



## Marin County Real Estate

August 2025 Report  
with market data through July

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## July Market Still Affected by Spring's Economic Uncertainty, But Indicators Are Turning Positive

As of early August, measures of economic volatility and uncertainty had plunged from the extreme highs of spring, stock markets shrugged off tariff concerns to hit new highs, consumer confidence continued to tick up, and interest rates dropped to their lowest point in 2025. To a large degree, negative macroeconomic conditions – and the hesitancy to make big financial decisions injected into the psychology of prospective buyers – took the wind out of the sails of the spring and early summer selling seasons. And, generally speaking – though Marin's median house sales price was slightly *higher* on a year-over-year basis – July's market, which in any case typically sees a considerable *seasonal* slowdown, was softer than in summer 2024.

But if improvements in economic indicators continue (and issues like inflation and employment don't drastically deteriorate), and if the dramatic effects of the AI boom on the housing markets of Silicon Valley and San Francisco begin to filter out into surrounding counties – as occurred in earlier high-tech booms – we should see positive effects on local market conditions moving deeper into the second half of the year.



Report created in good faith using data from sources deemed reliable but may contain errors and subject to revision. Last period figures are preliminary estimates based on data available early in the following month. All numbers approximate, and may change with late-reported activity.

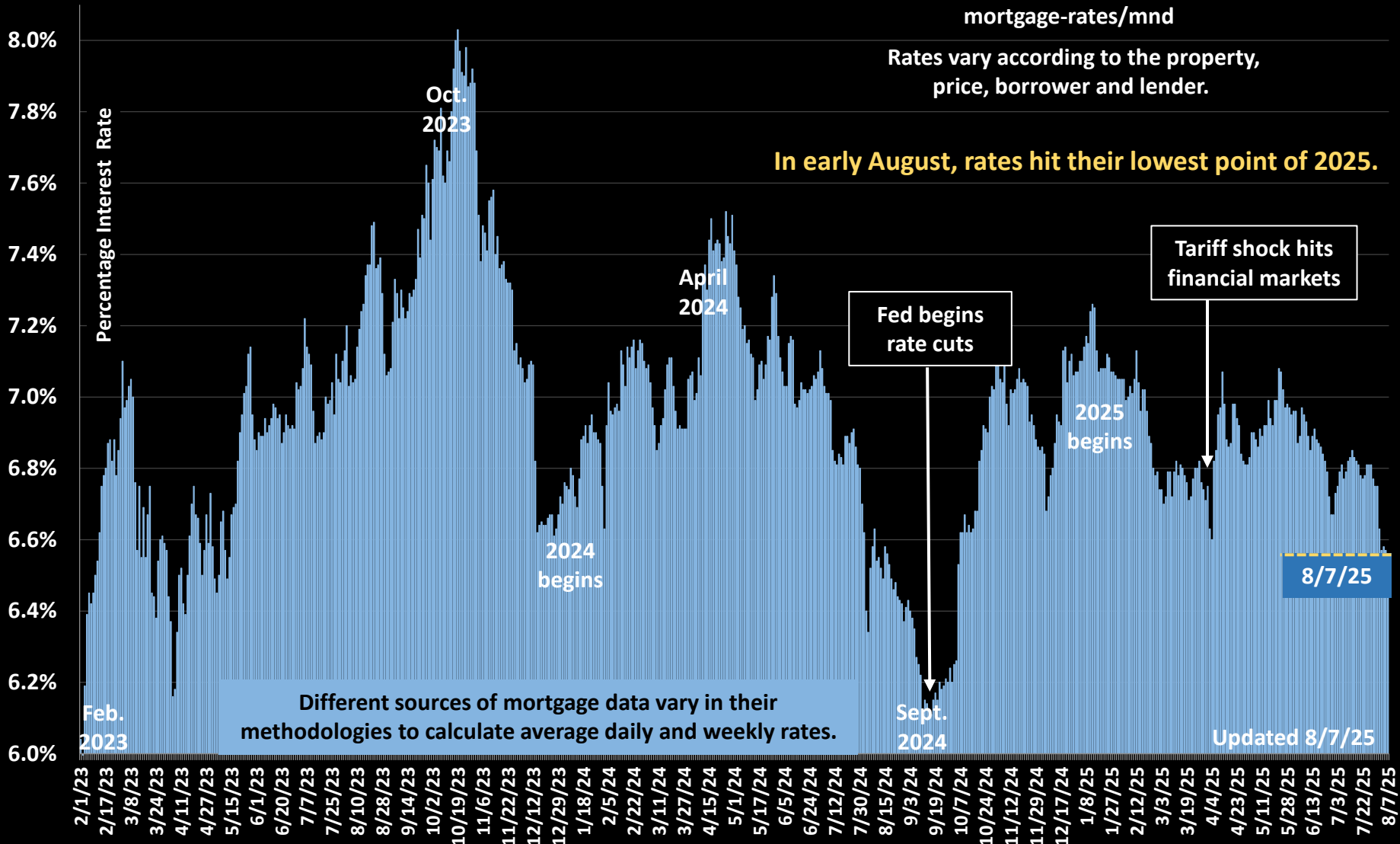
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# Mortgage Interest Rates since Early 2023

## 30-Year Fixed-Rate Loans, Daily Average Readings\*

Mortgage News Daily Rate Index\*  
<https://www.mortgagenewsdaily.com/mortgage-rates/mnd>

Rates vary according to the property,  
price, borrower and lender.

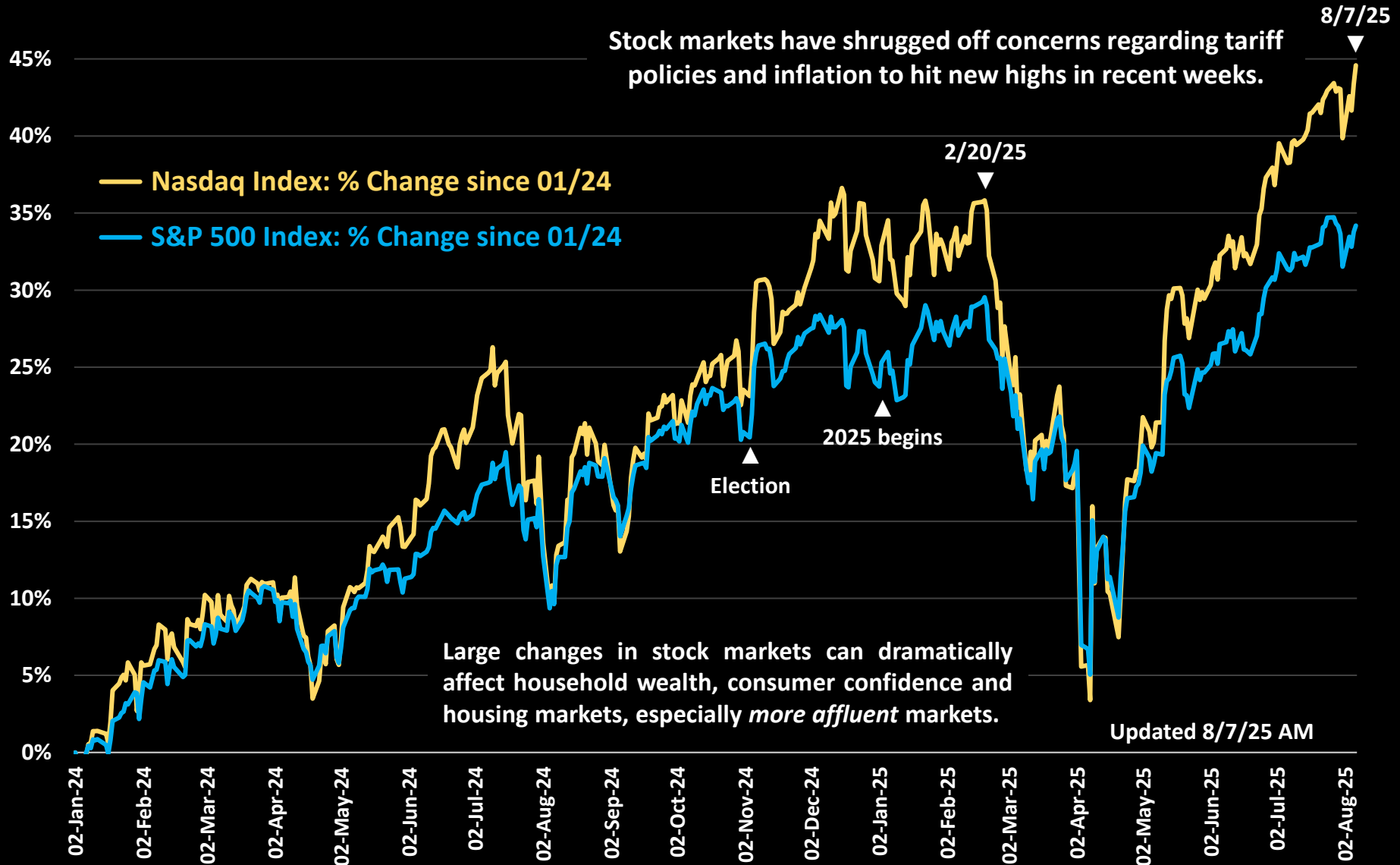


\*Per <https://www.mortgagenewsdaily.com/>: "Rate offerings vary—sometimes substantially—from lender to lender... The index is expressed as an average." Daily rates can change quickly. Data from sources deemed reliable, but not guaranteed. All numbers approximate.

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# Financial Markets, 2024 – 2025 YTD

Percentage Increases in S&P 500 & Nasdaq since 1/2/24



Data per MarketWatch.com. Data from source deemed reliable but may contain errors and subject to revision. Financial market values change constantly and all numbers to be considered approximate. **Financial markets have been prone to significant volatility.**

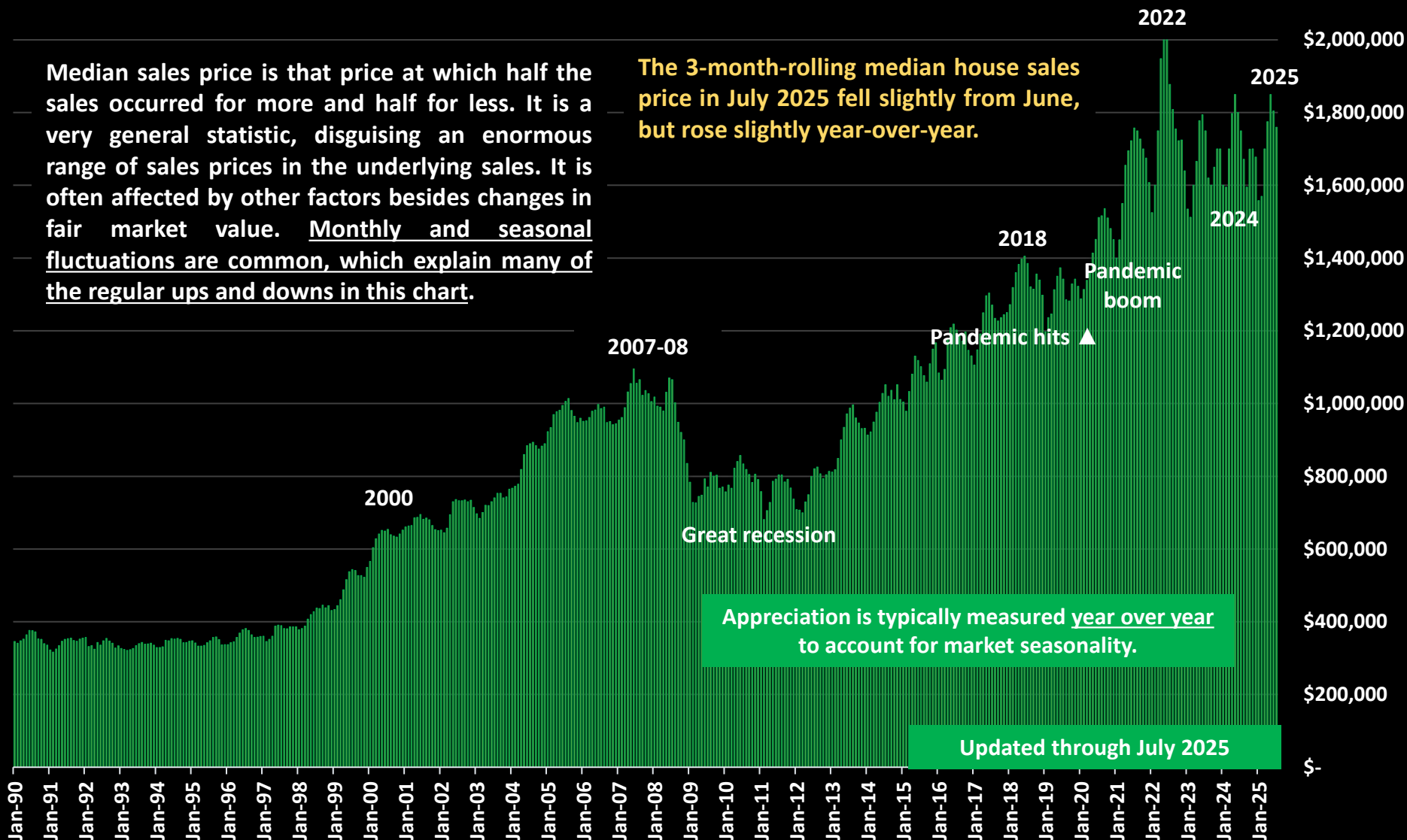
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# Marin County Home Price Trends since 1990

## Monthly Median House Sales Price, 3-Month Rolling

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, disguising an enormous range of sales prices in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart.

The 3-month-rolling median house sales price in July 2025 fell slightly from June, but rose slightly year-over-year.



Appreciation is typically measured year over year to account for market seasonality.

3-month rolling monthly median sales prices for “existing” houses, per CA Association of Realtors, or per NorCal MLS Alliance. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

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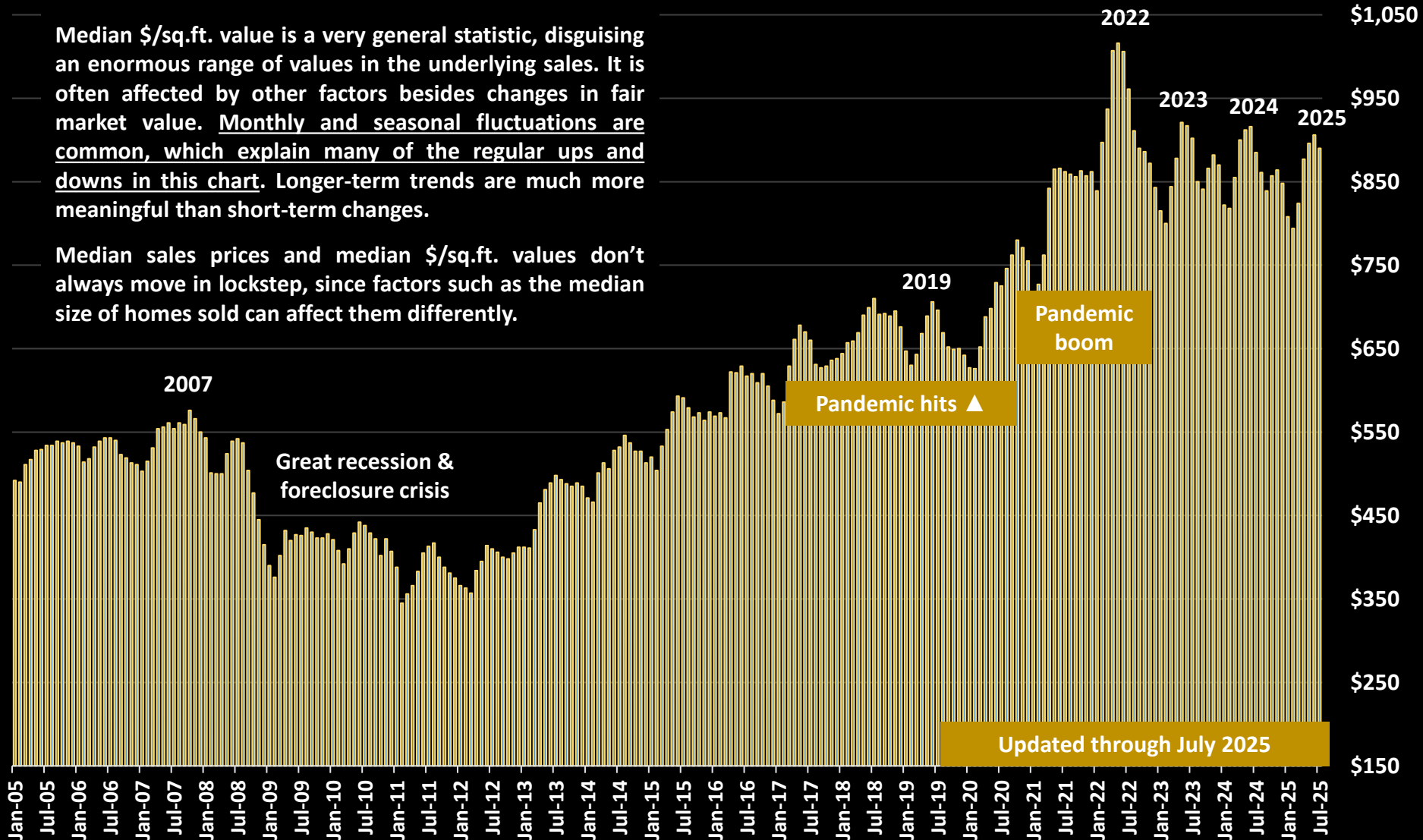
# Marin County House Value Trends since 2005

## 3-Month-Rolling Median Dollar per Square Foot Values\*

The 3-month-rolling median house \$/sq.ft. value in July 2025 fell slightly from June, but rose slightly year-over-year.

Median \$/sq.ft. value is a very general statistic, disguising an enormous range of values in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart. Longer-term trends are much more meaningful than short-term changes.

Median sales prices and median \$/sq.ft. values don't always move in lockstep, since factors such as the median size of homes sold can affect them differently.



\*3-month rolling median house sales values reported to NorCal MLS Alliance, per Infosparks. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

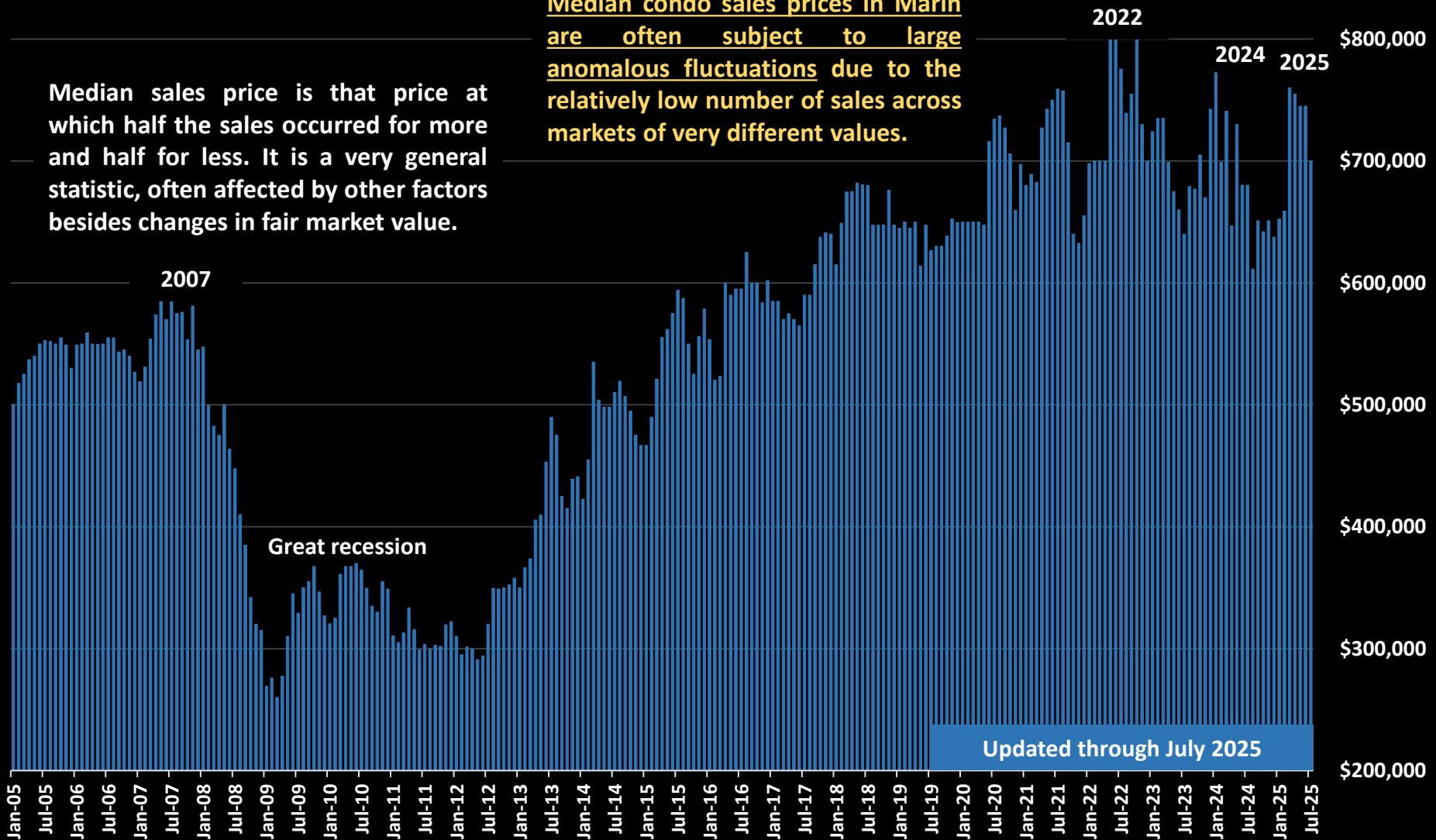
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# Marin County Condo Price Trends since 2005

## 3-Month Rolling Median Condo Sales Price

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 other factors besides changes in fair market value.

Median condo sales prices in Marin are often subject to large anomalous fluctuations due to the relatively low number of sales across markets of very different values.



3-month rolling median condo sales prices reported to NorCal MLS Alliance, per Infosparks. 2-period moving trend line. Analysis may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

# Bay Area Median House Values by County

## 12 Months Sales By Bedroom/Bath Count\*

How these values apply to any particular home is unknown without a specific comparative market analysis.

	4 Bedroom, 3 Bath Houses			5+ Bedroom, 4+ Bath Houses, 3000+ sq.ft.		
County In alphabetical order	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Sq.Ft./ Median Lot Size	Median Dollar per Square Foot
Alameda County	\$1,650,000	2196 sq.ft.	\$740/sq.ft.	\$2,772,500	3910 sq.ft. .25 acre	\$693/sq.ft.
Contra Costa	\$1,050,000	2339 sq.ft.	\$469/sq.ft.	\$2,535,500	3939 sq.ft. .35 acre	\$619/sq.ft.
More Expensive Marin County	\$2,840,000	2594 sq.ft.	\$1124/sq.ft.	\$5,000,000	4280 sq.ft. .44 acre	\$1130/sq.ft.
More Affordable Marin County	\$1,625,000	2462 sq.ft.	\$639/sq.ft.	\$2,625,000	3743 sq.ft. .40 acre	\$659/sq.ft.
Napa County	\$1,155,000	2329 sq.ft.	\$510/sq.ft.	\$2,650,000	4171 sq.ft. .45 acre	\$596/sq.ft.
San Francisco	\$2,160,000	2236 sq.ft.	\$935/sq.ft.	\$4,900,000	4270 sq.ft. .07 acre	\$1202/sq.ft.
San Mateo County	\$2,600,000	2300 sq.ft.	\$1107/sq.ft.	\$5,625,000	4624 sq.ft. .53 acre	\$1281/sq.ft.
Santa Clara County	\$2,260,000	2192 sq.ft.	\$1035/sq.ft.	\$4,545,000	4007 sq.ft. .30 acre	\$1086/sq.ft.
Solano County	\$700,000	2198 sq.ft.	\$319/sq.ft.	\$906,000	3680 sq.ft. .20 acre	\$262/sq.ft.
Sonoma County	\$920,000	2248 sq.ft.	\$423/sq.ft.	\$2,050,000	3809 sq.ft. .69 acre	\$490/sq.ft.

Generally speaking, more expensive Marin refers to county communities from Ross & Kentfield south, while more affordable Marin refers to communities from San Anselmo and San Rafael north.

\*Sales reported to NorCal MLS Alliance in the 12 months through late July 2025. Counties contain submarkets of widely varying values. "Fixer-uppers" excluded. Median values fluctuate for reasons besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers approximate, and data constantly changes as new sales occur. Not all sales are reported to MLS.

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# Bay Area Median House Values by County

## 12 Months Sales By Bedroom/Bath Count\*

Median value is that value at which half the sales occurred for more and half for less. It is a very general statistic.

	2 Bedroom, 1-2 Bath Houses			3 Bedroom, 2 Bath Houses		
County In alphabetical order	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Square Footage	Median Dollar per Square Foot
Alameda County	\$790,000	1066 sq.ft.	\$735/sq.ft.	\$1,160,000	1435 sq.ft.	\$796/sq.ft.
Contra Costa	\$600,000	1012 sq.ft.	\$571/sq.ft.	\$730,000	1440 sq.ft.	\$537/sq.ft.
More Expensive Marin County	\$1,483,000	1225 sq.ft.	\$1278/sq.ft.	\$1,870,000	1635 sq.ft.	\$1128/sq.ft.
More Affordable Marin County	\$1,055,000	1147 sq.ft.	\$898/sq.ft.	\$1,200,000	1560 sq.ft.	\$774/sq.ft.
Napa County	\$800,000	1050 sq.ft.	\$793/sq.ft.	\$830,000	1455 sq.ft.	\$600/sq.ft.
San Francisco	\$1,300,500	1177 sq.ft.	\$1086/sq.ft.	\$1,562,500	1598 sq.ft.	\$978/sq.ft.
San Mateo County	\$1,375,000	1090 sq.ft.	\$1273/sq.ft.	\$1,718,000	1496 sq.ft.	\$1167/sq.ft.
Santa Clara County	\$1,295,000	1059 sq.ft.	\$1200/sq.ft.	\$1,715,000	1380 sq.ft.	\$1237/sq.ft.
Solano County	\$449,000	1252 sq.ft.	\$357/sq.ft.	\$550,000	1420 sq.ft.	\$391/sq.ft.
Sonoma County	\$695,000	1193 sq.ft.	\$588/sq.ft.	\$810,000	1532 sq.ft.	\$540/sq.ft.

Generally speaking, more expensive Marin refers to county communities from Ross & Kentfield south, while more affordable Marin refers to communities from San Anselmo and San Rafael north.

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# Bay Area Median Condo & Townhouse Values

## 12 Months Sales By Property Type & Bedroom/Bath Count\*

How these values apply to any particular home is unknown without a specific comparative market analysis.

	2 Bedroom, 2 Bath Condos			3 Bedroom, 2-3 Bath Townhouses		
County In alphabetical order	Median Sales Price	Median Square Footage	Median Dollar per Square Foot	Median Sales Price	Median Square Footage	Median Dollar per Square Foot
Alameda County	\$630,000	1067 sq.ft.	\$578/sq.ft.	\$930,000	1516 sq.ft.	\$624/sq.ft.
Contra Costa	\$565,000	1126 sq.ft.	\$508/sq.ft.	\$775,500	1539 sq.ft.	\$517/sq.ft.
More Expensive Marin County	\$909,500	1118 sq.ft.	\$788/sq.ft.	Too few sales		
More Affordable Marin County	\$537,000	1124 sq.ft.	\$496/sq.ft.	\$840,000	1548 sq.ft.	\$503/sq.ft.
Napa County	\$910,000	1157 sq.ft.	\$832/sq.ft.	Too few sales		
San Francisco	\$1,250,000	1183 sq.ft.	\$1035/sq.ft.	Too few sales		
San Mateo County	\$878,000	1184 sq.ft.	\$748/sq.ft.	\$1,483,000	1626 sq.ft.	\$900/sq.ft.
Santa Clara County	\$800,000	1134 sq.ft.	\$708/sq.ft.	\$1,325,000	1570 sq.ft.	\$836/sq.ft.
Solano County	\$392,500	1044 sq.ft.	\$350/sq.ft.	\$552,500	1499 sq.ft.	\$317/sq.ft.
Sonoma County	\$419,000	1044 sq.ft.	\$401/sq.ft.	\$540,000	1333 sq.ft.	\$389/sq.ft.

Generally speaking, more expensive Marin refers to county communities from Ross & Kentfield south, while more affordable Marin refers to communities from San Anselmo and San Rafael north.

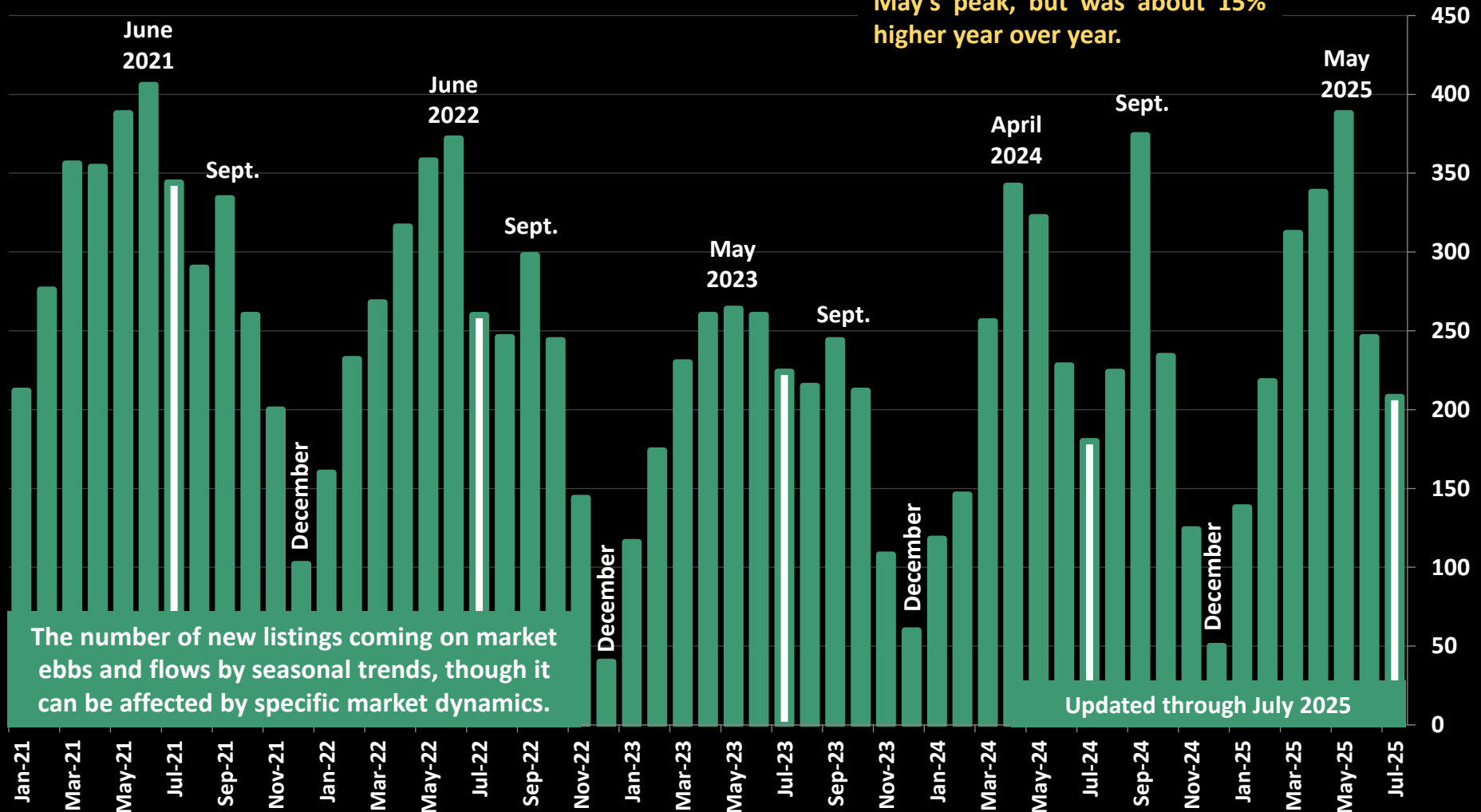
\*Sales reported to NorCal MLS Alliance in the 12 months through late July 2025. Counties contain submarkets of widely varying values. "Fixer-uppers" excluded. Median values fluctuate for reasons besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers approximate, and data constantly changes as new sales occur. Not all sales are reported to MLS.

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# New Listings Coming on Market

## Marin County Market Dynamics & Seasonality

The number of new listings in July 2025 continued to plunge from May's peak, but was about 15% higher year over year.



The number of new listings coming on market ebbs and flows by seasonal trends, though it can be affected by specific market dynamics.

Updated through July 2025

Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. May not include "coming-soon" listings. All numbers are approximate.

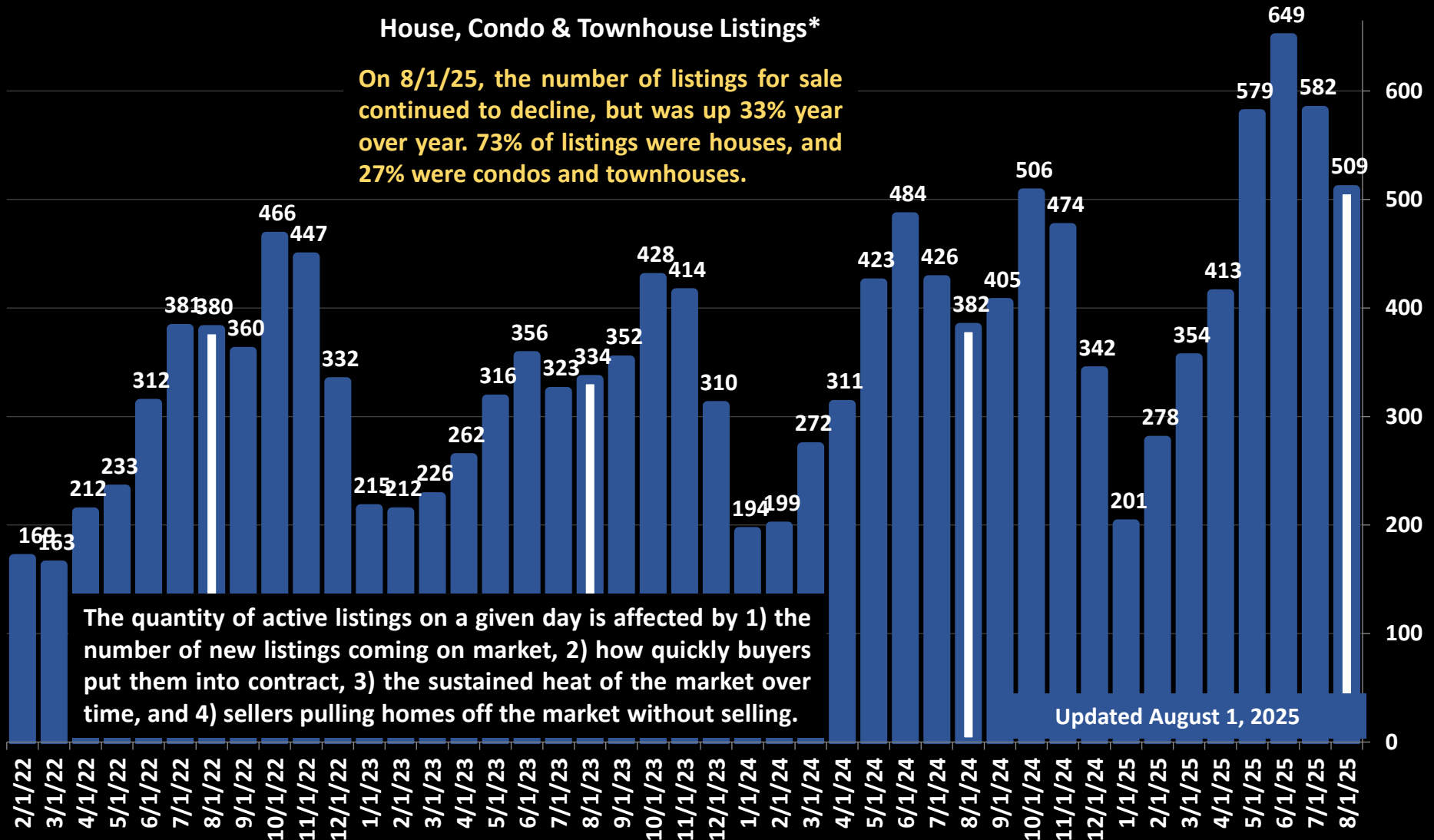
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# Marin County Homes Market

Active & Coming-Soon Listings on 1<sup>st</sup> of Month\*

## House, Condo & Townhouse Listings\*

On 8/1/25, the number of listings for sale continued to decline, but was up 33% year over year. 73% of listings were houses, and 27% were condos and townhouses.



The quantity of active listings on a given day is affected by 1) the number of new listings coming on market, 2) how quickly buyers put them into contract, 3) the sustained heat of the market over time, and 4) sellers pulling homes off the market without selling.

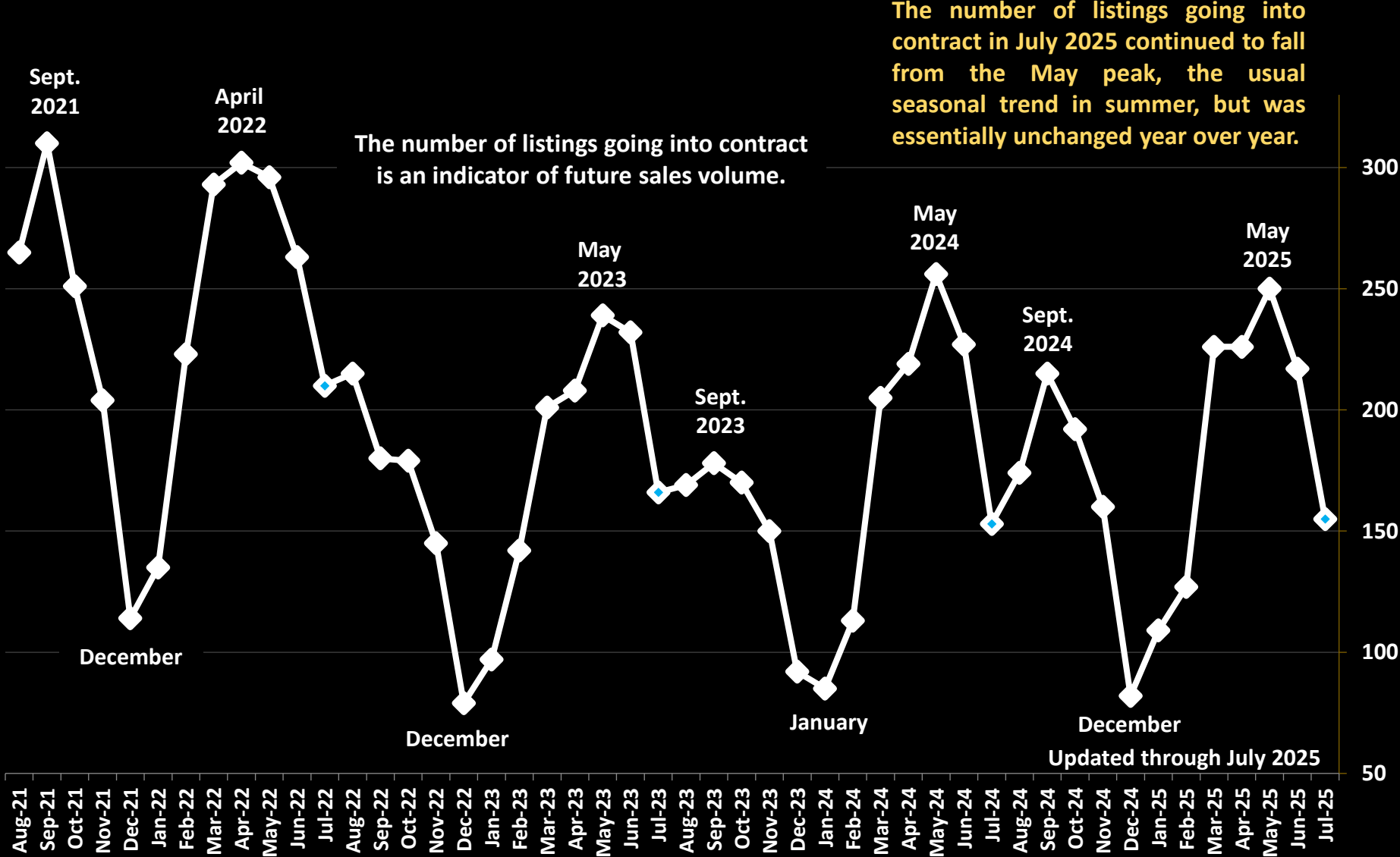
Updated August 1, 2025

\* Active/Coming-Soon listings posted to NorCal MLS Alliance. Data from sources deemed reliable, but may contain errors and subject to revision. Not all listings are posted to MLS. All numbers approximate. The number of active listings constantly changes.

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# Listings Accepting Offers (Going into Contract)

## Marin County Market Dynamics & Seasonality

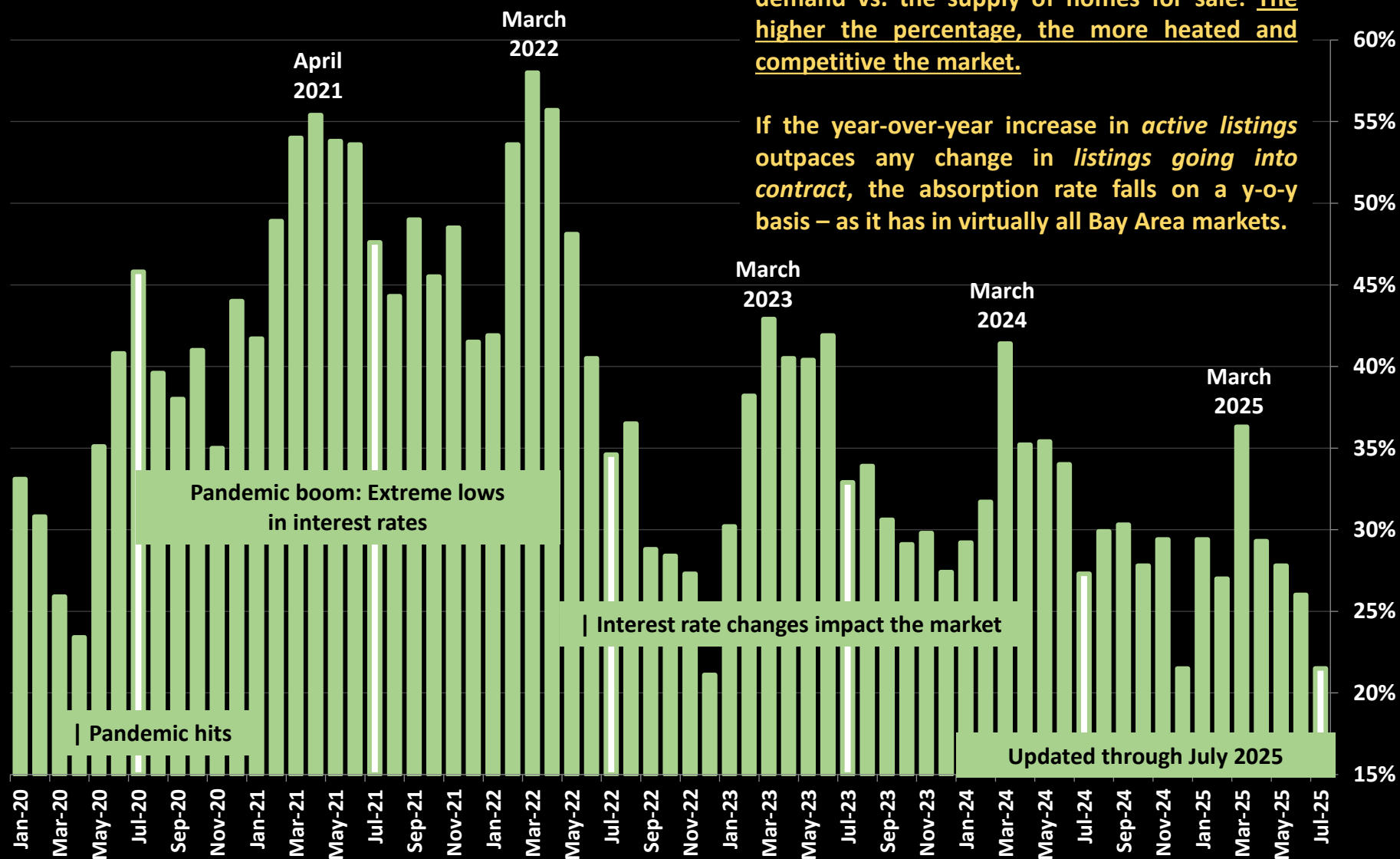


Residential activity reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported activity.



# Percentage of Listings Accepting Offers (Going into Contract)

## Marin County: Absorption Rate by Month



\*Bareis MLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

# Marin County Residential Market

## Market Dynamics by Price Segment/Property Type

Market indicators can change dramatically from period to period, due to both economic conditions and seasonal trends.

Price/ Prop. Type	# Listings for Sale*	# Listings in Contract*	Monthly Rate of Sales**	Supply of Inventory***	Median Days on Market**	Sales Over List Price**	Avg. Sales Price to LP %**
Under \$1,000,000	148	40	48 sales/mo.	3.1 months	38 days	27%	96%
\$1,000,000 - \$1,999,999	192	59	87 sales/mo.	2.2 months	24 days	42%	99%
\$2,000,000 - \$2,999,999	72	14	34 sales/mo.	2.1 months	16 days	51%	102%
\$3,000,000 - \$4,999,999	55	12	19 sales/mo.	2.9 months	17 days	44%	100%
\$5,000,000 - \$7,499,999	15	3	6 sales/mo.	2.5 months	32 days	29%	97.5%
\$7,500,000 - \$9,999,999	16	0	1.7 sales/mo.	9.4 months	40 days	20%	95%
\$10 Million+	24	0	.8 sales/mo.	30 months	too few sales	too few sales	too few sales
Houses	383	94	155 sales/mo.	2.5 months	23 days	42%	99%
Condos	112	23	28 sales/mo.	4.0 months	38 days	26%	97%
Townhouses	25	11	12 sales/mo.	2.1 months	27 days	41%	99.5%

\*Active/Coming-Soon Listings & Listings in Contract posted to MLS as of 7/31/25. \*\*Sales statistics per last 12 months of sales, i.e. the *annualized* rate of activity. \*\*\*Months Supply of Inventory measures approx. time required to sell listings for sale at estimated *annualized* rate of sale: Lower readings signify higher demand compared to supply. Market activity typically ebbs and flows to seasonal trends.

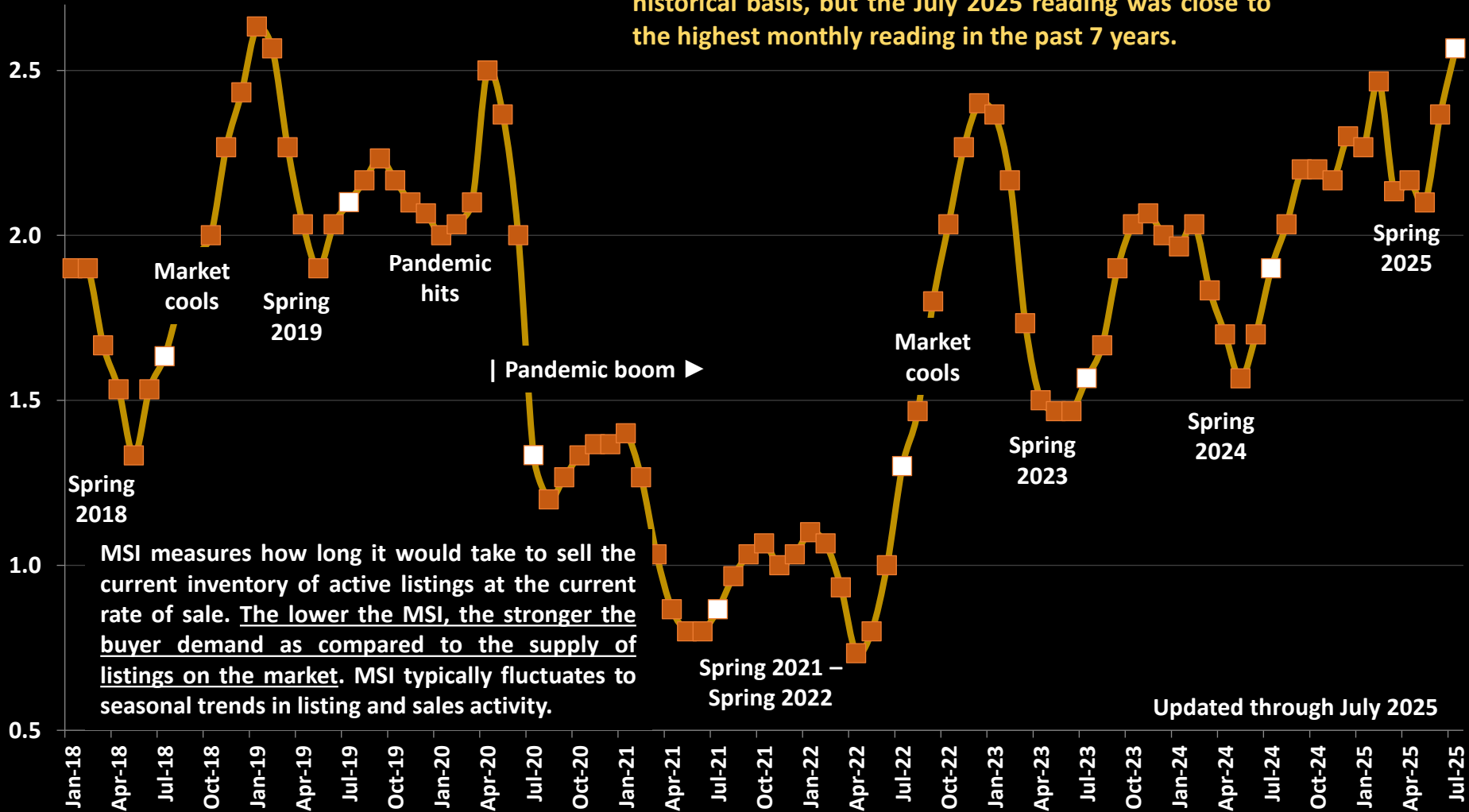
Data reported to NorCal MLS Alliance and Infosparks, may contain errors and subject to revision. Not all activity is reported to MLS. All numbers approximate. Statistics based on past activity may not apply to future trends and can be distorted by outlier data (especially in low sales volume segments). Numbers change constantly.

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# Months Supply of Inventory (MSI) – of Active Listings on Market

Marin County Real Estate Market since 2018, 3-Month Rolling Average

MSI would not be considered high on a long-term historical basis, but the July 2025 reading was close to the highest monthly reading in the past 7 years.



MSI measures how long it would take to sell the current inventory of active listings at the current rate of sale. The lower the MSI, the stronger the buyer demand as compared to the supply of listings on the market. MSI typically fluctuates to seasonal trends in listing and sales activity.

Spring 2021 – Spring 2022

Updated through July 2025

3-month rolling average monthly data for residential transactions reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported activity.

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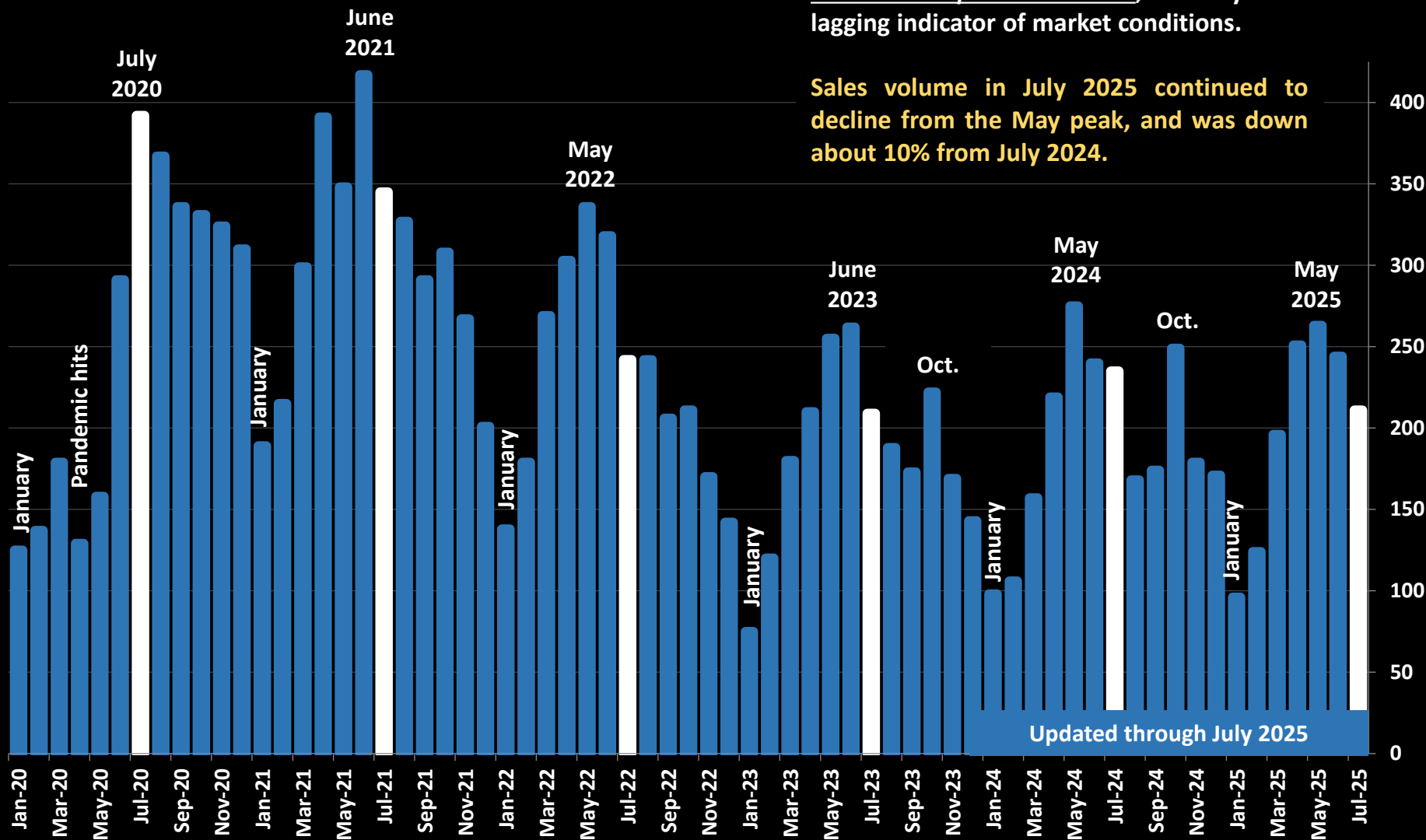


# Monthly Sales Volume

## Marin County Market Dynamics & Seasonality

Sales in one month mostly reflect accepted offers in the *previous* month, i.e. they are a lagging indicator of market conditions.

Sales volume in July 2025 continued to decline from the May peak, and was down about 10% from July 2024.



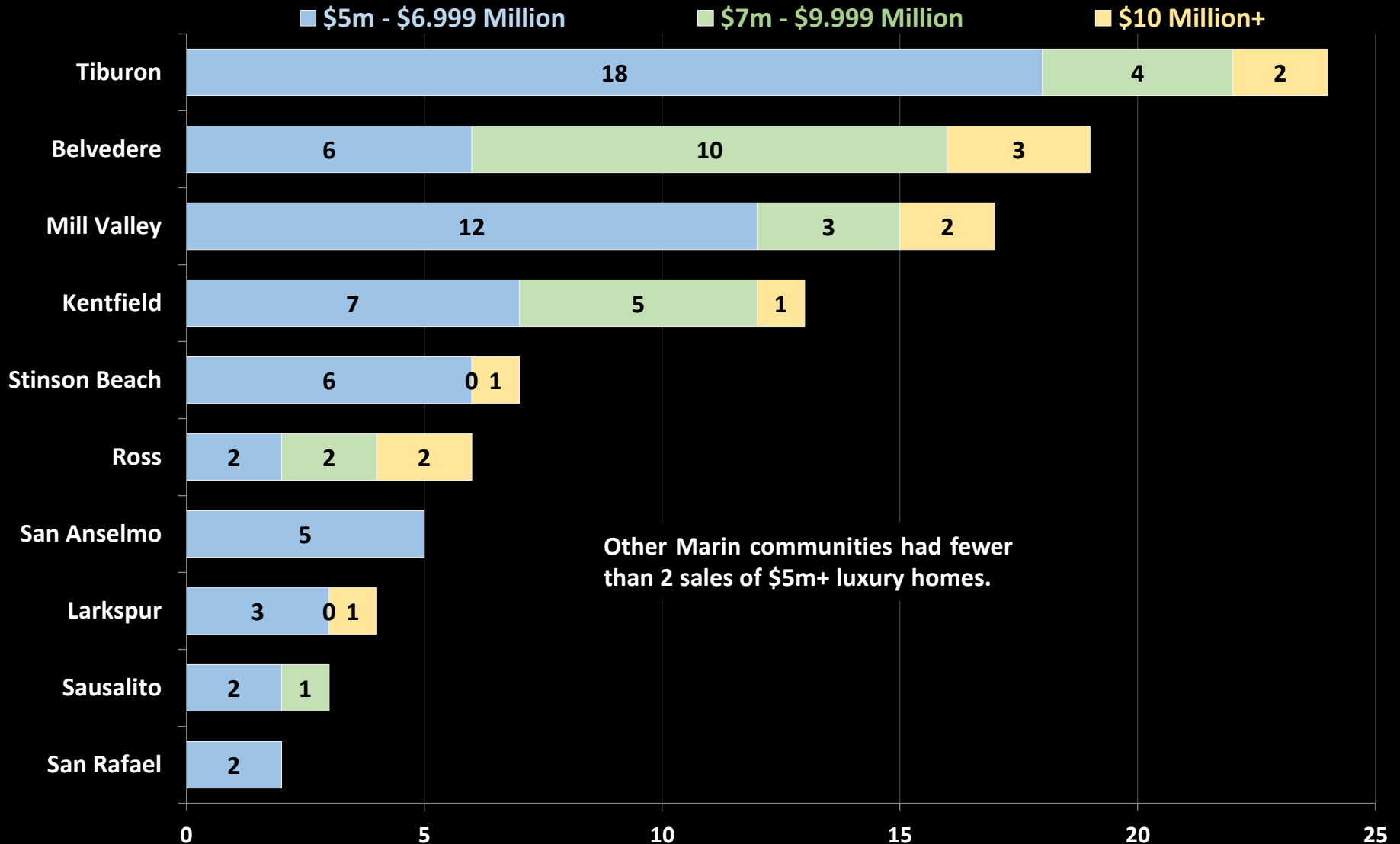
Updated through July 2025

Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

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# Marin Luxury Home Market\*

Homes Selling for \$5,000,000+, 12 Months Sales\*



\*12 months sales by MLS Area reported to NorCal MLS Alliance by late July 2025. Not all luxury home sales are reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. New sales activity is reported constantly.

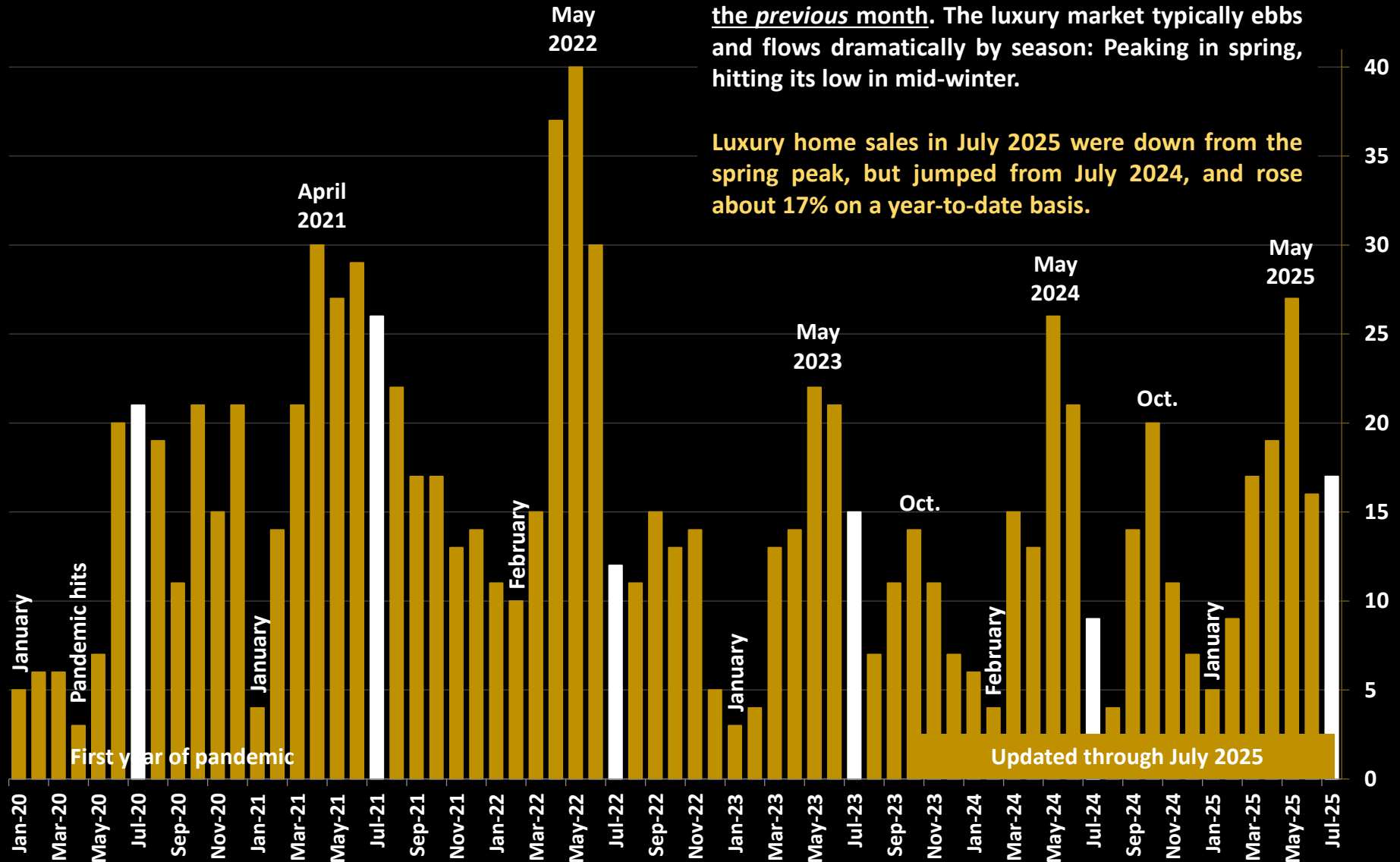
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# Marin County Higher Price & Luxury Home Sales by Month

Homes Selling for \$4 Million+ since 2020

Closed sales mostly reflect accepted-offer activity in the *previous* month. The luxury market typically ebbs and flows dramatically by season: Peaking in spring, hitting its low in mid-winter.

Luxury home sales in July 2025 were down from the spring peak, but jumped from July 2024, and rose about 17% on a year-to-date basis.



Home sales reported to Norcal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated from available data, and may change with late-reported sales. All numbers approximate.

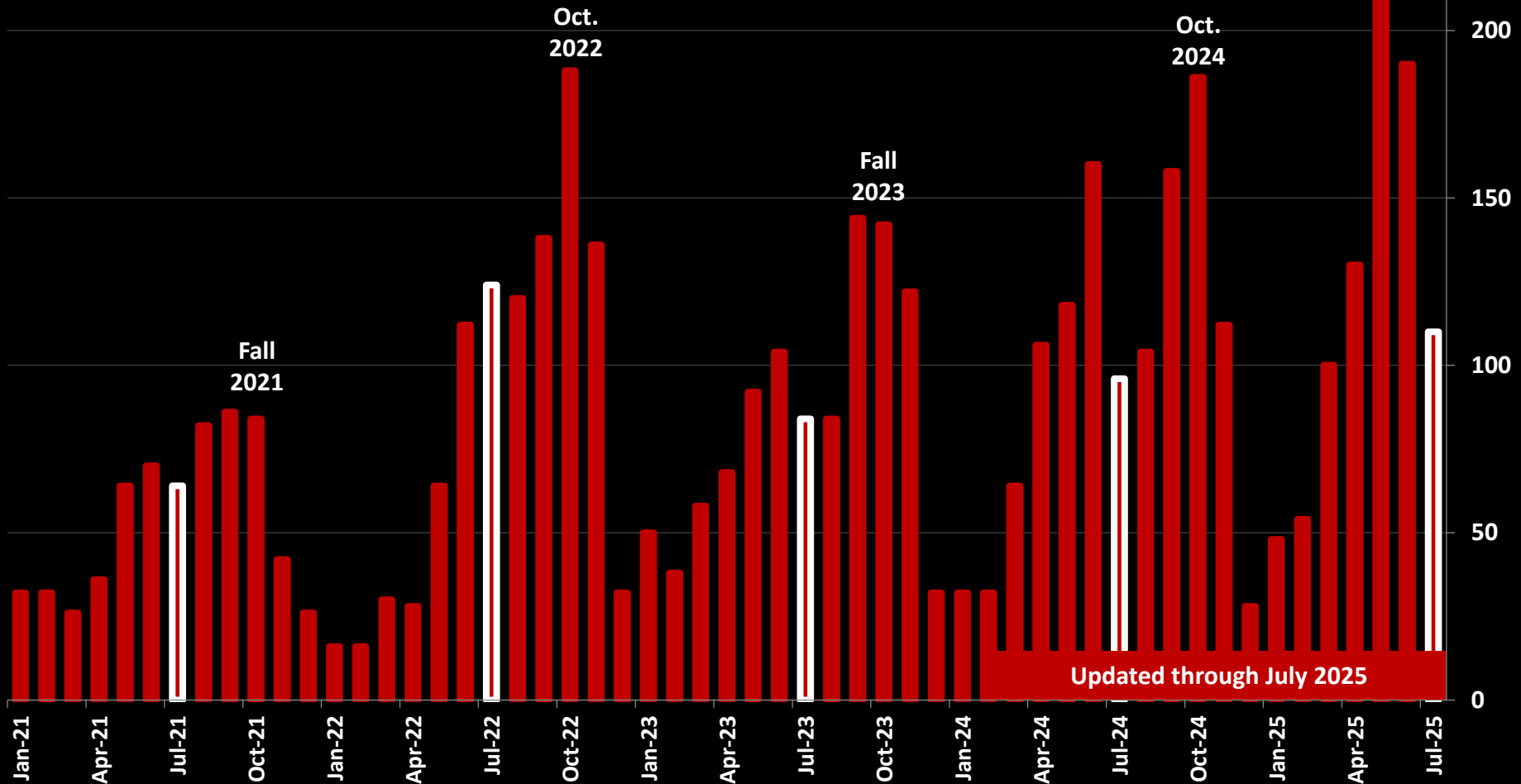
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# Price Reductions on Active Listings

## Marin County Market Dynamics & Seasonality

The number of price reductions typically ebbs and flows by season, but can also be affected by specific events in the economy and the market. It's not unusual for price reductions to peak in autumn.

The number of price reductions in July 2025 plummeted from June, as occurred last year, but increased 15% from July 2024.

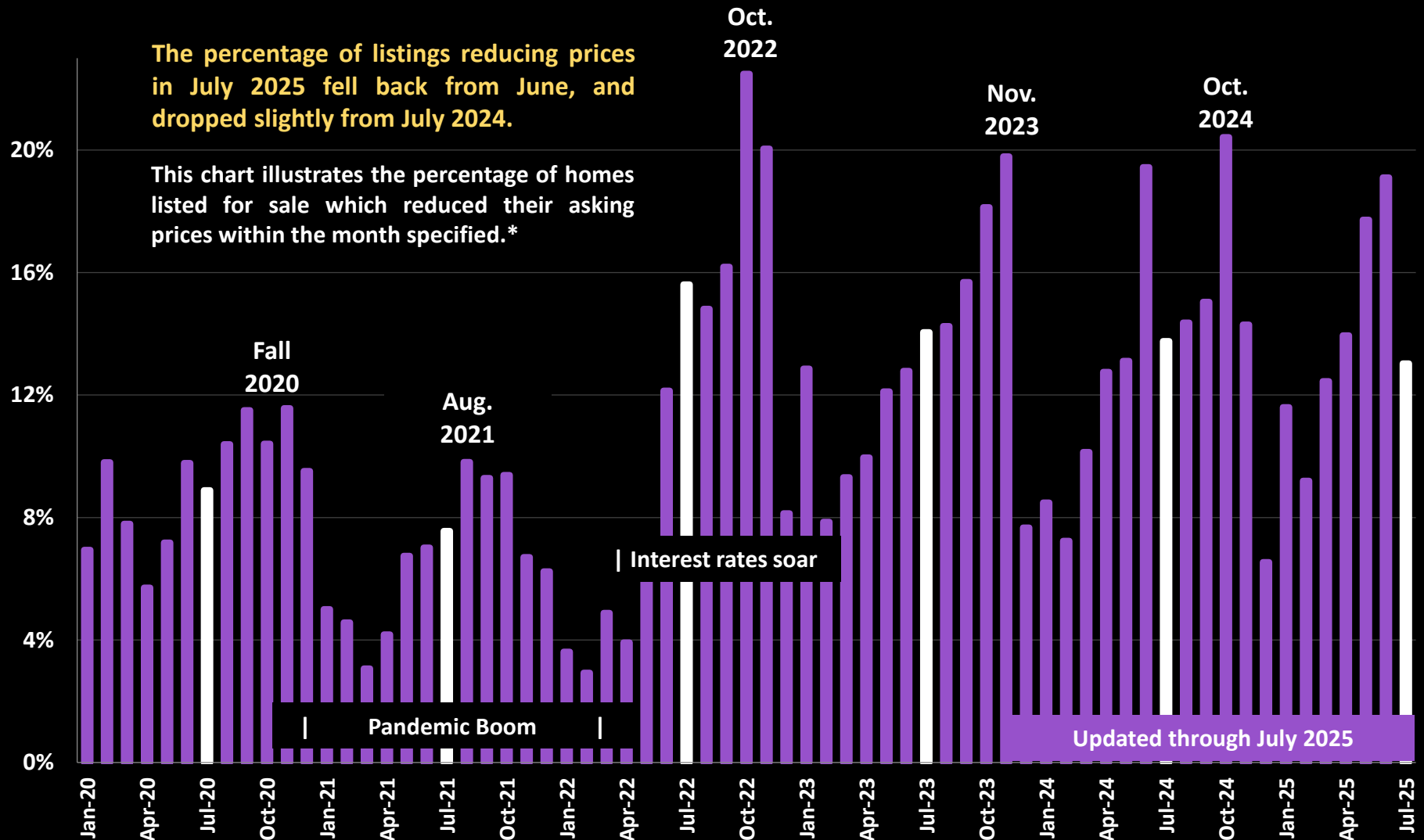


Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

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# Percentage of Listings Reducing Price within Month\*

## Marin County Market Dynamics & Seasonality



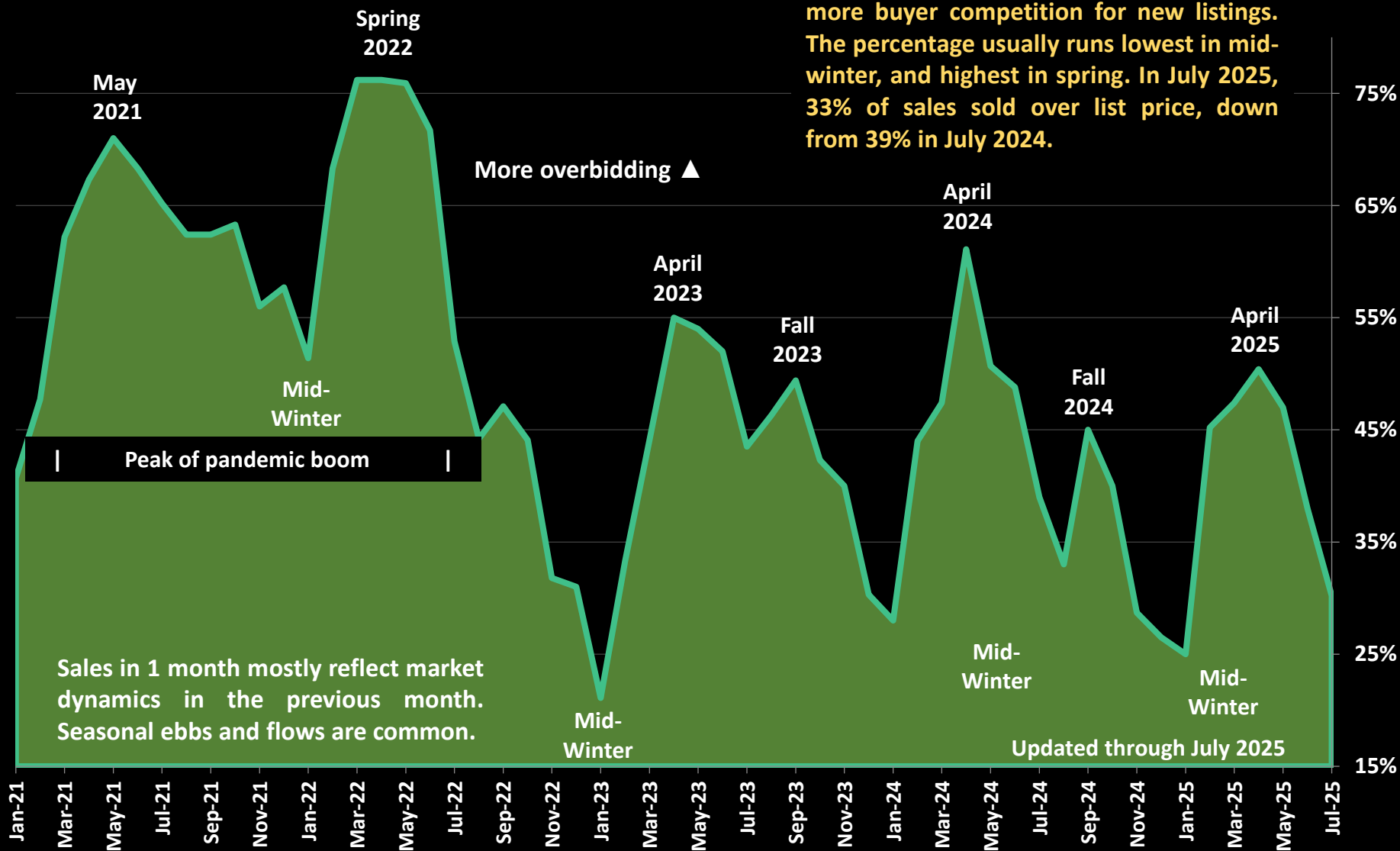
Per Realtor.com Research, <https://www.realtor.com/research/data/> - residential listings posted to site. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

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# Overbidding List Prices in Marin County

## Percentage of Home Sales Closing over List Price

Higher overbidding percentages signify more buyer competition for new listings. The percentage usually runs lowest in mid-winter, and highest in spring. In July 2025, 33% of sales sold over list price, down from 39% in July 2024.



Sales in 1 month mostly reflect market dynamics in the previous month. Seasonal ebbs and flows are common.

Sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.

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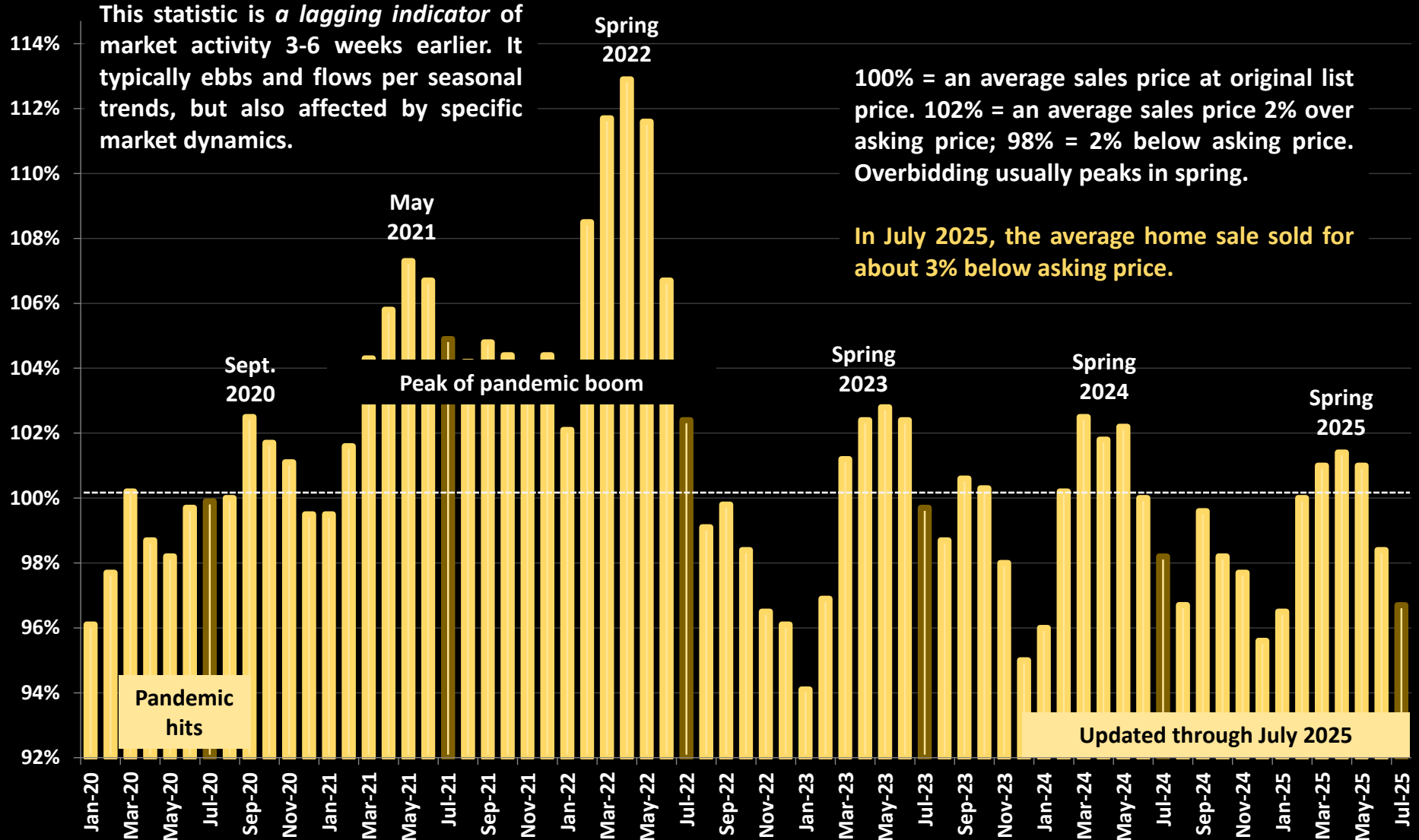
# Average Sales Price to Original List Price Percentage

## Marin County Over/Under Bidding: Market Dynamics & Seasonality

This statistic is a *lagging indicator* of market activity 3-6 weeks earlier. It typically ebbs and flows per seasonal trends, but also affected by specific market dynamics.

100% = an average sales price at original list price. 102% = an average sales price 2% over asking price; 98% = 2% below asking price. Overbidding usually peaks in spring.

In July 2025, the average home sale sold for about 3% below asking price.



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

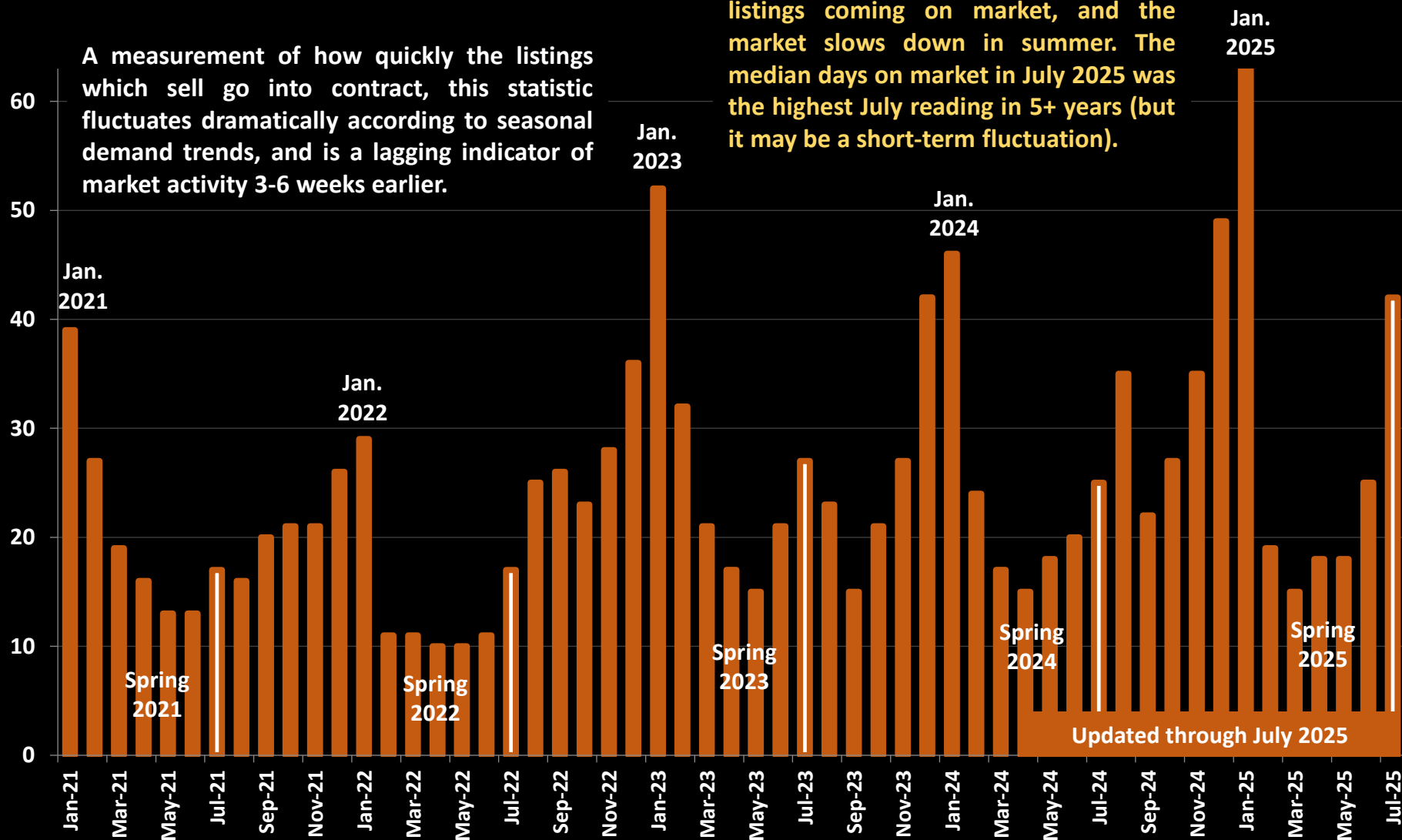
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# Median Days on Market: Speed of Sale

## Marin County: Market Dynamics & Seasonality

A measurement of how quickly the listings which sell go into contract, this statistic fluctuates dramatically according to seasonal demand trends, and is a lagging indicator of market activity 3-6 weeks earlier.

Homes typically sell fastest in spring as buyers respond to the rush of new listings coming on market, and the market slows down in summer. The median days on market in July 2025 was the highest July reading in 5+ years (but it may be a short-term fluctuation).



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or per Broker Metrics Bareis MLS data. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

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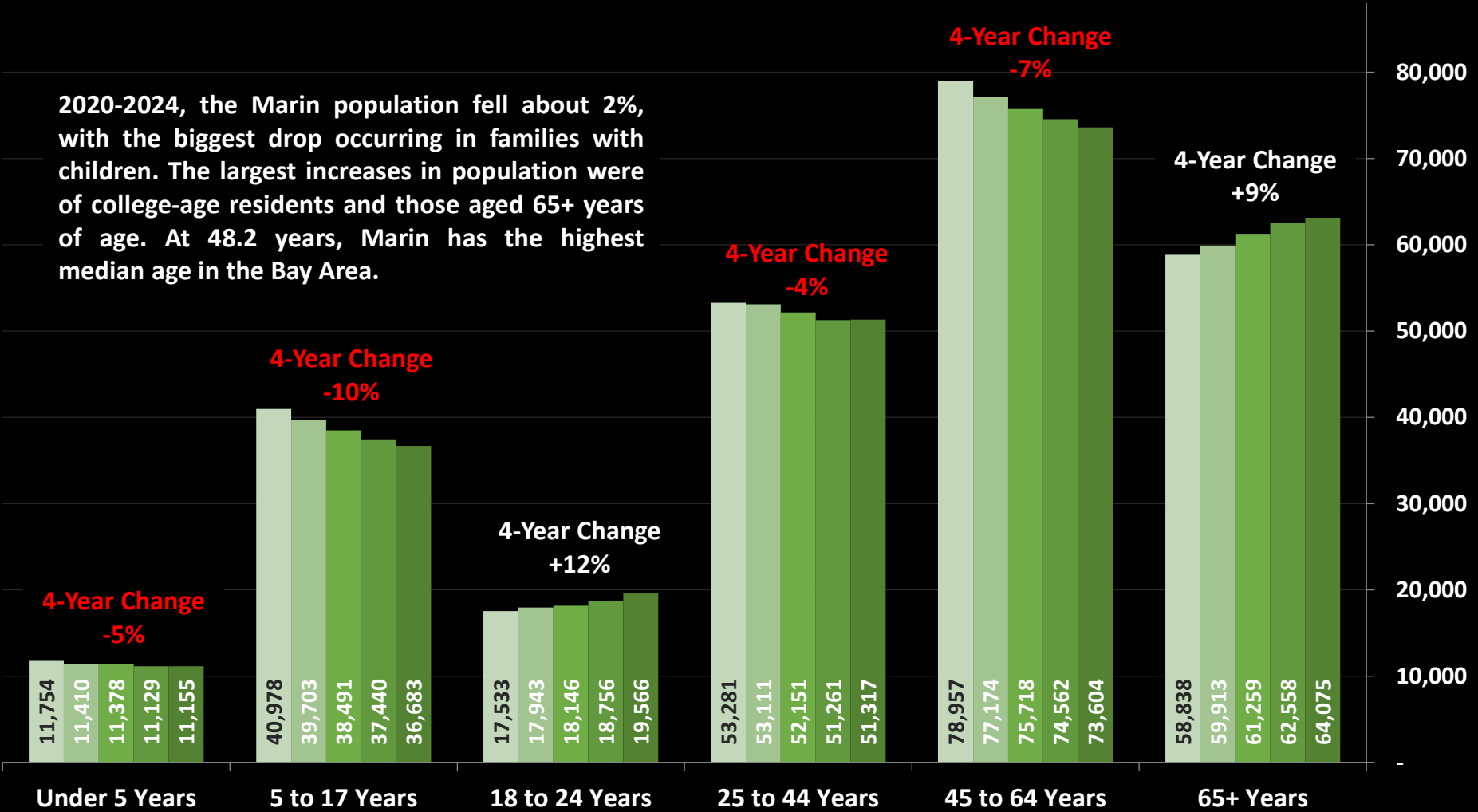
# Marin County Population by Age Segment

U.S. Census Estimates, 2020 – 2024, as of July 1<sup>st</sup> of Each Year

Demographic changes such as these have ramifications for housing market dynamics.

■ 2020      ■ 2021      ■ 2022      ■ 2023      ■ 2024

2020-2024, the Marin population fell about 2%, with the biggest drop occurring in families with children. The largest increases in population were of college-age residents and those aged 65+ years of age. At 48.2 years, Marin has the highest median age in the Bay Area.



Per U.S. Census estimates published 6/23/25: population as of July 1<sup>st</sup> of each year: <https://www.census.gov/data/datasets/time-series/demo/popest/2020s-counties-detail.html>. Percentages rounded, and numbers approximate. Data from sources deemed reliable but may contain errors and subject to revision.



# **Median Year of HOUSE Construction by Bay Area County or Region (+ Sacramento County)\***

Different parts of the Greater Bay Area were built out at very different times: Prior to 1950, and the postwar building boom, many local counties were relatively empty places. Though every Bay Area County includes both older houses – typically going back to the late 1800's – and brand new houses, these median dates provide an idea of the relative age of county housing. Outside of San Francisco, home construction often followed bridge, highway, tunnel and BART construction. And different parts of counties were often built out at very different periods, usually radiating out gradually from city and town cores. Condos were typically constructed from the late 1970's forward, though San Francisco has thousands originally built as apartments in 1900 to 1930.

- **1928: San Francisco: 1914 for north, NE & central districts; 1940 for south and SW districts**
- **1936: Greater Oakland-Berkeley region (north Alameda County)**
- **1955: San Mateo County**
- **1960: Marin County**
- **1966: Santa Clara County: The county with the largest population and number of housing units**
- **1969: South Alameda County**
- **1971: Santa Cruz & Monterey Counties**
- **1973: Napa County: The county with the smallest population and number of housing units**
- **1976: Contra Costa (In Lamorinda – Lafayette, Moraga, Orinda – the median year is 1961)**
- **1979: Sonoma County**
- **1982: Sacramento County**
- **1986: Solano County**

**Median year of construction is that year at which  
half the houses were built earlier and half later.**

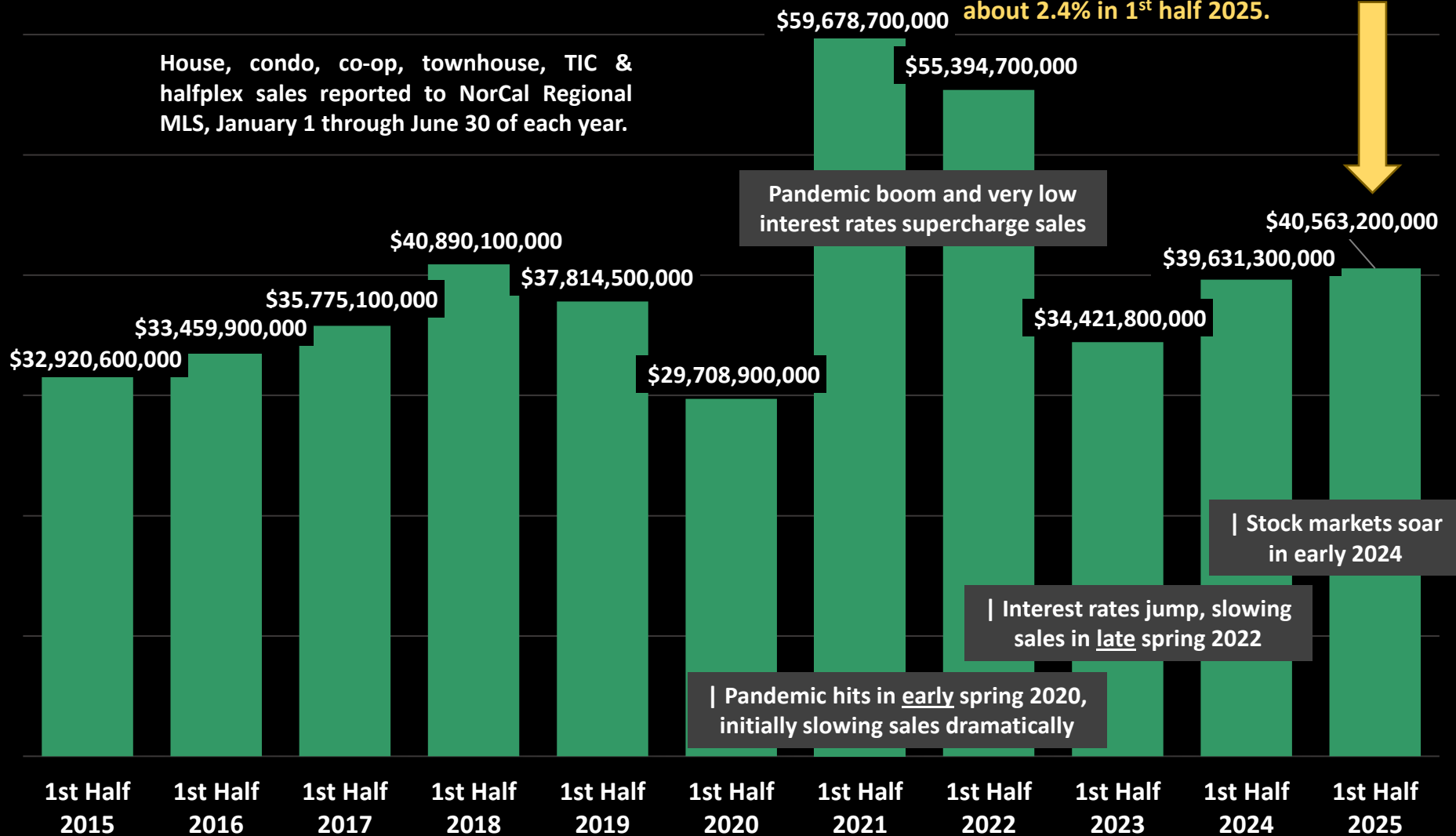
**\*Based on analyses of houses sold in recent years, as reported to NorCal MLS Alliance.  
Data is from sources deemed reliable, but should be considered approximate.**

# 1<sup>st</sup> Half, Dollar-Volume Home Sales since 2015

## 11 Greater Bay Area Counties, Sales Reported to MLS\*

Q1 2025 dollar-volume sales *increased* 11% over Q1 2024. Then amid high economic volatility, Q2 2025 sales *declined* 2.5% from Q2 2024. Overall, year over year, sales rose about 2.4% in 1<sup>st</sup> half 2025.

House, condo, co-op, townhouse, TIC & halfplex sales reported to NorCal Regional MLS, January 1 through June 30 of each year.



\*11 Bay Area counties, Napa to Monterey, as reported to NorCal Regional MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate and rounded. An *estimated* 10% - 12% of sales are not reported to MLS and not reflected in this analysis. Counties sometimes saw differing trends.

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Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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

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.

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.

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