

# MARIN MARKET WATCH

## Market Activity by Price Segment Single Family Homes

| <b>03/01/25</b>                          | 0 - \$800 | \$800 - 2M    | \$2m-3m   | \$3m+     | Total      |
|--|-----------|---------------|-----------|-----------|------------|
| <b>Total on Market</b>                   | <b>14</b> | <b>160</b>    | <b>55</b> | <b>67</b> | <b>296</b> |
| <b>Active</b>                            | 7         | 105           | 41        | 56        | 209        |
| <b>In Contract</b>                       | 7 (50%)   | 55 (35%)      | 14 (25%)  | 71 (16%)  | 87 (29%)   |
| <b>New this Week</b>                     | 2         | 41            | 19        | 19        | 81         |
| <b>New in Contract</b>                   | 3         | 35            | 6         | 7         | 51         |
| <i>Financial Indicators</i>              |           |               |           |           |            |
| <b>Dow Jones Average</b>                 |           | <b>43,840</b> |           |           |            |
| <b>Consumer Confidence Index</b>         |           | <b>98.3</b>   |           |           |            |
| <b>Interest Rate Jumbo 30 year fixed</b> |           | <b>6.50%</b>  |           |           |            |

| <b>03/01/24</b>                          | 0 - \$800 | \$800 - 2M    | \$2m-3m   | \$3m+     | Total      |
|--|-----------|---------------|-----------|-----------|------------|
| <b>Total on Market</b>                   | 7         | <b>95</b>     | <b>38</b> | <b>62</b> | <b>202</b> |
| <b>Active</b>                            | 4         | 57            | 25        | 50        | 136        |
| <b>In Contract</b>                       | 3 (43%)   | 38 (40%)      | 13 (34%)  | 12 (19%)  | 66 (33%)   |
| <b>New this Week</b>                     | 0         | 24            | 9         | 11        | 44         |
| <b>New in Contract</b>                   | 0         | 20            | 3         | 7         | 30         |
| <i>Financial Indicators</i>              |           |               |           |           |            |
| <b>Dow Jones Average</b>                 |           | <b>38,949</b> |           |           |            |
| <b>Consumer Confidence Index</b>         |           | <b>106.7</b>  |           |           |            |
| <b>Interest Rate Jumbo 30 year fixed</b> |           | <b>6.5%</b>   |           |           |            |

| <b>03/01/23</b>                          | 0 - \$800 | \$800 - 2M    | \$2m-3m   | \$3m+     | Total      |
|--|-----------|---------------|-----------|-----------|------------|
| <b>Total on Market</b>                   | <b>9</b>  | <b>106</b>    | <b>37</b> | <b>49</b> | <b>201</b> |
| <b>Active</b>                            | 4         | 50            | 24        | 39        | 117        |
| <b>In Contract</b>                       | 5 (56%)   | 56 (53%)      | 13 (35%)  | 10 (20%)  | 84 (42%)   |
| <b>New this Week</b>                     | 1         | 12            | 9         | 2         | 24         |
| <b>New in Contract</b>                   | 1         | 24            | 4         | 2         | 31         |
| <i>Financial Indicators</i>              |           |               |           |           |            |
| <b>Dow Jones Average</b>                 |           | <b>32,654</b> |           |           |            |
| <b>Consumer Confidence Index</b>         |           | <b>102.9</b>  |           |           |            |
| <b>Interest Rate Jumbo 30 year fixed</b> |           | <b>5.875%</b> |           |           |            |

**Notes:** By comparing the **first week of March** for three years running, you can see the progressive shifts in market performance. Under the heading: **Financial Indicators**, the **Dow Jones Industrial Average**, closed a volatile February down slightly at 43,840. The **Consumer Confidence Index** fell sharply for the third month in a row to 98.3 and **Mortgage interest rates** for a 30-year fixed product softened slightly to 6.5%. Buyers should see an increase in homes on the market as March inventory grows.

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