

MARIN COUNTY

A market overview of single family home sales

Q1
2007

UNIT SALES



Q1-07 Q1-06

MEDIAN PRICE



Q1-07 Q1-06

Marin County One of the Strongest Markets in the Bay Area in the First Quarter

Sales activity in Marin County's housing market remained stable (-2%, year-over-year), according to a first quarter report released by the research division of Prudential California Realty based on an analysis of MLS data. Marin County was second only to Napa County in the Bay Area in maintaining sales numbers from the same period in 2006.

Marin County recorded the highest median prices (+1%, year-over-year) in the first quarter. After several months of adjustments, buyers and sellers seem aligned on current pricing. The balanced market has eased negotiations between the two

sides with offers generally falling within a few percentage points of list price and few requests for costly seller concessions.

Listings rose by six percent, year-over-year, but strong buyer interest in central and southern areas of the county found some neighborhoods, including Fairfax and Sausalito, undersupplied. The unseasonably dry weather in the winter months also attracted more homebuyers to open houses in the area. Sellers with well-presented homes and entry-level properties in the \$700,000 to \$900,000 range frequently attracted multiple offers from buyers.

M A R K E T C O M P A R I S O N

City	Homes Sold Q1/07	Homes Sold Q1/06	% Change	Avg DOM Q1/07	Avg DOM Q1/06	Change 07/06 (days)	Median * Price Q1/07	Median Price Q1/06	% Change
Corte Madera	19	17	+12	47	37	+10	\$1,000,000	\$928,500	+8
Fairfax	18	12	+50	83	58	+25	\$730,000	\$741,500	-2
Greenbrae	23	2	+1050	42	24	+18	\$1,225,000	\$970,000	+26
Kentfield	13	10	+30	170	62	+108	\$2,250,000	\$1,585,000	+42
Mill Valley	63	69	-9	69	71	-2	\$1,169,000	\$1,090,000	-7
Novato	84	100	-16	85	58	+27	\$739,500	\$824,500	-10
Ross	5	7	-29	116	101	+15	\$1,940,000	\$2,925,000	-34
San Anselmo	27	31	-13	62	73	-11	\$1,000,000	\$930,000	+8
San Rafael	95	87	+9	63	60	+3	\$857,500	\$879,000	-2
Sausalito	13	13	0	151	106	+45	\$1,300,000	\$1,425,000	-9
Tiburon	22	23	-4	178	130	+48	\$2,000,000	\$2,300,000	-13

* The median home price for the entire county is the weighted mean of median home prices of cities within Marin County.

Days on market (DOM) is the number of days a property was listed on the market until it went under contract at its final listing price. This may not reflect previous listings. Data are sourced from multiple listing services and are deemed reliable but not guaranteed. All percentages rounded to nearest whole number.

Produced by the Prudential California Realty Research Division.