

# MILLSTEIN MARKET REPORT

Year End 2013 Tiburon Residential Real Estate



## Marin Overview

More Marin County homes priced \$1 million and above sold in 2013 than ever before—and the highest total number of single-family homes sold since 2005!

More good news:

- Average selling price increased 18% vs. 2012 to \$1,192,000.
- Average time on the market decreased 33%; the Marin County average in 2013 was 61 days.
- 42% more homes over \$1 million sold in 2013.

The Marin real estate market during 2013 was influenced by many factors. Lenders were more willing to make loans; rents in the Bay Area increased dramatically; home buyers were more confident about the economy; the job market continued to improve; there were record gains in the stock market, which increased people's buying power. Buyers who were waiting for these factors to improve responded in large numbers in the spring and second half of 2013.

Housing supply is extremely limited, which means the market will likely favor sellers in 2014. However, we may see the housing market cool slightly for two reasons: (1) rising interest rates may temper pricing increases, and (2) the pent-up buyer demand that we saw in early 2013 was largely relieved last Spring. That said, I remain confident that the Marin real estate market is back in full force.

(Continued inside)

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Sotheby's  
INTERNATIONAL REALTY

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### Tiburon Overview

Tiburon reflects the positive trends in Marin County: 119 Tiburon homes priced \$1 million and above sold in 2013. This is the highest total number of single-family homes sold since 2005, a 13% increase over 2012. More good news:

- Prices are rising. The average price per square foot sold increased 7% to \$725, and 21% sold over their list price! The average sale price in 2013 increased to \$2.4 million (vs. \$2.1 million in 2012). The highest priced home sold for \$8,970,000 (460 Ridge Road). Sotheby's Decker Bullock provided the buyer for this property.
- Average time on the market decreased 32% to 79 days, and 36% of homes sold were on the market for 30 days or less.
- Sales volume increased 75% for homes selling between \$2 and \$3 million, with 42 homes sold. This is the highest number of single family homes ever sold in this price range.



Pricing in Tiburon is just 11% below the high water mark of 2007. If you have been waiting for values to recover before selling, we're nearly there. Moreover, inventory in Tiburon is extremely limited for the very active price range between \$2 and \$3 million. Low inventory means that there are fewer choices for the many buyers looking for their perfect home.

Some final good news: In 2013 we saw an increase in luxury sales activity in major metropolitan cities (New York, Miami, Los Angeles) and second home luxury destinations (Aspen, Jackson Hole, Lake Tahoe). We expect similar buyers to further emerge during 2014 to purchase exclusive properties located in highly regarded areas such as Tiburon.

I've been working in Bay Area real estate since 1980, and I bring this experience to my clients. In the past, I've also personally bought, remodeled, and sold many luxury homes in Marin County, and so I am an expert at preparing homes to sell quickly and at the highest possible price.

As a Tiburon specialist at Sotheby's International Realty, I provide my clients with highest level of service. Because I utilize aerial photography, video, and extensive local and international advertising, you'll find that my reach in exposing new listings to potential buyers is unsurpassed.

Please call me (415.601.9240) or email me at [mark.millstein@sothebysrealty.com](mailto:mark.millstein@sothebysrealty.com) to learn about the personal service I offer along with the benefit of Sotheby's International Realty.

Warmest regards,

A handwritten signature in black ink that reads "Mark Millstein". The signature is written in a cursive, flowing style.

Mark Millstein  
Decker Bullock Sotheby's International Realty

P.S. If you'd like to see an annual sales comparison for Tiburon (and other Marin cities) please visit my website: [marinpremierhomes.com](http://marinpremierhomes.com).

## TIBURON HOMES SOLD \$1.2M AND ABOVE AUGUST - DECEMBER 2013

| Address           | Selling Price | Original Listing Price | Approx. Size of Home | Price Per Sq. Ft. | Bedrooms/ Baths | Approx. Lot Size (1 acre = 43,560 sq. ft.) | Days on Market |
|-------------------|---------------|------------------------|----------------------|-------------------|-----------------|--|----------------|
| 35 Rancho         | \$1,299,000   | \$1,299,000            | \$641                | 2,026 sq. ft.     | 3 bd. / 2 ba.   | 10,001 sq. ft.                             | 66             |
| 6 Juno            | \$1,310,000   | \$1,199,000            | n/a                  | n/a               | 4 bd. / 2 ba.   | 7,383 sq. ft.                              | 22             |
| 2400 Mar East     | \$1,375,000   | \$1,975,000            | \$1,141              | 1,205 sq. ft.     | 2 bd. / 1.5 ba. | 1,346 sq. ft.                              | 113            |
| 559 Virginia      | \$1,375,000   | \$1,125,000            | \$736                | 1,867 sq. ft.     | 4 bd. / 2 ba.   | 7,600 sq. ft.                              | 8              |
| 9 Saint Lucia     | \$1,400,000   | \$1,350,000            | \$638                | 2,191 sq. ft.     | 3 bd. / 2 ba.   | 10,799 sq. ft.                             | 16             |
| 19 Sutter         | \$1,450,000   | \$1,525,000            | \$614                | 2,361 sq. ft.     | 3 bd. / 3 ba.   | 8,265 sq. ft.                              | 33             |
| 270 Karen         | \$1,470,000   | \$1,369,000            | \$922                | 1,594 sq. ft.     | 4 bd. / 2 ba.   | 7,736 sq. ft.                              | 37             |
| 199 Stewart       | \$1,500,000   | \$1,499,000            | \$550                | 2,726 sq. ft.     | 3 bd. / 2.5 ba. | 20,399 sq. ft.                             | 42             |
| 1844 Centro West  | \$1,550,000   | \$1,795,000            | \$846                | 1,830 sq. ft.     | 2 bd. / 2 ba.   | 6,434 sq. ft.                              | 232            |
| 140 Sugarloaf     | \$1,550,000   | \$1,495,000            | \$489                | 3,168 sq. ft.     | 4 bd. / 3 ba.   | 10,563 sq. ft.                             | 22             |
| 2475 Mar East     | \$1,625,000   | \$1,695,000            | \$604                | 2,686 sq. ft.     | 4 bd. / 3.5 ba. | 8,551 sq. ft.                              | 40             |
| 553 Silverado     | \$1,695,000   | \$1,795,000            | \$664                | 2,552 sq. ft.     | 3 bd. / 3 ba.   | 13,339 sq. ft.                             | 61             |
| 104 Red Hill      | \$1,700,000   | \$1,750,000            | \$710                | 2,392 sq. ft.     | 3 bd. / 2.5 ba. | 3,794 sq. ft.                              | 45             |
| 394 Hilary        | \$1,725,000   | \$1,850,000            | \$509                | 3,383 sq. ft.     | 4 bd. / 3 ba.   | 10,846 sq. ft.                             | 71             |
| 119 Jamaica       | \$1,805,000   | \$1,795,000            | \$851                | 2,121 sq. ft.     | 3 bd. / 2.5 ba. | 12,001 sq. ft.                             | 17             |
| 37 Via Fernando   | \$1,925,000   | \$1,695,000            | \$580                | 3,315 sq. ft.     | 4 bd. / 3.5 ba. | 13,225 sq. ft.                             | 7              |
| 154 Rock Hill     | \$2,000,000   | \$1,800,000            | \$837                | 2,388 sq. ft.     | 3 bd. / 2 ba.   | 15,398 sq. ft.                             | 22             |
| 1952 Centro W.    | \$2,000,000   | \$2,125,000            | \$804                | 2,486 sq. ft.     | 4 bd. / 2.5 ba. | 7,501 sq. ft.                              | 33             |
| 40 Cypress Hollow | \$2,068,000   | \$2,349,000            | \$658                | 3,141 sq. ft.     | 4 bd. / 3.5 ba. | 10,463 sq. ft.                             | 144            |
| 341 Blackfield    | \$2,150,000   | \$2,450,000            | \$564                | 3,810 sq. ft.     | 4 bd. / 3.5 ba. | 16,988 sq. ft.                             | 186            |
| 90 Monterey       | \$2,225,000   | \$2,250,000            | \$692                | 3,214 sq. ft.     | 4 bd. / 3.5 ba. | 10,755 sq. ft.                             | 15             |
| 45 Meadow Hill    | \$2,307,500   | \$2,495,000            | \$641                | 3,597 sq. ft.     | 4 bd. / 3 ba.   | 15,515 sq. ft.                             | 35             |
| 3 Greenwood       | \$2,395,000   | \$2,495,000            | \$714                | 3,354 sq. ft.     | 4 bd. / 4.5 ba. | 10,110 sq. ft.                             | 201            |
| 332 Blackfield    | \$2,545,000   | \$2,795,000            | \$577                | 4,410 sq. ft.     | 5 bd. / 3.5 ba. | 26,572 sq. ft.                             | 84             |
| 100 Hacienda      | \$2,600,000   | \$2,695,000            | \$740                | 3,512 sq. ft.     | 4 bd. / 2.5 ba. | 25,300 sq. ft.                             | 32             |
| 82 Trinidad       | \$2,750,000   | \$2,750,000            | \$799                | 3,440 sq. ft.     | 4 bd. / 3.5 ba. | 11,400 sq. ft.                             | 21             |
| 66 Reed Ranch     | \$2,895,000   | \$3,195,000            | \$638                | 4,535 sq. ft.     | 4 bd. / 4.5 ba. | 1.1 ac.                                    | 104            |
| 177 Stewart       | \$2,973,750   | \$3,100,000            | \$772                | 3,848 sq. ft.     | 6 bd. / 4.5 ba. | 21,000 sq. ft.                             | 27             |
| 70 Reedland Woods | \$3,050,000   | \$3,250,000            | \$691                | 4,410 sq. ft.     | 5 bd. / 4.5 ba. | 26,018 sq. ft.                             | 94             |
| 8 Hillcrest       | \$3,565,000   | \$3,845,000            | \$655                | 5,440 sq. ft.     | 5 bd. / 5.5 ba. | 20,125 sq. ft.                             | 145            |
| 116 Hacienda      | \$3,650,000   | \$3,695,000            | \$1,033              | 3,531 sq. ft.     | 4 bd. / 3.5 ba. | 11,199 sq. ft.                             | 28             |
| 75 Round Hill     | \$3,800,000   | \$3,900,000            | \$835                | 4,546 sq. ft.     | 5 bd. / 4.5 ba. | 29,159 sq. ft.                             | 20             |
| 3668 Paradise     | \$3,875,000   | \$4,385,000            | \$654                | 5,924 sq. ft.     | 6 bd. / 5.5 ba. | 1 ac.                                      | 368            |
| 4 Audrey          | \$3,920,000   | \$4,500,000            | \$888                | 4,414 sq. ft.     | 4 bd. / 4.5 ba. | 22,081sq. ft.                              | 102            |
| 34 Meadow Hill    | \$3,920,000   | \$4,195,000            | \$859                | 4,563 sq. ft.     | 5 bd. / 4.5 ba. | 27,369 sq. ft.                             | 50             |
| 20 Bond           | \$3,950,000   | \$4,100,000            | \$765                | 5,163 sq. ft.     | 5 bd. / 5.5 ba. | 1 ac.                                      | 30             |
| 7 Linda Vista     | \$4,250,000   | \$4,800,000            | \$881                | 4,819 sq. ft.     | 4 bd. / 5.5 ba. | 10,820 sq. ft.                             | 89             |
| 138 Gilmartin     | \$5,077,300   | \$5,395,000            | \$814                | 6,235 sq. ft.     | 5 bd. / 4.5 ba. | 1 ac.                                      | 48             |
| 101 Mt. Tiburon   | \$5,850,000   | \$6,195,000            | \$769                | 7,600 sq. ft.     | 5 bd. / 8 ba.   | 1.2 ac.                                    | 536            |
| 92 Mt. Tiburon    | \$7,300,000   | \$7,495,000            | \$1,118              | 6,524 sq. ft.     | 5 bd. / 8 ba.   | 1.1 ac.                                    | 90             |
| 460 Ridge         | \$8,970,000   | \$8,995,000            | \$1,789              | 5,013 sq. ft.     | 5 bd. / 4.5 ba. | 23,318 sq. ft.                             | 19             |