

APRIL 2018 MARKET REPORT

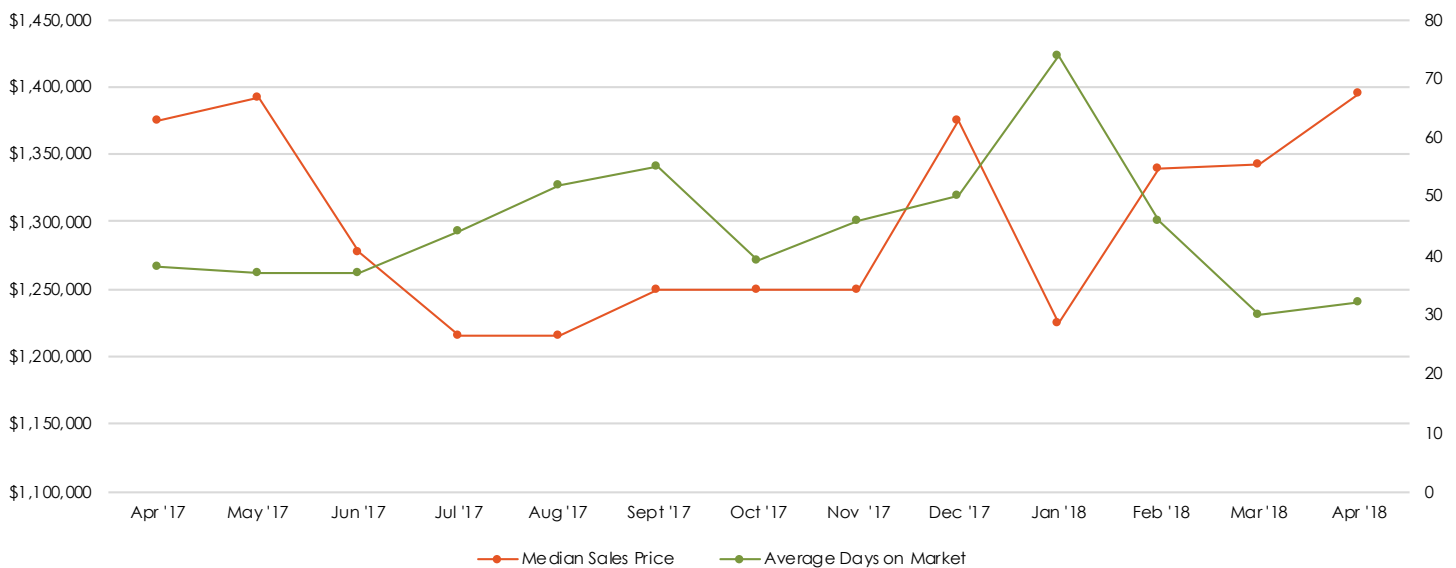
**PACIFIC
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MARIN COUNTY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$1,395,000	\$1,357,500	Up 2.8%
Average Days on Market	32	38	6 Days Faster
Number of Homes for Sale	518	569	Down 9.0%
Percent Under Contract	38.8%	42.0%	Down 3.2 Percentage Points
Average Sold Price/Original Price	100.7%	101.2%	Down 0.5%
Average Price per Square Foot	\$740	\$707	Up 4.7%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, May 4, 2018.

Defining Marin County: Our real estate markets in Marin County include the cities of Belvedere, Corte Madera, Fairfax, Greenbrae, Kentfield, Larkspur, Mill Valley, Novato, Ross, San Anselmo, San Rafael, Sausalito, and Tiburon. Sales data in the table and chart above includes single-family homes in these communities.