

February 2019 Market Report

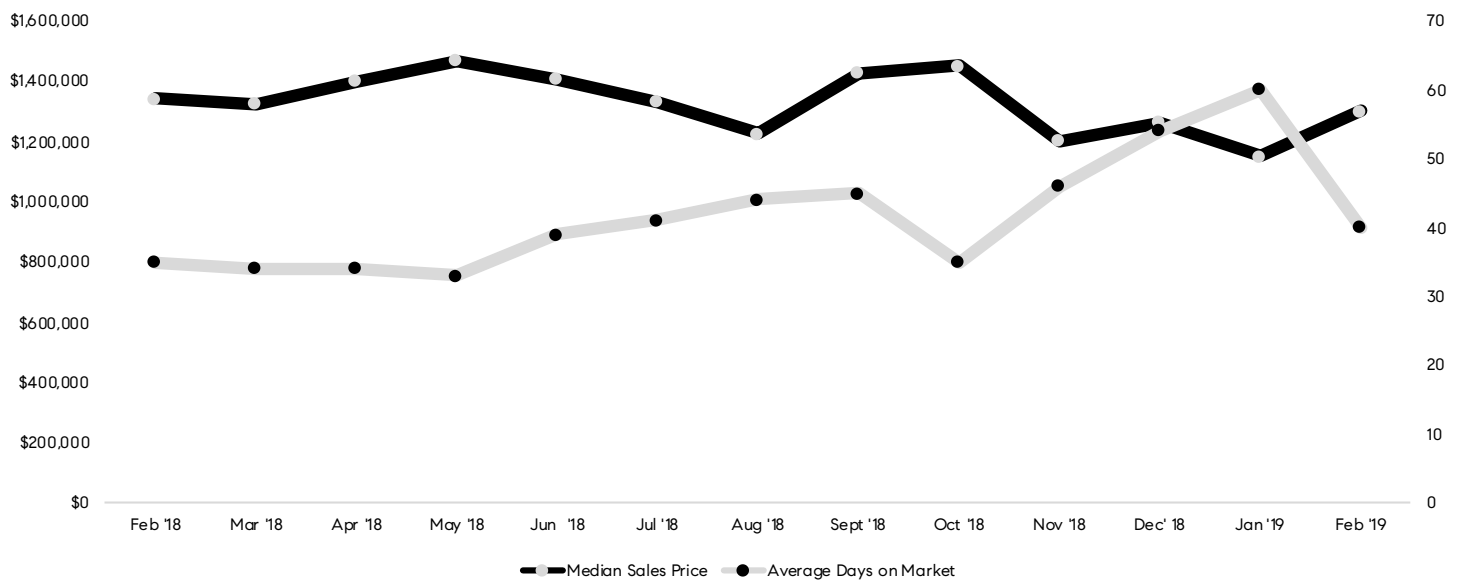
COMPASS

Marin County > Residences

Year-to-Year Analysis of the Market

| | FEB-'19 | FEB-'18 | % CHANGE |
|-----------------------------------|-------------|-------------|----------------------------|
| Median Sales Price | \$1,299,000 | \$1,340,000 | Down 3.1% |
| Average Days on Market | 40 | 35 | 5 Days Slower |
| Number of Homes for Sale | 371 | 383 | Down 3.1% |
| Percent Under Contract | 31.0% | 34.5% | Down 3.5 Percentage Points |
| Average Sold Price/Original Price | 96.5% | 99.7% | Down 3.2% |
| Average Price per Square Foot | \$617 | \$708 | Down 12.9% |

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019.

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 includes single-family homes in these communities.