

Sausalito 94965

ZIP code · CA · California > Marin County > Sausalito

BALANCED MARKET

\$1.8M

MEDIAN SALE PRICE

+5.0%

1-YR CHANGE

125

SALES (12 MO)

\$1.4M

MEDIAN VALUE (AVM)

Market temperature

Balanced market · 52 / 100



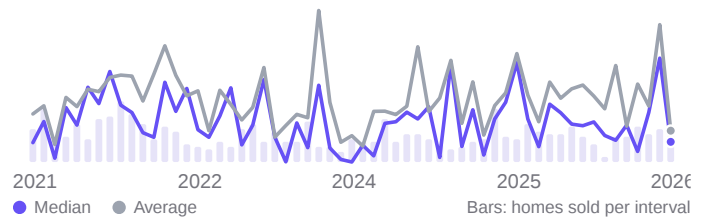
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

52 / 100

Sale prices

Median \$1.2M · Average \$1.4M

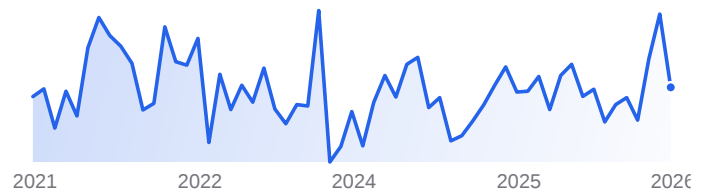
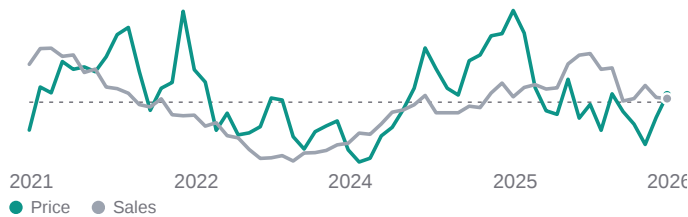


Growth (year over year)

Price +5.0% · Sales +2.5%

Price per square foot

\$962/ft²

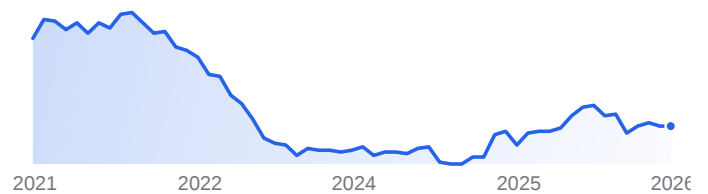


Sale premium vs estimated value

-0.1%

Annual turnover (share of homes sold)

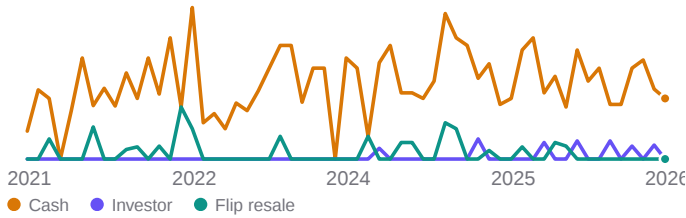
3.3%



BUYERS & OUTCOMES

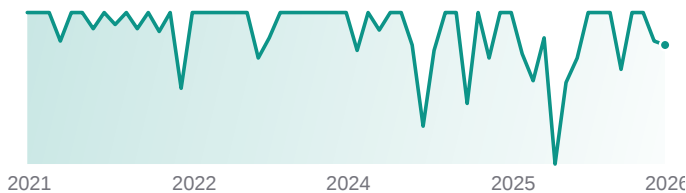
Buyer mix

Cash 33% · Investor 0% · Flip resale 0%



Sellers who sold at a gain

86%

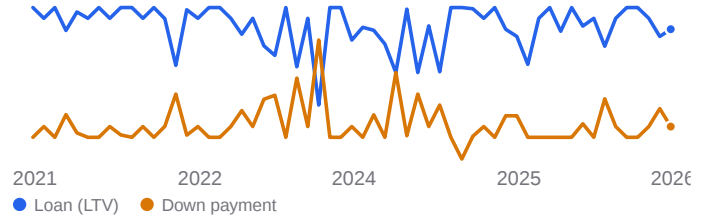


Median annualized return at resale

+2.5%



Financing (share of purchase price) Loan (LTV) 70% · Down payment 25%



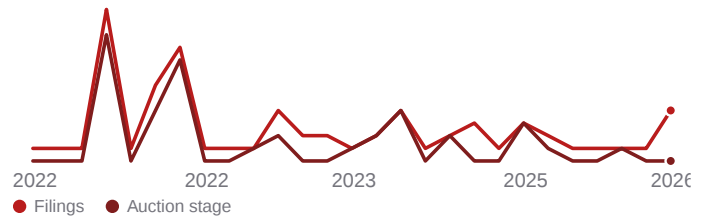
Typical hold before selling

9.1 yrs



Preforeclosure filings

Filings 4 · Auction stage 0



HOUSING STOCK

Homes	3,771
Median value (AVM)	\$1.4M
Median size	1,646 ft²
Median bedrooms	3
Median year built	1966
Single family	84%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	62%
Underwater (LTV 125% or more)	1.9%
Owner occupied	61%
Company owned	61%
Median loan-to-value	38%
Typical ownership tenure	20.9 yrs

COMMUNITY

Population	11,048
Density	525 / mi²
Median household income	\$138K
Average household income	\$185K
Crime index (US avg 100)	149
Air pollution index (US avg 100)	85
Earthquake index (US avg 100)	458
Homes occupied	91%
Bachelor's or higher	32%
Poverty rate	8.5%
Unemployment	1.0%
Average temp	57°F
Annual precip	47 in
Sunshine	78%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.