

Mid-Year 2017 Kentfield Residential Real Estate MILLSTEIN MARKET REPORT

Dear Kentfield Resident,

The Kentfield real estate market fared very well in the first half of 2017. Fifty percent more homes priced \$1 million and above sold in Kentfield compared to the same period in 2016 (36 homes sold). Home prices increased from the 2016 average to a record-setting average price per square foot sold of \$909. Also, more expensive homes are selling as the average selling price reached a record level of \$2,910,000.

Half of all homes sold above their asking price and with multiple offers and 60% were on the market for 15 days or less.

For homes priced between **\$1 million and \$2 million**, 11 homes sold in the first half of 2017 (same as 2016) and the average price per square foot increased by 4% from 2016 to \$822.

Double the number of homes priced between **\$2 million and \$3 million** sold during the first half of 2017 (10 homes sold) compared to the first half of 2016. These homes sold at a faster pace with an average of 24 days on the market – nearly 50% less than the average for the first half of 2016.

Sales for homes priced between **\$3 million and \$4 million** were nearly the same (4 vs. 3 in 2016), and at the same time, the average price per square foot sold increased to \$1,012.

Nearly twice the number of homes sold **above \$4 million** (9 sold) compared to the first half of 2016. Sales in this price category were brisk – the average number of days on the market was just 18. The average pricing per square foot sold in this category was \$1,059.

There is no let-up in demand for Kentfield real estate as there are multiple buyers for many properties. Furthermore, a sizable premium is being paid for homes that are newly remodeled.

Best Regards,



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INTERNATIONAL REALTY

Why work with Mark Millstein?

You have hundreds of real estate agents and brokers to choose from here in Marin. Why choose me?

- I am one of the most experienced and connected real estate brokers in Marin County, with nearly three decades of transaction and negotiating experience. This gives my clients the edge they need in today's competitive market.
- Because of my extensive experience building and remodeling homes in Marin, I am uniquely qualified to advise my clients on those improvements that will maximize their return on investment while minimizing unnecessary pre-listing work. I am happy to manage all pre-listing improvements, if you'd like, and provide an experienced eye during inspections.
- My client service is truly second to none. I service all my clients individually, and I don't work with an assistant.
- My customized marketing includes aerial photography and video, as well as extensive local, national, and international online and print advertising.

- I have a genuine concern for my clients' best interests at all times. Buying or selling a home in Marin is a major transaction that is often emotional—and competitive. I arm my clients with deep knowledge about the specific market that they are buying or selling in, and I work hard to keep the pressure off them—so that all of my clients are thrilled with their home purchase or sale over the long haul.

Even if a sale or purchase is not in your immediate future, please don't hesitate to call me with your real estate questions. I always enjoy talking about real estate trends and the particulars of your home or neighborhood.

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"We recommend Mark highly. He is very knowledgeable, professional, and resourceful. He is always prompt in his responses. During the purchase of our home, his attention to our needs and concerns was impeccable, and he went far beyond the call of duty to help us get established in our new home. Mark is highly trust worthy, and he has high degree of integrity."

– Vincent and Sharon Lai



Kentfield Homes Sold January – June 2017

Address	Selling Price	Original Listing Price	Price Per Sq. Ft. Sold	Approx. Size of Home	Bedrooms/Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
813 Sir Francis Drake	\$1,235,300	\$1,050,000	\$859	1,438 sq. ft.	3 bd./2 ba.	8,799 sq. ft.	78
16 Hillside	\$1,260,000	\$1,428,000	\$600	2,097 sq. ft.	3 bd./2 ba.	6,725 sq. ft.	62
13 Butterfly	\$1,325,000	\$1,325,000	\$946	1,400 sq. ft.	2 bd./2 ba.	7,200 sq. ft.	132
8 Black Log	\$1,375,000	\$1,345,000	\$518	2,650 sq. ft.	4 bd./2 ba.	7,000 sq. ft.	9
235 Kent	\$1,375,000	\$1,329,000	\$1,040	1,321 sq. ft.	4 bd./3 ba.	7,126 sq. ft.	10
18 Berens	\$1,475,000	\$1,365,000	\$1,027	1,436 sq. ft.	3 bd./2 ba.	6,299 sq. ft.	14
239 Kent	\$1,499,000	\$1,499,000	\$778	1,925 sq. ft.	4 bd./3 ba.	8,250 sq. ft.	29
225 Foster	\$1,532,400	\$1,595,000	\$698	2,193 sq. ft.	3 bd./2.5 ba.	6,159 sq. ft.	59
124 Laurel Grove	\$1,625,000	\$1,395,000	\$1,034	1,571 sq. ft.	2 bd./2 ba.	10,999 sq. ft.	6
10 Altamira	\$1,800,000	\$1,599,000	\$777	2,314 sq. ft.	3 bd./2 ba.	6,251 sq. ft.	7
15 Buckeye	\$1,900,000	\$2,100,000	\$962	1,975 sq. ft.	4 bd./2 ba.	1.44 ac.	67
120 Oak	\$1,950,000	\$1,795,000	\$828	2,355 sq. ft.	4 bd./2 ba.	6,020 sq. ft.	4
14 Altamira	\$1,976,000	\$1,699,000	\$845	2,337 sq. ft.	3 bd./2.5 ba.	6,752 sq. ft.	8
20 Quisiana	\$2,195,000	\$2,195,000	\$612	3,585 sq. ft.	4 bd./4 ba.	9,901 sq. ft.	15
22 Ross Terrace	\$2,205,000	\$2,200,000	\$693	3,178 sq. ft.	4 bd./4.5 ba.	4,417 sq. ft.	2
62 Upper Briar	\$2,400,000	\$1,795,000	\$945	2,539 sq. ft.	4 bd./2 ba.	7,488 sq. ft.	11
309 Crown	\$2,495,000	\$2,495,000	\$584	4,266 sq. ft.	4 bd./3 ba.	39,099 sq. ft.	47
27 Maple	\$2,625,000	\$2,750,000	\$858	3,058 sq. ft.	4 bd./3 ba.	14,501 sq. ft.	67
121 Hanken	\$2,677,000	\$2,795,000	\$884	3,027 sq. ft.	3 bd./4 ba.	1.12 ac.	51
622 Goodhill	\$2,700,000	\$2,400,000	\$812	3,325 sq. ft.	3 bd./3 ba.	1.47 ac.	9
153 So. Ridgewood	\$2,747,500	\$2,795,000	\$773	3,551 sq. ft.	5 bd./4 ba.	38,159 sq. ft.	11
59 Redwood	\$2,828,000	\$2,499,000	\$1,160	2,436 sq. ft.	4 bd./3 ba.	12,179 sq. ft.	10
38 Vista	\$2,900,000	\$2,700,000	\$1,024	2,830 sq. ft.	3 bd./3.5 ba.	1.15 ac	12
320 Woodland	\$2,185,000	\$2,500,000	\$1,552	2,052 sq. ft.	3 bd./2 ba.	27,530 sq. ft.	5
33 Maple	\$3,200,000	\$2,950,000	\$729	4,385 sq. ft.	4 bd./4 ba.	17,001 sq. ft.	8
341 Evergreen	\$3,200,000	\$3,400,000	\$953	3,357 sq. ft.	4 bd./3.5 ba.	1.12 ac.	0
415 Woodland	\$3,575,000	\$3,995,000	\$811	4,405 sq. ft.	5 bd./4 ba.	32,300 sq. ft.	139
214 Laurel Grove	\$4,200,000	\$3,995,000	\$1,277	3,422 sq. ft.	4 bd./5 ba.	15,750 sq. ft.	8
440 Goodhill	\$4,300,000	\$4,895,000	\$1,011	4,250 sq. ft.	5 bd./3.5 ba.	42,249 sq. ft.	4
10 Hotaling	\$4,325,000	\$3,895,000	\$1,257	3,439 sq. ft.	5 bd./4 ba.	24,699 sq. ft.	10
91 Upper Toyon	\$4,537,750	\$4,850,000	\$878	5,165 sq. ft.	4 bd./4.5 ba.	19,502 sq. ft.	30
120 McAllister	\$5,155,000	\$4,995,000	\$1,120	4,600 sq. ft.	6 bd./5 ba.	17,598 sq. ft.	8
19 Tamal Vista	\$5,200,000	\$5,325,000	\$861	6,034 sq. ft.	5 bd./5.5 ba.	2.14 ac.	4
516 Goodhill	\$5,200,000	\$5,350,000	\$966	5,381 sq. ft.	6 bd./5.5 ba.	1.52 ac.	52
8 Woodland	\$6,100,000	\$6,300,000	\$1,103	5,530 sq. ft.	7 bd./6 ba.	7.98 ac.	42
233 Woodland	\$6,500,000	\$6,500,000	\$1,099	5,911 sq. ft.	5 bd./5.5 ba.	1.79 ac.	7

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The Marin County real estate market continues on an upward swing with record-breaking sales: The average selling price for a single-family home in Marin County increased by 5.3% in the first half of 2017 to \$1,641,000—beating the 2016 average and setting a new record! Nearly the same number of homes sold in Marin County during the first half of 2017 (1,063 sold compared to 1,056 in 2016).

As pricing increases, fewer homes are selling under \$1 million. Nearly the same number of homes sold in all other price ranges as last year, with the exception of homes priced between \$3 million and \$4 million. In this category, nearly 65% more homes sold during the first half of 2017 vs. the first half of 2016.

Competition will continue in the Marin real estate market as most buyers vie for limited purchase opportunities!