

Marin Real Estate Update – Q4 2020

The Big Picture:

The real estate market in Marin cooled off during the last quarter of the year. Where prices of single family homes in the previous quarter had risen 21% year-over-year, that percentage has dropped to 7% this quarter. **That is due to a 9% drop in the median price in Q4 (\$1,405,000)** compared with Q3 (\$1,547,250). **The median price a year ago was \$1,310,000, which still leaves us 7% higher for the year.**

In Q3, the annual increase in the price of condos was 15%. **That annual percentage increase had dropped to 9% in Q4 thanks to a 4% drop in the median price from the previous quarter (\$725,000) to \$695,000 in Q4.**

As I had predicted last quarter, the run up in prices over the summer has not been sustainable, though it remains to be seen if the drop in prices in Q4 is the start of a trend, or simply a reflection of the holiday season with fewer shoppers in the market to drive up prices. **My guess is that Q1-2021 will again see price increases.**

For homes sold in Q4, **the average price paid was 3% above the list price.**

The Days on Market has changed little, from 26 to 27, so things are still moving quickly.

It remains a *Balanced Market* for homes over \$1,500,000 and remains a *Sellers Market* for homes less than that.

Prices:

The statistics for median prices for each sub-market are shown below.

Single Family Homes		Year Change	Qtr Change			Year Change	Qtr Change
Belvedere/Tiburon	\$3,187,500	18%	-3%	Novato	\$1,020,000	11%	-4%
CM/Greenbrae/Larkspur	\$1,747,500	1%	0%	San Anselmo	\$1,525,000	2%	6%
Fairfax/San Geronimo	\$1,100,000	16%	-3%	San Rafael	\$1,285,000	7%	-8%
Kentfield/Ross	\$2,817,750	3%	-18%	Sausalito*	\$2,025,000	9%	-10%
Mill Valley	\$1,772,500	4%	-3%	All Marin	\$1,405,000	7%	-9%

Condos/Townhomes		Year Change	Qtr Change			Year Change	Qtr Change
Tiburon/Mill Valley	\$1,077,500	20%	16%	San Rafael	\$643,500	9%	-13%
CM/Greenbrae/Larkspur*	\$829,000	-10%	19%	Sausalito*	\$880,000	8%	-11%
Novato	\$520,000	-1%	-10%	All Marin	\$695,000	9%	-4%

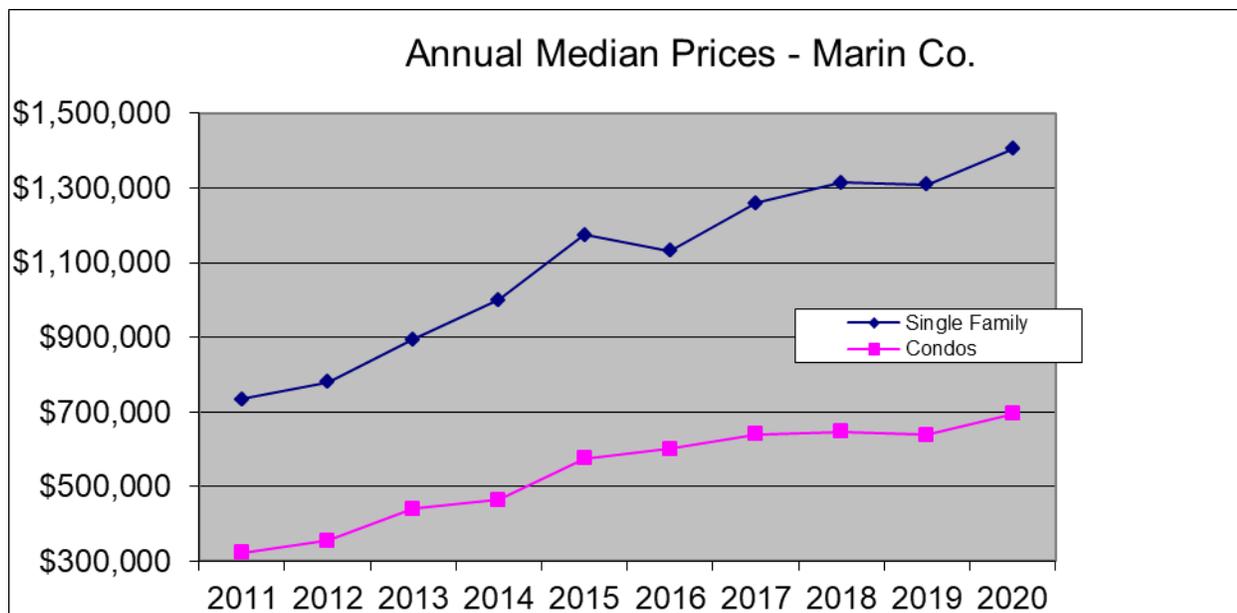
Statistics from BAREIS MLS, deemed reliable, but not guaranteed.

* Less than 25 homes have sold this quarter for this area, so these statistics are less reliable than those for other markets.

Note: Approximately 9% of home sales are “off-market.” i.e., not sold through the MLS. This report uses only data for those sold through the MLS.

Annual Median Prices

The median prices for both single family homes and condos at the end of each of the past 10 years is shown in the chart below.



Inventory and Time on Market

The number of homes listed has dropped from 556 at the beginning of Q4 to just 168 as of January 12, 2021, with inventory now just a 1-month supply.

There are only 2 Active distressed listings, the same as last quarter. Distressed properties are those in foreclosure, short sales and bank-owned properties.

Buyers or Sellers Market?

It's generally considered a Buyers Market when less than 25% of listings are in escrow, a Balanced Market when 25-40% are in escrow, and a Sellers Market when more than 40% are in escrow. By this measure,

- It remains *a Sellers Market* for homes priced less than \$900,000, with 41% of the for-sale homes in escrow.
- It also remains *a Sellers Market* for homes priced between \$900,000 - \$1,500,000 (68% are in escrow).
- It remains *a Balanced Market* for homes priced more than \$1,500,000 (30% in escrow.)

For questions about the market, or to receive a Comparative Market Analysis showing the current value of your home, give me a call!



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