

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

Millstein Market Report

KENTFIELD 2018 MID-YEAR





Market Perspective

Sales remained steady throughout Marin County. During the first half of 2018, nearly the same number of homes sold compared to the same period in 2017. Buyer interest continues to exceed overall home inventory, pushing prices higher. The average sale price is now \$1,736,000 – an increase of 8% over last year.

Three factors may have an impact on the future housing market:

- Upcoming interest rate increases indicated by the Federal Reserve
- Mortgage interest yearly tax deduction, capped at loan amount of \$750,000
- Maximum annual property tax deduction of \$10,000/year

Given the current factors in the Marin market, these factors are unlikely to have a marked affect on overall sales.

Kentfield experienced an uptick in pricing, as well as multiple offers and sales above asking price. Although fewer homes sold, the average price increased by 8% overall. Also notable was the increase in more expensive homes sales. There were twice as many transactions between \$2 million and \$3 million, versus \$1 million and \$2 million compared to the first half of 2017. Kentfield Gardens homes continue to draw premium prices, particularly those with complete renovations, now selling \$1,000 - \$1,300 per square foot.

As always, I will make myself available to answer any questions you may have and discuss potential strategies for maximizing your home value, or purchasing a new home in this dynamic market.

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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.

2018 MID-YEAR RESIDENTIAL REAL ESTATE ACTIVITY IN KENTFIELD

30

Homes Sold
(versus 38 in first half 2017)

\$2,864,000

Average Sale Price
(nearly same as 2017)

\$965

Average Price per sq. ft.
(up 8% from 2017)

45%

Homes Sold Above Asking Price
(versus 42% in 2017)

46%

Sellers Received Multiple Offers
(versus 43% in 2017)

61%

Homes In Escrow Within 15 Days
(versus 50% in 2017)

7

Homes Sold Between \$1-\$2 Million
(versus 14 in first half 2017)

14

Homes Sold Between \$2-\$3 Million
(versus 10 in first half 2017)

\$872

Average Price per sq. ft.
(up 7% from 2017)

\$950

Average Price per sq. ft.
(up 14% from 2017)

4

Homes Sold Between \$3-\$4 Million
(same as first half 2017)

3

Homes Sold Between \$4-\$5 Million
(versus 4 in first half 2017)

\$938

Average Price per sq. ft.

\$1,041

Average Price per sq. ft.

1

Homes Sold Between \$5-\$6 Million
(versus 3 in first half 2017)

1

Homes Sold Between \$6-\$7 Million
(versus 2 in first half 2017)

\$1,362

Average Price per sq. ft.

\$1,295

Average Price per sq. ft.

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KENTFIELD HOMES SOLD JANUARY - JUNE 2018

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 Before Offer
17 Tamal Vista	\$1,350,000	\$1,375,000	\$739	1,826 sq. ft.	3 bd. / 2 ba.	.35 ac.	24
7 Herbing	\$1,580,000	\$1,599,000	\$534	2,996 sq. ft.	3 bd. / 2.5 ba.	.52 ac.	32
24 Wolfe Canyon	\$1,595,000	\$1,400,000	\$996	1,601 sq. ft.	3 bd. / 2 ba.	.22 ac.	6
4 Inman	\$1,715,000	\$1,499,000	\$1,165	1,472 sq. ft.	3 bd. / 2 ba.	.13 ac.	9
6 Berens	\$1,900,000	\$1,900,000	\$1,204	1,578 sq. ft.	3 bd. / 2 ba.	.14 ac.	17
235 S. Ridgewood	\$1,935,000	\$1,999,000	\$715	2,704 sq. ft.	4 bd. / 2.5 ba.	1.15 ac.	39
80 Upper Briar	\$1,950,000	\$2,175,000	\$748	2,604 sq. ft.	4 bd. / 3 ba.	.25 ac.	14
28 Ross Terrace	\$2,050,000	\$2,150,000	\$645	3,178 sq. ft.	4 bd. / 4 ba.	.10 ac.	83
43 Evergreen	\$2,100,000	\$2,249,000	\$898	2,338 sq. ft.	4 bd. / 2.5 ba.	.56 ac.	27
105 Upper Toyon	\$2,147,000	\$1,600,000	\$671	3,196 sq. ft.	5 bd. / 3 ba.	1.30 ac.	9
43 McAllister	\$2,325,000	\$2,150,000	\$1,309	1,776 sq. ft.	3 bd. / 2 ba.	.23 ac.	7
17 Manor	\$2,370,600	\$2,195,000	\$1,042	2,273 sq. ft.	3 bd. / 3 ba.	.17 ac.	8
7 Lilac	\$2,392,000	\$2,400,000	\$1,139	2,090 sq. ft.	4 bd. / 2.5 ba.	.15 ac.	-
23 Terrace	\$2,410,000	\$2,100,000	\$938	2,568 sq. ft.	3 bd. / 3 ba.	.27 ac.	7
61 Wolf Canyon	\$2,485,000	\$2,950,000	\$599	4,147 sq. ft.	5 bd. / 4 ba.	1.02 ac.	48
42 Berens	\$2,500,000	\$2,375,000	\$1,173	2,130 sq. ft.	4 bd. / 2 ba.	.16 ac.	6
311 Evergreen	\$2,650,000	\$2,400,000	\$840	3,152 sq. ft.	4 bd. / 2.5 ba.	.49 ac.	5
100 Upper Briar	\$2,740,000	\$2,695,000	\$947	2,892 sq. ft.	4 bd. / 4 ba.	.21 ac.	12
60 Rock	\$2,800,000	\$2,700,000	\$968	2,890 sq. ft.	3 bd. / 4 ba.	.86 ac.	18
302 Upper Toyon	\$2,831,000	\$2,895,000	\$985	2,874 sq. ft.	4 bd. / 3.5 ba.	2.11 ac.	-
2 Arroyo	\$2,940,000	\$2,940,000	\$1,143	2,570 sq. ft.	4 bd. / 2.5 ba.	.27 ac.	-
333 Goodhill	\$3,123,000	\$2,749,000	\$1,071	2,914 sq. ft.	5 bd. / 3 ba.	.72 ac.	13
81 Kent	\$3,225,000	\$2,995,000	\$862	3,740 sq. ft.	4 bd. / 4 ba.	.32 ac.	7
360 Evergreen	\$3,275,000	\$3,495,000	\$829	3,950 sq. ft.	4 bd. / 5 ba.	2.20 ac.	68
67 Hermit	\$3,300,000	\$3,395,000	\$993	3,321 sq. ft.	5 bd. / 3.5 ba.	.23 ac.	41
11 Mann	\$4,100,000	\$3,995,000	\$849	4,825 sq. ft.	4 bd. / 3 ba.	.85 ac.	7
110 S. Ridgewood	\$4,370,000	\$4,500,000	\$1,035	4,220 sq. ft.	6 bd. / 4.5 ba.	.92 ac.	21
126 Poplar	\$4,900,000	\$4,695,000	\$1,237	3,960 sq. ft.	6 bd. / 4.5 ba.	.75 ac.	7
10 Rock	\$5,350,000	\$5,500,000	\$1,362	3,927 sq. ft.	4 bd. / 4.5 ba.	.51 ac.	-
11 Madrone	\$6,795,000	\$6,795,000	\$1,295	5,244 sq. ft.	6 bd. / 5.5 ba.	.40 ac.	8