

# STATE OF THE MARKET

MARIN • JANUARY 2026

## HOW'S THE MARKET?

**The past five years have tested the strength of Marin's real estate market.** From 2021 to 2025, mortgage interest rates doubled, rising from the historic low 3% range to 6.5% while available homes on the market increased by approximately 32% to the highest level in over 5 years.

So, what happened during that five-year period? Home sales declined by 20% yet median home prices remained steady at approximately \$1,700,000. (See chart below)

**Rates doubled, inventory soared, but prices held steady for the 5<sup>th</sup> year in a row.**

**What does that tell you?** That the underlying demand in Marin is strong. Buyers adapted to higher rates by putting more money down or opting more often for cash purchases. Increased inventory was absorbed without meaningful price erosion.

Marin's resilience comes from fundamentals: Limited land, equity-strong, cash-heavy buyers and the strong lifestyle incentives Marin has to offer.

**The projection for 2026?** That Marin will continue on its path to a more balanced and stable market. With the economy in the headlines, interest rates are likely to become a political football. Lower rates would have an impact on the purchasing power of certain price segments in our market.

Marin will continue to outperform mortgage-rate-dependent national markets by attracting buyers drawn to our desirable location, lifestyle and the long-term value Marin homeownership provides.

## MARIN SALES BY PRICE POINT

| Price                   | # Homes Sold |      |      |      |      |      |      |      |      |  |
|-------------------------|--------------|------|------|------|------|------|------|------|------|--|
|                         | 2017         | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |  |
| Above \$4 million       | 90           | 86   | 89   | 124  | 215  | 206  | 135  | 143  | 165  |  |
| \$3 - \$4 million       | 100          | 105  | 110  | 151  | 244  | 182  | 143  | 137  | 173  |  |
| \$2 - \$3 million       | 281          | 298  | 298  | 365  | 501  | 487  | 322  | 385  | 353  |  |
| \$1.5 - \$2 million     | 347          | 397  | 378  | 441  | 621  | 493  | 348  | 384  | 402  |  |
| \$1 - \$1.5 million     | 674          | 715  | 774  | 749  | 814  | 567  | 483  | 504  | 531  |  |
| \$800,000 - \$1 million | 412          | 383  | 355  | 328  | 250  | 130  | 132  | 138  | 166  |  |
| Below \$800,000         | 321          | 200  | 247  | 154  | 60   | 45   | 43   | 45   | 72   |  |
|                         | 2225         | 2184 | 2251 | 2312 | 2705 | 2110 | 1606 | 1736 | 1862 |  |

**2025 was the third year in a row with single family homes sales under 2,000** – the fewest since 2011. What remained constant is the sales by price point – very consistent with 2024. The meat of the market in Marin remains between \$1 - \$2 million representing 50% of total sales, under \$1 million – 13% and over \$4 million – 8% of total 2025 sales.



**Patricia Oxman**  
The Oxman Group  
Broker

BRE# 01103895



**Listen in Now!**



**This eleven-year chart of single-family home sales** demonstrates the total number of home sales and median sale price by year. 2025 showed real market resilience in the face of high interest rates and increasing inventory closing out the year at a median sale price of \$1,697,000. The number of single-family homes sold increased by 7%. Of the 1,862 single family home sales in 2025 – 35% were over asking, 33% were all cash transactions and 11% were sold off market.

GOLDEN GATE SOTHEBY'S INTERNATIONAL REALTY

PATRICIA OXMAN

[www.RealEstateInMarin.com](http://www.RealEstateInMarin.com)

415-309-1900

**Patricia Oxman**

***The Oxman Group***

*Golden Gate Sotheby's  
International Realty*

189 Sir Francis Drake Blvd.  
Greenbrae, CA 94904

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**

SAN RAFAEL, CA  
PERMIT NO. 87

## ***Marin at a Glance – 2025***

**\$500,000 - \$15,700,000**

*The lowest and highest sale price for a single-family home in 2025 – from three fixers in Fairfax to a new construction estate in Ross.*

**50%** of the 1,862 single-family homes sales in 2025 closed between \$1,000,000 – \$2,000,000 – the meat of the market in Marin.

**35%** of homes sold in 2025 traded **OVER** their list price compared to 55% in 2024.

**33%** of single-family home sales were purchased all cash.

**54%** of sales over \$3 million were all cash transactions.

**11%** of sales were conducted off market.