

MARIN MARKET WATCH

Market Activity by Price Segment Single Family Homes

| 08/01/22 | 0 - \$800 | \$800 - 2M | \$2m-3m | \$3m+ | Totals |
|------------------------|-----------|------------|-----------|-----------|------------|
| Total on Market | 5 | 236 | 74 | 81 | 396 |
| Active | 2 | 129 | 49 | 63 | 243 |
| In Contract | 3 (60%) | 107 (45%) | 25 (34%) | 18 (22%) | 153 (39%) |
| New this Week | 0 | 38 | 11 | 11 | 60 |
| New in Contract | 2 | 75 | 12 | 11 | 100 |

Financial Indicators

| | |
|--|---------------|
| Dow Jones Average | 32,845 |
| Consumer Confidence Index | 95.7 |
| Interest Rate Jumbo 30 year fixed | 4.875% |

| 08/01/21 | 0 - \$800 | \$800 - 2M | \$2m-3m | \$3m+ | Totals |
|------------------------|-----------|------------|-----------|-----------|------------|
| Total on Market | 20 | 242 | 59 | 89 | 410 |
| Active | 6 | 101 | 23 | 63 | 193 |
| In Contract | 14 (70%) | 141 (58%) | 36 (61%) | 26 (29%) | 217 (53%) |
| New this Week | 0 | 30 | 4 | 7 | 41 |
| New in Contract | 1 | 46 | 10 | 6 | 62 |

Financial Indicators

| | |
|--|---------------|
| Dow Jones Average | 34,915 |
| Consumer Confidence Index | 129.1 |
| Interest Rate Jumbo 30 year fixed | 2.875% |

| 08/01/20 | 0 - \$800 | \$800 - 2M | \$2m-3m | \$3m+ | Total |
|------------------------|-----------|------------|-----------|------------|------------|
| Total on Market | 23 | 301 | 92 | 132 | 548 |
| Active | 7 | 115 | 52 | 97 | 271 |
| In Contract | 16 (70%) | 186 (62%) | 40 (43%) | 35 (27%) | 277 (51%) |
| New this Week | 1 | 30 | 8 | 7 | 46 |
| New in Contract | 2 | 23 | 5 | 5 | 35 |

Financial Indicators

| | |
|--|---------------|
| Dow Jones Average | 26,363 |
| Consumer Confidence Index | 92.6 |
| Interest Rate Jumbo 30 year fixed | 3.25% |

Notes: By comparing the **first week** of August for three years running, you can see the progressive shifts in market performance. Under the heading: **Financial Indicators**, the **Dow Jones Industrial Average** had the best month in 2022 closing up at 32,845. **The Consumer Confidence Index** fell for the third consecutive month closing July at 95.7 and **Mortgage interest rates** continue their climb at 4.875% for a 30-year fixed product. As we work through the distractions of our summer market, buyers will re-calibrate their buying power with higher interest rates and continue to compete for the pick of the litter.

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