

MARIN MARKET WATCH

Market Activity by Price Segment Single Family Homes

12/01/23	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Total
Total on Market	7	164	53	70	294
Active	5	96	40	55	196
In Contract	2 (29%)	68 (41%)	13 (25%)	15 (21%)	98 (33%)
New this Week	1	16	2	3	22
New in Contract	1	26	5	6	38

Financial Indicators

Dow Jones Average	35,878
Consumer Confidence Index	102.0
Interest Rate Jumbo 30 year fixed	7.375%

12/01/22	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
Total on Market	16	165	47	54	282
Active	9	104	31	43	187
In Contract	7 (44%)	61 (37%)	16 (34%)	11 (20%)	95 (34%)
New this Week	2	8	0	0	10
New in Contract	2	23	6	3	34

Financial Indicators

Dow Jones Average	34,589
Consumer Confidence Index	100.2
Interest Rate Jumbo 30 year fixed	5.875%

12/01/21	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
Total on Market	10	156	37	57	260
Active	5	43	20	37	105
In Contract	5 (50%)	113 (72%)	17 (46%)	20 (35%)	155 (60%)
New this Week	1	4	2	1	8
New in Contract	0	30	3	4	37

Financial Indicators

Dow Jones Average	34,483
Consumer Confidence Index	109.5
Interest Rate Jumbo 30 year fixed	3.125%

Notes: By comparing the **first week** of December for three years running, you can see the progressive shifts in market performance. Under the heading: **Financial Indicators**, the **Dow Jones Industrial Average** ended the month of November up at 35,878 hitting a new high for the year. The **Consumer Confidence Index** increased in November to 102 after 3 straight monthly declines and **Mortgage interest rates** continued upward to 7.375% for a 30-year fixed product. As we enter the final month of our selling season, sellers do a gut check on their list price while buyers use their negotiating clout to close out the year.

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