

MARIN MARKET WATCH

Market Activity by Price Segment Single Family Homes

12/01/20	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
Total on Market	29	284	75	104	492
Active	4	112	42	82	240
In Contract	25 (86%)	172 (61%)	33 (44%)	22 (21%)	252 (51%)
New this Week	0	19	3	3	25
New in Contract	3	17	0	2	22

Financial Indicators

Dow Jones Average	29,638
Consumer Confidence Index	96.1
Interest Rate Jumbo 30 year fixed	2.875%

12/01/19	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
Total on Market	46	226	42	90	404
Active	19	118	28	80	245
In Contract	27 (59%)	108 (48%)	14 (33%)	10 (11%)	159 (39%)
New this Week	1	8	0	2	11
New in Contract	2	4	0	1	7

Financial Indicators

Dow Jones Average	27,783
Consumer Confidence Index	125.5
Interest Rate Jumbo 30 year fixed	3.50%

12/01/18	0 - \$800	\$800 - 2M	\$2m-3m	\$3m+	Totals
Total on Market	40	267	63	70	440
Active	22	174	45	60	301
In Contract	18 (45%)	93 (35%)	18 (29%)	10 (14%)	139 (32%)
New this Week	1	13	1	5	20
New in Contract	1	11	3	2	17

Financial Indicators

Dow Jones Average	25,133
Consumer Confidence Index	138.4
Interest Rate Jumbo 30 year fixed	4.625%

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** closed up at 29,638 with the biggest monthly gain since 1987. The **Consumer Confidence Index** declined to 96.1 and **Mortgage interest rates** remained steady at 2.875% for a 30 year fixed product. The number of homes on the market is up slightly from last year at 492 single family homes with 51% of those homes in contract – demand over stripping supply – especially in the \$1 - \$2,000,000 price segment.

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