



FEBRUARY 2022

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QUICK SUMMARY OF MARIN MARKET TRENDS

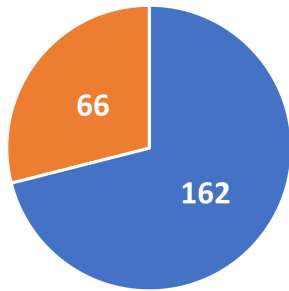
To the casual observer, it would appear that the real estate market in Marin is steaming hot. This January the average home sold in 30 days, down from 50 days in January 2021, and single-family homes sold, on average, for 104% of the list price, up from 101%. These trends have created a very good market for homeowners who have their homes on the market today.

In contrast, there were 78 new (pending) sales this January compared with 124 in January 2021 (down by **37.1%**), and 66 new listings compared with 162, (down by **59.3%**). So, even though we are still in a strong seller's market, that market is contracting. The number of listings and sales are both falling, but the inventory of unsold listings is contracting faster than sales, increasing the competition for homes. As long as this trend continues, there will be more multiple offers, homes will continue to sell above list price, and home price appreciation will continue to soar. The average sales price in January 2021 was \$1,656,000 compared with \$2,079,000 this January (a **25.5%** increase).

Year-to-Year January Market Trends

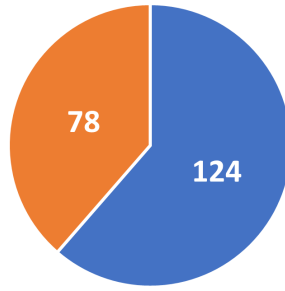


NEW LISTINGS
January Year-Over-Year
Down by 59.3%



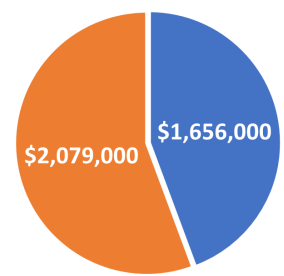
■ Jan-21 ■ Jan-22

NEW SALES
January Year-Over-Year
Down by 37.1%



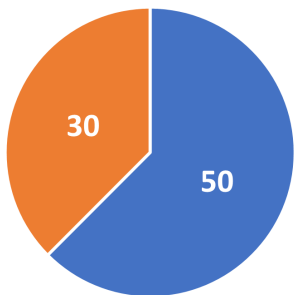
■ Jan-21 ■ Jan-22

AVERAGE SALES PRICE
January Year-Over-Year
Up by 25.5%



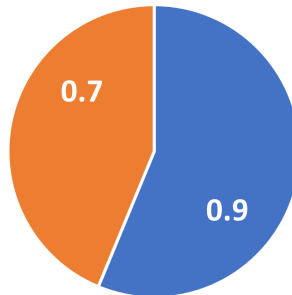
■ Jan-21 ■ Jan-22

DAYS ON THE MARKET
January Year-Over-Year
Down by 40.0%



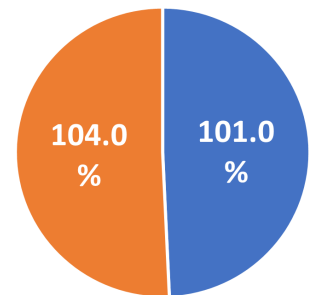
■ Jan-21 ■ Jan-22

MONTH'S SUPPLY OF HOMES
January Year-Over-Year
Down by 22.2%



■ Jan-21 ■ Jan-22

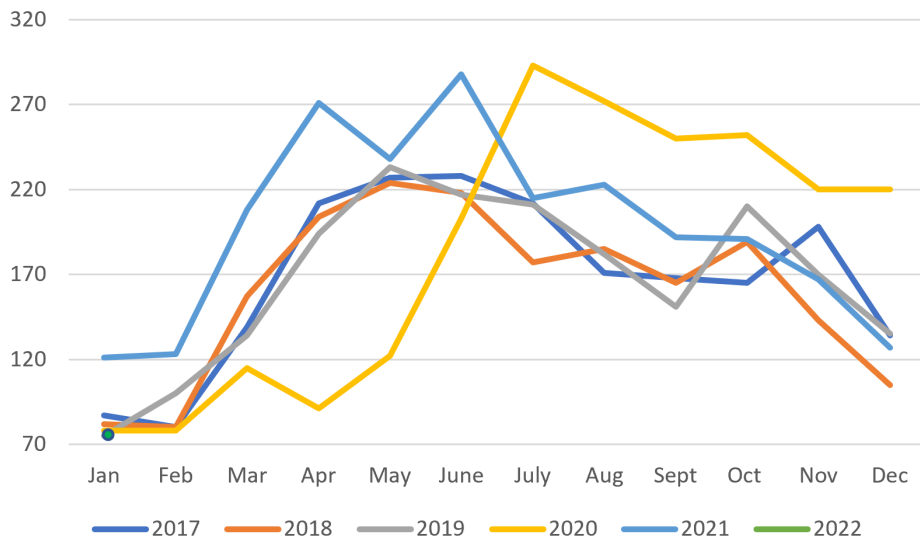
SALES PRICE TO LIST PRICE %
January Year-Over-Year
Up by 3.0%



■ Jan-21 ■ Jan-22

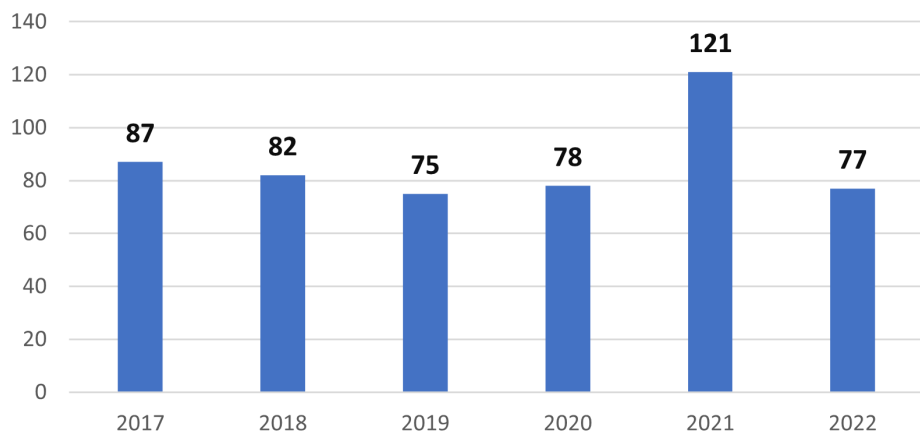
Metric	2021	2022	% Change
New Listings	162	66	-59.3%
New Sales	124	78	-37.1%
Average Sales Price	\$1,656,000	\$2,079,000	+25.5%
Days on the Market	50	30	-40.0%
Month's Supply of Homes	0.9	0.7	-22.2%
Sales Price to List Price %	101.0%	104.0%	+3.0%

6 YEARS OF SALES TRENDS 2017 - 2022 MARIN COUNTY SINGLE FAMILY HOMES

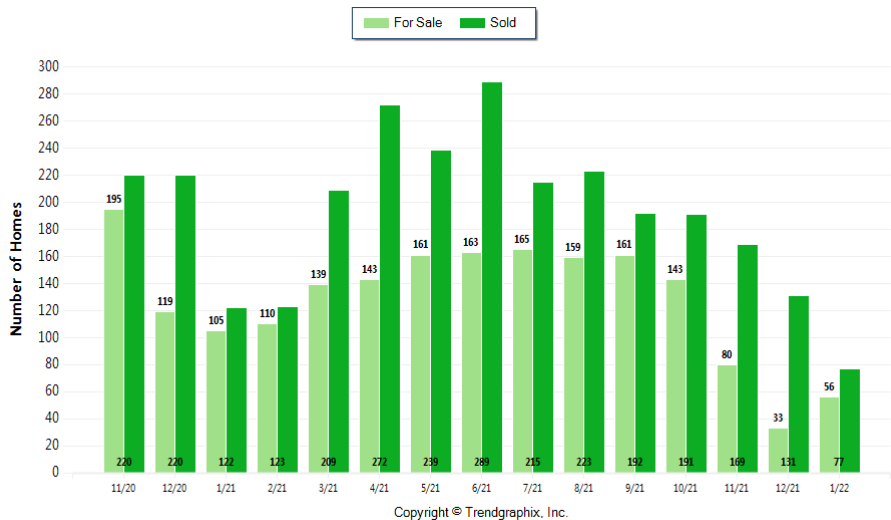


This graph charts the monthly closed sales for years 2017 through 2022. The green dot represents closed sales in January. We began this year with 77 closed sales in January, lower than in any of the previous years with the exception of 2019 when we had 75. Closed sales this January were 36.3% lower than in 2021 and 13.1% lower than the average of the prior 5 years.

6 Years of January Sales Marin County Single Family Homes 2017-2022



This bar chart gives the actual number of sales in January for each of the 6 years.



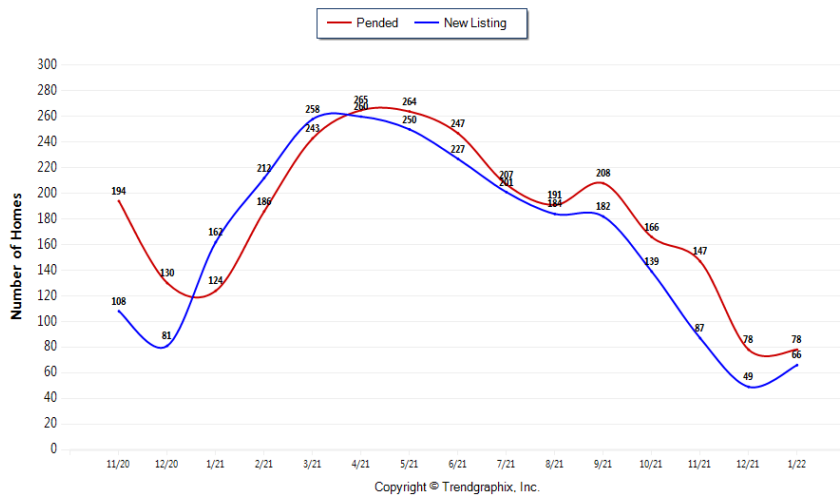
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Month-to-Month

	Closed Sales	Active Listings
December	131	33
January	77	56
% Change	-41.2%	+70%

Jan, 2021 to Jan, 2022

	Closed Sales	Active Listings
Jan 2021	122	105
Jan 2022	77	56
% Change	-37.0%	-46.7%

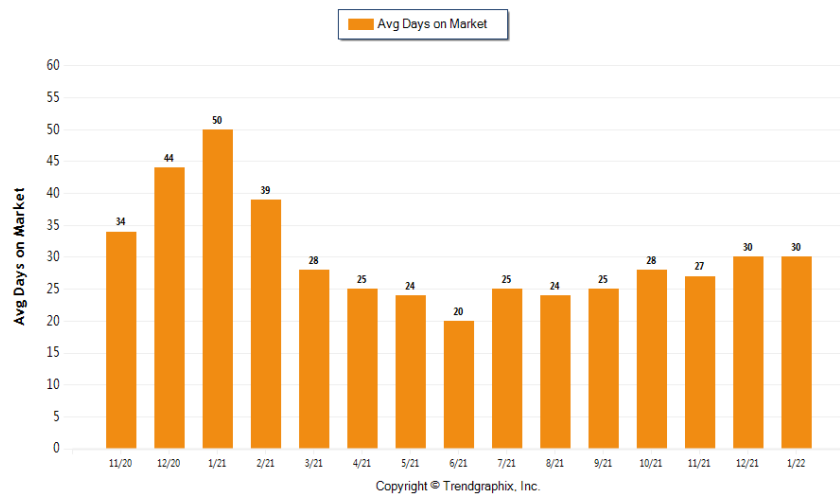


Month-to-Month

	New (Pending) Sales	New Listings
December	78	49
January	78	66
% Change	0	+35.0

Jan, 2021 to Jan, 2022

	New (Pending) Sales	New Listings
Jan 2021	124	162
Jan 2022	78	66
% Change	-37.1%	-59.3%

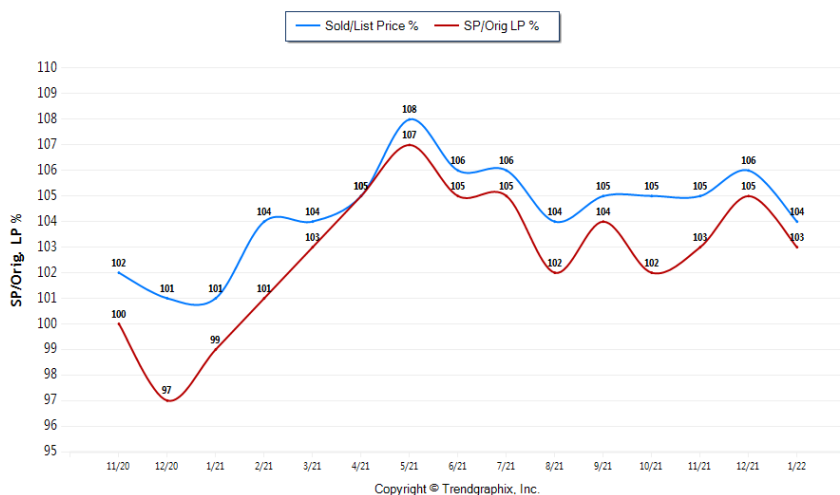


Month-to-Month

	Days on the Market
December	30
January	30
% Change	0

Jan, 2021 to Jan, 2022

	Days on the Market
Jan 2021	50
Jan 2022	30
% Change	-40.0%



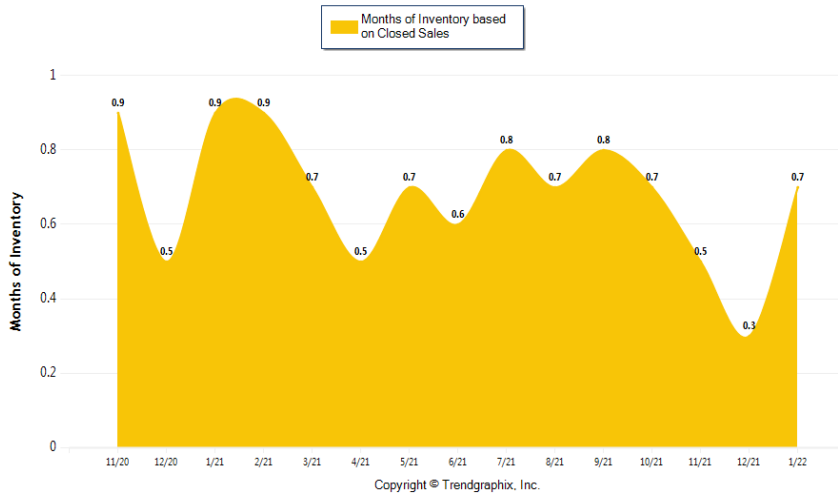
Month-to-Month

	SP/LP	SP/Original LP%
December	106	105
January	104	103
% Change	-1.9%	-1.9%

Jan, 2021 to Jan, 2022

	SP/LP	SP/Original LP%
Jan 2021	101	99
Jan 2022	104	103
% Change	+3.0%	+4.0%

LP is the % Sales Price to List Price at the time the properties went into contract.



Month-to-Month

Month's Supply of Inventory

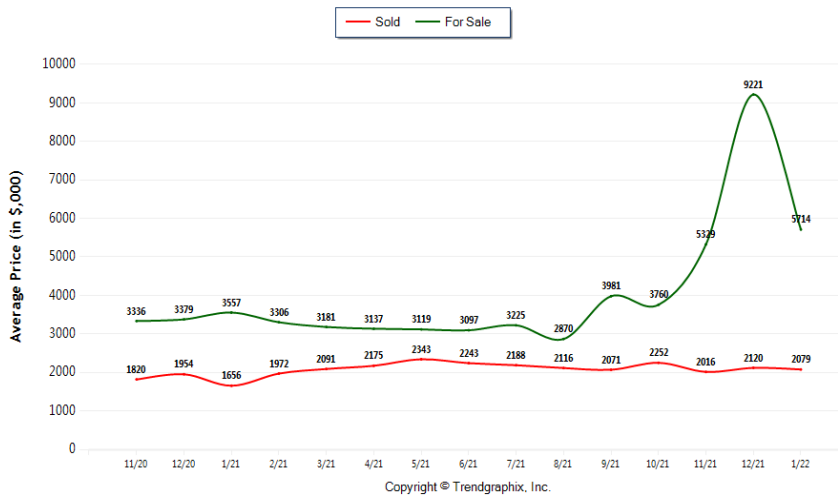
December	0.3 months
January	0.7 months
% Change	+133.3%

Jan, 2021 to Jan, 2022

Month's Supply of Inventory

Jan 2021	0.9 months
Jan 2022	0.7 months
% Change	-22.2%

The month-to-month increase in the month's supply of listing inventory looks impressive but is primarily just the seasonal increase as we come out of the holidays. In January 2021, inventory increased by the same 0.4 months over December. A more accurate picture of the inventory trend is found by comparing the previous January to this January - down by **22.2%**.



Month-to-Month

Ave. List Price Ave. Sales Price

December	\$9,221,000	\$2,120,000
January	\$5,714,000	\$2,079,000
% Change	-38%	-1.9%

Jan, 2021 to Jan, 2022

Ave. List Price Ave. Sales Price

Jan 2021	\$3,557,000	\$1,656,000
Jan 2022	\$5,714,000	\$2,079,000
% Change	+60.6%	+25.5%

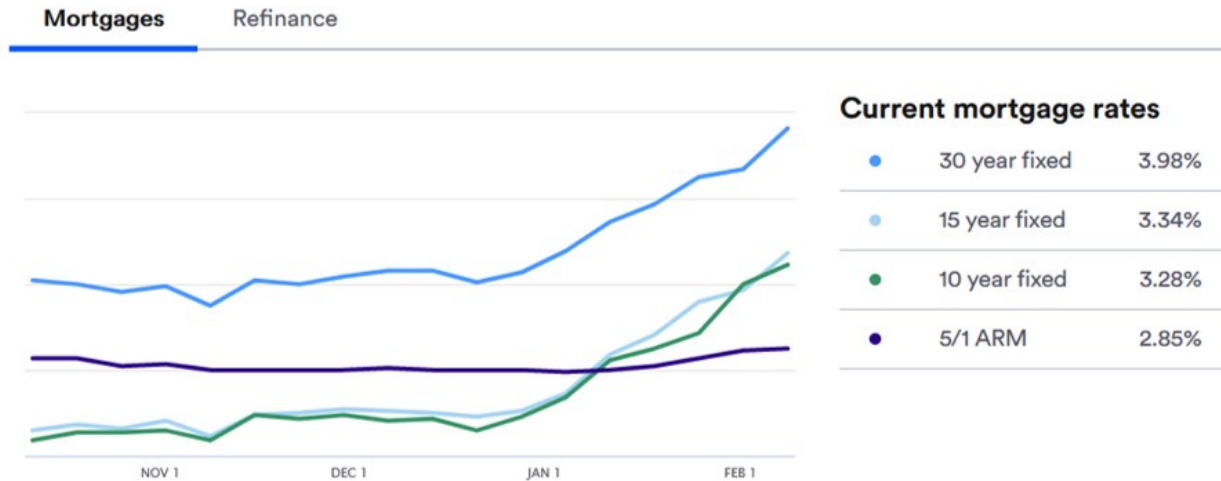
CURRENT MORTGAGE INTEREST RATES AND INDUSTRY EXPERT PREDICTIONS

Mortgage Rates Jump

February 10, 2022

The normalization of the economy continues as mortgage rates jumped to the highest level since the emergence of the pandemic. Rate increases are expected to continue due to a strong labor market and high inflation, which likely will have an adverse impact on homebuyer demand.

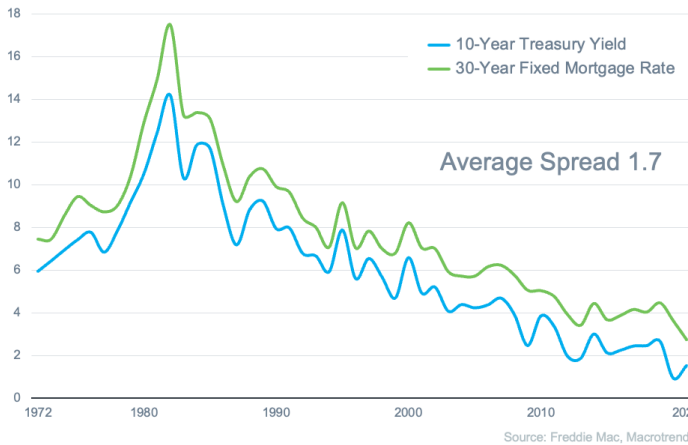
Weekly national mortgage rate trends



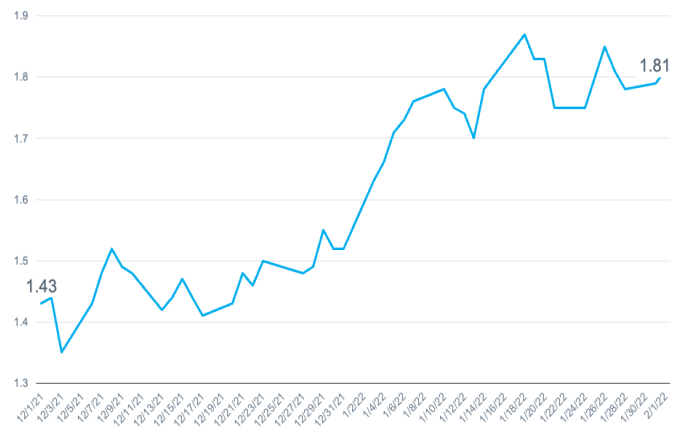
Today's national mortgage rate trends

For today, Friday, February 11, 2022, the average rate for a 30-year fixed mortgage is 3.99%, **up 15 basis points** over the last week. If you're looking to refinance, the average 30-year fixed refinance rate is 4.02%, **an increase of 15 basis points** over the last week. Meanwhile, the national average 15-year refinance rate is 3.34%, **an increase of 10 basis points** over the last seven days. Whether you're looking to buy or refinance, Bankrate often has offers below the national average to help you finance your home for less.

The Relationship Between the Mortgage Rate and the 10-Year Treasury Yield over the Last 50 Years



10-Year Treasury Yield Skyrocketing



In this time of rising mortgage rates, it would be helpful to be able to predict the next move. One very reliable indicator is the 10-year Treasury Bond Yield. The chart on the left shows a reliable correlation between Treasuries and 30-year fixed mortgage rates. The chart on the right shows how treasuries have skyrocketed since 12/1/21. For a quick check on the next move in mortgage rates, google the 10-Year Treasury Yield.

Mortgage Rates

30-Year Fixed Rate



Source: Freddie Mac

The blue line tracks actual 30-year fixed rates from Q1 2016 to Q1 2022. The orange line represents Freddie Mac's predictions through Q4 2023. Note, however, that Freddie is already low in their predictions. They projected a 3.5% rate for the first quarter of this year and, as of February 10th, the average rate has already reached 3.98%. This does not necessarily mean that we will see 4.0% rates next week. Investment decisions are greatly effected by world-wide economic and political trends. When investors feel good about the economy they tend to

move their money into the stock market and sell off bonds - bond prices go down, yields go up and mortgage rates follow. When investors lose faith in the economy, they sell stocks and move to the safety of bonds - prices go up, yields go down and so do mortgage rates. Given the current political volatility and economic uncertainties here and abroad, it is likely that rates will continue to climb in the foreseeable future.

SUMMARY

Deciding whether to buy or sell real estate in such a volatile environment can be confusing. I will continue to track the issues that can help you to make effective decisions for you and your family. I hope these monthly market updates are helpful, but please remember that for an up-to-date analysis of any changes you may be considering, I am happy to review your proposed activities in relation to the market and assist in any way I can.

In the meantime, enjoy this warm spell. It is definately beach, hiking, kayaking, picnic weather! And, don't forget the sunscreen.



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