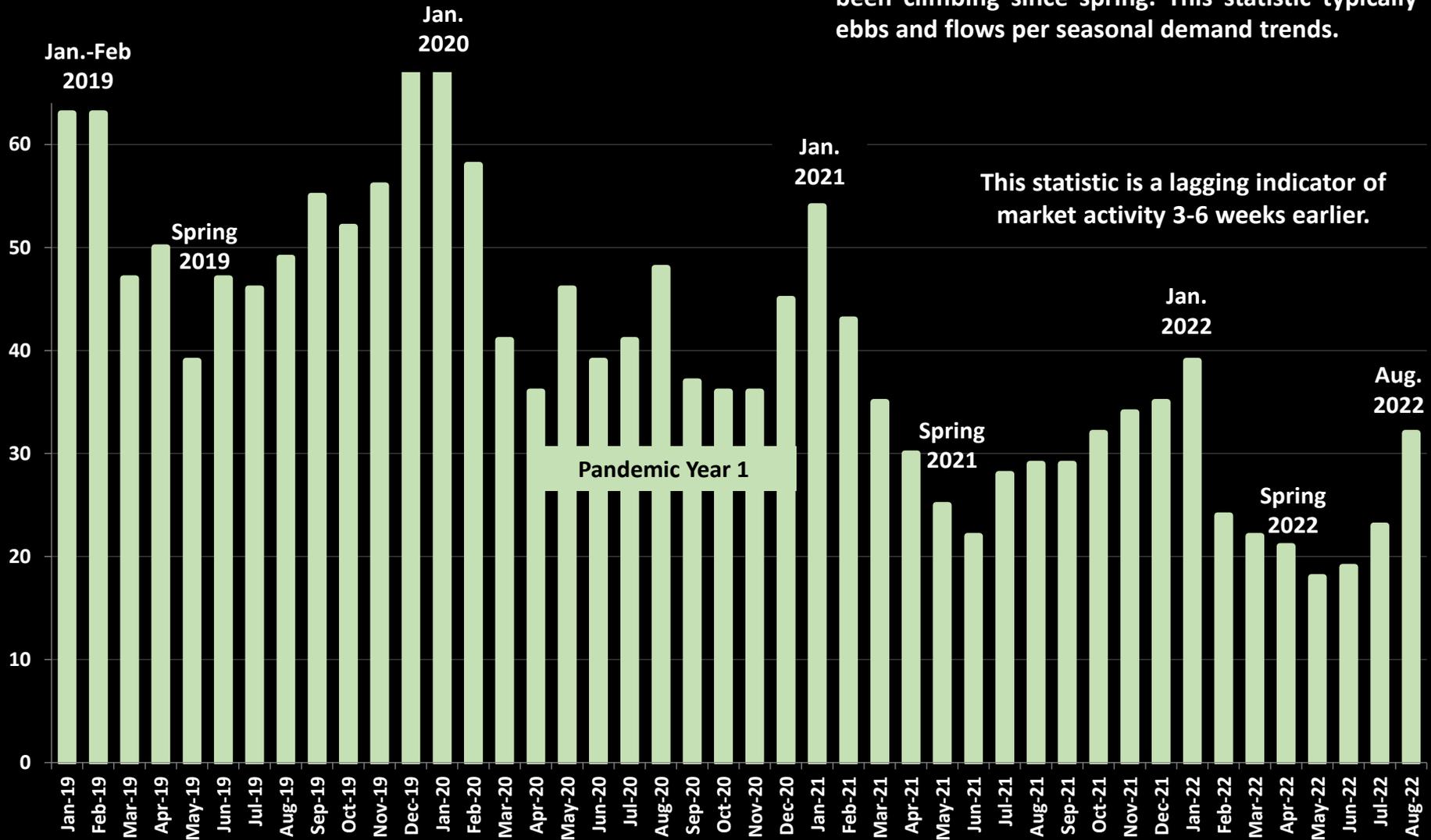
Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.



Average Days on Market

Marin County: Market Dynamics & Seasonality

A measurement of how quickly the listings which sell go into contract, average days on market have been climbing since spring. This statistic typically ebbs and flows per seasonal demand trends.



This statistic is a lagging indicator of market activity 3-6 weeks earlier.

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.



New Listings Coming on Market

Marin County Market Dynamics: Year-over-Year Comparison



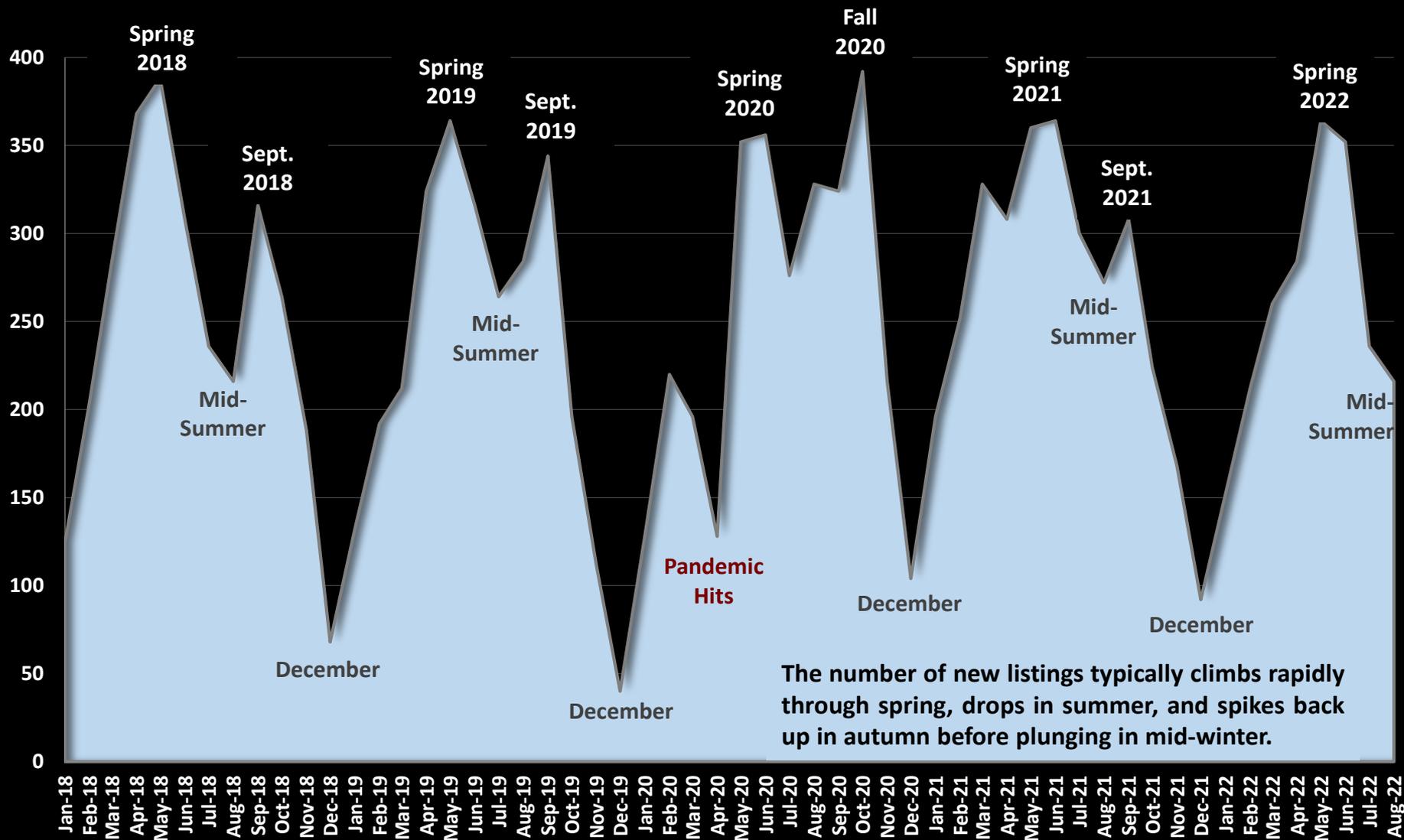
Comparing August 2022 with August 2021, the number of new listings was down about 21%. September often sees a spike up in new listings (as seen in the 2021 trend line).

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 posted to MLS. All numbers should be considered approximate.

New Listings Coming on Market

Marin County Market Dynamics & Seasonality

Longer-Term Perspective



The number of new listings typically climbs rapidly through spring, drops in summer, and spikes back up in autumn before plunging in mid-winter.

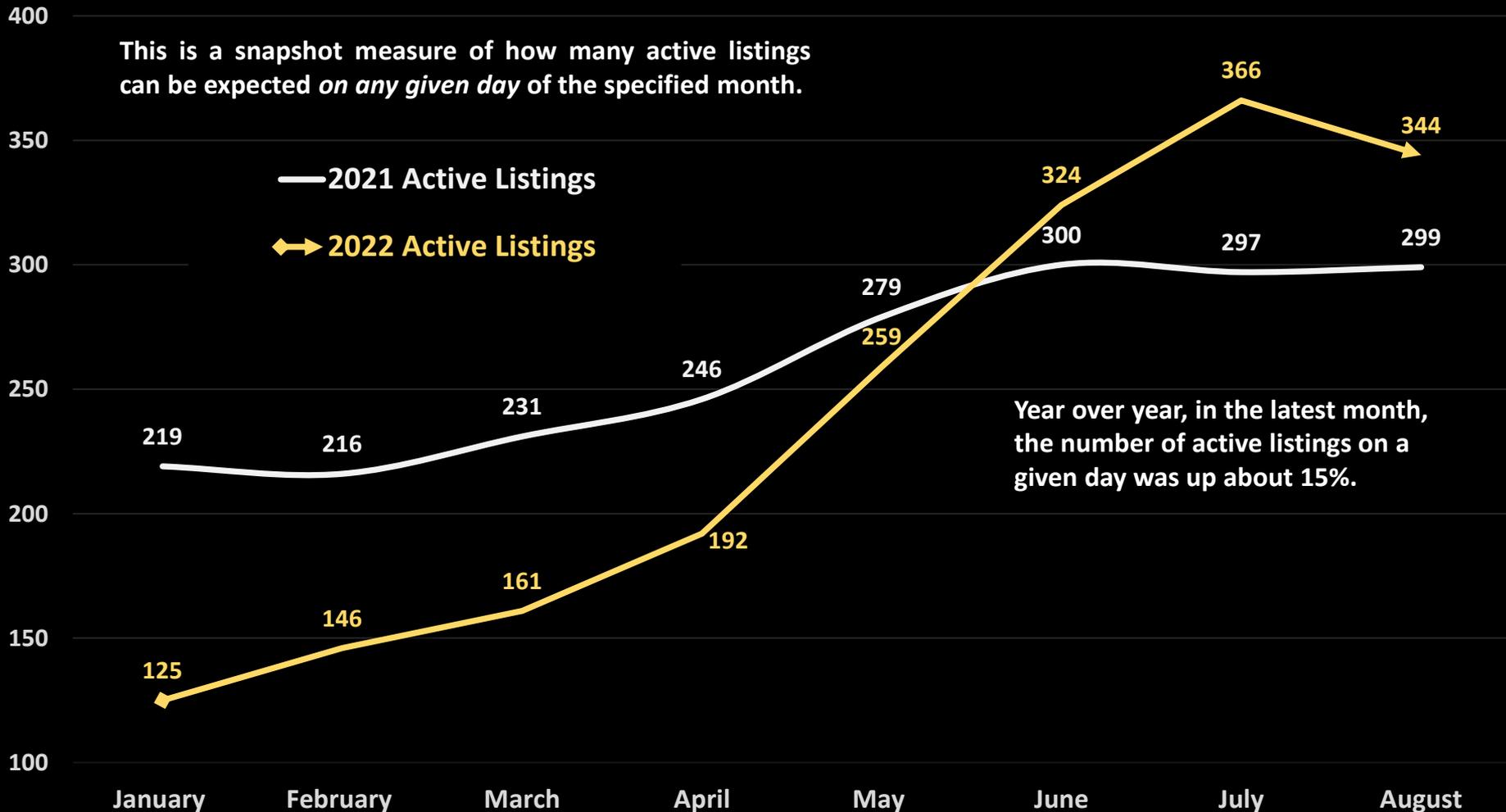
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Active Listings

Marin County Market: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022

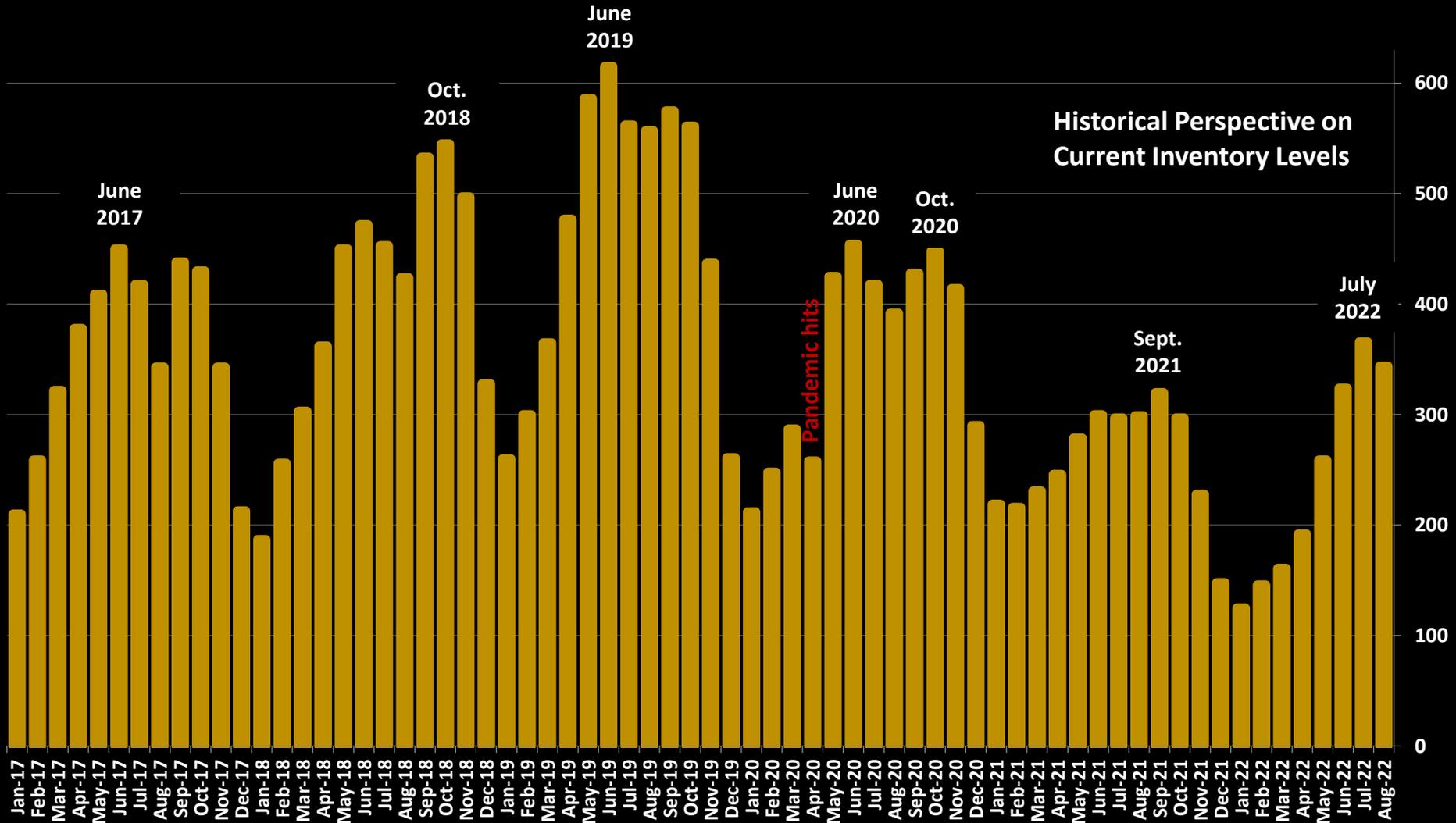


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Active Listings on Market

Marin County Real Estate Market Dynamics & Seasonality

For houses and condos



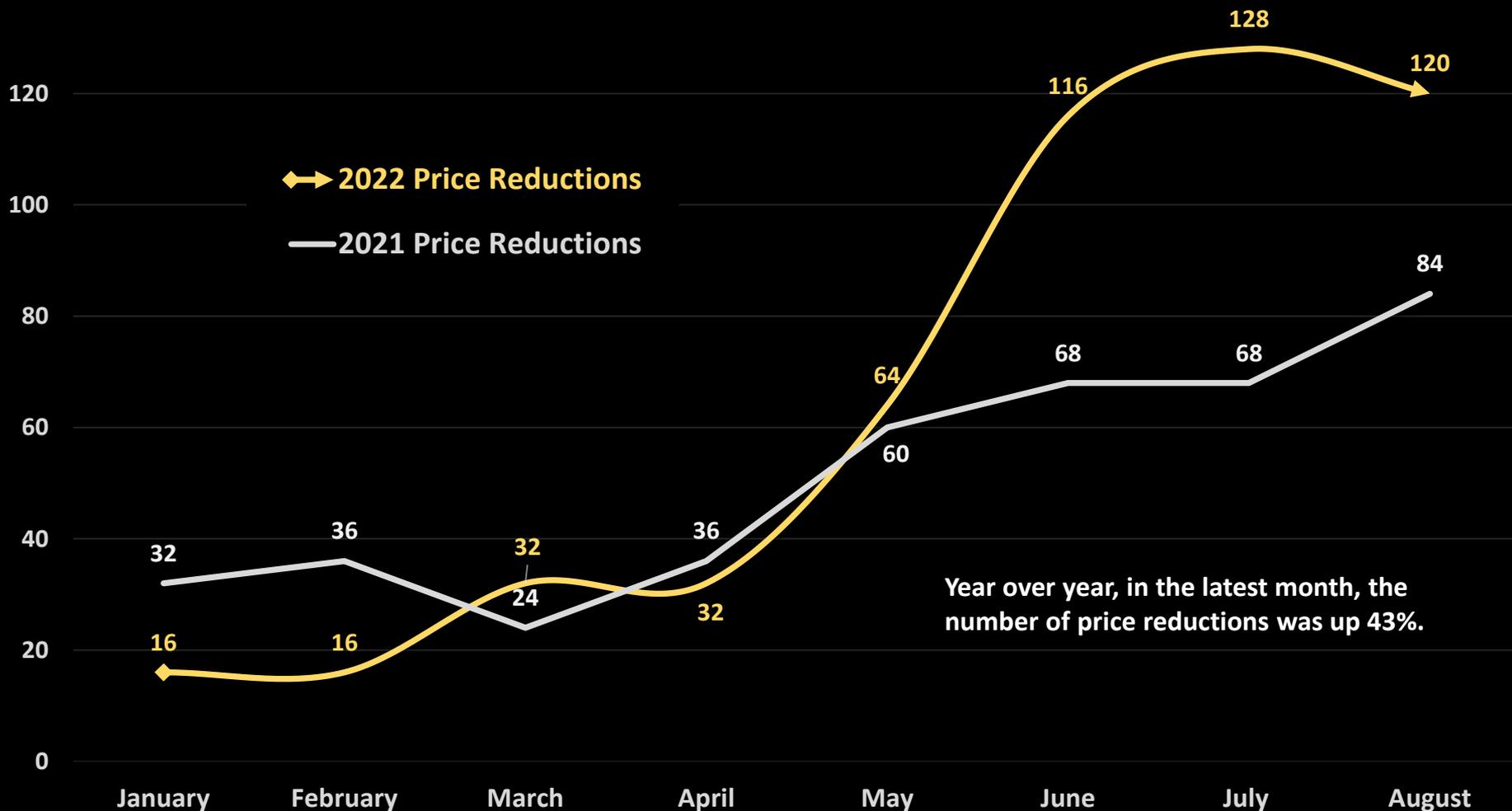
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.



Price Reductions on Active Listings

Marin County Market Dynamics: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022

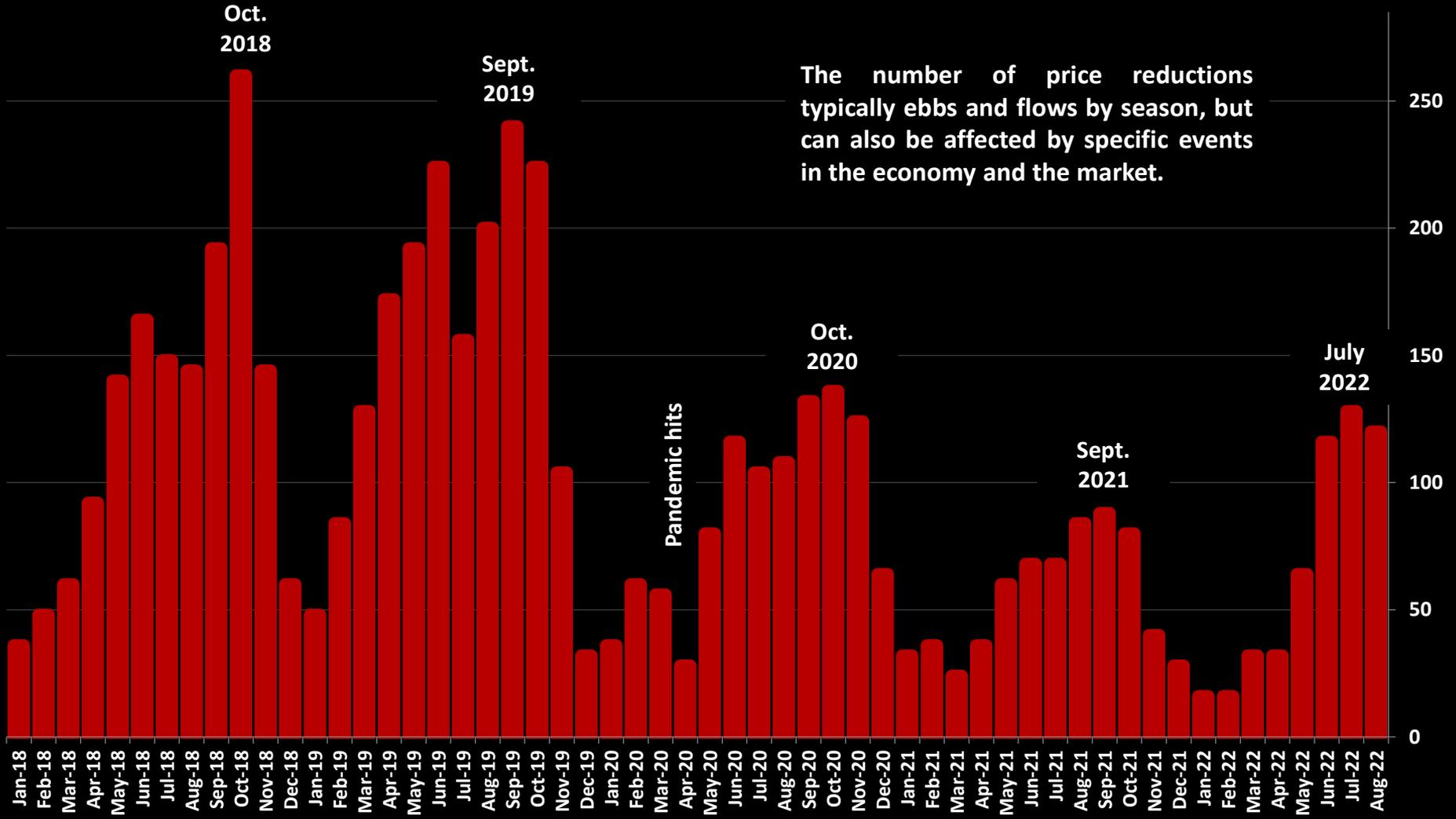


Year over year, in the latest month, the number of price reductions was up 43%.

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.

Price Reductions on Active Listings

Marin County Market Dynamics & Seasonality



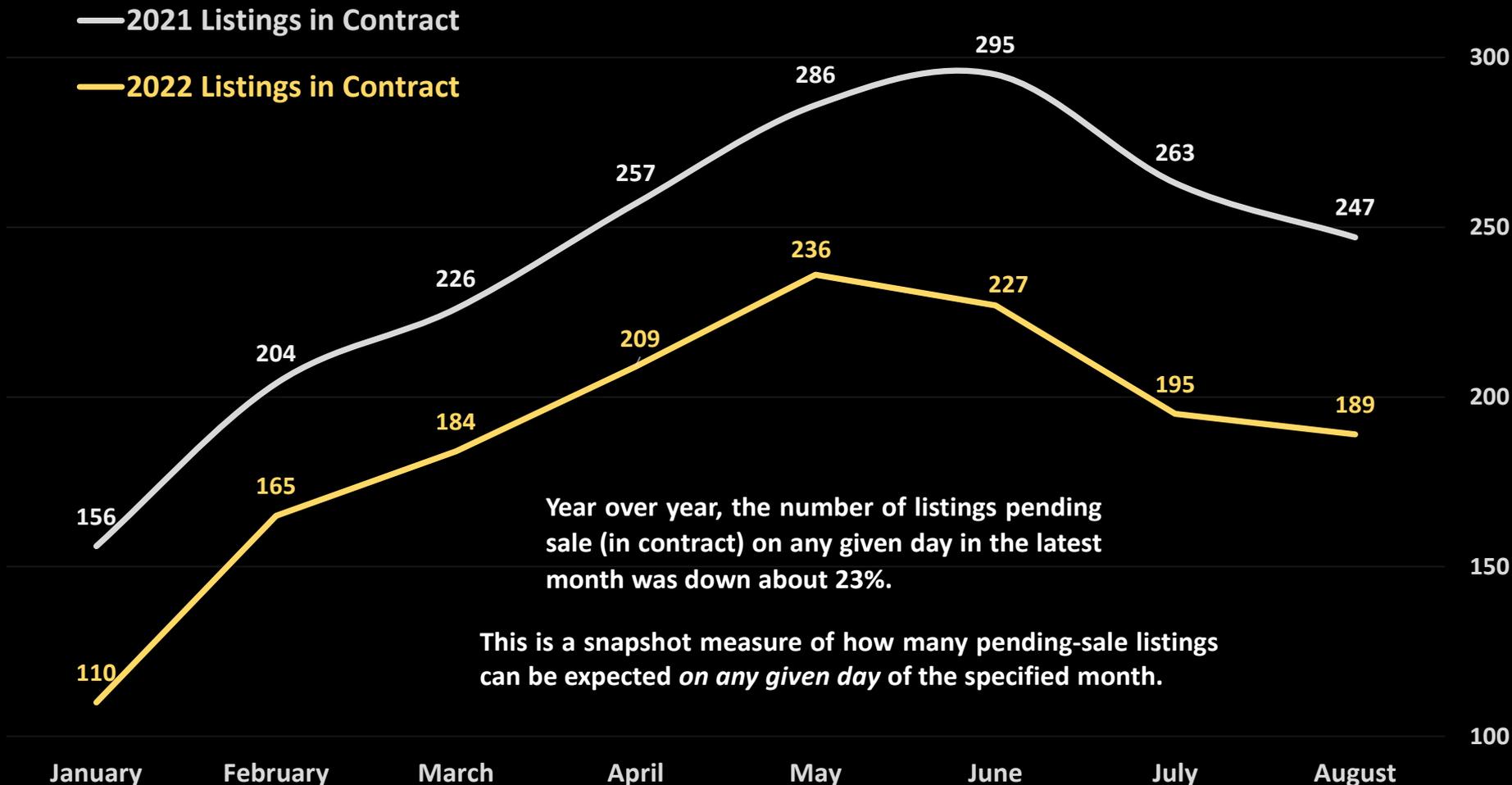
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



Listings Pending Sale (in Contract)

Marin County Market Dynamics: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022



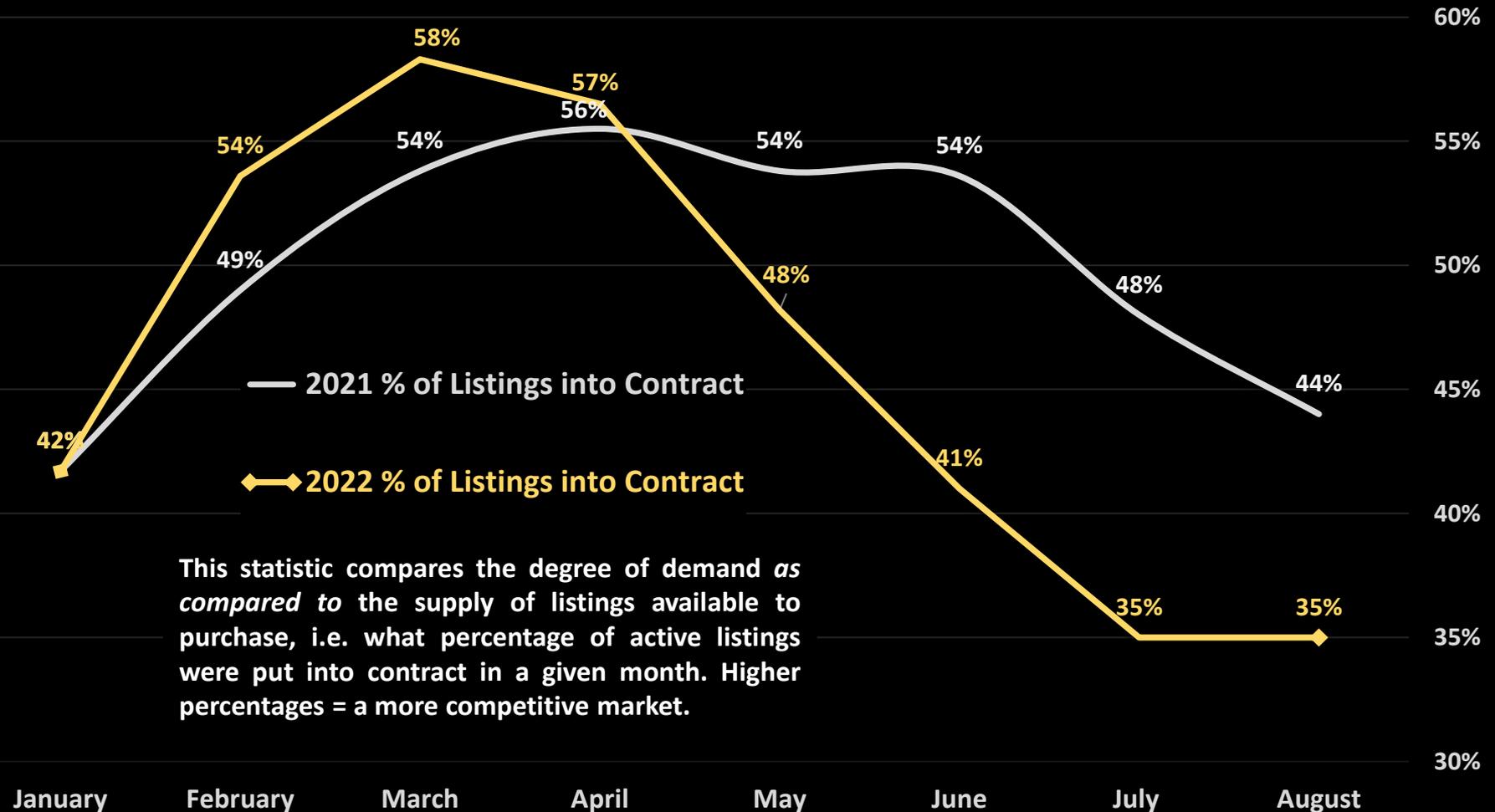
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.



Percentage of Listings Accepting Offers (Going into Contract)

Marin County Market Dynamics: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022.

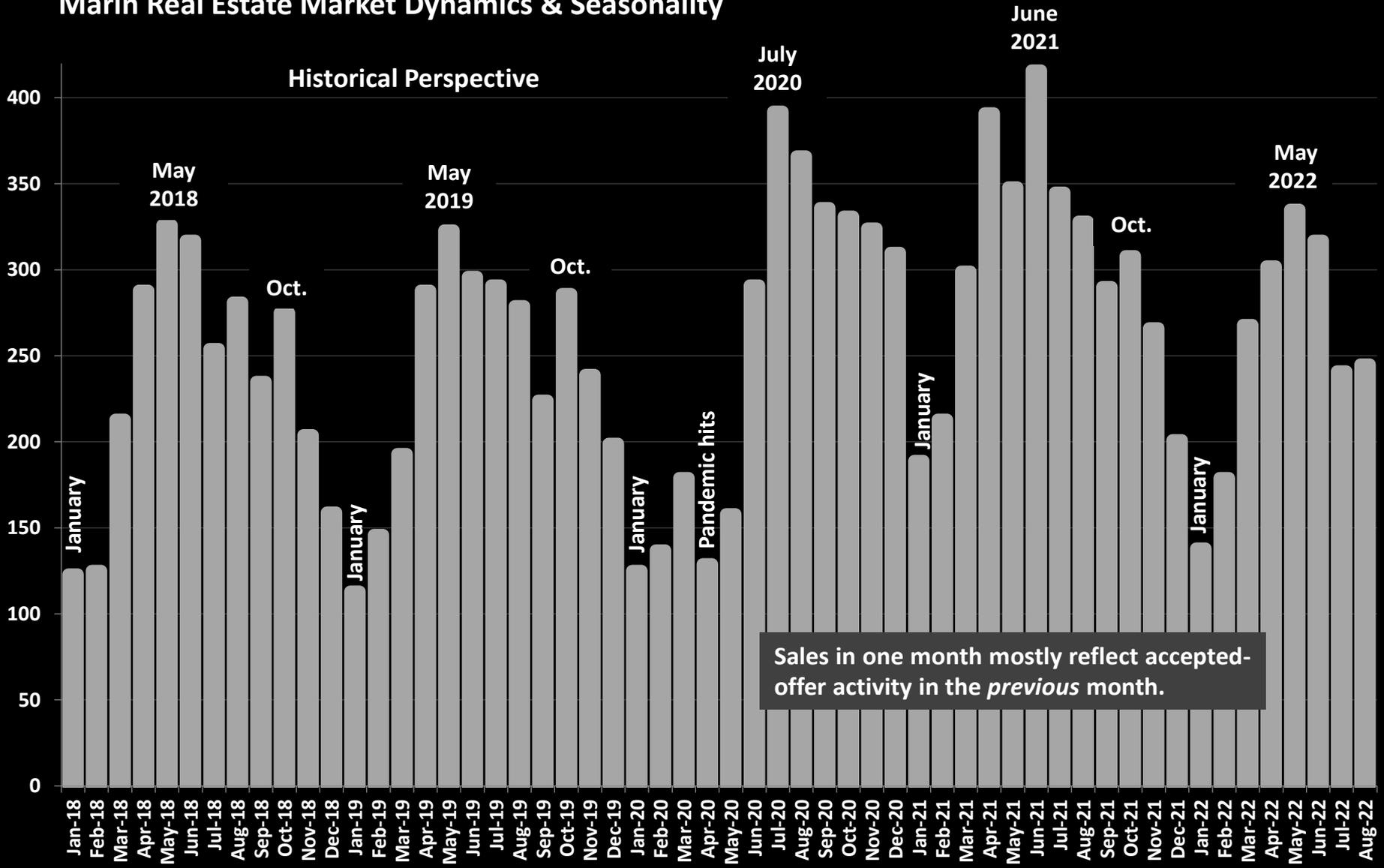


This statistic compares the degree of demand *as compared to* the supply of listings available to purchase, i.e. what percentage of active listings were put into contract in a given month. Higher percentages = a more competitive market.

House, condo, townhouse activity reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last month estimated based on available data, and may change with late-reported activity.

Monthly Home Sales Volume – Longer-Term Trends

Marin Real Estate Market Dynamics & Seasonality



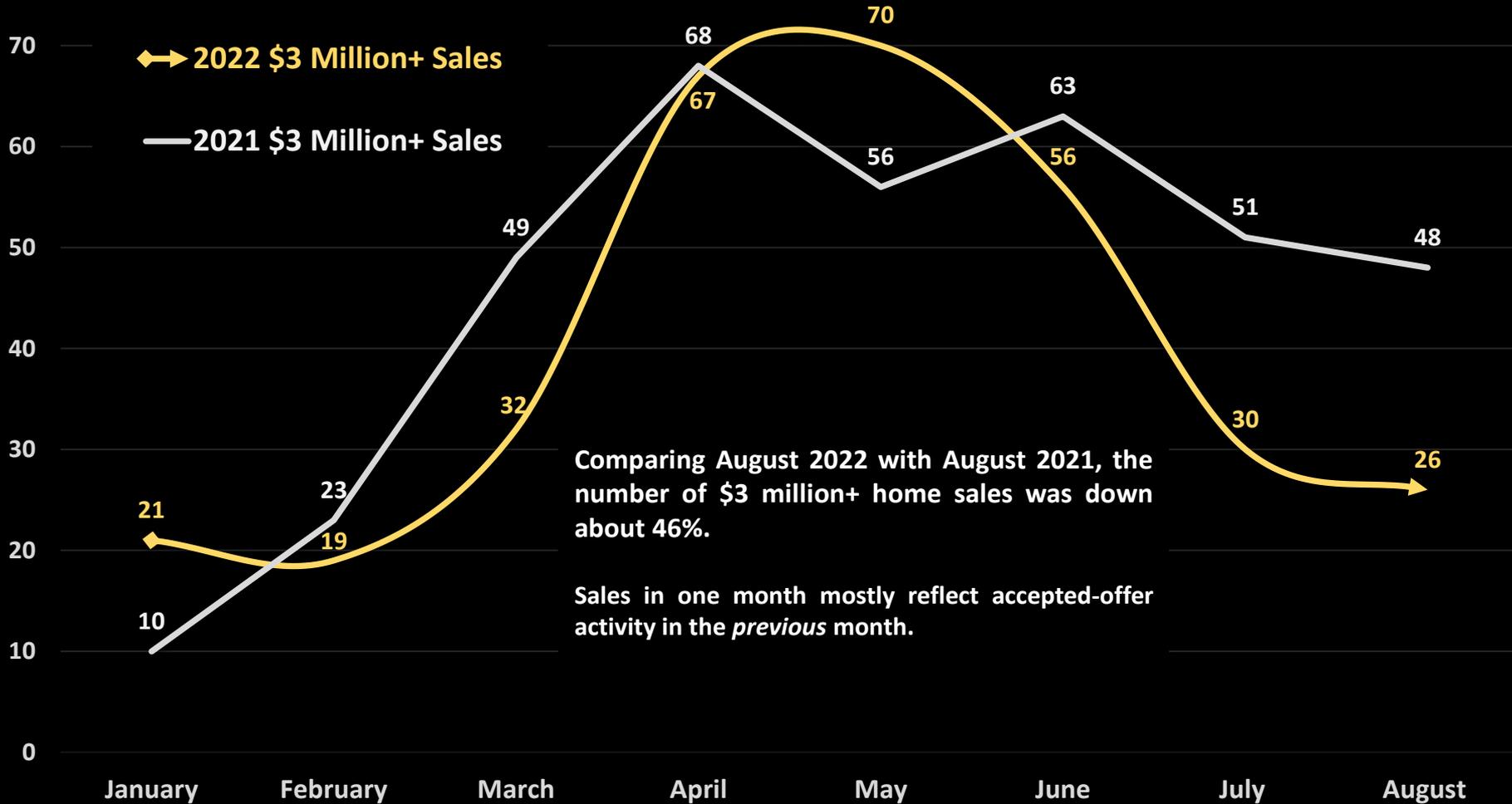
House, condo, townhouse sales reported to NorCal MLS Alliance, per Infosparks. Last month estimated and may change with late reported sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



Higher-Price Home Sales Volume

Marin County Market Dynamics: Sales \$3 Million+

Comparing monthly market activity in 2021 and 2022



Comparing August 2022 with August 2021, the number of \$3 million+ home sales was down about 46%.

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

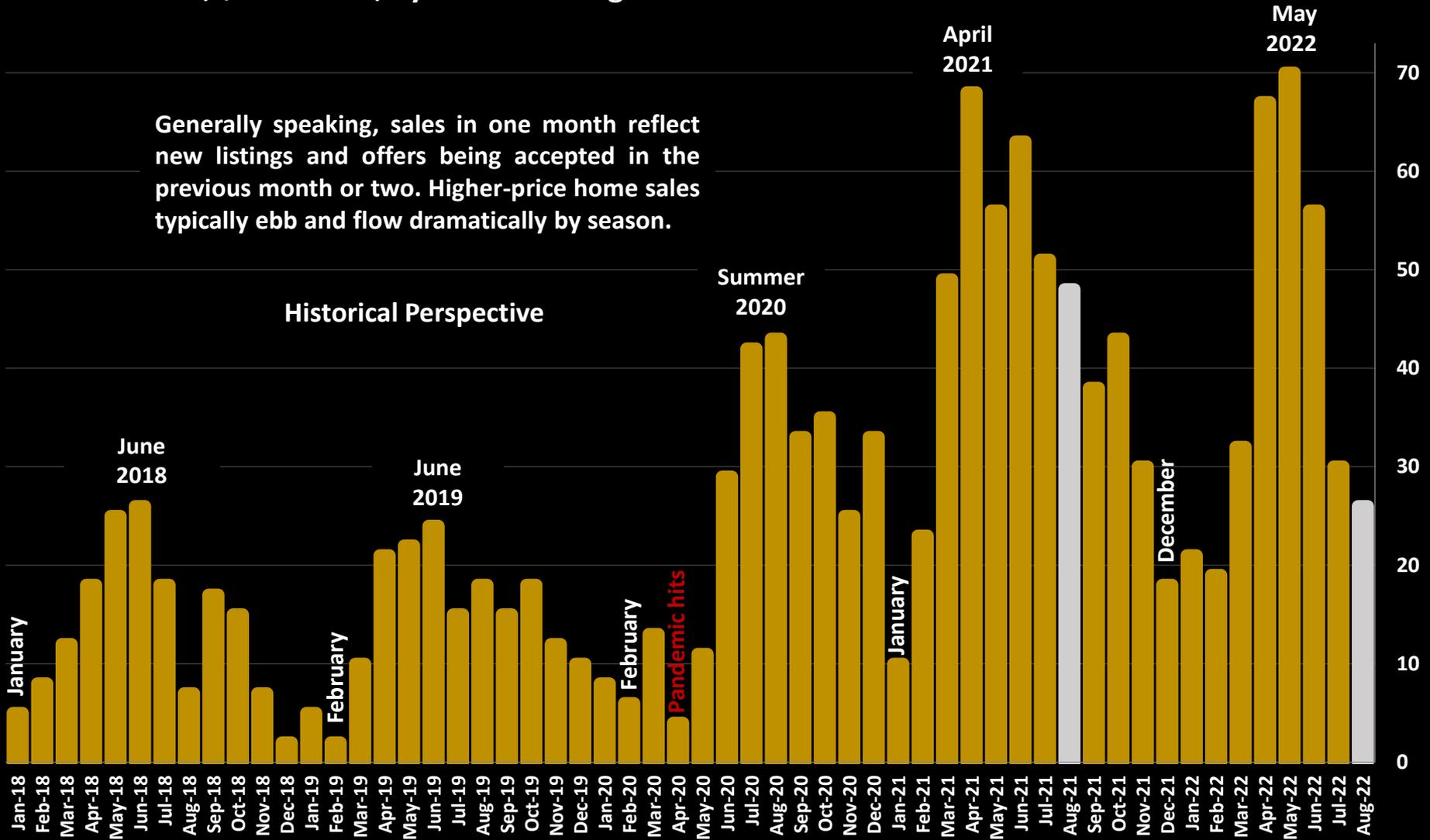
House, condo, townhouse sales reported to NorCal MLS Alliance. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Last month estimated based on available data, and may change with late-reported activity.

Marin County Higher-Price Home Market

Home Sales, \$3 Million+, by Month – Longer-Term Trends

Generally speaking, sales in one month reflect new listings and offers being accepted in the previous month or two. Higher-price home sales typically ebb and flow dramatically by season.

Historical Perspective



Sales reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales. Different data sources sometimes reports slightly different numbers.

What You Get Where: Buying a Large Home in the Bay Area

2022 YTD Home Sales of 5+ Bedrooms, 4+ Baths, 4000+ Square Feet*

| County | # of Sales | Median Sales Price | Median Square Footage | Median \$/Sq.Ft. | Median Lot in Acres | Average Days on Market |
|---------------|------------|--------------------|-----------------------|------------------|---------------------|------------------------|
| San Mateo | 97 | \$7,045,000 | 5310 sq.ft. | \$1385/sq.ft. | .82 acre | 33 days |
| San Francisco | 38 | \$6,965,000 | 5059 sq.ft. | \$1322/sq.ft. | .08 acre | 46 days |
| Monterey | 37 | \$5,600,000 | 5814 sq.ft. | \$927/sq.ft. | 1.6 acres | 76 days |
| Marin | 56 | \$5,488,500 | 5050 sq.ft. | \$1088/sq.ft. | .75 acre | 30 days |
| Napa | 13 | \$5,275,000 | 4653 sq.ft. | \$1153/sq.ft. | 1.53 acres | 78 days |
| Santa Clara | 141 | \$5,005,000 | 4899 sq.ft. | \$1017/sq.ft. | .75 acre | 25 days |
| Alameda | 107 | \$3,500,000 | 4700 sq.ft. | \$734/sq.ft. | .33 acre | 23 days |
| Contra Costa | 168 | \$3,405,000 | 4587 sq.ft. | \$708/sq.ft. | .5 acre | 16 days |
| Santa Cruz | 15 | \$3,150,000 | 4780 sq.ft. | \$580/sq.ft. | 1.13 acres | 34 days |
| Sonoma | 23 | \$2,600,000 | 4691 sq.ft. | \$509/sq.ft. | 2.76 acres | 73 days |

Many factors affect values, but note the county differences in median home price, home size and lot size.

* Sales reported to NorCal MLS Alliance in 2022 by 8/15/22. Not all sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate. Square footage and \$/sq.ft. does not include garages, rooms built without permit, storage, decks, patios or lot size. Lot size in particular complicates the \$/sq.ft. value calculation. Outliers in days on market adjusted when identified.



Photo by Spencer Means, Creative Commons License



San Francisco Bay Area Luxury Home Market

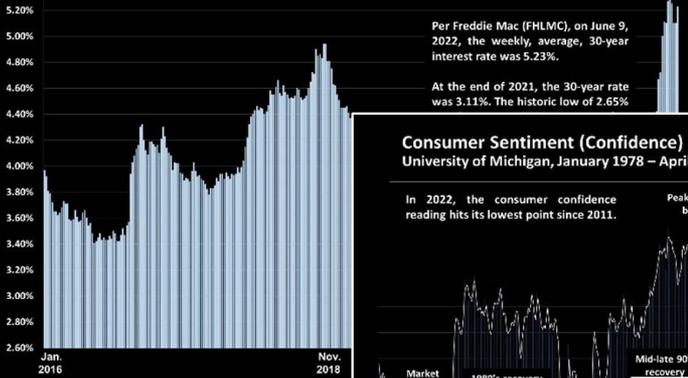
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Mortgage Interest Rate Trends, 2016 – Present

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

Peak: subprime bubble

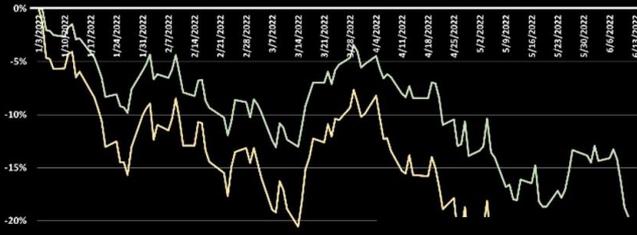


2-month rolling trend line. University of Michigan. Consumer Sentiment Index. Federal Reserve Bank of St. Louis. <https://fred.stlouisfed.org/series/UCS>

Click Here for Review of Selected Macroeconomic Trends

Financial Markets in 2022

Percentage Declines since January 3, 2022

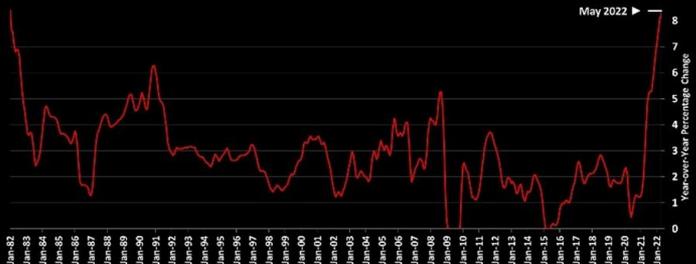


— S&P 500 Index: 2022 YTD Change
— Nasdaq Index: 2022 YTD Change

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



San Francisco Bay Area Real Estate Survey

[Click Here to Access the Full Report](#)

The focus of this survey is on broad, Bay Area market trends. Though submarkets will often diverge to various degrees, over longer periods of time, general trends in supply and demand typically apply across the region.

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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