

JULY 2018 MARKET REPORT

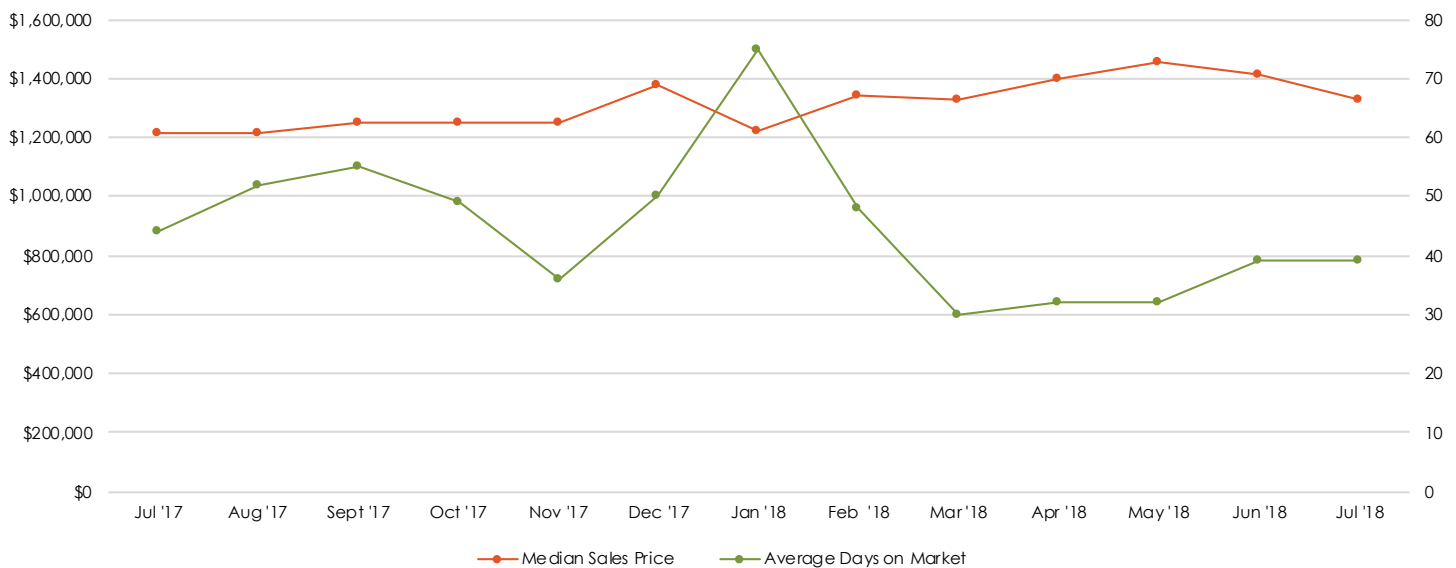
**PACIFIC
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MARIN COUNTY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$1,325,000	\$1,215,000	Up 9.1%
Average Days on Market	39	44	5 Days Faster
Number of Homes for Sale	523	513	Up 1.9%
Percent Under Contract	33.1%	35.1%	Down 2 Percentage Points
Average Sold Price/Original Price	97.6%	99.6%	Down 2.0%
Average Price per Square Foot	\$736	\$699	Up 5.3%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, August 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.