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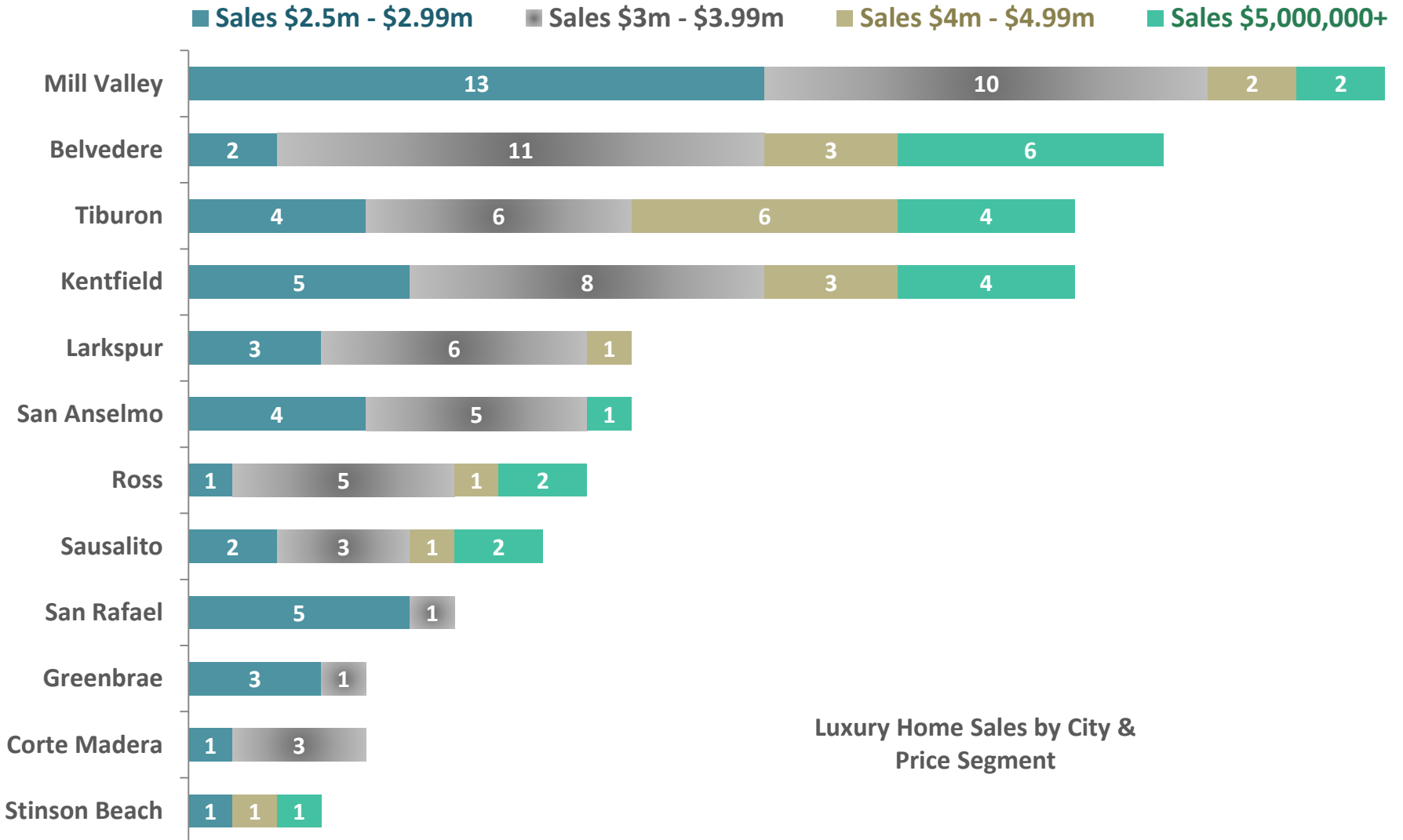
The Marin Luxury Home Market

Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate. Data from partial years should be considered preliminary until full year sales data is available.

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Marin Luxury House Market – 1st Half 2019

Homes Selling for \$2,500,000+, 6 Months Sales



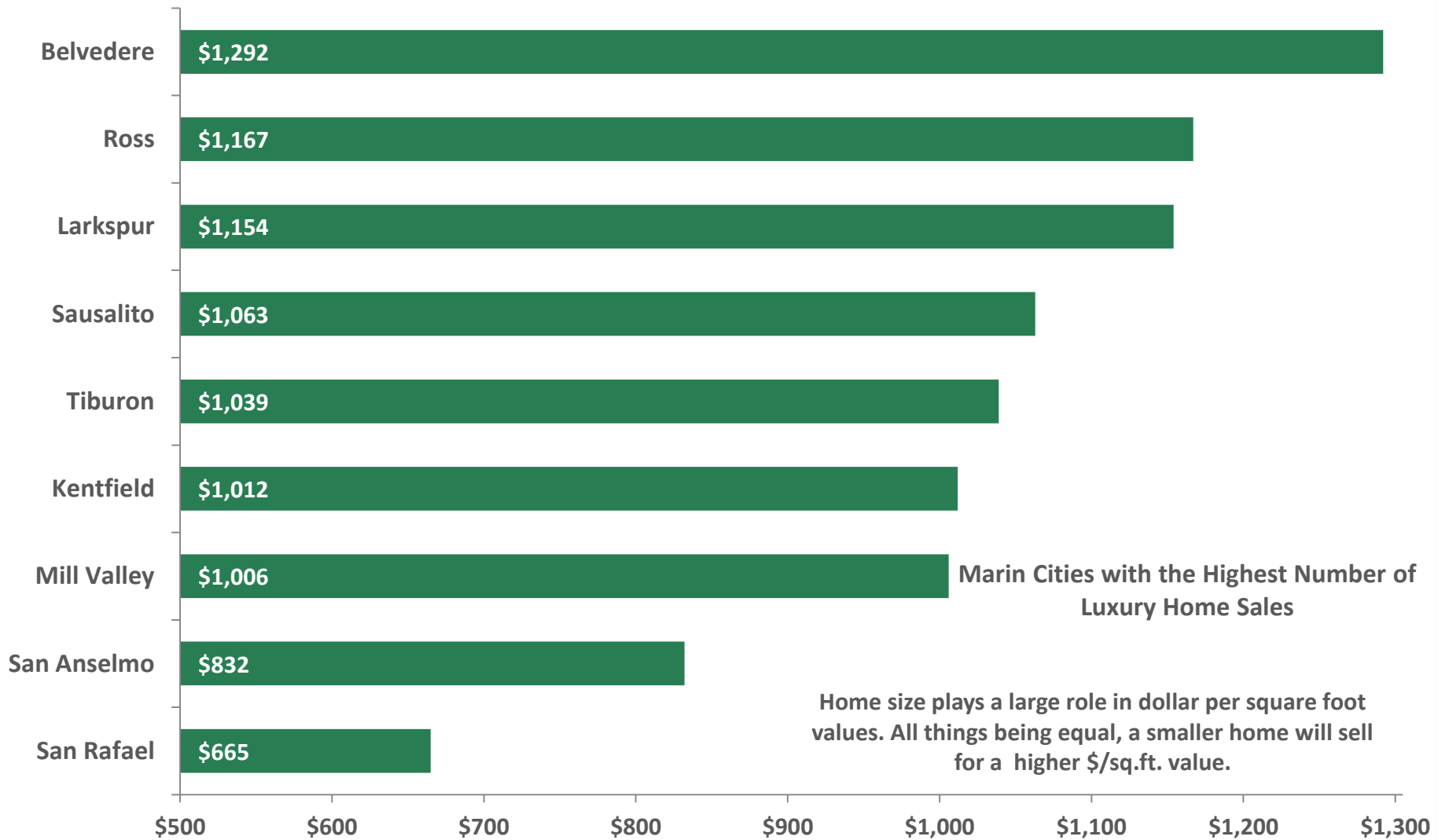
Luxury Home Sales by City & Price Segment

6 months sales reported to MLS through 6/30/19. Not all luxury home sales are reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



Marin Luxury House Values

Average \$/Sq.Ft. upon Sale, Homes Selling for \$2,500,000+*



Marin Cities with the Highest Number of Luxury Home Sales

Home size plays a large role in dollar per square foot values. All things being equal, a smaller home will sell for a higher \$/sq.ft. value.

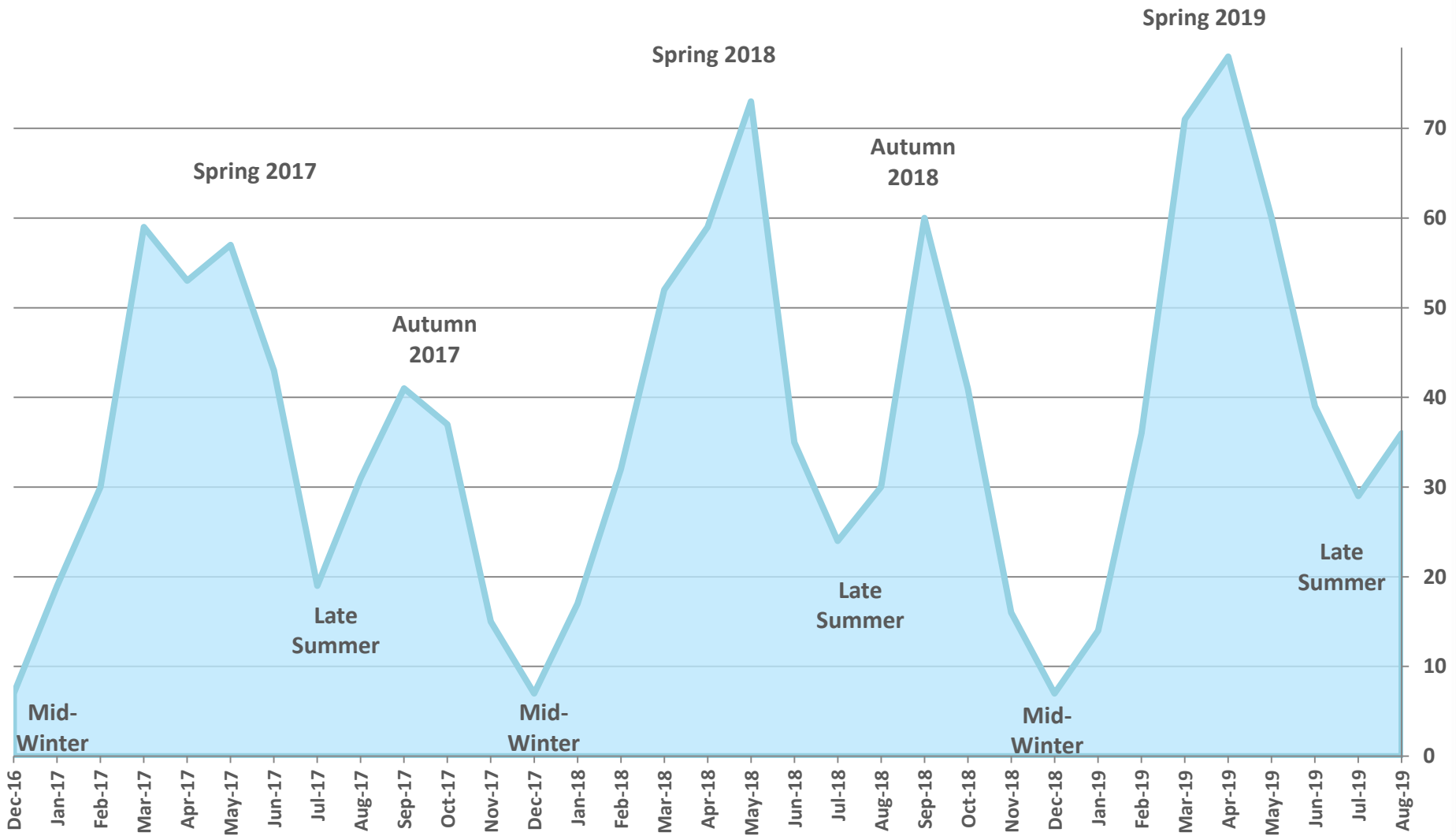
12 months sales reported to MLS through 6/30/19. Not all luxury home sales are reported to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



Marin Luxury Home Market, \$2,500,000+

Seasonality: New Listings Coming on Market in Month

MLS activity, per Broker Metrics.



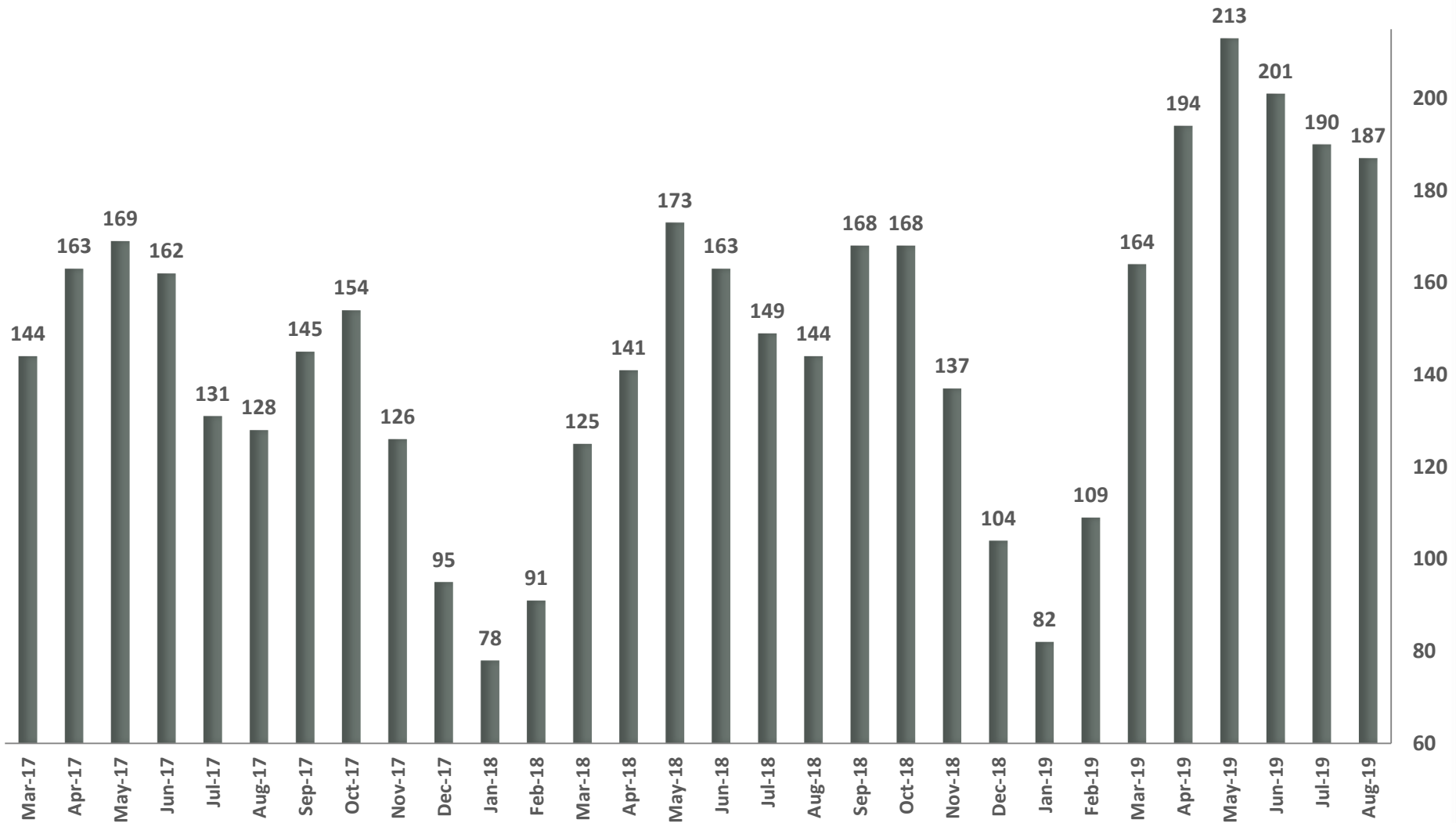
Data from sources deemed reliable, but may contain errors and subject to revision.
Based upon MLS activity. All numbers approximate.



Marin County Luxury Home Market

of Active Listings for Sale, \$2.5 Million+, by Month

As reported to MLS,
per Broker Metrics



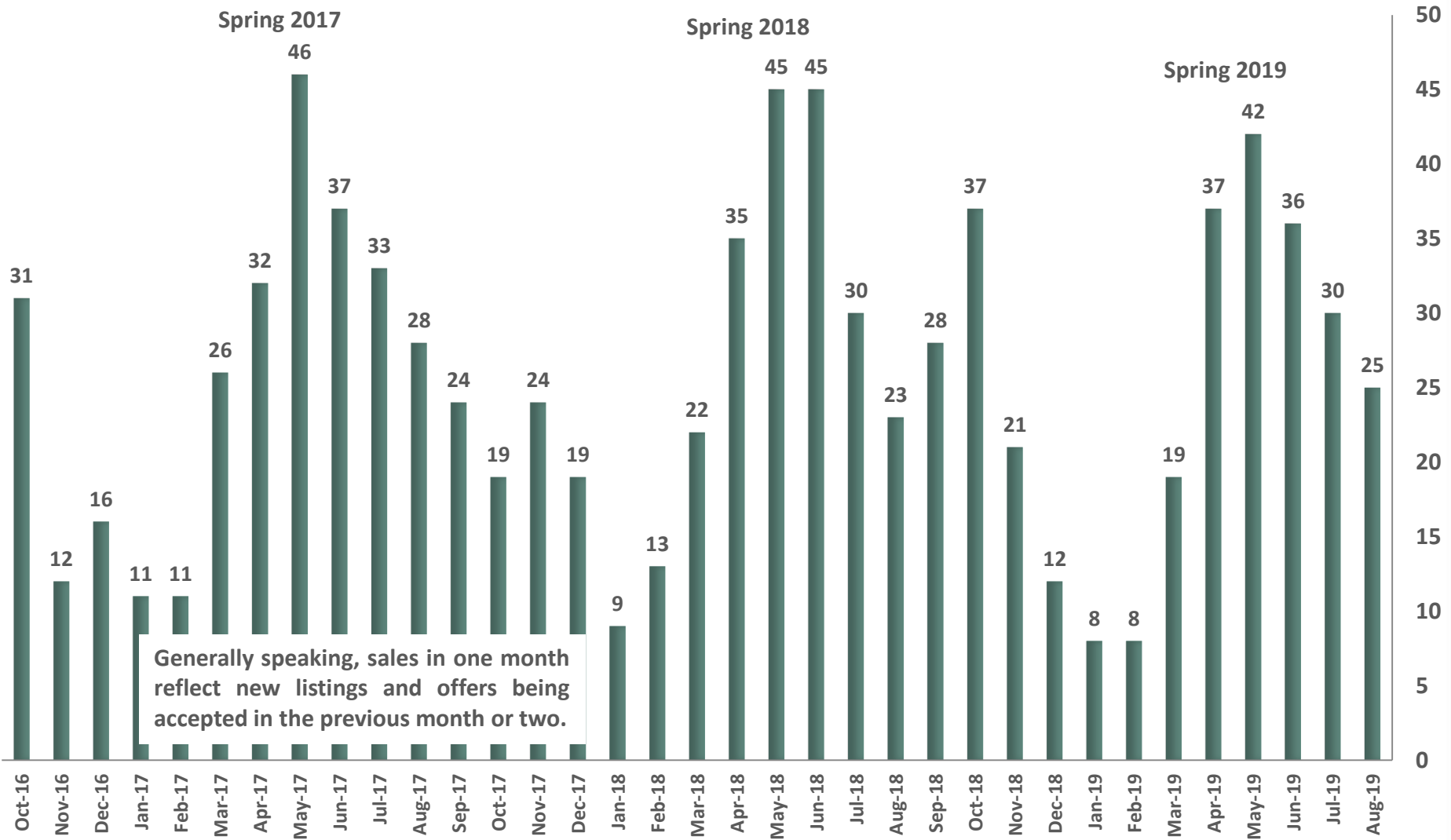
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Marin County Luxury Home Market

Number of Home Sales, \$2.5 Million+, by Month

As reported to MLS,
per Broker Metrics



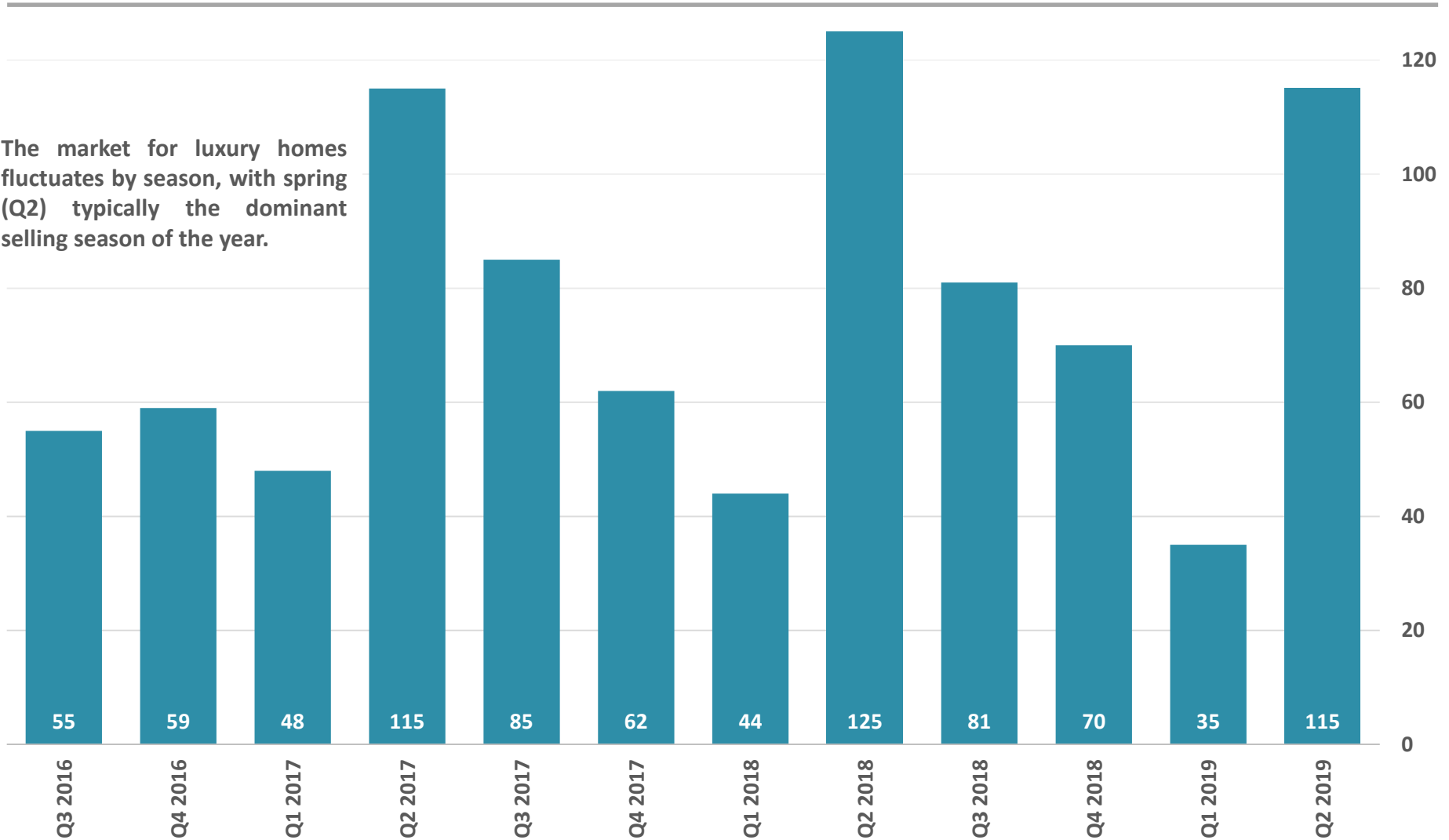
House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.



Marin County Luxury Home Sales

Sales Prices of \$2,500,000 & Above, by Quarter

The market for luxury homes fluctuates by season, with spring (Q2) typically the dominant selling season of the year.



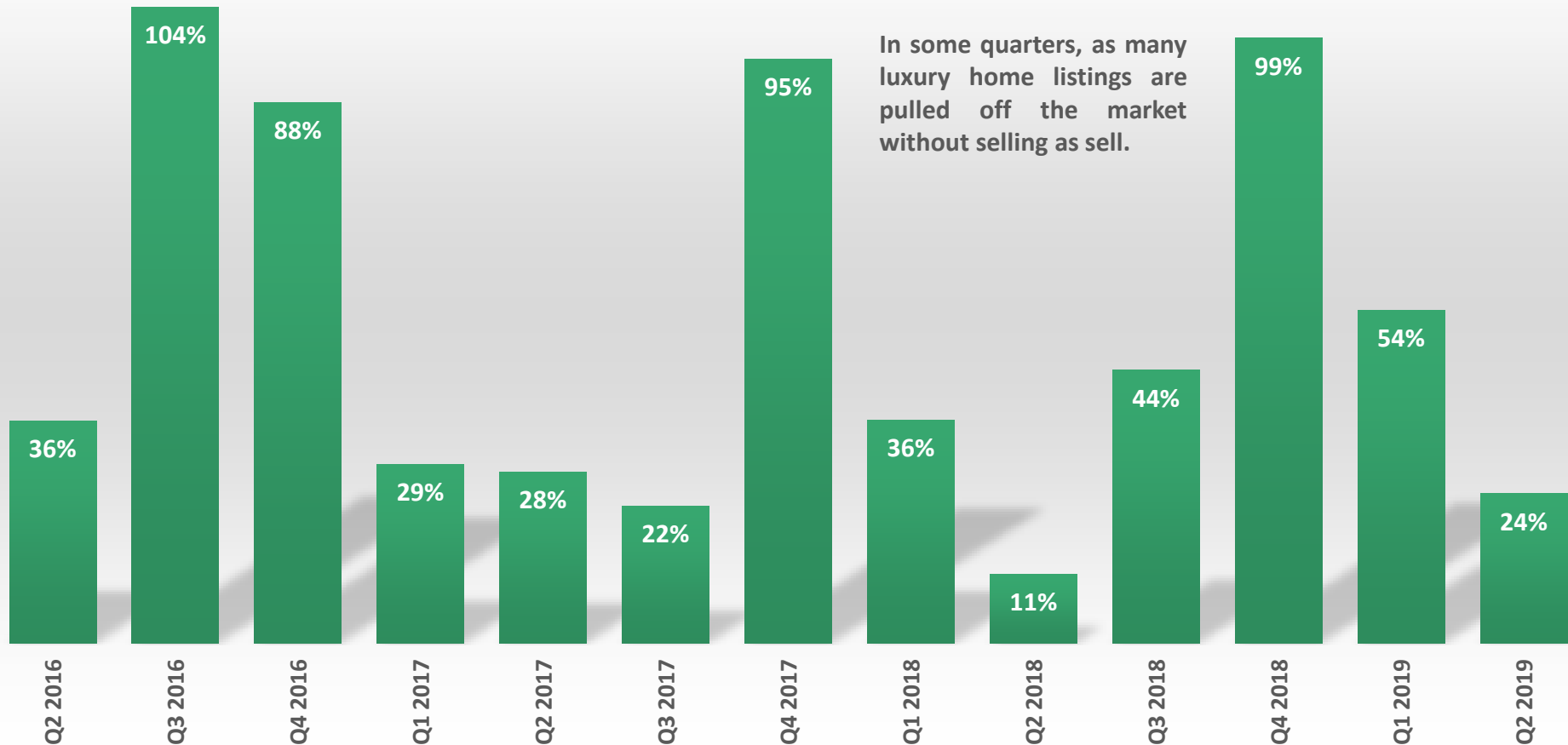
Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.



Ratio of Expired/Withdrawn (No Sale) Listings to Sold Listings

Marin County Luxury Real Estate – Prices \$2.5 Million+

This chart compares the number of luxury home listings pulled off the market *without selling*, to the number *sold* in the quarter. So, for example, in Q1 2019, for every 10 luxury home sales, 5 listings priced \$2.5m+ expired or were withdrawn without selling (i.e. 54%).



Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

Marin Ultra-Luxury Home Sales

Homes Selling for \$3,500,000 & Above, by Quarter

As reported to MLS,
per Broker Metrics

Homes selling for \$3.5 million+ make up a little less than 5% of the Marin market. Sales typically peak in Q2 of each year, and fall to their nadir in Q1. Sales usually follow offer acceptance by 3-6 weeks.



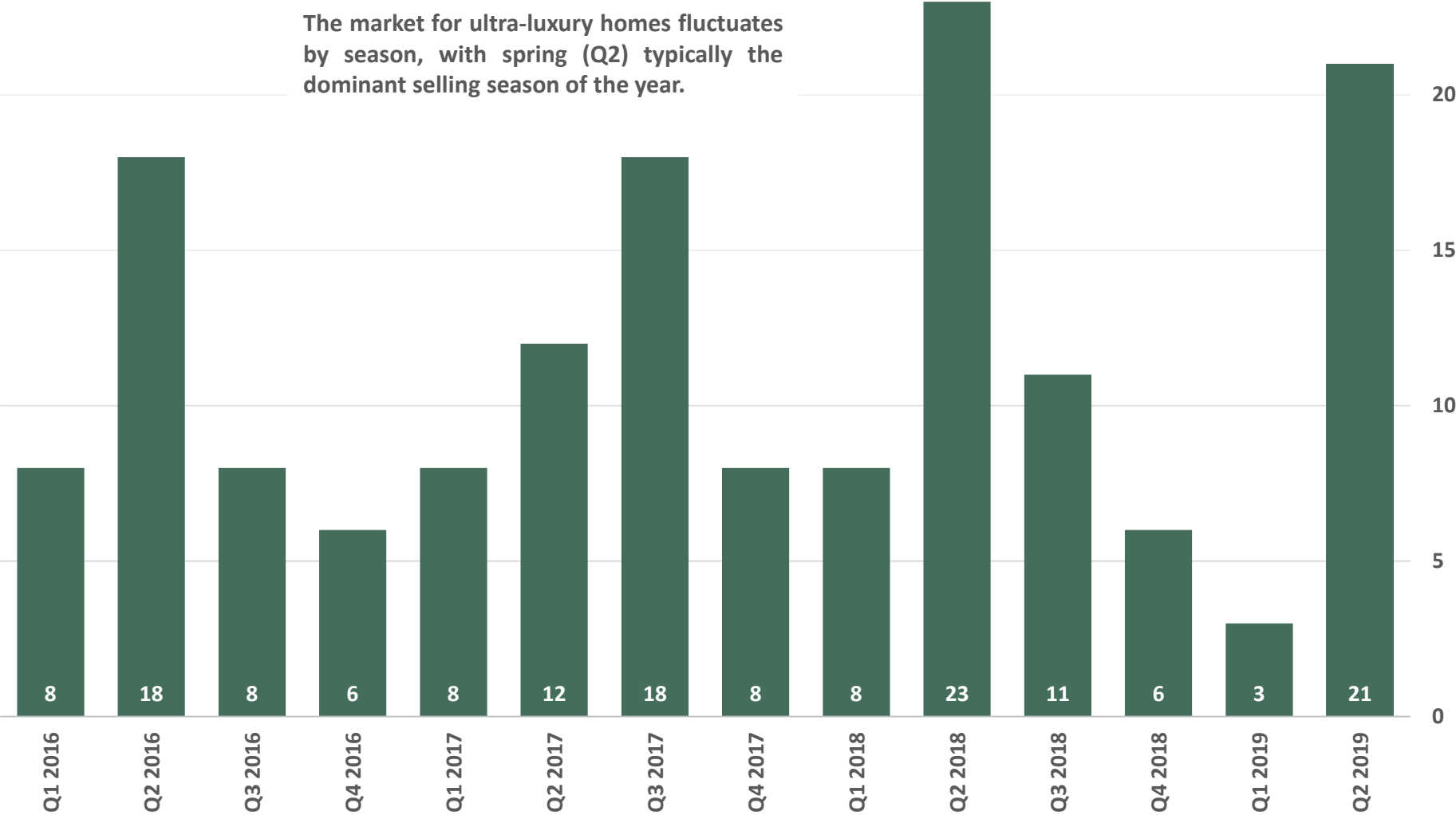
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Marin County Ultra-Luxury Home Sales

Sales Prices of \$5,000,000 & Above, by Quarter

The market for ultra-luxury homes fluctuates by season, with spring (Q2) typically the dominant selling season of the year.



Sales reported to MLS, per Broker Metrics. Not all luxury home sales are reported. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

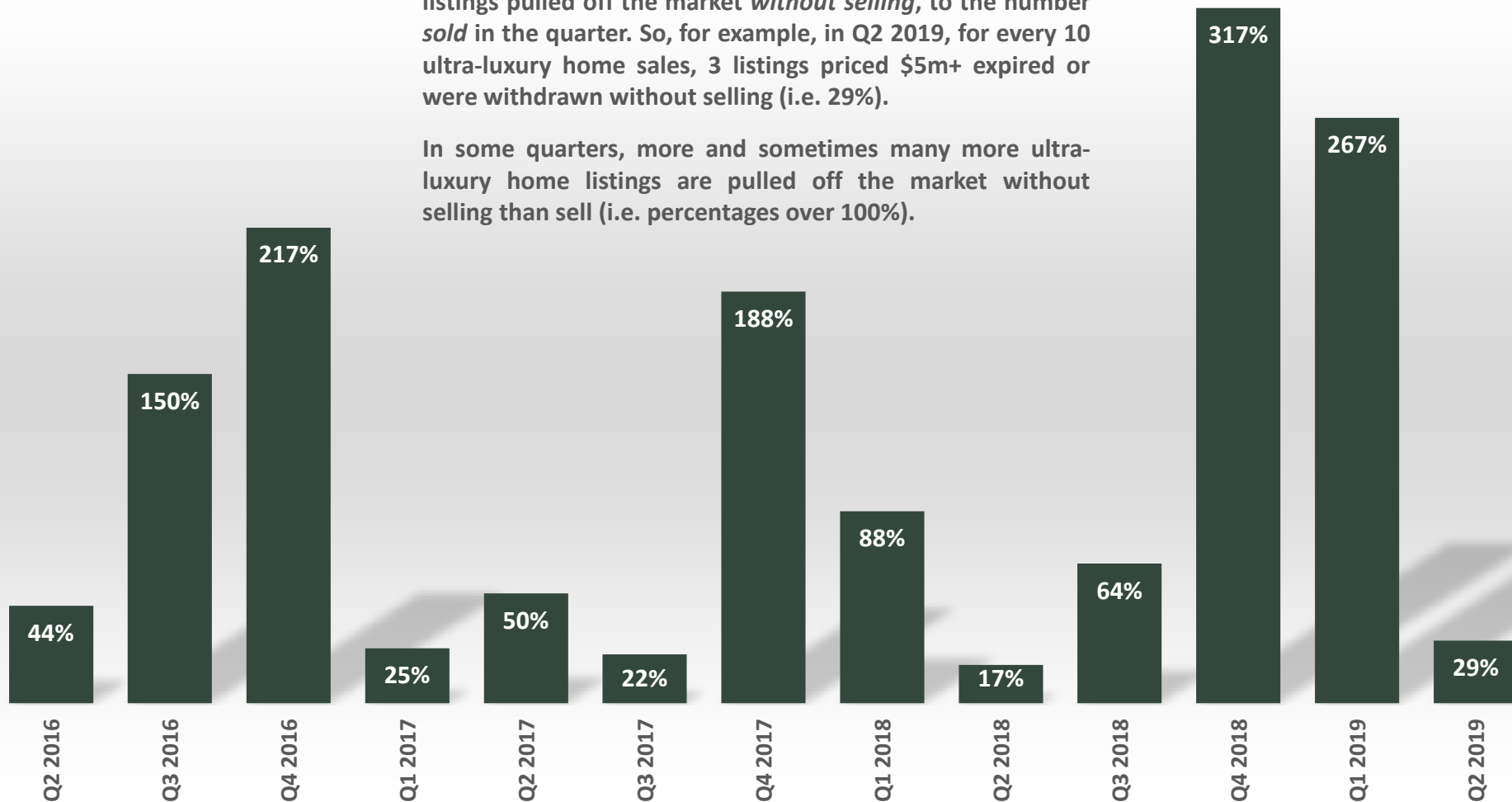


Ratio of Expired/Withdrawn (No Sale) Listings to Sold Listings

Marin County Ultra-Luxury Real Estate – Prices \$5 Million+

This chart compares the number of ultra-luxury home listings pulled off the market *without selling*, to the number *sold* in the quarter. So, for example, in Q2 2019, for every 10 ultra-luxury home sales, 3 listings priced \$5m+ expired or were withdrawn without selling (i.e. 29%).

In some quarters, more and sometimes many more ultra-luxury home listings are pulled off the market without selling than sell (i.e. percentages over 100%).



Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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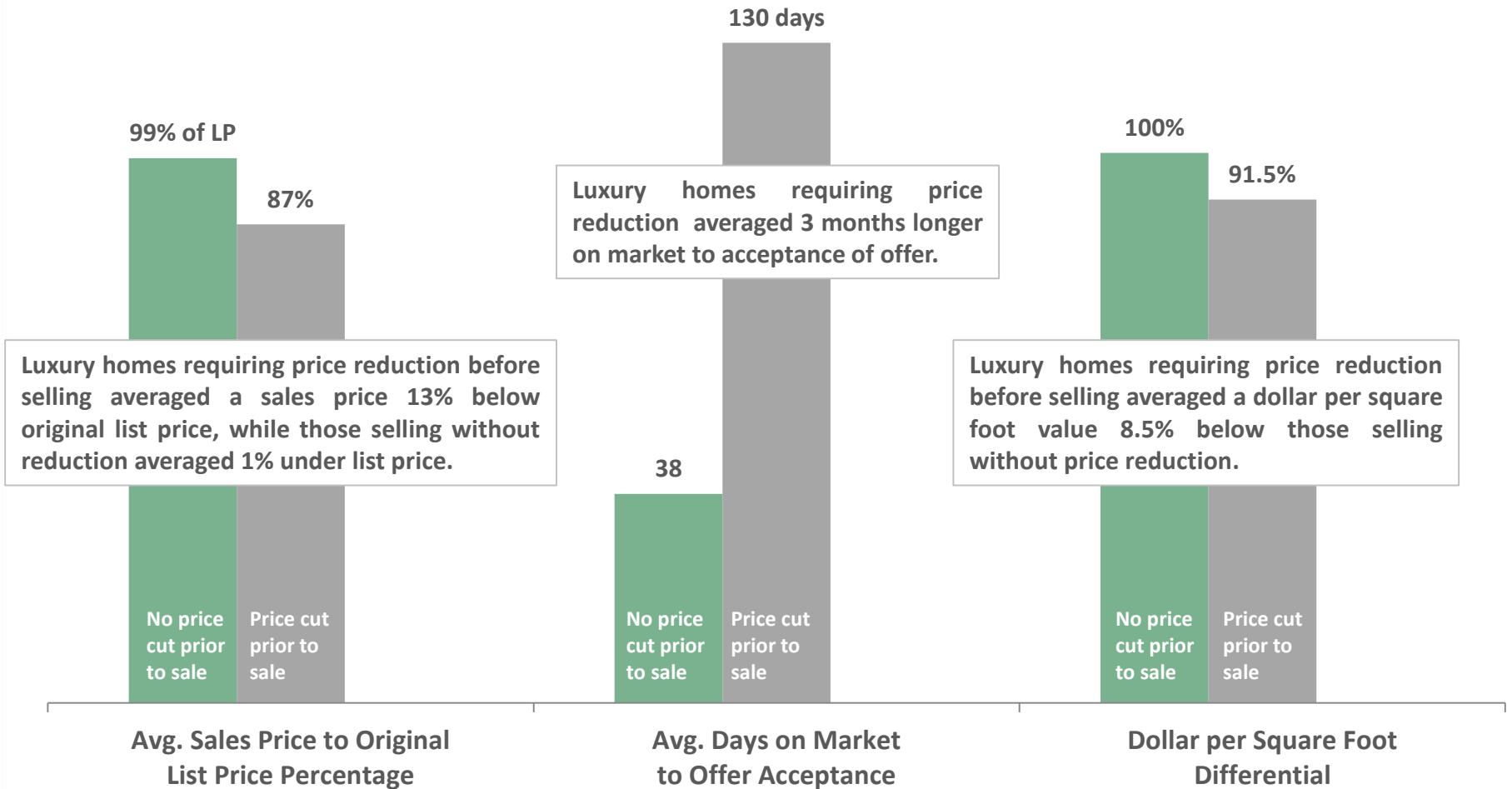
Marin County Luxury Homes: Pricing Analysis

Home Sales, \$2.5 Million+, With & Without Price Reductions

Home sales reported to MLS,
per Broker Metrics

■ Homes Sold, \$2.5m+: No Price Reduction

■ Homes Sold, \$2.5m+: 1+ Price Reductions



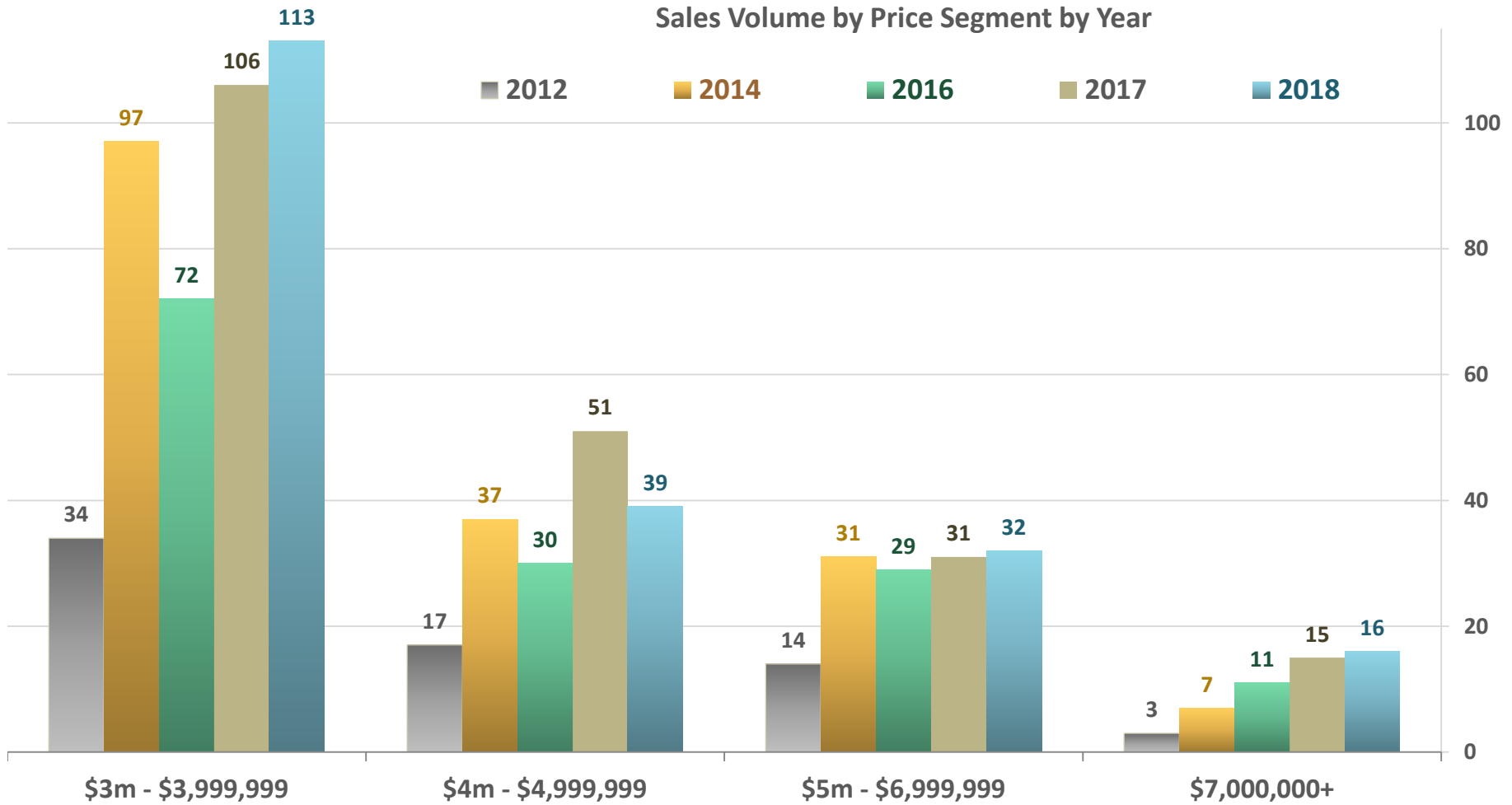
The sales price to list price and days on market analyses were based upon 3 years of sales through Q1 2019, averaging Broker Metrics quarterly data. The dollar per square foot analysis was based on an analysis of 12 months sales ending 6/21/19. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Marin County Higher-Price Home Sales

Sales by Price Segment in Selected Years, \$3 Million+

Sales reported to MLS



House and condo sales reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

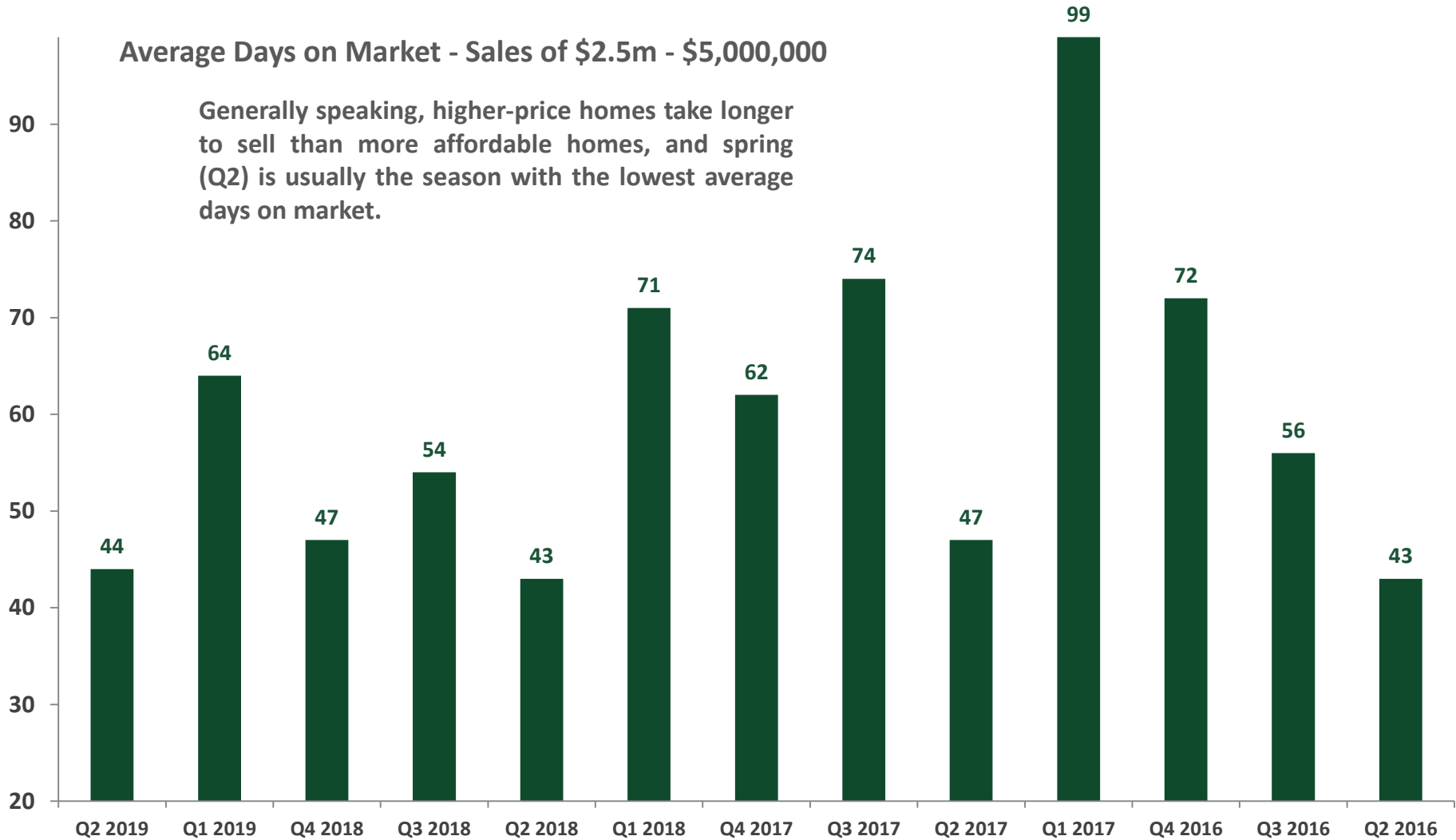


Average Days on Market before Acceptance of Offer Marin County Luxury Home Sales by Quarter

Average days on market, MLS
sold listings, per Broker Metrics

Average Days on Market - Sales of \$2.5m - \$5,000,000

Generally speaking, higher-price homes take longer to sell than more affordable homes, and spring (Q2) is usually the season with the lowest average days on market.



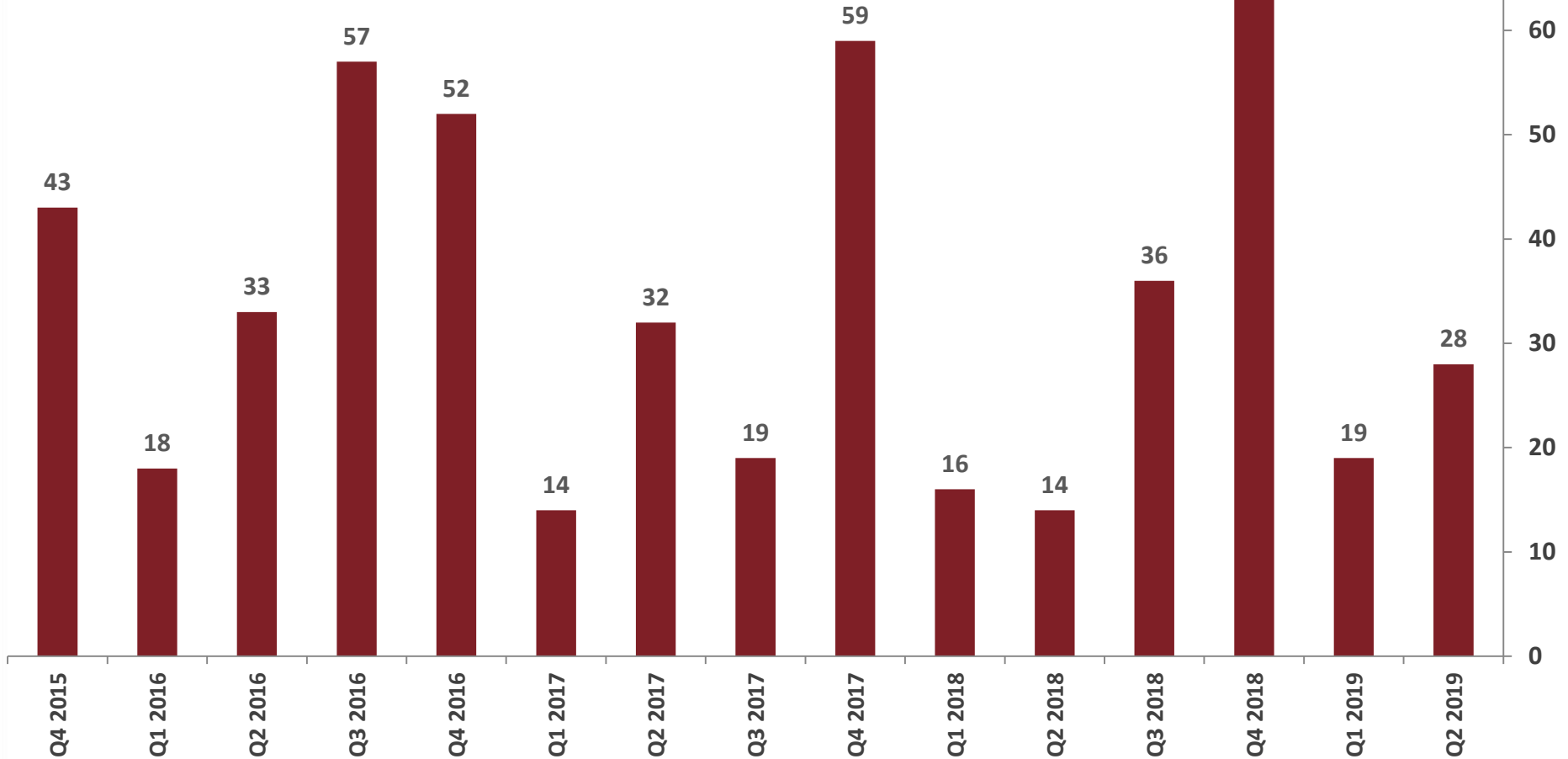
Short-term fluctuations are not necessarily that meaningful as seasonality can affect this statistic. All numbers are approximate and subject to revision.



Marin County Luxury Home Market, \$2,500,000+ Listings Expired/Withdrawn (No Sale) by Quarter

Reported to MLS, per Broker Metrics

Listings typically expire or withdrawn from the market due to being perceived as overpriced and/or to avoid the big winter holiday slowdown beginning in mid-late November. Many will be re-listed in the new year, often at lower prices.



All numbers are approximate and subject to revision.

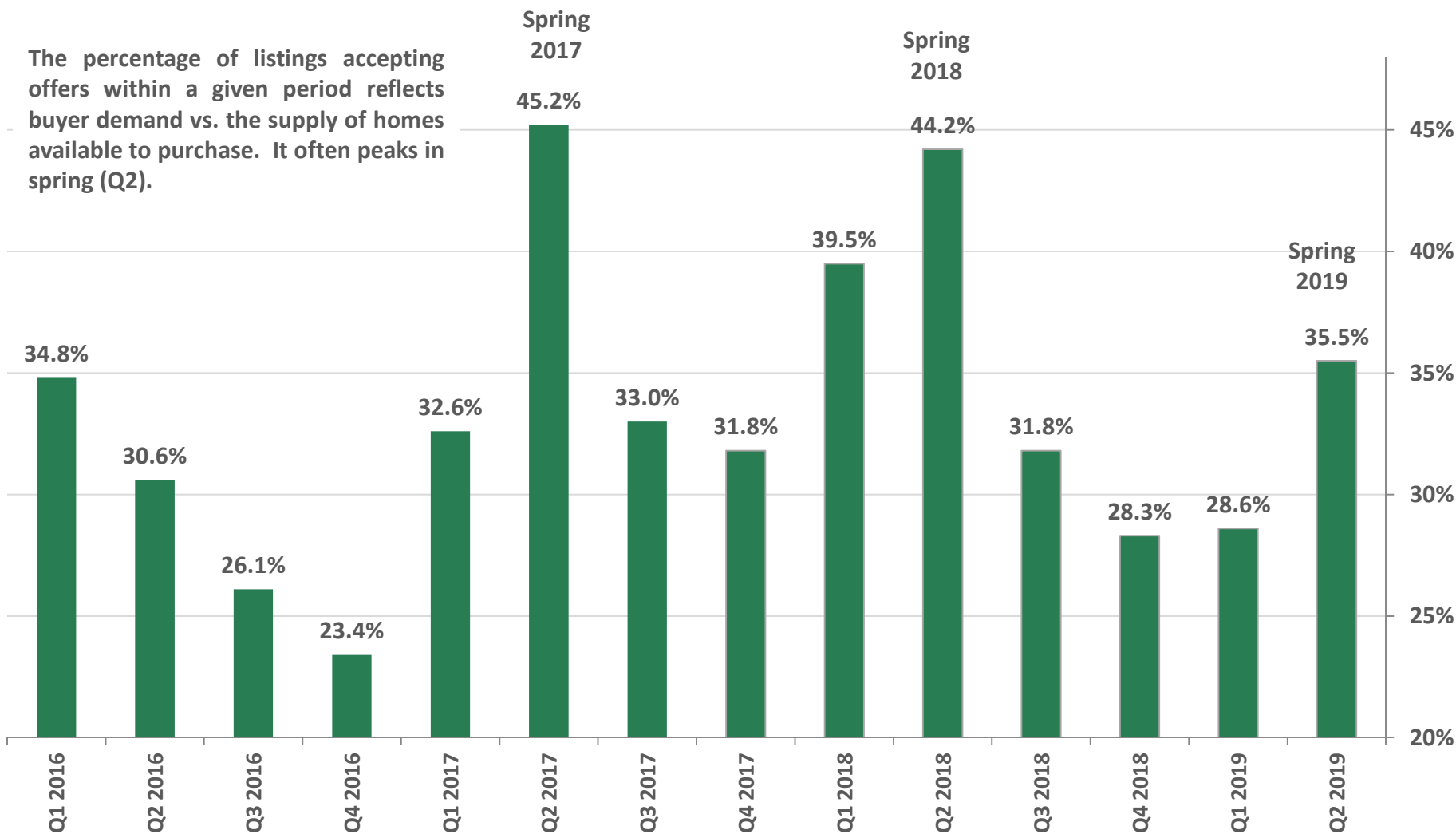
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Percentage of Luxury Home Listings Accepting Offers

Marin County Homes Listed for \$2.5 Million+ by Quarter

As reported to MLS,
per Broker Metrics

The percentage of listings accepting offers within a given period reflects buyer demand vs. the supply of homes available to purchase. It often peaks in spring (Q2).



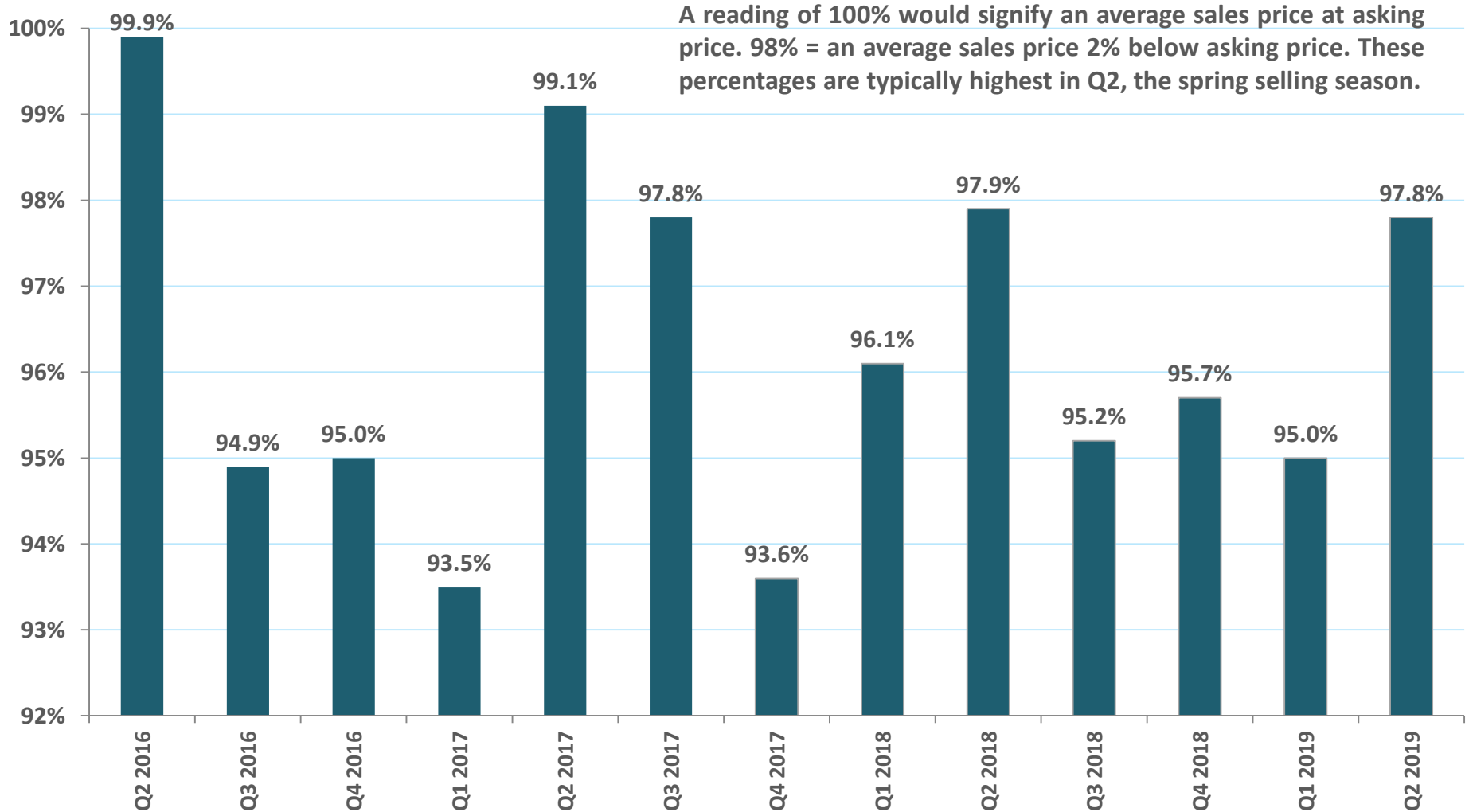
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Sales Price to Original List Price Percentage

Marin County Homes Selling for \$2.5 Million - \$5 Million

As reported to MLS,
per Broker Metrics



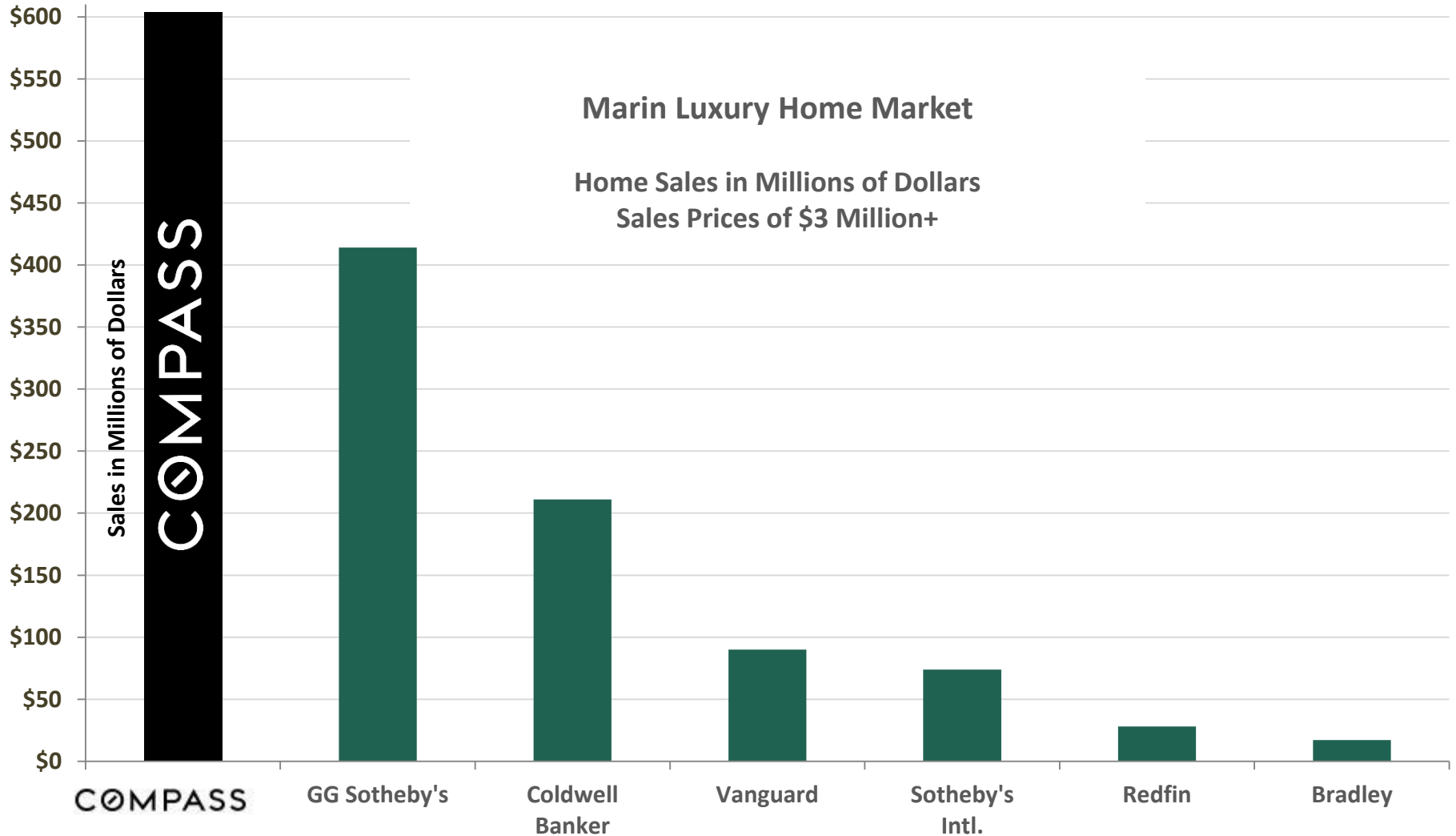
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Marin County Luxury Home Sales

Homes Selling for \$3,000,000 & Above

12 months residential sales
reported to MLS through 2/28/19*



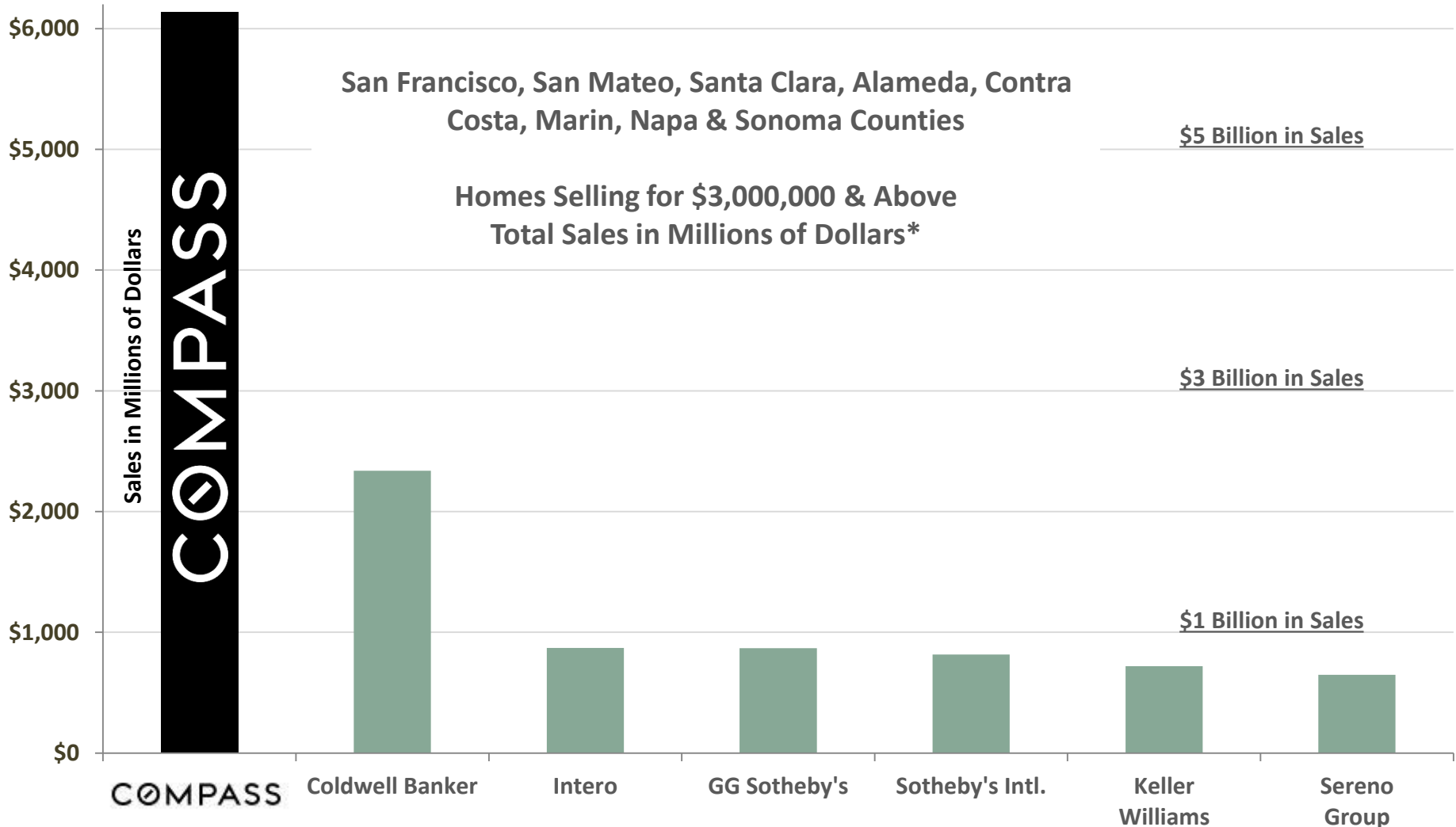
*12 months dollar volume sales by transaction sides reported to MLS through 2/28/19, combining the merged company totals of Compass, Pacific Union, Paragon, Alain Pinel, Hill & Mark Co., per Broker Metrics.



Bay Area Luxury Home Sales – Prices \$3 Million+

Top 7 Brokerages by Dollar Volume Sales

Residential sales reported to
MLS, per Broker Metrics*



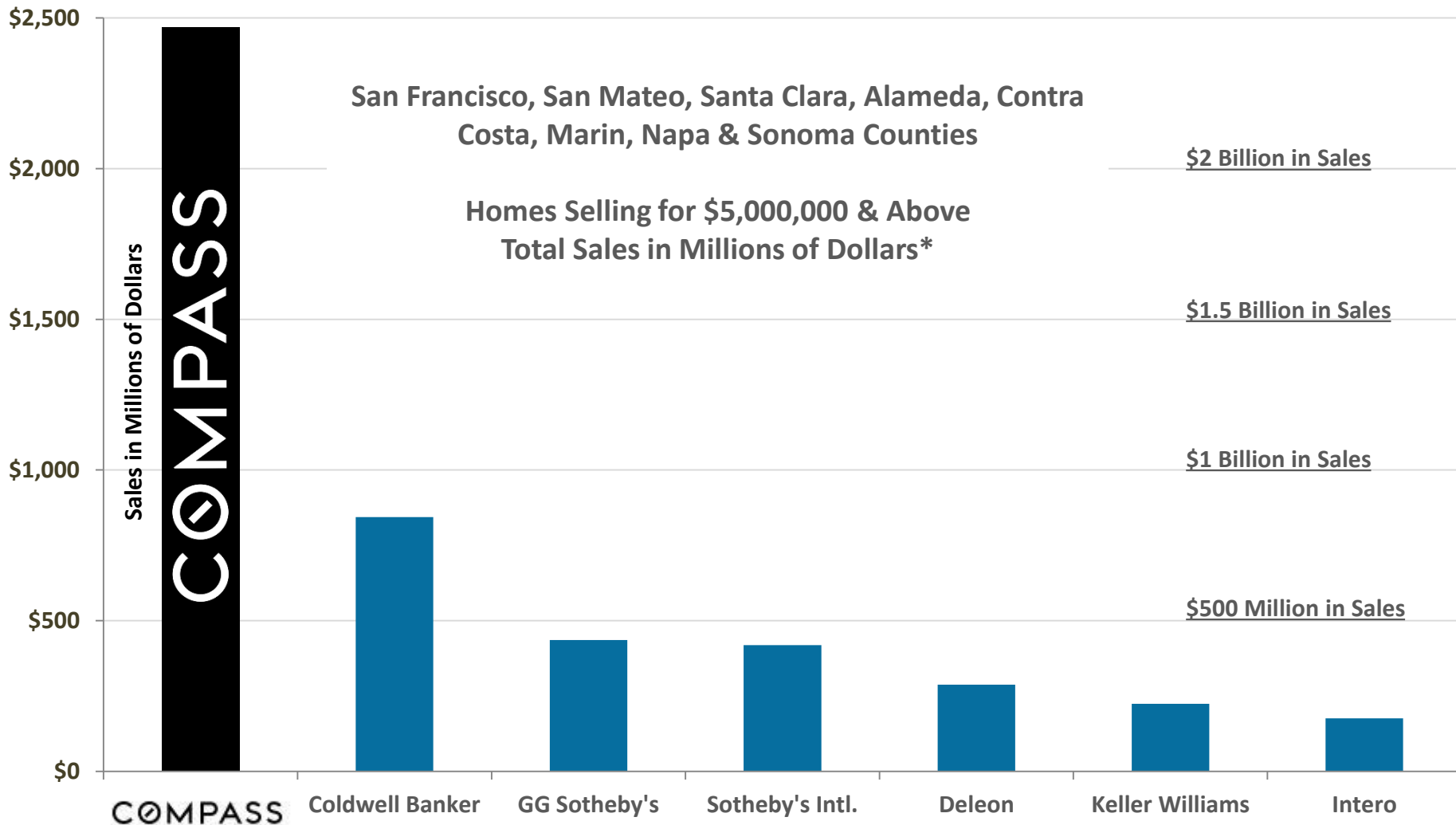
*12 months dollar volume sales by transaction sides reported to MLS by 2/28/19, combining the merged company totals of Compass, Alain Pinel, Hill, Pacific Union and Paragon, per Broker Metrics.



Bay Area Luxury Home Sales - Prices \$5 Million+

Top 7 Brokerages by Dollar Volume Sales

Residential sales reported to MLS, per Broker Metrics*



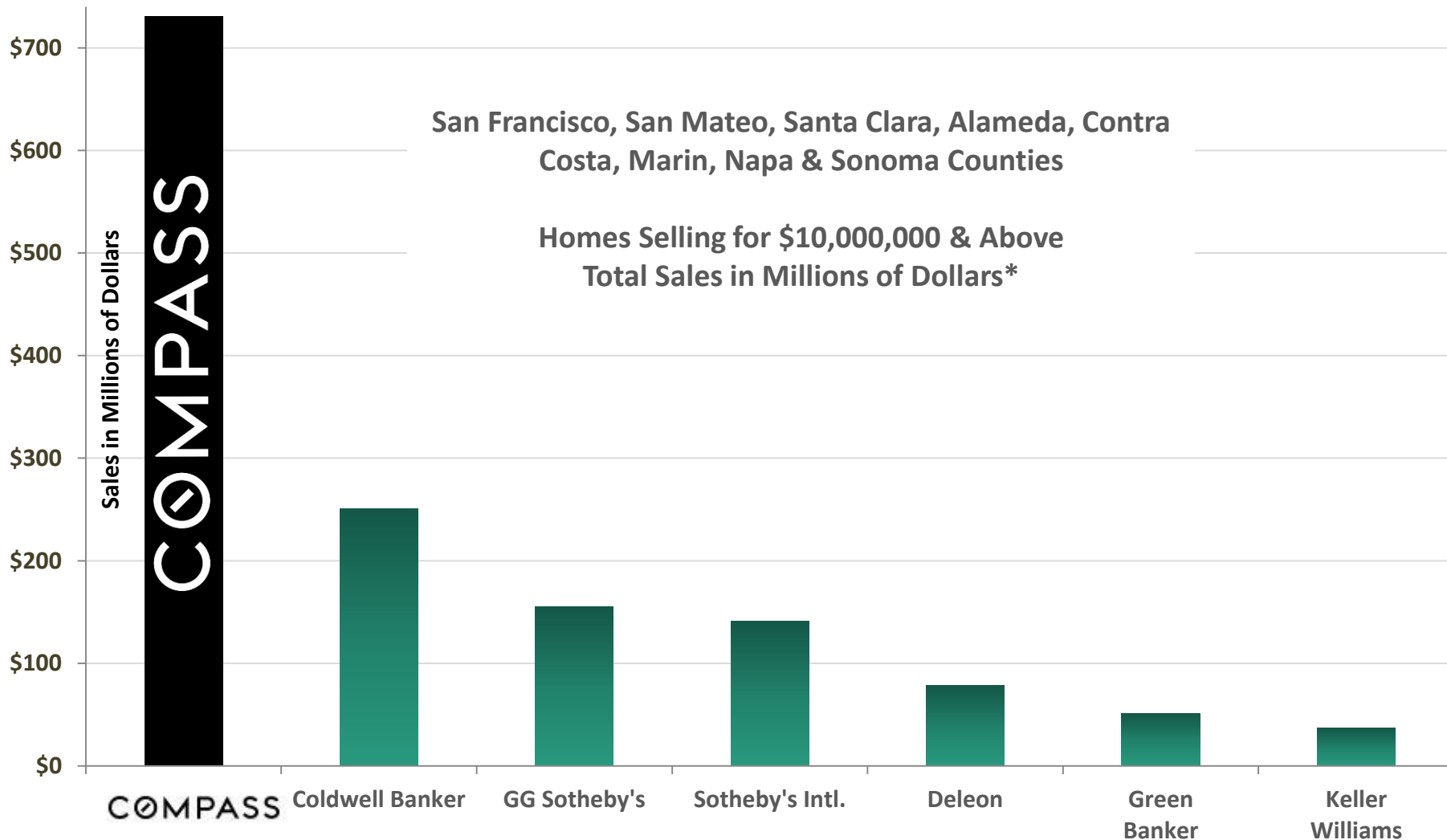
*12 months dollar volume sales by transaction sides reported to MLS by 2/28/19, combining the merged company totals of Compass, Alain Pinel, Hill, Pacific Union and Paragon, per Broker Metrics.



Bay Area Luxury Home Sales - Prices \$10 Million+

Top 7 Brokerages by Dollar Volume Sales

Residential sales reported to
MLS, per Broker Metrics*



*12 months dollar volume sales by transaction sides reported to MLS by 2/28/19, combining the merged company totals of Compass, Alain Pinel, Hill, Pacific Union and Paragon, per Broker Metrics.



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