

# MARIN MARKET WATCH

## Market Activity by Price Segment Single Family Homes

<b>11/01/23</b>	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Total
<b>Total on Market</b>	<b>10</b>	<b>207</b>	<b>61</b>	<b>107</b>	<b>385</b>
<b>Active</b>	6	140	47	89	282
<b>In Contract</b>	4 (40%)	67 (32%)	14 (23%)	18 (17%)	103 (27%)
<b>New this Week</b>	1	16	3	5	25
<b>New in Contract</b>	0	16	2	5	24

### Financial Indicators

<b>Dow Jones Average</b>	<b>32,965</b>
<b>Consumer Confidence Index</b>	<b>102.6</b>
<b>Interest Rate Jumbo 30 year fixed</b>	<b>7.375%</b>

<b>11/01/22</b>	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
<b>Total on Market</b>	<b>11</b>	<b>231</b>	<b>81</b>	<b>95</b>	<b>418</b>
<b>Active</b>	8	156	52	83	299
<b>In Contract</b>	3 (27%)	75 (32%)	29 (36%)	12 (13%)	119 (28%)
<b>New this Week</b>	2	21	8	1	32
<b>New in Contract</b>	2	16	12	1	31

### Financial Indicators

<b>Dow Jones Average</b>	<b>32,723</b>
<b>Consumer Confidence Index</b>	<b>102.5</b>
<b>Interest Rate Jumbo 30 year fixed</b>	<b>5.875%</b>

<b>11/01/21</b>	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
<b>Total on Market</b>	<b>11</b>	<b>224</b>	<b>50</b>	<b>72</b>	<b>357</b>
<b>Active</b>	6	90	25	55	176
<b>In Contract</b>	5 (45%)	134 (60%)	25 (50)	17 (24%)	181 (51%)
<b>New this Week</b>	2	30	4	4	40
<b>New in Contract</b>	2	41	11	7	61

### Financial Indicators

<b>Dow Jones Average</b>	<b>35,819</b>
<b>Consumer Confidence Index</b>	<b>113.8</b>
<b>Interest Rate Jumbo 30 year fixed</b>	<b>3.125%</b>

**Notes:** By comparing the **first week** of November 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 October down for the third straight month closing at 32,965. The **Consumer Confidence Index** took a decrease for a second month in a row to 102.6 and **Mortgage interest rates** continued upward to 7.375% for a 30-year fixed product. As we enter the final months of our selling season, sellers do a gut check on their list price while buyers react favorably to homes properly priced and prepared.

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