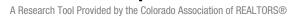
## **Local Market Update for October 2019**





## Larkspur

| Single Family                   | October   |           |                                      | Year to Date |              |                                      |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|
| Key Metrics                     | 2018      | 2019      | Percent Change<br>from Previous Year | Thru 10-2018 | Thru 10-2019 | Percent Change<br>from Previous Year |
| Inventory of Active Listings    | 47        | 39        | - 17.0%                              |              |              |                                      |
| Under Contract                  | 9         | 19        | + 111.1%                             | 95           | 106          | + 11.6%                              |
| New Listings                    | 11        | 13        | + 18.2%                              | 136          | 160          | + 17.6%                              |
| Sold Listings                   | 8         | 16        | + 100.0%                             | 95           | 92           | - 3.2%                               |
| Days on Market Until Sale       | 122       | 68        | - 44.3%                              | 64           | 60           | - 6.3%                               |
| Median Sales Price*             | \$672,500 | \$647,500 | - 3.7%                               | \$665,000    | \$675,000    | + 1.5%                               |
| Average Sales Price*            | \$714,125 | \$696,031 | - 2.5%                               | \$741,201    | \$733,160    | - 1.1%                               |
| Percent of List Price Received* | 97.3%     | 98.2%     | + 0.9%                               | 98.5%        | 98.6%        | + 0.1%                               |

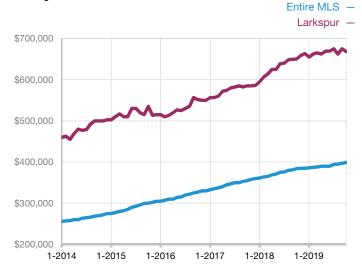
<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo                 | October |           |                                      | Year to Date |              |                                      |  |
|---------------------------------|---------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics                     | 2018    | 2019      | Percent Change<br>from Previous Year | Thru 10-2018 | Thru 10-2019 | Percent Change<br>from Previous Year |  |
| Inventory of Active Listings    | 6       | 6         | 0.0%                                 |              |              |                                      |  |
| Under Contract                  | 0       | 1         |                                      | 7            | 11           | + 57.1%                              |  |
| New Listings                    | 0       | 0         |                                      | 13           | 12           | - 7.7%                               |  |
| Sold Listings                   | 0       | 1         |                                      | 6            | 10           | + 66.7%                              |  |
| Days on Market Until Sale       | 0       | 39        |                                      | 23           | 93           | + 304.3%                             |  |
| Median Sales Price*             | \$0     | \$305,000 |                                      | \$342,000    | \$363,900    | + 6.4%                               |  |
| Average Sales Price*            | \$0     | \$305,000 |                                      | \$416,833    | \$421,530    | + 1.1%                               |  |
| Percent of List Price Received* | 0.0%    | 96.9%     |                                      | 99.3%        | 97.8%        | - 1.5%                               |  |

<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

## **Median Sales Price - Single Family**

Rolling 12-Month Calculation



## Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

