



Marin County Real Estate

April 2026 Report

with market data through March

COMPASS

Shrugging Off War, Buyer Demand Continues to Strengthen Moving Deeper into Spring

Despite significant negative economic effects from the Iran war – rising interest rates; volatile financial markets; soaring oil and gas prices; and fears of increased inflation – Bay Area real estate markets saw relatively little impact in March. What effects that occurred usually landed more heavily on less expensive markets more sensitive to interest rate increases. It is also possible that some sellers *may* have delayed listing their homes as they waited for more clarity regarding economic conditions. But so far, there has been no reaction comparable to what occurred last year with the tariff shock, and as of April 8th, virtually all economic indicators were turning in positive directions with the cease fire announcement.

Moving into spring, both the number of new listings and the number of homes going into contract climbed significantly month over month. The absorption rate and overbidding increased, listings went into contract faster, and price reductions fell year over year. This increased activity and pressure of demand may lead to renewed price appreciation in the second quarter.

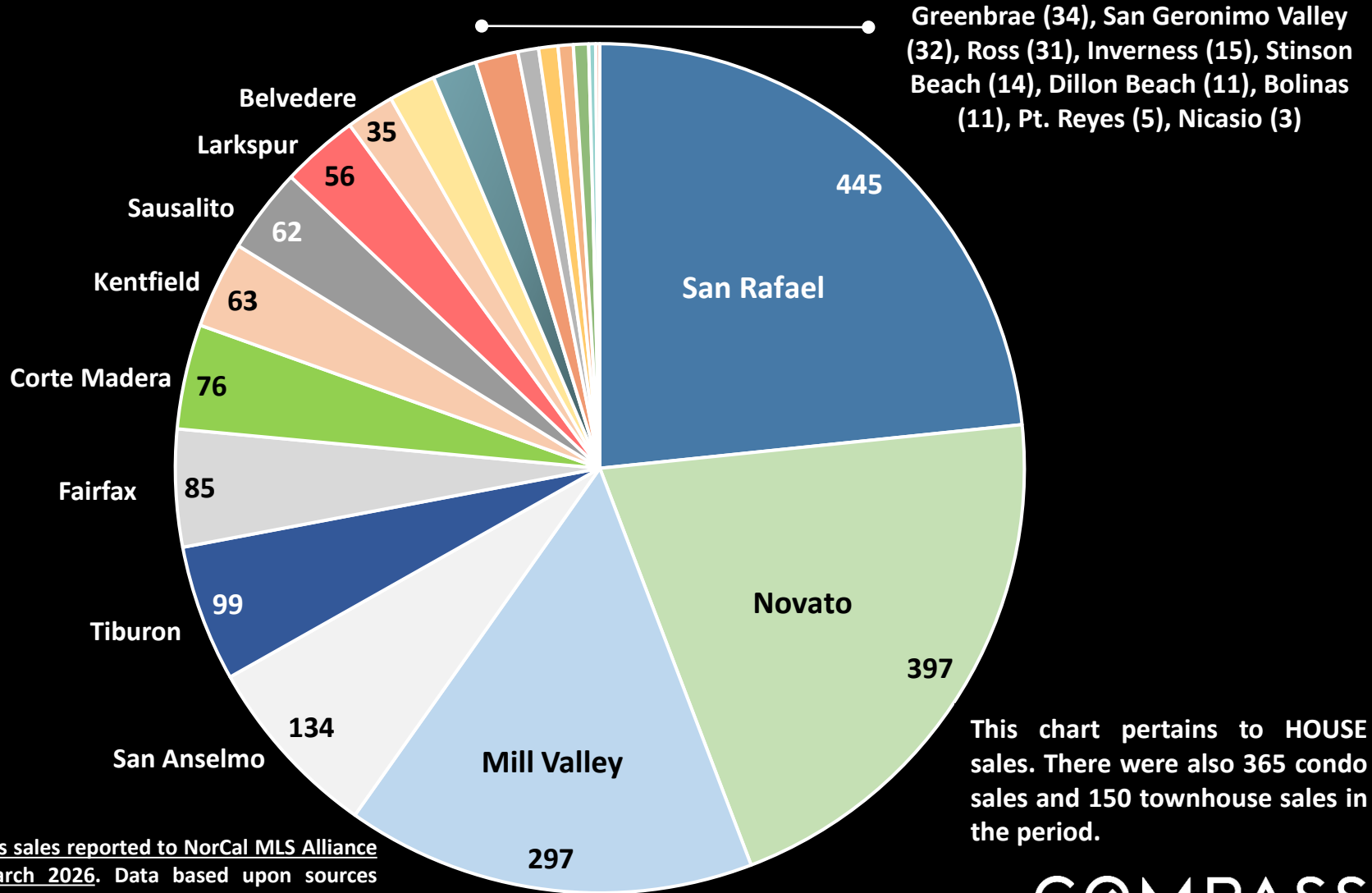
As has been the case for the last 2 years, affluent markets typically remained more heated than less expensive markets, and house markets considerably stronger than condo markets.

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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Marin County Home Sales

12 Months House Sales by Market*



*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data based upon sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

This chart pertains to HOUSE sales. There were also 365 condo sales and 150 townhouse sales in the period.

Marin County Market

Median House Sales Prices & High Sales, \$5 Million+*

12 months sales through
mid-March 2026*



Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that typically disguises a huge range of prices in the underlying sales. It can be affected by a variety of factors, including location, median home size, lot size, quality of construction, amenities, views, parking and so on.

This chart applies to HOUSE sales. The median condo sales price was \$639,000, and the median townhouse price was \$857,000. The majority of condo and townhouse sales were in San Rafael and Novato.

Markets with lower sales volumes often see more fluctuation in their median sales prices.

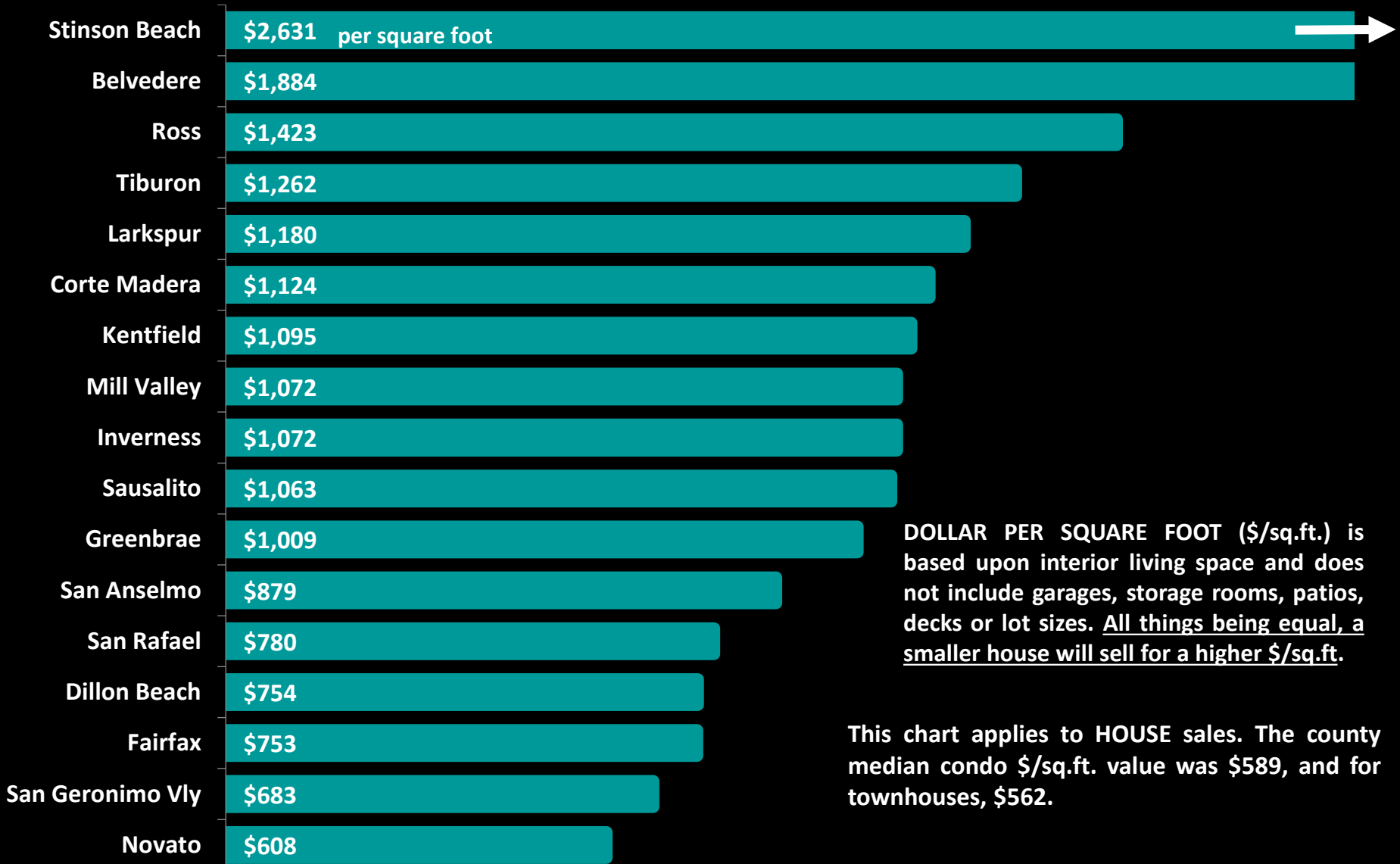
*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data derived from sources deemed reliable but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate.



Marin County Home Values

Median House \$/Sq.Ft. Values*

12 Months Sales*



DOLLAR PER SQUARE FOOT (\$/sq.ft.) is based upon interior living space and does not include garages, storage rooms, patios, decks or lot sizes. All things being equal, a smaller house will sell for a higher \$/sq.ft.

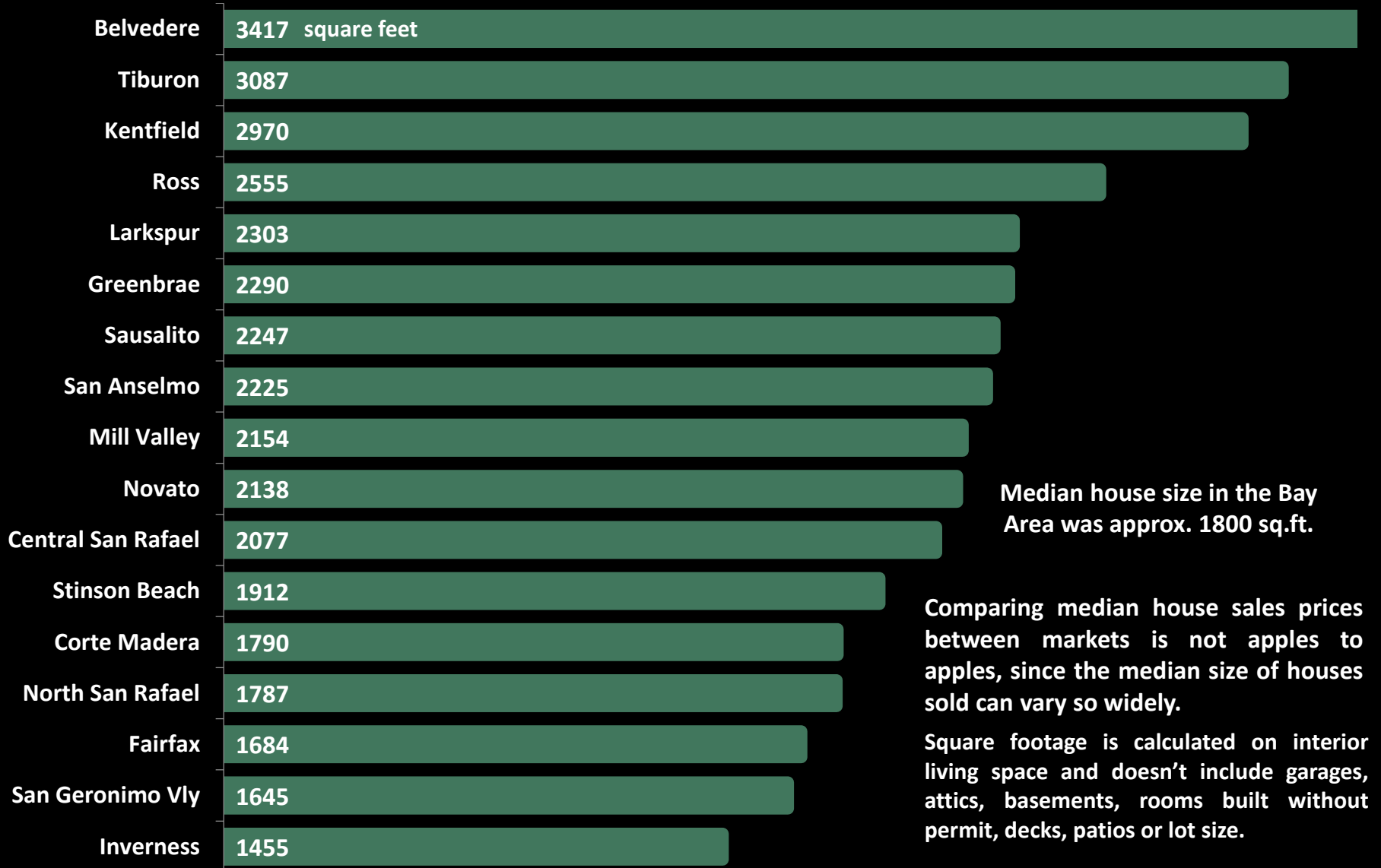
This chart applies to HOUSE sales. The county median condo \$/sq.ft. value was \$589, and for townhouses, \$562.

*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data derived from sources deemed reliable but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate.

Marin County Home Size

Median House Square Footage*

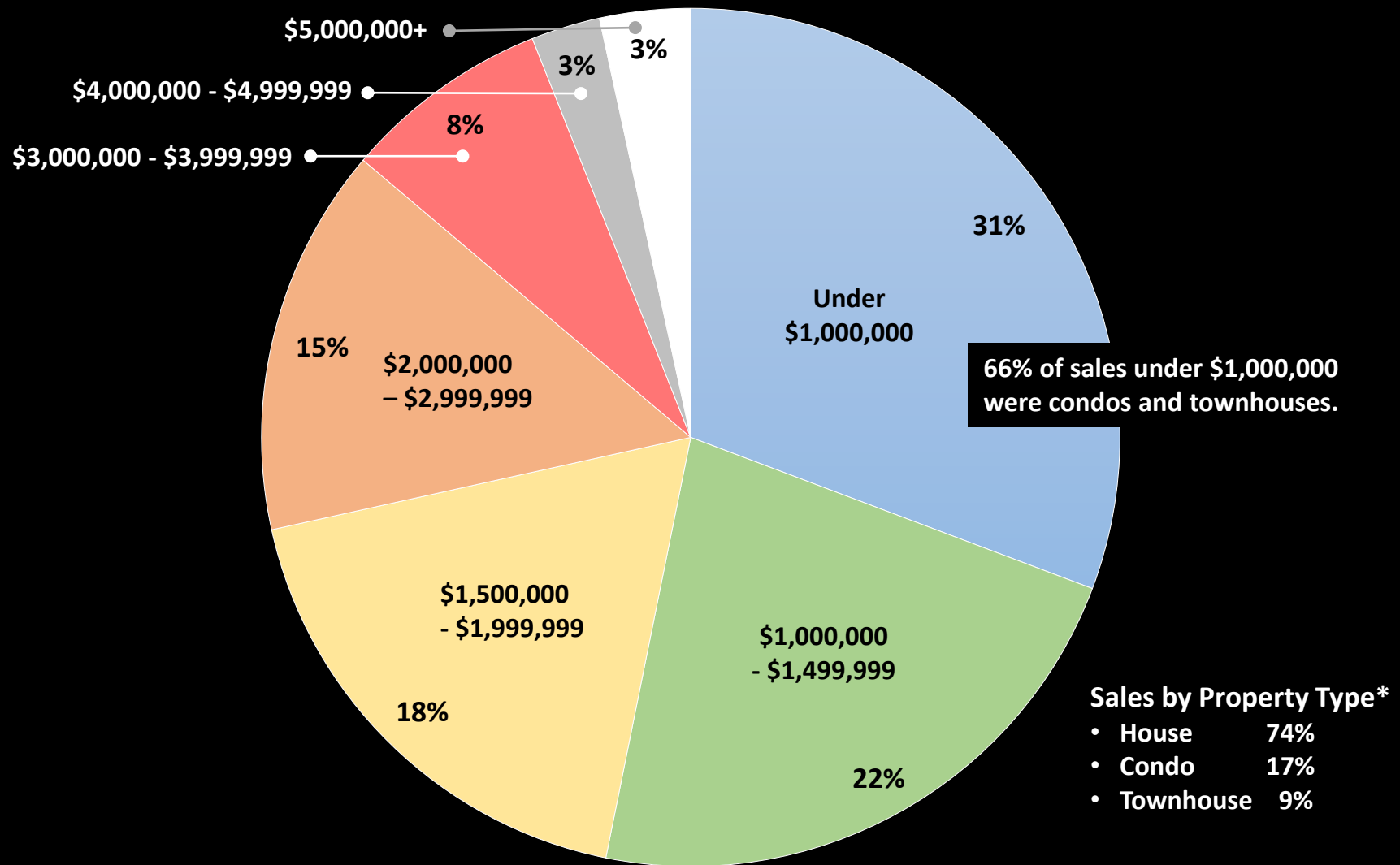
12 Months Sales*



*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data derived from sources deemed reliable but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate.

Marin County Residential Market

2026 YTD Home Sales by Price Segment*



*Sales and listings pending sale reported to NorCal MLS Alliance by 3/31/26. Not all sales are reported to MLS. Listings pending sale may not close, and pending-sale list prices may not reflect final closing prices. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Percentages rounded and may not add up to 100%.

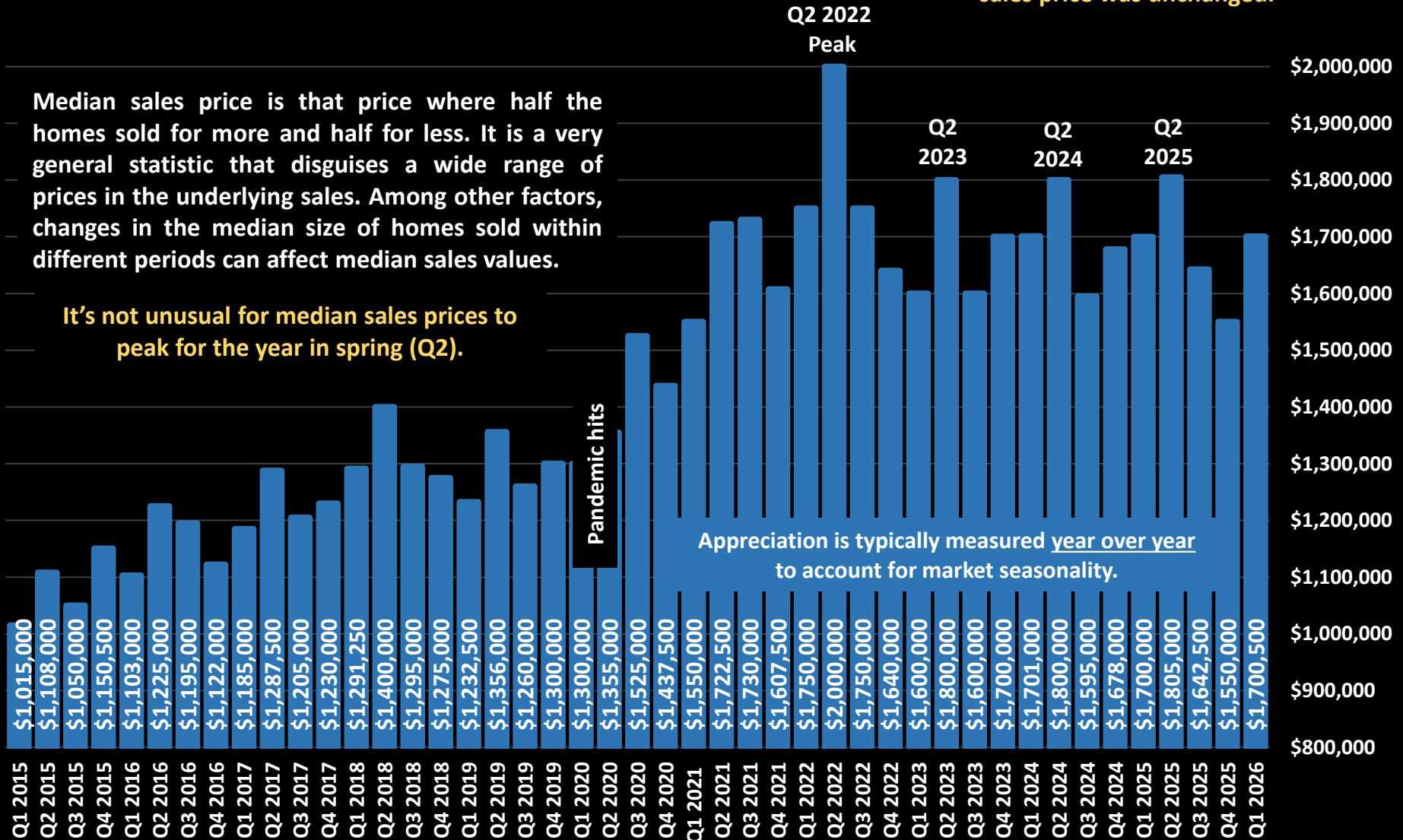
Marin County House Price Appreciation

Median House Sales Prices since 2015, by Quarter

Year over year, the Q1 2026 median house sales price was unchanged.

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that disguises a wide range of prices in the underlying sales. Among other factors, changes in the median size of homes sold within different periods can affect median sales values.

It's not unusual for median sales prices to peak for the year in spring (Q2).



As reported to NorCal MLS Alliance, per Infosparks. 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 can be affected by other factors besides changes in fair market value. All numbers approximate and subject to revision. Last period reading may change with late-reported sales.



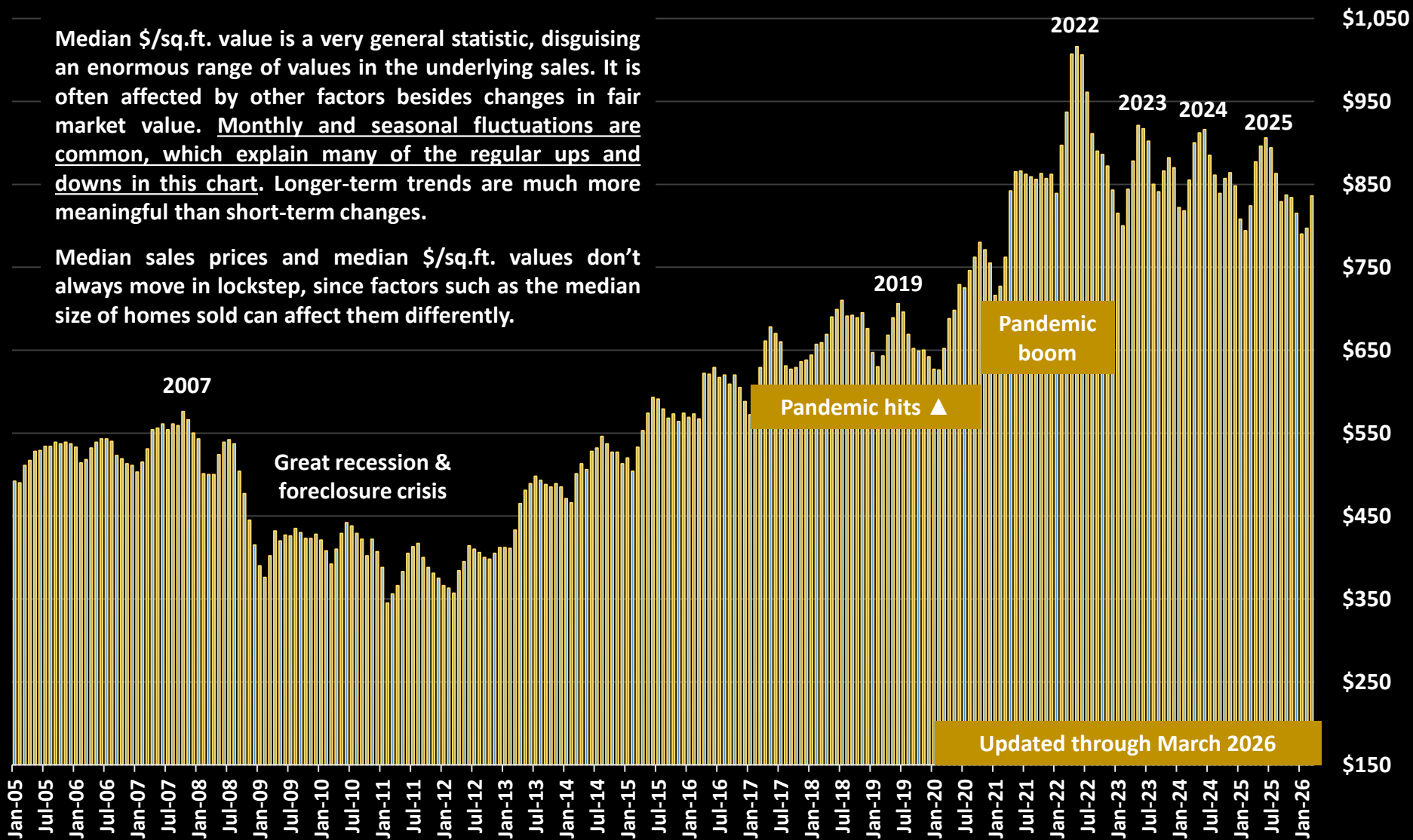
Marin County House Value Trends since 2005

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

Year over year, the Q1 2026 median house \$/sq.ft. value rose about 1.5%.

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.

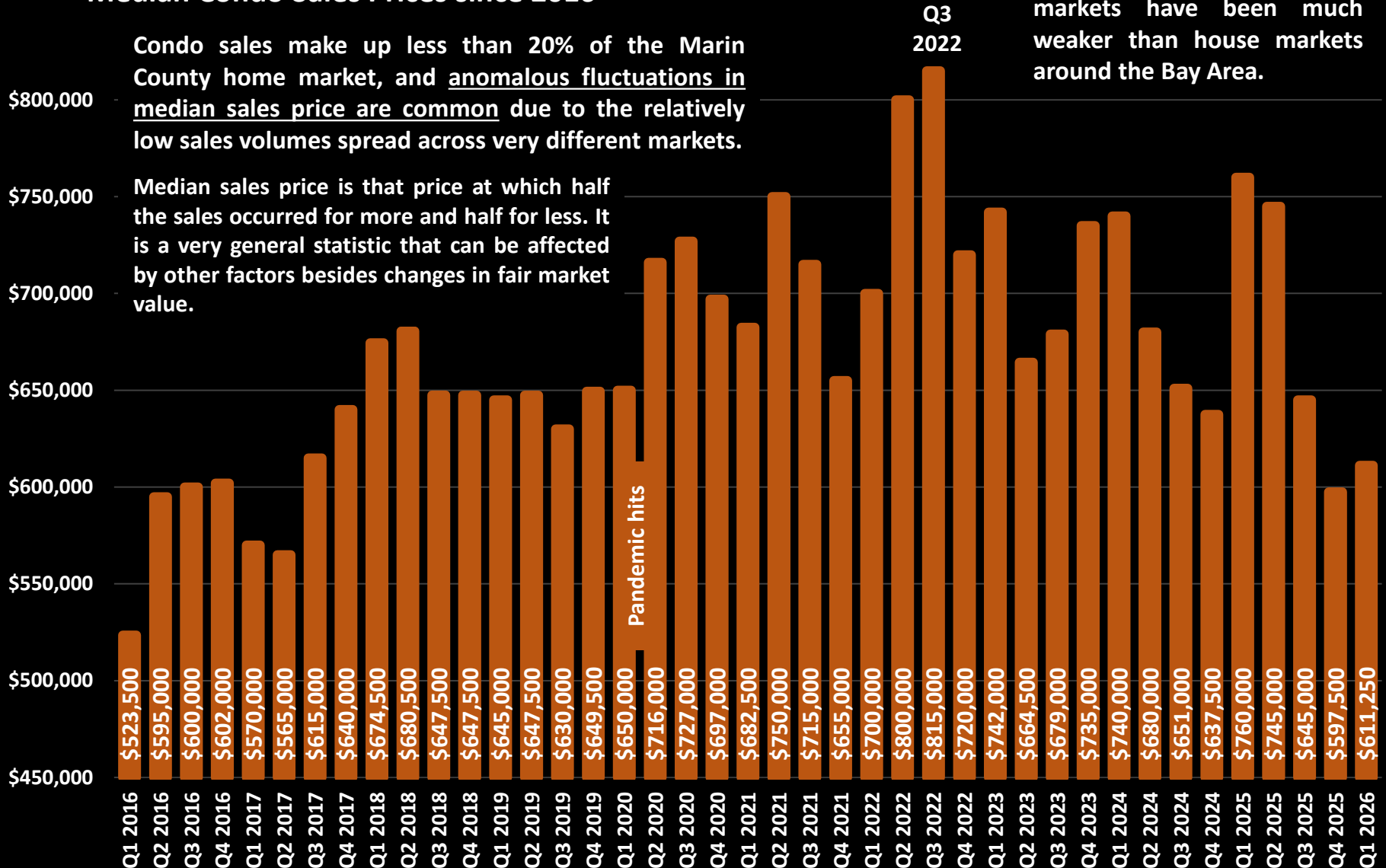
Marin County Condo Price Trend by Quarter

Median Condo Sales Prices since 2016

Generally speaking, condo markets have been much weaker than house markets around the Bay Area.

Condo sales make up less than 20% of the Marin County home market, and anomalous fluctuations in median sales price are common due to the relatively low sales volumes spread across very different markets.

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 can be affected by other factors besides changes in fair market value.



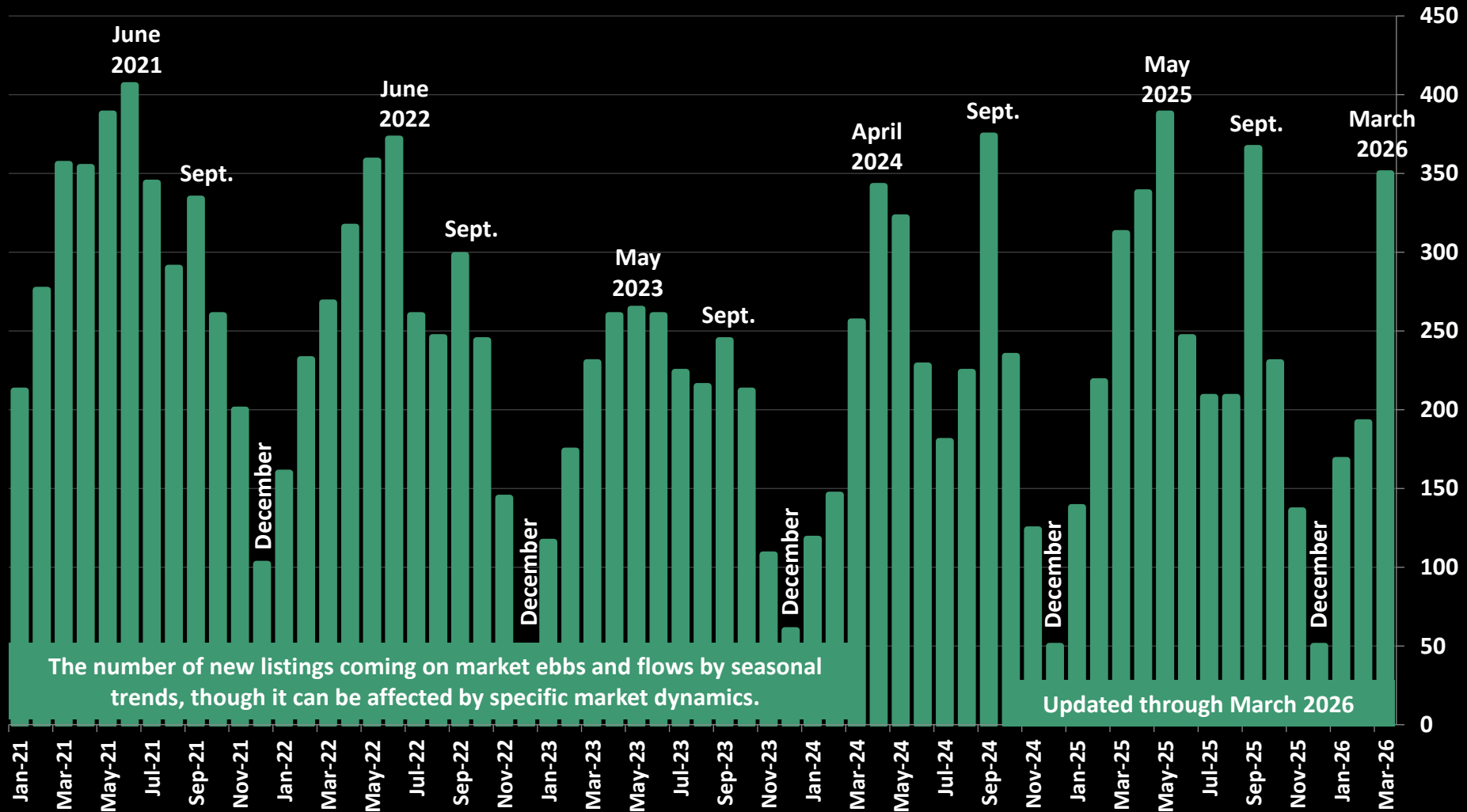
As reported to NorCal MLS Alliance, per Infosparks. All numbers approximate, subject to revision, and may change with late-reported sales.



New Listings Coming on Market

Marin County Market Dynamics & Seasonality*

The number of new listings in March 2026 surged higher from February and rose 12% year over year.



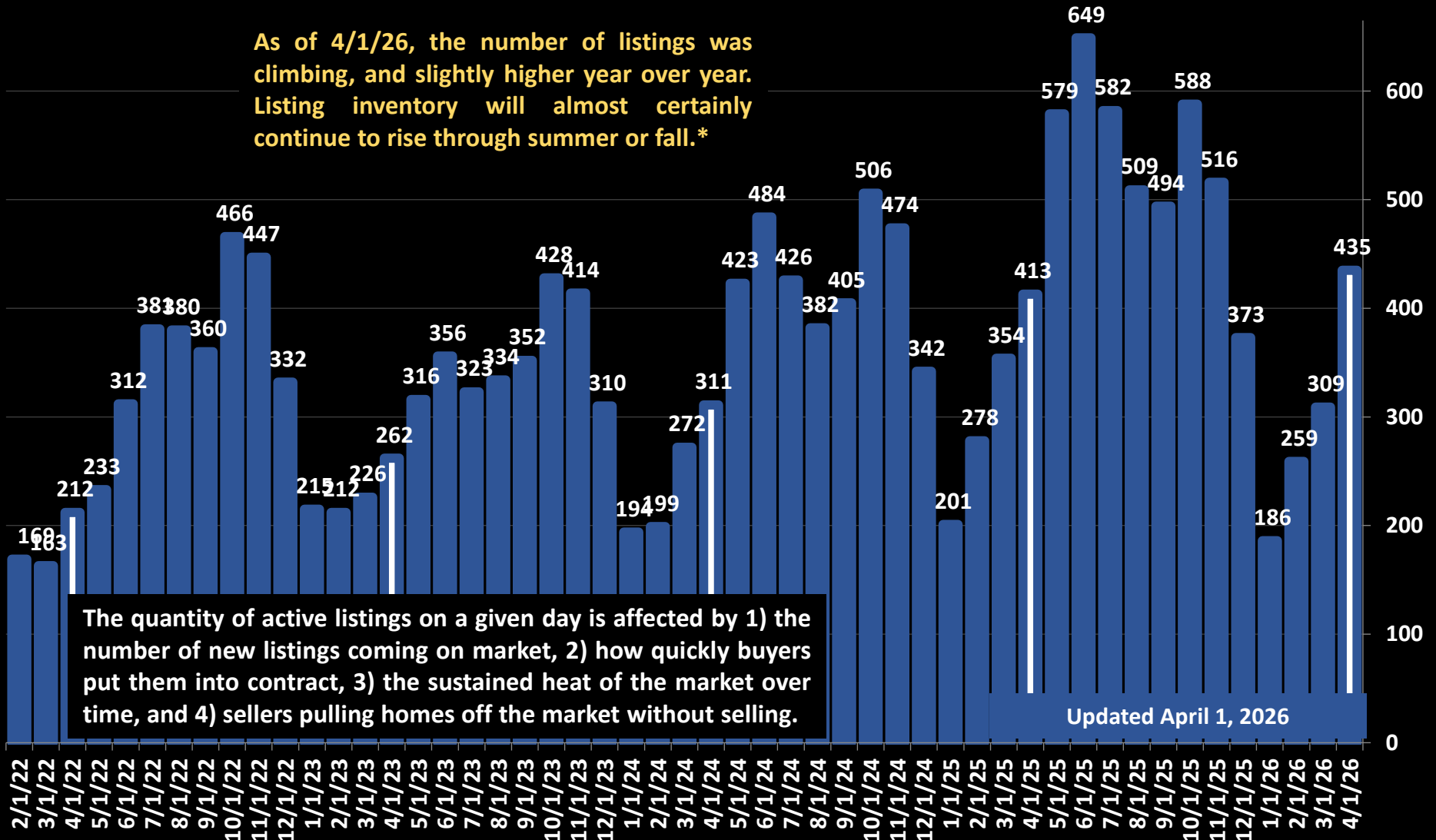
*Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site, or per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. May not include "coming-soon" listings. All numbers are approximate and may change with late-reported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



Marin County Homes Market

Active & Coming-Soon Listings on 1st of Month*

As of 4/1/26, the number of listings was climbing, and slightly higher year over year. Listing inventory will almost certainly continue to rise through summer or fall.*



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.

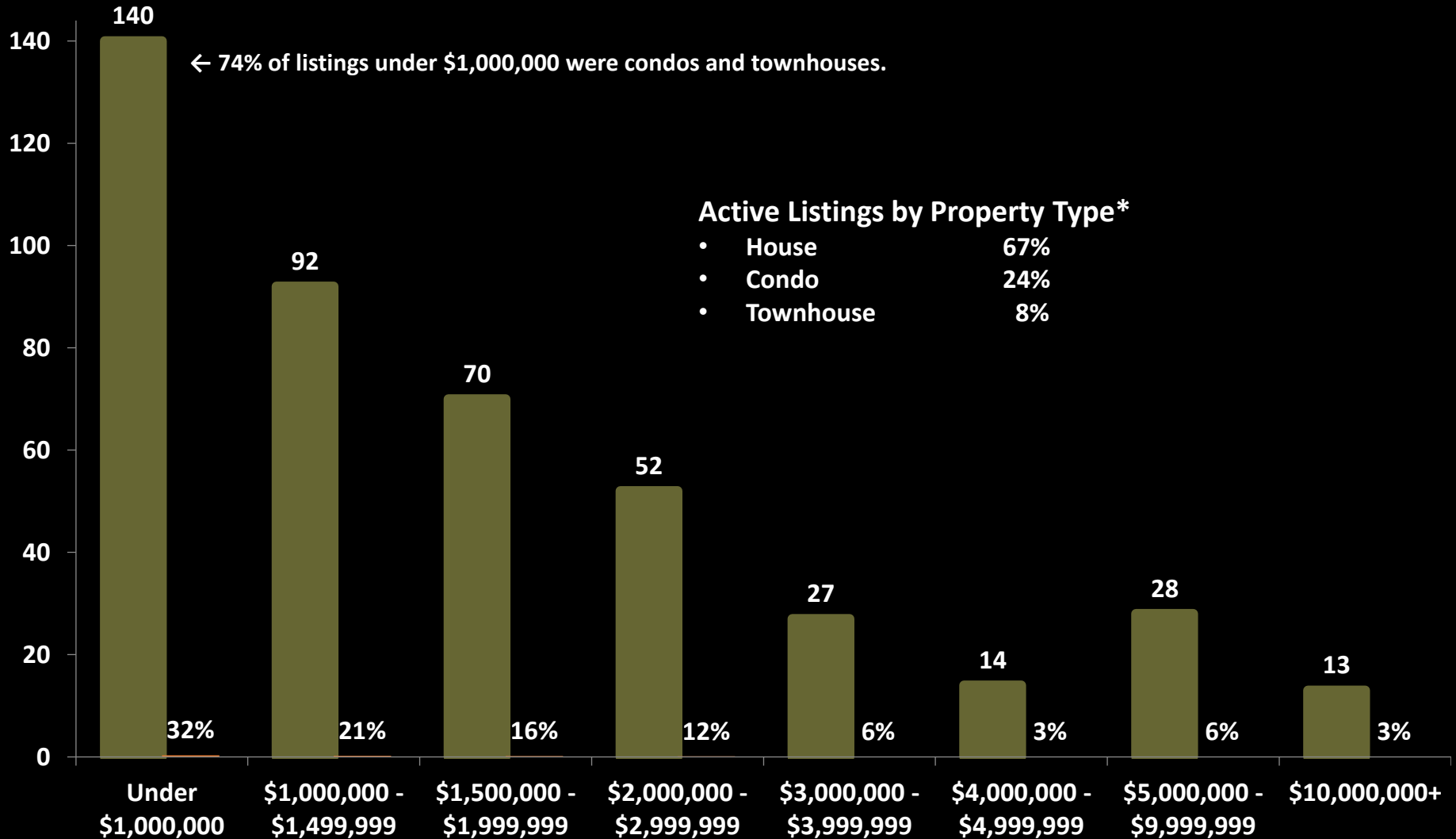
Updated April 1, 2026

* 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.



Homes for Sale in Marin County

Number & Percentage of Listings by Price Segment & Property Type*



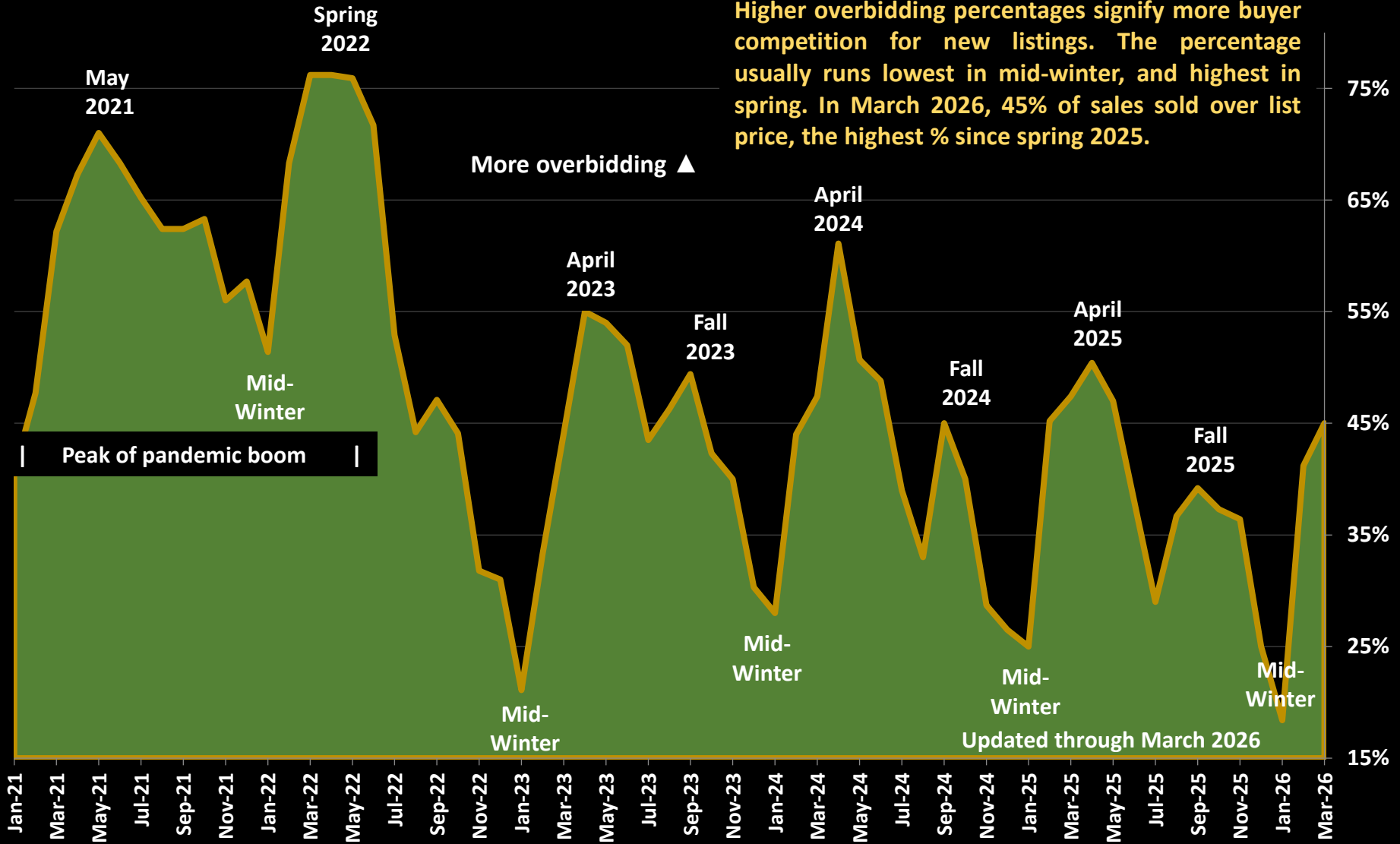
Active/coming-soon listings posted to NorCal Alliance on 3/31/26. Not all properties for sale are listed on MLS. Data derived from sources deemed reliable but may contain errors and is subject to revision. Listing counts change constantly. All numbers approximate. Percentages rounded and may not add up to 100%.

Overbidding List Prices in Marin County

Percentage of Home Sales Closing over List Price

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

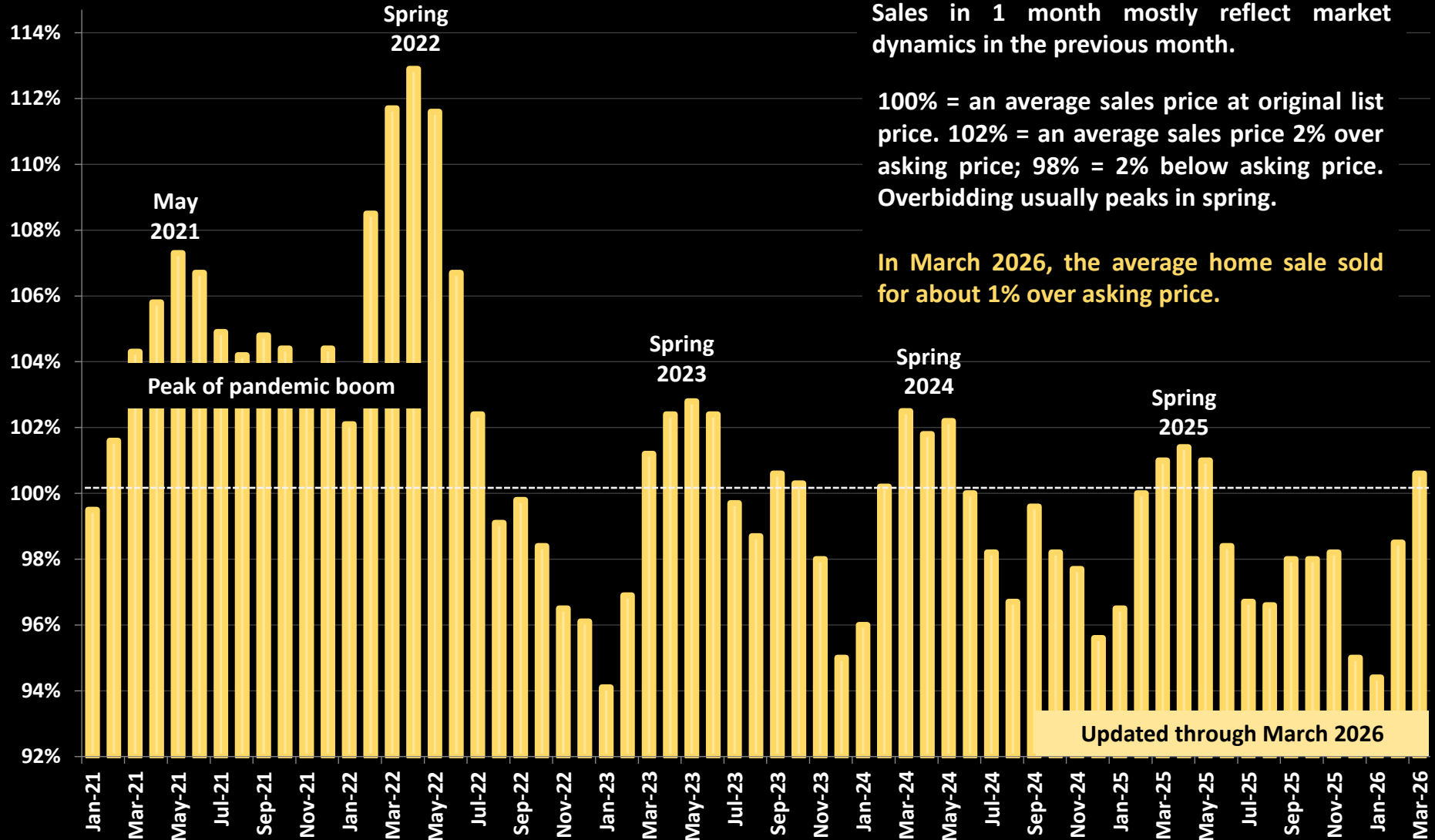
Higher overbidding percentages signify more buyer competition for new listings. The percentage usually runs lowest in mid-winter, and highest in spring. In March 2026, 45% of sales sold over list price, the highest % since spring 2025.



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.

Average Sales Price to Original List Price Percentage

Marin County Over/Under Bidding: Market Dynamics & Seasonality



Sales in 1 month mostly reflect market dynamics in the previous month.

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 March 2026, the average home sale sold for about 1% over 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.

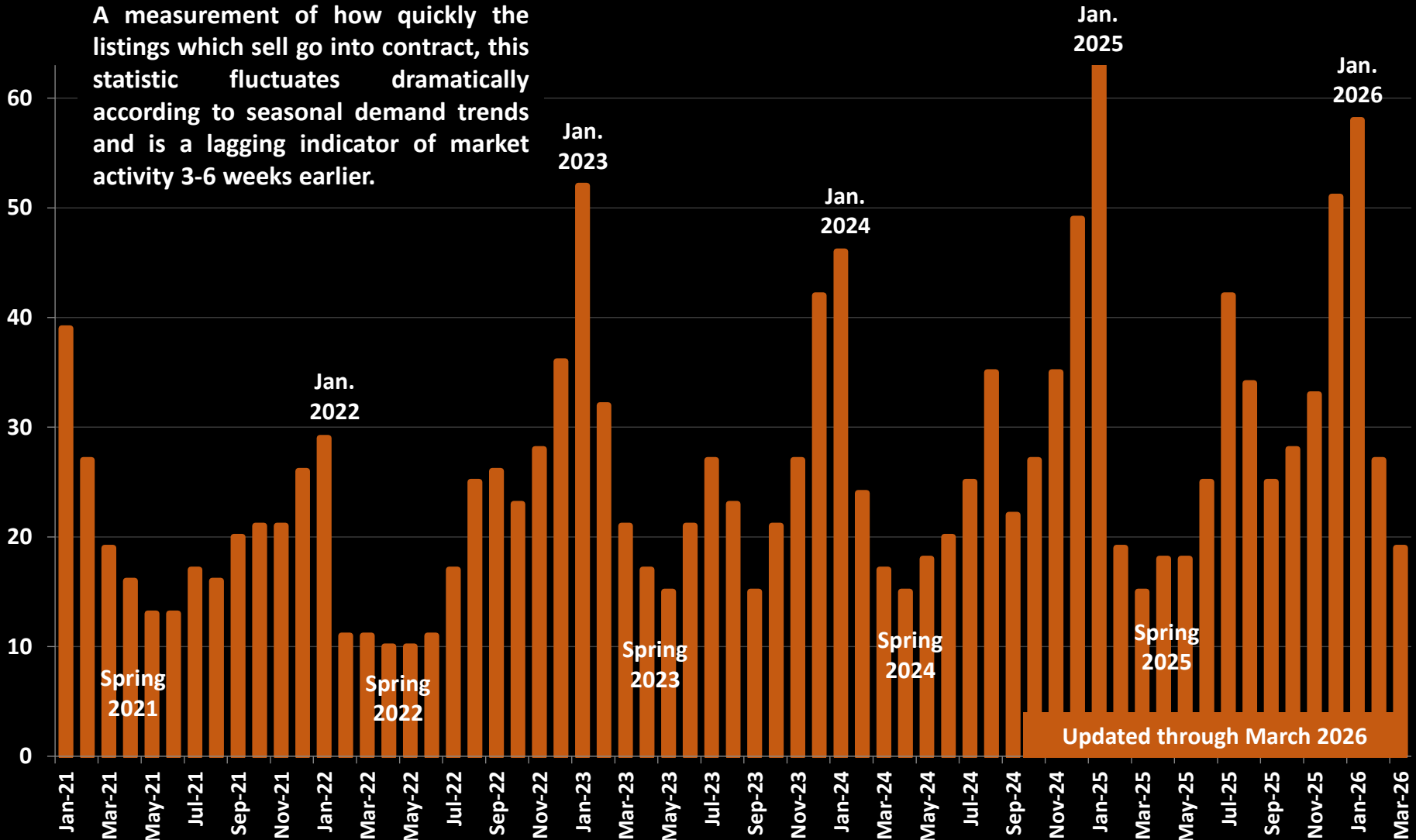


Median Days on Market: Speed of Sale

Marin County: Market Dynamics & Seasonality

Homes typically sell fastest in spring as buyers respond to the rush of new listings. In March 2026, median days on market fell rapidly as the market moved into spring.

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.



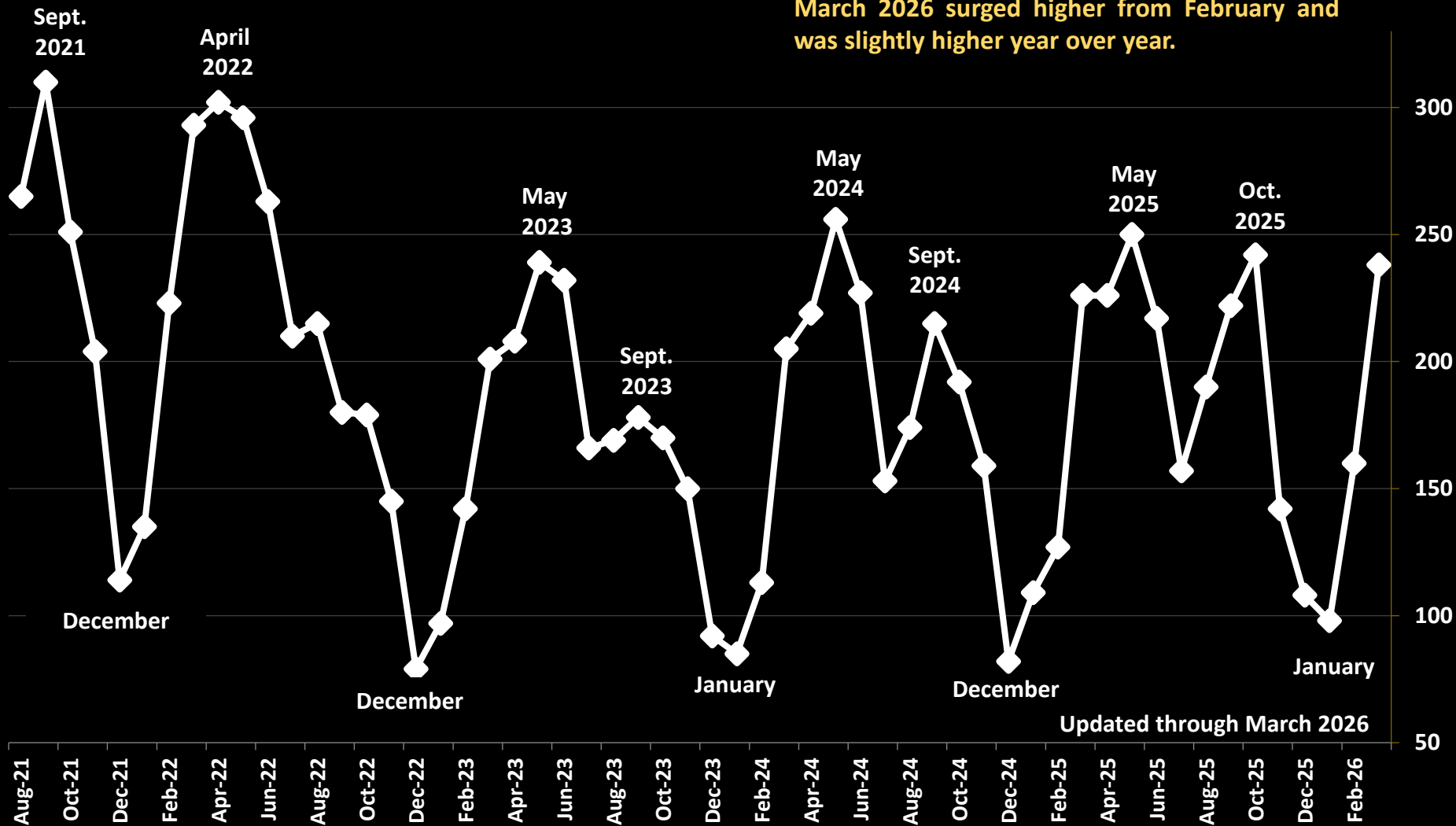
Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or per Broker Metrics Bareis MLS data. Data derived from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.



Listings Accepting Offers (Going into Contract)

Marin County Market Dynamics & Seasonality

The number of listings going into contract in March 2026 surged higher from February and was slightly higher year over year.

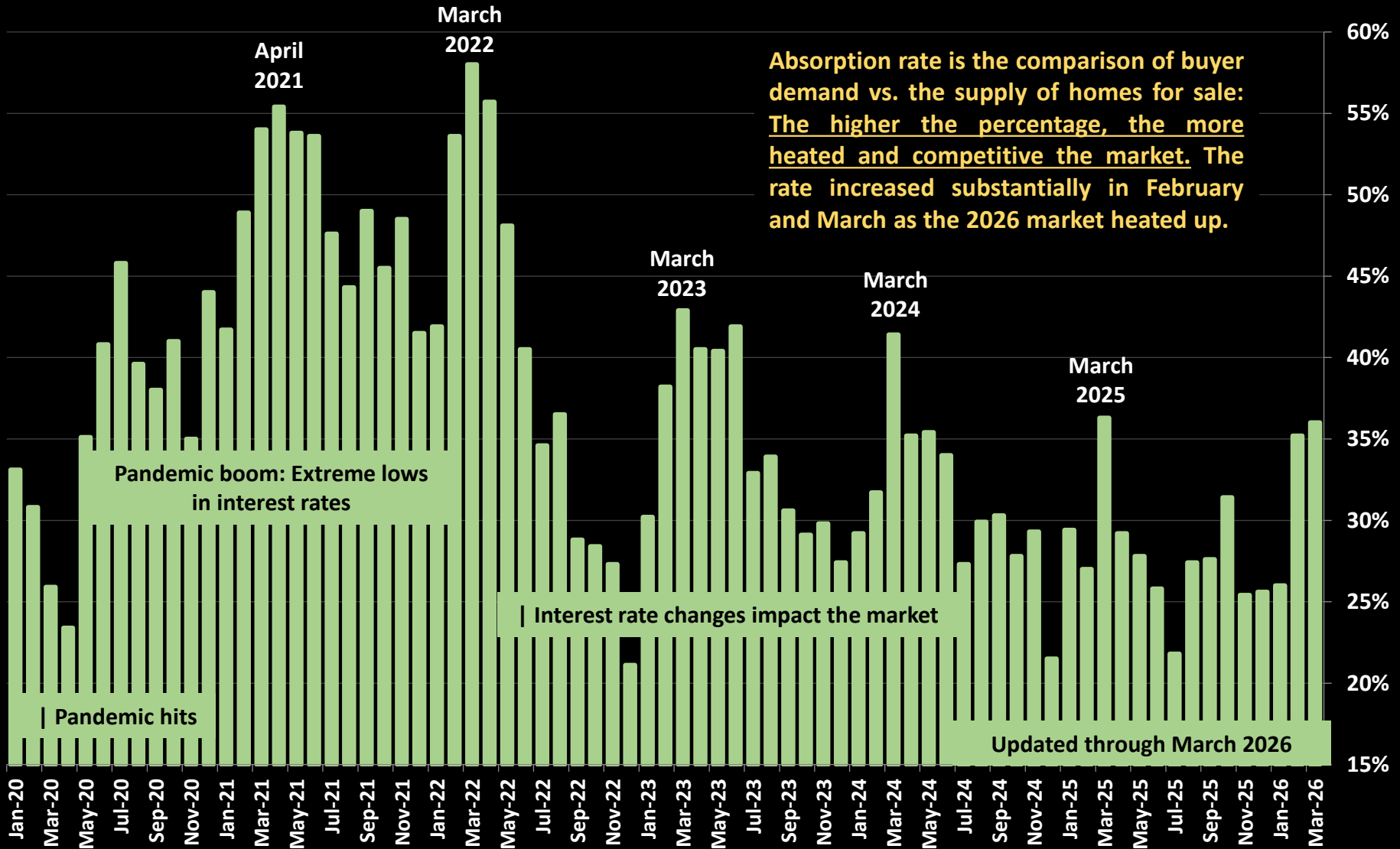


Residential activity reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.



Percentage of Listings Accepting Offers (Going into Contract)

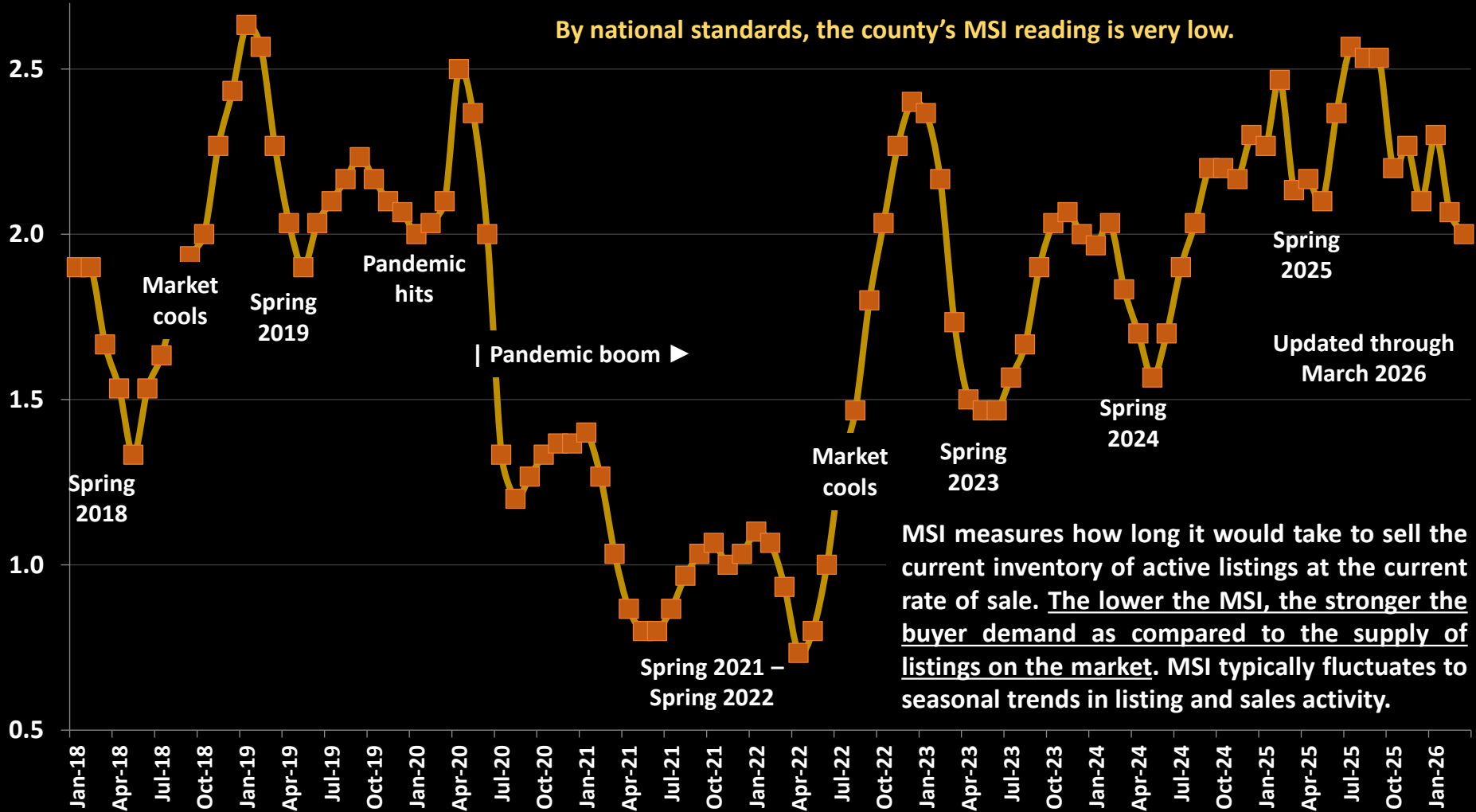
Marin County: Absorption Rate by Month



*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.

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

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



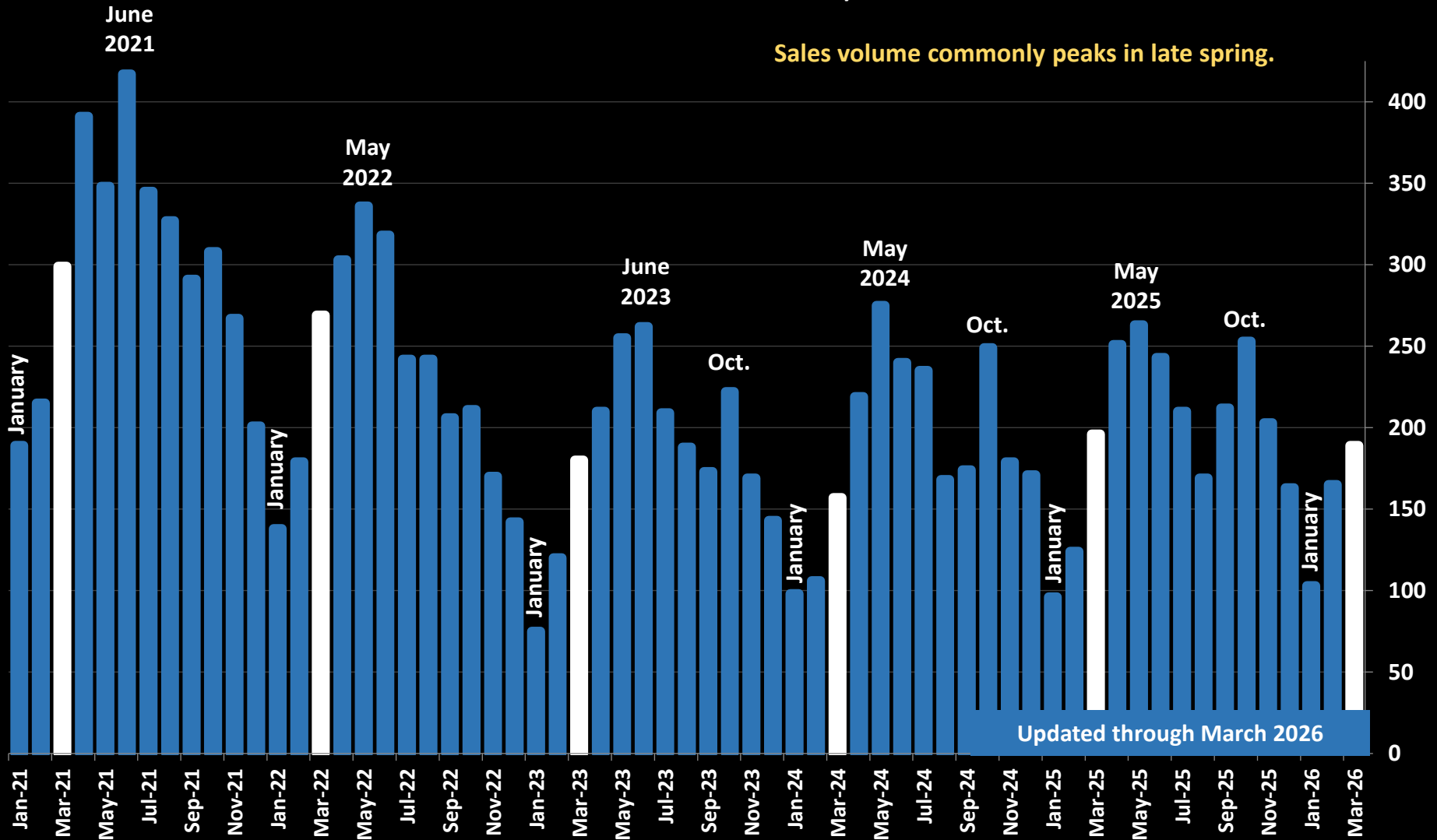
3-month rolling average monthly data for residential transactions reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.

Monthly Sales Volume

Marin County Market Dynamics & Seasonality

Sales in one month mostly reflect accepted offers in the *previous* month.

Sales volume commonly peaks in late spring.

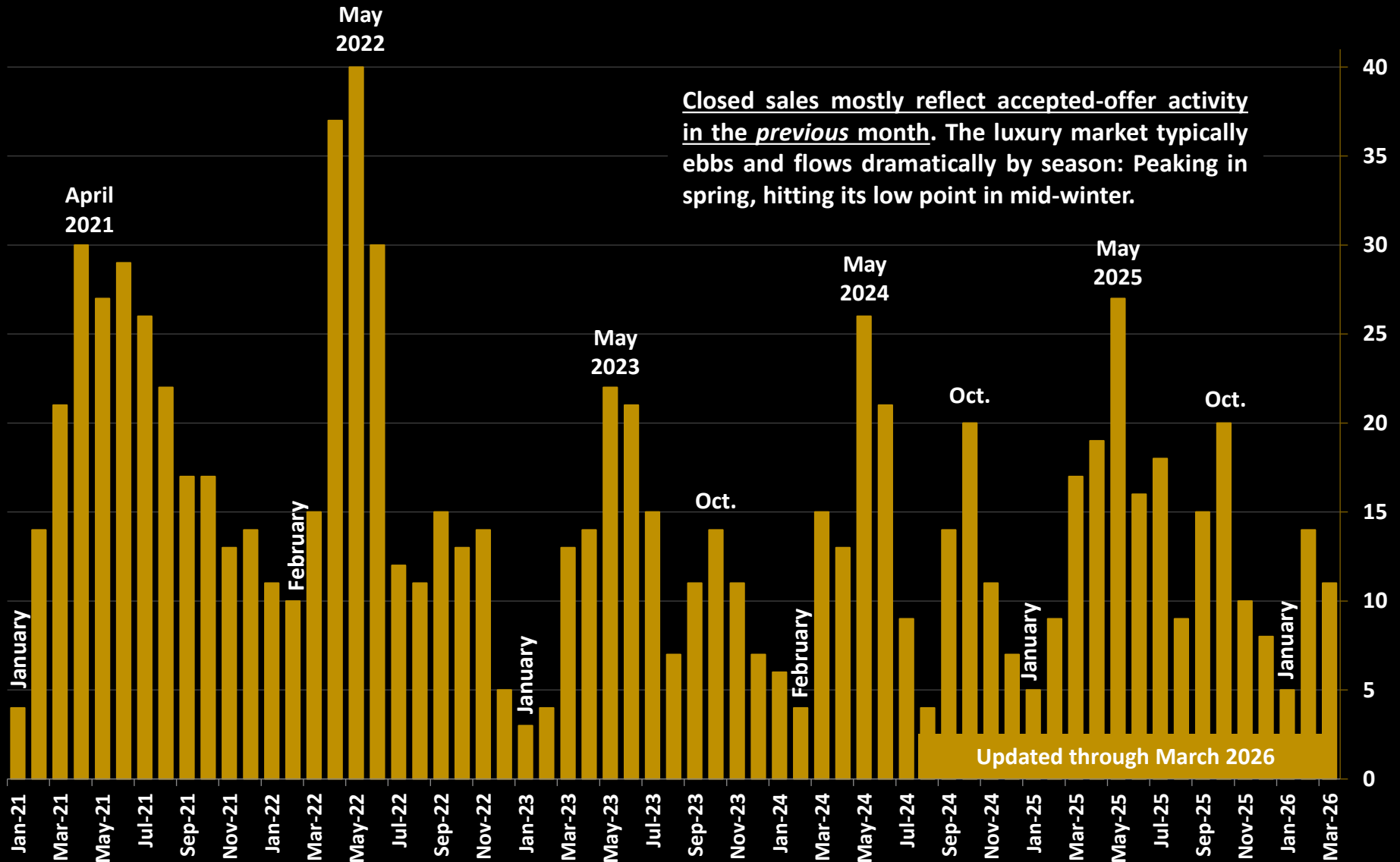


Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.



Marin County Higher Price & Luxury Home Sales by Month

Homes Selling for \$4 Million+ since 2020



Home sales reported to Norcal MLS Alliance, per Infosparcs. 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.

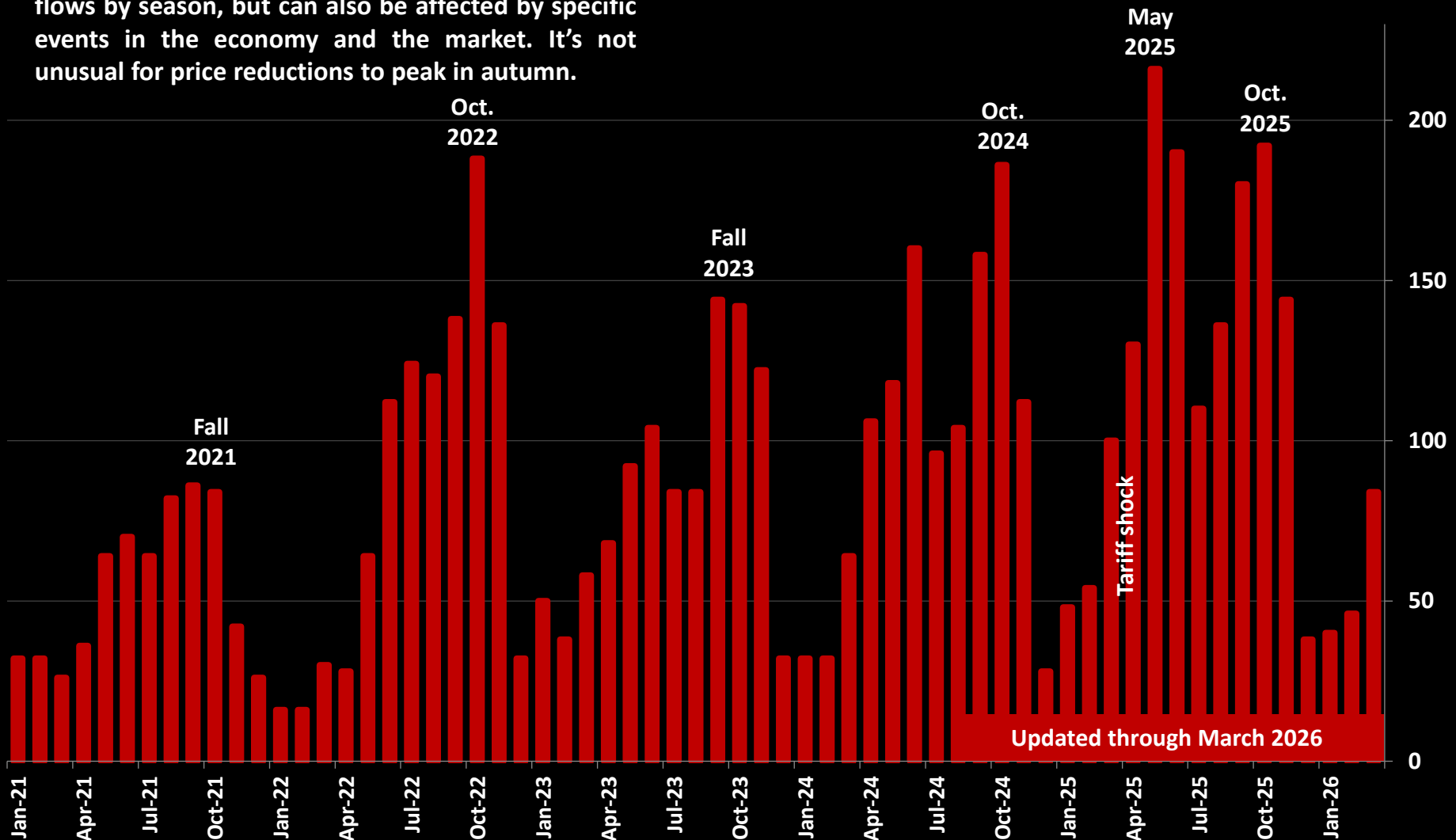


Price Reductions on Active Listings

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 March 2026 fell 16% year over year.



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.



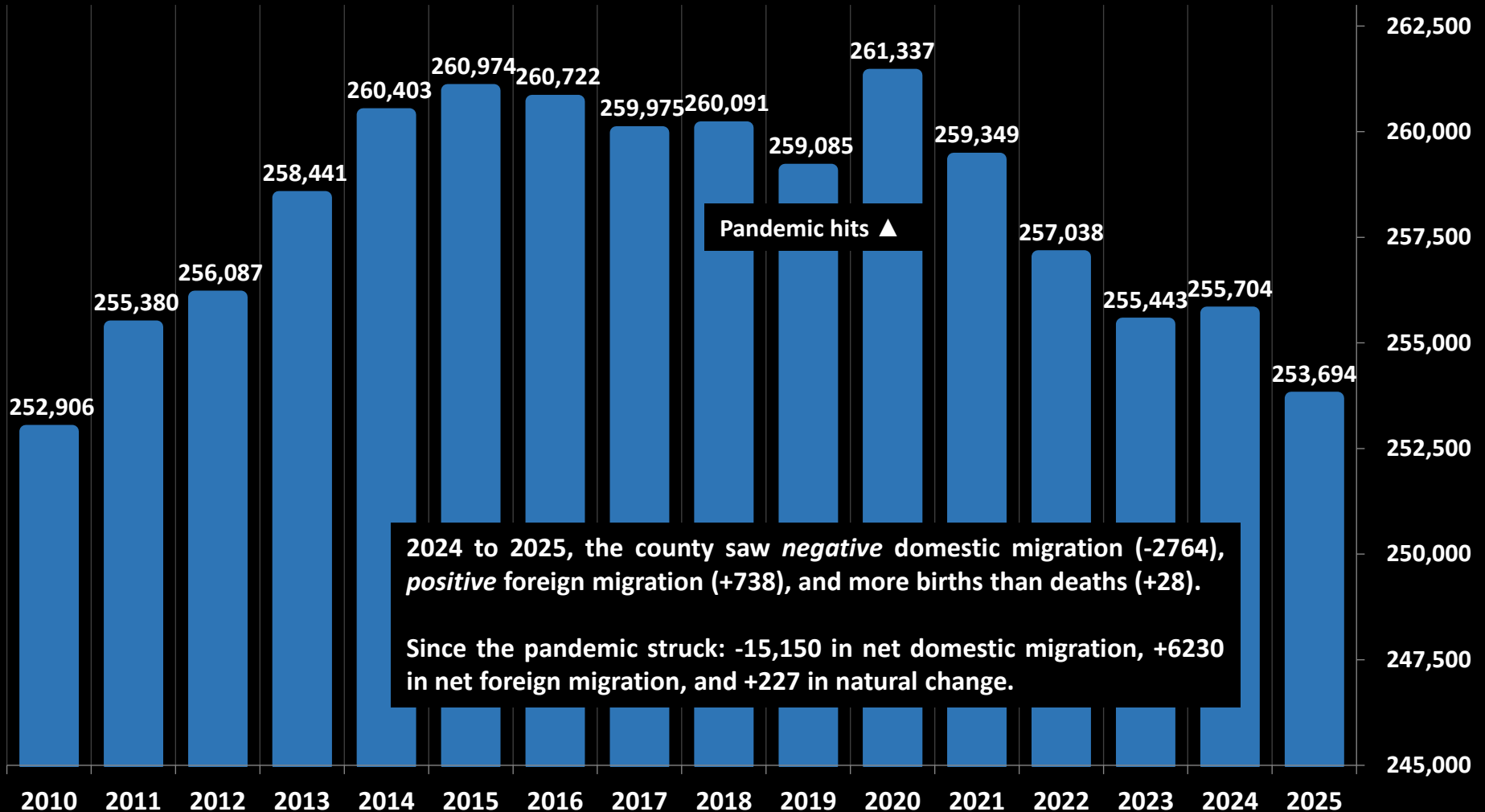
**Selected Economic &
Demographic Data**

Marin County Population Trends since 2010

U.S. Census Estimates, July 1st to July 1st

Changes measured from July 1st of previous year to July 1st of labeled year.

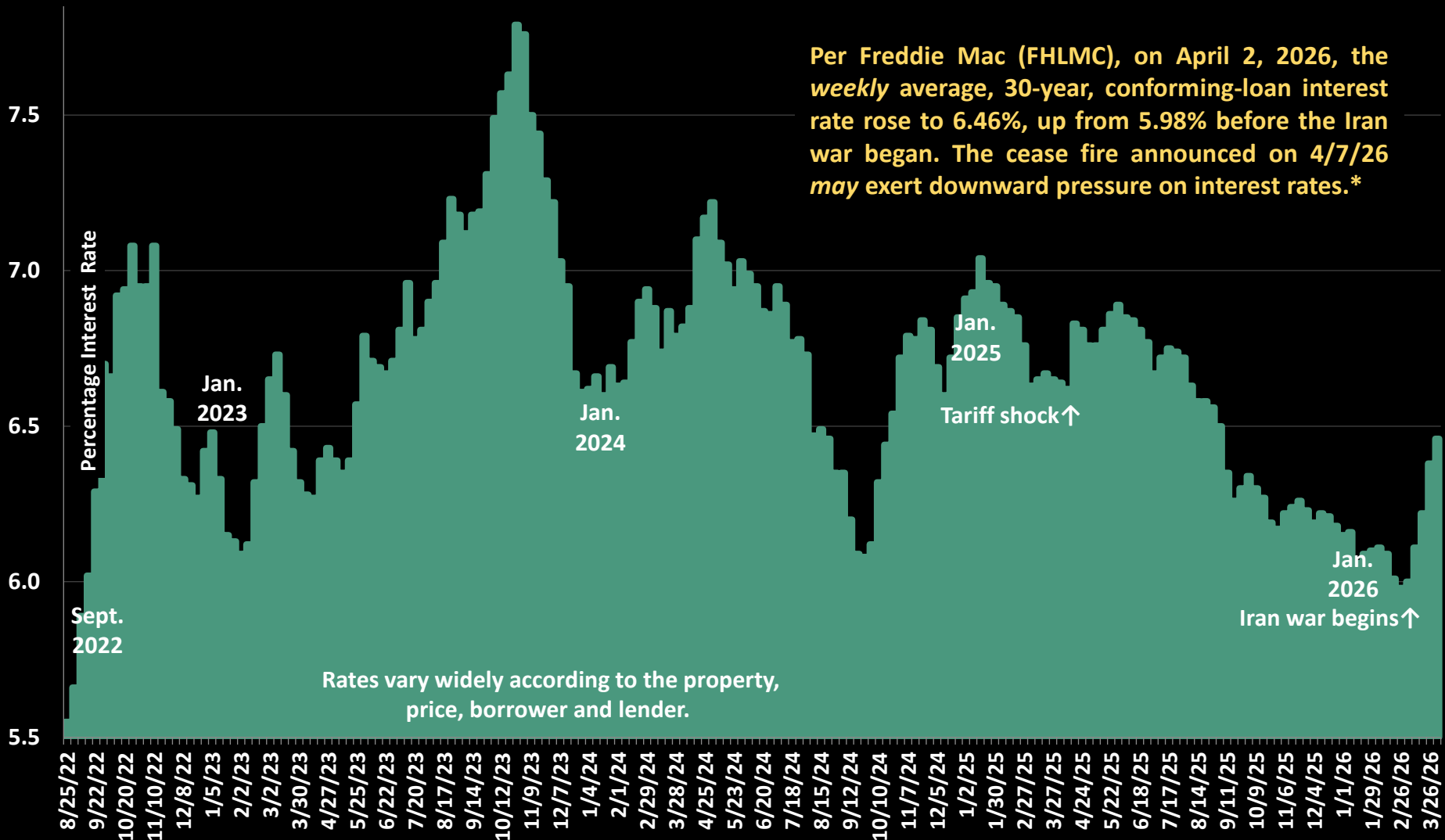
Population changes are driven by domestic and foreign migration into and out of the county, and by natural causes, i.e., births less deaths.



Estimates as of July 1 of each year. 2020-2025 data published March 26, 2026, by U.S. Census. The Census often revises numbers in subsequent estimates. All numbers to be considered approximate. Census numbers may not total perfectly due to "Population change that cannot be attributed to any specific demographic component."

Mortgage Interest Rates, August 2022 to 2026 YTD

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings*



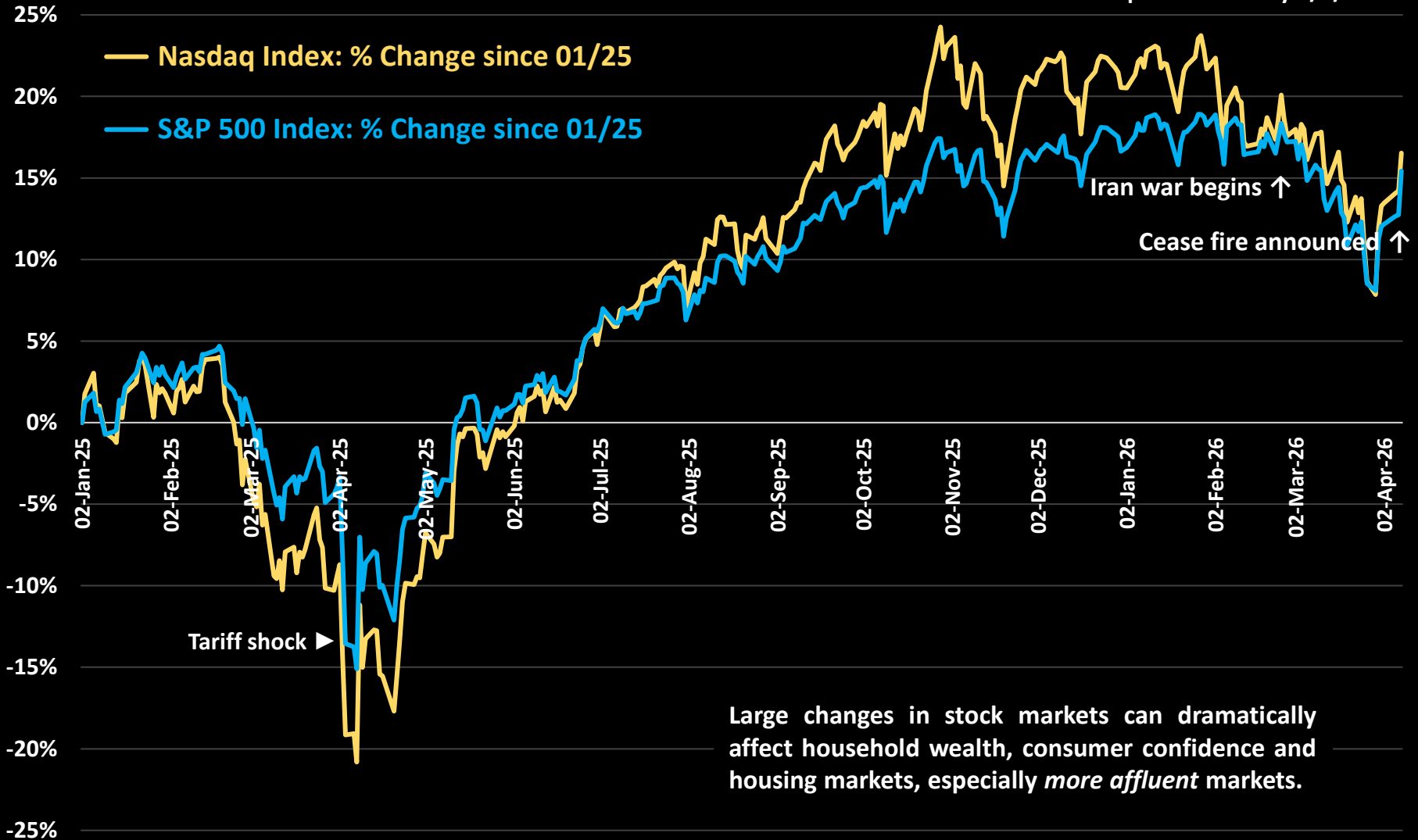
*Freddie Mac (FHLMC), 30-Year Fixed Rate Mortgage Weekly Average: <https://www.freddiemac.com/pmms>. Data from sources deemed reliable. Different sources of mortgage data sometimes vary in their determinations of daily and weekly rates. Daily Average Rate from Mortgage News Daily. All numbers approximate.



Financial Markets, 2025 – 2026 YTD

Percentage Increases in S&P 500 & Nasdaq since 1/2/25

Updated mid-day 4/8/26



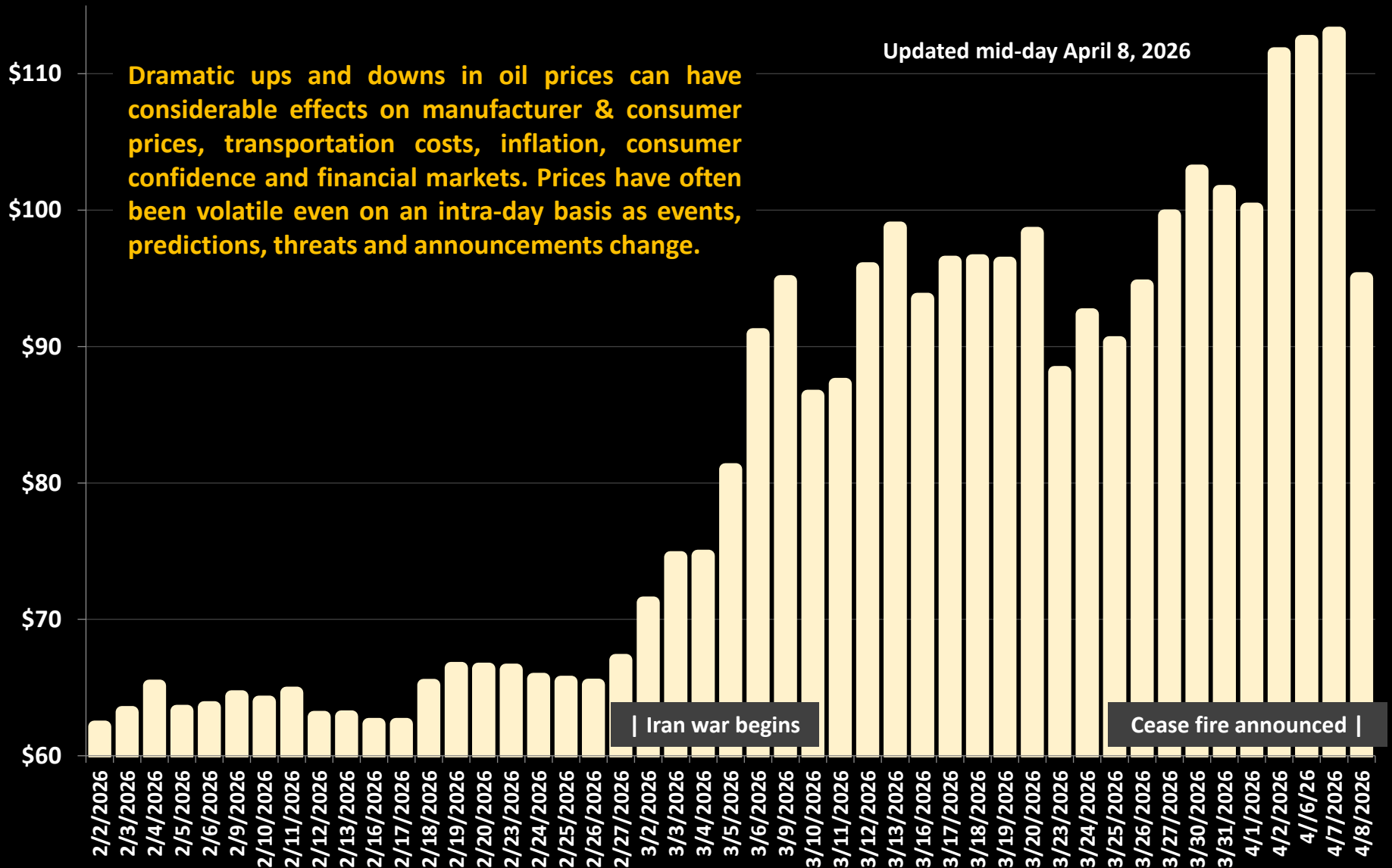
Large changes in stock markets can dramatically affect household wealth, consumer confidence and housing markets, especially *more affluent* markets.

Data per MarketWatch.com, <https://www.marketwatch.com/investing/index/comp/download-data> and <https://www.marketwatch.com/investing/index/spx/download-data>. 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.

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Crude Oil, Price per Barrel

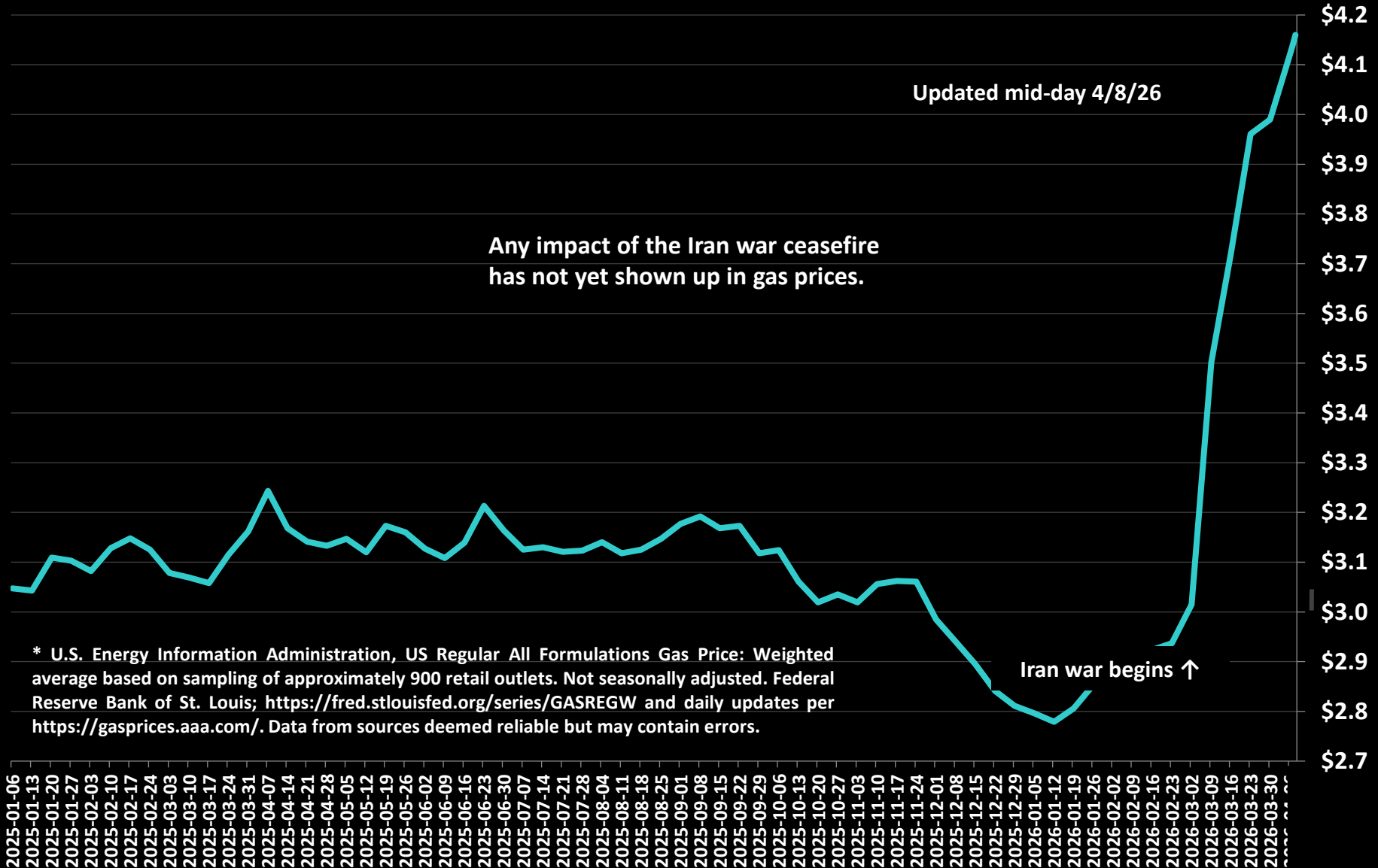
Since February 2, 2026*



*Per Yahoo! Finance, <https://finance.yahoo.com/quote/CL%3DF/history/>. Data from sources deemed reliable but may contain errors. All numbers should be considered approximate.

The Price of Gas, 2025 – 2026 YTD

U.S. Average, Price per Gallon, by Week*



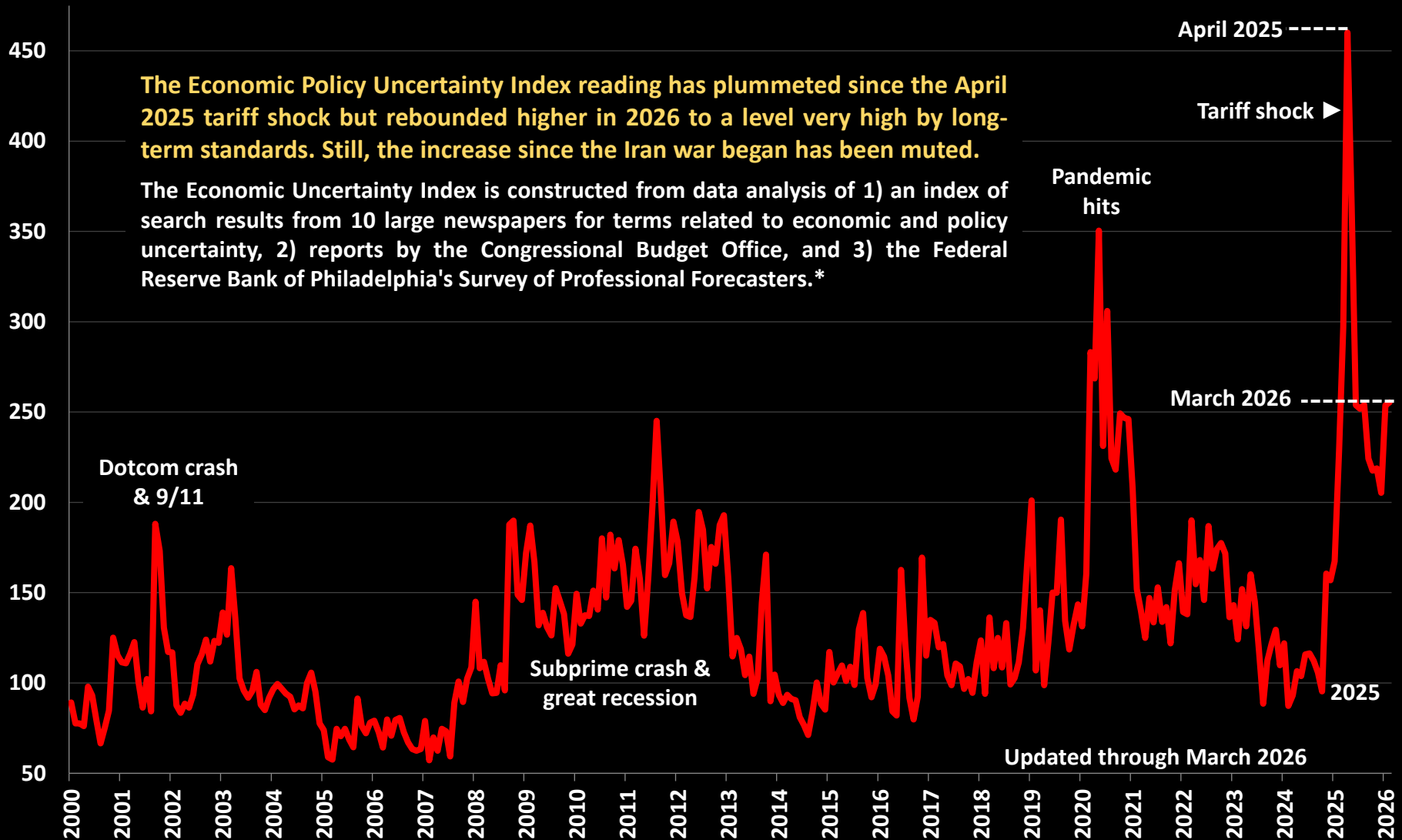
* U.S. Energy Information Administration, US Regular All Formulations Gas Price: Weighted average based on sampling of approximately 900 retail outlets. Not seasonally adjusted. Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/GASREGW> and daily updates per <https://gasprices.aaa.com/>. Data from sources deemed reliable but may contain errors.

Economic Policy Uncertainty Index*

By Month since January 2000

The Economic Policy Uncertainty Index reading has plummeted since the April 2025 tariff shock but rebounded higher in 2026 to a level very high by long-term standards. Still, the increase since the Iran war began has been muted.

The Economic Uncertainty Index is constructed from data analysis of 1) an index of search results from 10 large newspapers for terms related to economic and policy uncertainty, 2) reports by the Congressional Budget Office, and 3) the Federal Reserve Bank of Philadelphia's Survey of Professional Forecasters.*



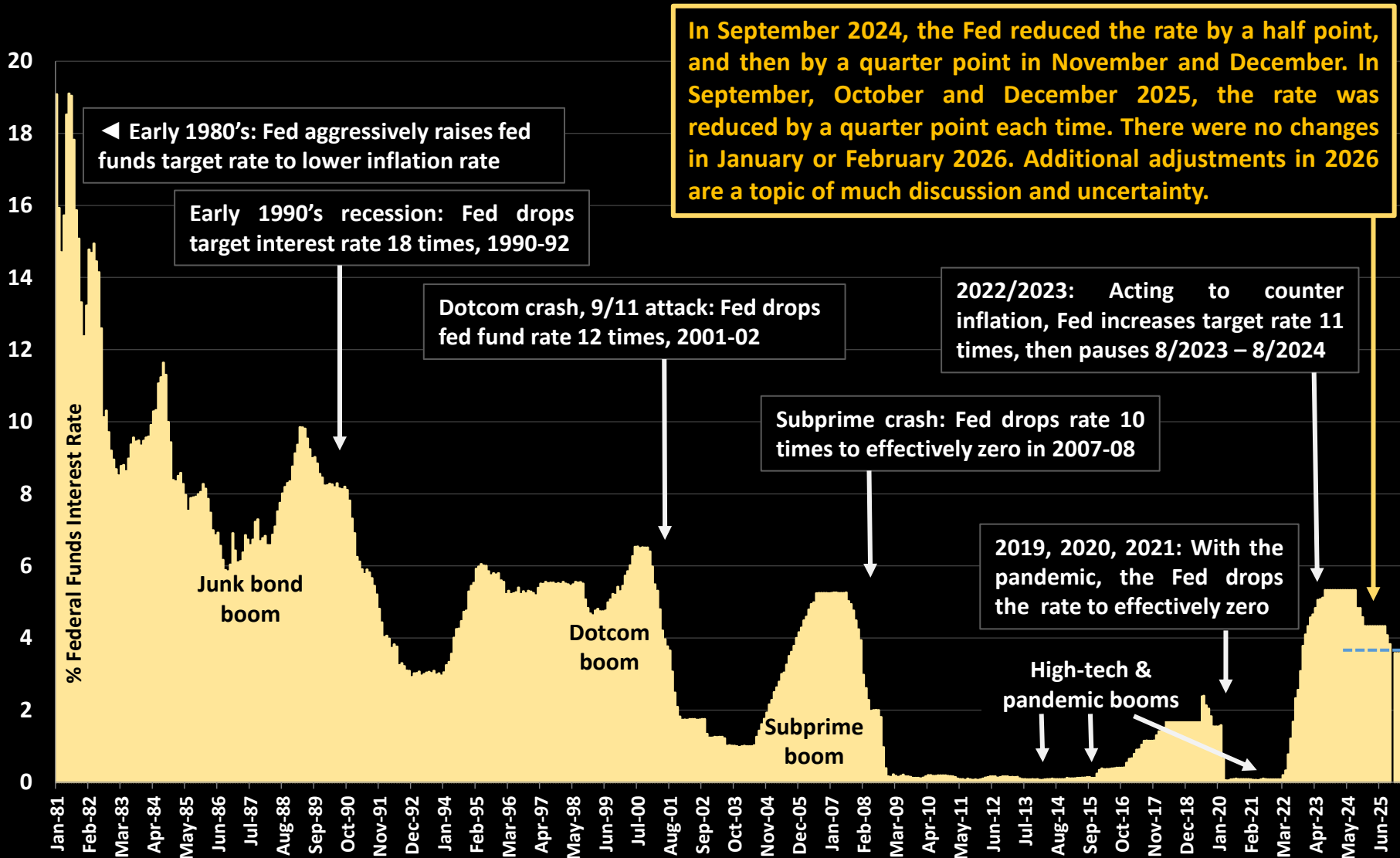
Updated through March 2026

*Source: 'Measuring Economic Policy Uncertainty' by Scott Baker, Nicholas Bloom and Steven J. Davis, 3-component index, www.PolicyUncertainty.com, https://www.policyuncertainty.com/us_monthly.html. Data from sources deemed reliable, but numbers to be considered approximate and subject to revision.



Federal Funds Interest Rate since 1981 & Economic Interventions by Federal Reserve Bank*

Updated March 18, 2026



* Per Federal Reserve Bank of St. Louis and New York; <https://fred.stlouisfed.org/series/FEDFUNDS>;
Last reading per <https://www.newyorkfed.org/markets/reference-rates/effr>. Other data referenced from sources deemed reliable but may contain errors and subject to revision.

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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