

# Millstein Market Report

MILL VALLEY 2017 YEAR-END



## Market Perspective

Residential real estate in Marin County set new records again this year. Both prices and number of home sales continued to soar. The 2017 average sale price of \$1.6 million beat last year's by 7%, and the number of homes sold climbed by that same amount.

Recently remodeled properties commanded significant premiums, making it wise to consider the return on investment in improving your property before listing.

While the effect of new tax laws remains unclear, demand continues to outstrip supply in all cities and towns. We are confident that demand will sustain a robust sales environment.

The Mill Valley average home sale price rose 3% over last year to \$1,920,000. The average price per square foot sold rose 4% to \$825, setting a new record. Nearly half of all homes sold in 2017 received multiple offers, were on the market 30 days or less, and sold over the original asking price.

Nothing gives me more satisfaction than exploring this dynamic market. I invite you to call me to discuss strategies for maximizing the value in your home, purchasing a new home, or anything at all related to real estate.

Best Regards,



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## Mark's Difference

Maximizing value for my clients is a science. Seeing the possibilities is my art. As one of Golden Gate Sotheby's Top Producing Agents, I put the full network of Sotheby's International Realty resources to work for you. Sotheby's is the most active real estate firm in Marin, offering sophisticated marketing that attracts qualified buyers and sellers nationally and internationally.

### EXPERIENCE GIVES YOU THE EDGE

I began my career in commercial real estate after graduating from UCLA with a business degree. I quickly realized my real talent lay in spotting potential where others hadn't. This led to building, renovating and ultimately selling homes in Marin.

### DATA-DRIVEN MARKET INSIGHT

Data-driven, meaningful market insight drives good decisions. I analyze activity in the Marin real estate markets to support your decision-making.

### EXTENSIVE RENOVATION EXPERIENCE

After renovating and building dozens of homes in Marin, I can pinpoint the changes worth making to maximize the return on your investment.

### HOME INSPECTION ASSISTANCE

Reading between the lines of a physical inspection is an art. Whether buying or selling, I'll make sure you fully understand the potential costs and risks involved.

### HANDS-ON ATTENTION

Each and every one of my clients receive my dedicated focus. I do not work with an assistant, but handle your concerns myself to ensure your complete satisfaction.

### METICULOUS PLANNING AND NEGOTIATING

The devil is in the details in contract negotiations. I scrutinize those details and focus on strategy to eliminate surprises and ensure the best possible outcome for my clients.

## 2017 RESIDENTIAL REAL ESTATE ACTIVITY IN MILL VALLEY

**279**

Homes Sold (priced \$1 Million and above)  
(versus 254 in 2016)

**\$1,920,000**

Average Sale Price  
(up 3% from 2016)

**\$825**

Record Average Price per sq. ft.  
(up 4% from 2016)

**48%**

Homes Sold Above Asking Price

**52%**

Sellers Received Multiple Offers

**52%**

Homes In Escrow Within 30 Days On Market

**195**

Homes Sold Between \$1-\$2 Million  
(versus 175 in 2016)

**52**

Homes Sold Between \$2-\$3 Million  
(versus 61 in 2016)

**\$817**

Average Price per sq. ft.

**\$833**

Average Price per sq. ft.

**22**

Homes Sold Between \$3-\$4 Million  
(versus 11 in 2016)

**10**

Homes Sold Between \$4-\$6 Million  
(versus 7 in 2016)

**\$944**

Average Price per sq. ft.

**\$1,123**

Average Price per sq. ft.

## MILL VALLEY HOMES SOLD JULY - DECEMBER 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
15 Millside	\$1,650,000	\$1,799,000	\$881	1,872 sq. ft.	3 bd./2.5 ba.	.21 ac.	29
127 Sunnyside	\$1,650,000	\$1,600,000	\$761	2,168 sq. ft.	3 bd./2 ba.	.10 ac.	23
14 Rowan	\$1,660,500	\$1,595,000	\$757	2,193 sq. ft.	3 bd./2 ba.	.16 ac.	26
310 Monte Vista	\$1,680,000	\$1,695,000	\$556	3,017 sq. ft.	4 bd./3.5 ba.	.92 ac.	46
40 King	\$1,725,000	\$1,795,000	\$850	2,028 sq. ft.	4 bd./3 ba.	.17 ac.	129
121 Reed	\$1,725,000	\$1,650,000	\$594	2,904 sq. ft.	4 bd./2.5 ba.	.25 ac.	17
88 S Knoll	\$1,750,000	\$1,895,000	\$753	2,322 sq. ft.	4 bd./3 ba.	.17 ac.	110
99 Laverne	\$1,750,000	\$1,795,000	\$643	2,720 sq. ft.	3 bd./3 ba.	1.3 ac.	42
2 Topside	\$1,770,000	\$1,895,000	\$678	2,608 sq. ft.	3 bd./3 ba.	.35 ac.	139
529 Alta Way	\$1,800,000	\$1,995,000	\$630	2,854 sq. ft.	4 bd./2.5 ba.	.22 ac.	52
660 Amaranth	\$1,800,000	\$1,800,000	\$659	2,730 sq. ft.	4 bd./3 ba.	.14 ac.	24
197 Corte Madera	\$1,817,500	\$2,750,000	\$575	3,160 sq. ft.	3 bd./2 ba.	.78 ac.	58
403 Wendy	\$1,825,000	\$1,795,000	\$744	2,451 sq. ft.	4 bd./2.5 ba.	.35 ac.	8
189 Circle	\$1,850,000	\$1,800,000	\$1,150	1,608 sq. ft.	3 bd./2 ba.	.20 ac.	47
1011 Erica	\$1,860,000	\$1,795,000	\$648	2,870 sq. ft.	4 bd./2.5 ba.	.46 ac.	20
20 Sheridan	\$1,865,000	\$2,295,000	\$626	2,976 sq. ft.	4 bd./3 ba.	.27 ac.	87
571 Throckmorton	\$1,890,000	\$1,595,000	\$891	2,119 sq. ft.	4 bd./2 ba.	.32 ac.	18

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102 Homestead	\$1,895,000	\$2,095,000	\$871	2,174 sq. ft.	3 bd./2 ba.	.17 ac.	115
275 Richardson	\$1,900,000	\$1,650,000	\$842	2,254 sq. ft.	3 bd./3 ba.	.23 ac.	10
120 E. Strawberry	\$1,900,000	\$1,850,000	\$1,009	1,882 sq. ft.	4 bd./2 ba.	.21 ac.	11
10 Eton	\$1,905,000	\$1,549,000	\$1,038	1,834 sq. ft.	4 bd./2.5 ba.	.34 ac.	11
126 Lomita	\$1,925,000	\$1,880,000	\$902	2,134 sq. ft.	4 bd./2.5 ba.	.17 ac.	21
220 Reed	\$1,938,000	\$2,095,000	\$836	2,317 sq. ft.	4 bd./2.5 ba.	.19 ac.	41
16 Somerset	\$1,970,000	\$1,995,000	\$844	2,333 sq. ft.	4 bd./3 ba.	.14 ac.	20
254 W Blithedale	\$1,986,000	\$2,400,000	\$662	3,000 sq. ft.	5 bd./4 ba.	.29 ac.	44
70 Elaine	\$1,996,000	\$2,295,000	\$665	3,000 sq. ft.	4 bd./2.5 ba.	1.40 ac.	125
296 Greene	\$2,000,000	\$1,449,000	\$893	2,239 sq. ft.	4 bd./2.5 ba.	.13 ac.	13
16 Parkwood	\$2,050,000	\$2,195,000	\$943	2,173 sq. ft.	4 bd./3 ba.	.16 ac.	35
516 Summit	\$2,050,000	\$2,395,000	\$604	3,390 sq. ft.	5 bd./4 ba.	.69 ac.	60
315 Corte Madera	\$2,100,000	\$2,450,000	\$692	3,031 sq. ft.	3 bd./3.5 ba.	.22 ac.	96
100 Quarry	\$2,150,000	\$2,150,000	\$726	2,959 sq. ft.	4 bd./3 ba.	.35 ac.	47
261 Oakdale	\$2,175,000	\$2,295,000	\$1,018	2,135 sq. ft.	4 bd./3.5 ba.	.11 ac.	31
195 Stanford	\$2,200,000	\$1,998,000	\$970	2,268 sq. ft.	3 bd./2.5 ba.	.19 ac.	51
53 Homestead	\$2,225,000	\$2,395,000	\$895	2,485 sq. ft.	5 bd./3 ba.	.22 ac.	49
14 Underhill	\$2,250,000	\$2,595,000	\$598	3,760 sq. ft.	4 bd./4 ba.	.24 ac.	55
5 Vista Real	\$2,260,000	\$2,595,000	\$619	3,646 sq. ft.	4 bd./3.5 ba.	.28 ac.	176
522 Pixie	\$2,330,000	\$2,395,000	\$935	2,491 sq. ft.	4 bd./2.5 ba.	.27 ac.	35
153 Walnut	\$2,335,000	\$2,295,000	\$1,245	1,875 sq. ft.	4 bd./2 ba.	.11 ac.	13
280 Ralston	\$2,350,000	\$2,595,000	\$440	5,339 sq. ft.	4 bd./4 ba.	1.17 ac.	78
58 Vista Del Sol	\$2,389,000	\$2,749,000	\$642	3,718 sq. ft.	4 bd./3.5 ba.	.29 ac.	143
54 Vista Del Sol	\$2,395,000	\$2,439,000	\$672	3,562 sq. ft.	4 bd./3.5 ba.	.29 ac.	34
21 Azalea	\$2,600,000	\$2,495,000	\$1,166	2,228 sq. ft.	4 bd./2.5 ba.	.31 ac.	7
89 Alta Vista	\$2,715,000	\$2,695,000	\$885	3,066 sq. ft.	5 bd./3 ba.	.13 ac.	0
147 W Blithedale	\$2,725,000	\$2,695,000	\$1,001	2,720 sq. ft.	5 bd./2.5 ba.	.12 ac.	37
9 Maxwell	\$2,850,000	\$2,695,000	\$906	3,145 sq. ft.	4 bd./3.5 ba.	.30 ac.	5
10 Sheridan	\$2,850,000	\$2,795,000	\$454	6,264 sq. ft.	4 bd./5 ba.	1.66 ac.	3
820 Edgewood	\$2,995,000	\$4,400,000	\$481	6,226 sq. ft.	5 bd./5 ba.	10.03 ac.	112
16 Hill	\$3,050,000	\$2,950,000	\$1,086	2,807 sq. ft.	4 bd./4 ba.	.08 ac.	8
150 Greenwood	\$3,150,000	\$2,895,000	\$1,080	2,915 sq. ft.	4 bd./3 ba.	1.53 ac.	5
418 Throckmorton	\$3,330,000	\$3,800,000	\$1,088	3,031 sq. ft.	4 bd./4.5 ba.	.21 ac.	304
12 Heron	\$3,325,000	\$3,395,000	\$921	3,610 sq. ft.	4 bd./4.5 ba.	.20 ac.	141
58 Great Circle	\$3,400,000	\$3,250,000	\$971	3,500 sq. ft.	4 bd./3 ba.	.25 ac.	6
106 Alta Vista	\$3,450,000	\$3,400,000	\$1,046	3,296 sq. ft.	4 bd./3.5 ba.	.17 ac.	25
277 Cascade	\$3,495,000	\$3,495,000	\$872	4,006 sq. ft.	5 bd./4.5 ba.	1.62 ac.	73
57 Shell	\$3,800,000	\$4,295,000	\$1,085	3,500 sq. ft.	5 bd./5.5 ba.	.27 ac.	52
2 Cypress	\$4,400,000	\$4,750,000	\$983	4,473 sq. ft.	4 bd./4.5 ba.	.66 ac.	78
303 Vista Linda	\$4,795,000	\$4,795,000	\$990	4,843 sq. ft.	5 bd./5.5 ba.	.32 ac.	27
90 Vasco	\$4,870,000	\$4,995,000	\$1,059	4,595 sq. ft.	5 bd./5.5 ba.	.72 ac.	30
575 Summit	\$5,000,000	\$5,250,000	\$1,282	3,900 sq. ft.	4 bd./6 ba.	.47 ac.	124
71 Cascade	\$5,045,000	\$5,000,000	\$1,479	3,409 sq. ft.	5 bd./5.5 ba.	.37 ac.	30
209 Tamalpais	\$5,175,000	\$5,250,000	\$1,501	3,447 sq. ft.	5 bd./5.5 ba.	.20 ac.	8
80 Century	\$5,915,000	\$6,800,000	\$983	6,015 sq. ft.	5 bd./6.5 ba.	.53 ac.	289