



Marin County Home Value Trends by City & Town

Median Sales Prices & Average Dollar per Square Foot Values

Data per MLS or Zillow Research

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales. Changing the period for which values are being measured by even short periods of time can alter the statistics.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so forth. How these statistics apply to any particular home is unknown without a specific comparative market analysis.

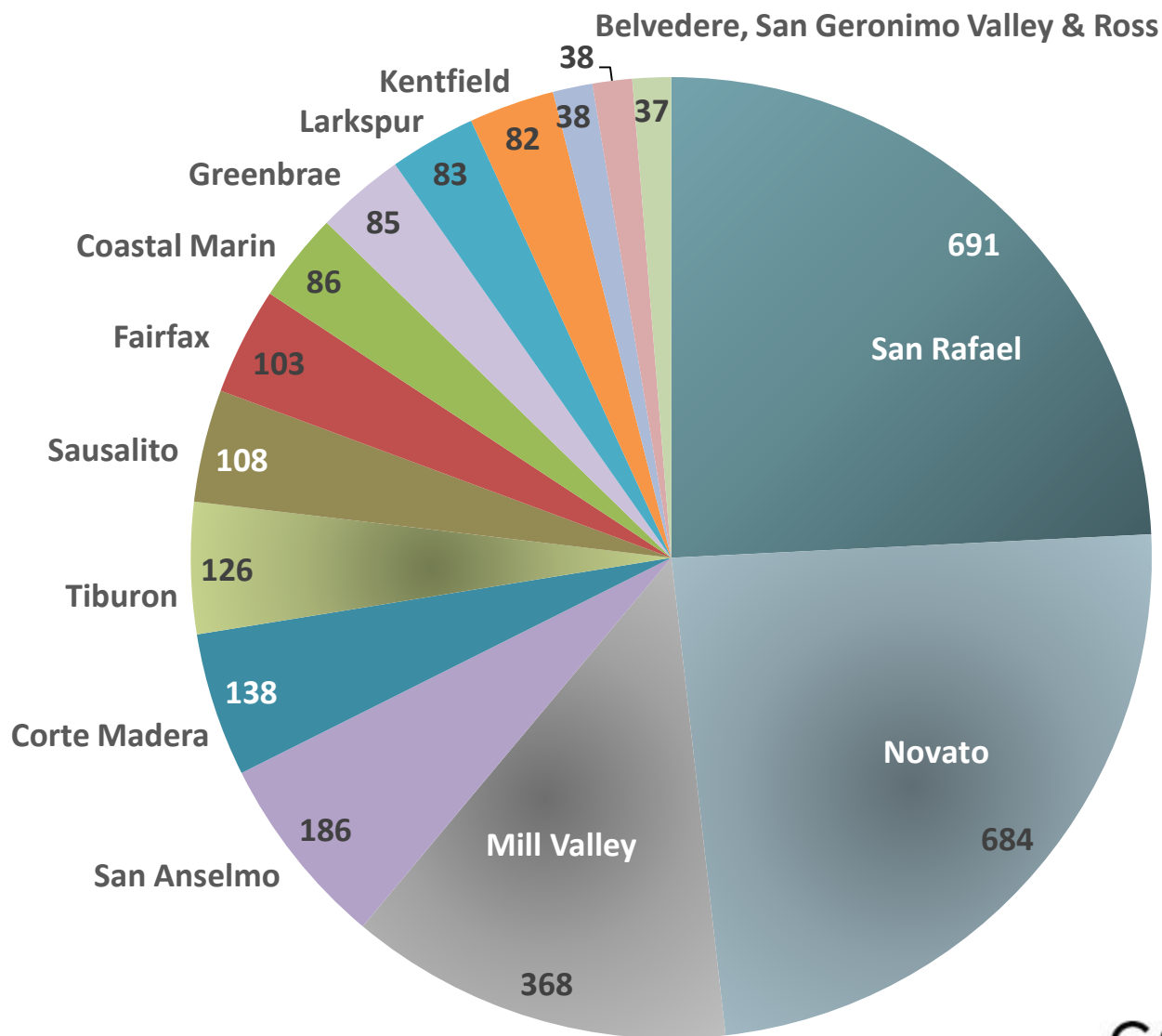
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate. Data from partial years should be considered preliminary until full year sales data is available.

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Marin Unit Home Sales

2019 House & Condo Sales by City, Town or Region

Approximate sales volumes



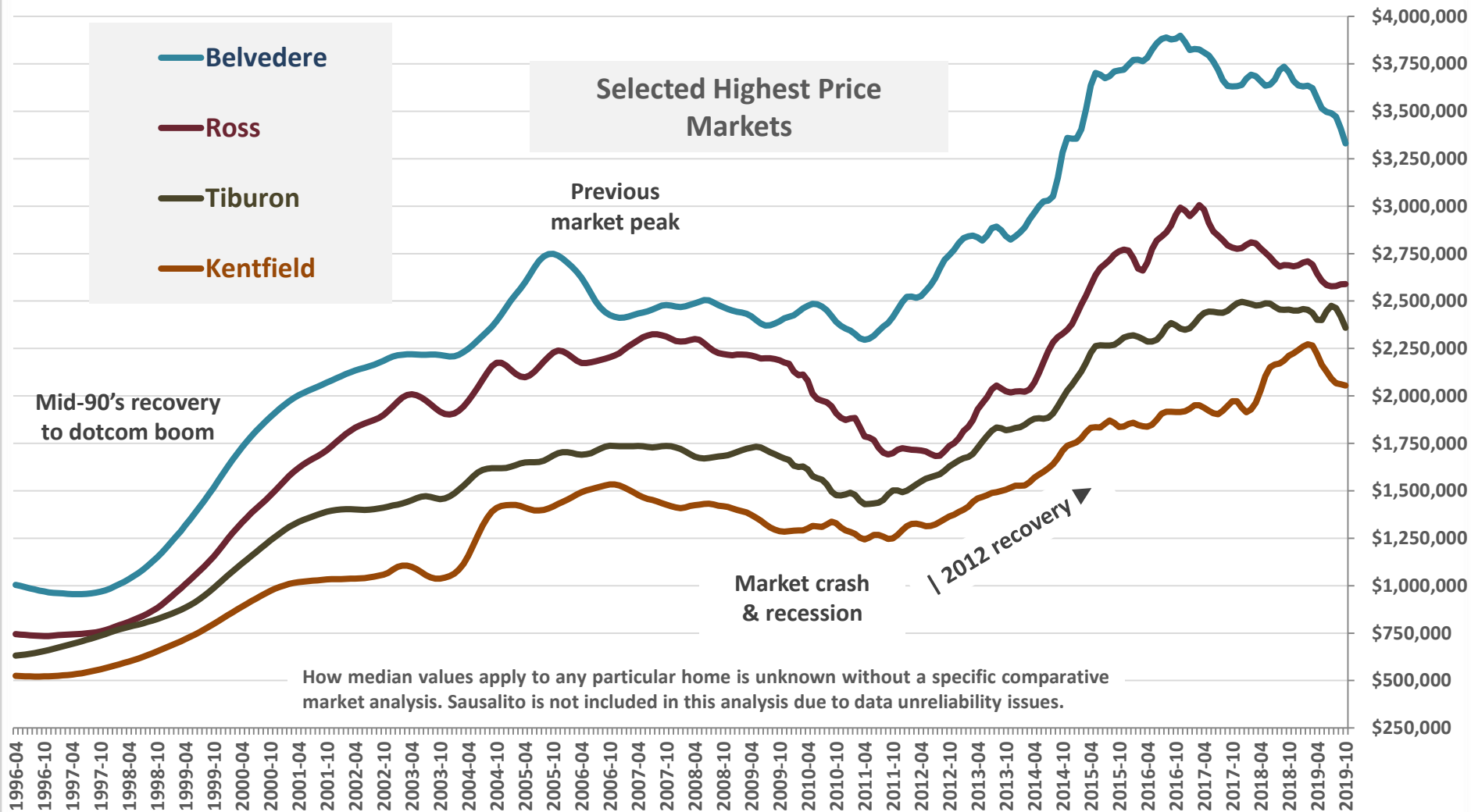
12 months sales reported to MLS. Data based upon sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Marin County Home Value Trends

Estimated Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of estimated median house values.



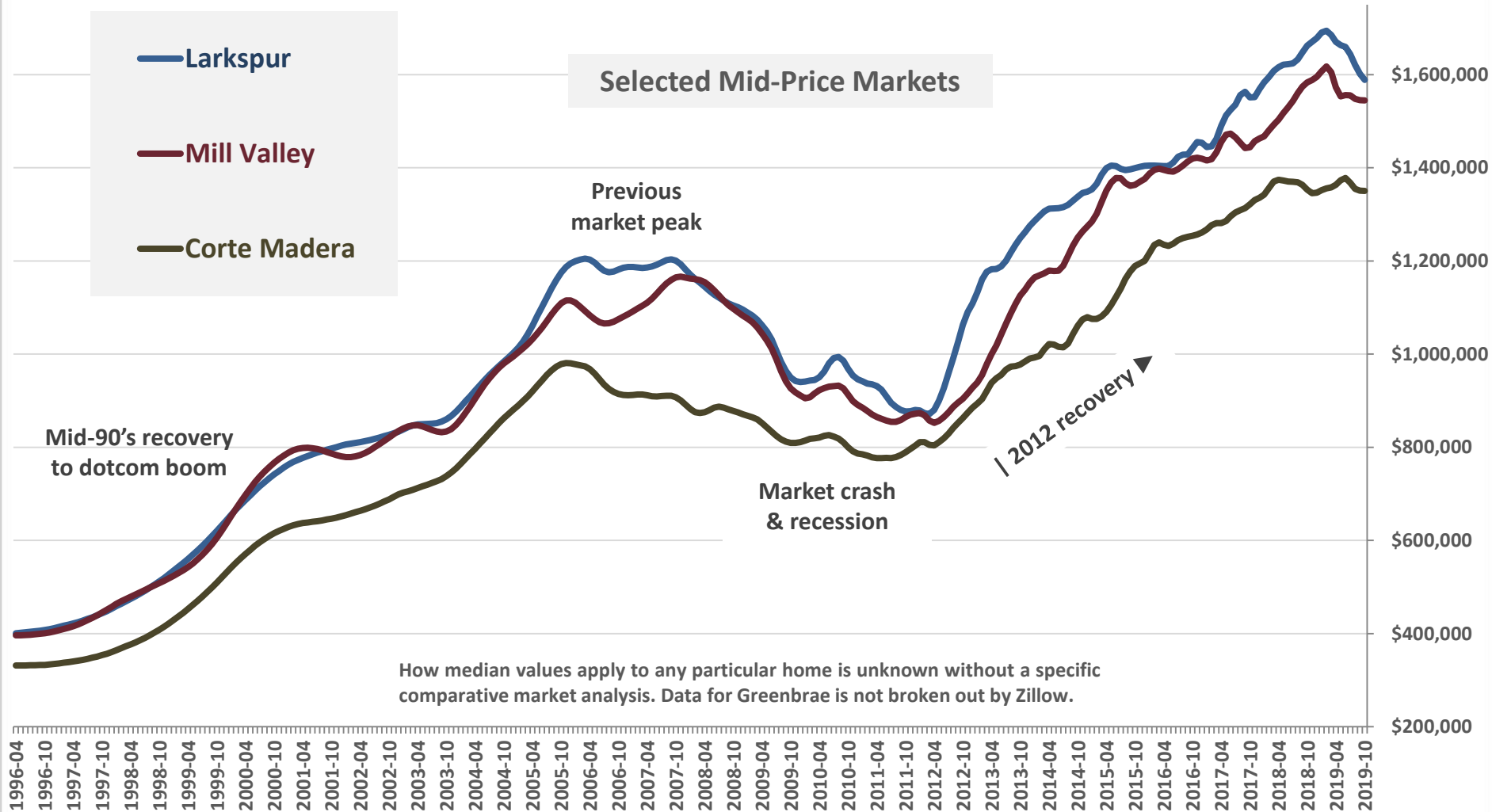
Updated 11/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow does not use median sales prices in these analyses.

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Marin County Home Value Trends

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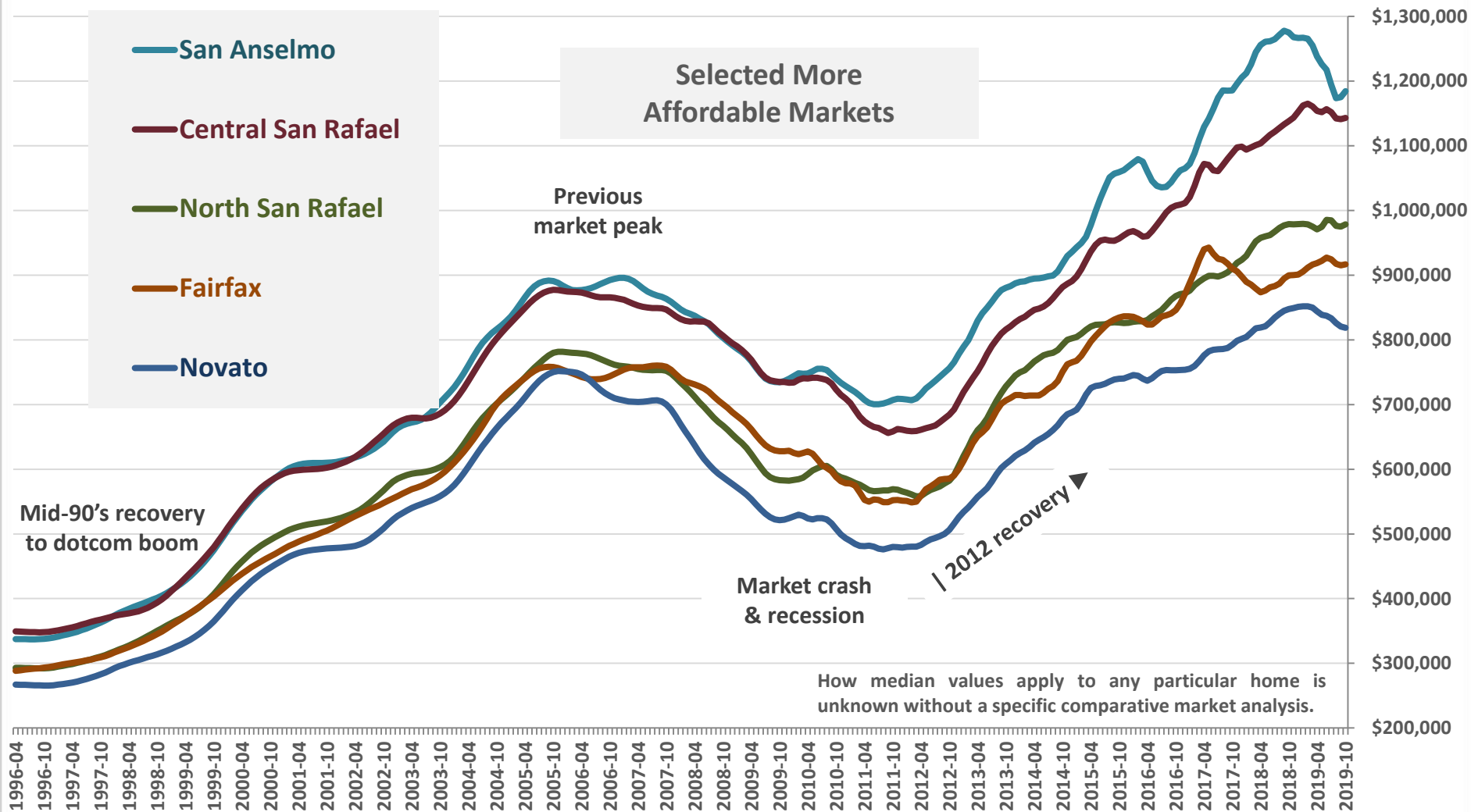
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Marin County House Values by City in alphabetical order

Median House Sales Prices by # of Bedrooms

12 months sales
reported to MLS

City	2-Bedroom Houses	3-Bedroom Houses	4-Bedroom Houses	5-Bedroom Houses	6+ Bedroom Houses
Belvedere	\$2,485,000	\$3,088,000	\$3,380,000	\$5,050,000	
Bolinas	Not enough sales in any particular property size for reliable analysis.				
Corte Madera	\$1,192,000	\$1,438,000	\$1,800,000	\$2,025,000	
Dillon Beach	\$564,000	\$1,010,000			
Fairfax	\$805,000	\$1,006,000	\$1,594,000		
Greenbrae		\$1,655,000	\$2,100,000	\$2,425,000	
Inverness	\$1,397,500	\$1,322,000			
Kentfield		\$1,812,500	\$2,300,000	\$3,158,000	\$3,850,000
Larkspur	\$1,295,000	\$1,675,000	\$2,427,500		
Mill Valley	\$1,317,500	\$1,407,500	\$2,200,000	\$2,500,000	

Sales reported to MLS 12/16/18 – 12/16/19. 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 unless there were at least 3 or 4 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.

COMPASS

Marin County House Values by City

Median House Sales Prices by # of Bedrooms

12 months sales
reported to MLS

City	2-Bedroom Houses	3-Bedroom Houses	4-Bedroom Houses	5-Bedroom Houses	6+ Bedroom Houses
Novato	\$685,000	\$835,000	\$1,079,000	\$1,255,000	
Ross		\$1,800,000	\$3,238,000	\$5,300,000	\$10,500,000
San Anselmo	\$848,000	\$1,150,000	\$1,720,000	\$2,010,000	
San Geronimo Valley	\$731,000	\$1,000,000	\$1,052,000		
San Rafael - Central	\$901,000	\$1,137,500	\$1,425,000	\$1,850,000	\$2,675,000
San Rafael - Northern		\$1,016,000	\$1,212,000	\$1,400,000	
Sausalito	\$1,300,000	\$1,785,000	\$2,612,500		
Stinson Beach	\$2,429,000	\$3,925,000			
Tiburon	\$1,850,000	\$1,875,000	\$2,788,000	\$3,788,000	

Sales reported to MLS 12/16/18 – 12/16/19. 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 unless there were at least 3 or 4 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 Condo Values by City

Median Condo Sales Prices by # of Bedrooms

12 months sales
reported to MLS

City	1-Bedroom Condos		2-Bedroom Condos		3-Bedroom Condos
Corte Madera			\$714,500		\$975,000
Fairfax			\$610,000		
Greenbrae			\$770,000		\$790,000
Larkspur	\$542,000		\$655,000		
Mill Valley	\$600,000		\$899,000		\$1,036,000
Novato	\$327,500		\$489,000		\$614,500
San Rafael	\$367,500		\$550,000		\$740,000
Sausalito	\$576,000		\$846,000		\$991,000
Tiburon			\$1,088,000		\$1,673,000

Sales reported to MLS 12/16/18 – 12/16/19. 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 unless there were at least 3 or 4 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 Home Price Trends – Selected Cities

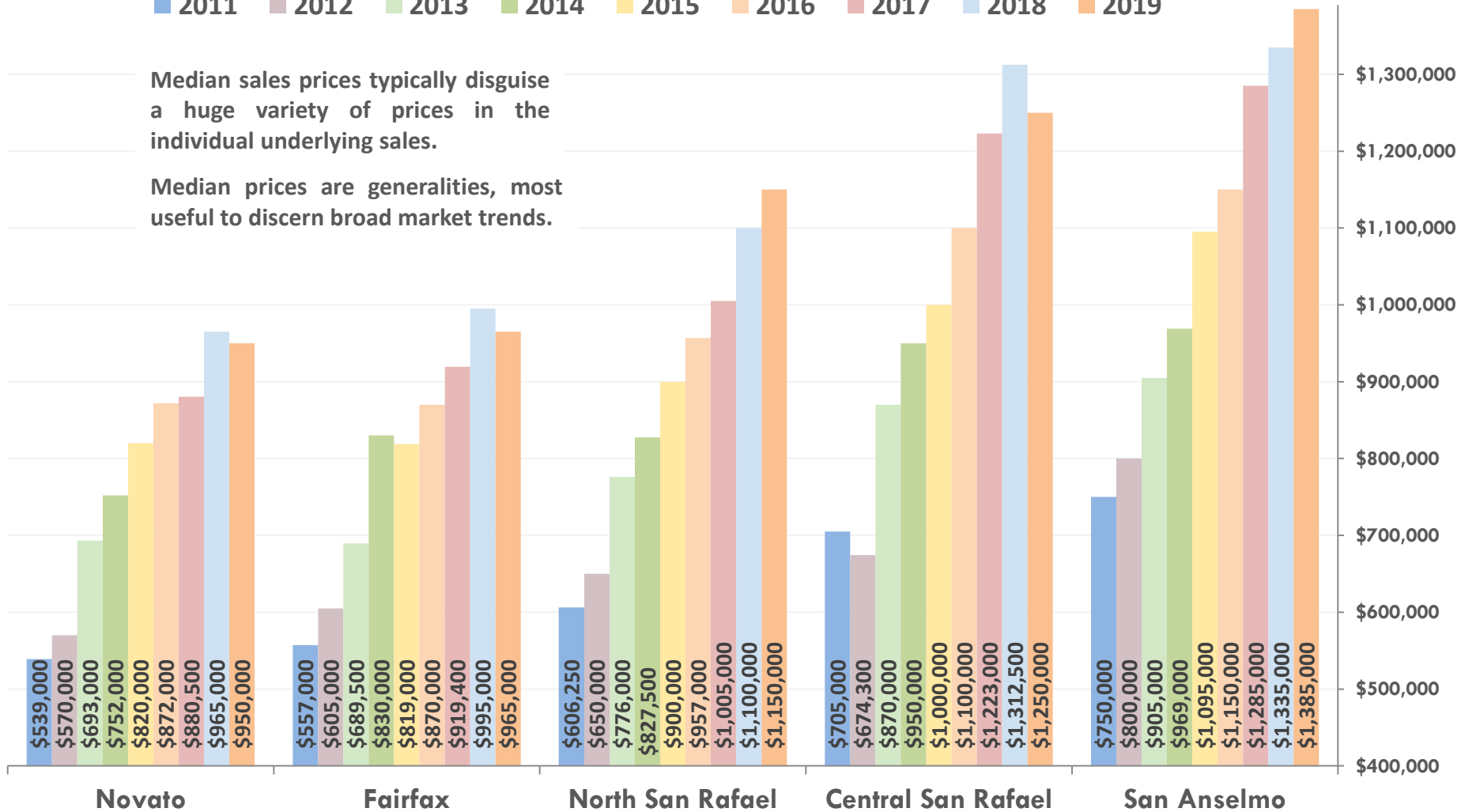
Median House Sales Price Trends since 2011

Sales reported to MLS

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

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

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



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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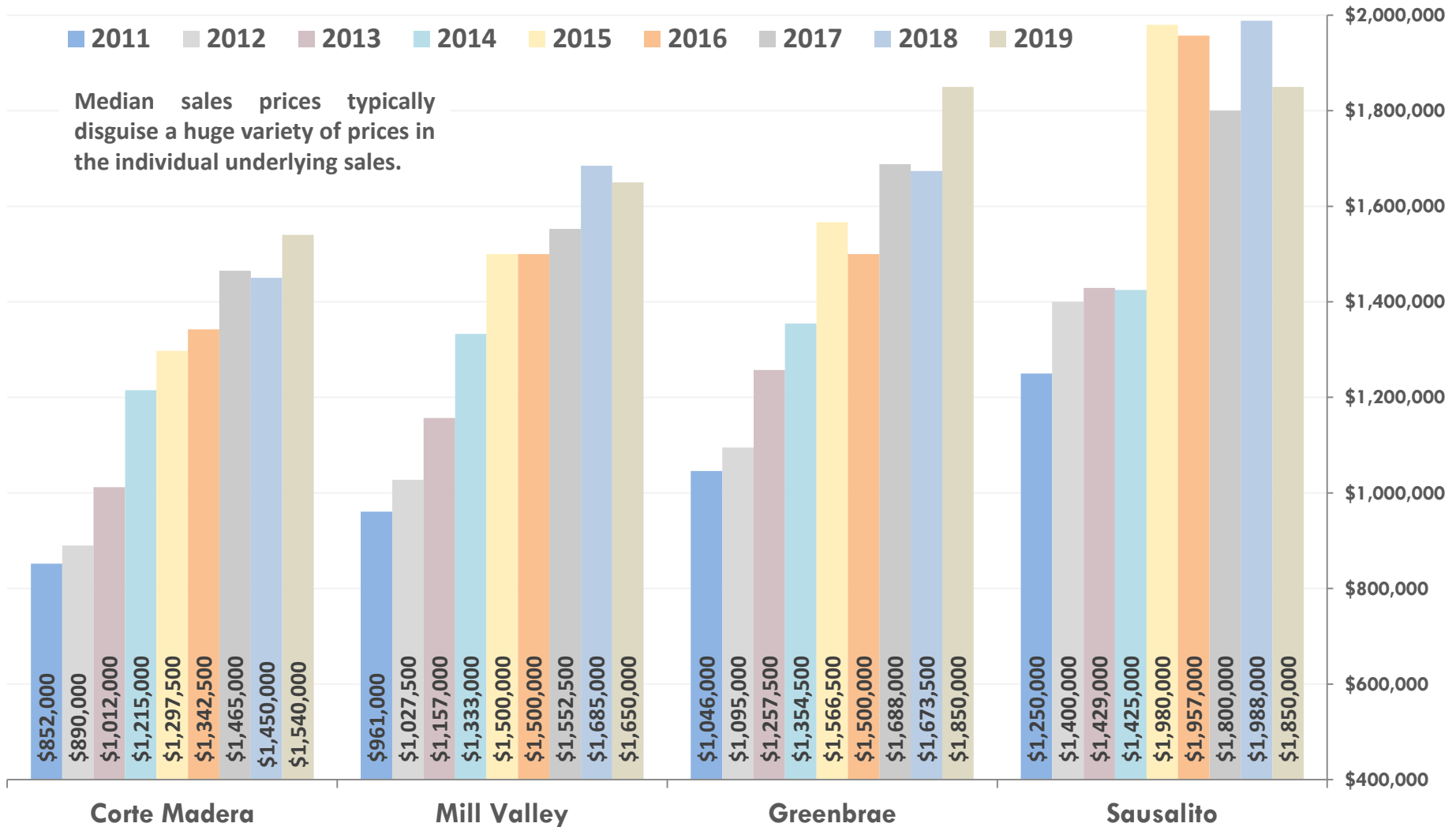
Marin County Home Price Trends – Selected Cities

Median House Sales Price Trends since 2011

Sales reported to MLS

2011 2012 2013 2014 2015 2016 2017 2018 2019

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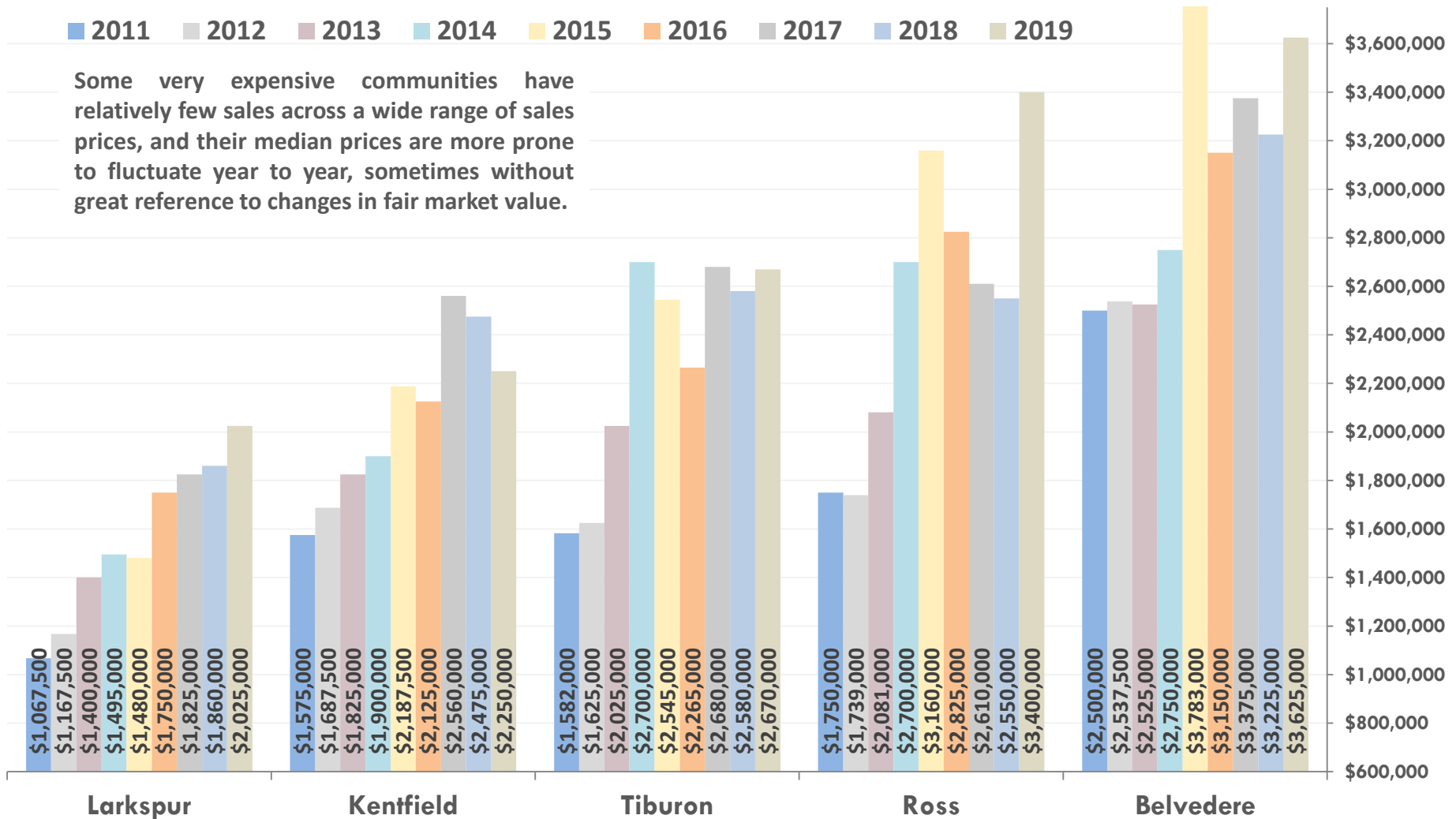
Marin County Home Price Trends – Selected Cities

Median House Sales Price Trends since 2011

Sales reported to MLS

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

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



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Marin County House Values

Average Dollar per Square Foot Values - 2019

Sales reported to MLS



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size. Averages typically disguise a huge variety of values in the underlying sales.

All things being equal – which they rarely are – a smaller home will sell for a *higher* dollar per square foot value than a larger one.

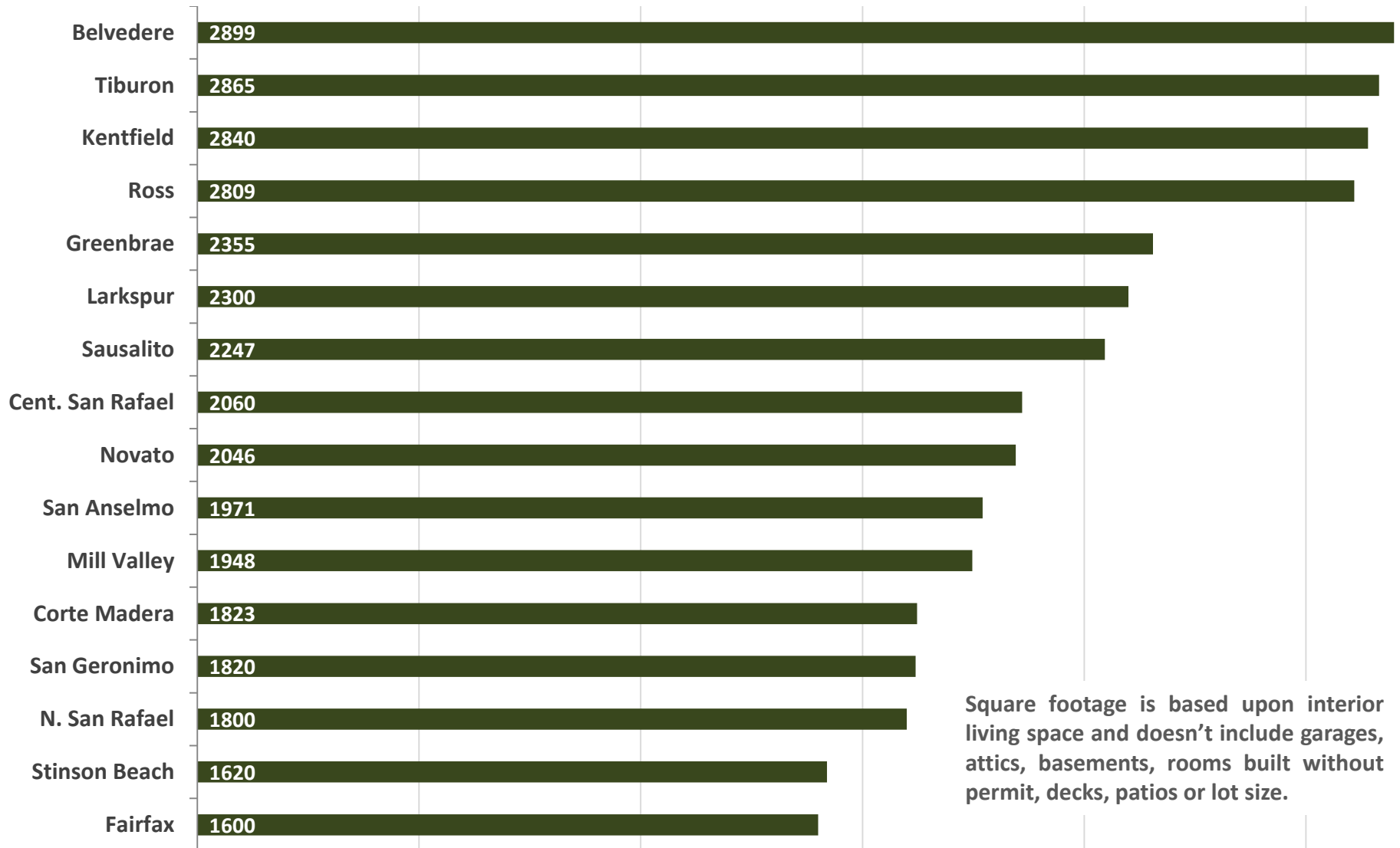
Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Marin County House Size

Median Home Square Footage – 2019 Sales

Sales reported to MLS in
2019 through 11/12/19



Square footage is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size.

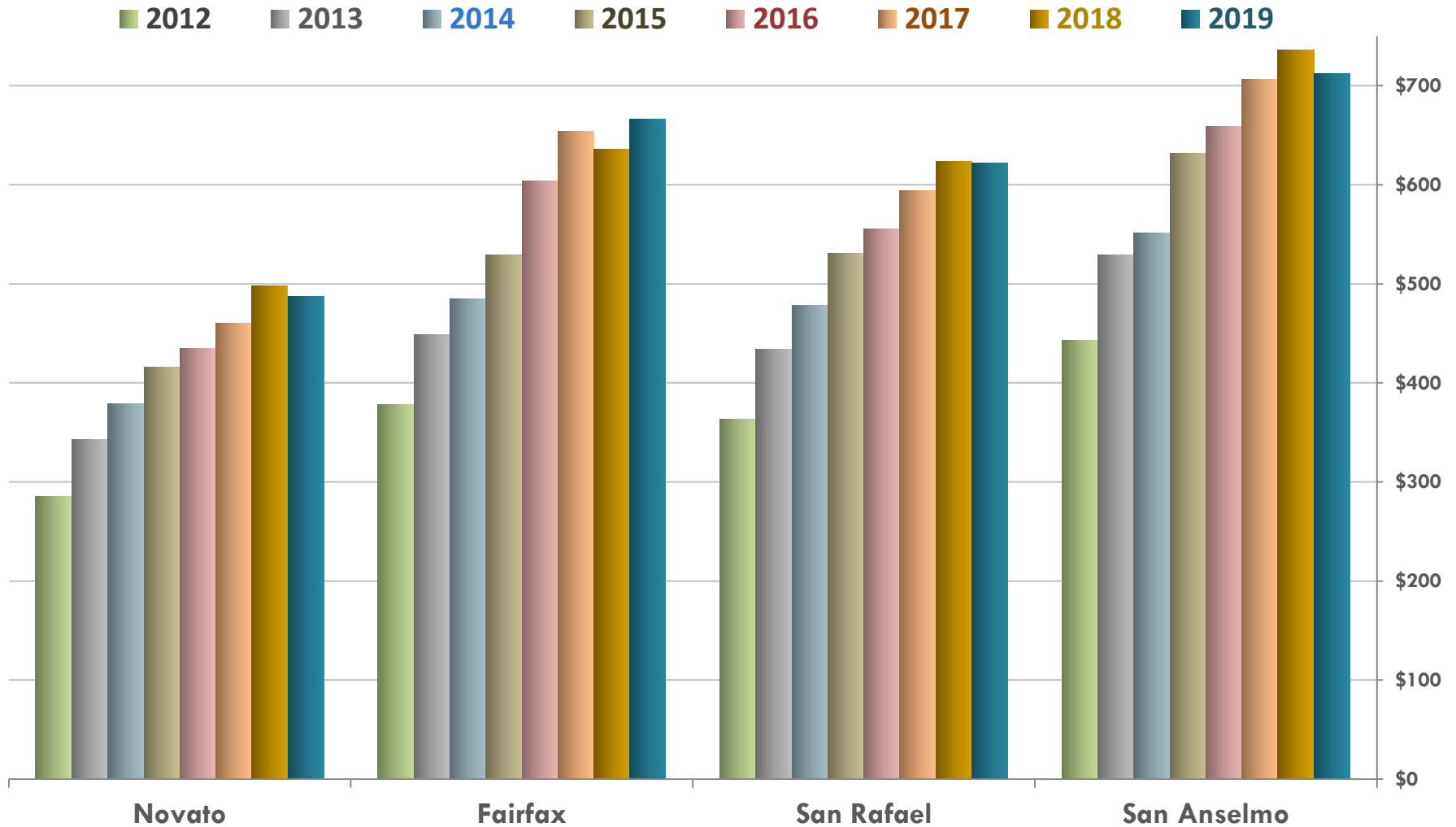
Data from sources deemed reliable but may contain errors and subject to revision.
All numbers are approximate.

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Marin County Home Value Trends – More Affordable

Approximate Avg. Dollar per Square Foot Trends since 2011

Sales reported to MLS



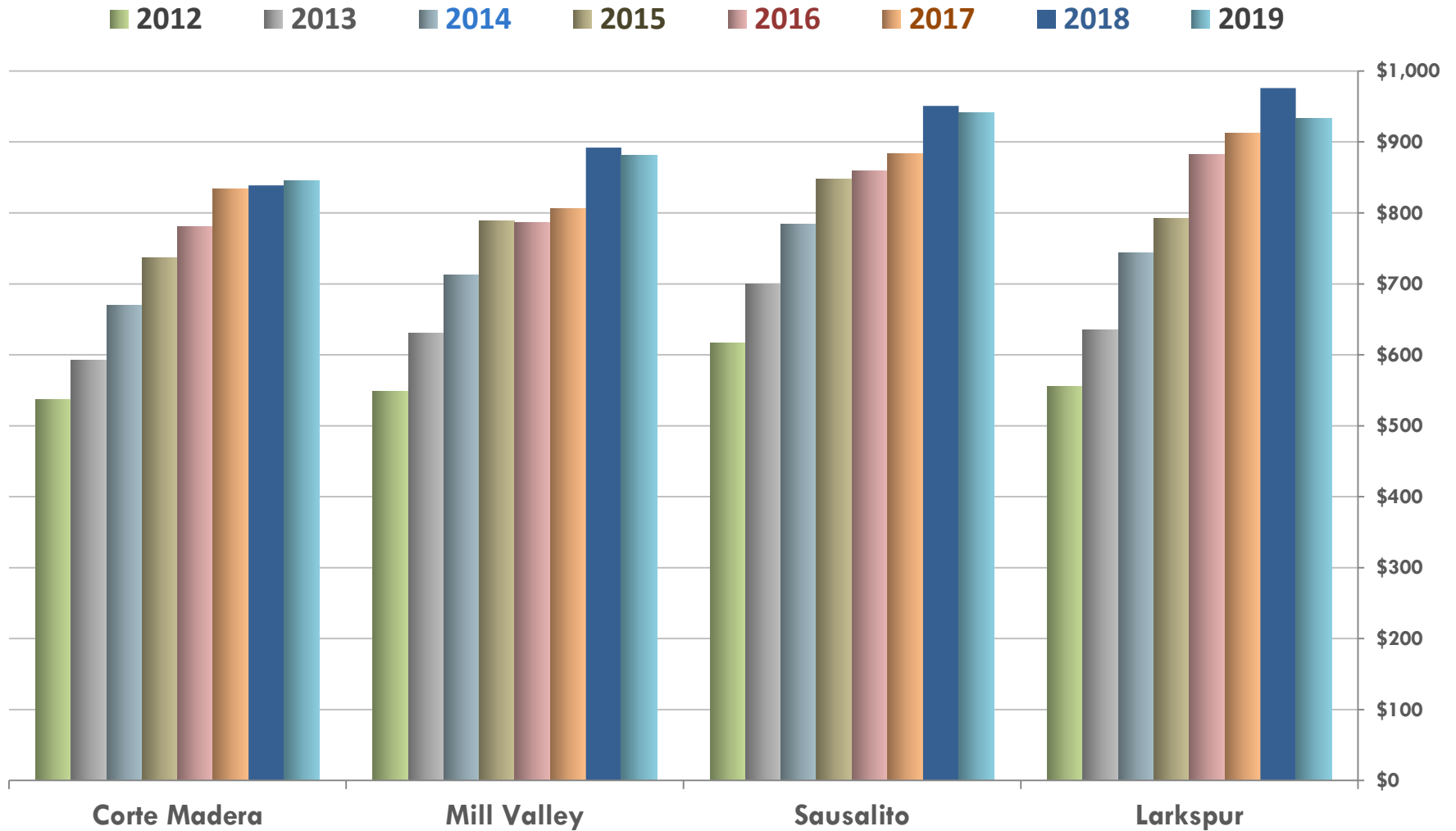
DOLLAR PER SQUARE FOOT is based upon interior living space and does not include garages, unfinished attics and basements, patios or decks. Figures are usually derived from appraisals or tax records, but can be unreliable. Data from sources deemed reliable, but may contain errors & subject to revision. All numbers are approximate.

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Marin County Home Value Trends

Approximate Avg. Dollar per Square Foot Trends since 2011

Sales reported to MLS



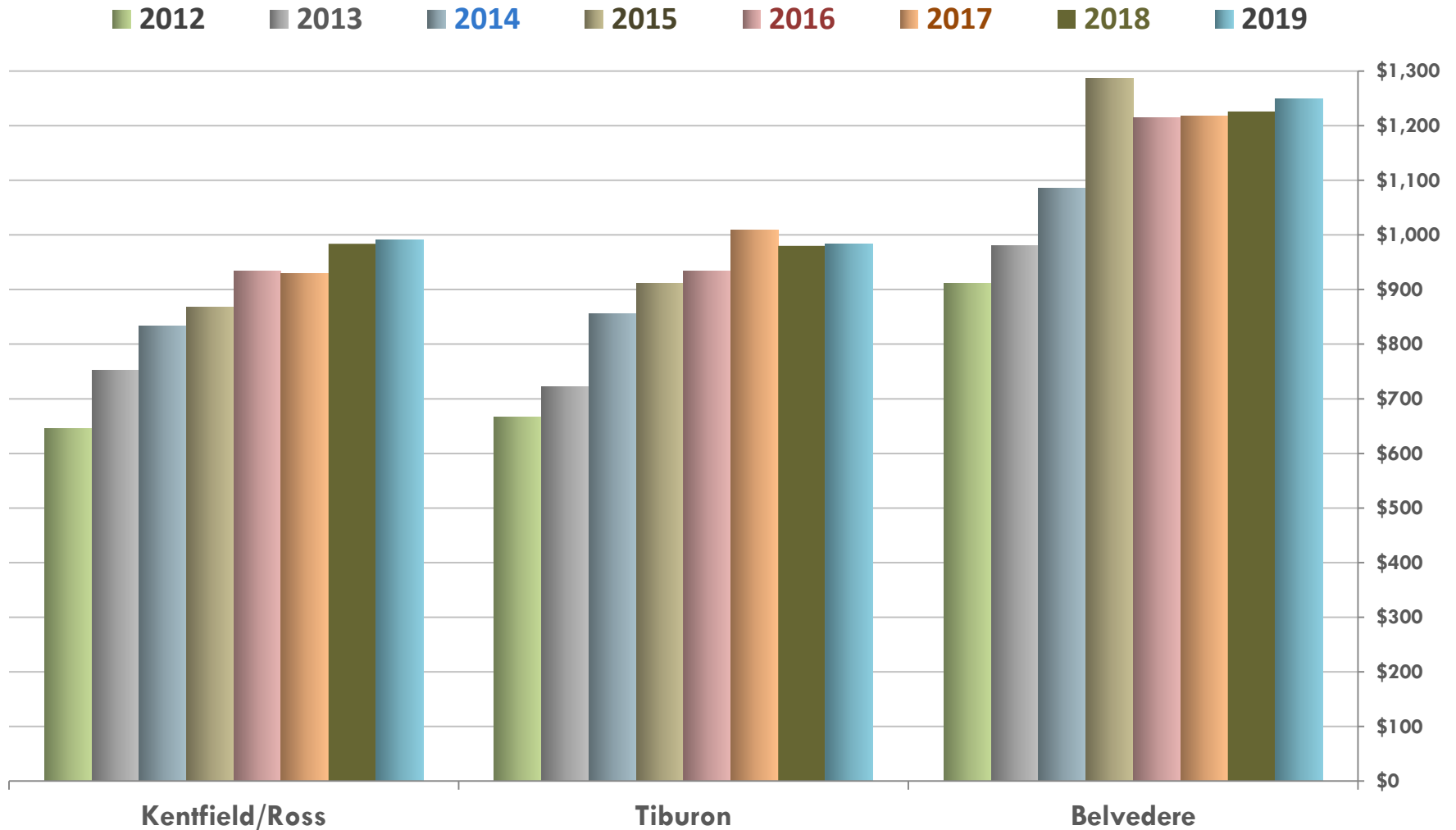
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Marin County Home Value Trends – Most Expensive

Approximate Avg. Dollar per Square Foot Trends since 2011

Sales reported to MLS

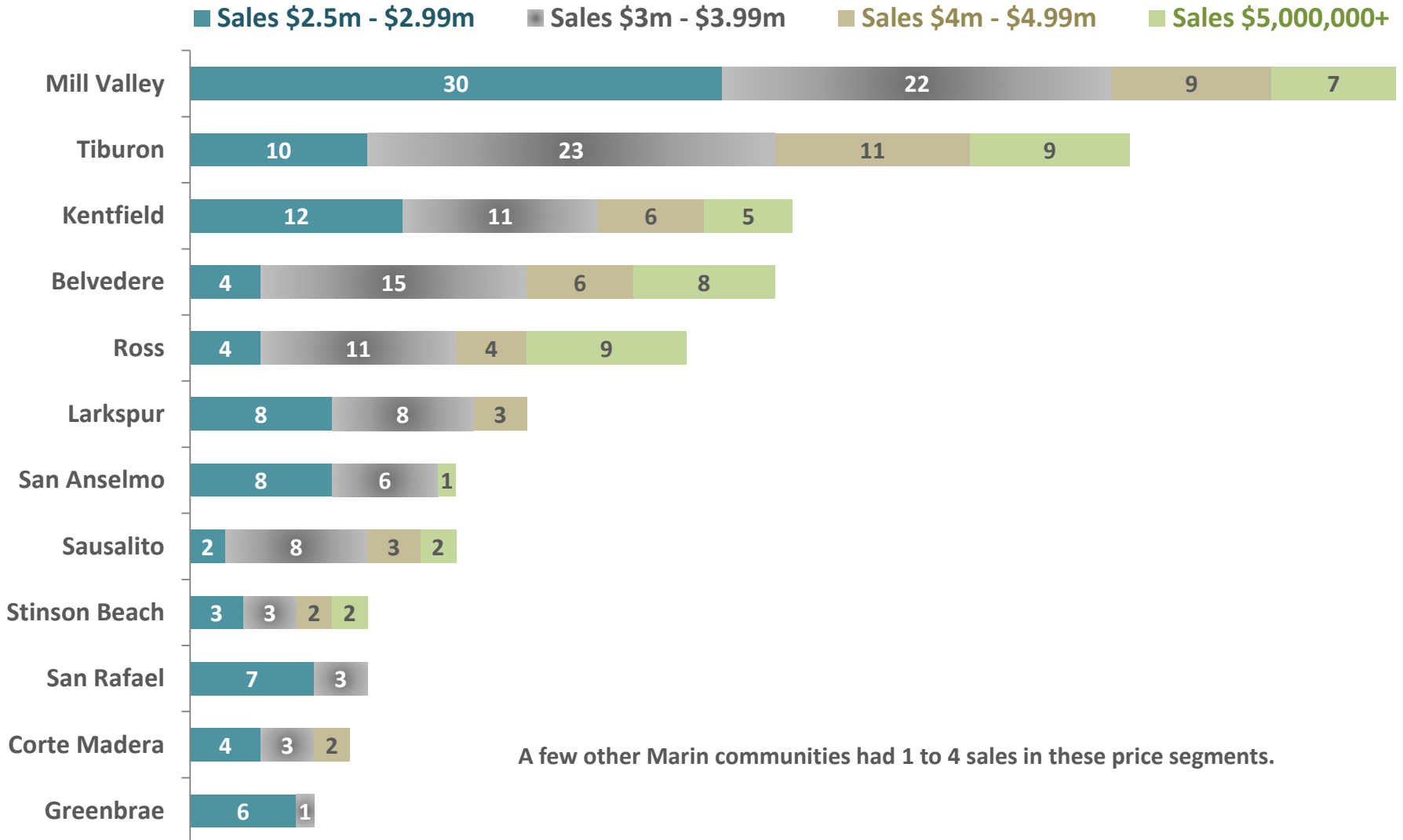


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Marin Luxury House Market – in 2019

Homes Selling for \$2,500,000+



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. Late reported sales may slightly alter these numbers.

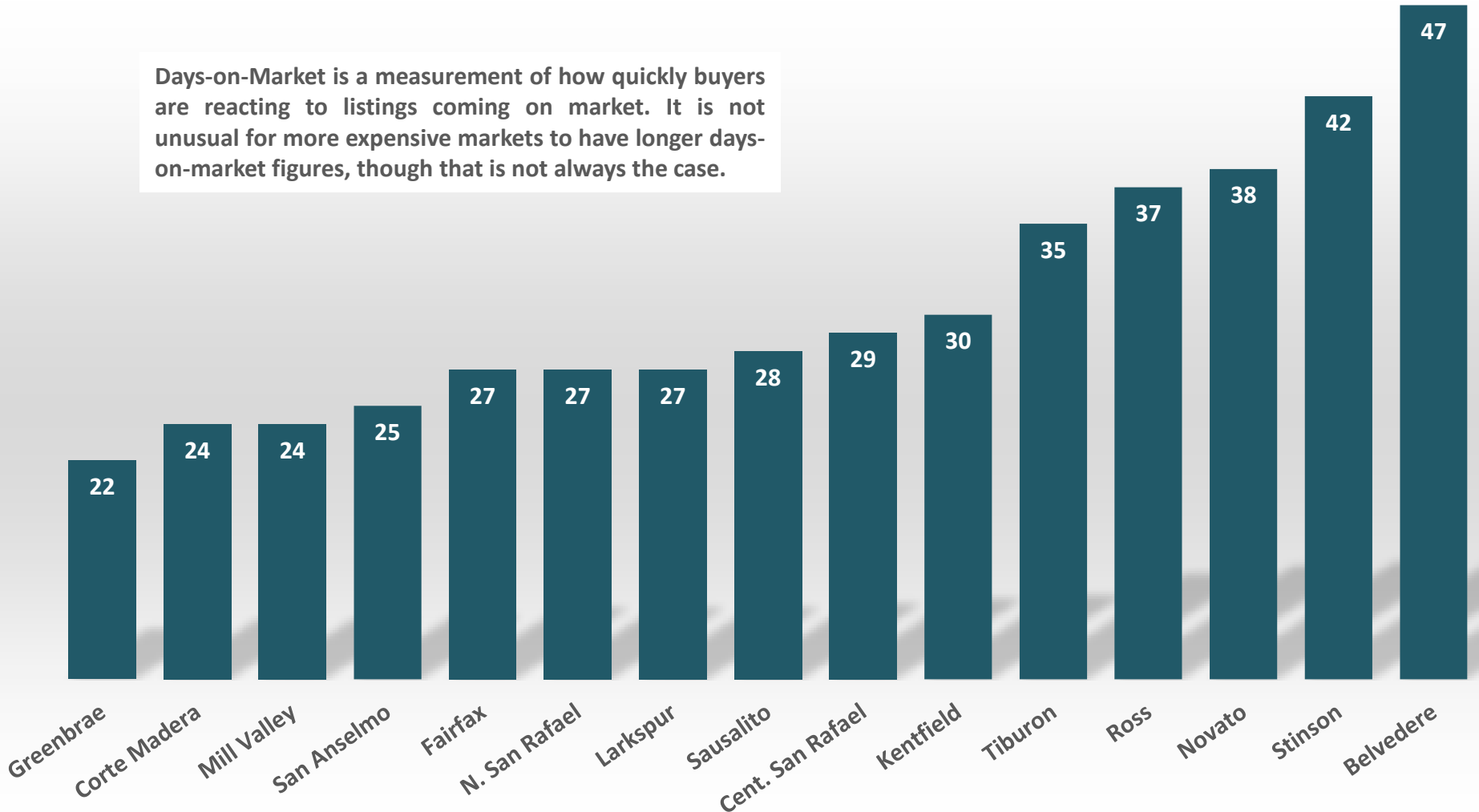
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Median Days on Market Prior to Acceptance of Offer

Marin County House Market, 2019 Sales

As reported to MLS in
2019 through 11/12/19

Days-on-Market is a measurement of how quickly buyers are reacting to listings coming on market. It is not unusual for more expensive markets to have longer days-on-market figures, though that is not always the case.



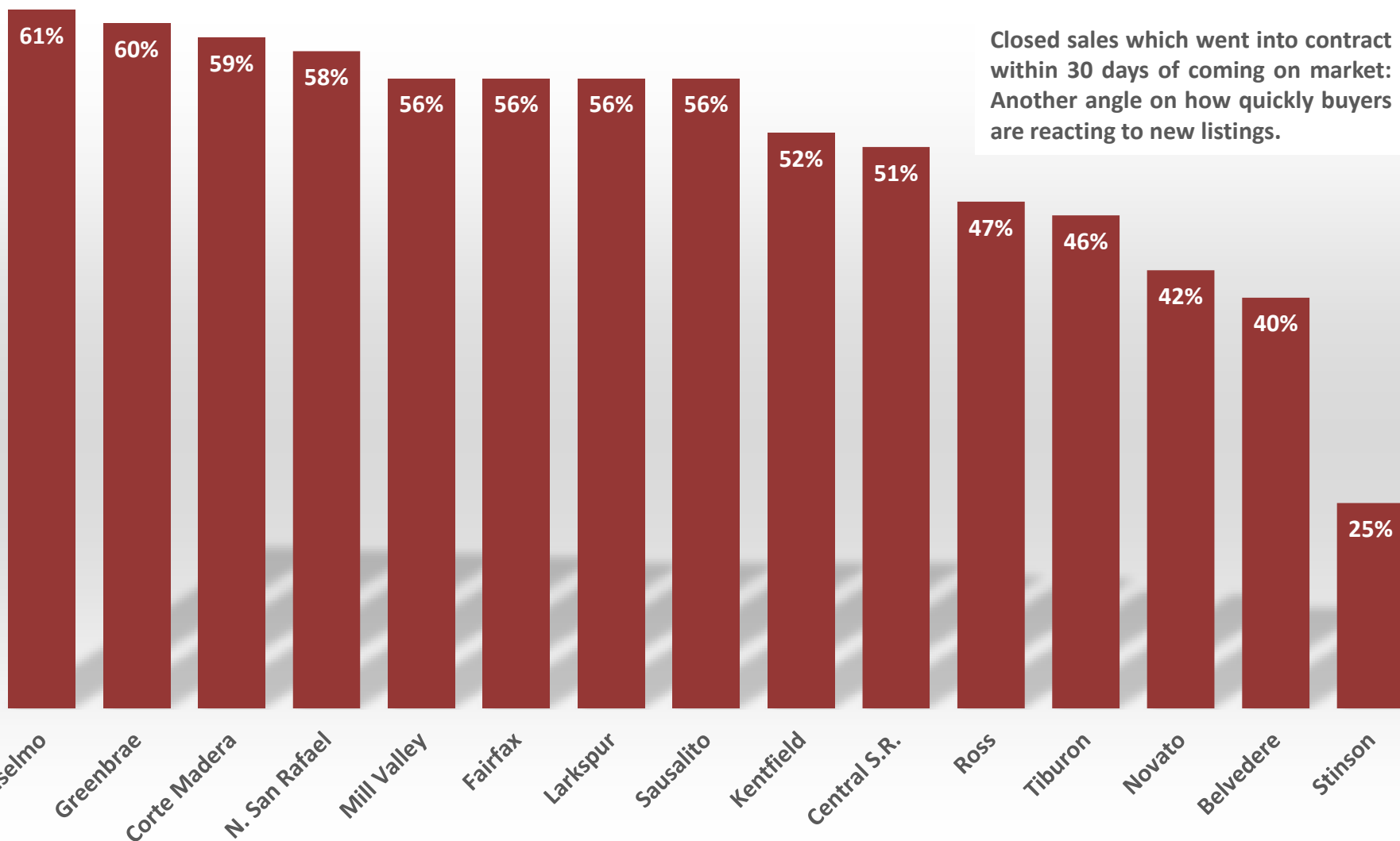
Median cumulative days on market. Data derived from sources deemed reliable, but may contain errors and subject to revision. Adjusted for outlier sales data, when identified. All numbers to be considered approximate.

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Percentage of Sales Selling within 30 Days of Coming on Market

Marin County House Market by City & Town, 2019 Sales

Sales reported to MLS in
2019 through 11/12/19



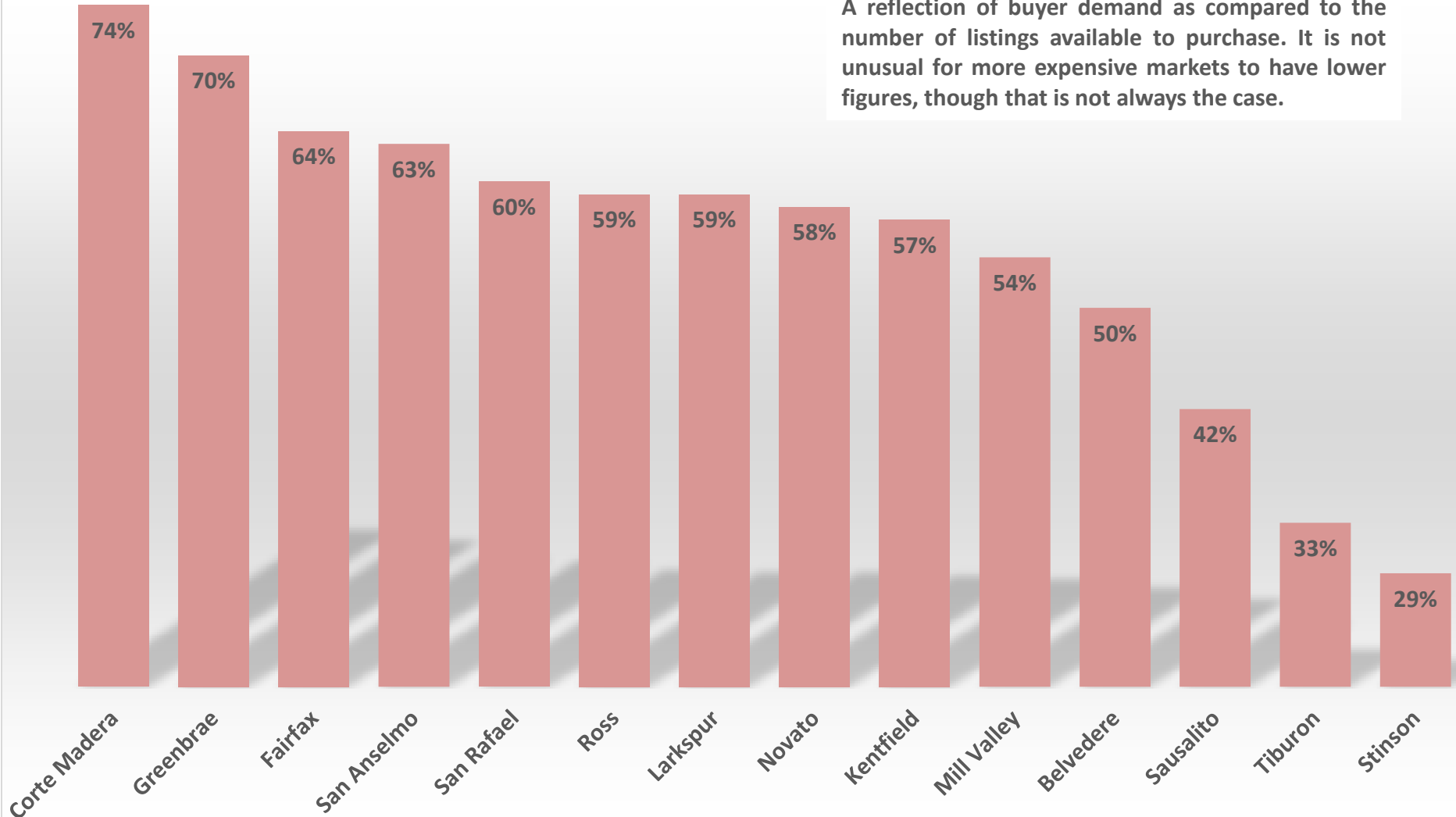
These figures are not adjusted for listings that do not sell. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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Percentage of Listings Accepting Offers within Quarter

Marin County Home Market, Q2 2019 Sales

A reflection of buyer demand as compared to the number of listings available to purchase. It is not unusual for more expensive markets to have lower figures, though that is not always the case.

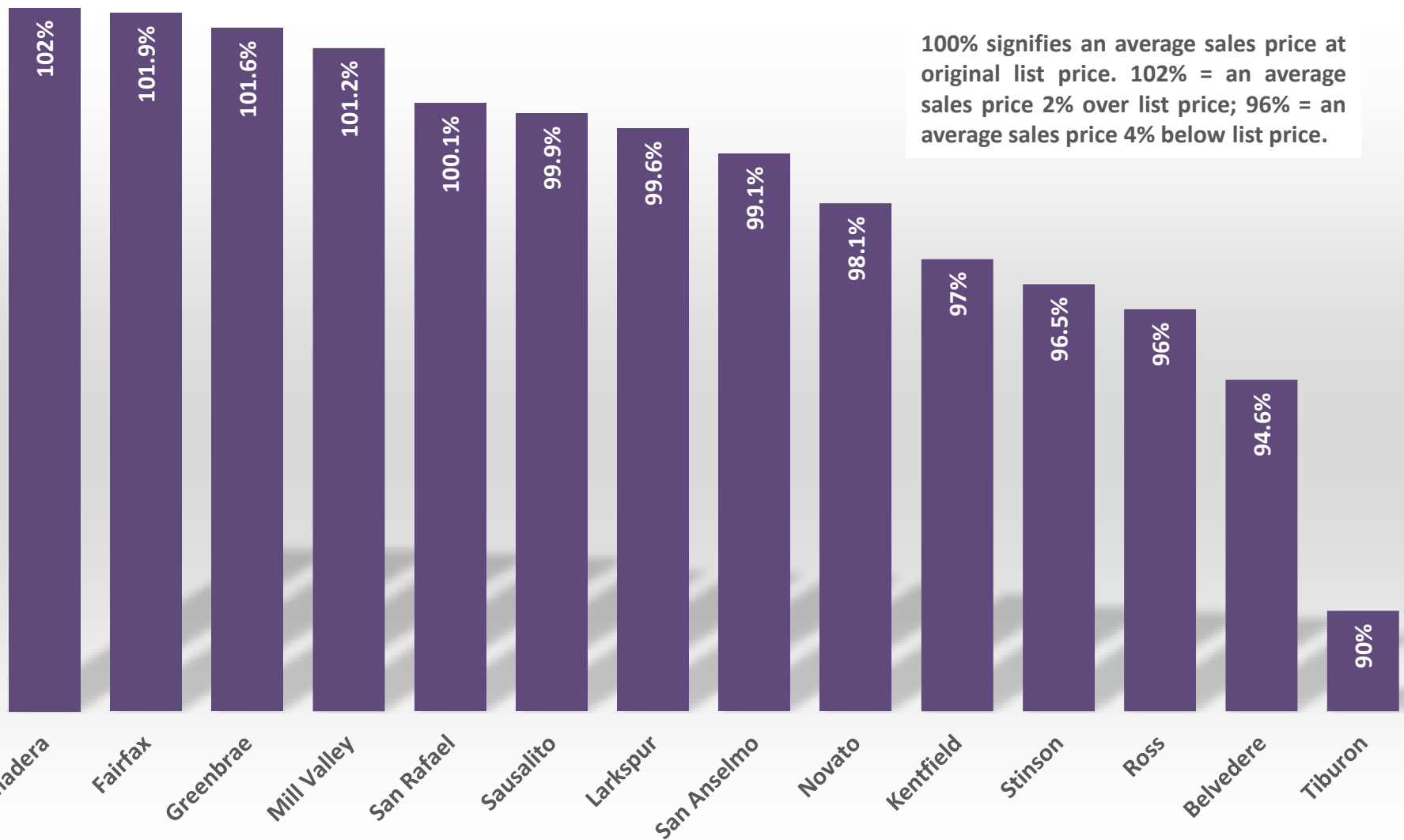


House and condo sales reported to MLS. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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Sales Price to Original List Price Percentage

Marin County Home Market, Q2 2019 Sales



House and condo sales reported to MLS. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

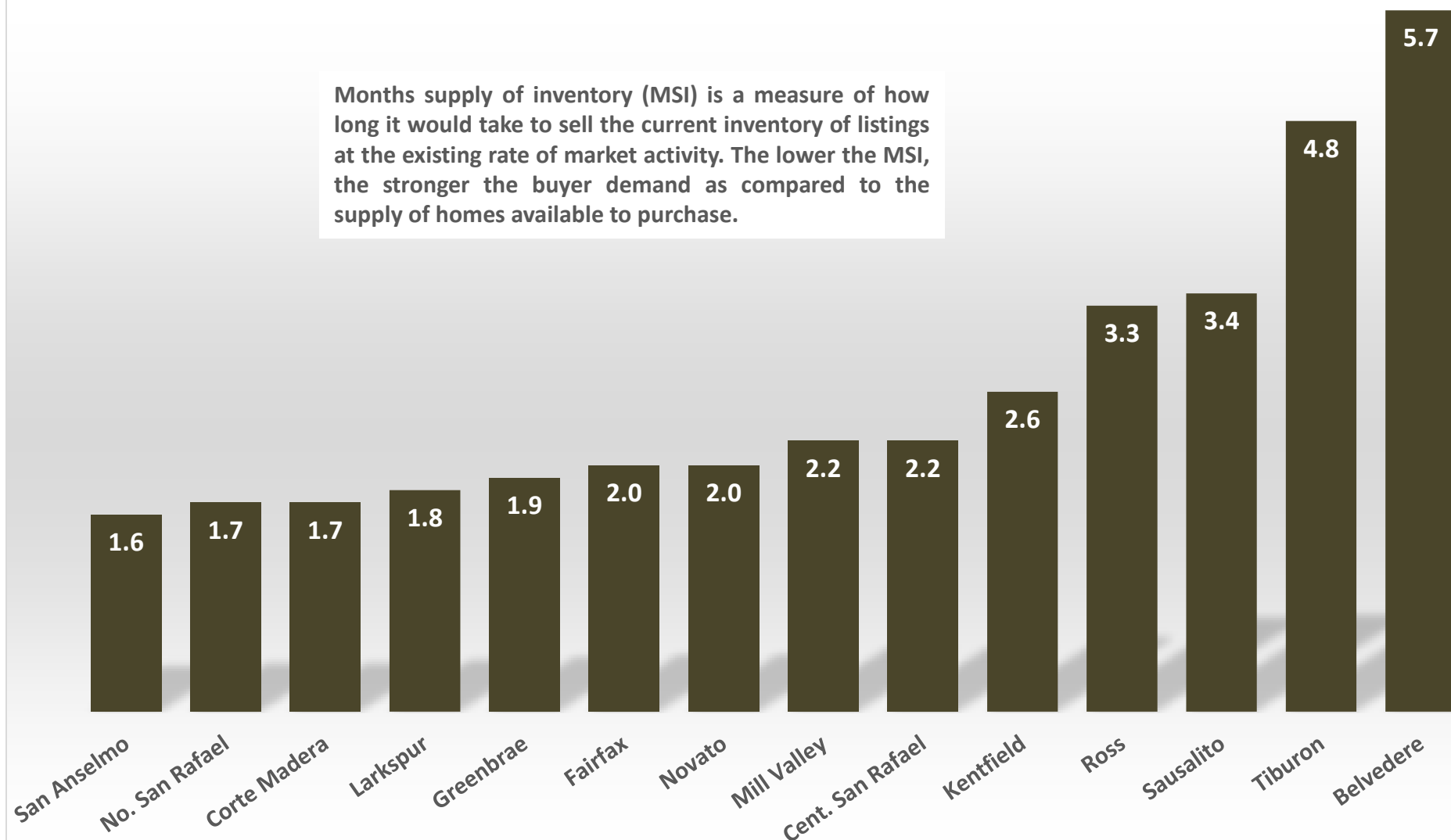
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Months Supply of Inventory by City

Marin County Market, Average Monthly Reading over 12 Months*

House and condo activity
as reported to MLS

Months supply of inventory (MSI) is a measure of how long it would take to sell the current inventory of listings at the existing rate of market activity. The lower the MSI, the stronger the buyer demand as compared to the supply of homes available to purchase.



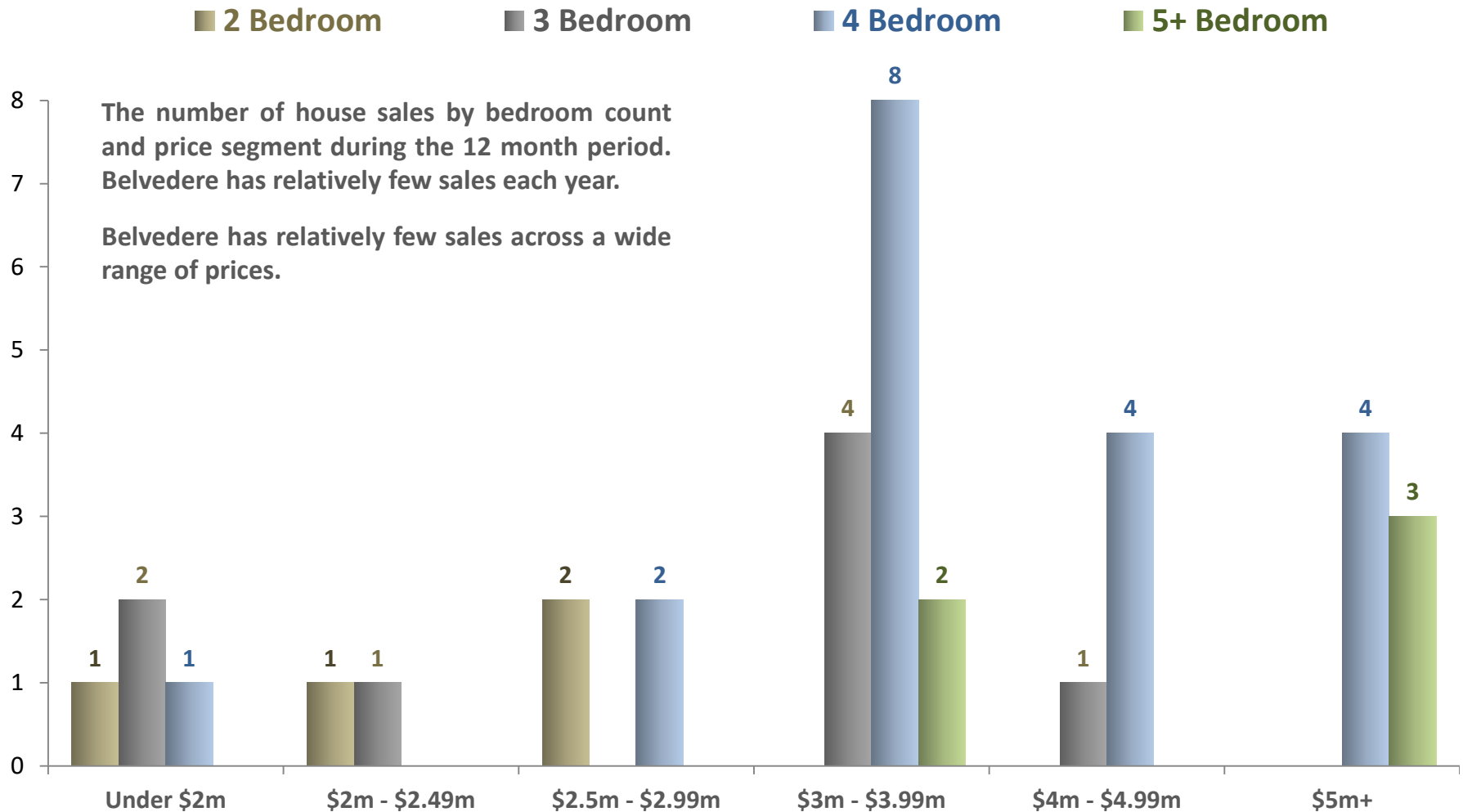
These figures are averages of 12 months of MSI readings from November 2018 through October 2019. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate. Outlier data was corrected when identified.

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Belvedere House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



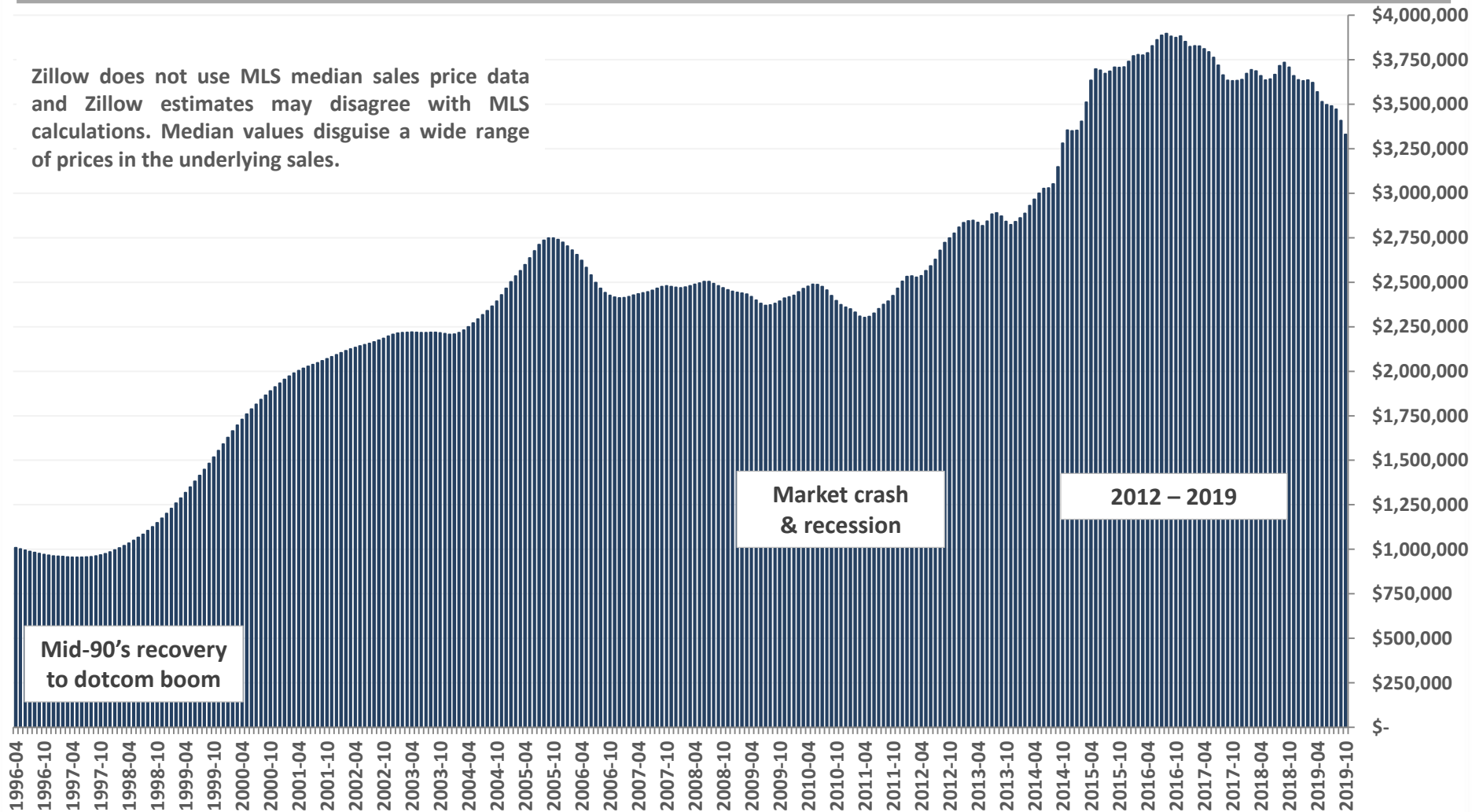
* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

Belvedere Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

Zillow does not use MLS median sales price data and Zillow estimates may disagree with MLS calculations. Median values disguise a wide range of prices in the underlying sales.



Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

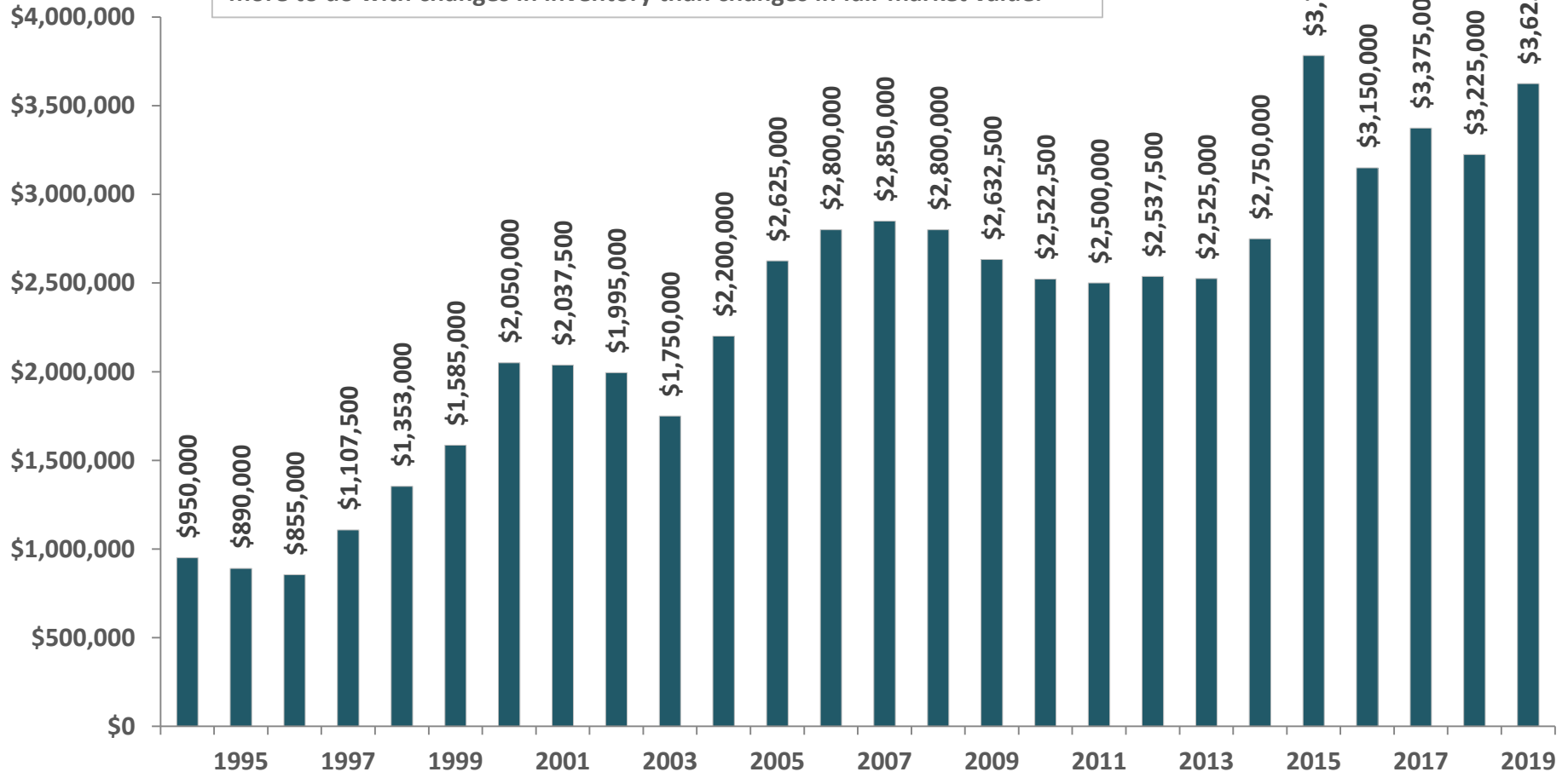
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Belvedere Home Price Trends

Median Sales Prices, 1994 to Present

Sales reported to MLS

Outsized jumps up and down in annual median sales prices in very expensive communities with relatively small numbers of sales typically has more to do with changes in inventory than changes in fair market value.



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 typically disguises a huge range of values in the underlying individual sales. Data from sources deemed reliable but may contain errors and is subject to revision. All numbers should be considered approximations.

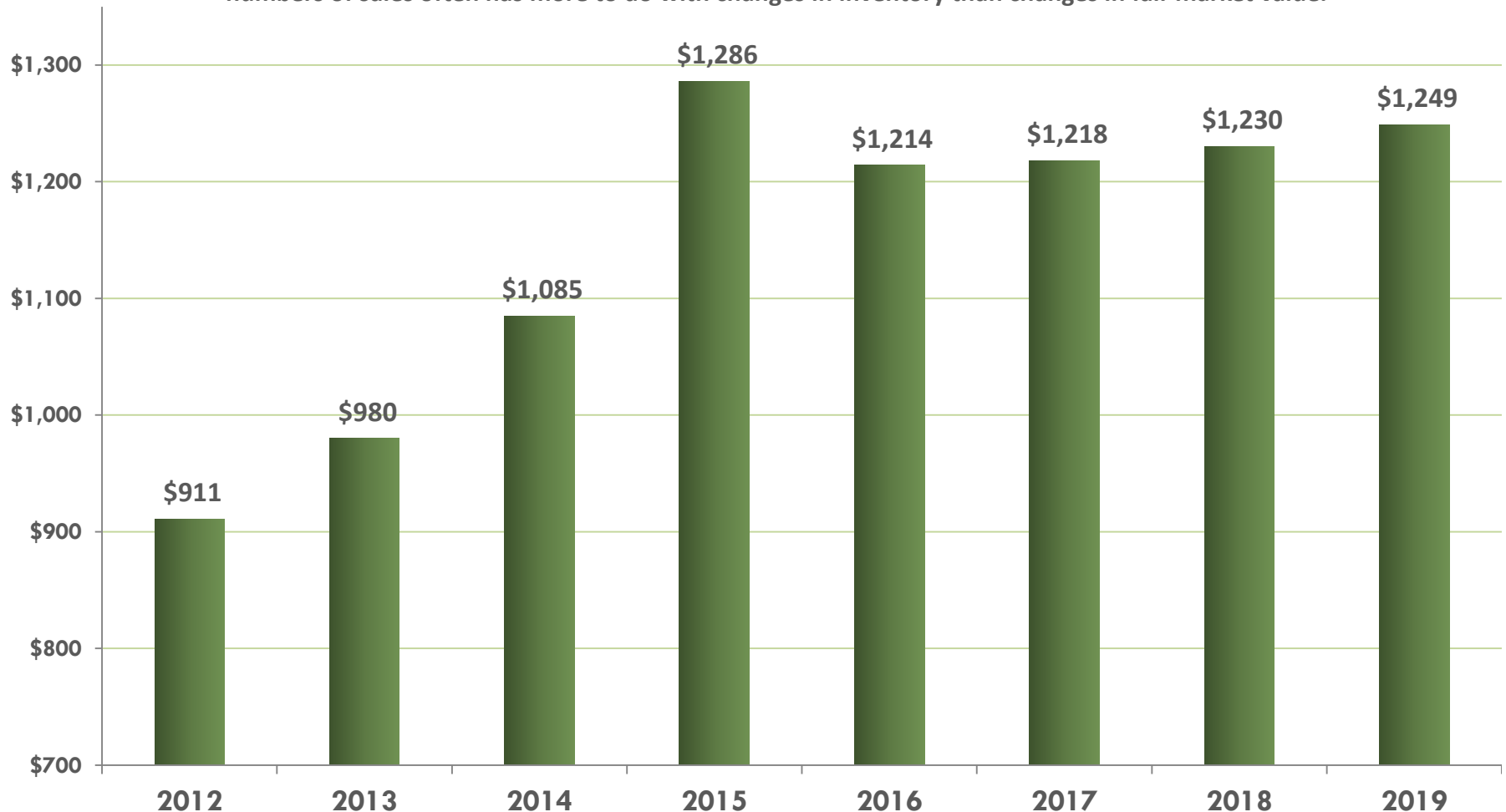
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Belvedere House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS

Outsized jumps up and down in value statistics in very expensive communities with relatively small numbers of sales often has more to do with changes in inventory than changes in fair market value.



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Corte Madera House Values

House Sales in 2019*

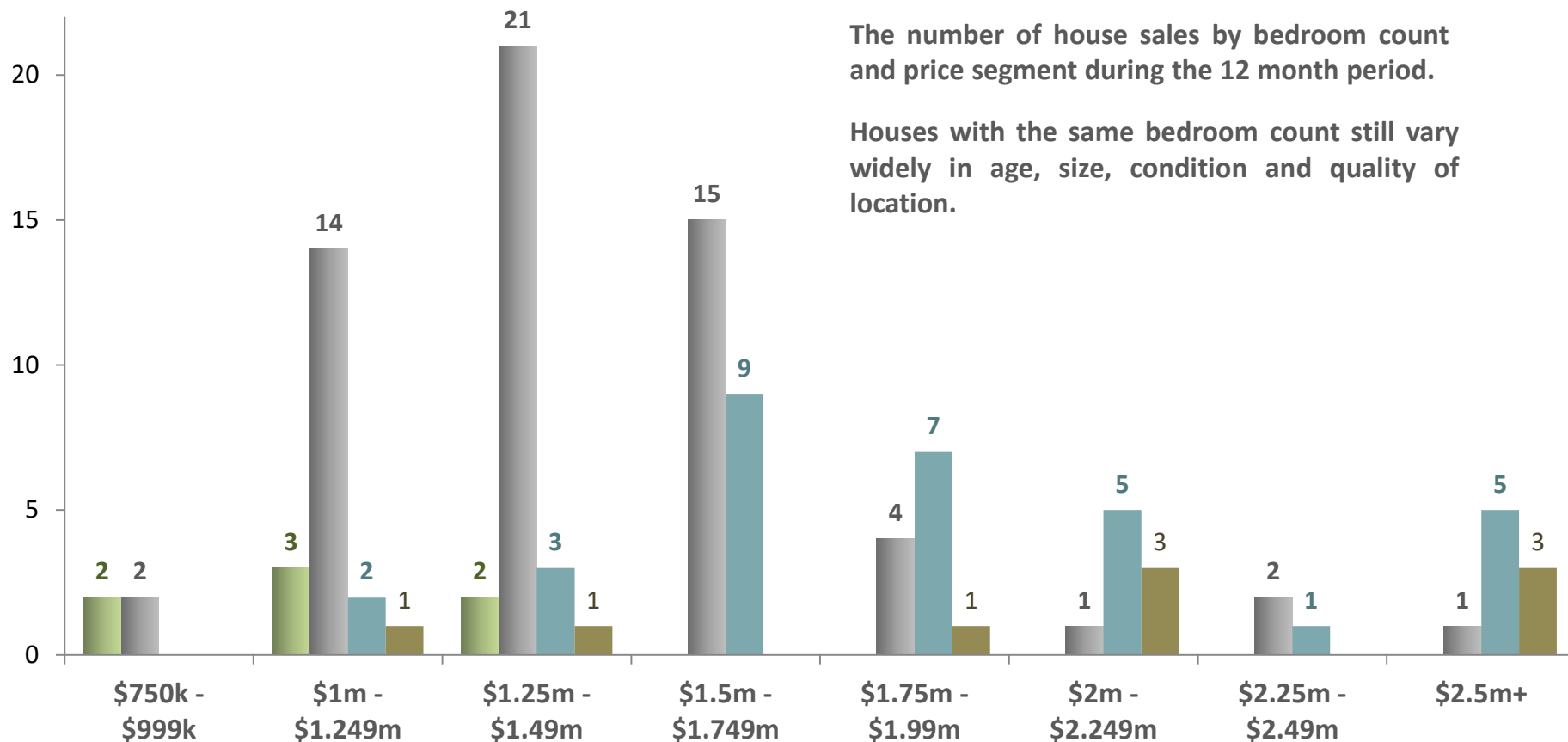
Sales reported to MLS, per Broker Metrics

■ 2 Bedroom

■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom



* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

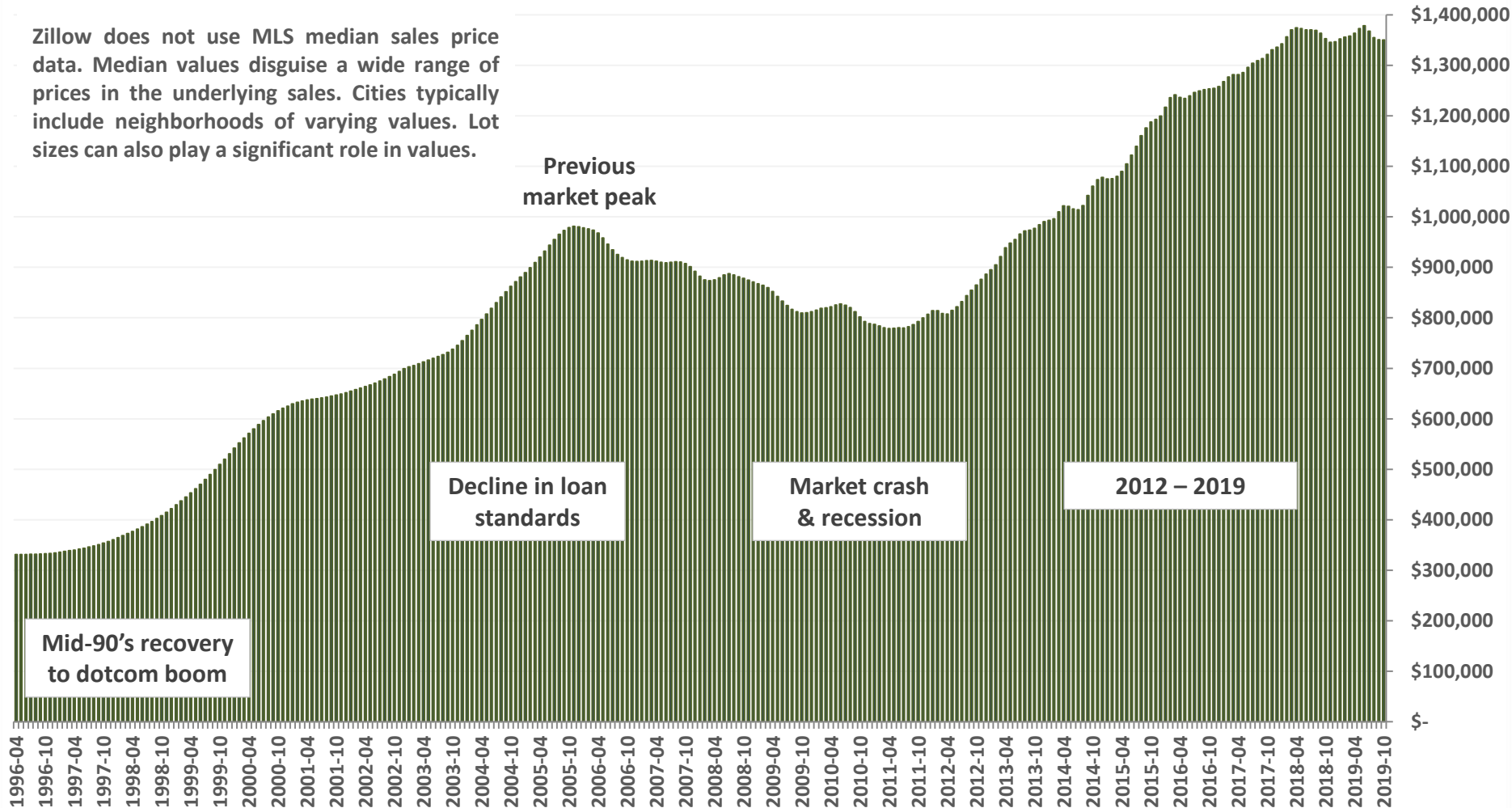
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Corte Madera Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

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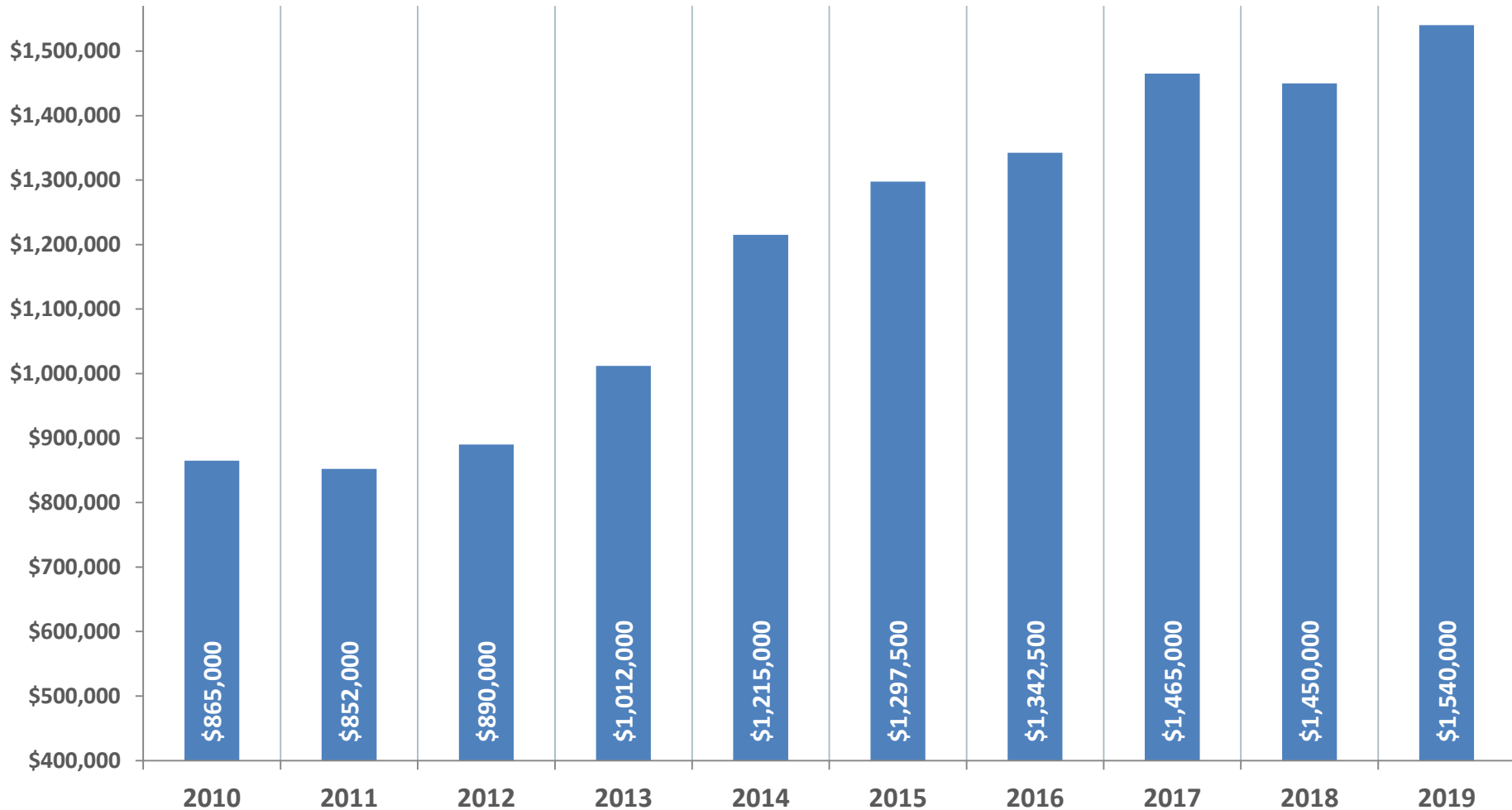
Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

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Corte Madera Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



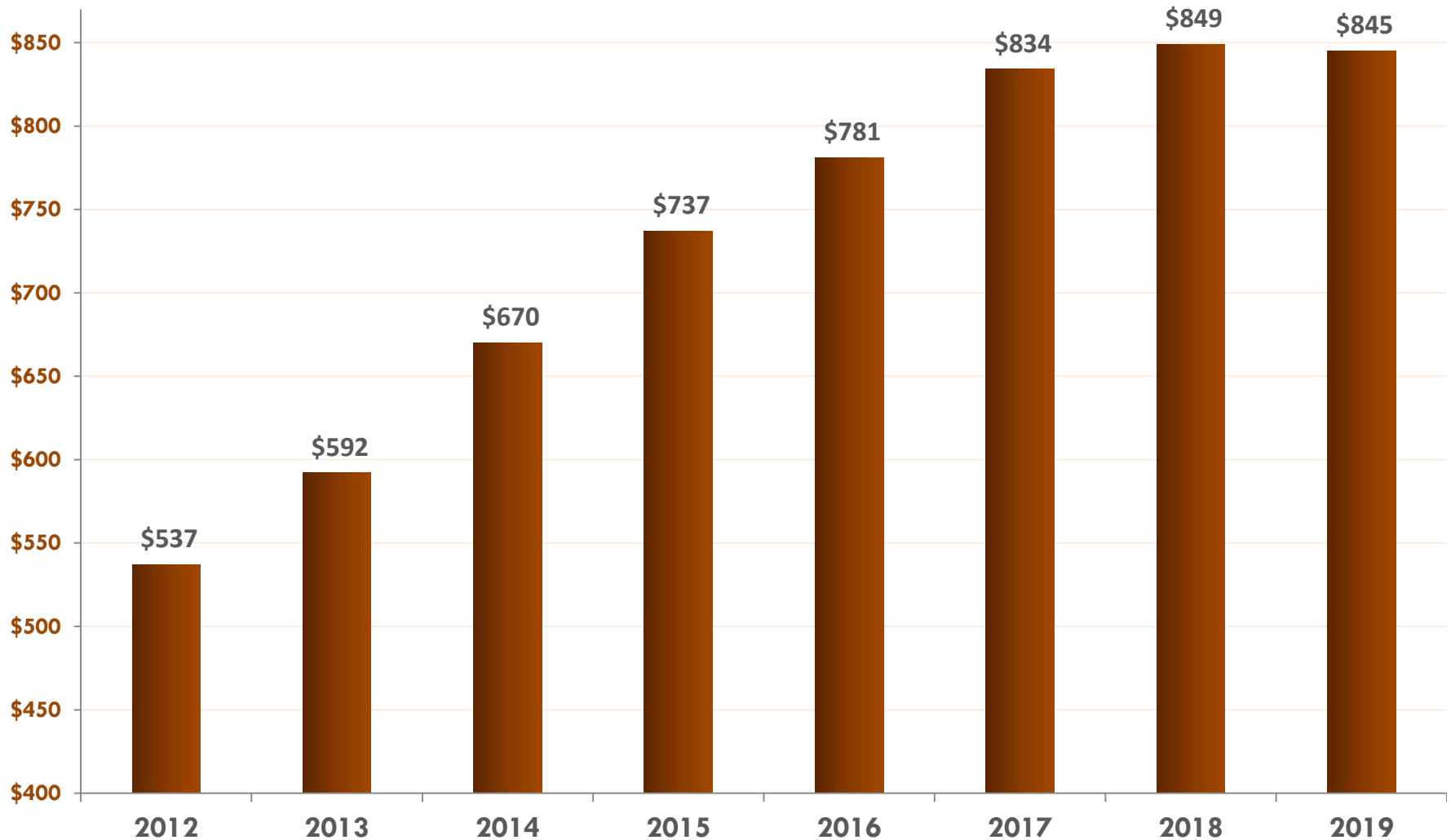
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Corte Madera House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



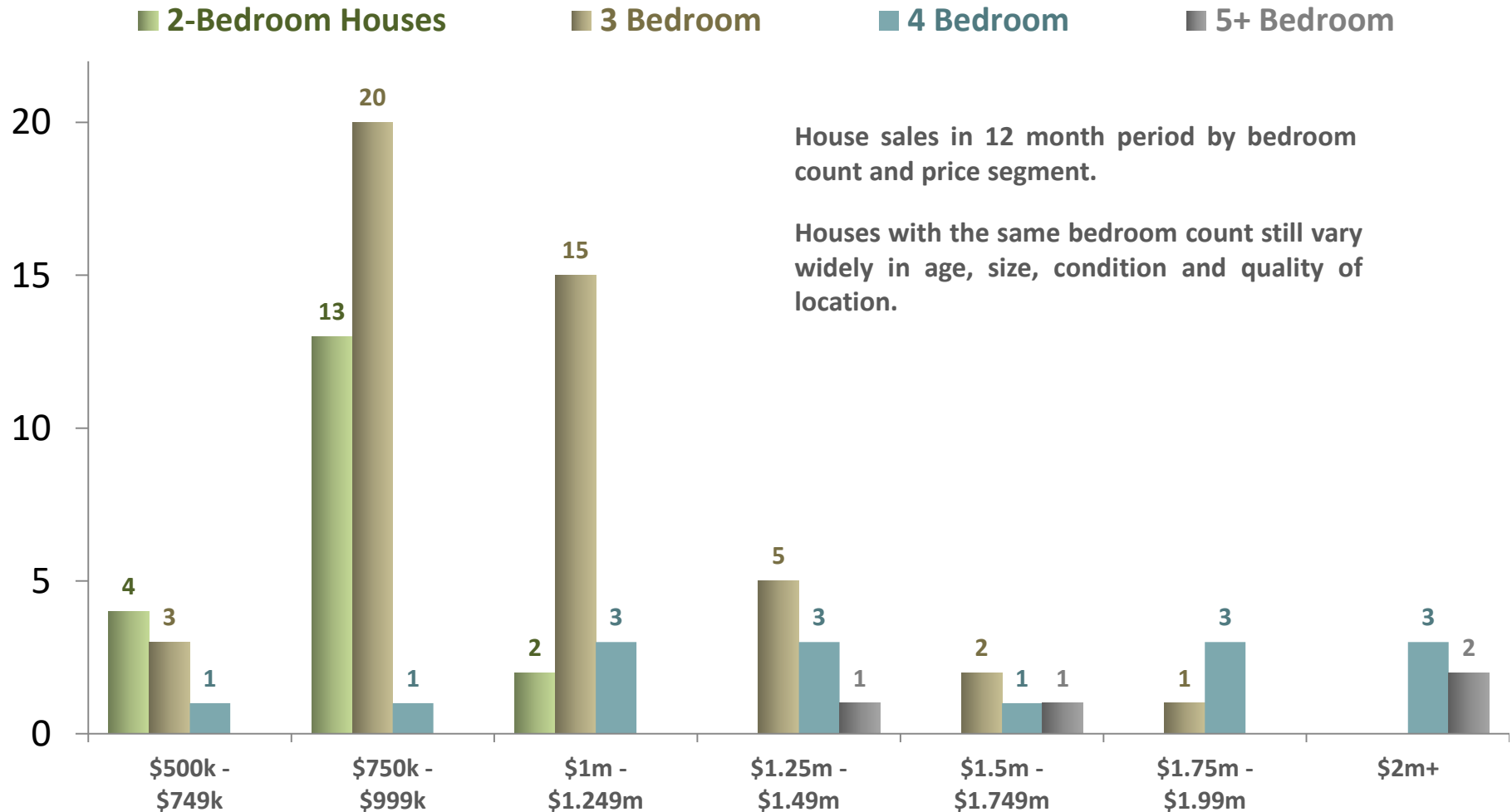
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Fairfax House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



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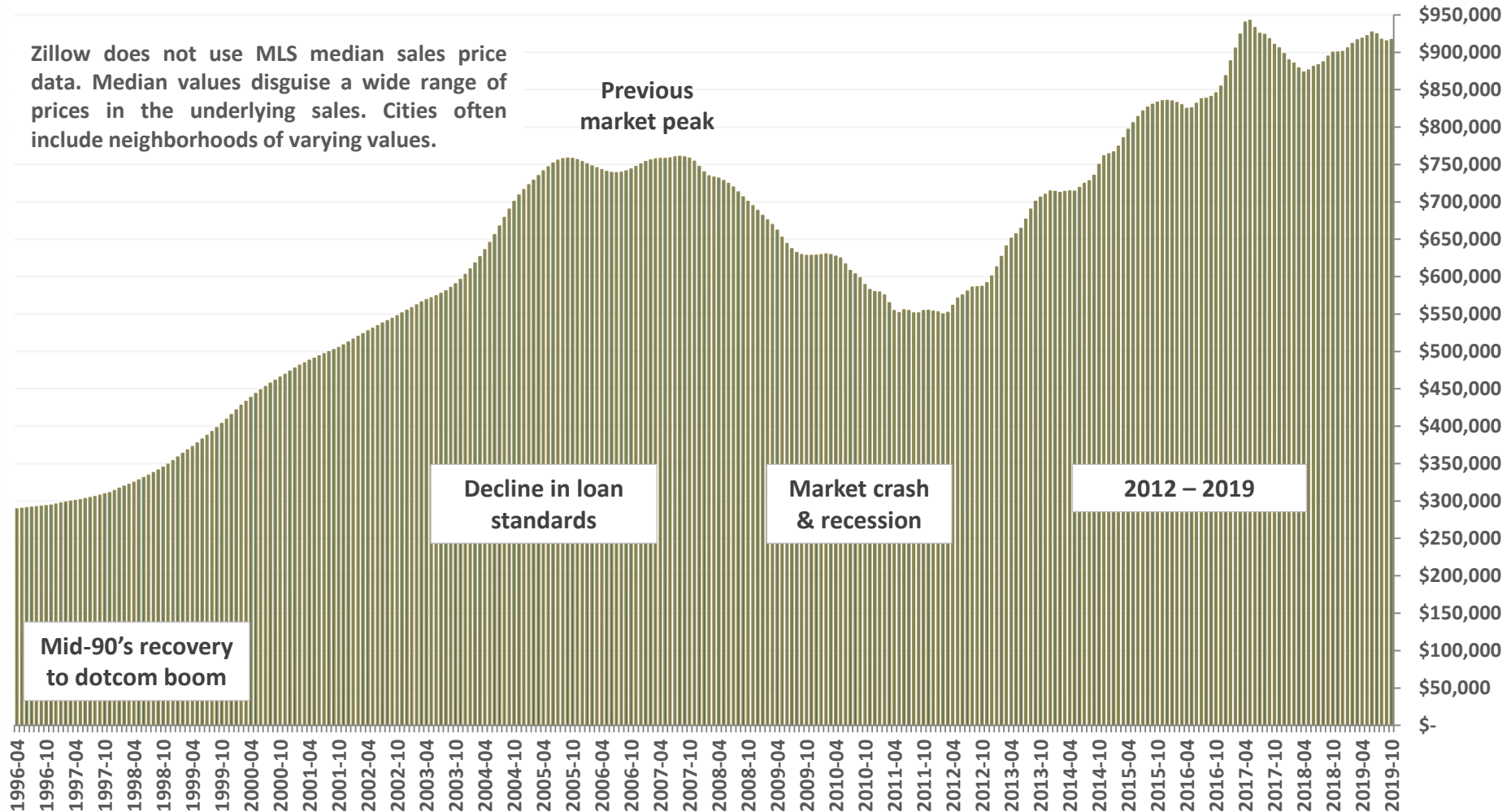
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Fairfax Home Price Appreciation

Median House Values, 1996 – Present

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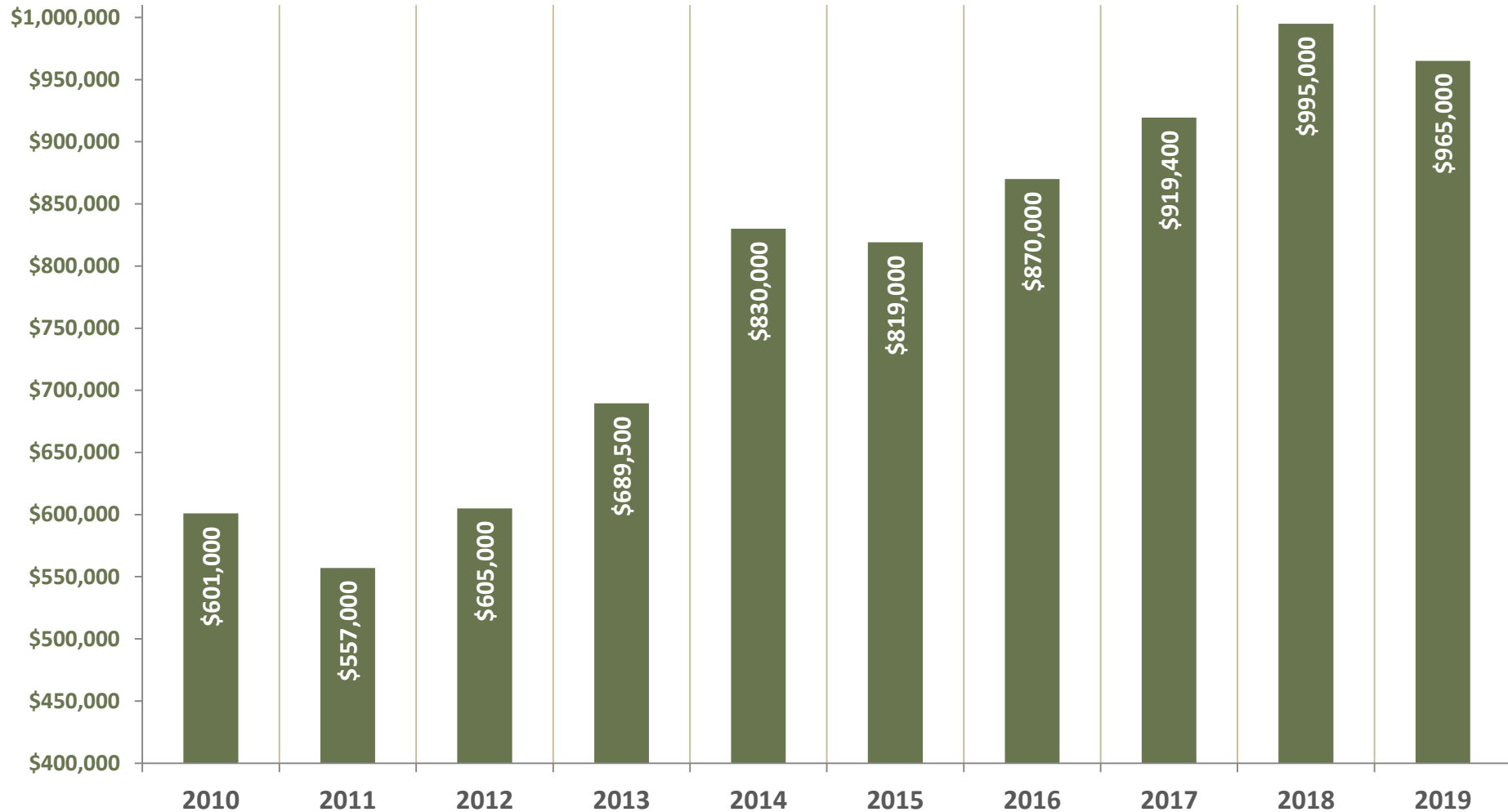
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Fairfax Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



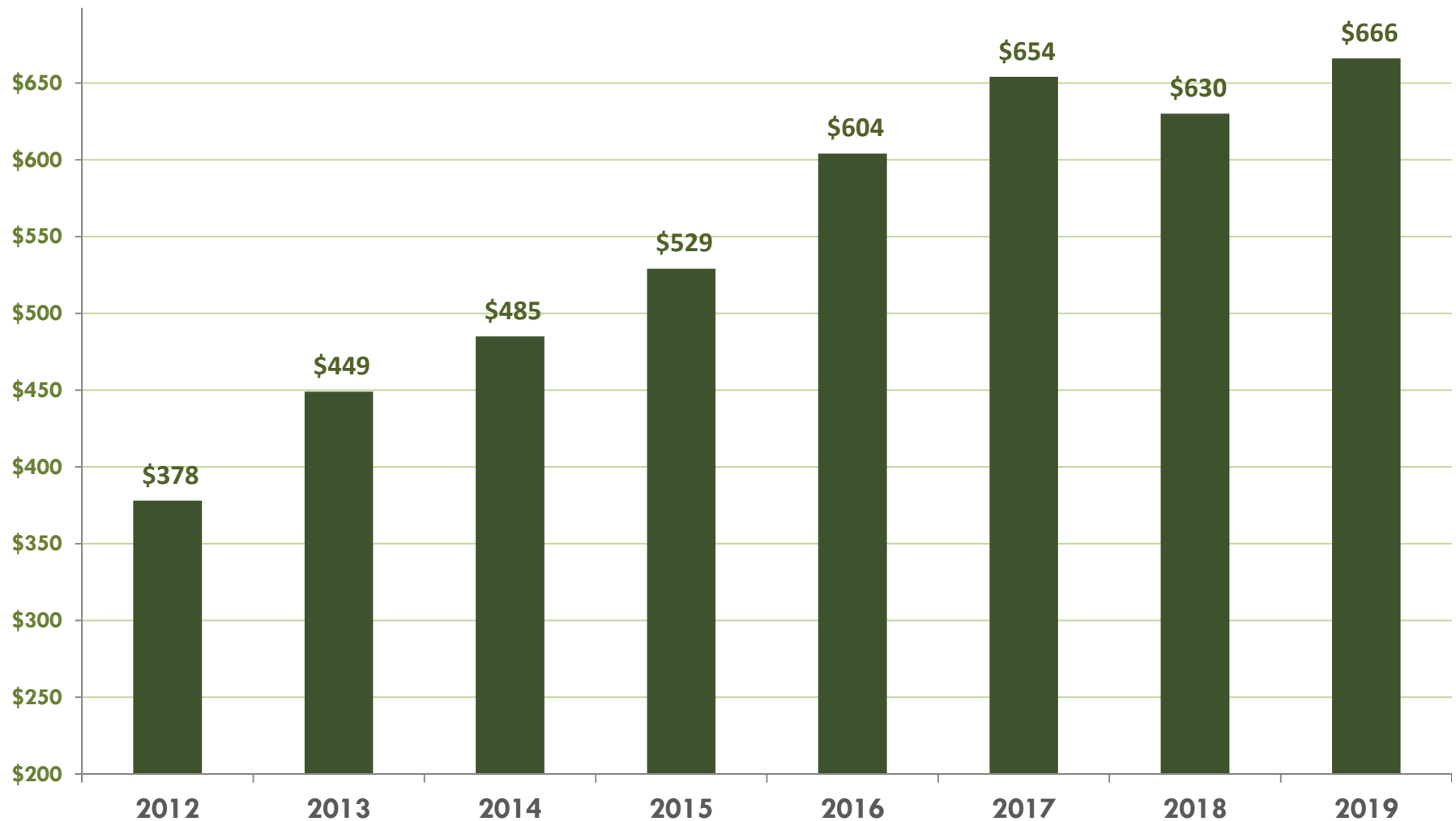
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Fairfax House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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Greenbrae House Values

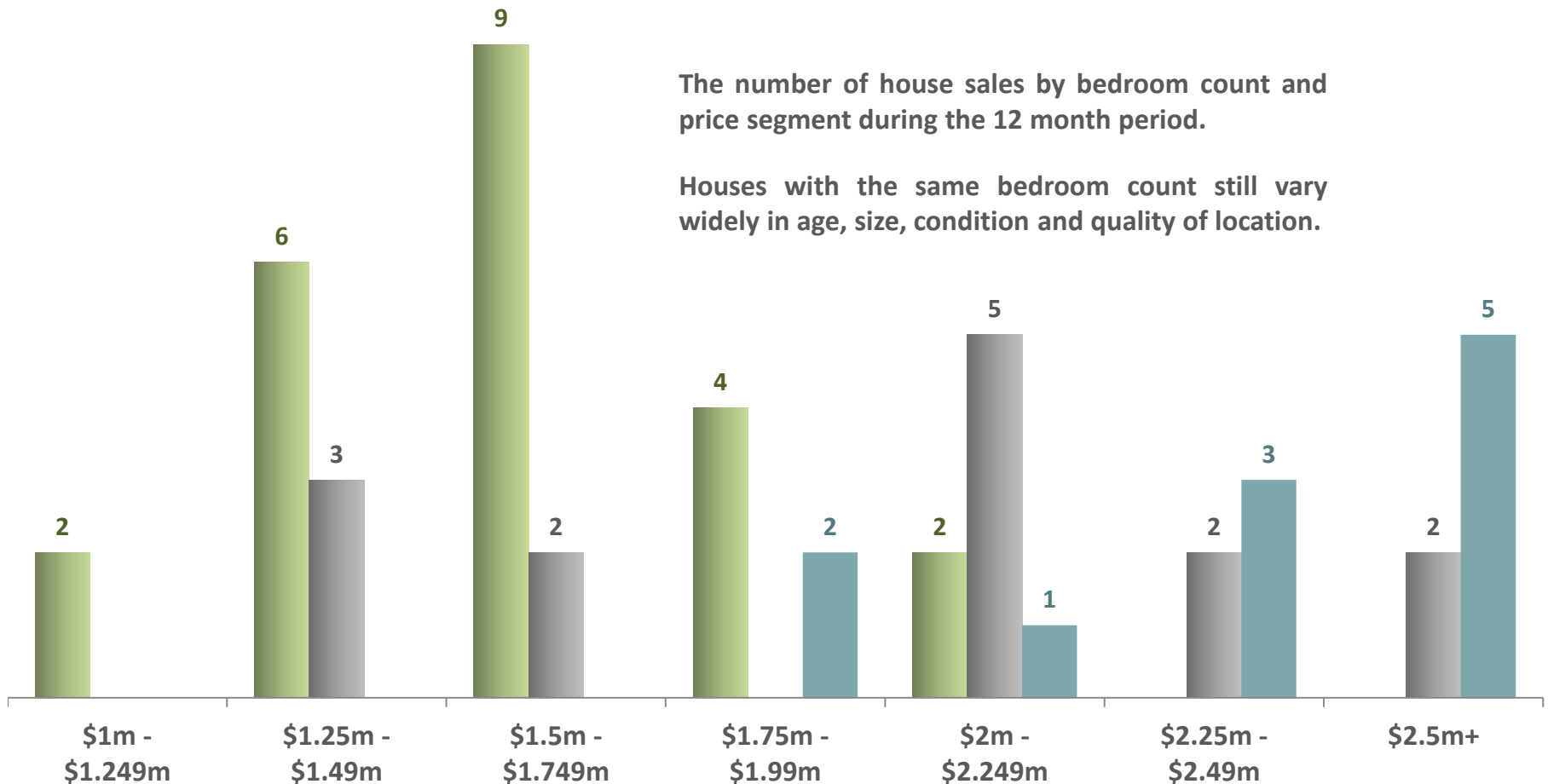
House Sales in 2019*

Sales reported to MLS, per Broker Metrics

■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom



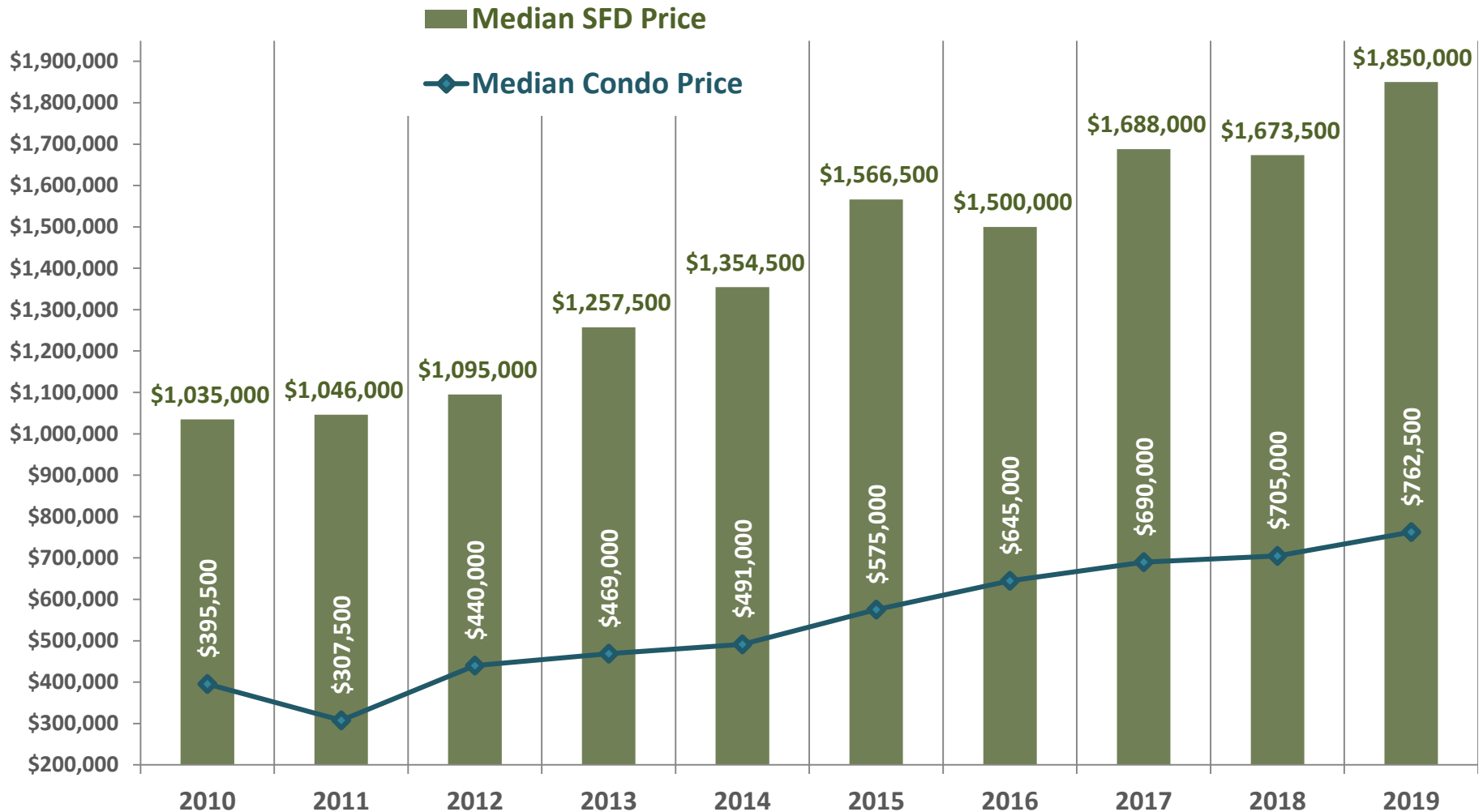
* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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Greenbrae Home Price Trends

Median House & Condo Sales Prices, 2010 to Present

Sales reported to MLS



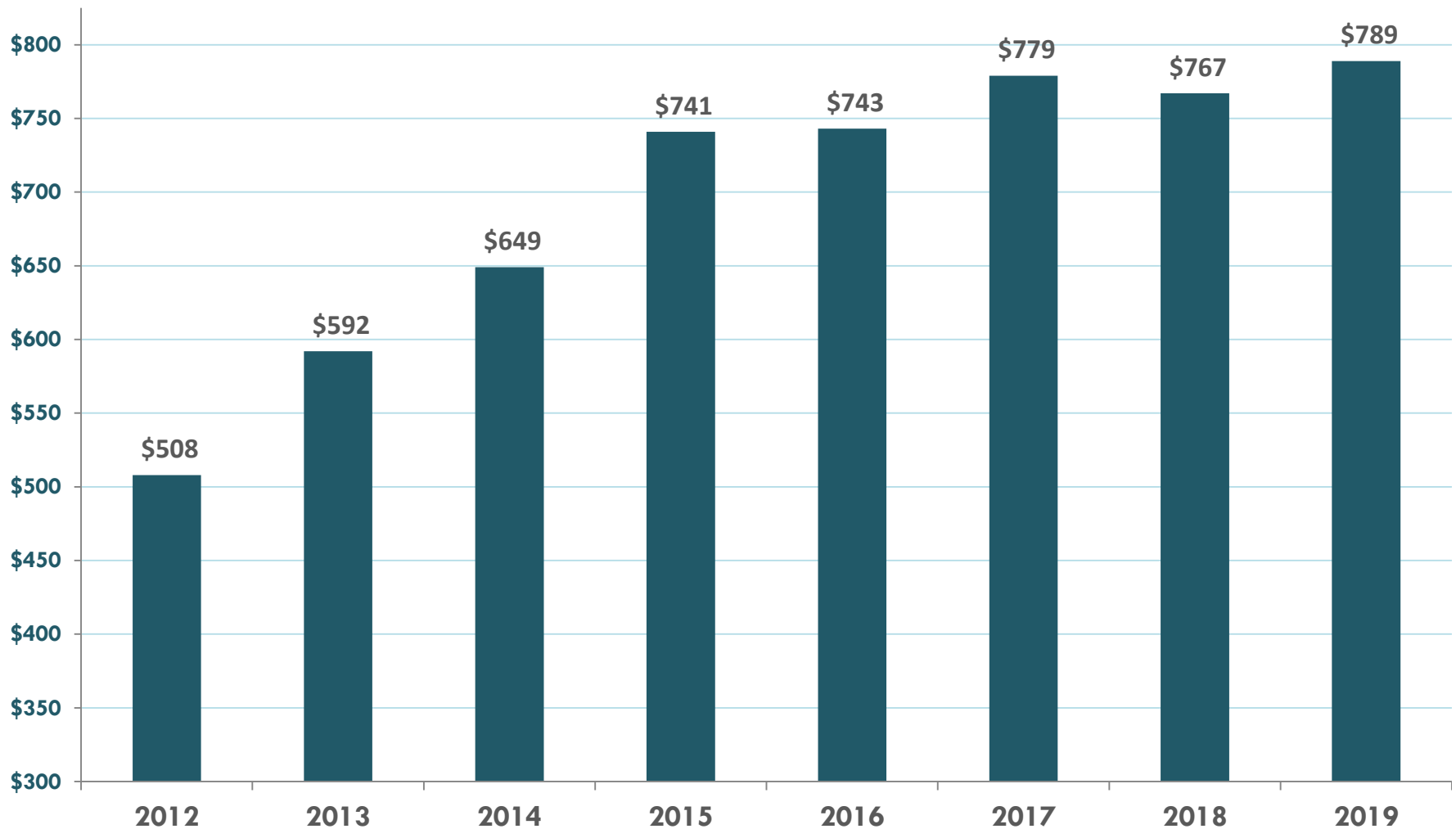
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Greenbrae House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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Kentfield House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics

■ 2 Bedroom

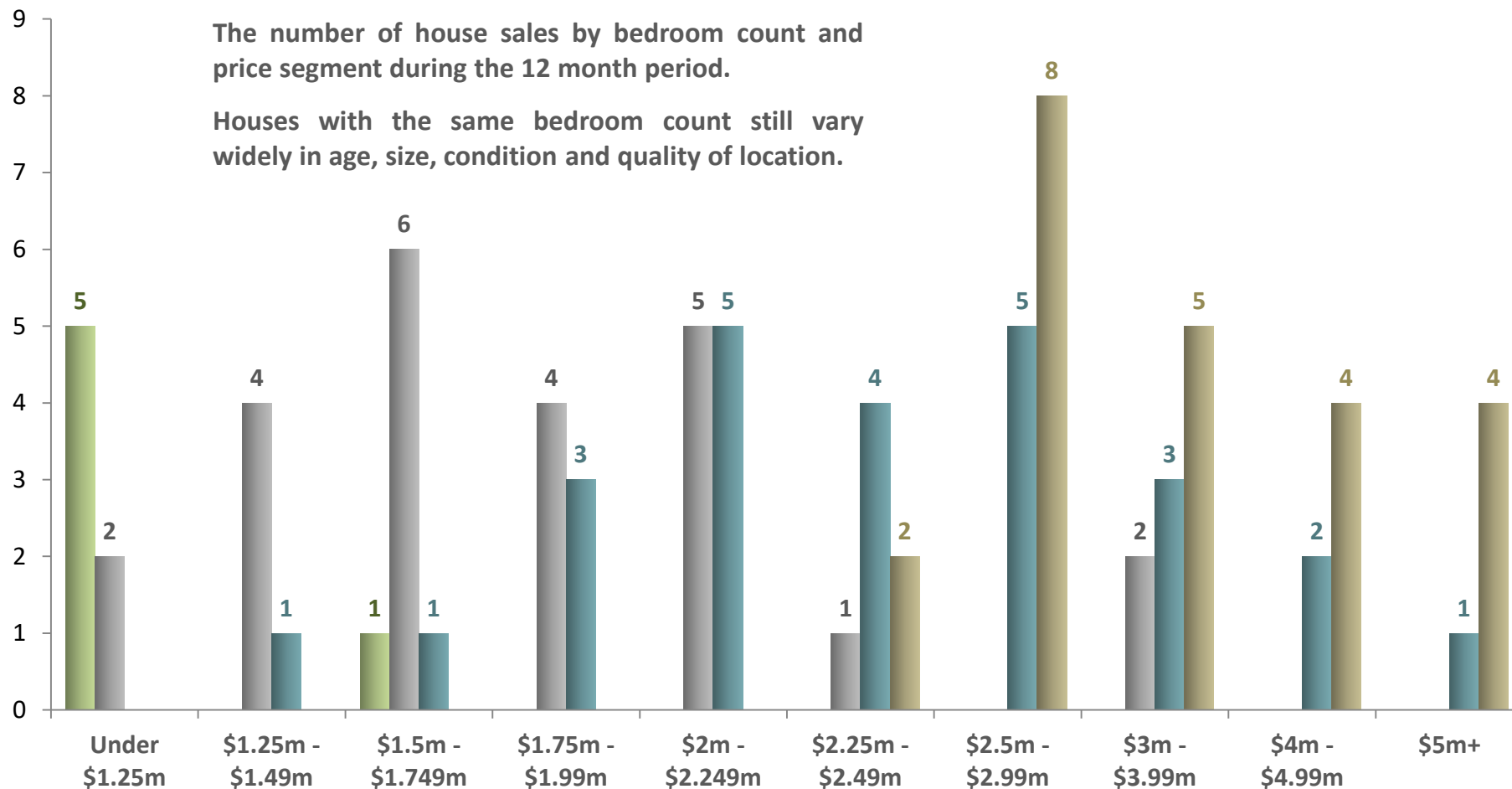
■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom

The number of house sales by bedroom count and price segment during the 12 month period.

Houses with the same bedroom count still vary widely in age, size, condition and quality of location.



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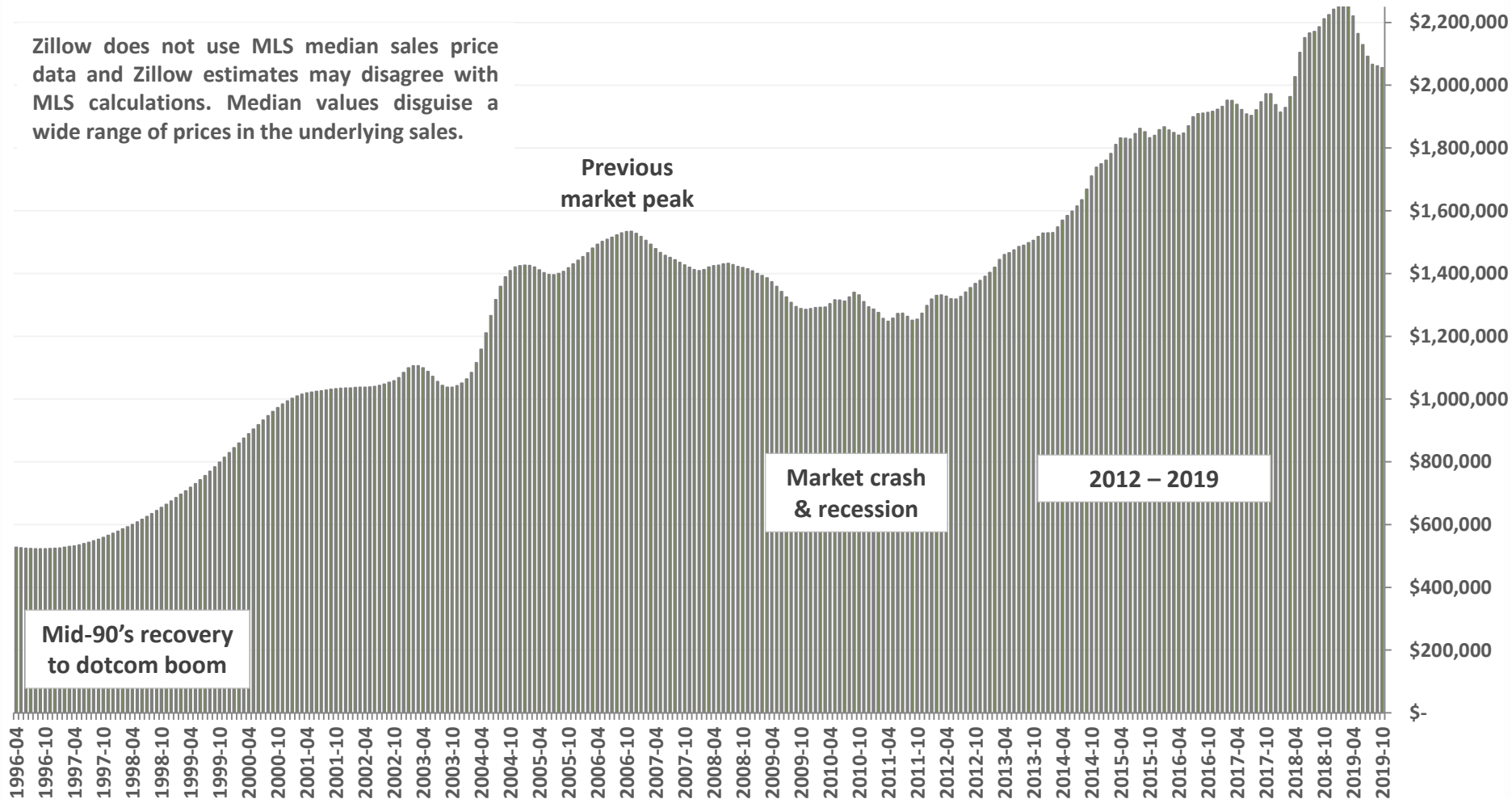
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Kentfield Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

Zillow does not use MLS median sales price data and Zillow estimates may disagree with MLS calculations. Median values disguise a wide range of prices in the underlying sales.



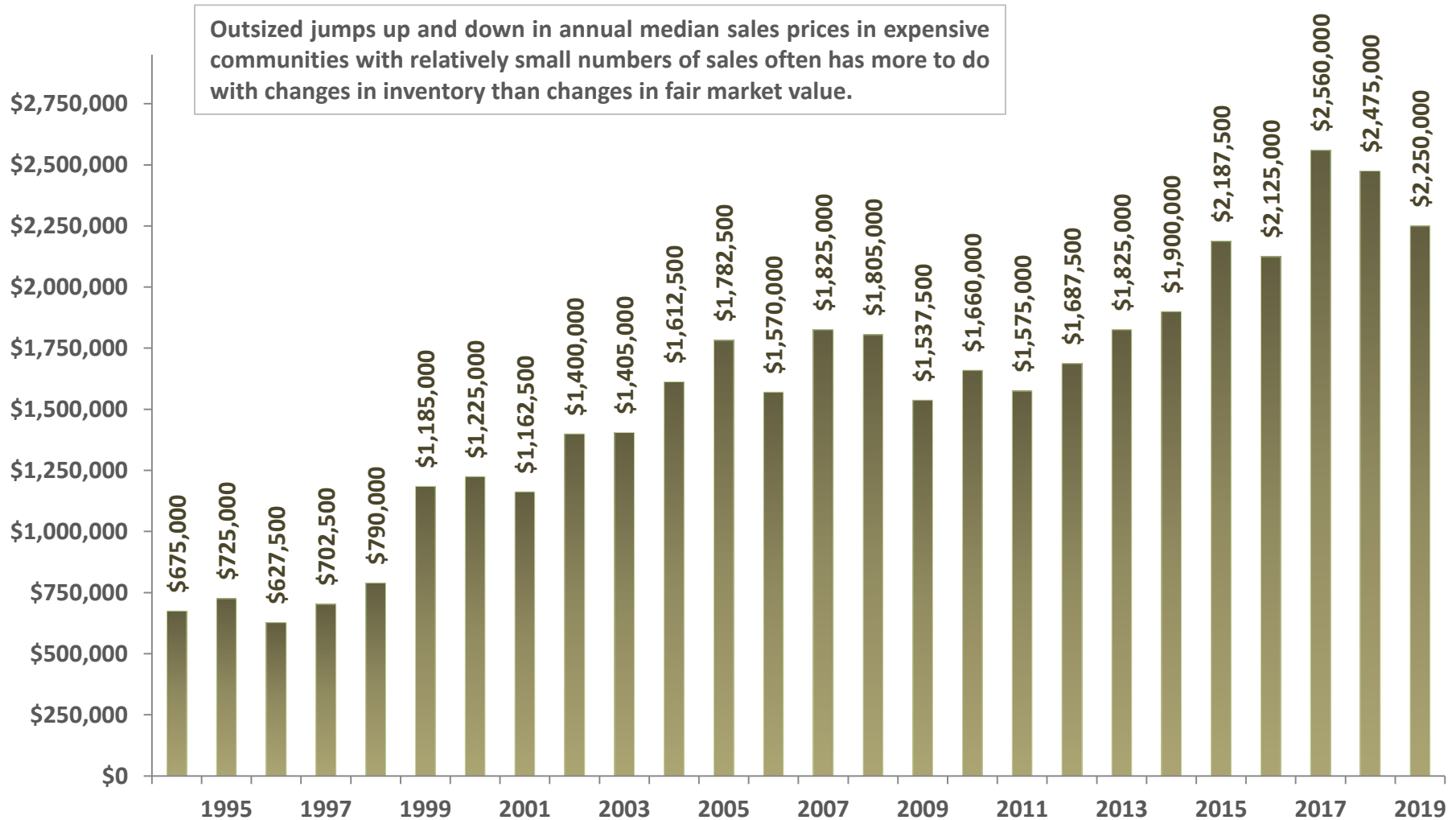
Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

COMPASS

Kentfield Home Price Trends

Median Sales Prices, 1994 to Present

Sales reported to MLS

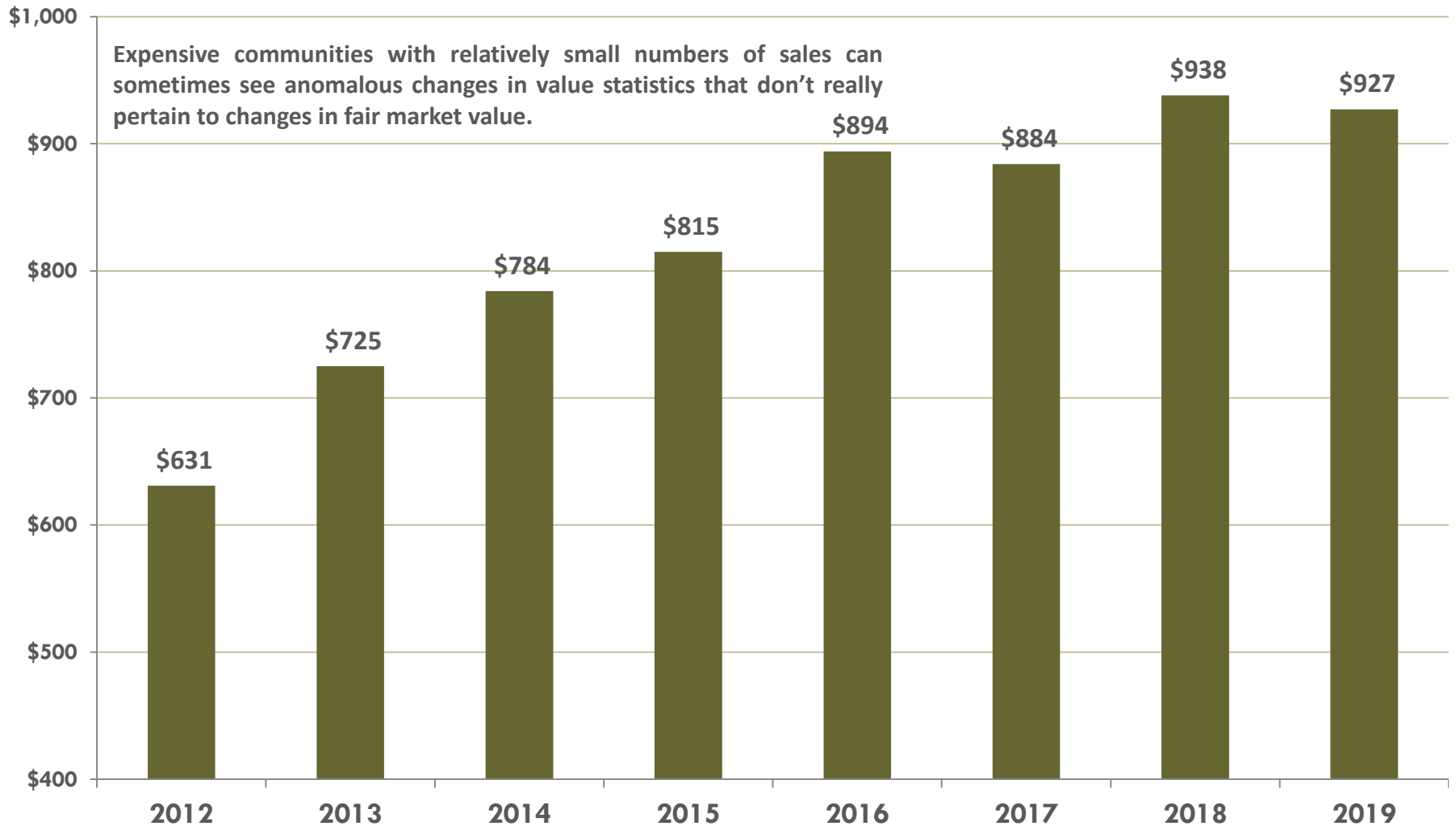


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Kentfield House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



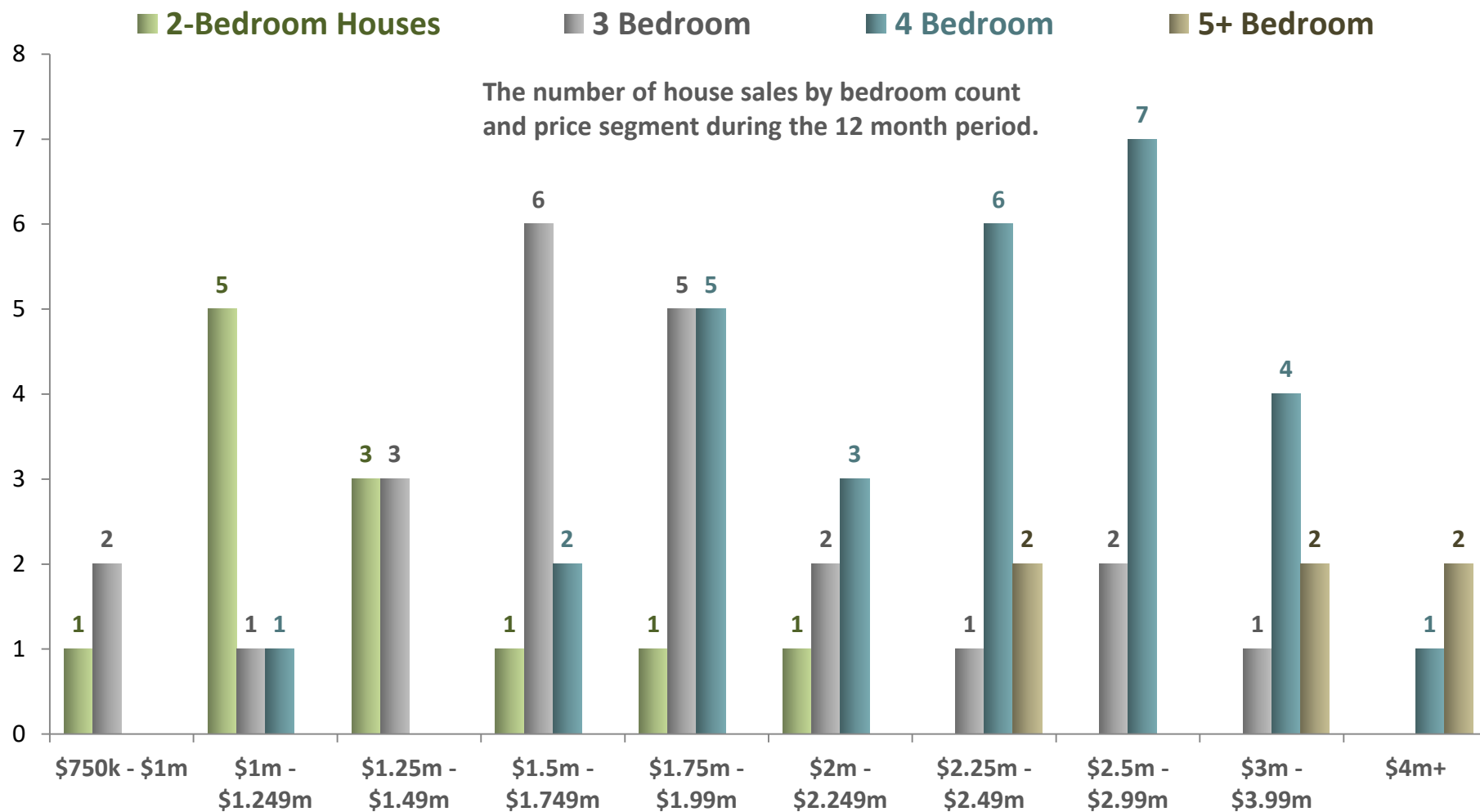
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COMPASS

Larkspur House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

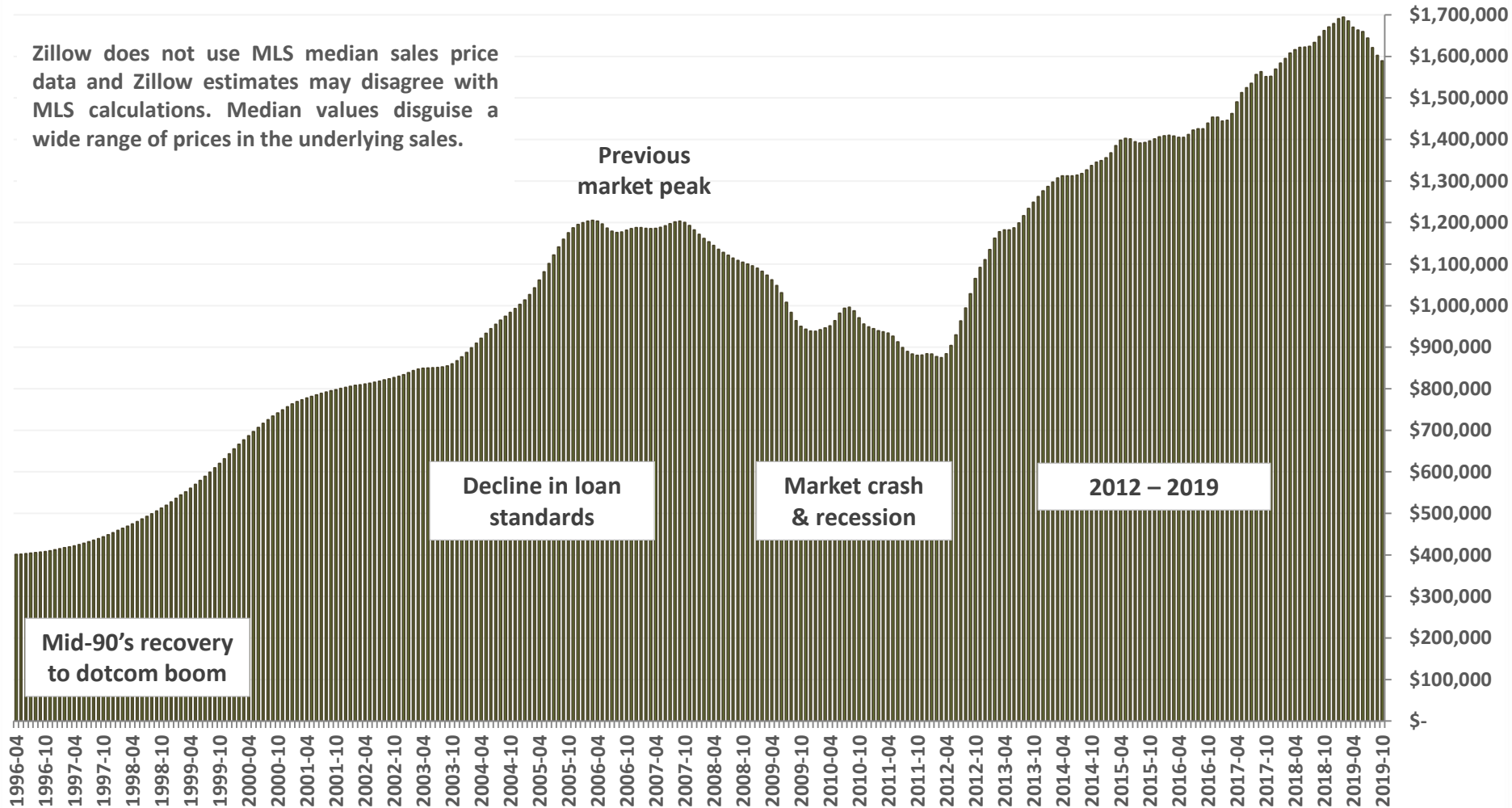
COMPASS

Larkspur Home Price Appreciation

Median House Values, 1996 – Present

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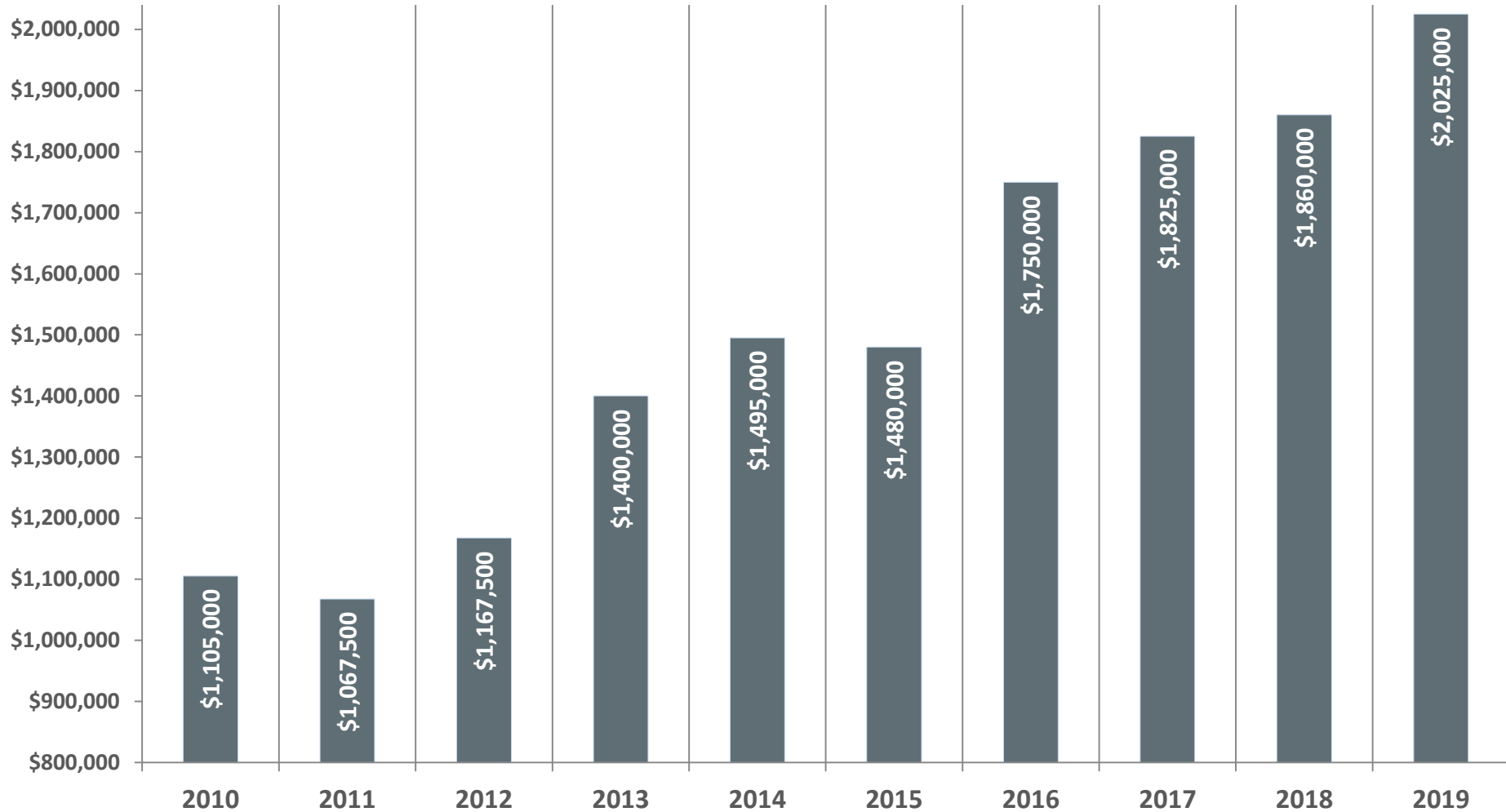
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COMPASS

Larkspur Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



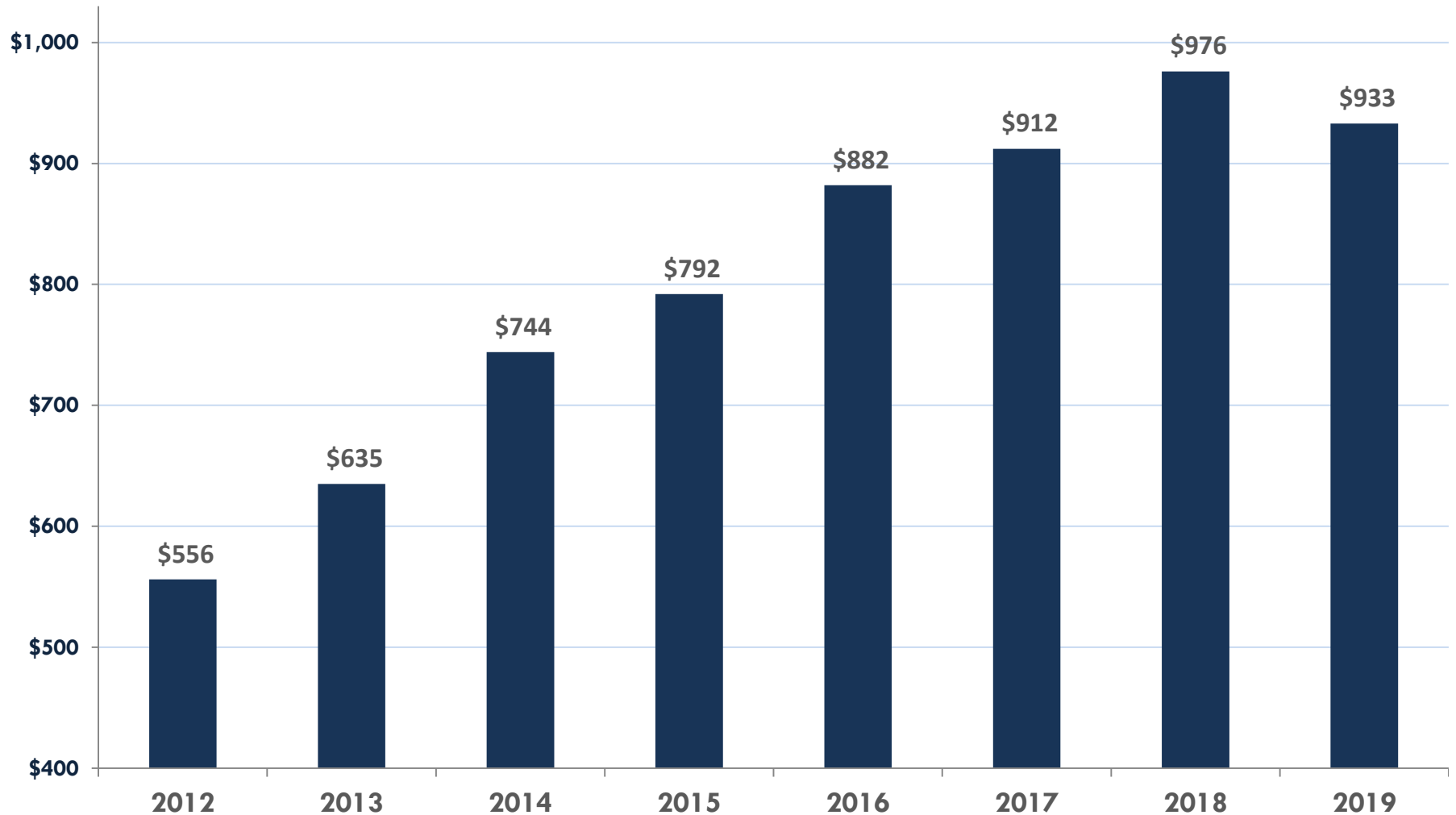
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COMPASS

Larkspur House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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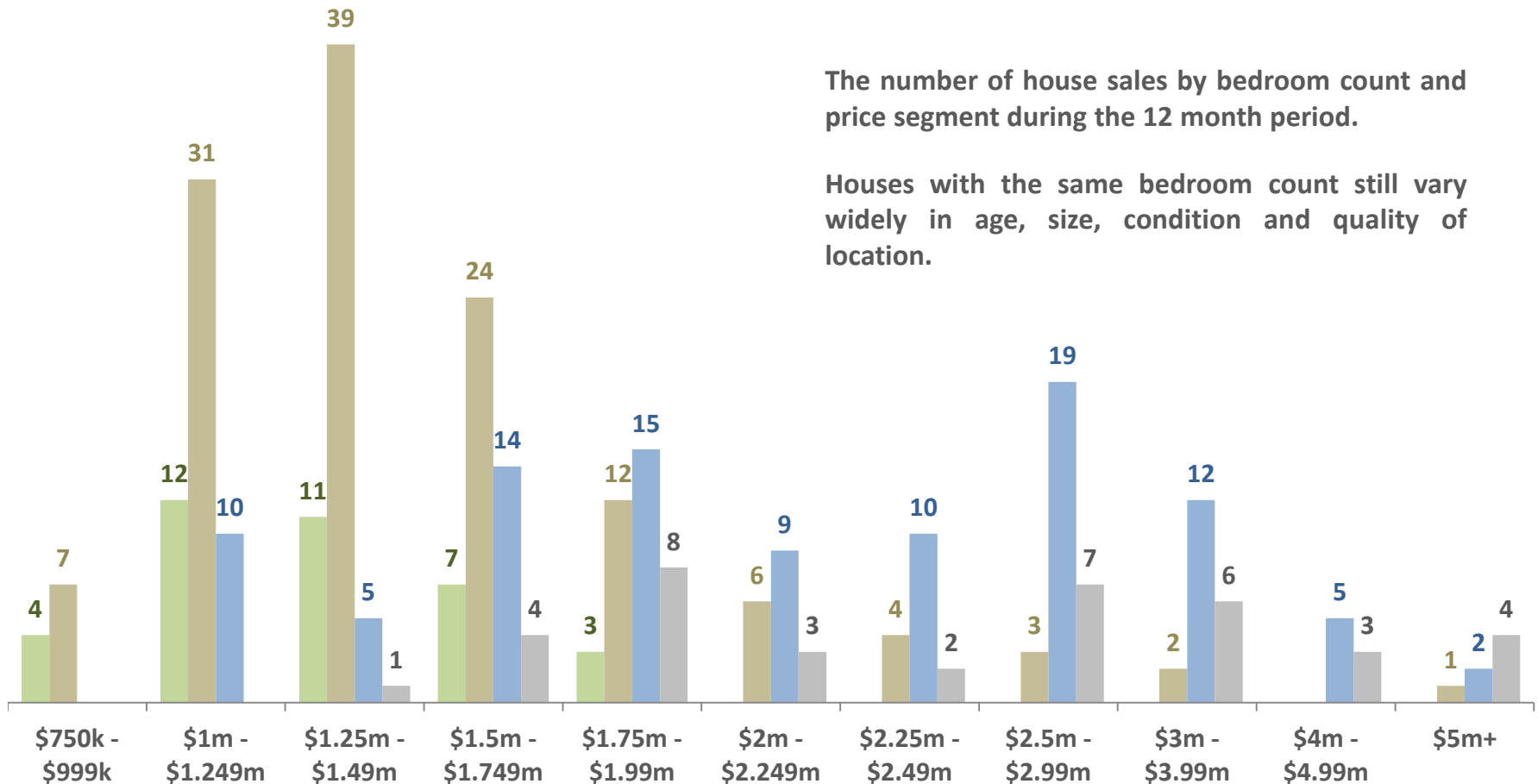
COMPASS

Mill Valley House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics

■ 2-Bedroom Houses ■ 3 Bedroom ■ 4 Bedroom ■ 5+ Bedroom



The number of house sales by bedroom count and price segment during the 12 month period.

Houses with the same bedroom count still vary widely in age, size, condition and quality of location.

* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

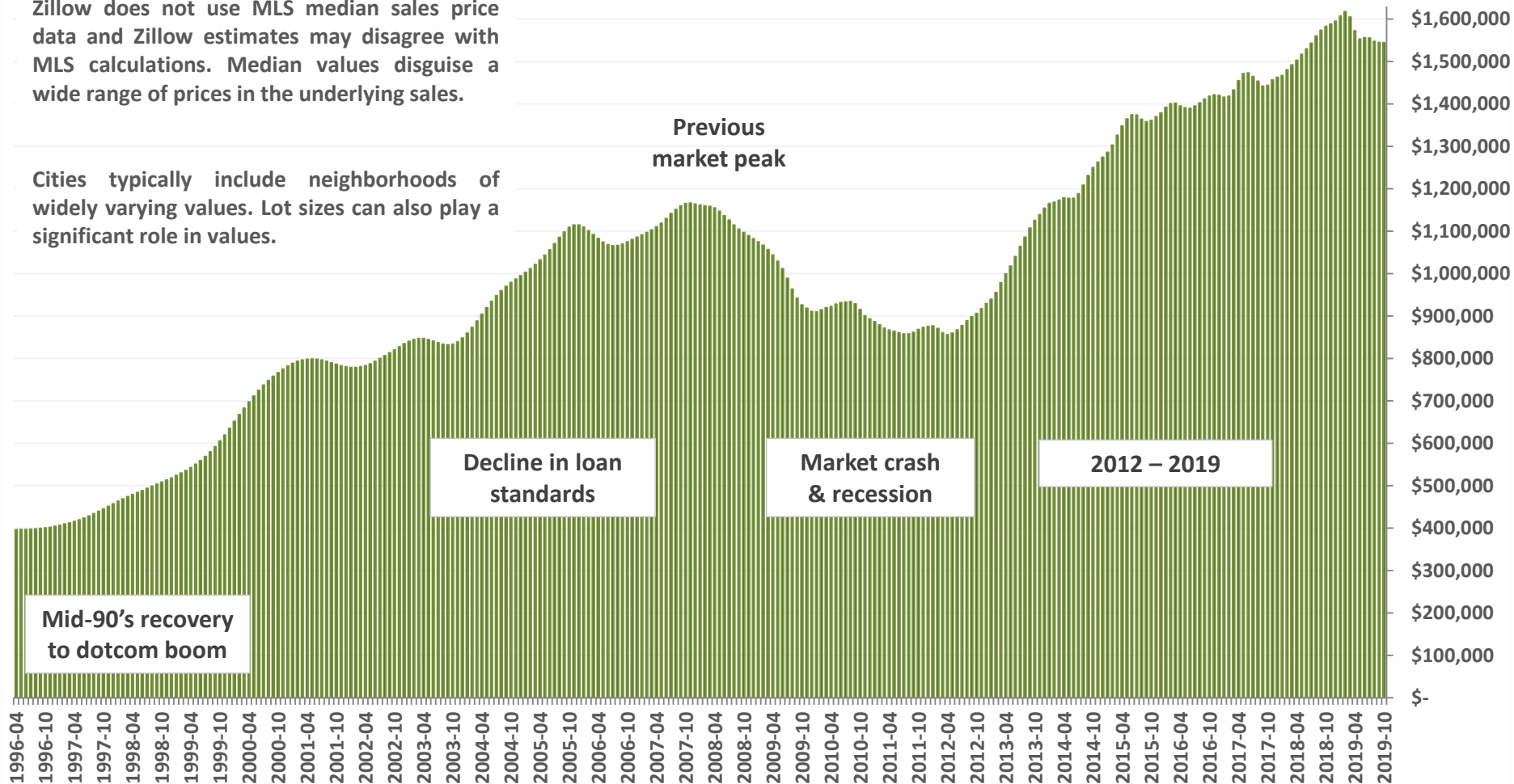
Mill Valley Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

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Cities typically include neighborhoods of widely varying values. Lot sizes can also play a significant role in values.



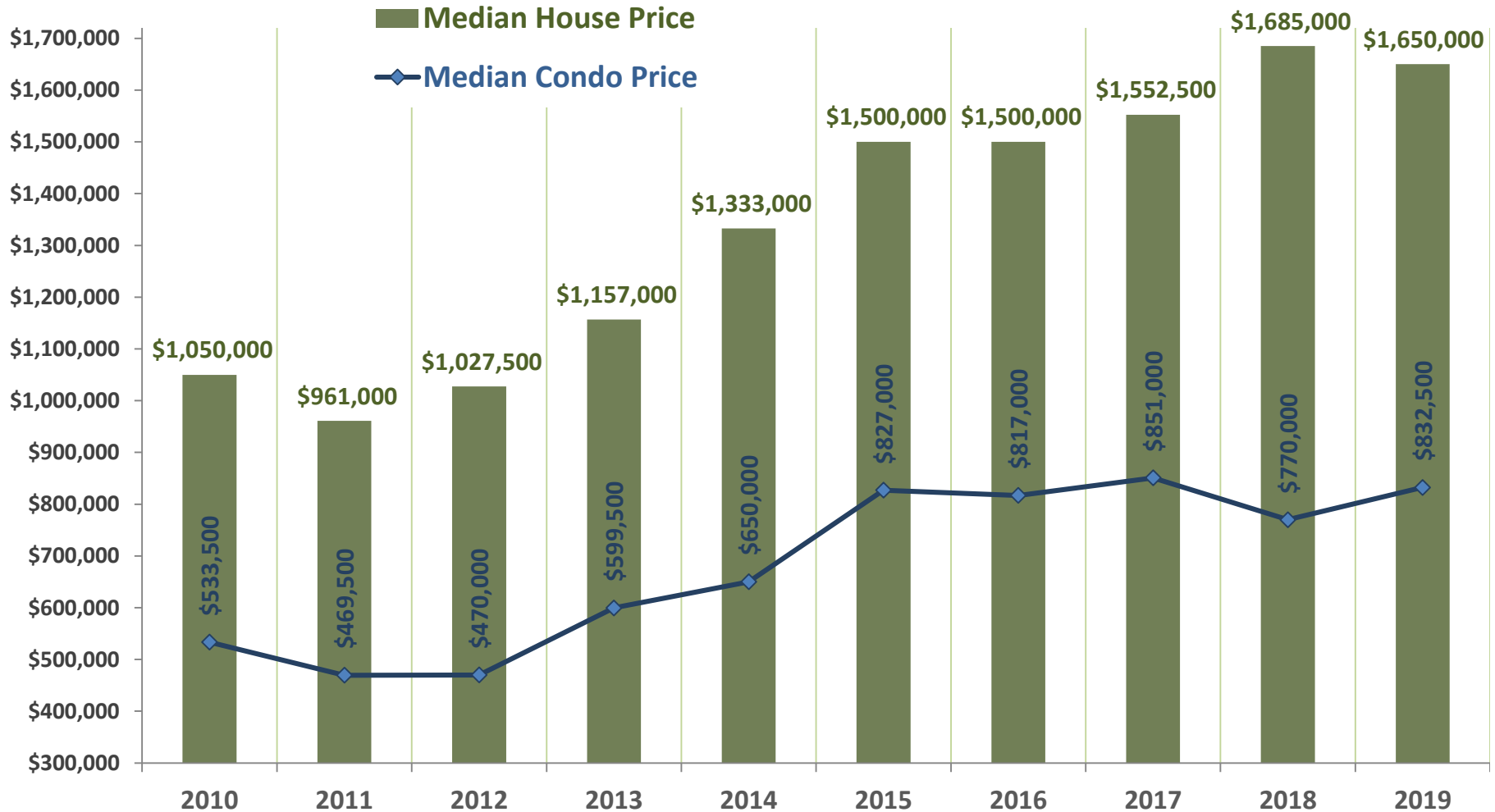
Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

COMPASS

Mill Valley Home Price Trends

Median House & Condo Sales Prices, 2010 to Present

Sales reported to MLS



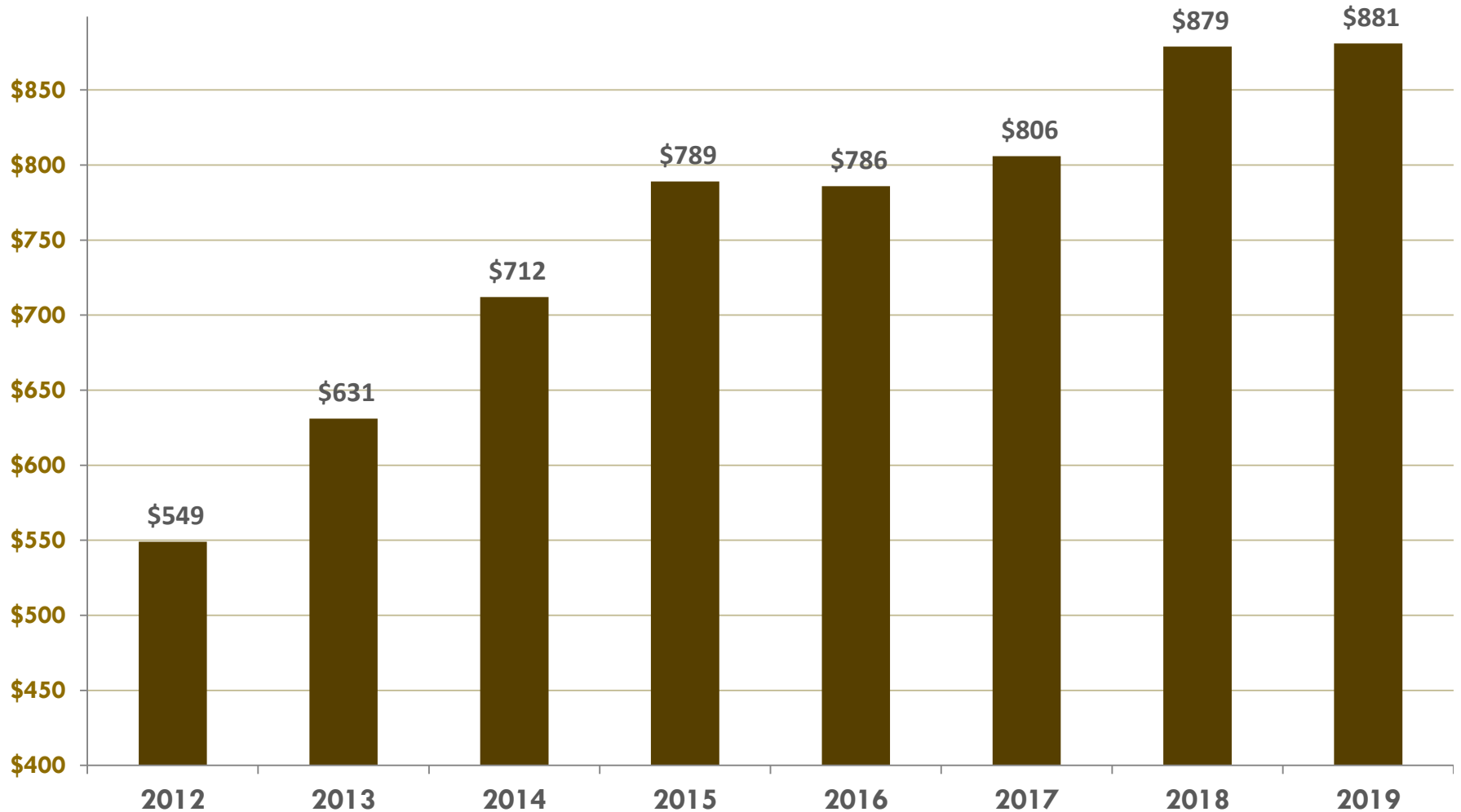
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COMPASS

Mill Valley House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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COMPASS

Novato House Values

House Sales in 2019*

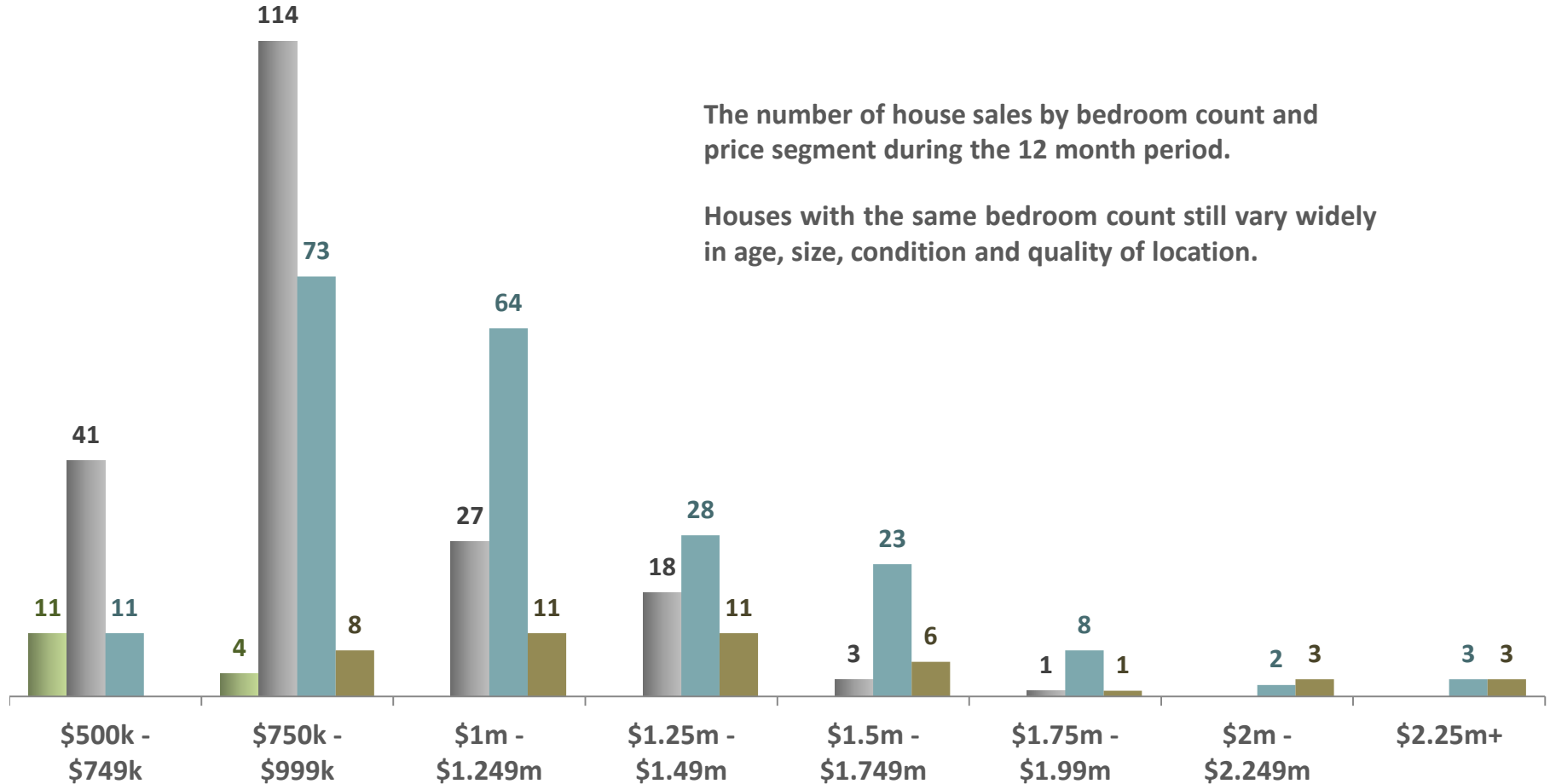
Sales reported to MLS, per Broker Metrics

■ 2-Bedroom Houses

■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom



* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

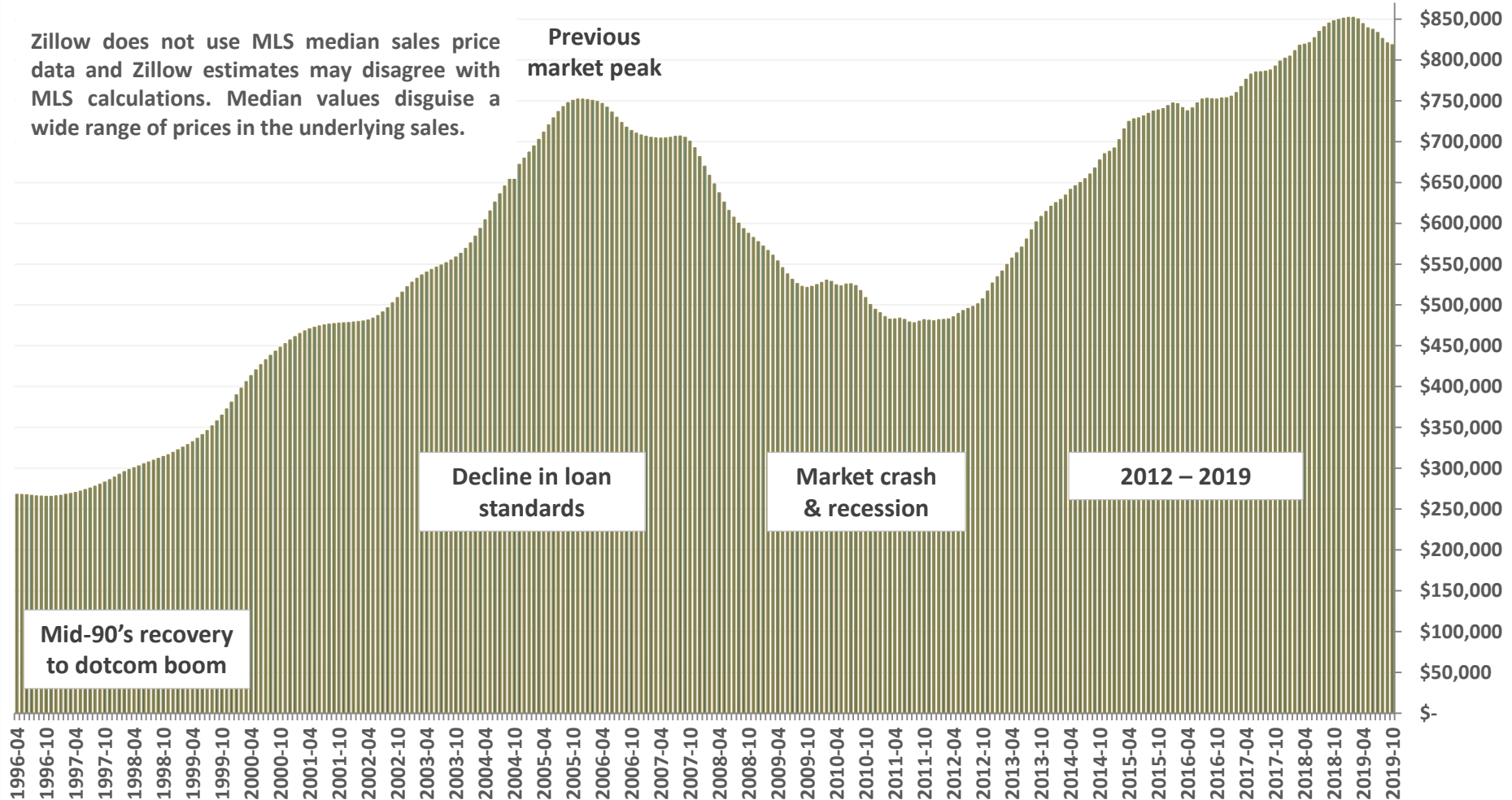
COMPASS

Novato Home Price Appreciation

Median House Values, 1996 – Present

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Zillow does not use MLS median sales price data and Zillow estimates may disagree with MLS calculations. Median values disguise a wide range of prices in the underlying sales.



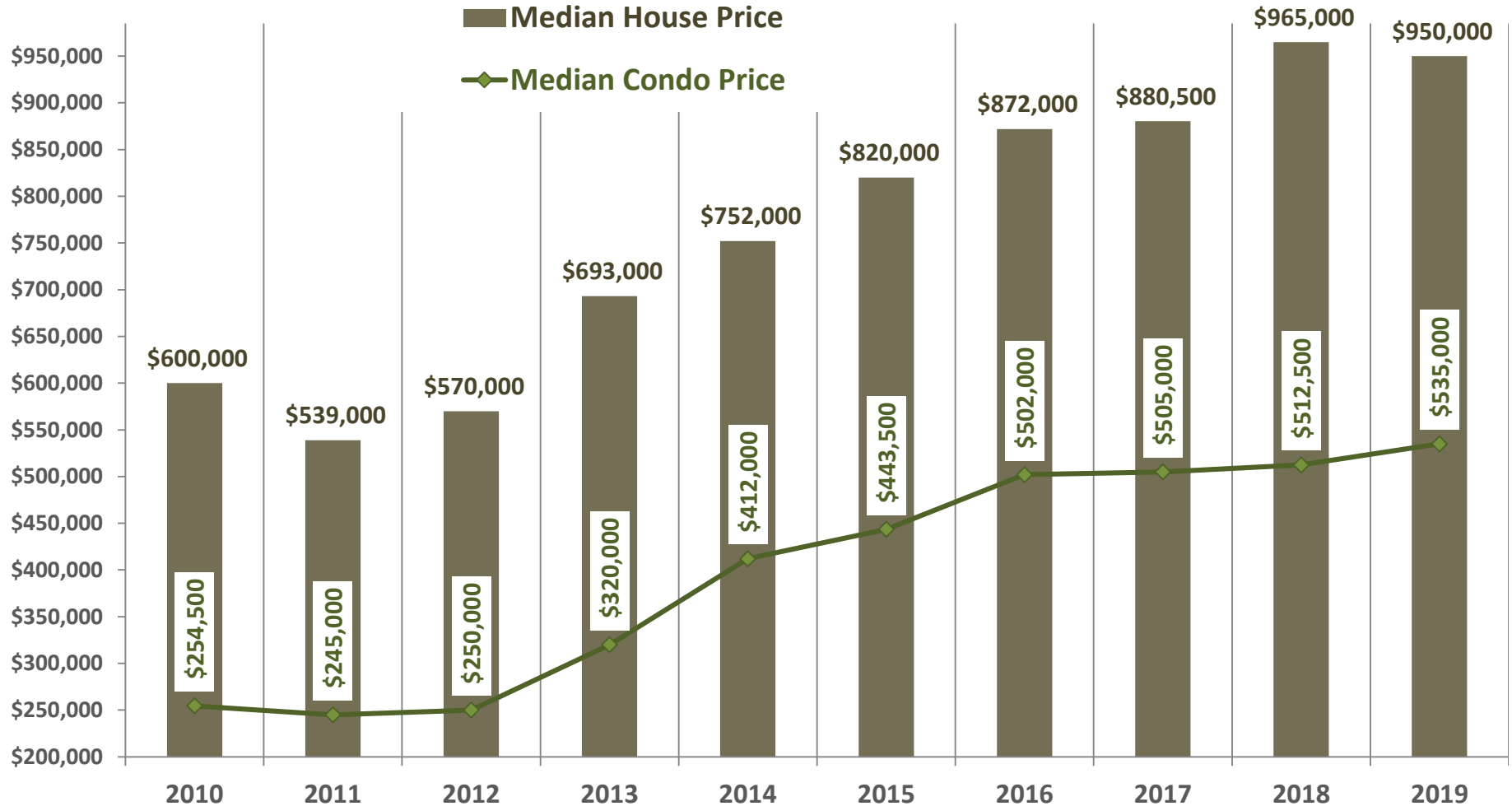
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COMPASS

Novato Home Price Trends

Median House & Condo Sales Prices, 2010 to Present

Sales reported to MLS



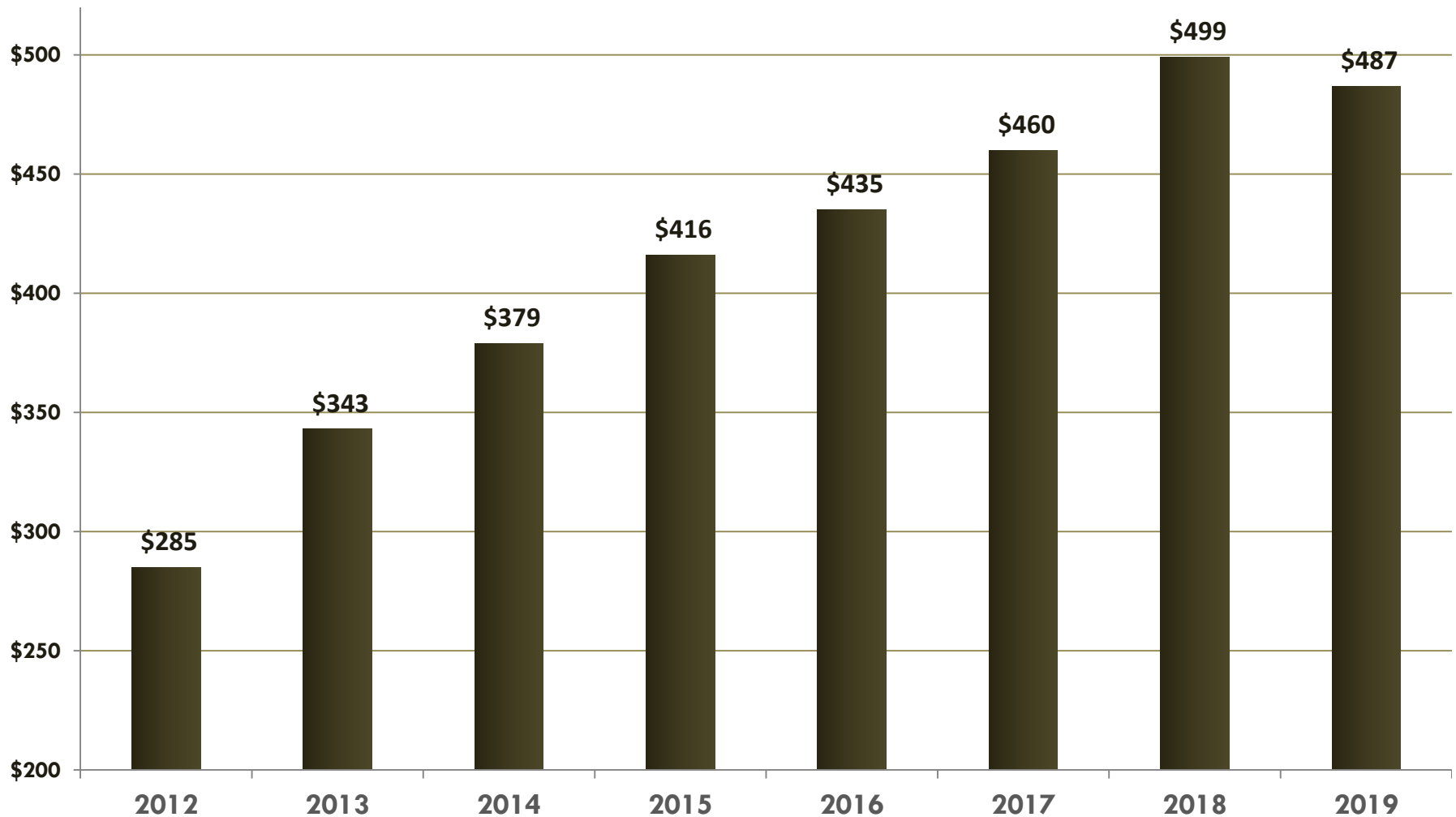
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COMPASS

Novato House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



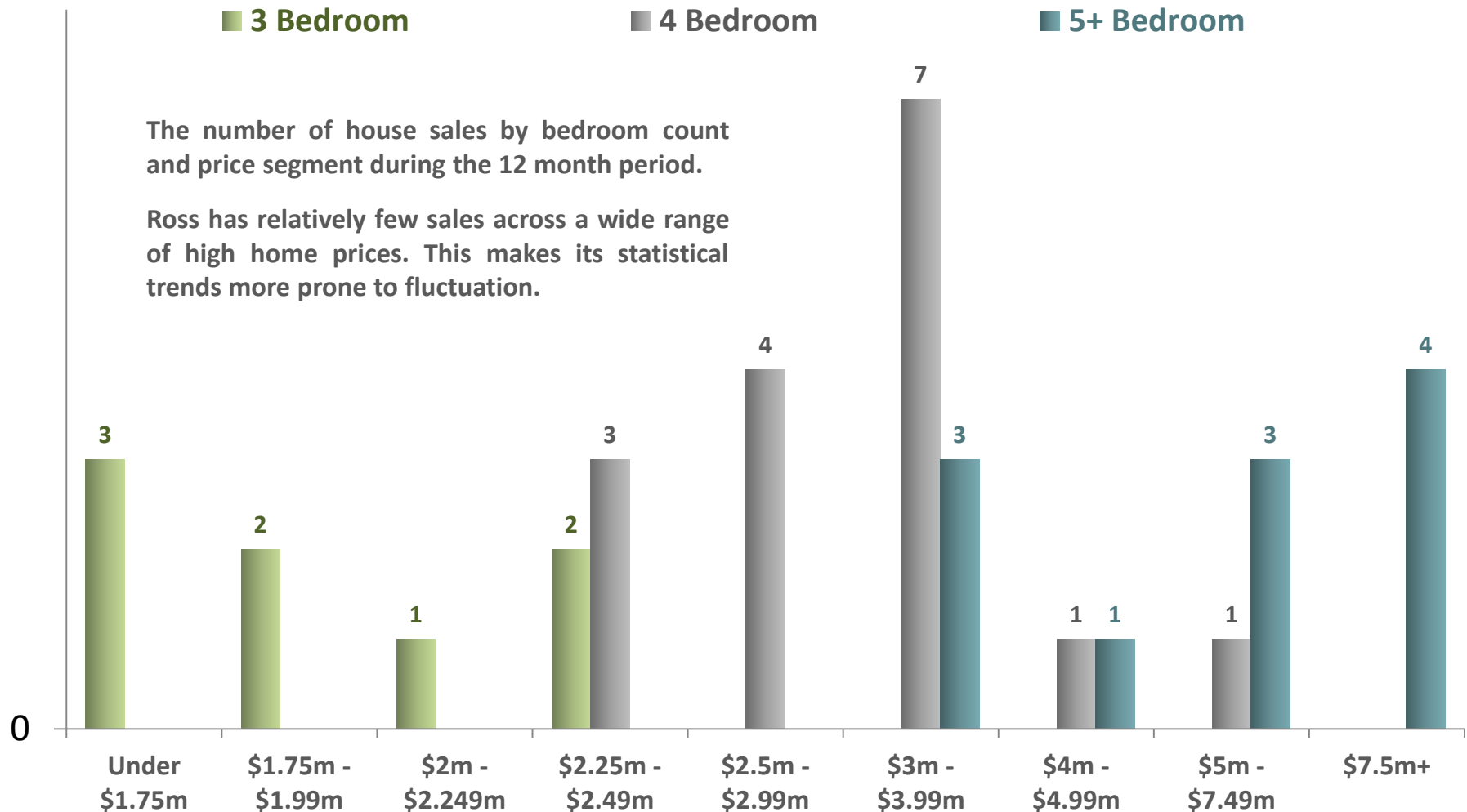
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COMPASS

Ross House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



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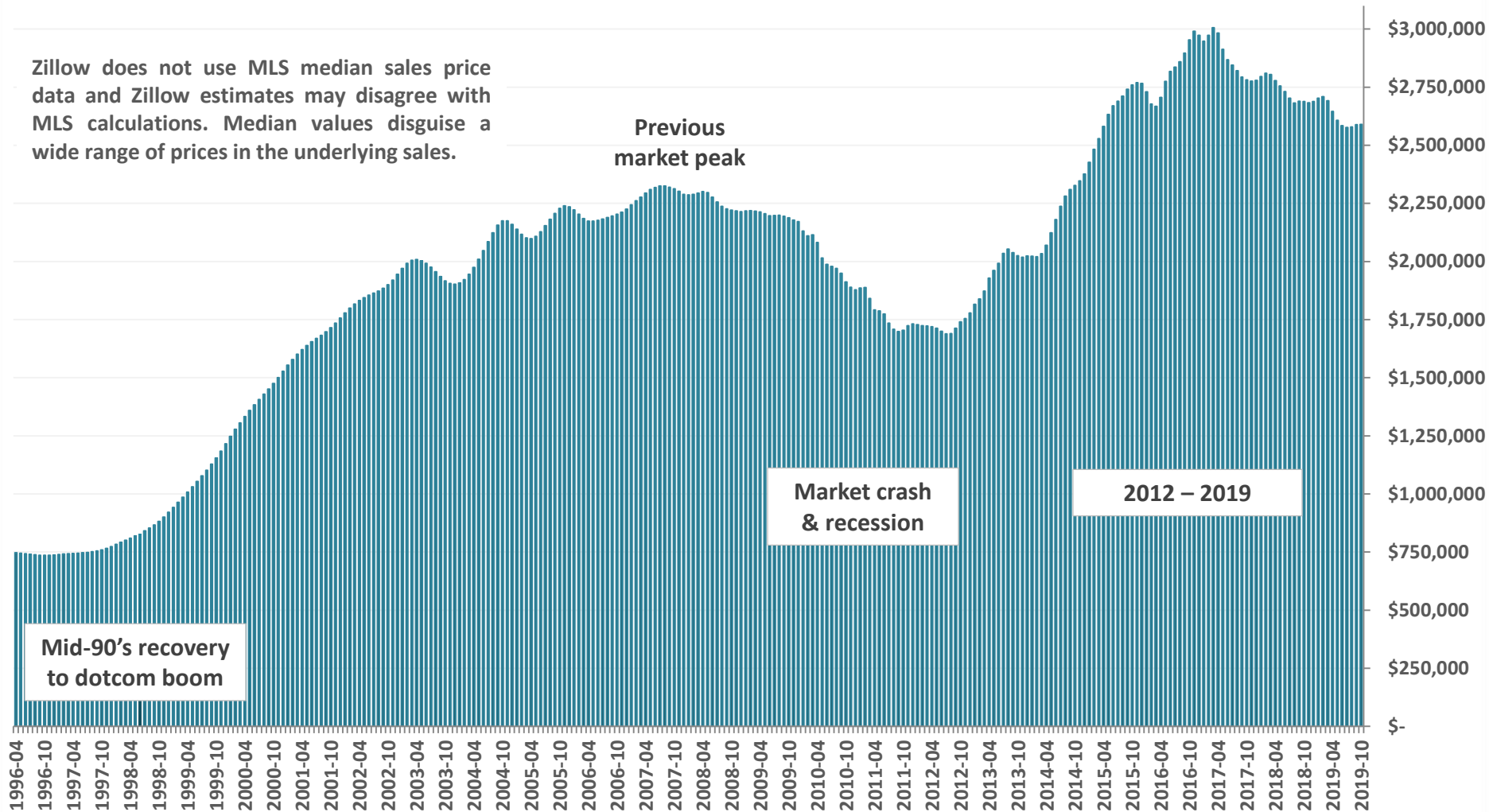
COMPASS

Ross Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

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Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

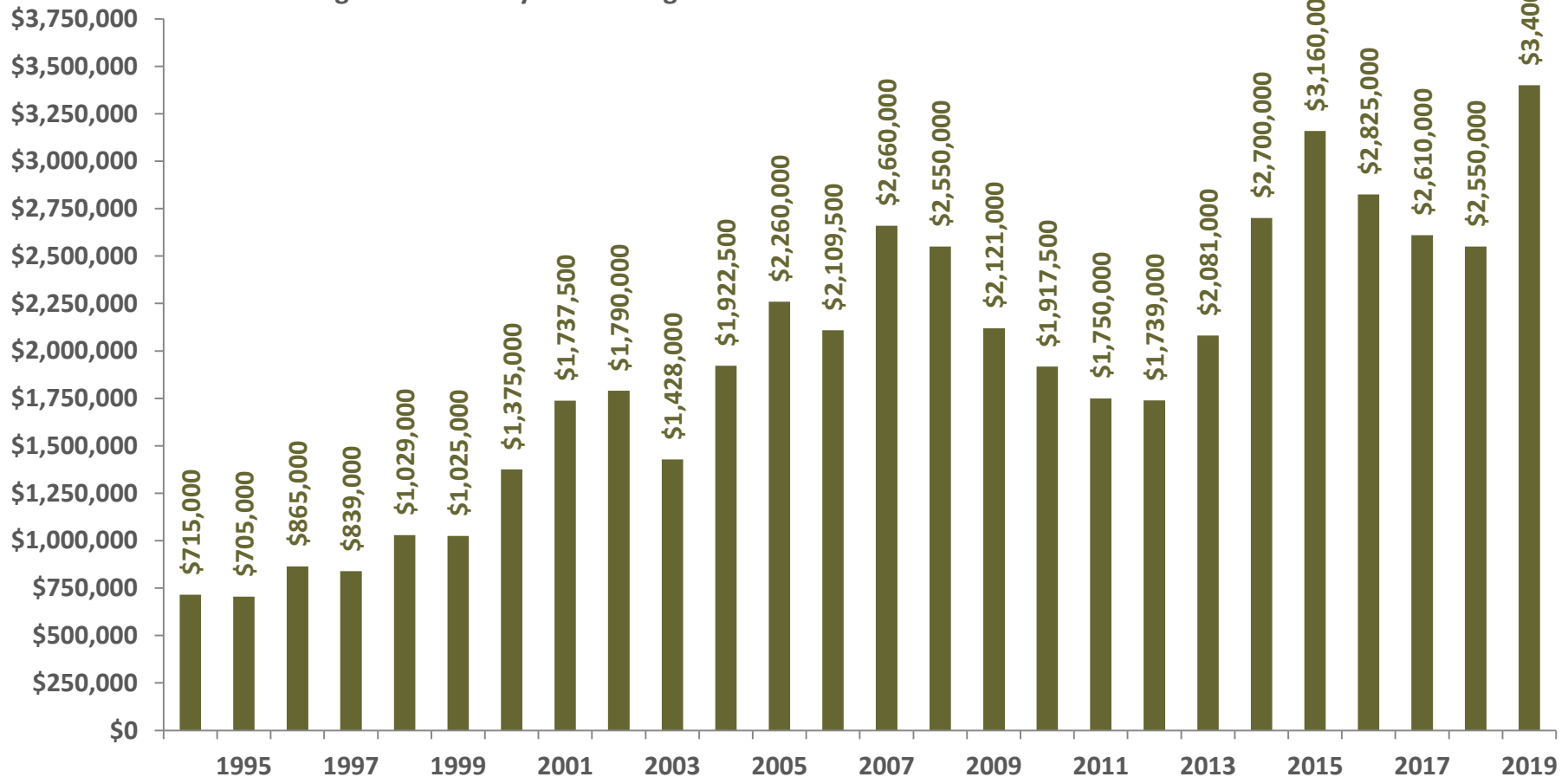
COMPASS

Ross Home Price Trends

Median House Sales Prices, 1994 to Present

Sales reported to MLS

Outsized jumps up and down in annual median sales prices in expensive communities with relatively small numbers of sales often has more to do with changes in inventory than changes in fair market value.



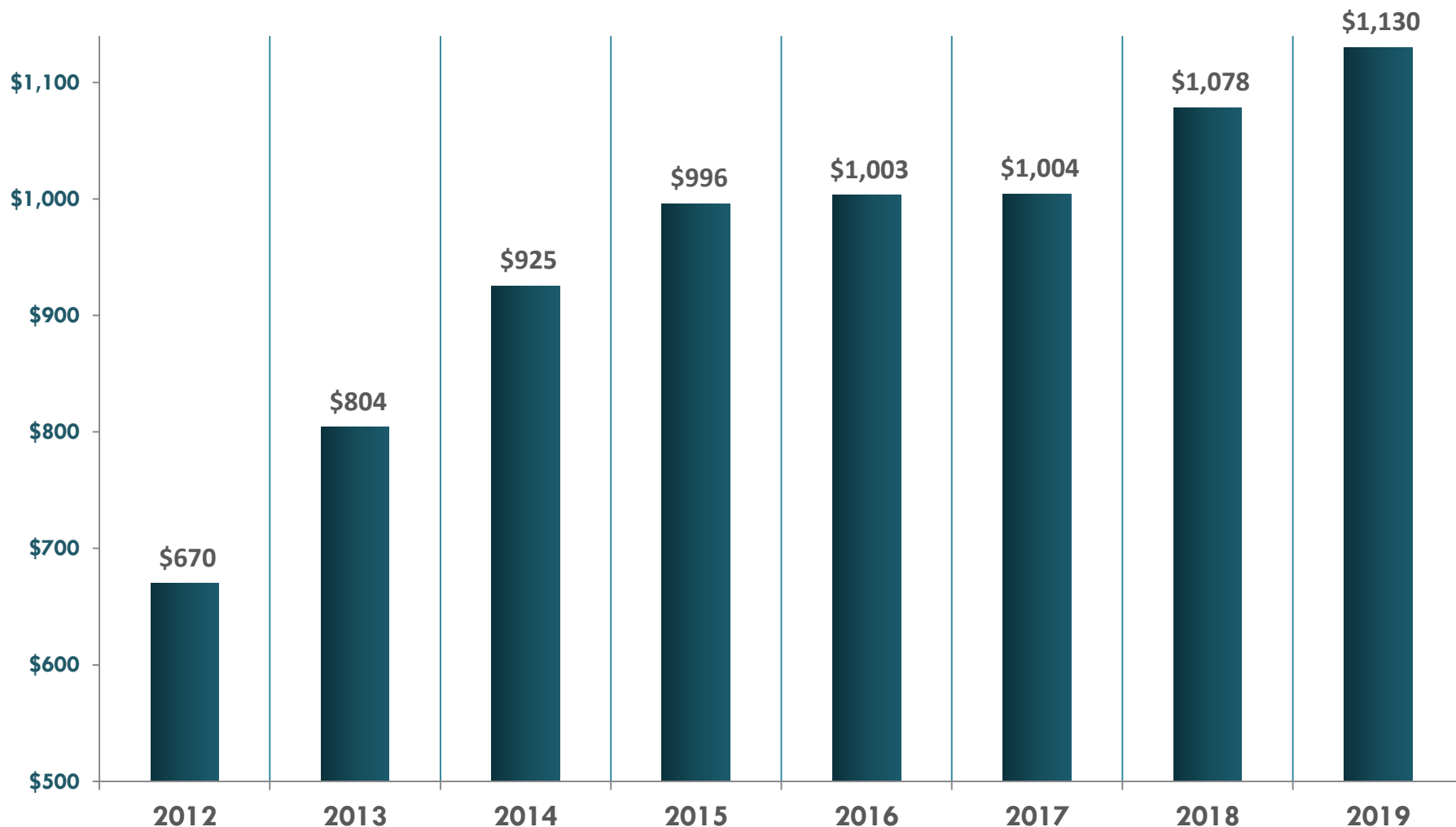
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COMPASS

Ross House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



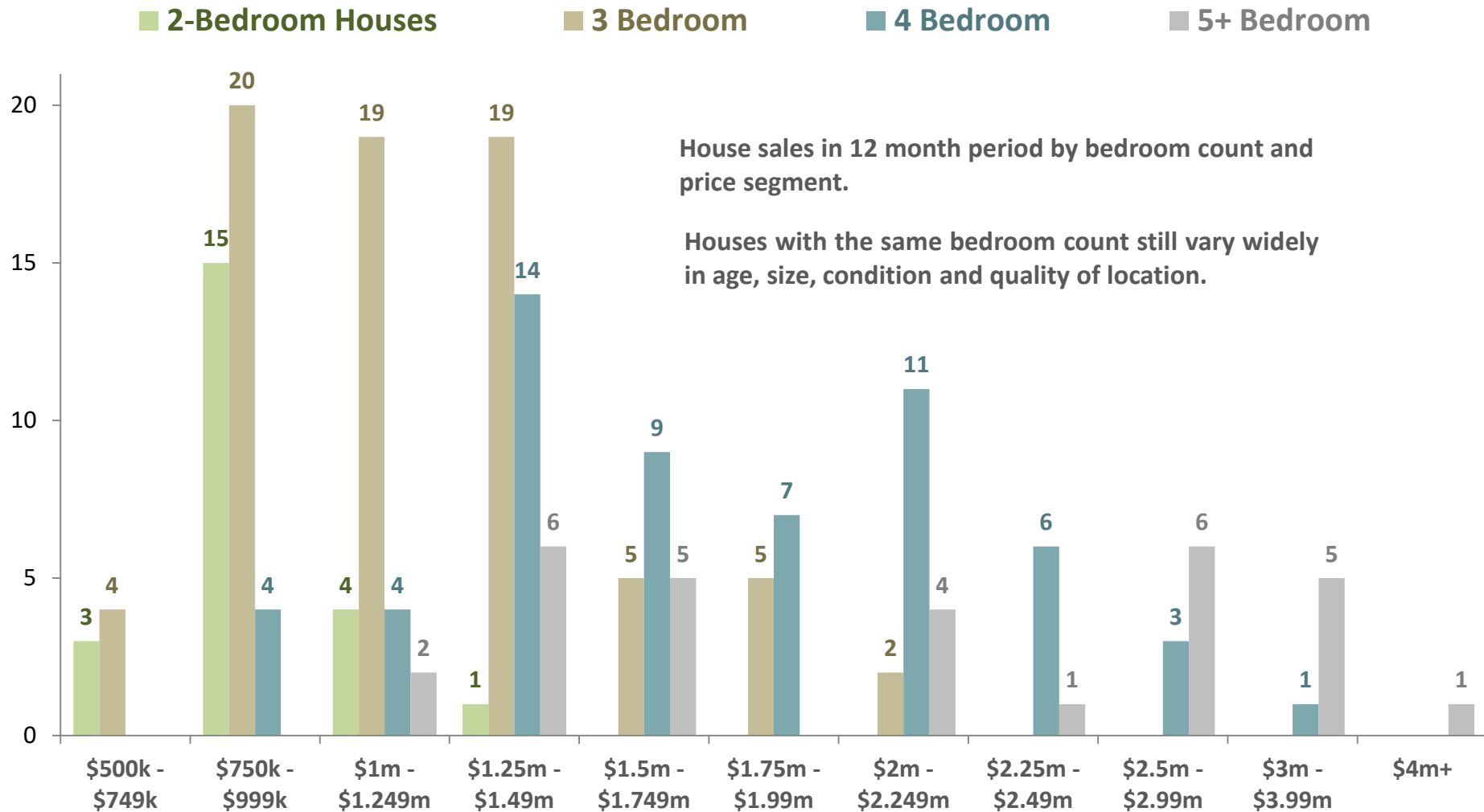
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COMPASS

San Anselmo House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



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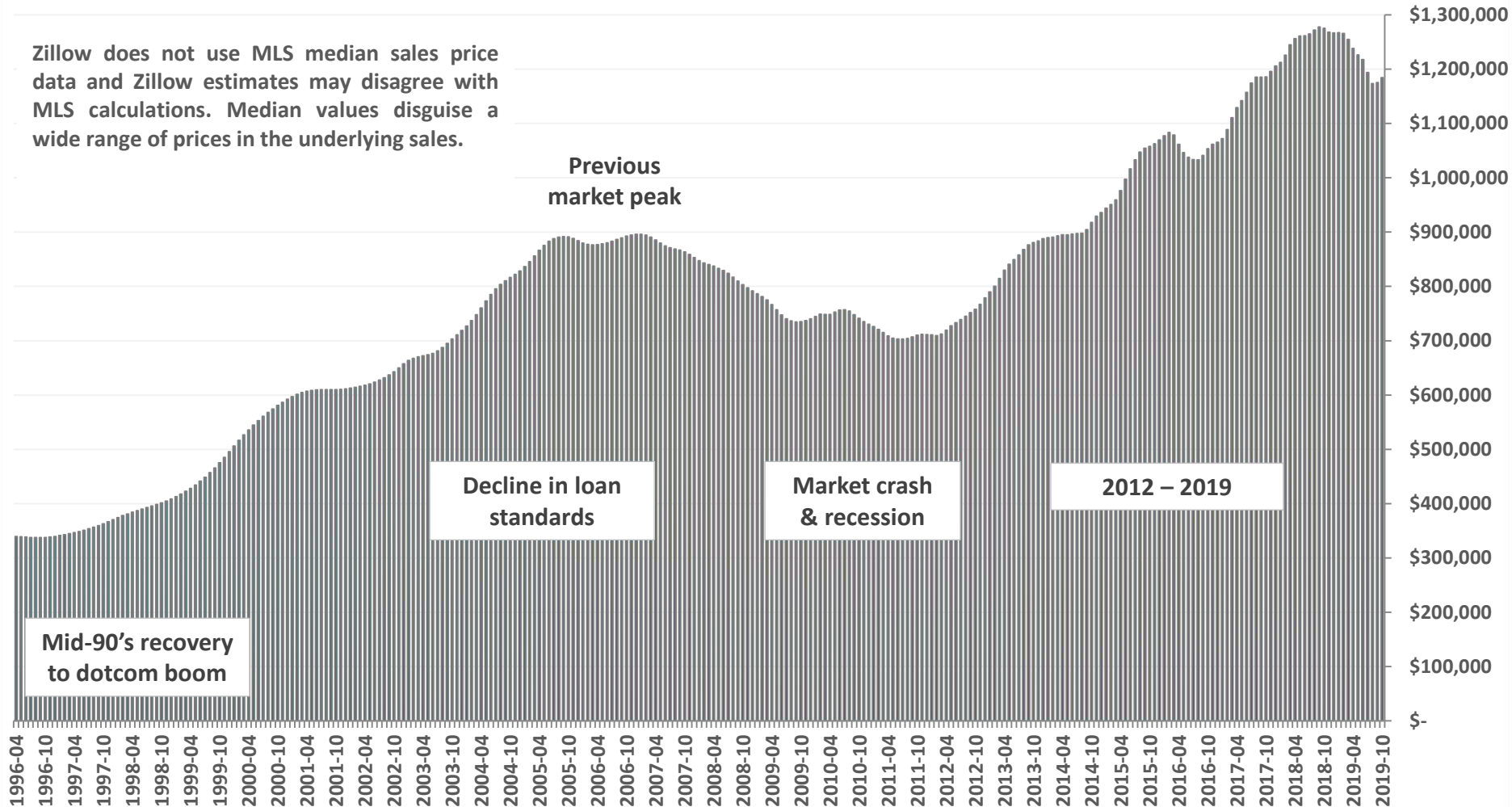
COMPASS

San Anselmo Home Price Appreciation

Median House Values, 1996 – Present

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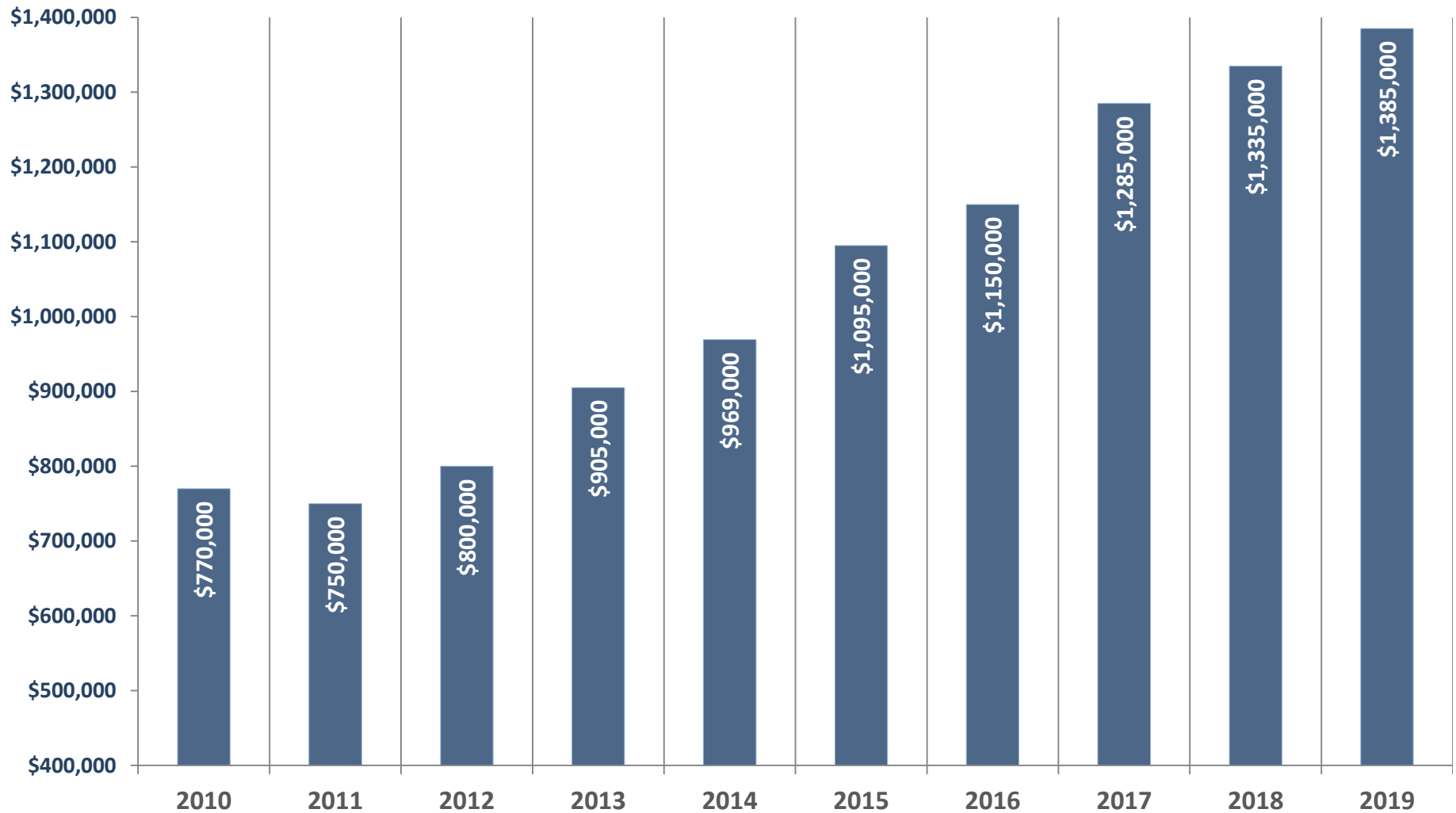
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COMPASS

San Anselmo Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



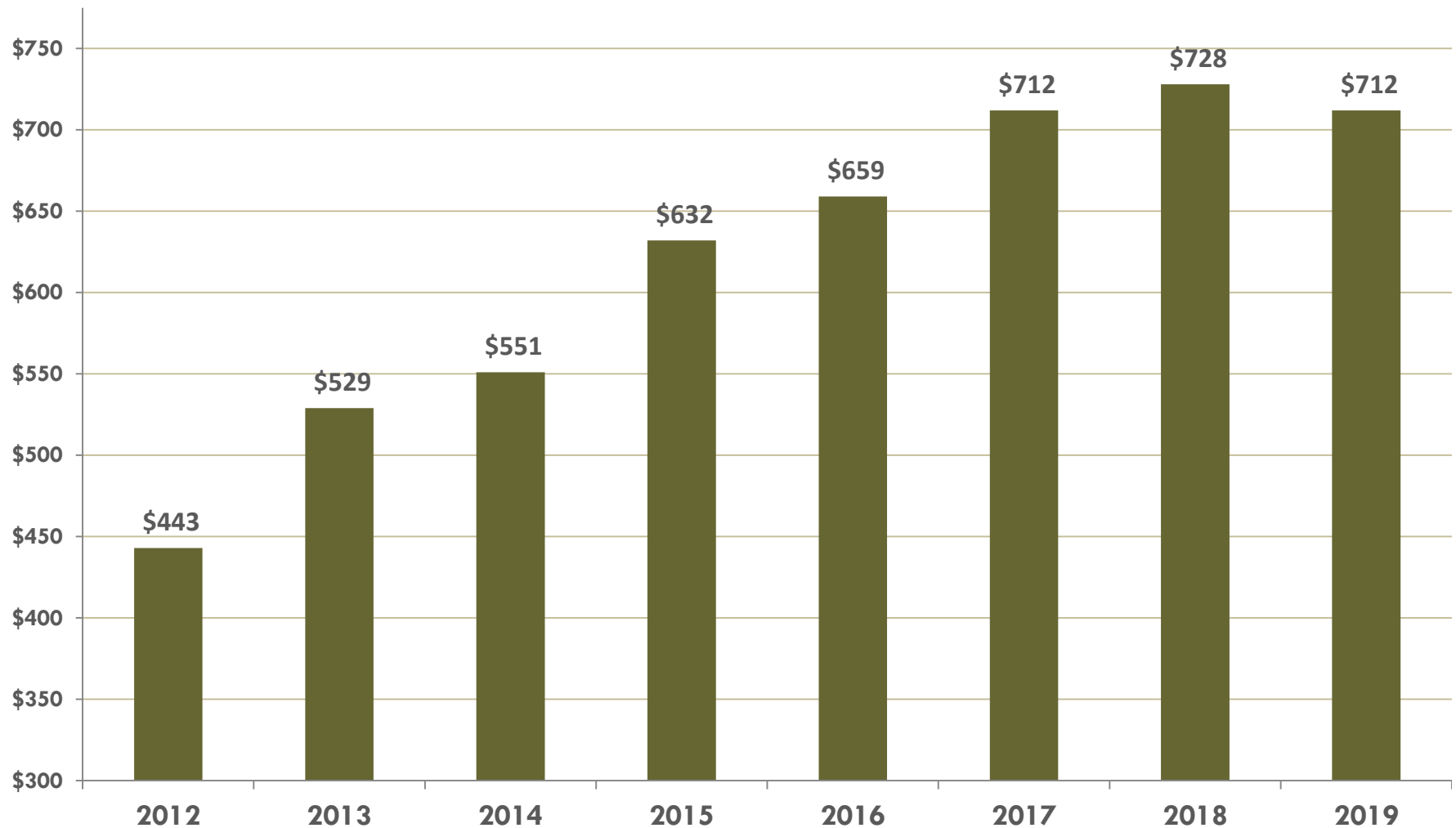
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COMPASS

San Anselmo House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



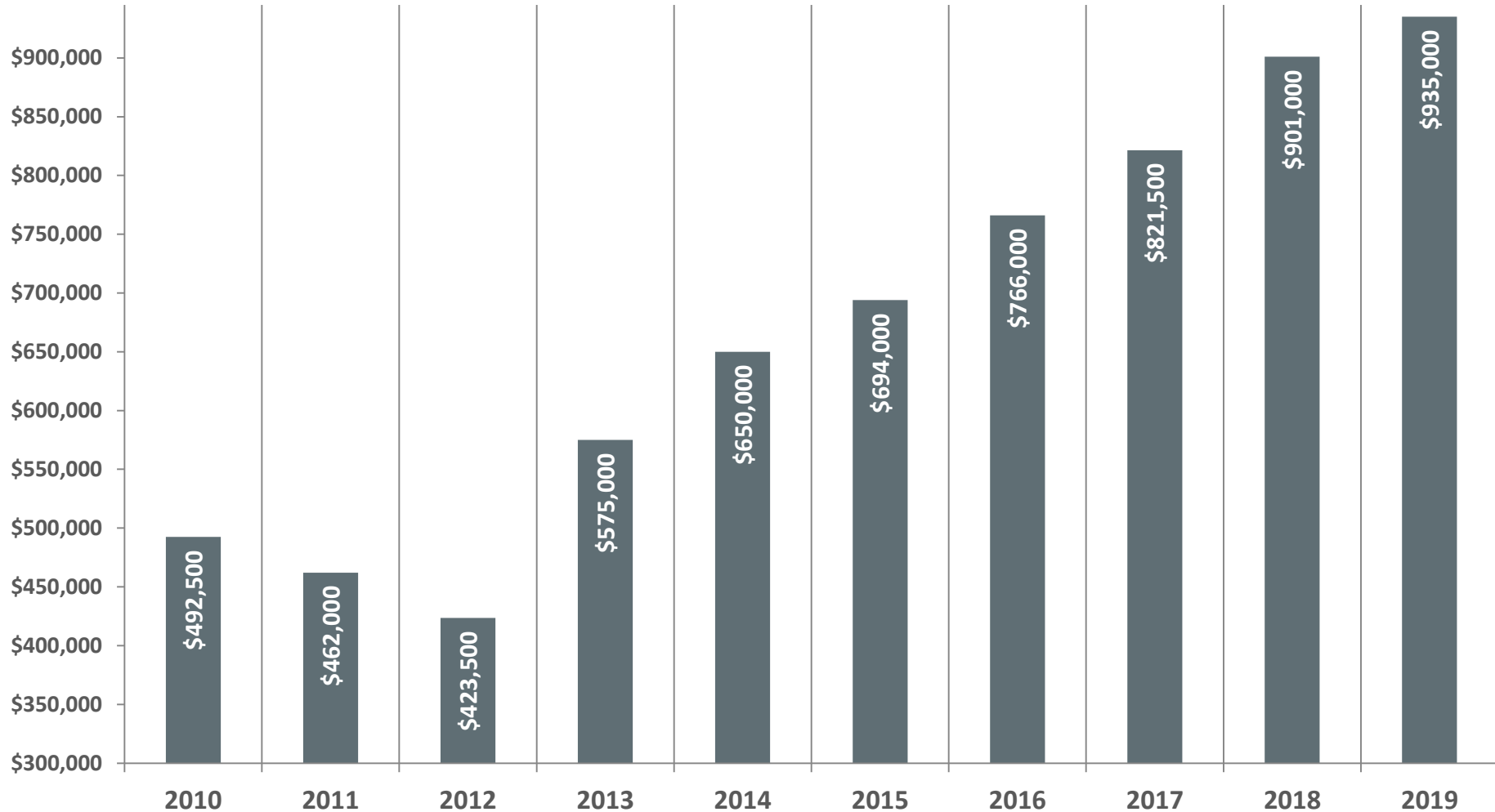
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COMPASS

San Geronimo Valley Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



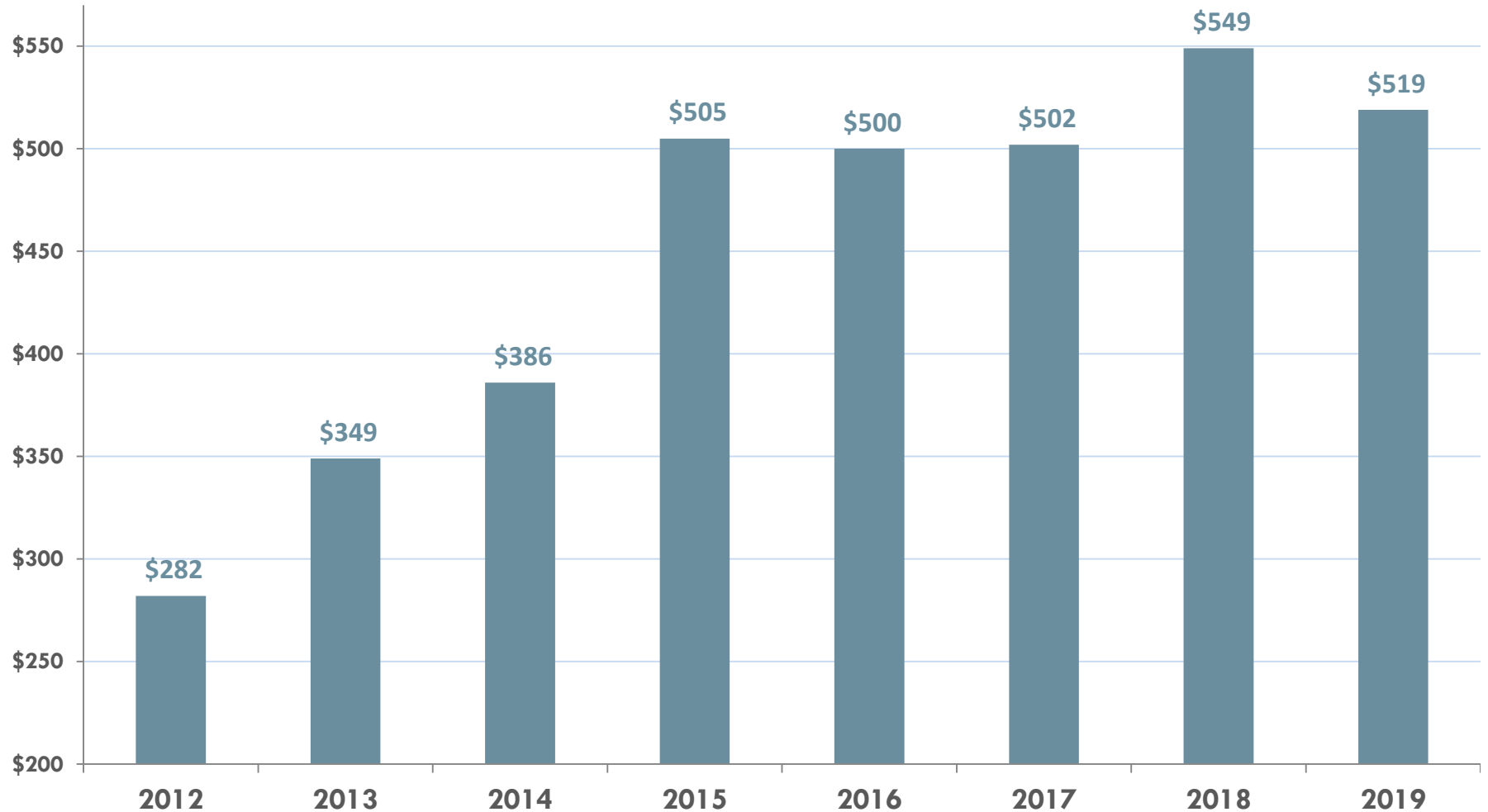
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COMPASS

San Geronimo House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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COMPASS

Central San Rafael House Values

House Sales in 2019*

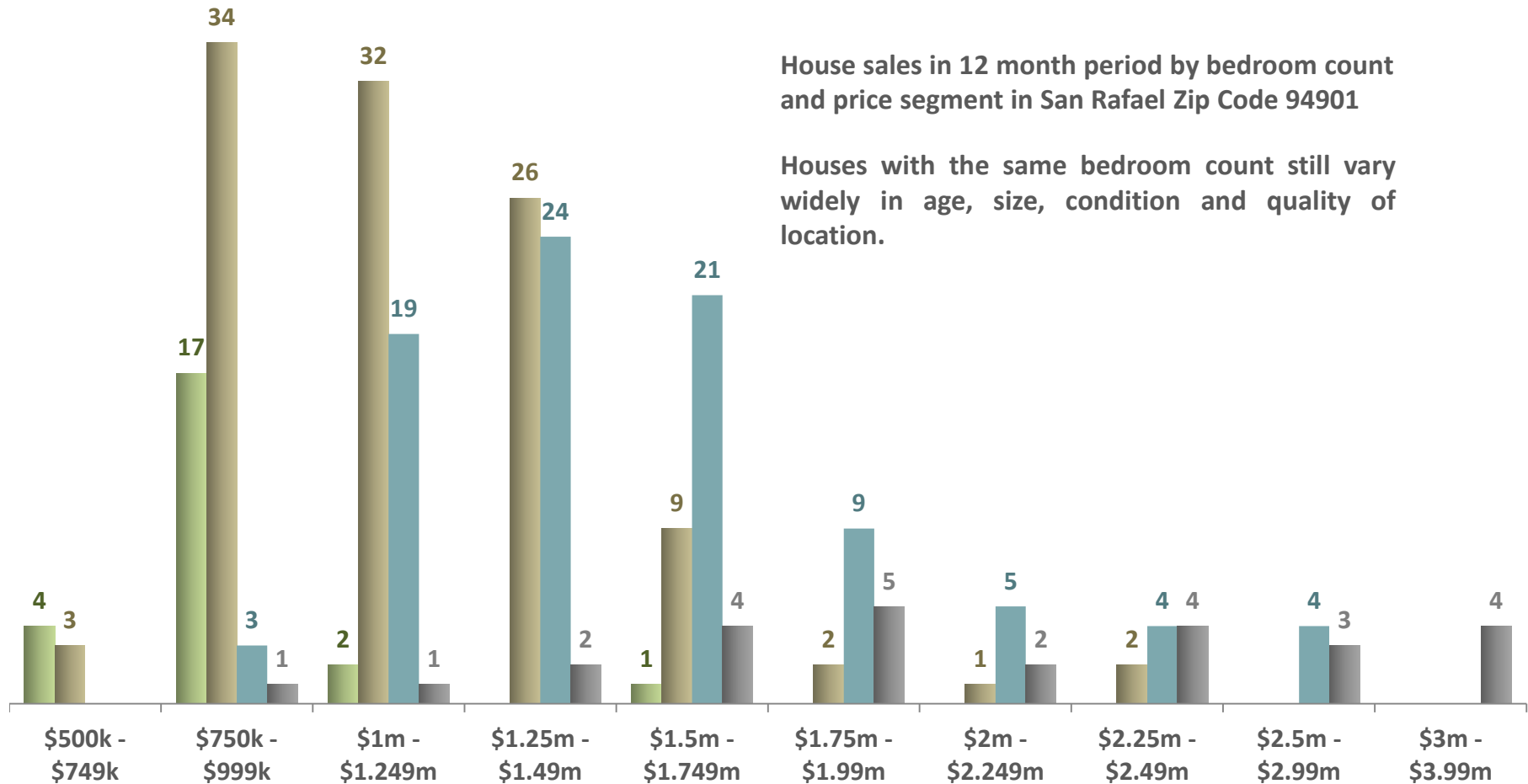
Sales reported to MLS, per Broker Metrics

■ 2-Bedroom Houses

■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom



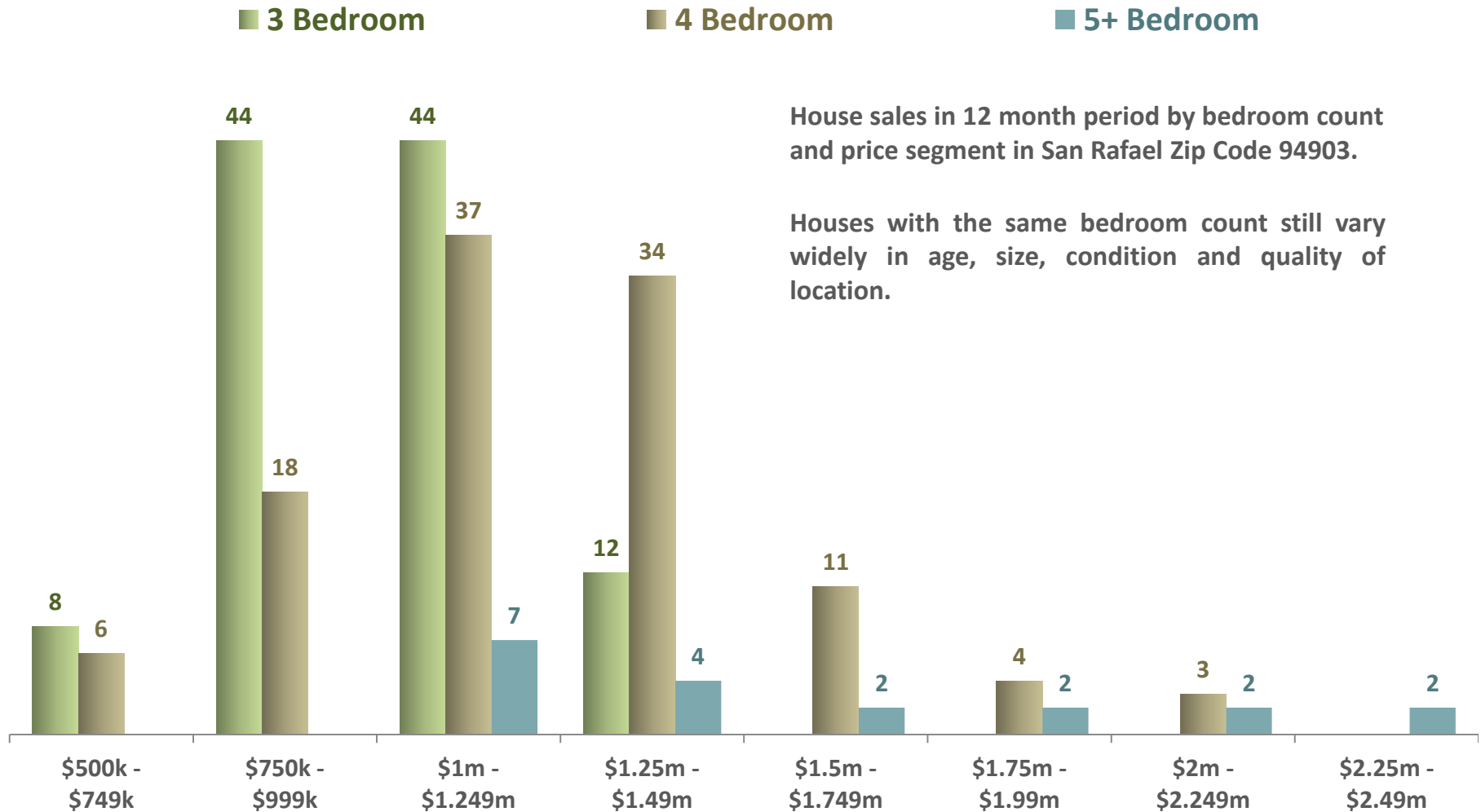
* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

North San Rafael House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics



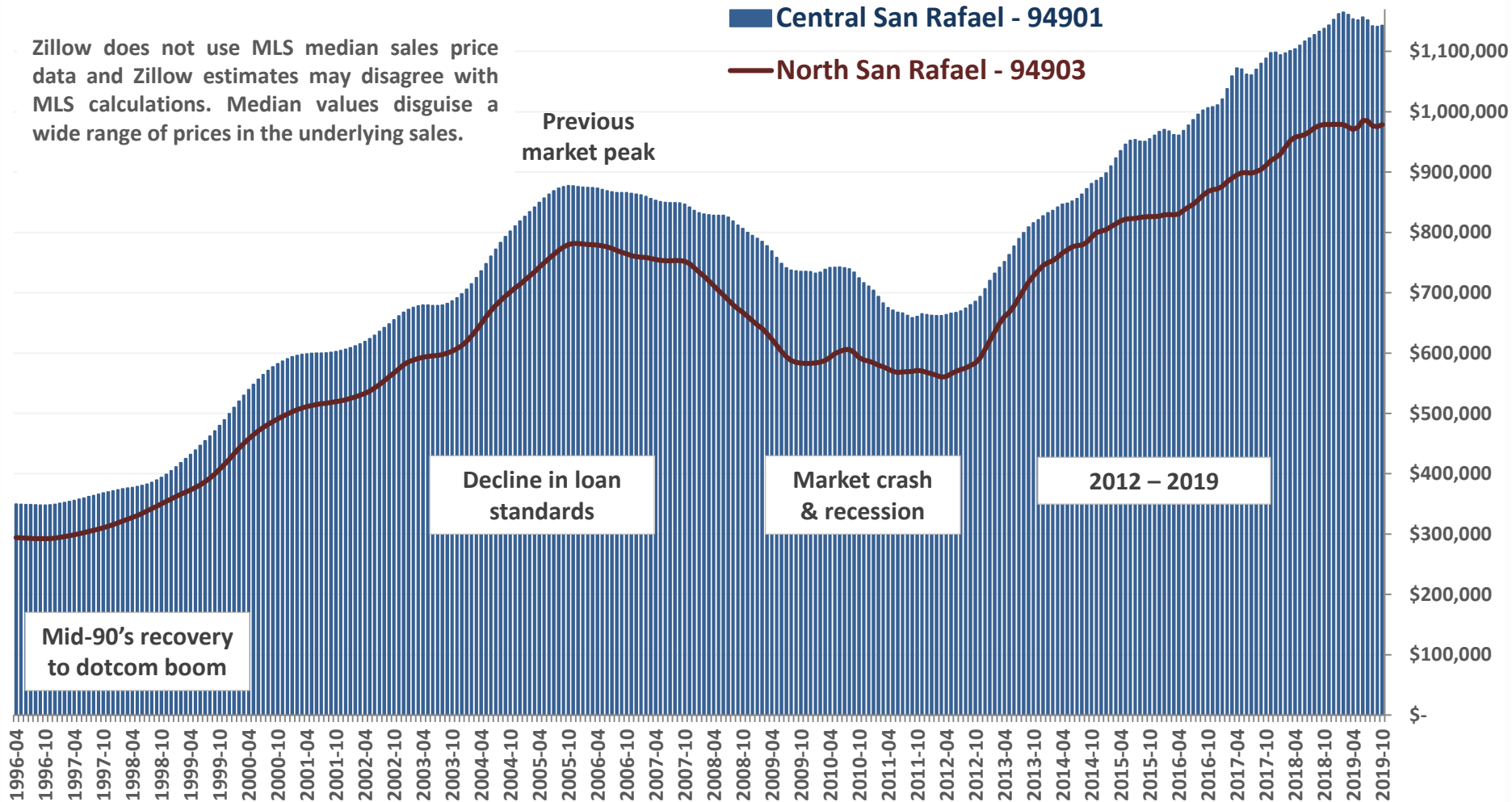
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COMPASS

San Rafael Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.



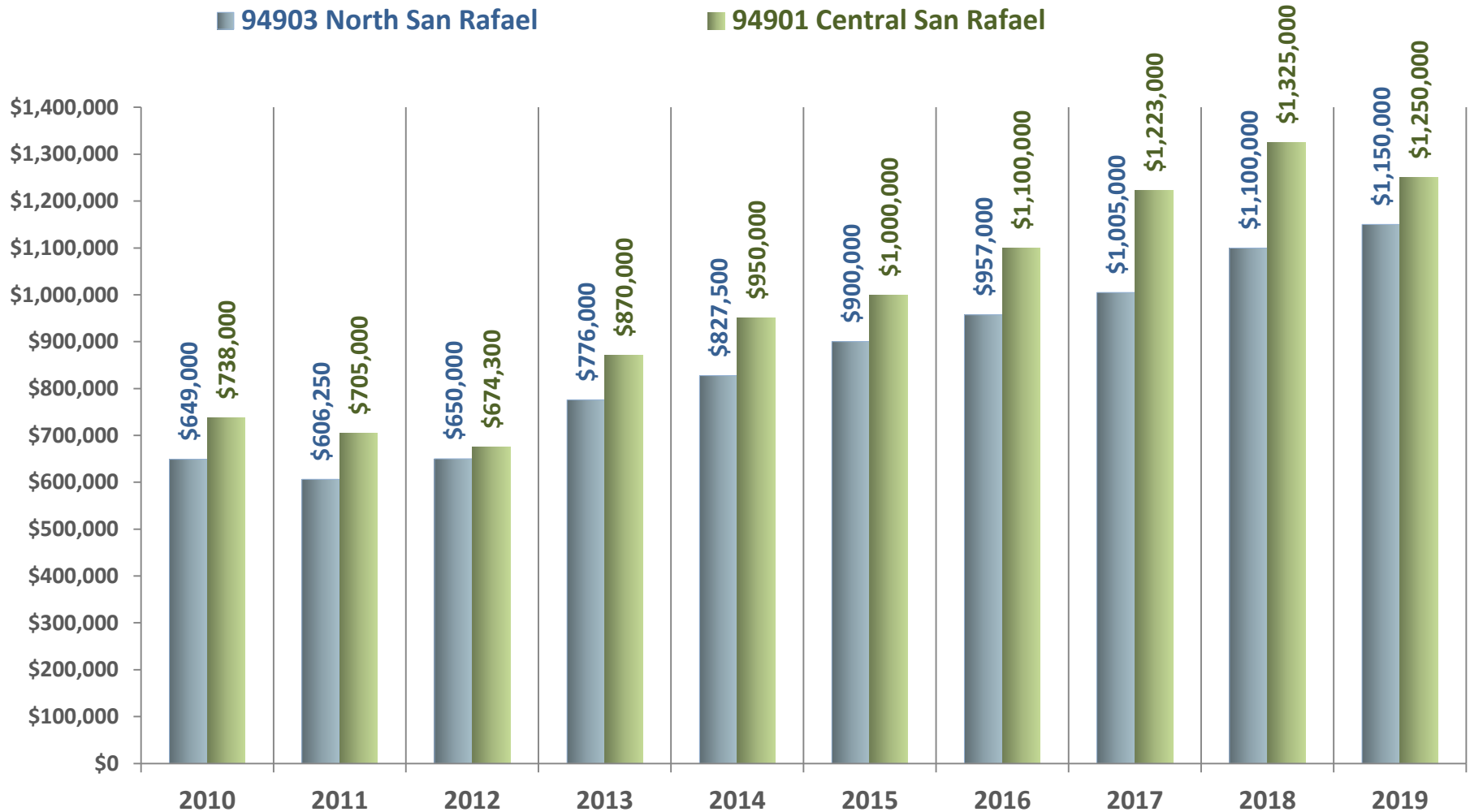
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COMPASS

San Rafael Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



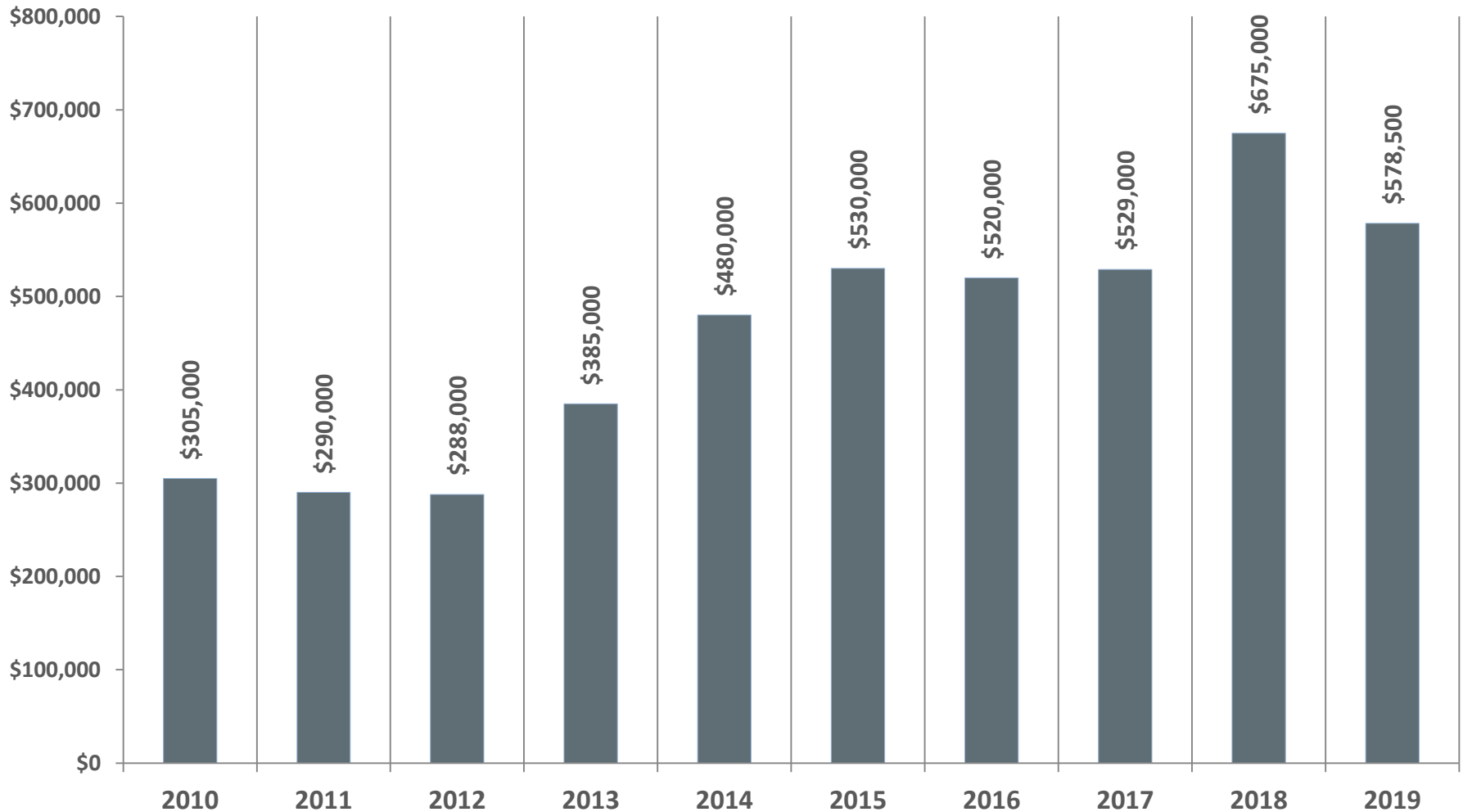
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COMPASS

San Rafael Condo Price Trends

Median Condo Sales Prices, 2010 to Present

Sales reported to MLS



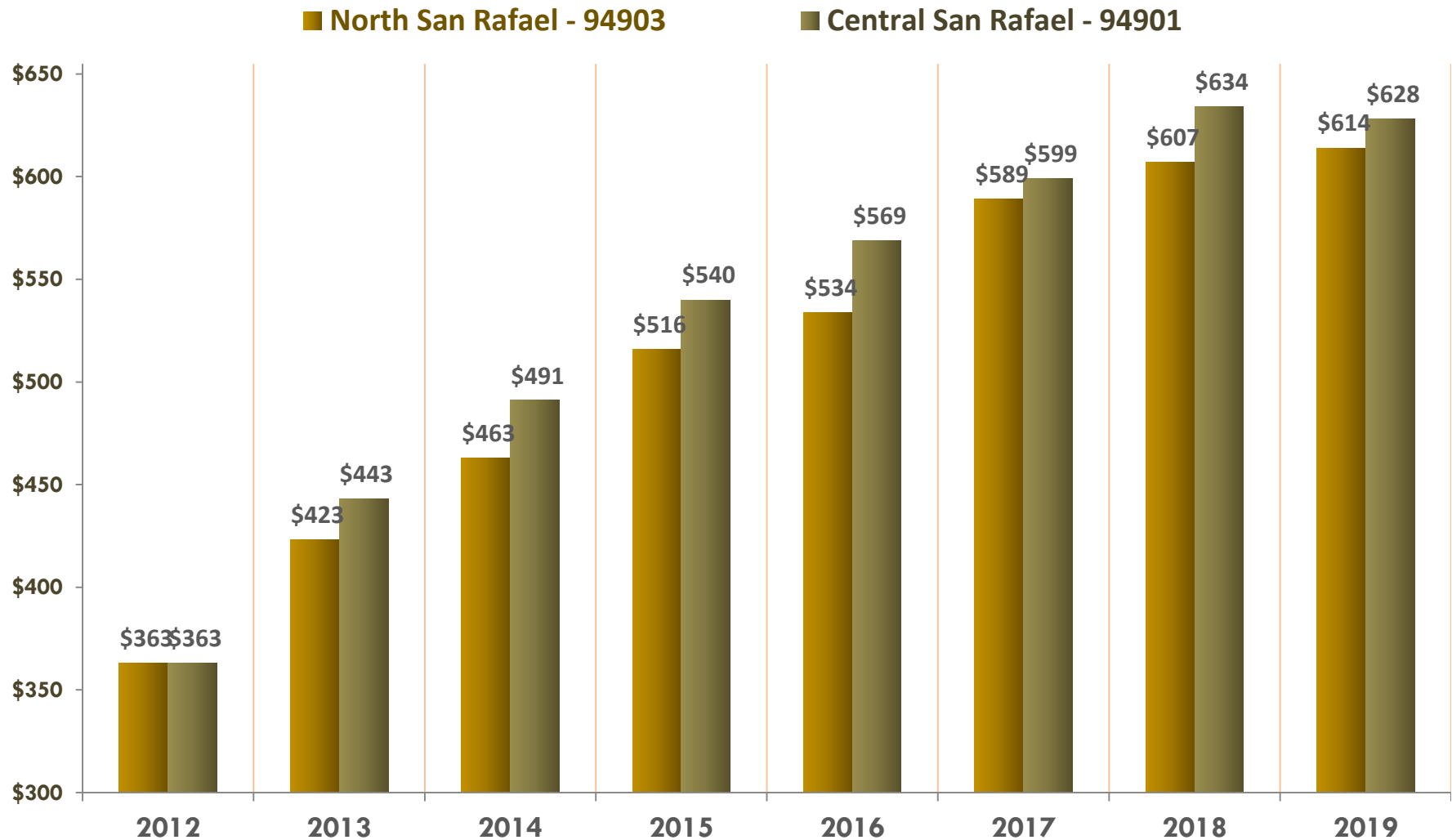
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COMPASS

San Rafael House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



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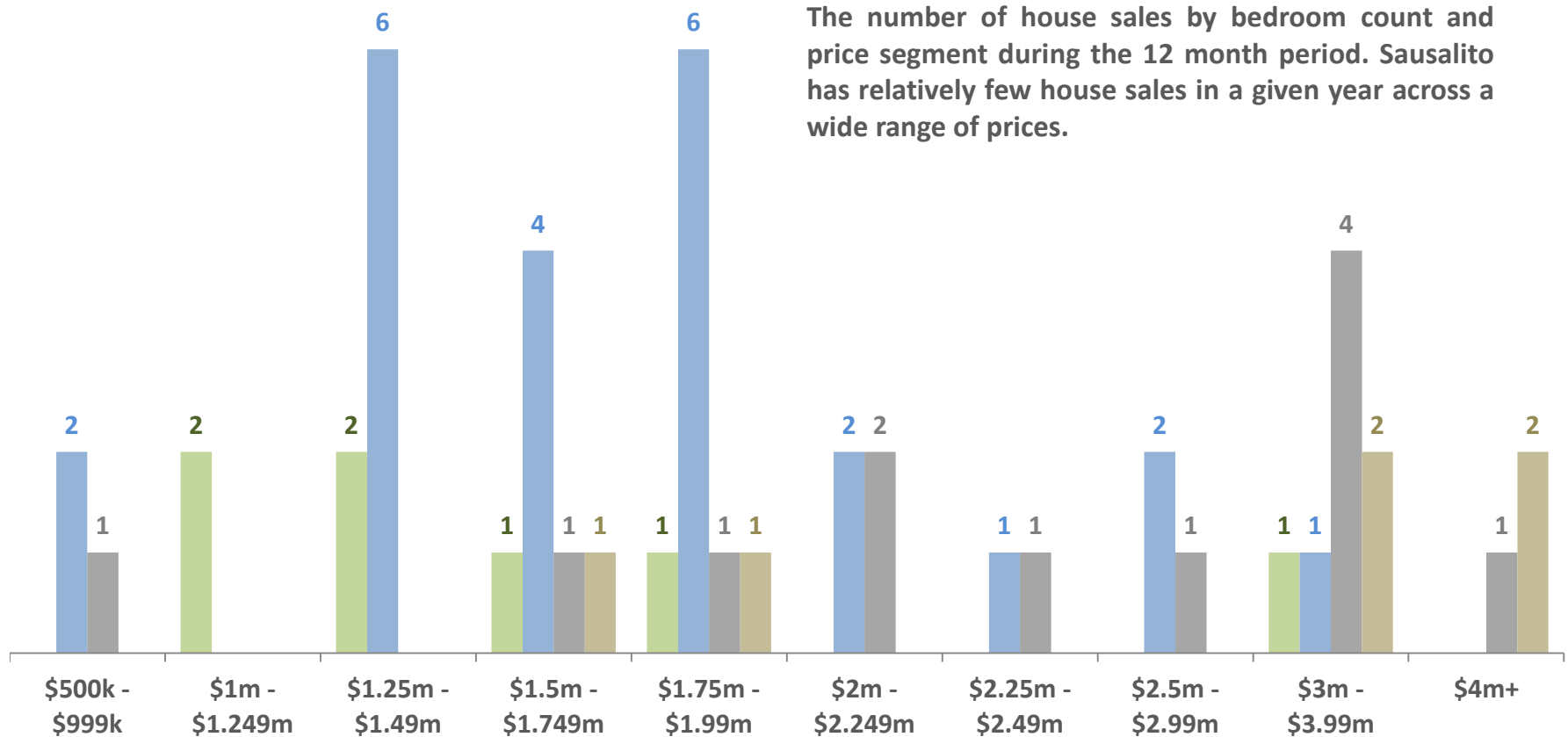
COMPASS

Sausalito House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics

■ 2-Bedroom Houses ■ 3 Bedroom ■ 4 Bedroom ■ 5+ Bedroom



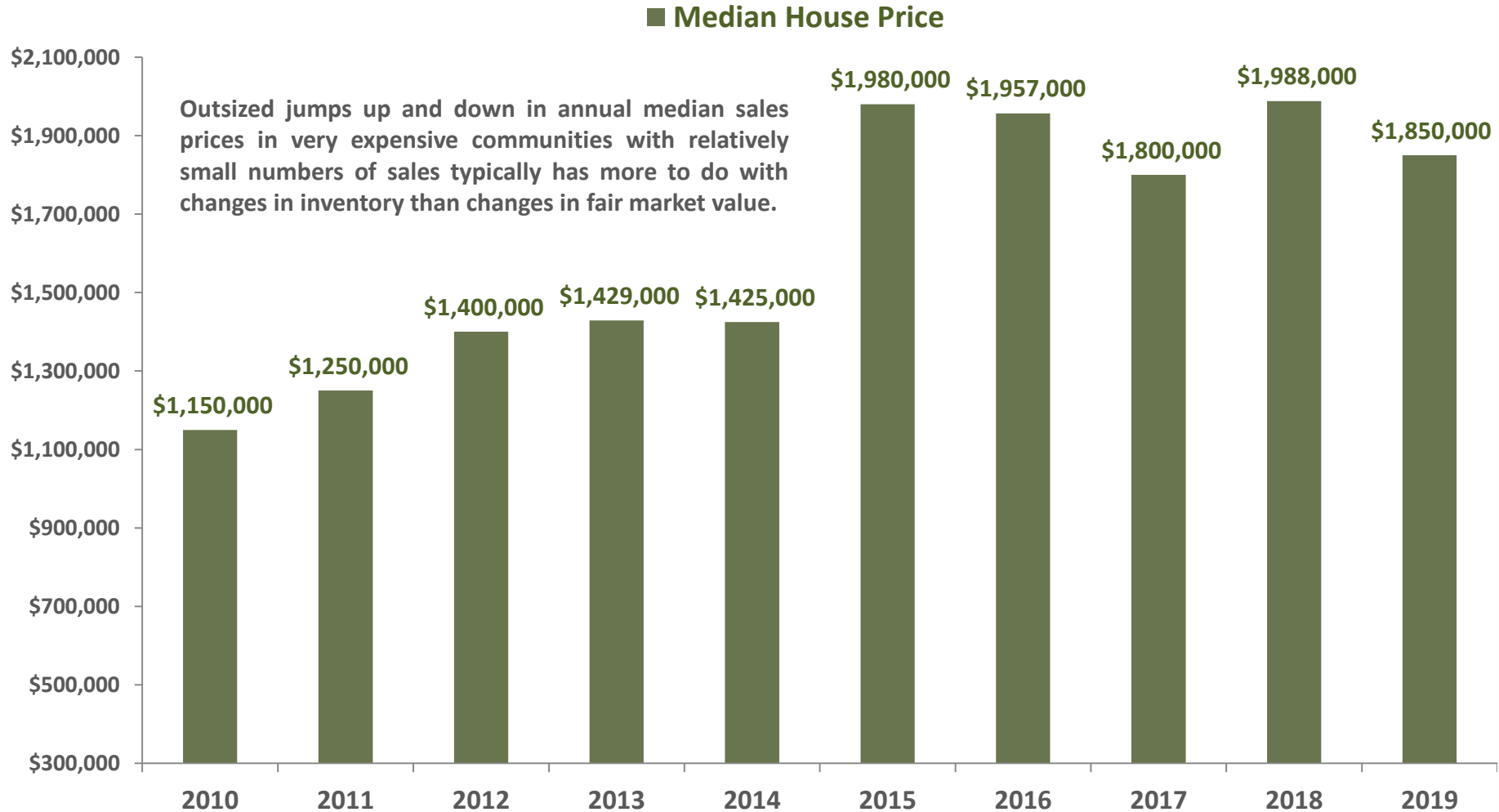
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COMPASS

Sausalito Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS



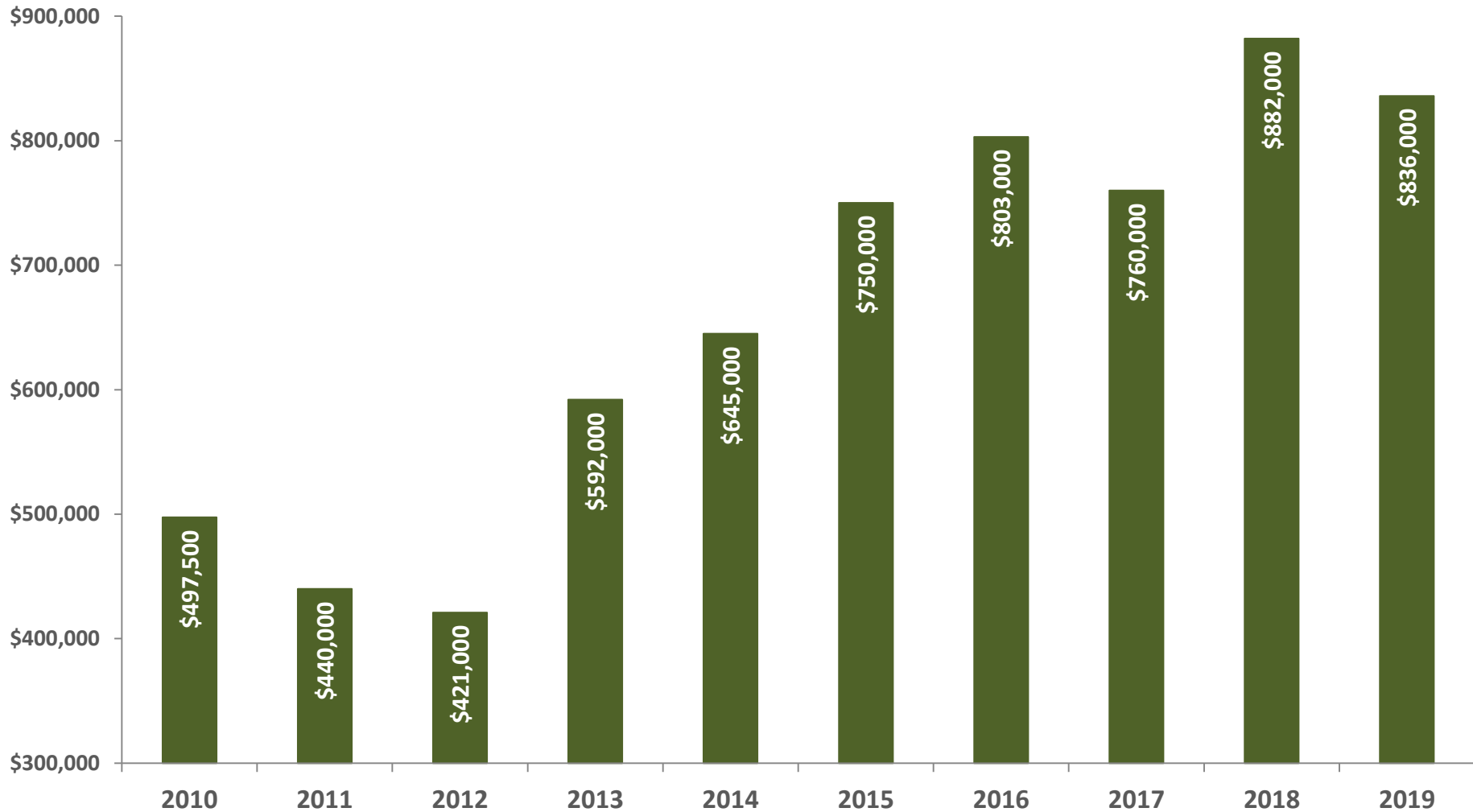
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COMPASS

Sausalito Condo Price Trends

Median Condo Sales Prices, 2010 to Present

Sales reported to MLS



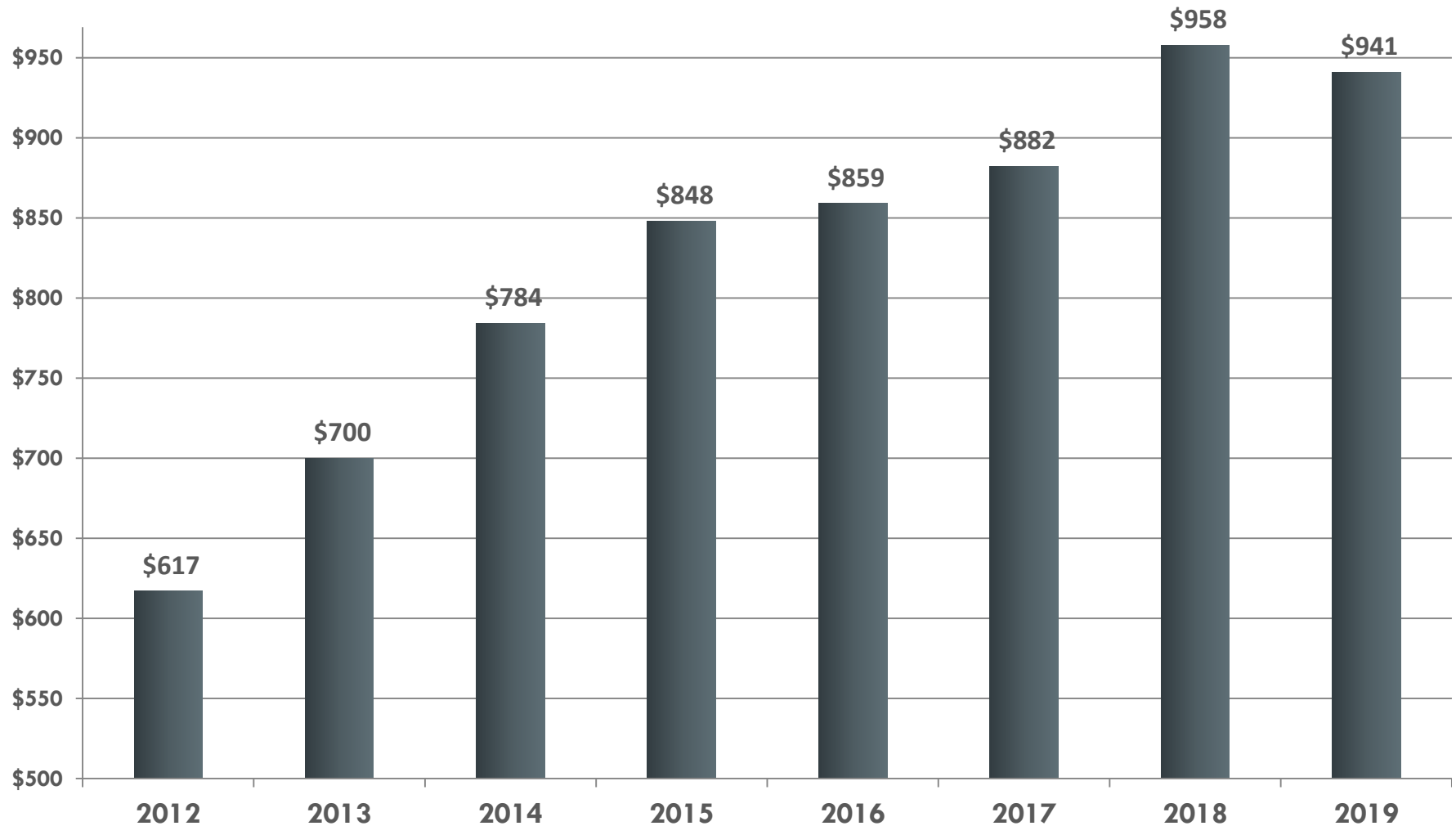
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COMPASS

Sausalito House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



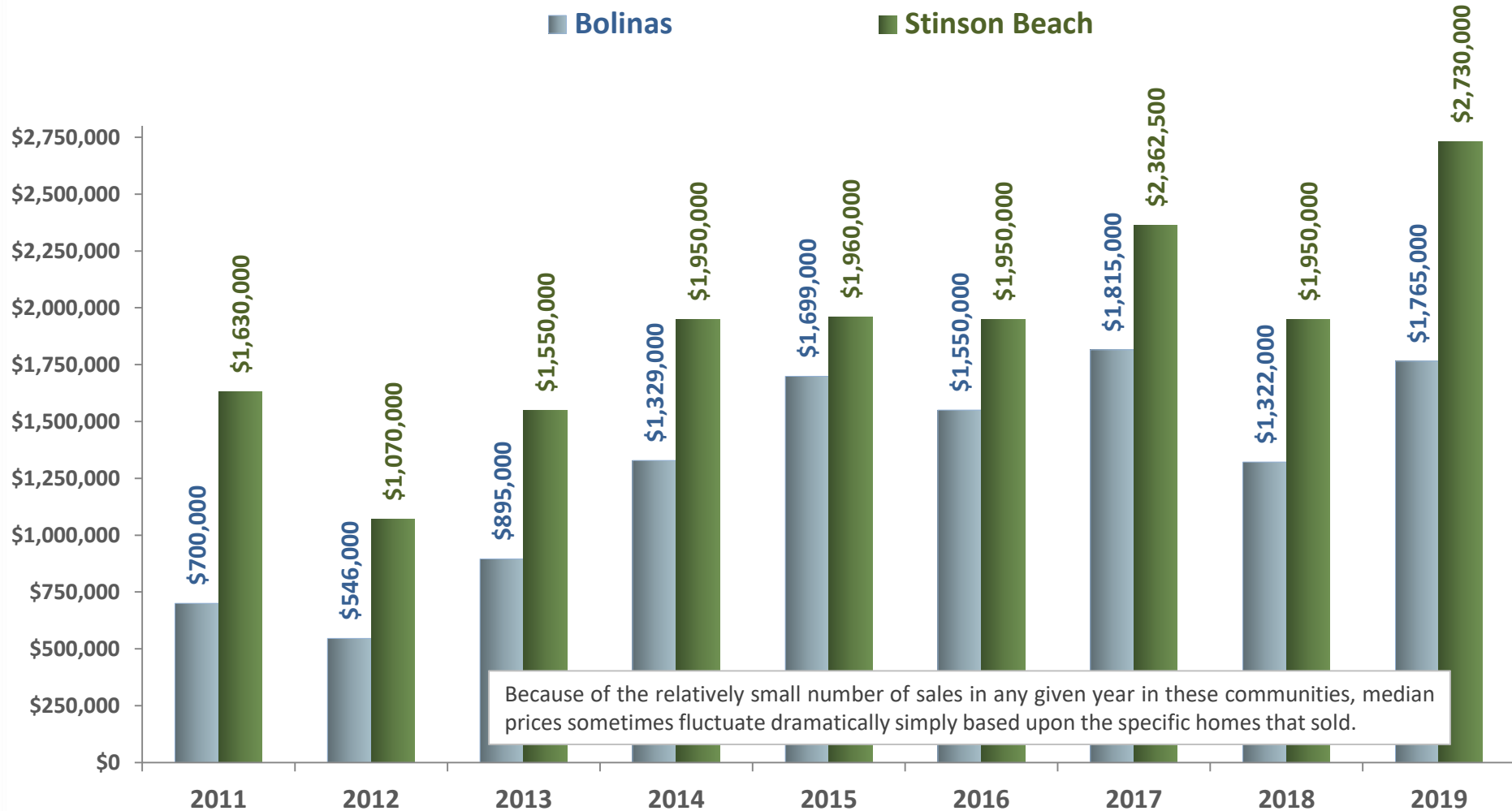
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COMPASS

Stinson Beach & Bolinas House Values

Median Sales Prices, 2011 to Present

Sales reported to MLS,
up to \$2500/sq.ft..



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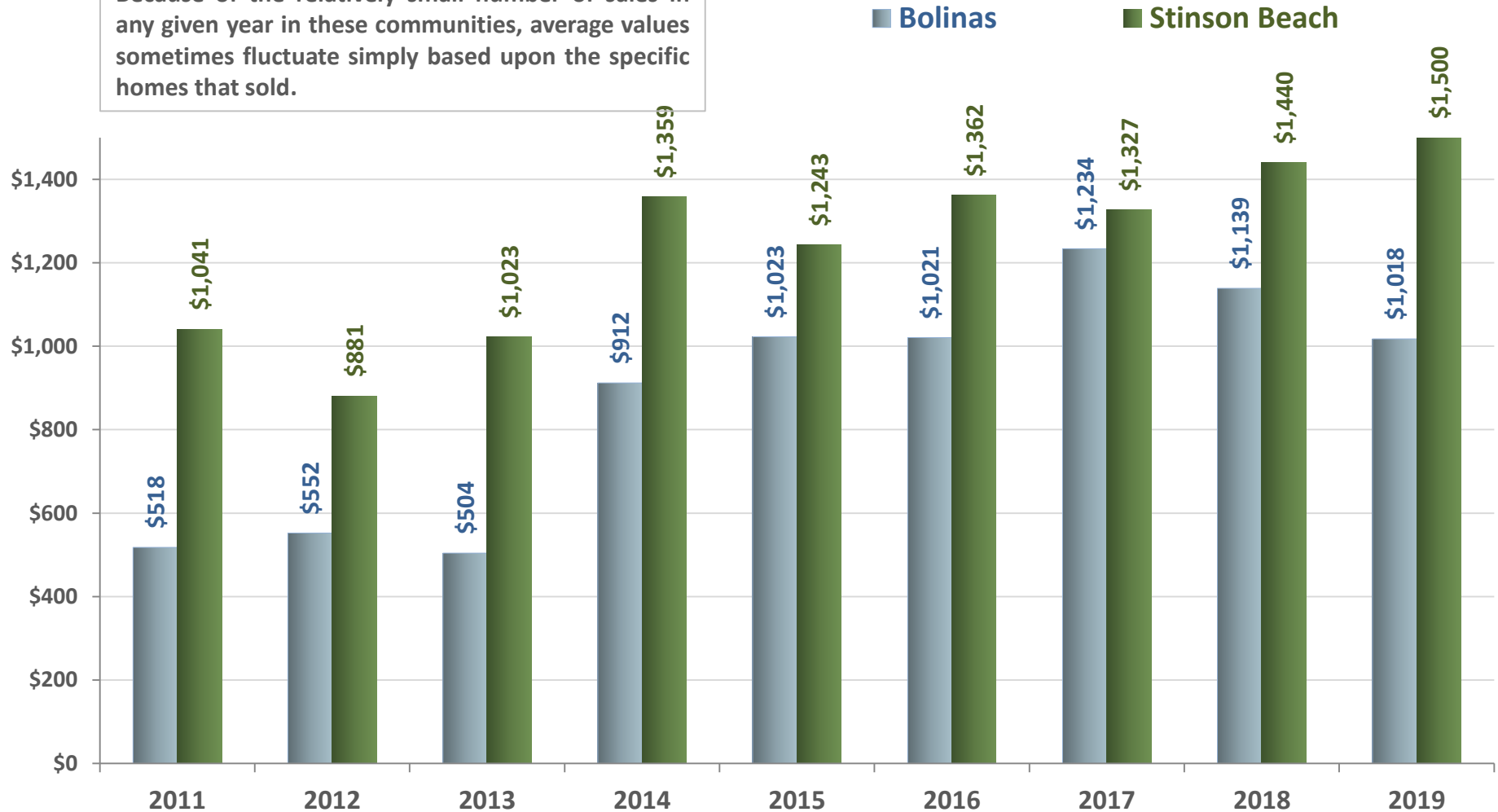
COMPASS

Stinson Beach & Bolinas House Values

Average Dollar per Square Foot on Sale, 2011 to Present

Sales reported to MLS up to
\$2500/sq.ft..

Because of the relatively small number of sales in any given year in these communities, average values sometimes fluctuate simply based upon the specific homes that sold.



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size. Averages typically disguise a huge variety of values in the underlying sales. Data from sources deemed reliable but may contain errors and is subject to revision. All numbers to be considered approximate.

COMPASS

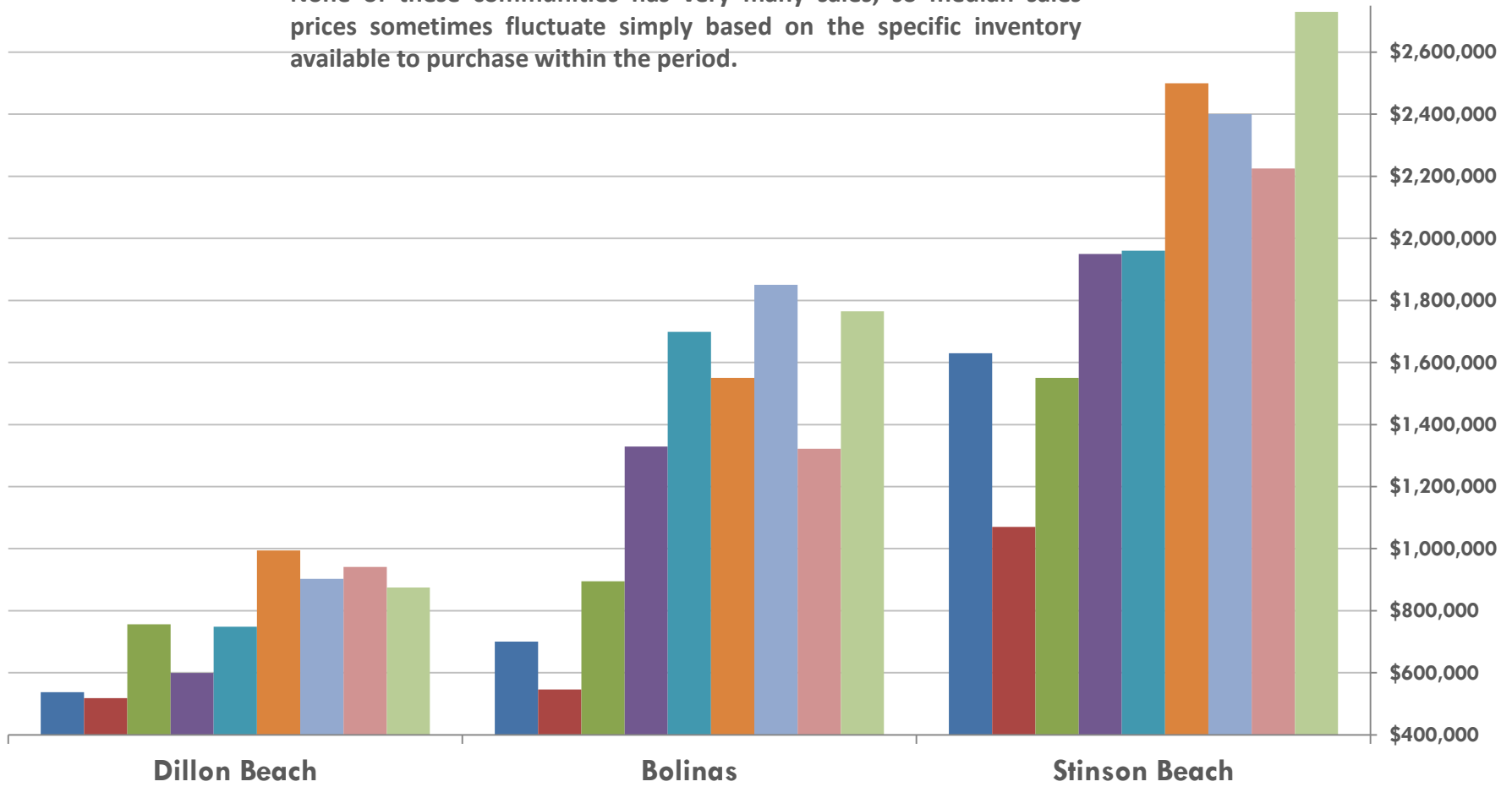
Marin County Coastal Home Price Trends

Median House Sales Price Trends, 2011 – 2018

Sales reported to MLS

2011- 2019 by Year

None of these communities has very many sales, so median sales prices sometimes fluctuate simply based on the specific inventory available to purchase within the period.



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.

COMPASS

Tiburon House Values

House Sales in 2019*

Sales reported to MLS, per Broker Metrics

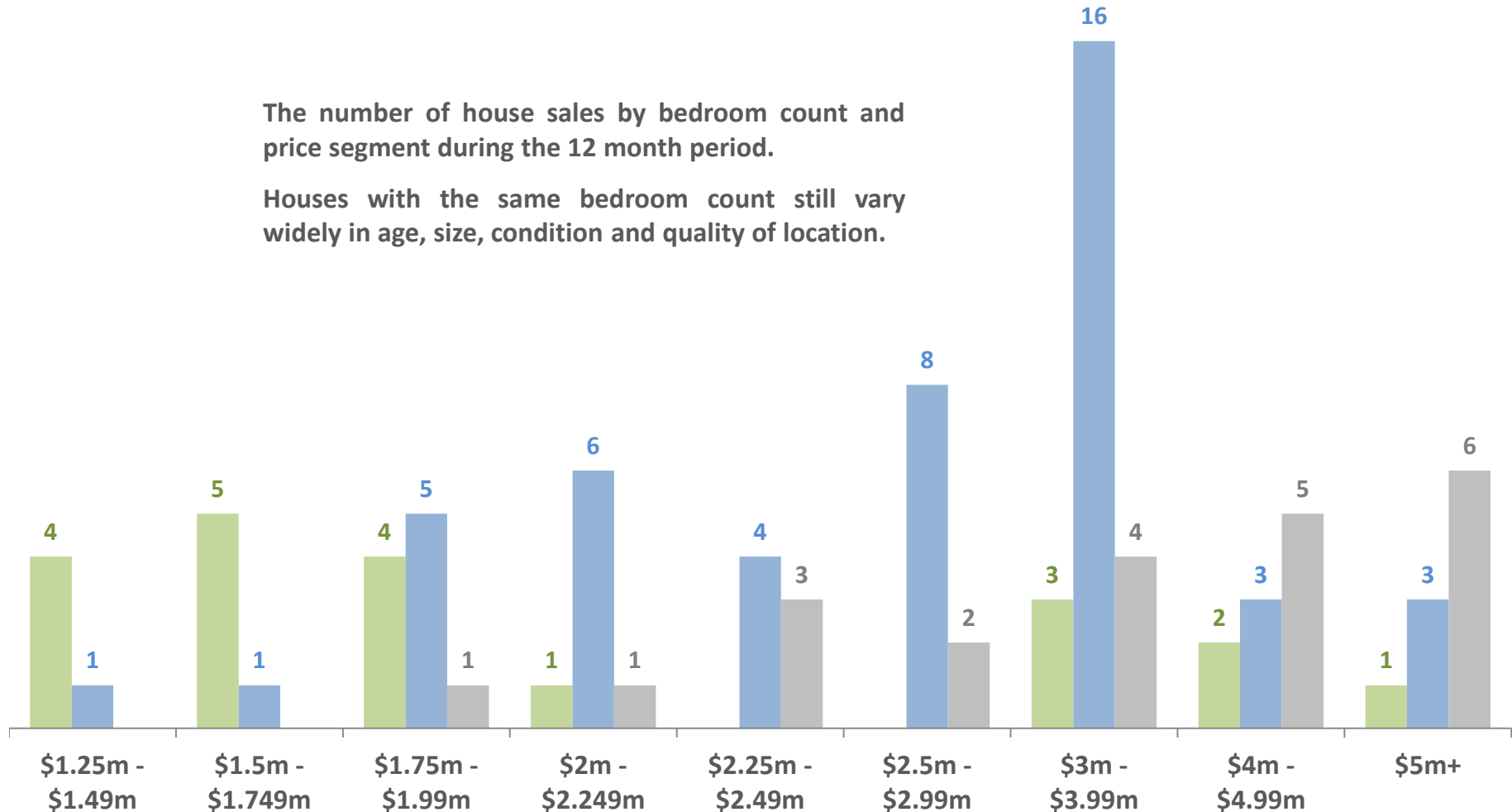
■ 3 Bedroom

■ 4 Bedroom

■ 5+ Bedroom

The number of house sales by bedroom count and price segment during the 12 month period.

Houses with the same bedroom count still vary widely in age, size, condition and quality of location.



* 12 months sales reported by 11/21/19. Not all sales are reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

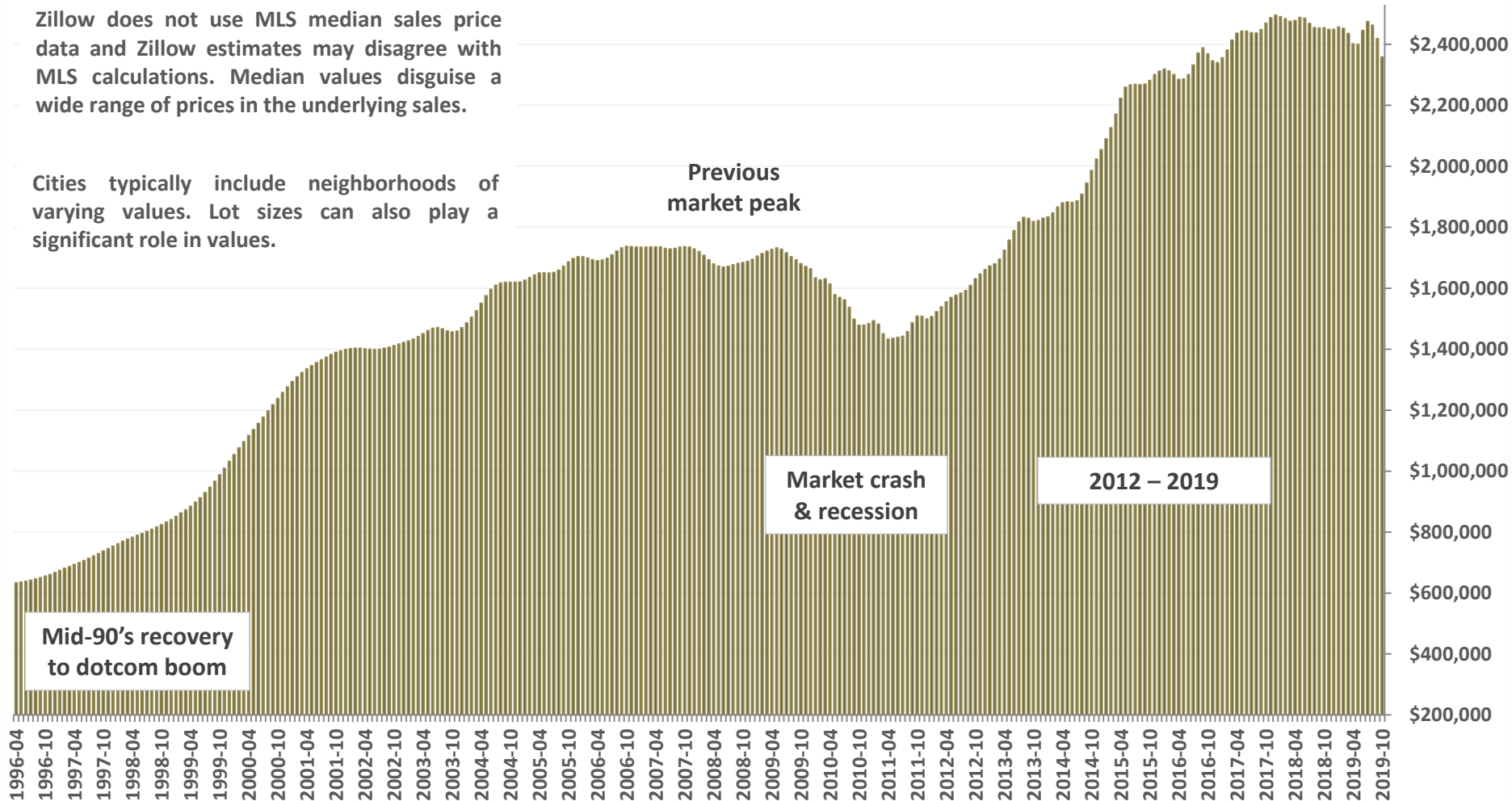
Tiburon Home Price Appreciation

Median House Values, 1996 – Present

Zillow Home Value Index (ZHVI): A smoothed, seasonally adjusted measure of the median estimated home value.

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Cities typically include neighborhoods of varying values. Lot sizes can also play a significant role in values.



Updated 12/2019. Data from Zillow Research: <https://www.zillow.com/research/data/>. Median value is that value at which half the homes are worth more and half less. Analysis may contain errors and subject to revision. All numbers are approximate. Zillow estimates may disagree with MLS sales data.

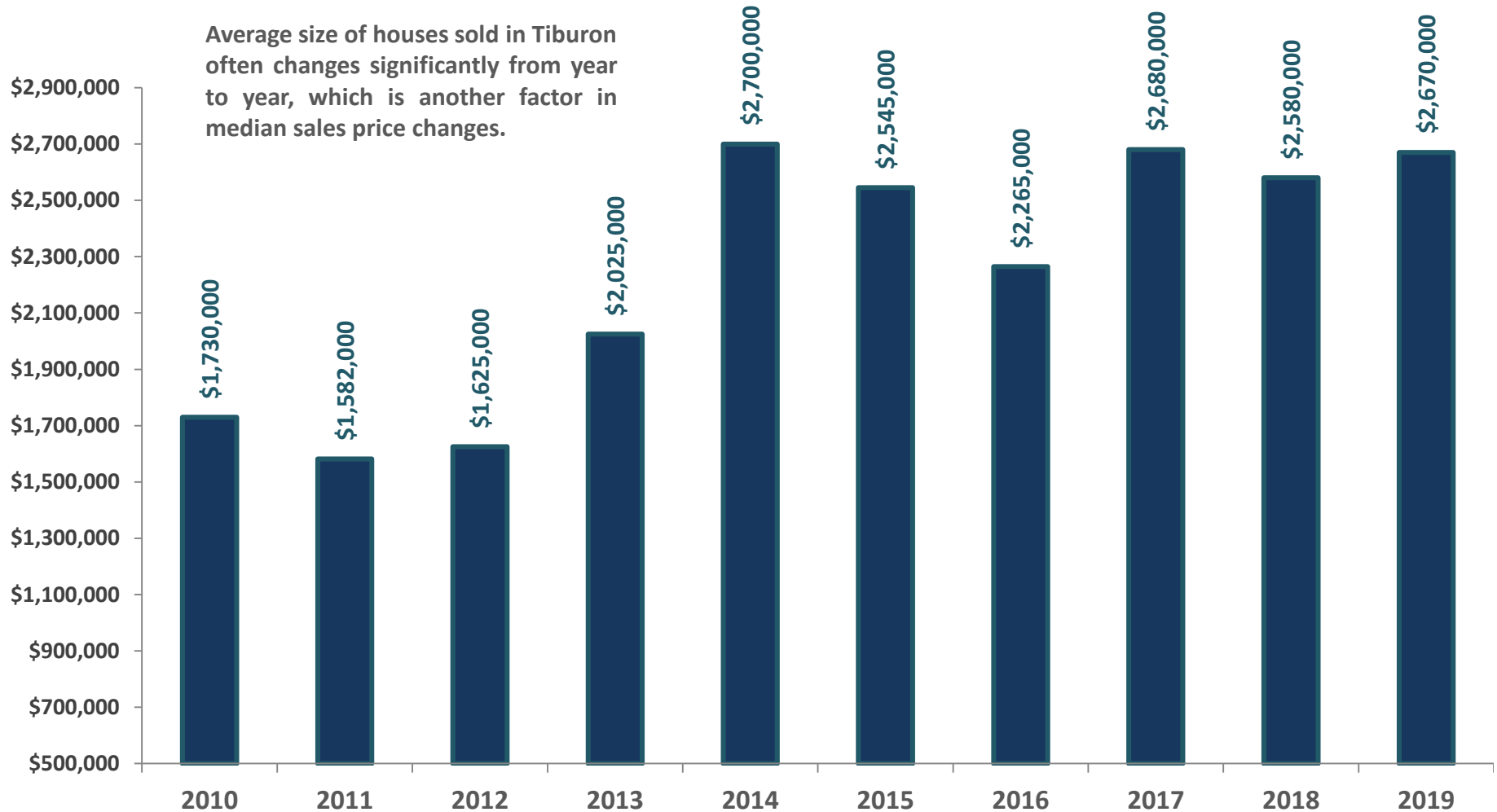
COMPASS

Tiburon Home Price Trends

Median House Sales Prices, 2010 to Present

Sales reported to MLS

Average size of houses sold in Tiburon often changes significantly from year to year, which is another factor in median sales price changes.



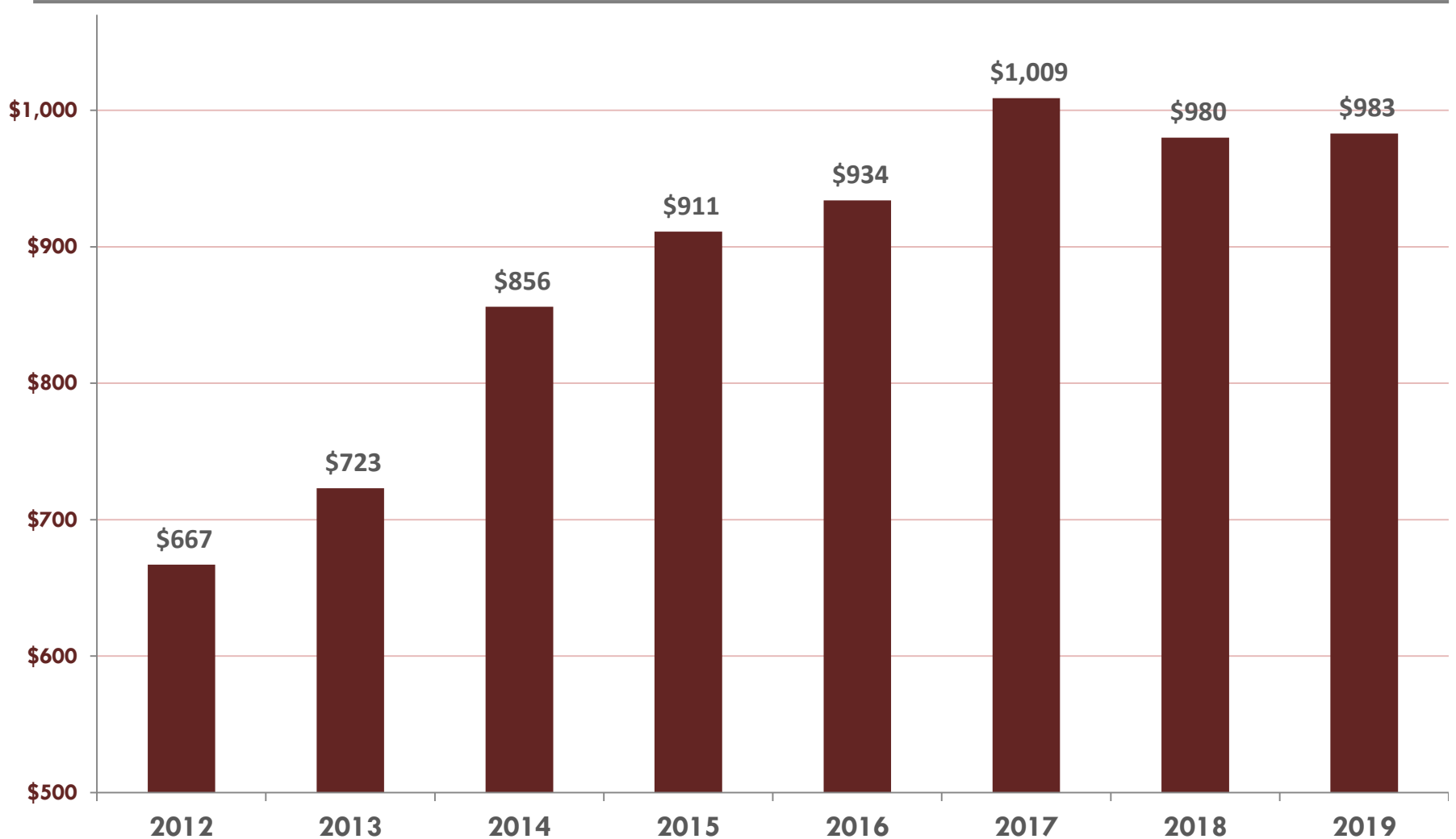
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COMPASS

Tiburon House Values

Average Dollar per Square Foot Values since 2012

Sales reported to MLS



DOLLAR PER SQUARE FOOT is based upon interior living space and does not include garages, unfinished attics and basements, patios or decks. Figures are usually derived from appraisals or tax records, but can be unreliable or unreported altogether. Data from sources deemed reliable, but may contain errors & subject to revision.

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Zillow analyses are not based on MLS data and at times there are discrepancies between the two. This may be because of the differing methods of analysis, dissimilar definitions of “single family dwelling,” varying geographic boundaries of cities being measured, diverse property types being included in the analysis, and/or the inclusion of non-MLS sales in Zillow calculations. What is most meaningful is the trend line illustrated in the charts.

Zillow Home Value Index (ZHVI) (<https://www.zillow.com/research/zhvi-methodology-6032/>): A smoothed, seasonally adjusted measure of the median estimated home value across a given region and housing type.

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