

# Millstein Market Report

ROSS 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.

While the number of sales and average prices of homes in Ross remained nearly constant year over year, volume is keeping pace in all price ranges but the very highest. Nearly half of all homes sold received multiple offers, and 38% sold over the asking price. Sales of homes priced above \$8 million are the exception, with a decrease in the number of transactions from 2016.

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 ROSS

41

Homes Sold  
(versus 39 in 2016)

\$3,300,000

Average Sale Price

\$1,004

Average Price per sq. ft.

38%

Homes Sold Above Asking Price

49%

Sellers Received Multiple Offers

49%

Homes In Escrow Within 30 Days On Market

8

Homes Sold Between \$1-\$2 Million  
(versus 7 in 2016)

18

Homes Sold Between \$2-\$3 Million  
(versus 14 in 2016)

\$788

Record Average Price per sq. ft.  
(up 7.2% from 2016)

\$995

Record Average Price per sq. ft.

5

Homes Sold Between \$3-\$4 Million  
(versus 6 in 2016)

5

Homes Sold Between \$4-\$6 Million  
(versus 3 in 2016)

\$1,122

Average Price per sq. ft.

\$969

Average Price per sq. ft.  
(nearly same as 2016)

3

Homes Sold Between \$6-\$8 Million  
(same in 2016)

2

Homes Sold Above \$8 Million  
(versus 6 in 2016)

\$1,430

Average Price per sq. ft.

\$1,079

Average Price per sq. ft.

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PRSR STD  
ECRWSS  
U.S. POSTAGE  
**PAID**  
EDDM RETAIL

## ROSS 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
72 Baywood	\$1,633,000	\$1,895,000	\$653	2,500 sq. ft.	3 bd./3 ba.	.66 ac.	192
77 Bolinas	\$1,685,000	\$1,750,000	\$1,139	1,479 sq. ft.	3 bd./2 ba.	.21 ac.	64
19 El Camino Bueno	\$1,801,000	\$1,998,000	\$898	2,005 sq. ft.	2 bd./3 ba.	.35 ac.	170
80 Wellington	\$1,905,000	\$1,900,000	\$707	2,693 sq. ft.	4 bd./2.5 ba.	.12 ac.	43
12 Garden	\$2,025,000	\$1,895,000	\$1,061	1,907 sq. ft.	3 bd./2 ba.	.27 ac.	10
3 Wellington	\$2,199,000	\$2,395,000	\$858	2,561 sq. ft.	3 bd./2.5 ba.	.21 ac.	29
13 Woodhaven	\$2,225,000	\$2,495,000	\$890	2,500 sq. ft.	3 bd./3 ba.	.79 ac.	47
33 Winship	\$2,350,000	\$2,395,000	\$1,000	2,349 sq. ft.	4 bd./2.5 ba.	.12 ac.	23
3 Willow Hill	\$2,450,000	\$2,450,000	\$798	3,067 sq. ft.	3 bd./3 ba.	.48 ac.	21
5 Norwood	\$2,500,000	\$2,495,000	\$1,218	2,051 sq. ft.	4 bd./3 ba.	.14 ac.	34
11 Morrison	\$2,525,000	\$2,525,000	\$864	2,922 sq. ft.	5 bd./3.5 ba.	1.53 ac.	17
98 Chestnut	\$2,555,000	\$2,195,000	\$791	3,227 sq. ft.	5 bd./4.5 ba.	.90 ac.	12
63 Sir Francis Drake	\$2,600,000	\$2,995,000	\$685	3,794 sq. ft.	4 bd./3.5 ba.	.29 ac.	141
109 Boilinas	\$2,665,000	\$2,695,000	\$1,182	2,253 sq. ft.	3 bd./3 ba.	.22 ac.	24
190 Lagunitas	\$2,875,000	\$3,150,000	\$1,130	2,544 sq. ft.	4 bd./2.5 ba.	.32 ac.	47
112 Winding Way	\$3,100,000	\$2,995,000	\$962	3,221 sq. ft.	4 bd./3 ba.	.46 ac.	77
3 Upper	\$4,150,000	\$4,295,000	\$1,050	3,952 sq. ft.	4 bd./3 ba.	2.72 ac.	215
10 Pomeroy	\$5,777,777	\$4,995,000	\$886	6,514 sq. ft.	6 bd./7.5 ba.	2.39 ac.	10
18 Fernhill	\$6,075,000	\$5,995,000	\$1,504	4,039 sq. ft.	5 bd./4 ba.	.47 ac.	17
1 Woodside	\$6,100,000	\$6,350,000	\$1,418	4,300 sq. ft.	4 bd./5 ba.	.30 ac.	23
63 Monte Alegre	\$7,500,000	\$8,295,000	\$1,366	5,487 sq. ft.	5 bd./4.5 ba.	3.47 ac.	231
1 Upper	\$10,000,000	\$10,995,000	\$1,050	9,520 sq. ft.	8 bd./6.5 ba.	1.74 ac.	51