

JANUARY 2018 MARKET REPORT

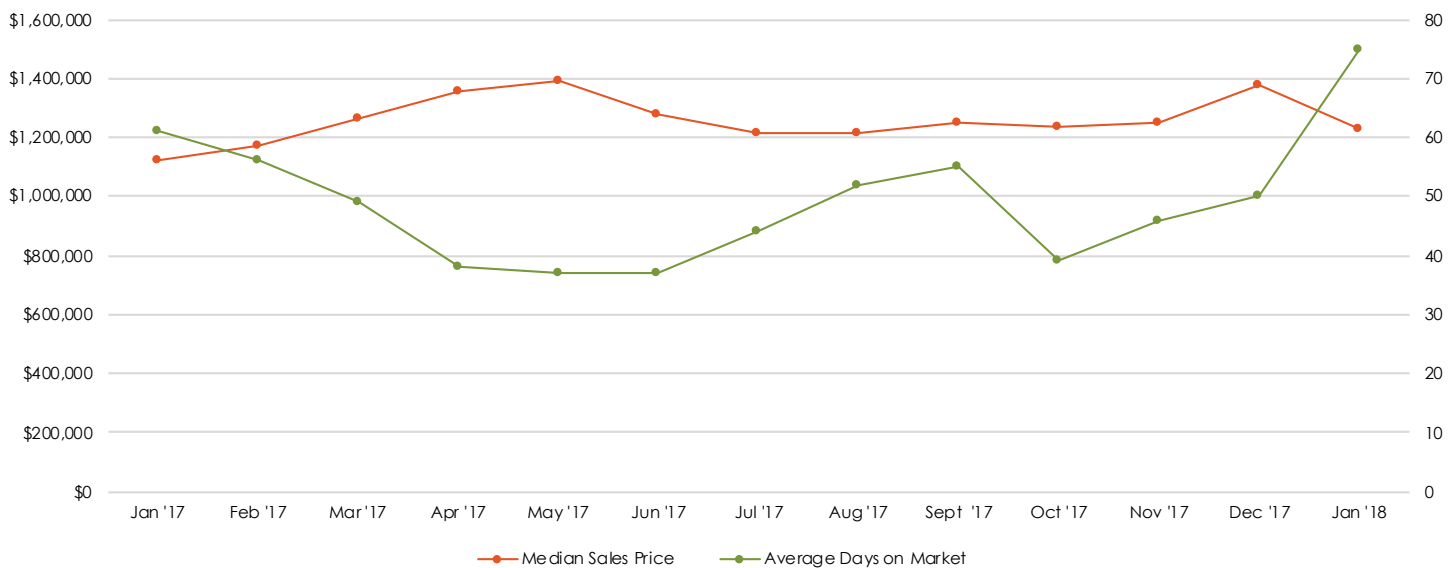
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MARIN COUNTY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$1,231,000	\$1,125,000	Up 9.4%
Average Days on Market	75	61	14 Days Slower
Number of Homes For Sale	211	281	Down 24.9%
Percent Under Contract	36.3%	30.6%	Up 5.7 Percentage Points
Average Sold Price/Original Price	92.5%	95.9%	Down 3.4%
Average Price Per Square Foot	\$721	\$617	Up 16.9%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 6, 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.