COMPASS

July 2026 Marin County Market Outlook

Data through June 2026

Market Research

COMPASS INTERNATIONAL HOLDINGS

July 2026
Housing Market Report

The Bay Area housing market is the center of national attention this summer. AI-driven wealth has offset persistently higher mortgage rates, pushing demand in a handful of neighborhoods to dramatic levels.

The most intense competition is concentrated in San Francisco itself. In June, 44 homes in the city sold for at least $1 million over asking (see charts, next page). Sales in San Francisco, San Mateo, and Marin are running well above last year's pace.

Other parts of the Bay Area are more exposed to AI's other edge: jobs, inflation, and rates. Most buyers need a mortgage, and rates have stayed elevated — though still below last year's level. Nationally, inflation remains well above what policymakers and bond markets are comfortable with, driven by energy costs, government spending, and quite possibly the AI investment boom itself. Mortgage rates spent another month near 6.5%.

Santa Clara County is feeling a different edge: Bay Area tech companies have cut 58,000 jobs so far in 2026, and in the South Bay, inventory is climbing while average sale prices trail last year.

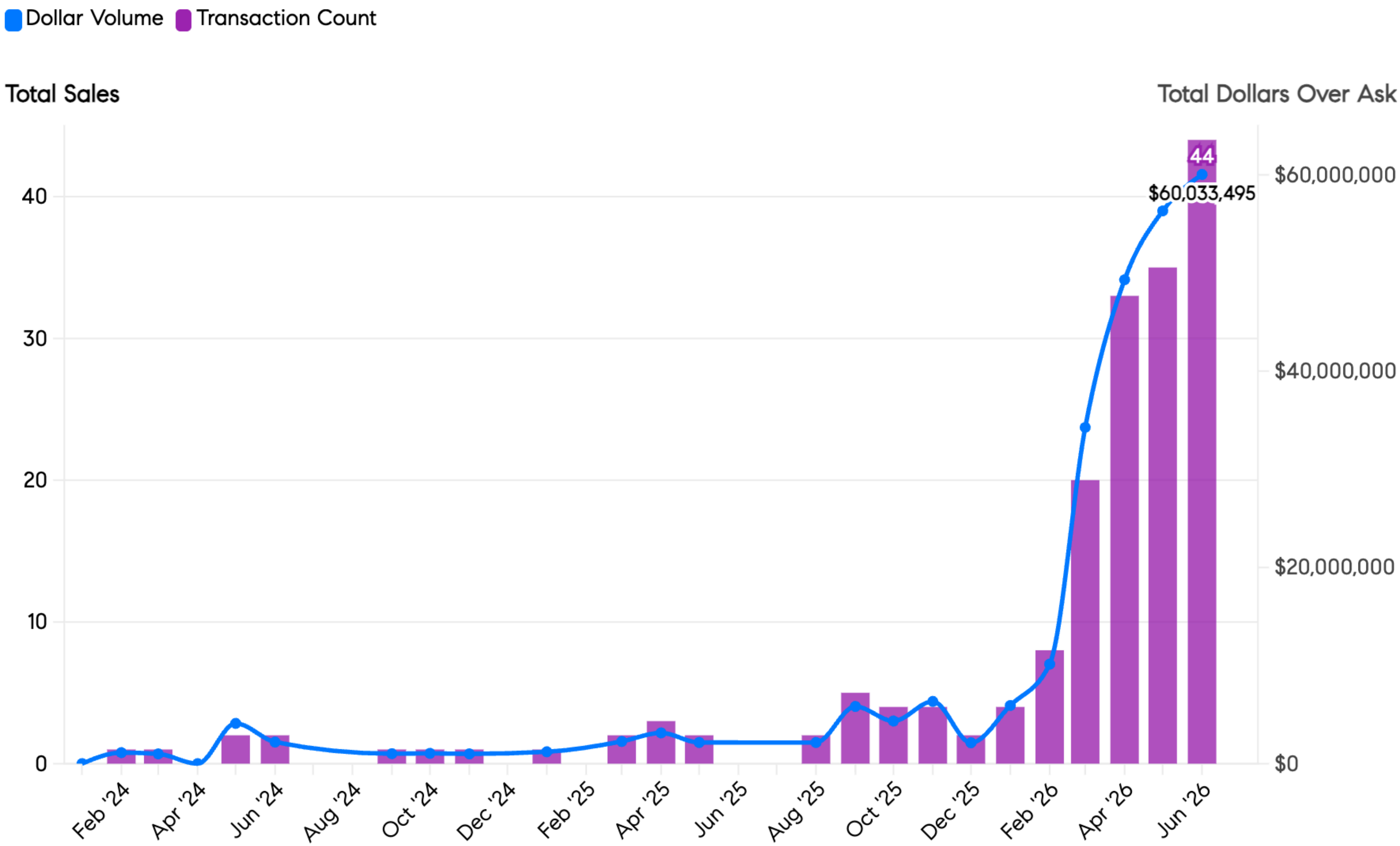
In many ways, the Bay Area is leading the nation's housing story in both directions — new wealth pulling the top of the market to record heights, while job insecurity and high rates weigh on buyers further down. It's always worth watching the Bay Area markets closely as we often signal where the rest of the country is headed next.

Mike Simonsen
Chief Economist, Compass International Holdings

The first section of this report are select macro-economic and demographic data for the country and the Bay Area. In the second half of the report, we share all the details of the housing market.

AI Boom Hits San Francisco Home Sales

In June, 44 transactions in San Francisco closed at least $1 million above the final ask price.



Source: Compass via MLS Data · Home sales where sale price exceeded the final list price by at least $1 million.

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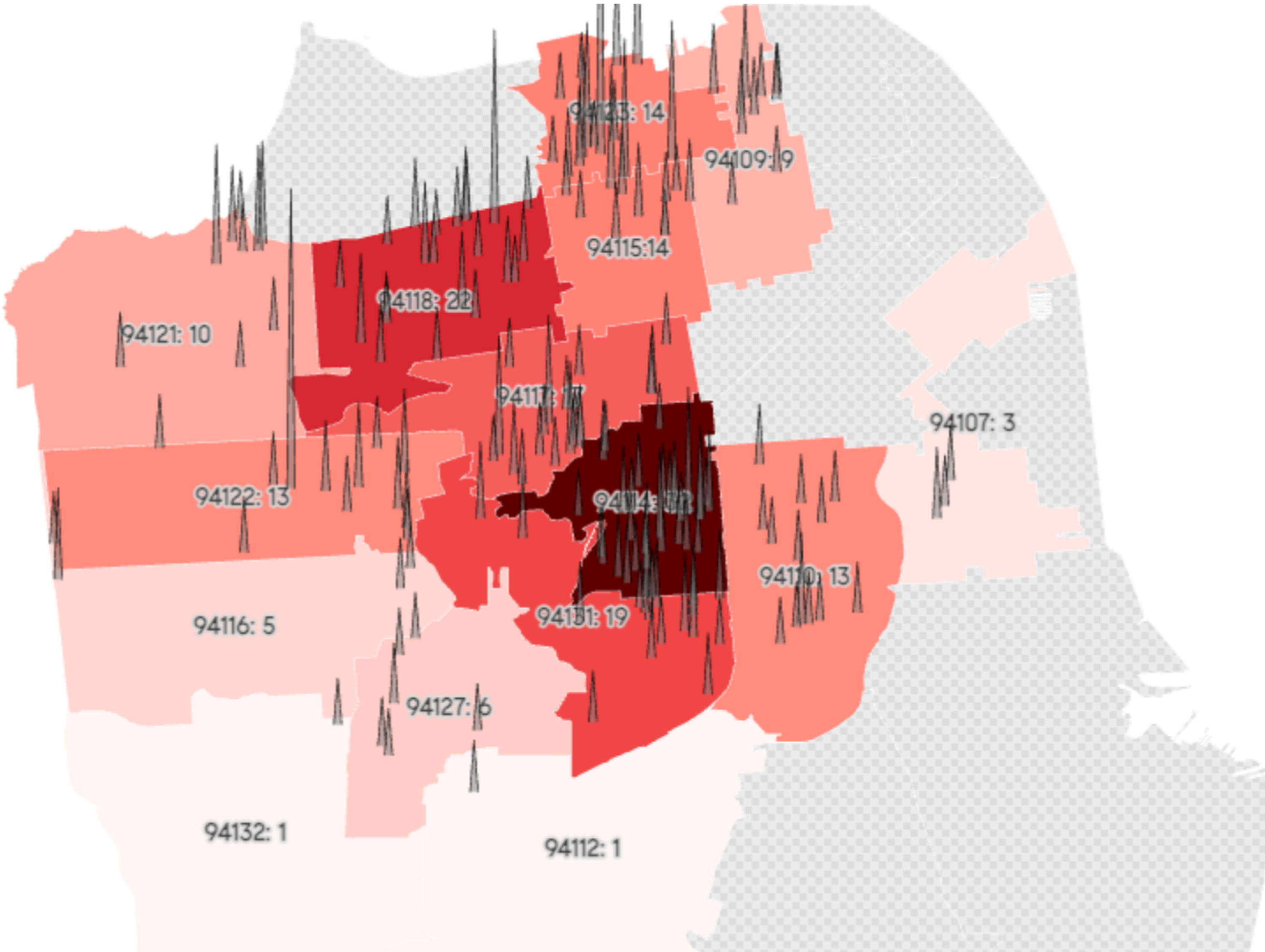
Where The Money is Concentrating

San Francisco home sales at least $1 million over the asking price. The pace of those closing at least $1 million over ask illustrates the most desirable neighborhoods.



Source: Compass via MLS data · Home sales where sale price was at least $1 million over the final ask price. The height of each spike represents the total dollars over asking.

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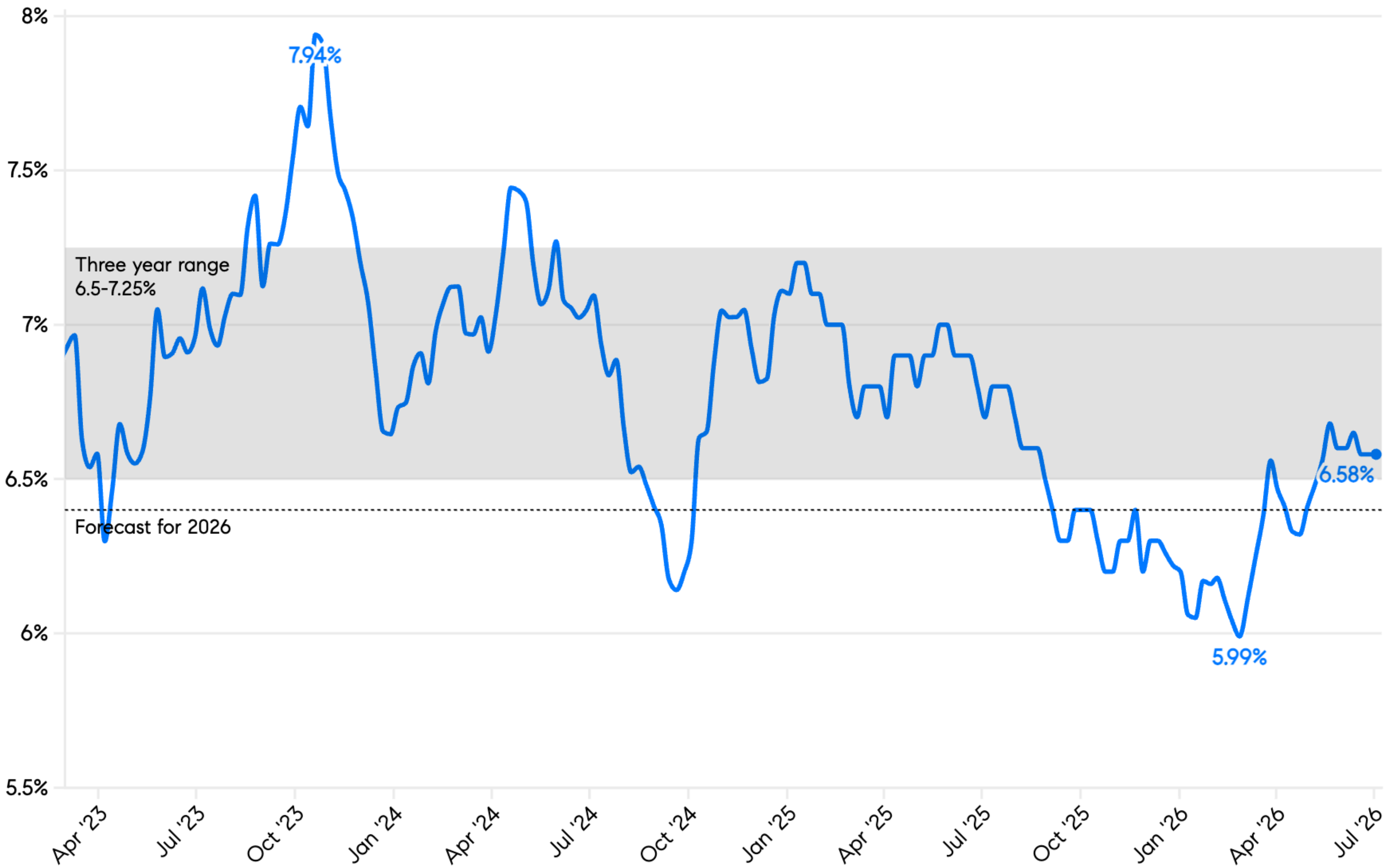
Mortgage Rates Stay In The Mid-6s

Interest have stayed elevated due persistent inflation news and recently improved jobs data. Still at the low-end of the range over the past three years, any push into the upper 6s is likely to slow home purchase demand again.



Source: Mortgage News Daily, Compass

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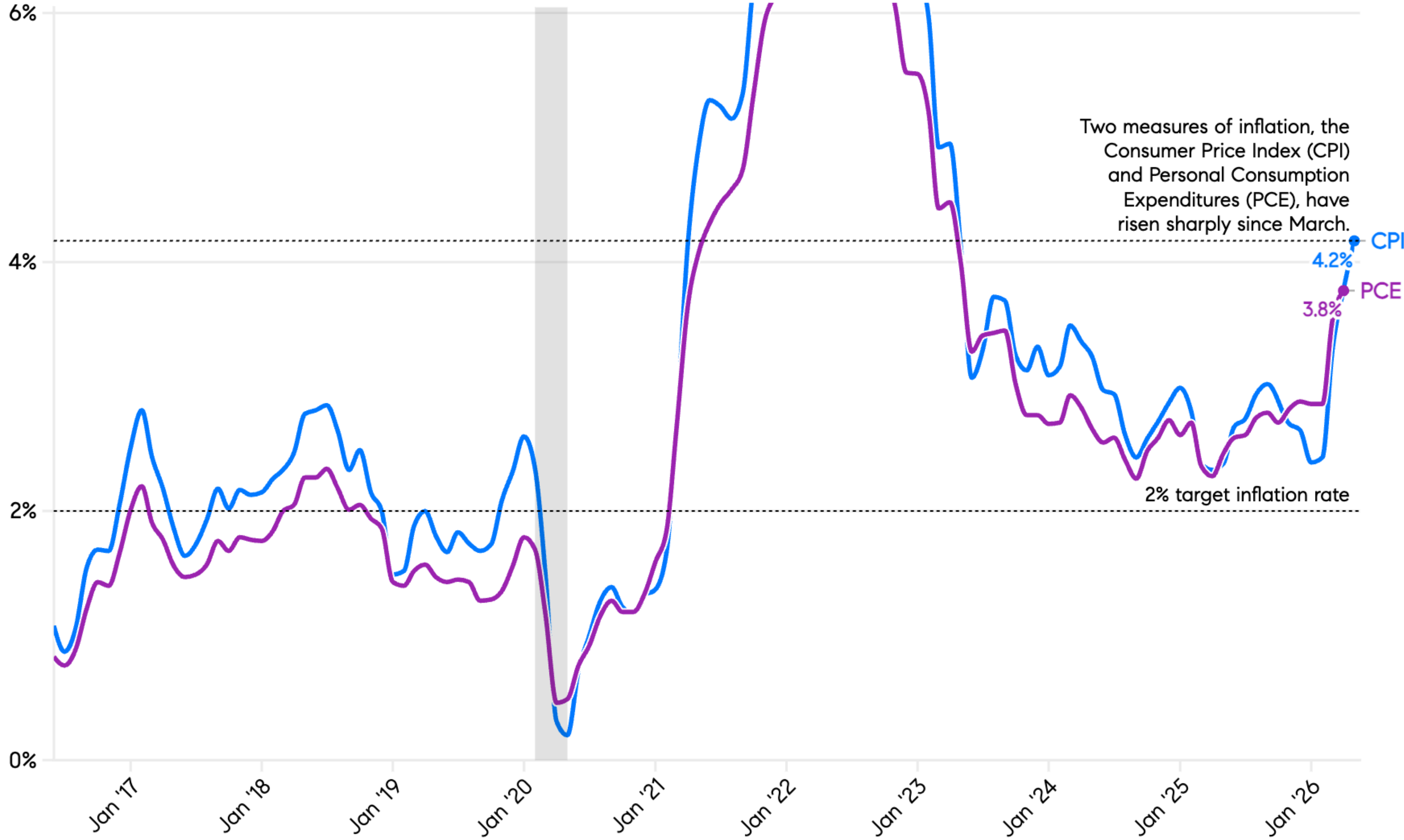
Inflation Accelerates in June

Tariffs, oil, and government spending are all contributing to re-accelerating inflation. Recently falling oil prices are not yet visible in the inflation data. Inflation has forced interest rates higher, adding to affordability challenges with real estate.



Source: US BLS, BEA

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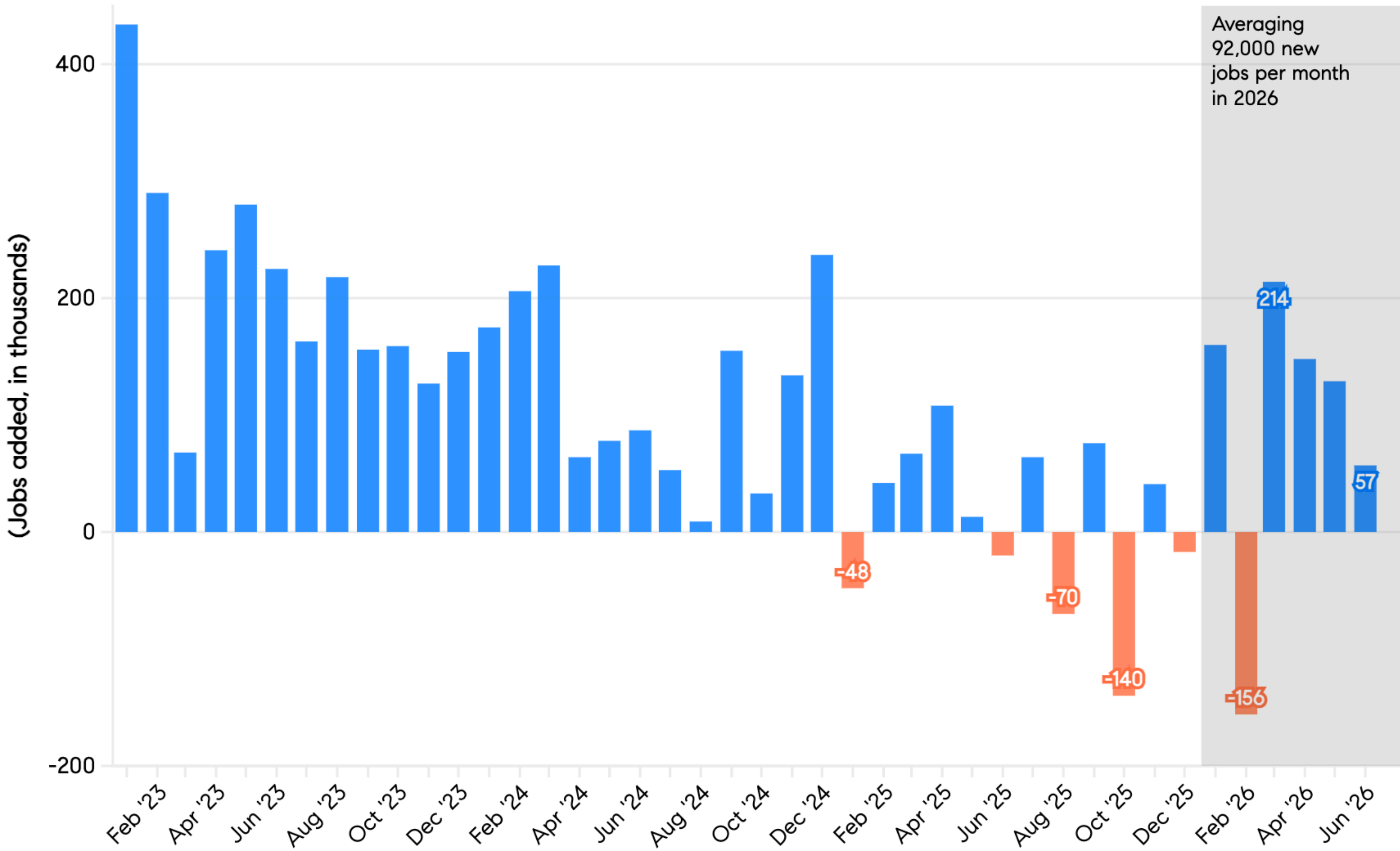
National Employment Grows Slowly

The labor market shows four months of growth after a very weak 2025. Corporate profitability is improving, AI investment is booming, and government spending is unabated, all of which are drivers of continued expansion in 2026. An improving labor market is generally positive for housing.



Source: BLS Non-Farm Payrolls, Total jobs, seasonally adjusted

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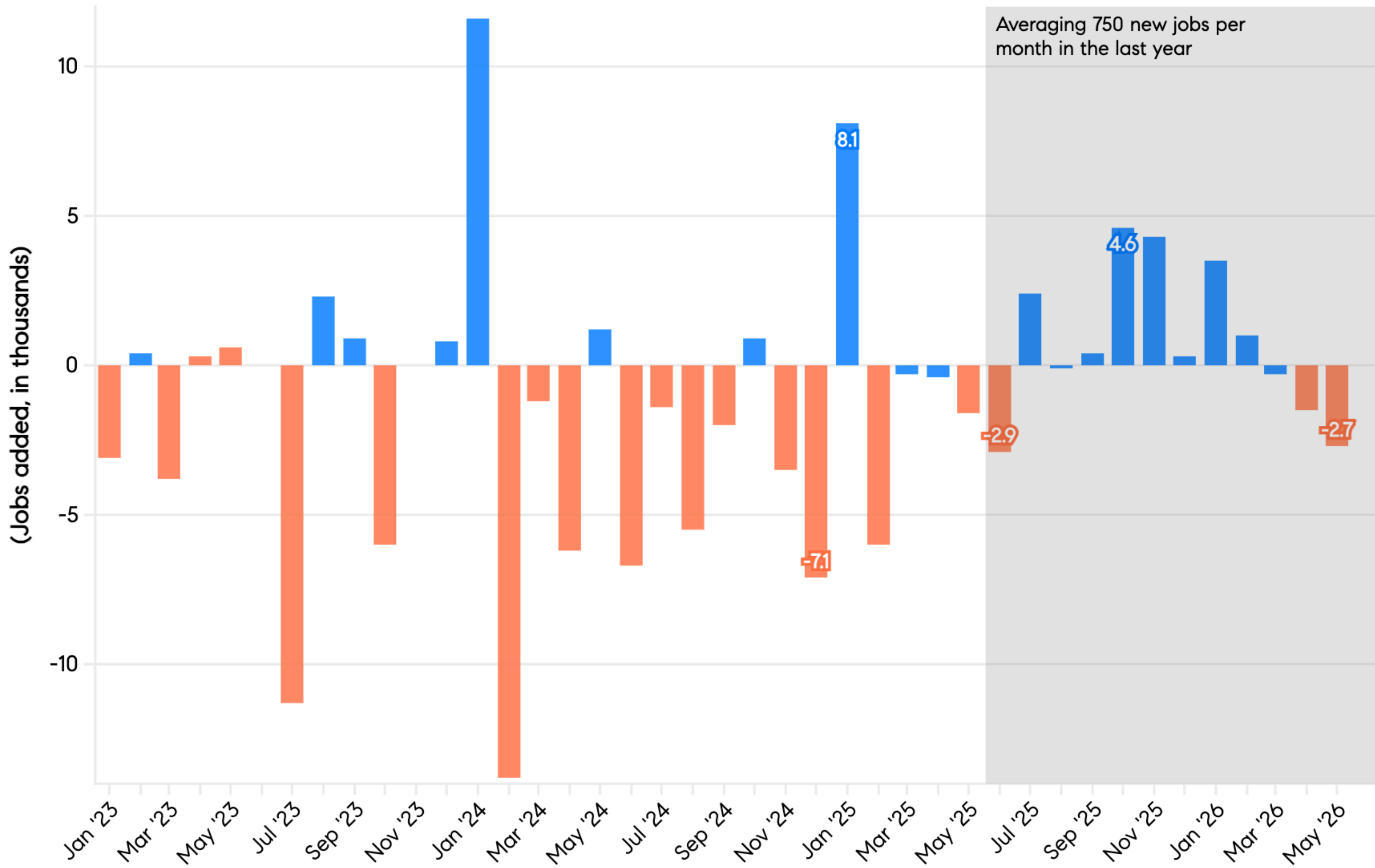
Bay Area Job Growth Slows Again

While the most recent 12 months have been mildly positive for job growth in the Bay Area, the most recent two months report a weakening job market again.



Source: BLS Non-Farm Payrolls, Total jobs, seasonally adjusted

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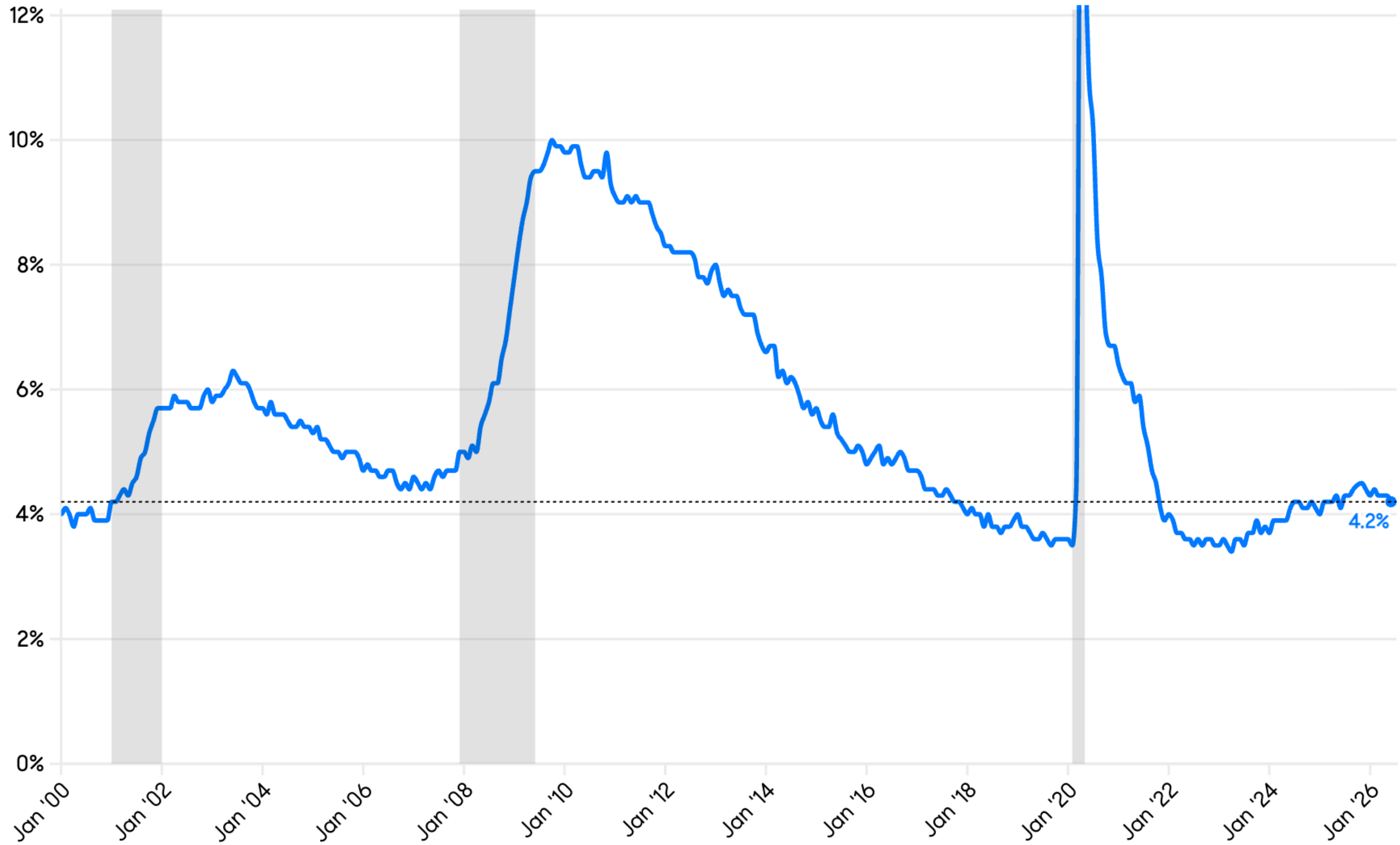
June Unemployment Declined

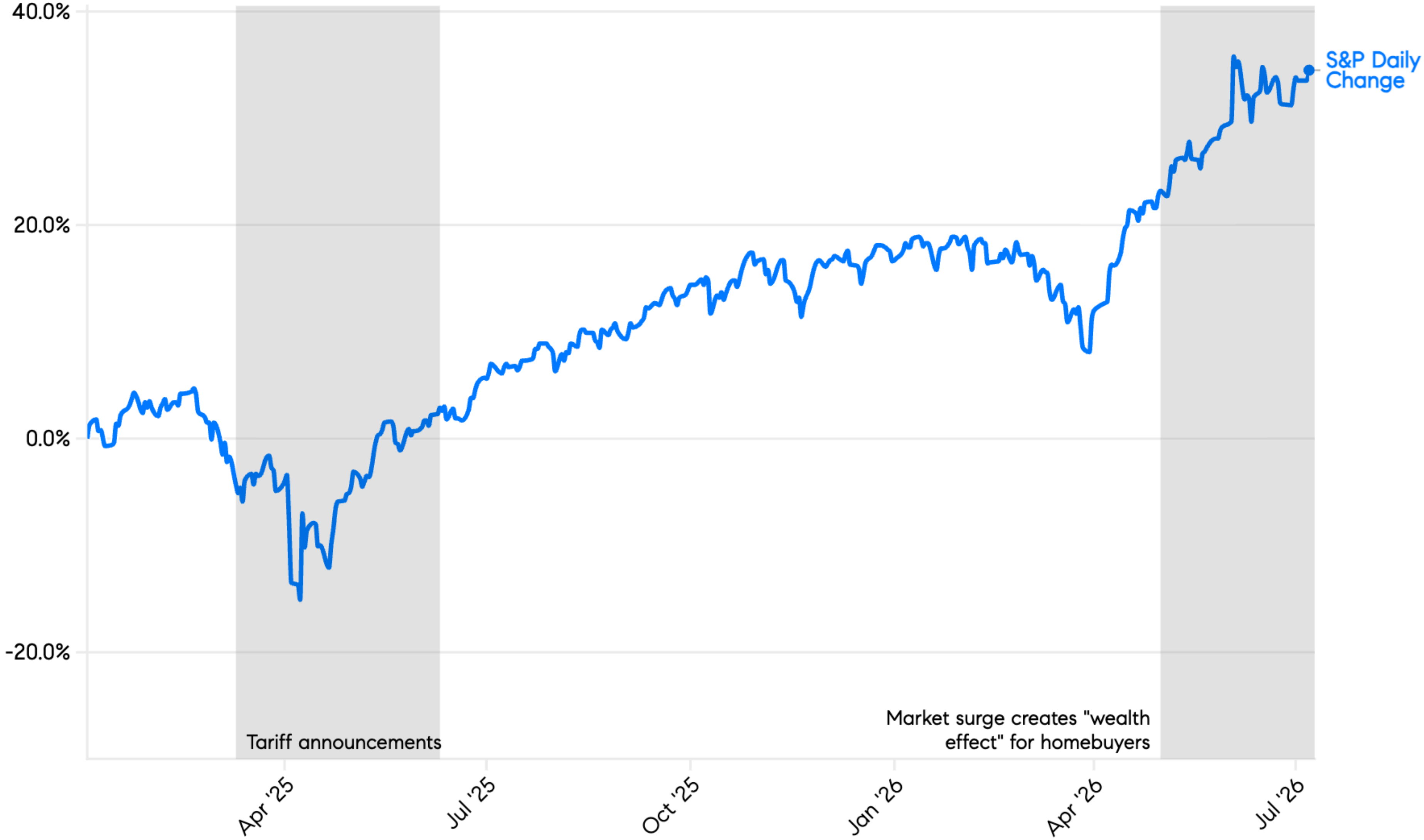
Headline Unemployment (U3) has moved lower since November. The June numbers defied expectations and dropped to 4.2%. Continued low unemployment implies very few distressed home sales but also generally holds interest rates higher.



Source: US BLS

Wealth Effect Drives Home Purchase Demand

With stock markets near all time highs, a powerful "wealth effect" is created for potential homebuyers. The opposite effect was felt in 2025 after tariffs slowed the economy and ate up business profits. This wealth effect has had dramatic results in the Bay Area with AI related market boom and IPOs in the pipeline.



Source: MarketWatch.com
Index change vs. Jan 1. 2025

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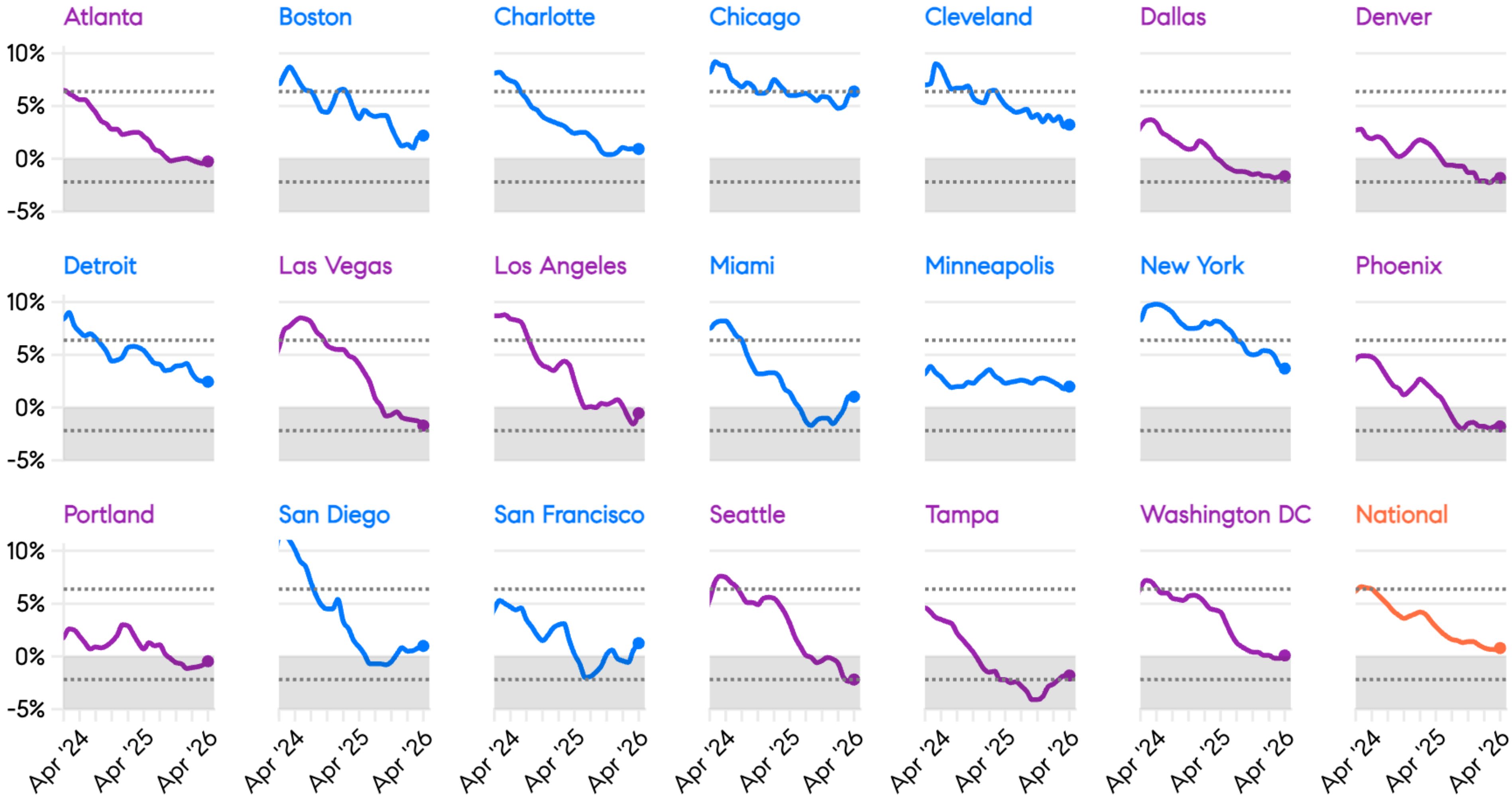
Bay Area Sales Price Growth is Accelerating

According to the Case Shiller Index, nationally home prices are only 0.8% above last year. San Francisco prices have recently swung positive while other Western US cities show prices falling compared to last year.



Source: S&P CoreLogic Case-Shiller · Purple cities have home price appreciation vs. March 2025. Orange cities have home price declines from Mar 2025. Dotted lines are top and bottom performing markets. Gray area is below 0%

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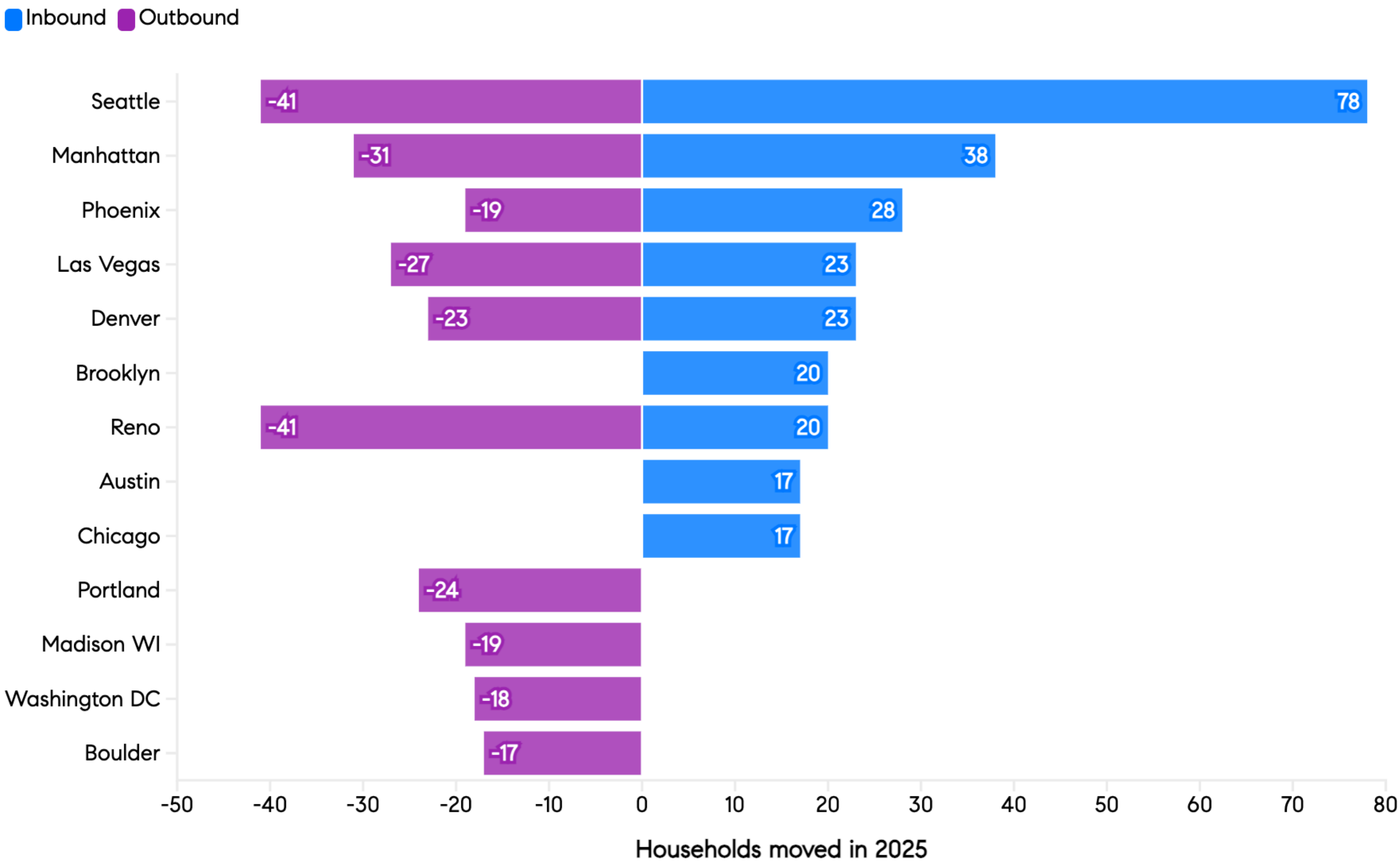
Bay Area Migration Sources & Destinations

In 2025, inbound migration to the Bay Area resumed for the first time in many years. Seattle and Austin are net inbound to San Francisco. Lower cost of living cities remain popular destinations for outbound movers.



Source: Censai Analytics · Top 10 inbound and outbound counties tracked. Sources include change of address forms and voter registration changes. Likely undercounts students and non-voters.

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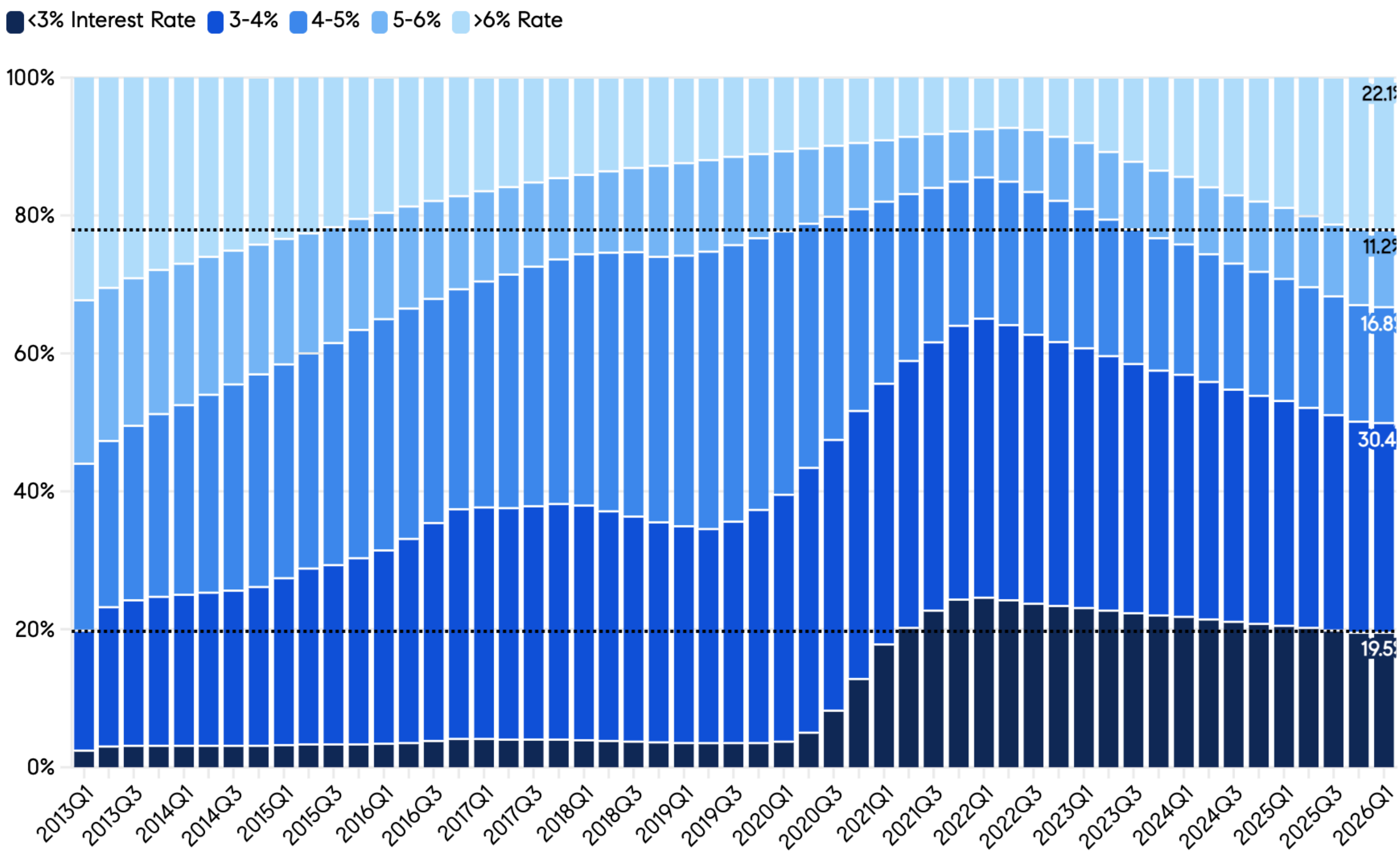
Expensive and Cheap Mortgages

More mortgages now carry a 6-plus% rate than under 3%. Homeowners with very cheap mortgage payments are reluctant to ever sell, so inventory remains tight and sales are fewer than normal. Over time, fewer homeowners are locked-in to ultra low rates and home sales will grow.



Source: FHFA · All outstanding mortgages, through December 2025

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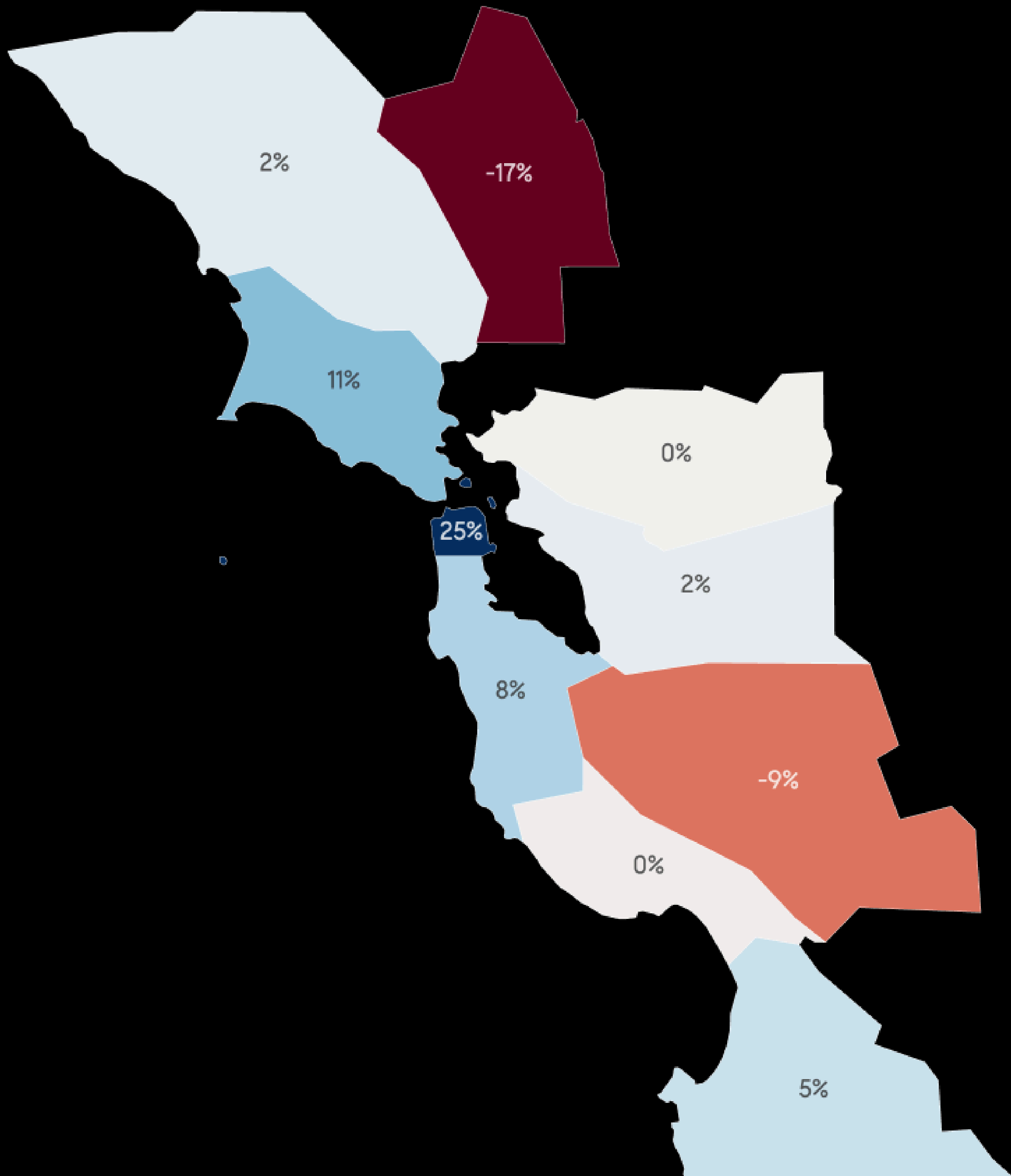
Marin County Market

Report created in good faith using public and proprietary data from sources deemed reliable but may contain errors and is subject to revision. Data is pulled at the end of the month, and last-period figures may still be preliminary due to late-reported activity. All numbers are approximate and may change, including Private Exclusive sales and other transactions not publicly reported at the time of publication.

Home Price Change vs 2025



Source: Compass via MLS data · Median sales price single family homes

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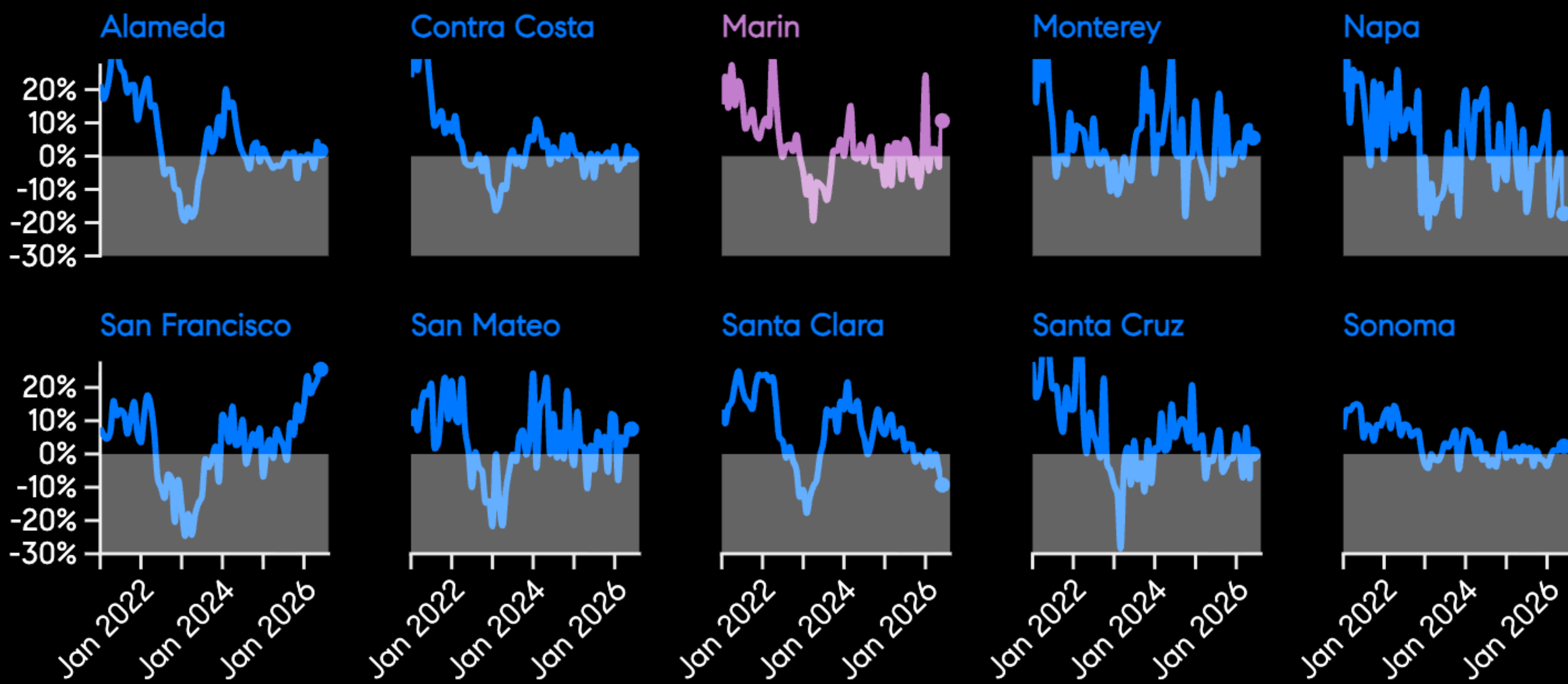
Home Price Changes Over Time

Median sales prices in Marin County have experienced some of the largest regional growth with a 10.6% year over year increase.



Source: Compass via MLS data · Median sales price for single family homes, change vs same month 1 year prior

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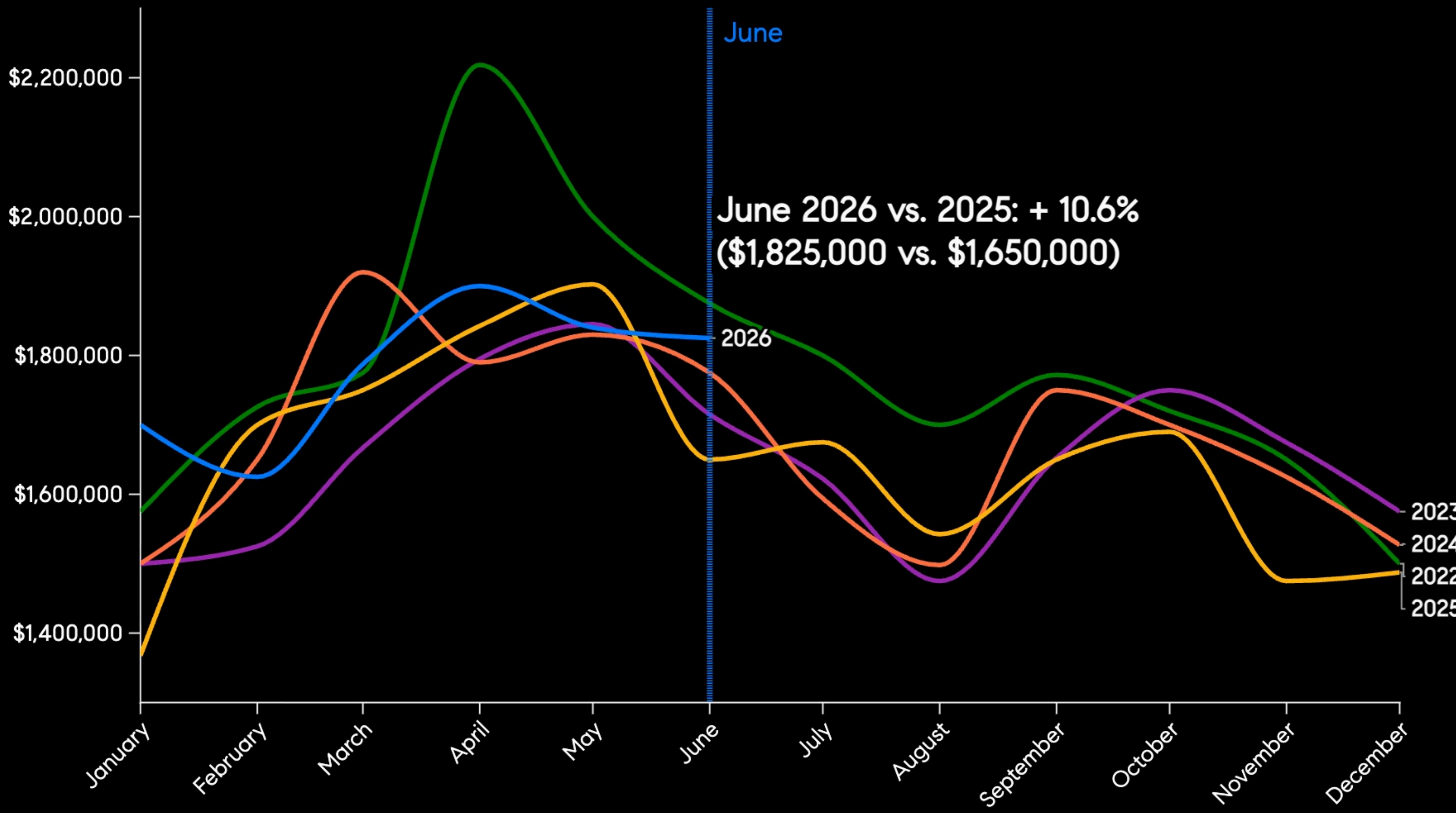
Median Sale Price

Single Family Homes

Marin County



Source: Compass via MLS · Single Family

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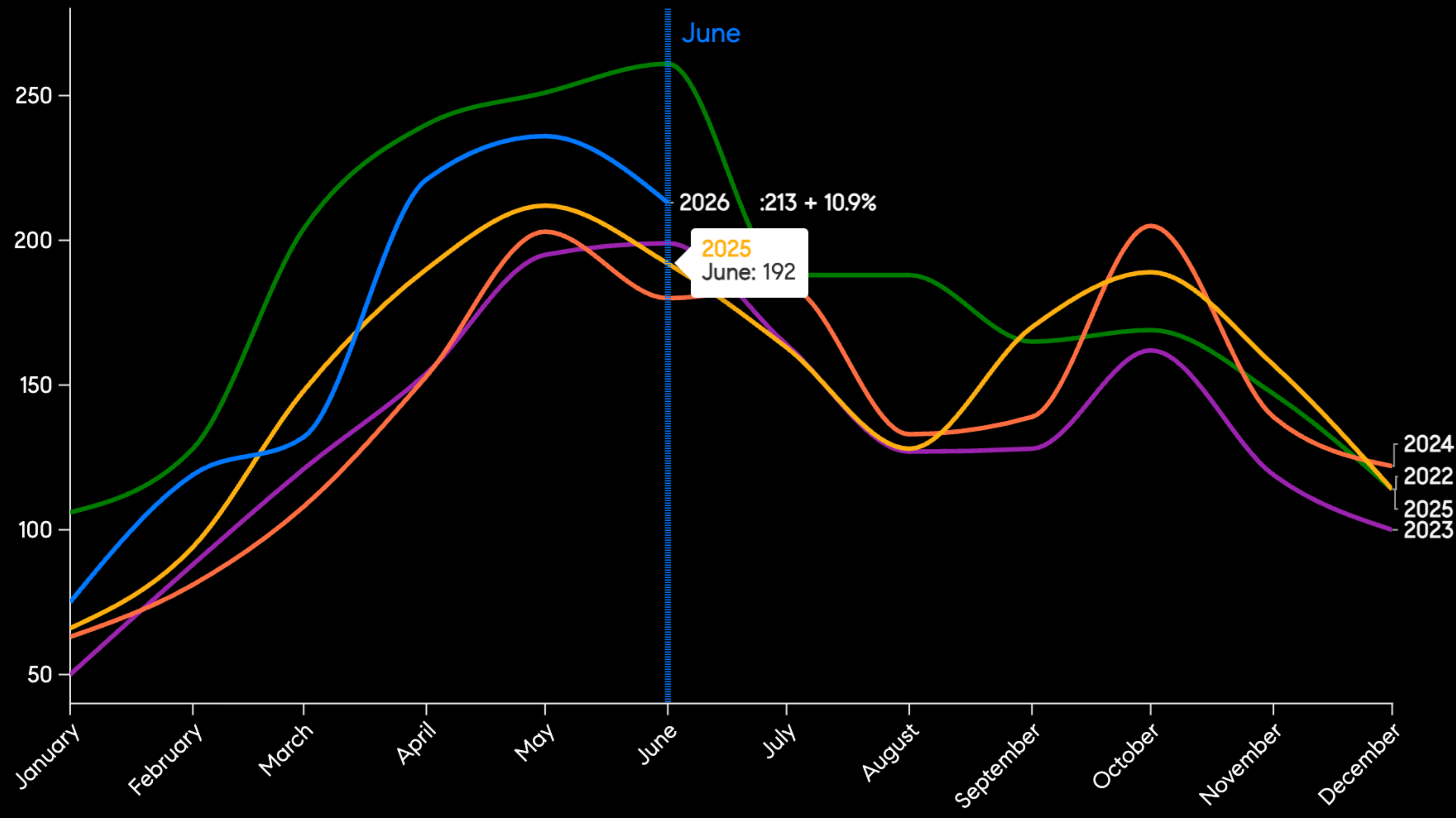
Closed Sales

Single Family Homes

Marin County



Source: Compass via MLS · Single Family

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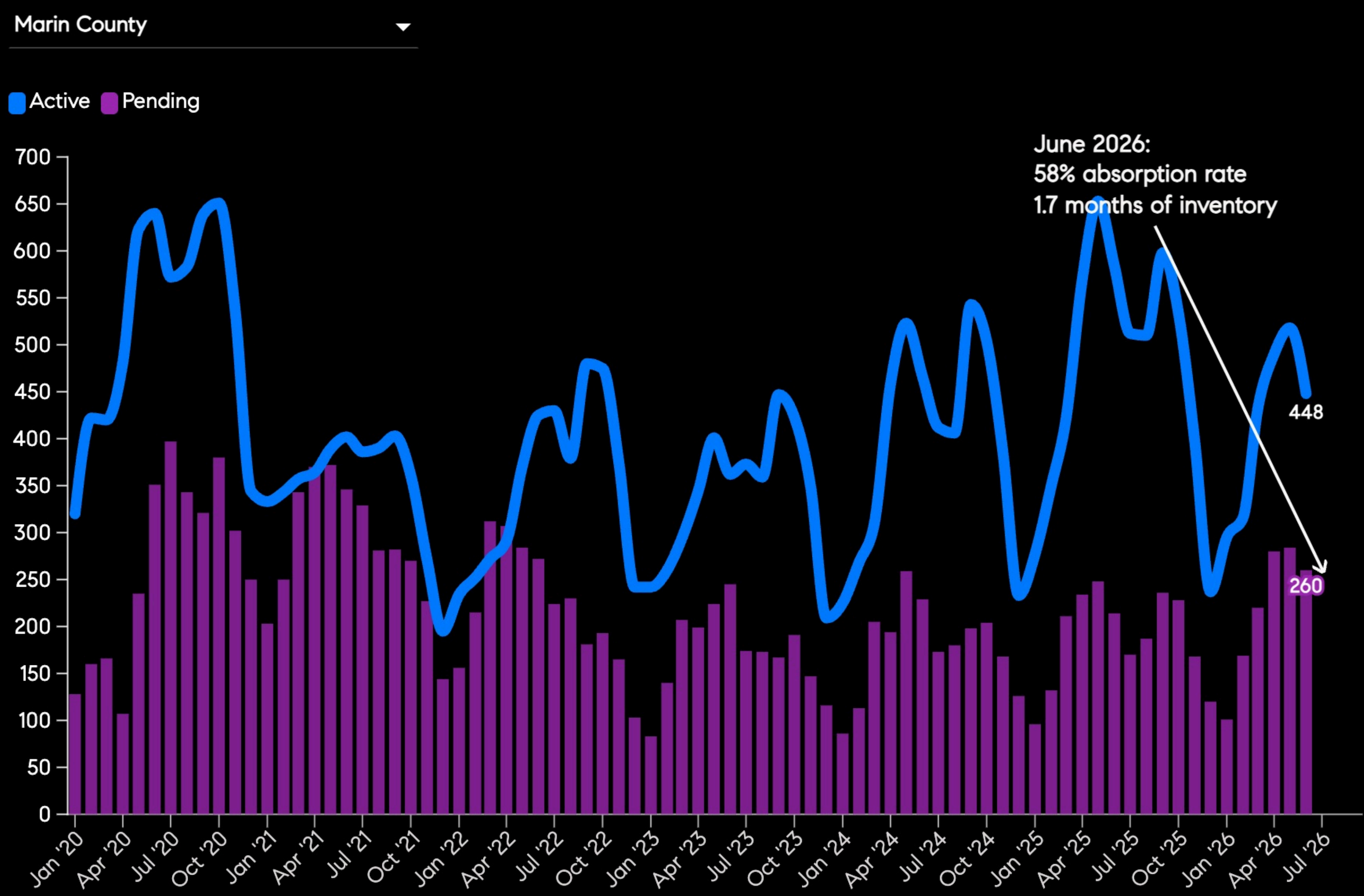
Active Listings and Pending Sales



Source: Compass via MLS · Single Family Homes and Condos

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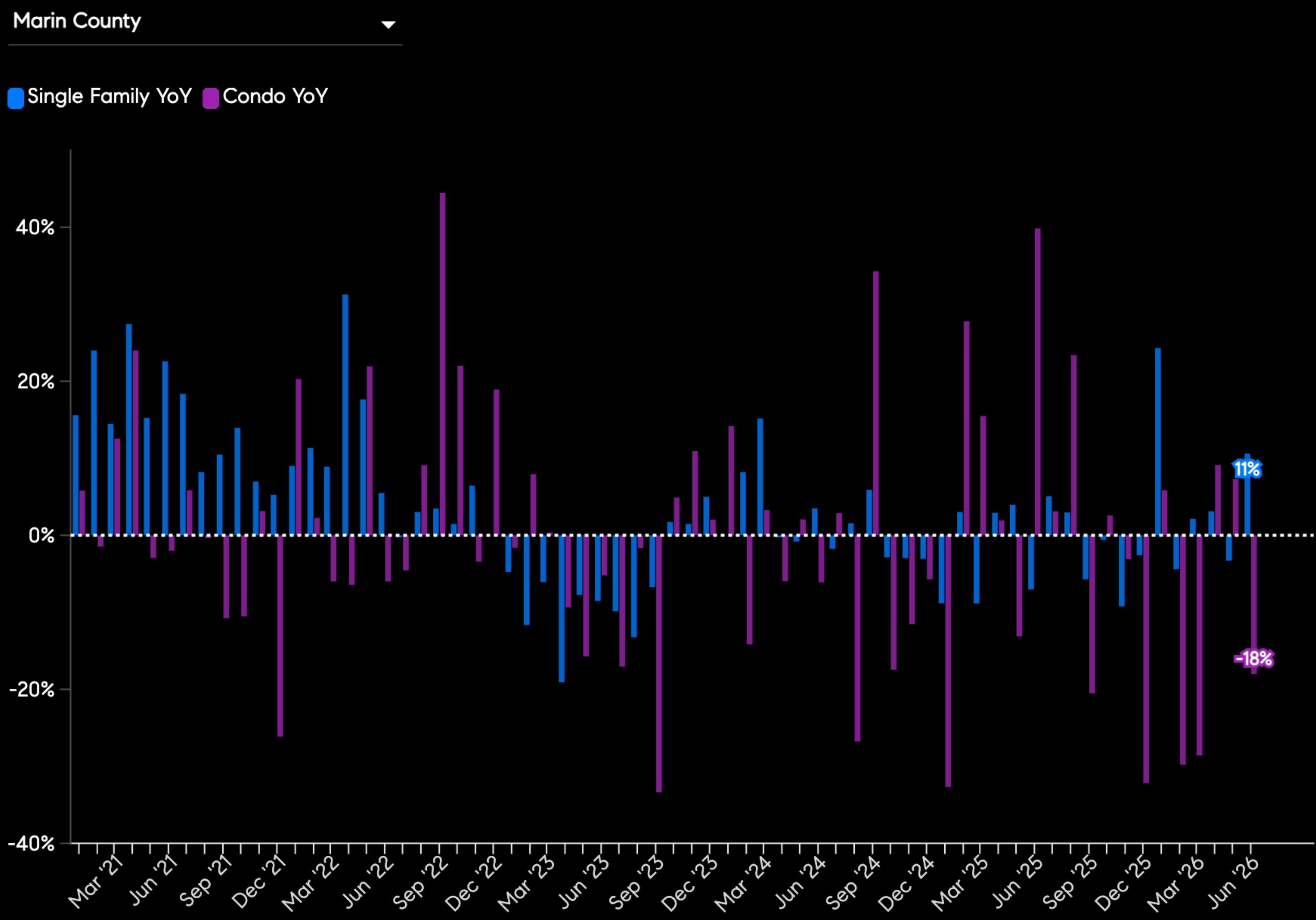
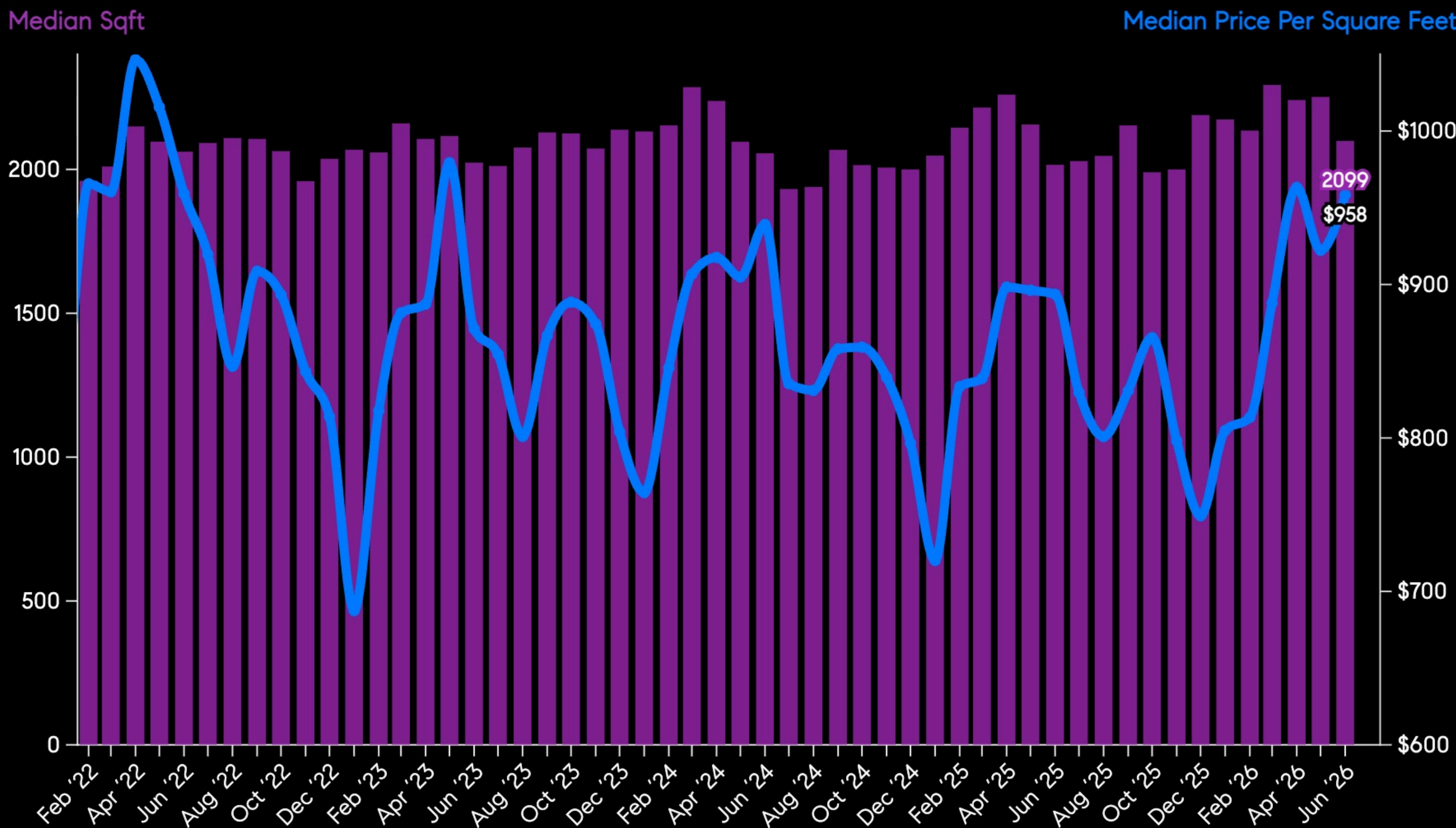
Median Price Year Over Year Change



Source: Compass via MLS

Price Per Square Foot and Median Square Feet

Marin County



Source: Compass via MLS data · Single Family Homes

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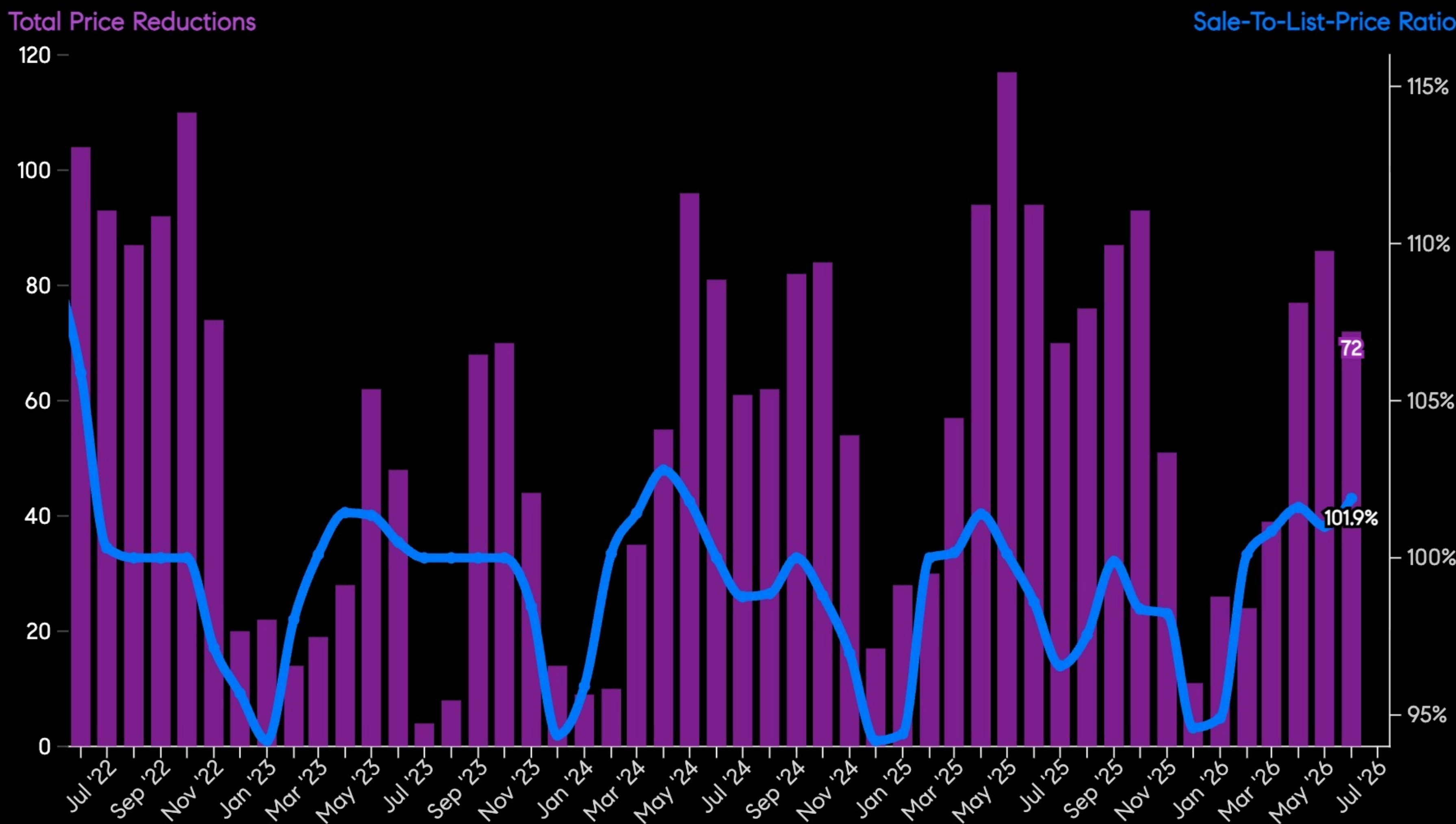
Sale-To-List-Price Ratio

Marin County



Source: Compass via MLS · Single Family Homes

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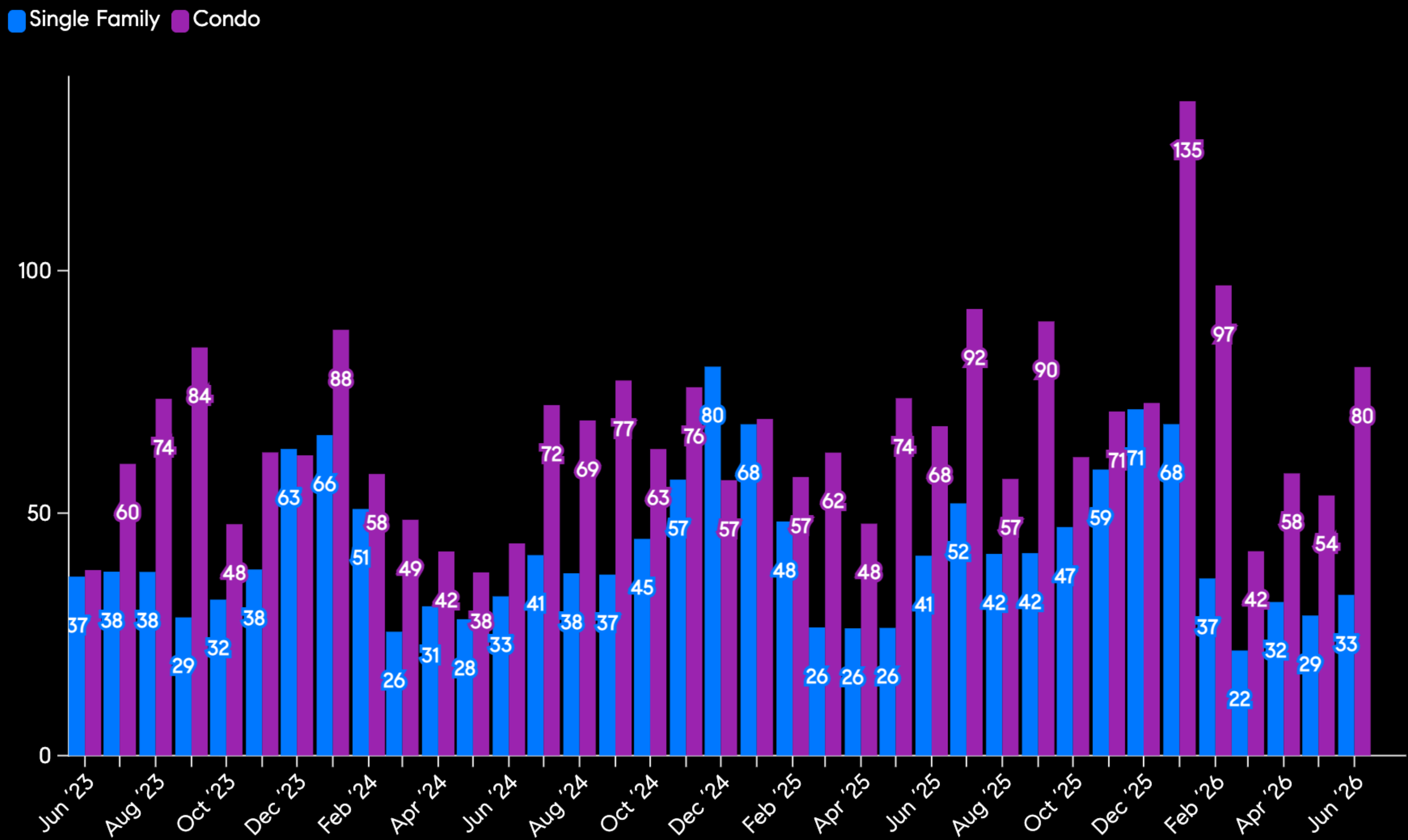
Average Days on Market

Marin County



Source: Compass via MLS · Single Family

Local Marin County

June 12 month rolling average for local single family homes

City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
Belvedere	$6,532,500	11.4	$1,839	33	10	38
Bolinas	$2,000,000	21.2	$1,234	11	37.5	11
Corte Madera	$1,997,500	11.3	$1,208	76	-2.6	79
Dillon Beach	$1,570,000	20.8	$639	13	44.4	15
Fairfax	$1,200,000	0	$779	89	12.7	91
Greenbrae	$2,225,000	-8.3	$1,091	40	8.1	41
Inverness	$1,470,000	-10.9	$863	13	-23.5	12
Kentfield	$3,250,000	2.3	$1,184	53	-10.2	53
Larkspur	$2,618,000	3.7	$1,326	51	-19.1	51
Mill Valley	$2,350,000	8.4	$1,099	299	2.4	296
Novato	$1,242,000	-0.6	$610	390	-4.9	414
Ross	$3,495,000	7.5	$1,507	29	20.8	31
San Anselmo	$1,675,000	-8.7	$894	141	-4.1	141

Source: Compass via MLS · Single Family Homes

Local Marin County

June 12 month rolling average for local single family homes

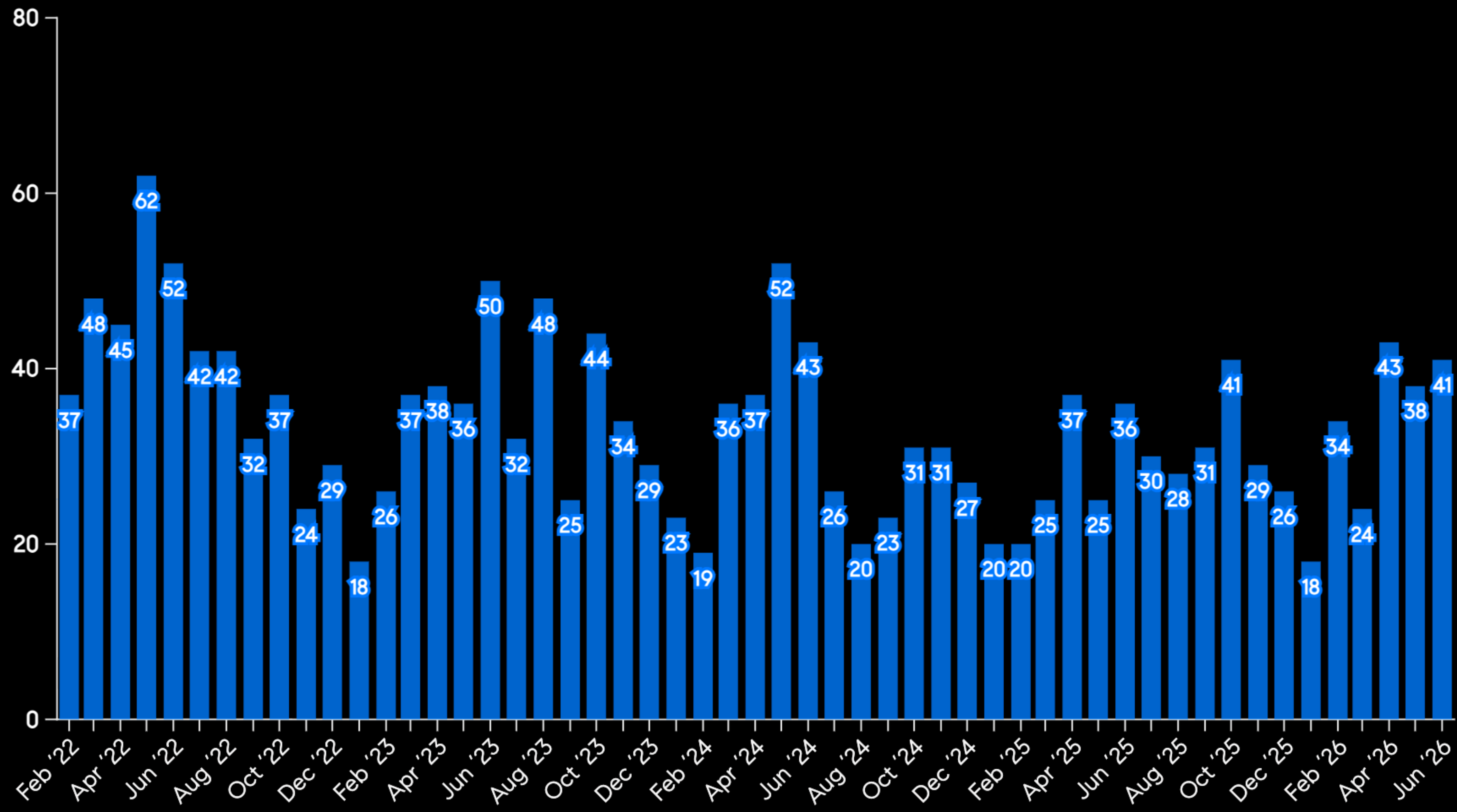
City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
San Rafael	$1,450,000	1.5	$768	465	20.8	495
Sausalito	$2,327,500	9.8	$1,093	58	11.5	62
Stinson Beach	$4,025,000	-11.8	$2,414	22	120	25
Tiburon	$3,500,000	0.7	$1,266	107	27.4	110
Woodacre	$990,000	-5.7	$677	12	-20	13

Source: Compass via MLS · Single Family Homes

Closed Sales

Condos

Marin County



Source: Compass via MLS data · Condos

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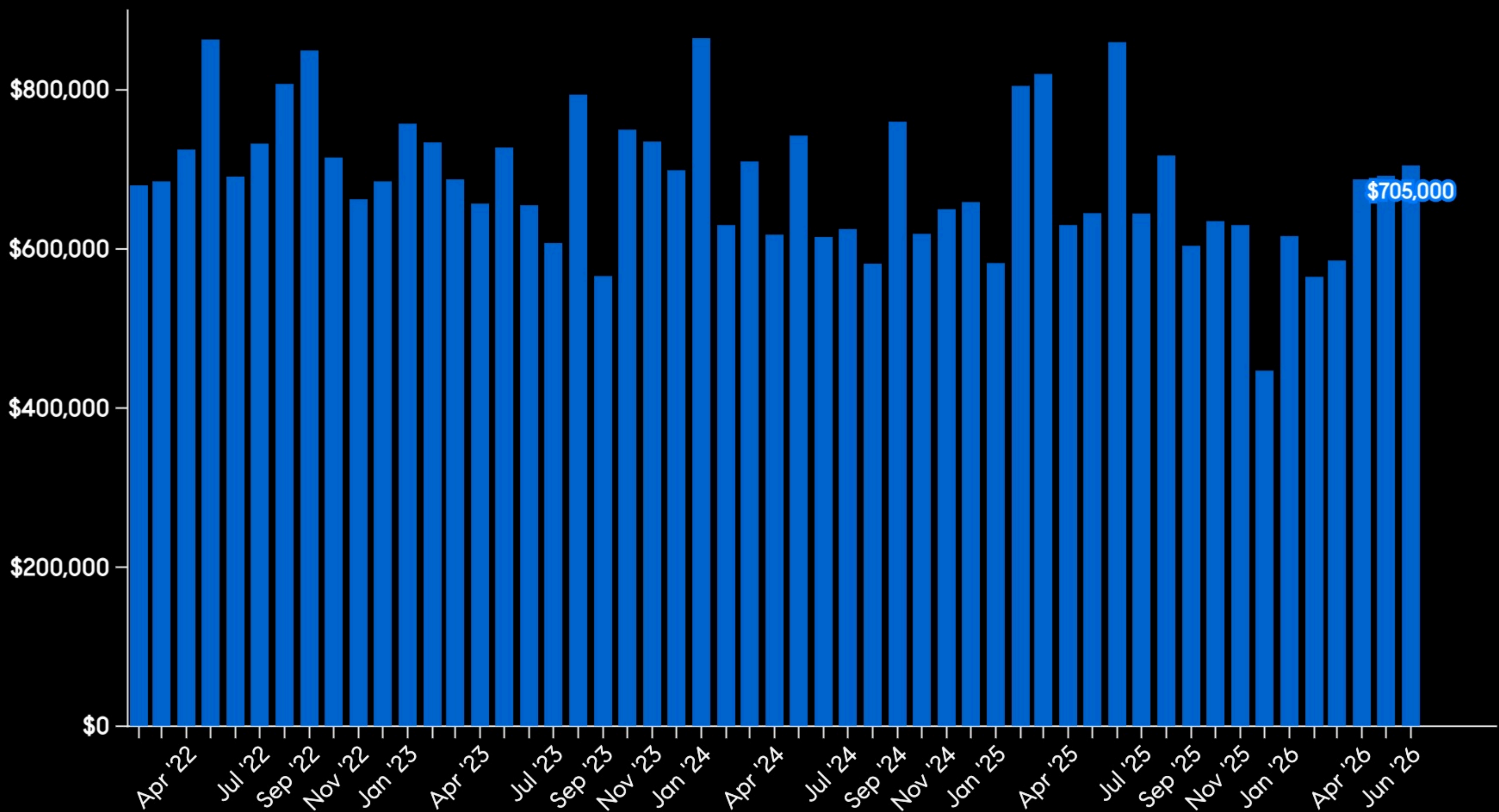
Median Sale Price

Condos

Marin County



Source: Compass via MLS data · Condos

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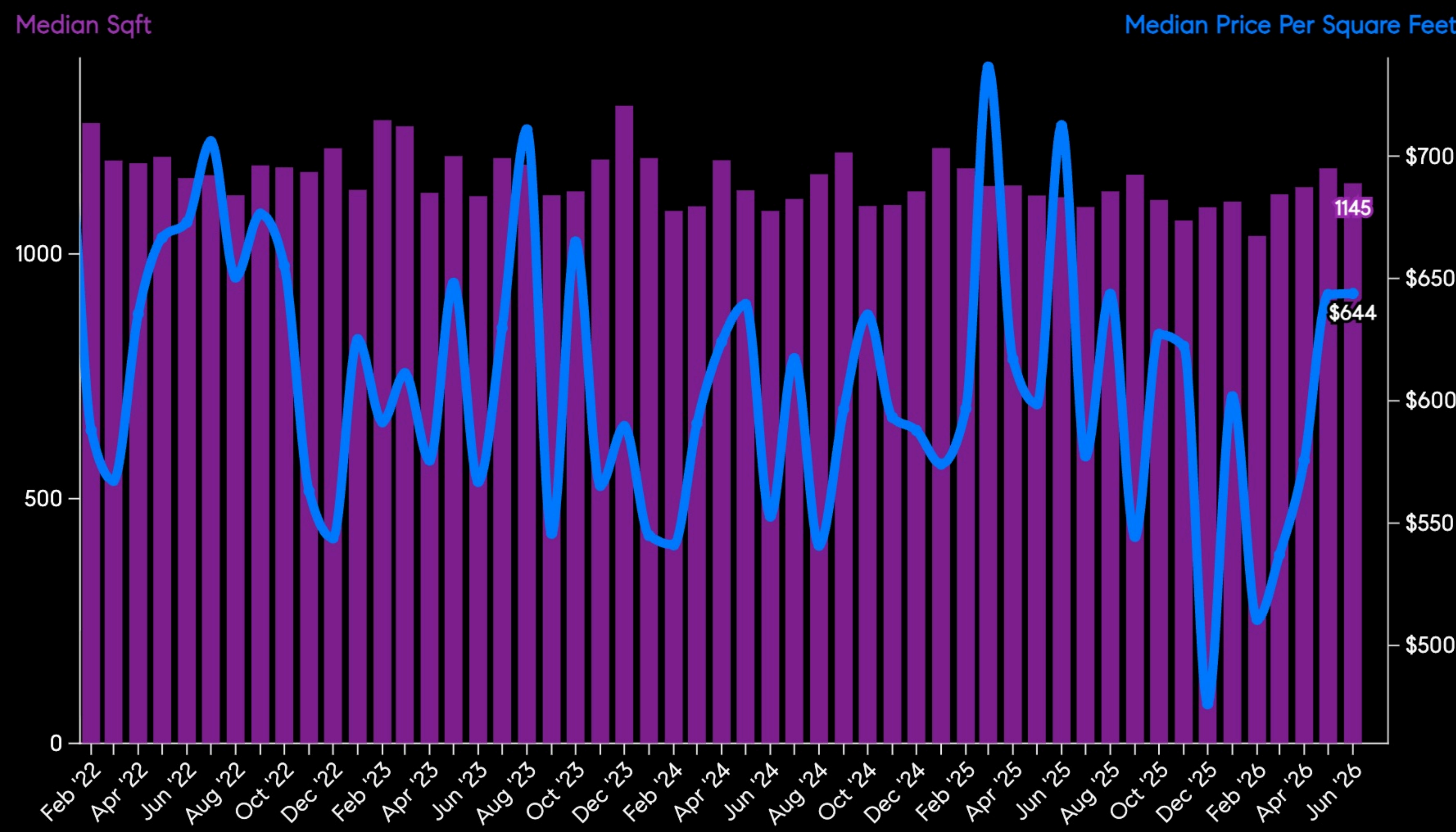
Price Per Square Foot and Median Square Feet

Condos

Marin County



Source: Compass via MLS data · Condos

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Local Marin County

June 12 month rolling average for local condos

City	Median Sale Price	MDN % Change	PPSFT	Closed Sales	Closed % Change	Pendings
Corte Madera	$710,000	-25.65	$667	15	66.67	16
Greenbrae	$765,000	-6.71	$649	24	-4	27
Larkspur	$626,000	-2.57	$840	13	-7.14	14
Mill Valley	$1,260,000	15.86	$846	39	21.88	41
Novato	$520,000	-3.26	$482	96	11.63	96
San Rafael	$528,500	-3.91	$500	131	36.46	133
Sausalito	$920,500	-5.4	$766	35	25	42
Tiburon	$1,525,000	-3.17	$919	21	-12.5	21

Source: Compass via MLS · Condo

MARIN · CA 37°86'77"N 122°50'09"W

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