

# 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.

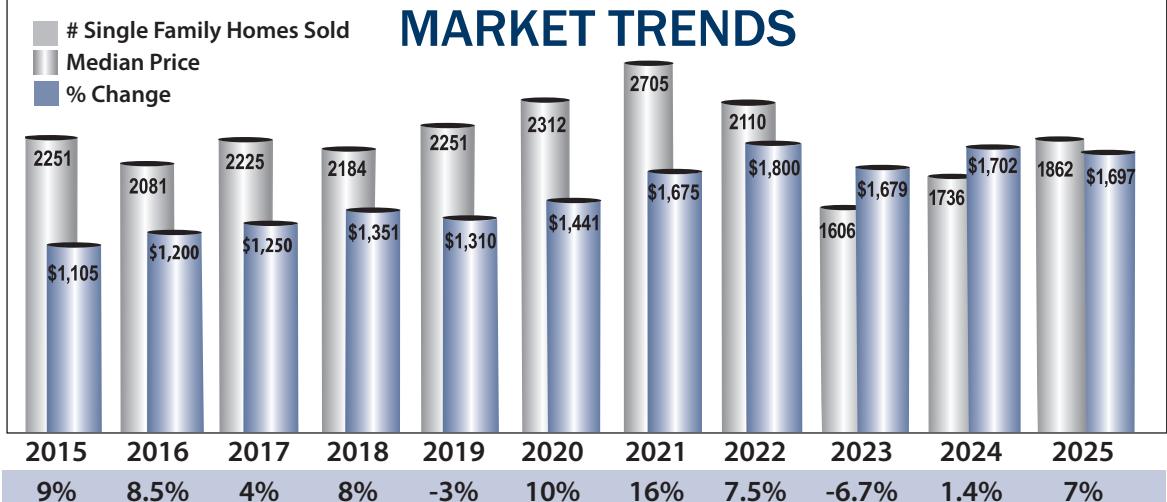
Marin will continue to outperform mortgage-rate-dependent national markets by attracting buyers drawn to our desirable location, lifestyle and the long-term value Marin homeownership provides.

## MARIN SALES BY PRICE POINT

Price	# Homes Sold									2025
	2017	2018	2019	2020	2021	2022	2023	2024		
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.

## MARKET TRENDS



**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.

**Listen in Now!**



PATRICIA OXMAN

www.RealEstateInMarin.com

415-309-1900

GOLDEN GATE SOTHEBY'S INTERNATIONAL REALTY

**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.