



## Marin County Home Price Tables

The livable square footage of homes of similar bedroom counts can vary enormously both within and between cities, and a house with more bedrooms is not necessarily larger than one with less. Many factors affect sales prices besides city and bedroom count: quality of location *within* the city, architectural style and curb appeal, condition, views, amenities, extra rooms, parking, decks and yards, privacy, lot size, and so on. Small houses are sometimes valued more by lot value and plans to expand or rebuild.

There is a vast variety of homes within the county and within cities and how median sales prices apply to any particular property is unknown without a specific comparative market analysis.

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that often disguises a wide range of prices in the underlying individual sales. Based upon sales reported to MLS – not all sales are reported. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

# Marin County House Values by City in alphabetical order

## Median House Sales Prices by # of Bedrooms

2020 Mid-  
Year Update

City	2-Bedroom Houses	3-Bedroom Houses	4-Bedroom Houses	5-Bedroom Houses	6+ Bedroom Houses
Belvedere		\$3,175,000	\$4,500,000	\$4,360,000	\$5,168,000
Bolinas	\$1,125,000	\$1,765,000	\$3,160,000		
Corte Madera	\$1,204,000	\$1,349,000	\$1,740,000		
Dillon Beach	\$625,000	\$974,500			
Fairfax	\$805,000	\$985,000	\$1,300,000		
Greenbrae		\$1,700,000	\$2,025,000	\$2,425,000	
Inverness	\$1,295,000	\$1,325,000			
Kentfield		\$2,000,000	\$2,412,500	\$3,135,000	
Larkspur	\$1,200,000	\$1,730,000	\$2,517,500		
Mill Valley	\$1,205,000	\$1,510,000	\$2,165,000	\$2,500,000	

12 months sales reported to MLS. Sometimes the number of sales in a particular community and bedroom count was very low, which makes statistics less reliable. Typically, fields were usually left blank if there were too few sales during the period. Median sales price is that price at which half the sales occurred for more and half for less. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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# Marin County House Values by City

## Median House Sales Prices by # of Bedrooms

2020 Mid-  
Year Update

City	2-Bedroom Houses	3-Bedroom Houses	4-Bedroom Houses	5-Bedroom Houses	6+ Bedroom Houses
Novato	\$707,500	\$841,000	\$1,065,000	\$1,200,000	
Ross		\$2,289,000	\$3,238,000	\$4,872,500	\$9,000,000
San Anselmo	\$917,500	\$1,150,000	\$1,807,500	\$2,030,000	
San Geronimo Valley	\$746,000	\$1,000,000	\$1,131,000		
San Rafael - Central	\$913,000	\$1,110,000	\$1,365,000	\$1,950,000	
San Rafael - Northern		\$1,045,000	\$1,215,000	\$1,400,000	
Sausalito	\$1,215,000	\$1,800,000	\$2,482,500		
Stinson Beach	\$2,850,000	\$3,375,000			
Tiburon		\$2,095,000	\$2,980,000	\$4,200,000	

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# Marin County Condo Values by City

## Median Condo Sales Prices by # of Bedrooms

2020 Mid-  
Year Update

City	1-Bedroom Condos		2-Bedroom Condos		3-Bedroom Condos
Corte Madera			\$800,000		\$975,000
Fairfax			\$590,000		
Greenbrae			\$752,000		\$790,000
Larkspur			\$655,000		
Mill Valley	\$582,000		\$940,000		\$970,000
Novato	\$332,000		\$479,000		\$627,000
San Rafael	\$410,000		\$522,000		\$742,000
Sausalito	\$610,000		\$842,000		\$1,075,000
Tiburon			\$1,465,000		\$1,595,000

12 months sales reported to MLS. Sometimes the number of sales in a particular community and bedroom count was very low, which makes statistics less reliable. Typically, fields were usually left blank if there were too few sales during the period. Median sales price is that price at which half the sales occurred for more and half for less. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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12 Months  
House Sales:  
May 2020 Update

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City/Region of Marin County	Median House Sales Price	Median \$ per Square Foot	Median Home Size	Median Lot Size
Belvedere	\$3,877,500	\$1306/sf	2955 sf	.24 acre
Ross	\$3,325,000	\$1037/sf	2953 sf	.48 acre
Tiburon	\$2,960,000	\$997/sf	2907 sf	.28 acre
Stinson Beach	\$2,718,000	\$1602/sf	1762 sf	.17 acre
Kentfield	\$2,318,000	\$885/sf	3027 sf	.32 acre
Larkspur	\$2,107,000	\$932/sf	2303 sf	.19 acre
Greenbrae	\$1,850,000	\$798/sf	2378 sf	.23 acre
Sausalito	\$1,767,500	\$824/sf	2066 sf	.15 acre
Mill Valley	\$1,700,000	\$835/sf	2086 sf	.19 acre
Bolinas	\$1,630,000	N/A	N/A	.46 acre
Corte Madera	\$1,493,000	\$837/sf	1804 sf	.16 acre
San Anselmo	\$1,437,500	\$680/sf	2148 sf	.18 acre
Inverness/Pt Reyes St.	\$1,322,500	\$696/sf	1702 sf	.74 acre
San Rafael – Central	\$1,250,000	\$615/sf	2059 sf	.20 acre
San Rafael – North	\$1,180,000	\$601/sf	1800 sf	.18 acre
Fairfax	\$981,000	\$633/sf	1620 sf	.19 acre
Novato	\$952,500	\$475/sf	2135 sf	.23 acre
San Geronimo Valley	\$922,500	\$462/sf	1953 sf	.4 acre
Dillon Beach	\$895,000	\$498/sf	2056 sf	.27 acre

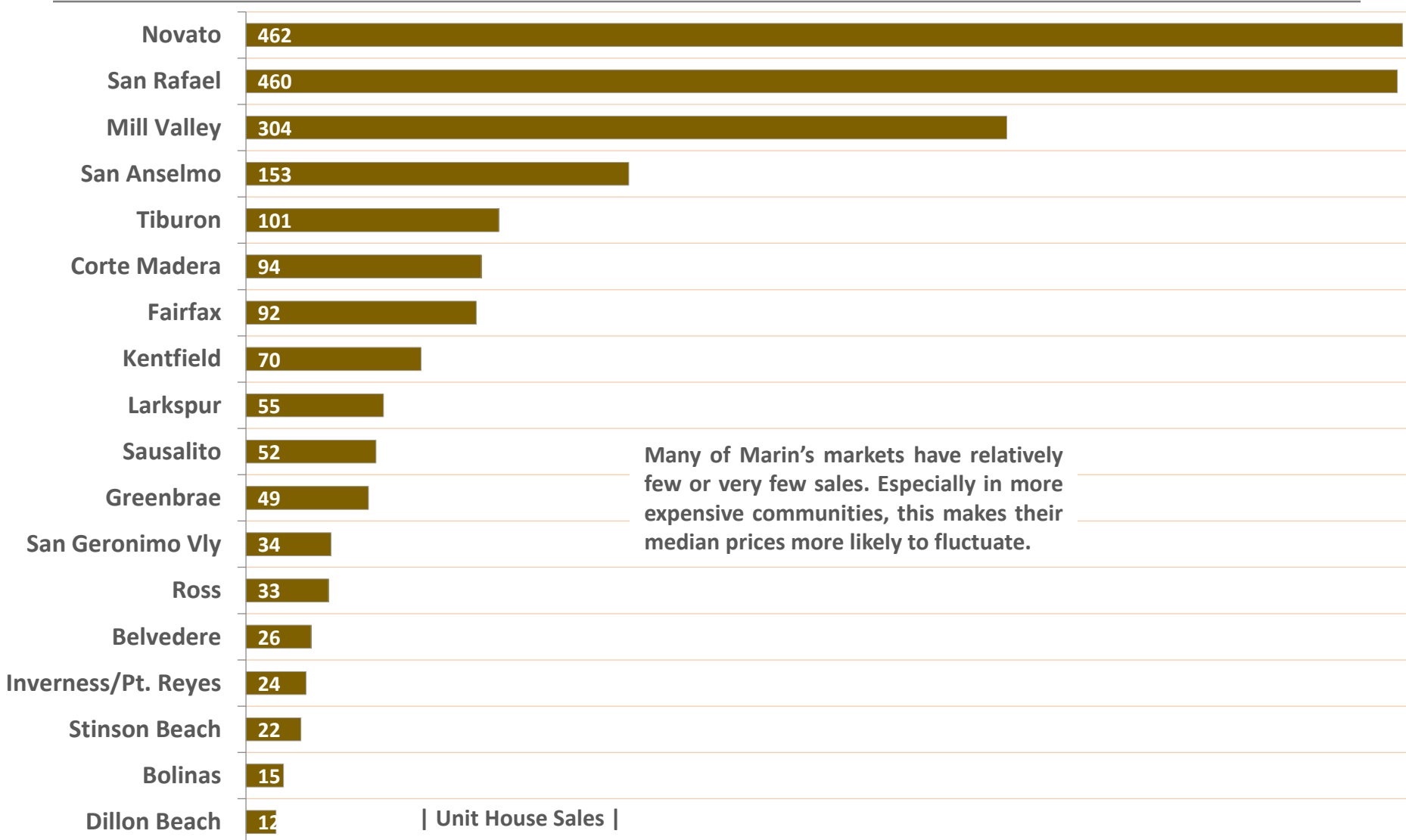
Many factors affect home values and median home prices. How these values apply to any particular home is impossible to say without a specific comparative market analysis.

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# Marin County Real Estate Market

## 12 Months HOUSE Sales by City

May 2020 Update



12 months house sales reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Marin County Home Price Trends – Selected Cities

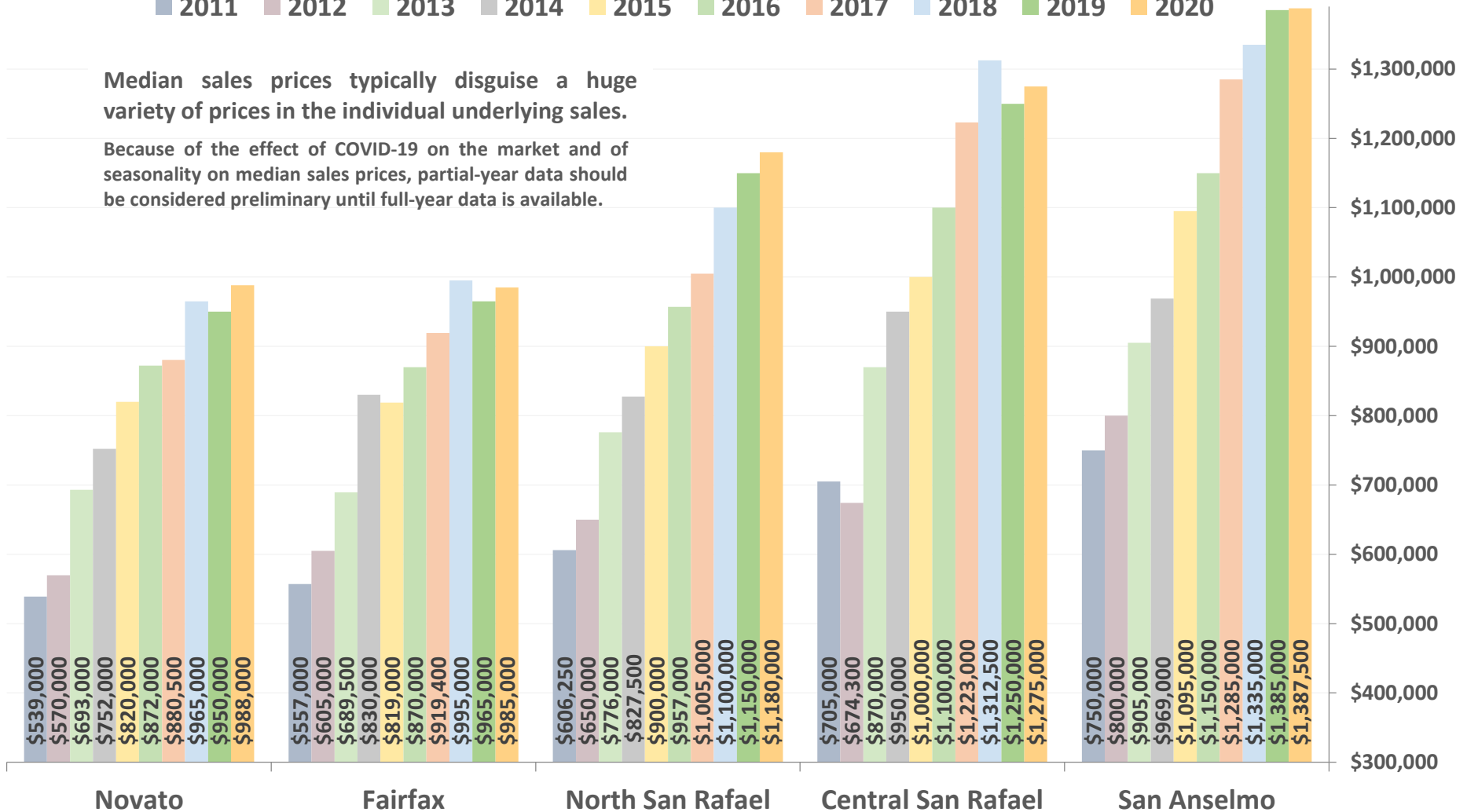
## Median House Sales Price Trends since 2011

Sales reported to MLS  
through late June 2020

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020

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

Because of the effect of COVID-19 on the market and of seasonality on median sales prices, 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.

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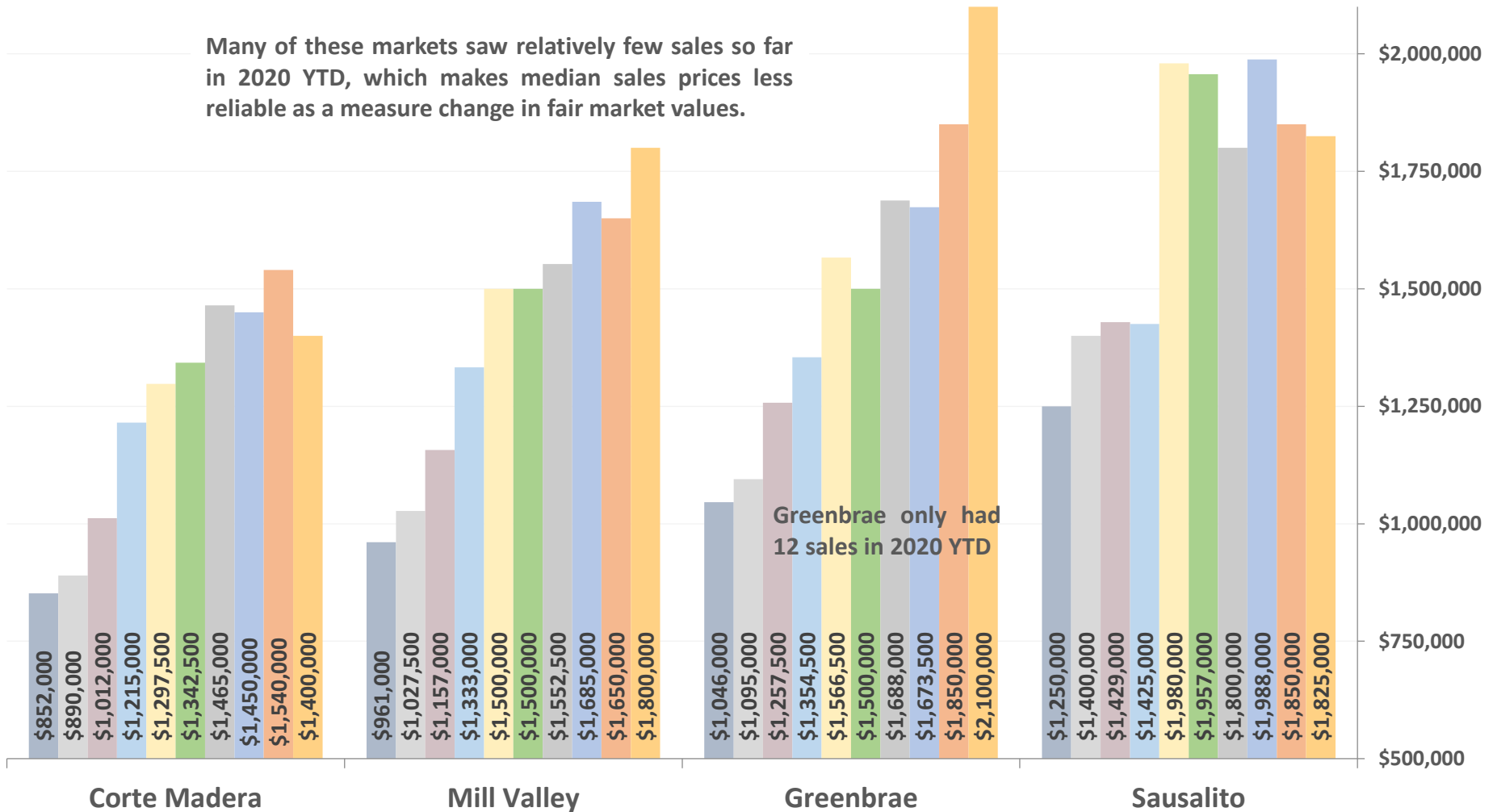
# Marin County Home Price Trends – Selected Cities

## Median House Sales Price Trends since 2011

Sales reported to MLS  
through late June 2020

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020

Many of these markets saw relatively few sales so far in 2020 YTD, which makes median sales prices less reliable as a measure change in fair market values.



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.

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# Marin County Home Price Trends – Selected Cities

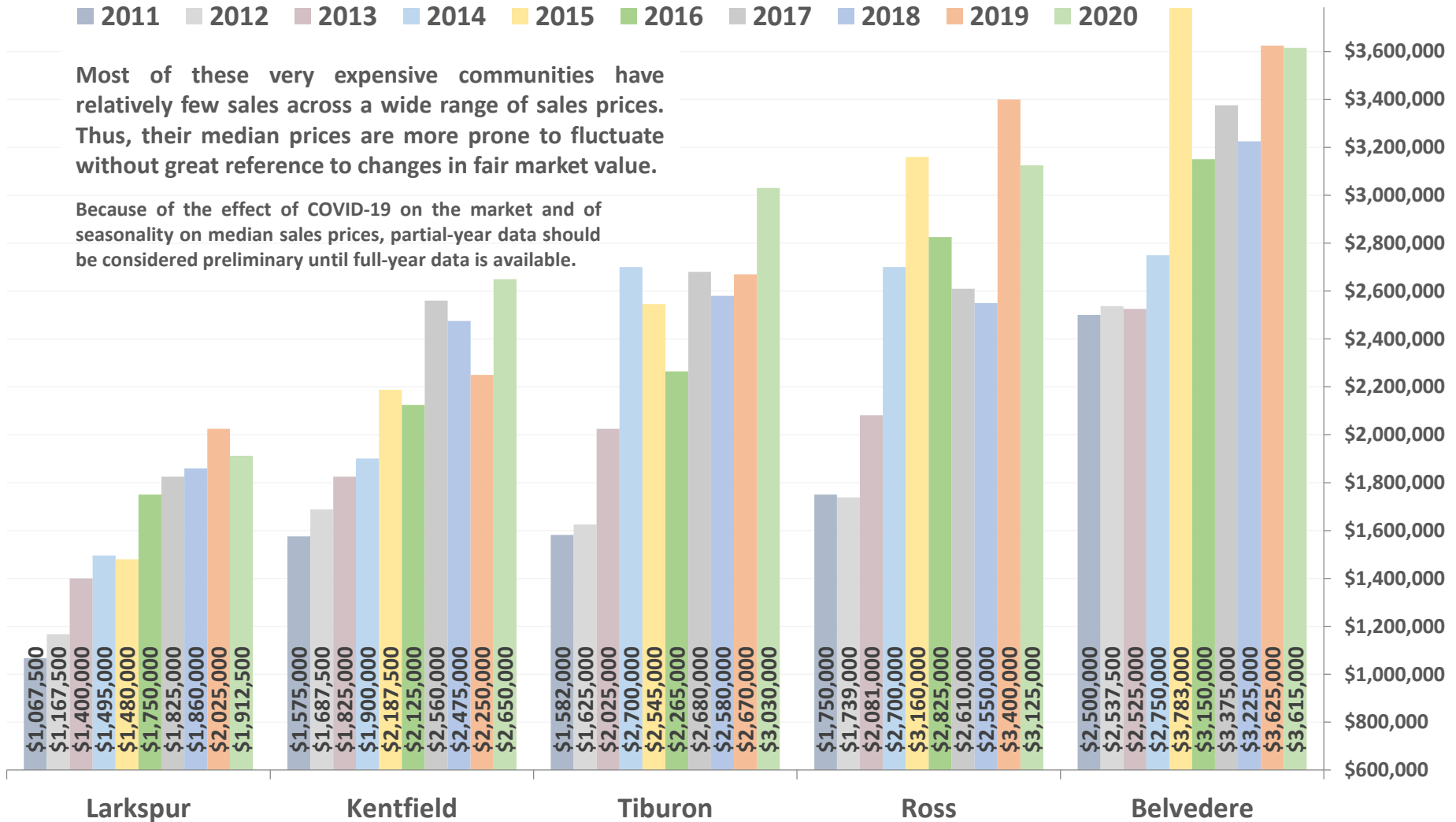
## Median House Sales Price Trends since 2011

Sales reported to MLS  
through late June 2020

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020

Most of these very expensive communities have relatively few sales across a wide range of sales prices. Thus, their median prices are more prone to fluctuate without great reference to changes in fair market value.

Because of the effect of COVID-19 on the market and of seasonality on median sales prices, partial-year data should be considered preliminary until full-year data is available.



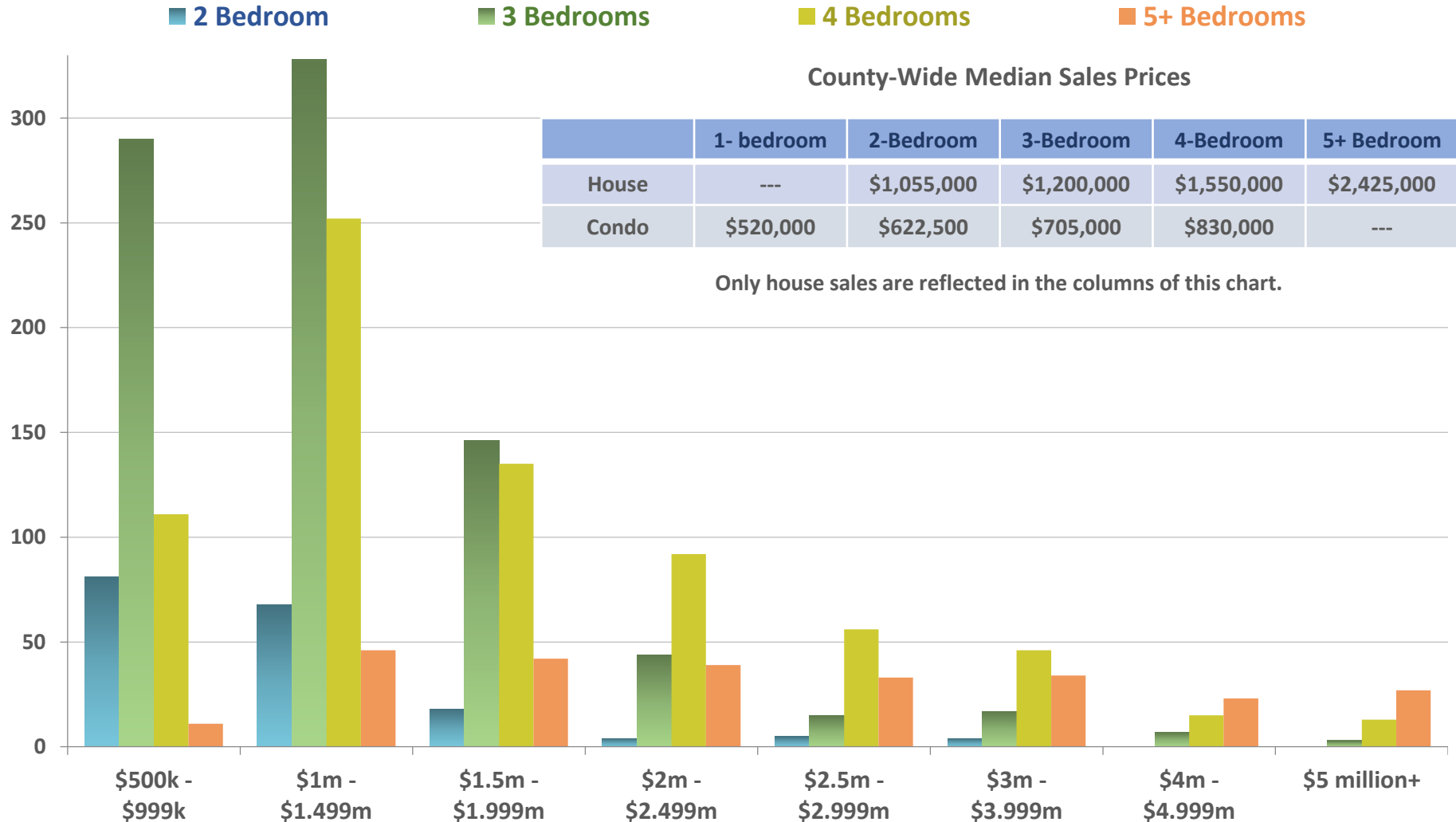
Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Marin County House Sales

## 12 Months Sales by Price Segment & Bedroom Count

Updated May 2020



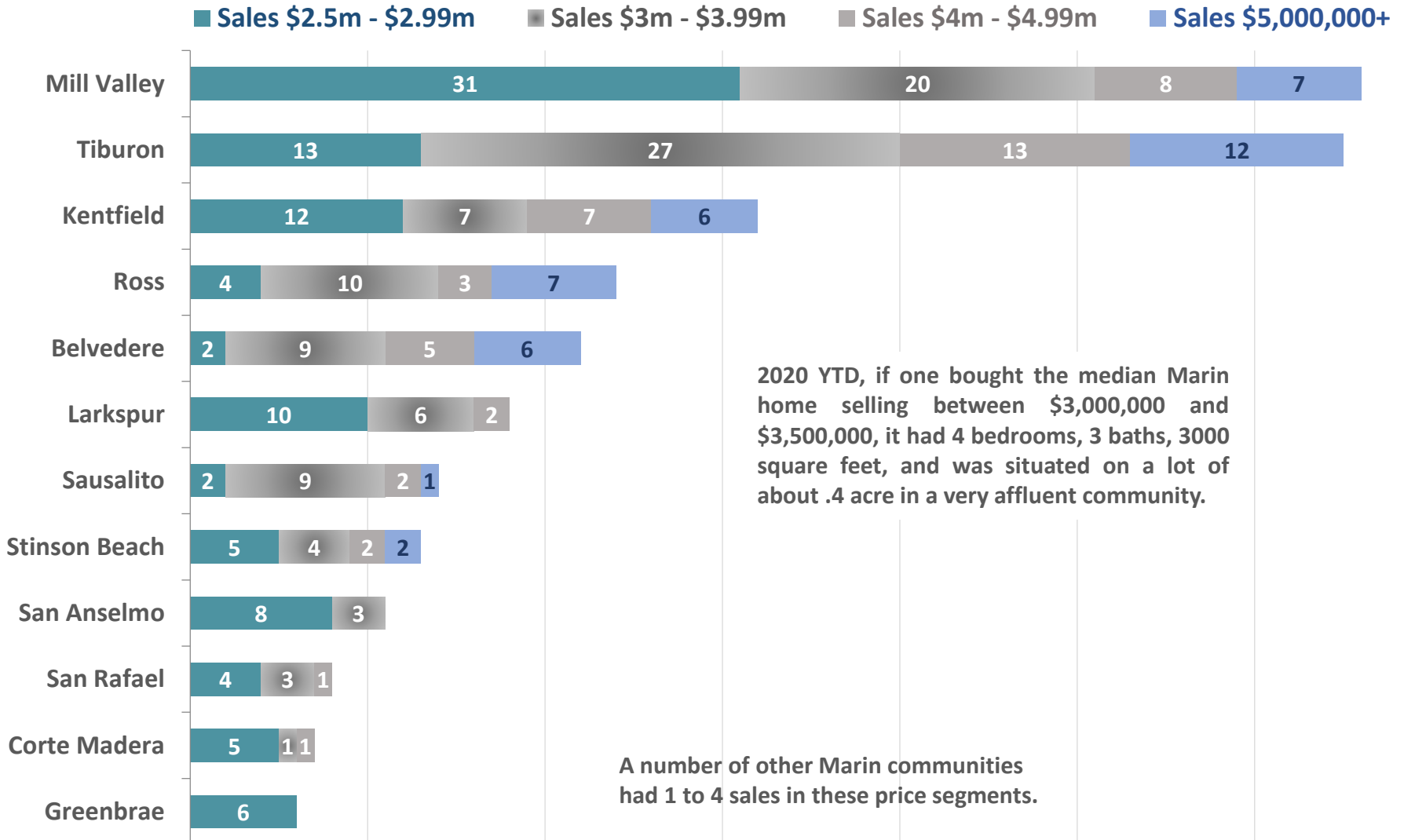
12 months MLS sales of houses. Less than 3 sales in a segment were not charted. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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# Marin Luxury House Market

## Homes Selling for \$2,500,000+ by City

May 2020 Update: 12 months  
sales reported to MLS



12 months sales reported to MLS. Not all luxury home sales are reported. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

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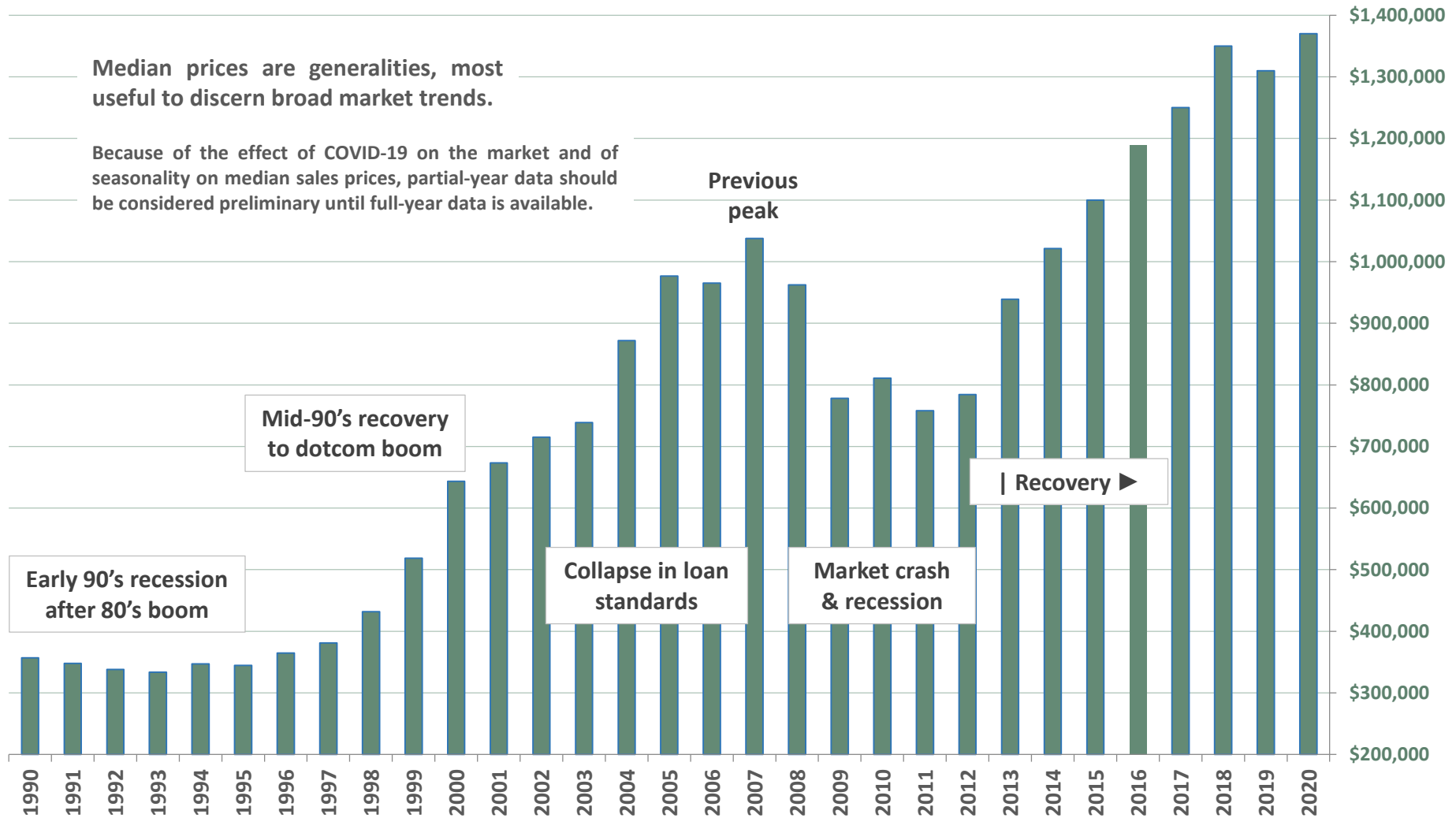
# Marin County Home Price Appreciation

## Annual Median House Sales Prices, 1990 – Present

Sales reported to MLS  
through late June 2020

Median prices are generalities, most useful to discern broad market trends.

Because of the effect of COVID-19 on the market and of seasonality on median sales prices, partial-year data should be considered preliminary until full-year data is available.



Early 90's recession  
after 80's boom

Mid-90's recovery  
to dotcom boom

Collapse in loan  
standards

Market crash  
& recession

| Recovery ►

Previous  
peak

Median sales prices for existing houses per MLS & CA Association of Realtors.  
Analysis may contain errors and subject to revision. All numbers are approximate.

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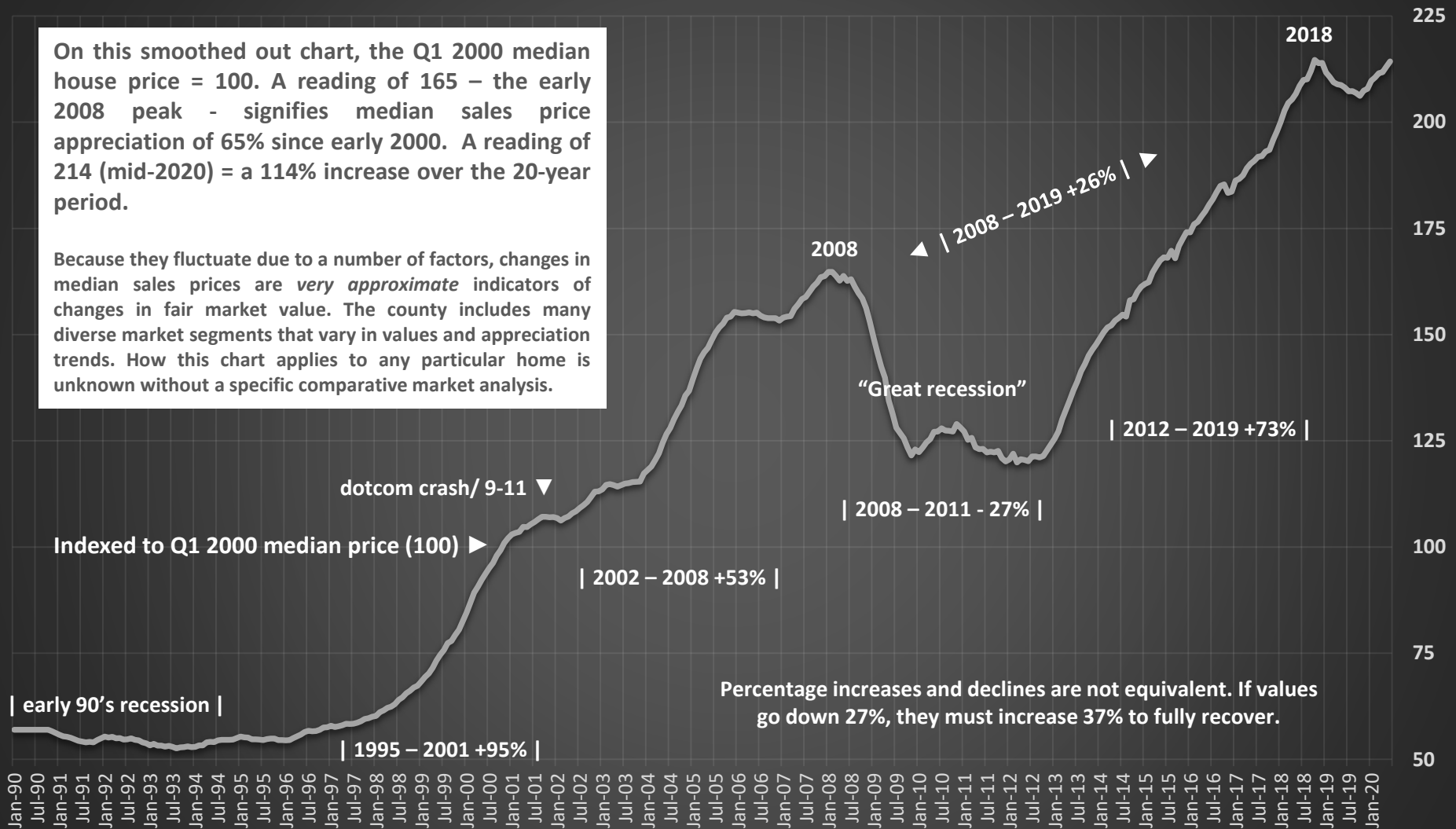
# Marin County Median Home Price Appreciation since 1990

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

Sales reported to MLS through 6/30/20.  
All numbers are approximate.

On this smoothed out chart, the Q1 2000 median house price = 100. A reading of 165 – the early 2008 peak - signifies median sales price appreciation of 65% since early 2000. A reading of 214 (mid-2020) = a 114% increase over the 20-year period.

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.



Change in monthly median house sales price, using CA Association of Realtors or MLS data, indexed to the median sales price in the first quarter of 2000, adjusted to a 12-month rolling average to smooth trend line. May contain errors and subject to revision. All numbers should be considered very approximate.

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Compass San Francisco Bay Area Reports: <https://www.bayareamarketreports.com/>

**It is impossible to know how median and average value statistics apply to any particular home without a specific comparative market analysis. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc.**

These analyses were made in good faith with data from sources deemed reliable, but may contain errors and are subject to revision. It is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in San Francisco and the Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

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