

Millstein Market Report

TIBURON 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.

Tiburon experienced a dramatic increase in average price, now at a record of \$3,518,000. This reflects an increase of 15% over 2017. More expensive homes sold this year and the pace of sales is brisk. Notably, 25% more homes priced above \$4 million were sold during the first half of 2018 compared to the same period in 2017. Forty-five percent of all Tiburon homes sold were placed in escrow within 15 days. This is an unusually fast-paced market.

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 TIBURON

60

Homes Sold (versus 72 in first half 2017)

\$3,518,000

Record Average Sale Price (up 15% from 2017)

\$1,038

Record Average Price per sq. ft. (up 2.8% from 2017)

38%

Homes Sold Above Asking Price (versus 39% in 2017)

33%

Sellers Received Multiple Offers (versus 37% in 2017)

45%

Homes In Escrow Within 15 Days (versus 27% in 2017)

12

Homes Sold Between \$1-\$2 Million (versus 15 in first half 2017)

20

Homes Sold Between \$2-\$3 Million (versus 25 in 2017)

\$922

Average Price per sq. ft.

\$1,035

Average Price per sq. ft.

7

Homes Sold Between \$3-\$4 Million (versus 17 in first half 2017)

10

Homes Sold Between \$4-\$5 Million (versus 8 in first half 2017)

\$894

Average Price per sq. ft.

\$943

Average Price per sq. ft.

6

Homes Sold Between \$5-\$7 Million (versus 5 in first half 2017)

5

Homes Sold Above \$7 Million (versus 2 in first half 2017)

\$1,116

Average Price per sq. ft.

\$1,402

Average Price per sq. ft.

TIBURON 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
3 Benton	\$1,150,000	\$1,075,000	\$1,207	952 sq. ft.	2 bd. / 1 ba.	.25 ac.	7
65 Pamela	\$1,200,000	\$1,195,000	\$1,192	1,006 sq. ft.	2 bd. / 1 ba.	.17 ac.	15
0 Alcatraz	\$1,310,000	\$1,299,000	\$768	1,705 sq. ft.	3 bd. / 2 ba.	.05 ac.	27
220 Martinique	\$1,450,000	\$1,500,000	\$582	2,488 sq. ft.	4 bd. / 2 ba.	.17 ac.	42
1 Mara Vista	\$1,500,000	\$1,495,000	\$935	1,604 sq. ft.	3 bd. / 3 ba.	.16 ac.	9
64 Red Hill	\$1,600,000	\$1,650,000	\$668	2,392 sq. ft.	3 bd. / 2.5 ba.	.07 ac.	63
29 Apollo	\$1,670,000	\$1,695,000	\$1,013	1,647 sq. ft.	3 bd. / 2 ba.	.15 ac.	15
307 Trestle Glen	\$1,700,000	\$1,595,000	\$664	2,560 sq. ft.	4 bd. / 3 ba.	.39 ac.	26
745 Hilary	\$1,778,500	\$1,750,000	\$1,154	1,541 sq. ft.	3 bd. / 2 ba.	.17 ac.	91
7 Saba	\$1,962,000	\$1,950,000	\$929	2,111 sq. ft.	3 bd. / 2.5 ba.	.18 ac.	4
20 Juno	\$1,995,000	\$1,995,000	\$1,026	1,944 sq. ft.	4 bd. / 3 ba.	.16 ac.	16
4 Saint Lucia	\$1,999,999	\$2,295,000	\$808	2,475 sq. ft.	4 bd. / 2.5 ba.	.20 ac.	86
1884 Centro	\$2,000,000	\$1,875,000	\$1,142	1,751 sq. ft.	2 bd. / 2 ba.	.14 ac.	4
208 Jamaica	\$2,150,000	\$2,049,000	\$961	2,236 sq. ft.	3 bd. / 2 ba.	.25 ac.	4
27 Juno	\$2,150,000	\$2,099,000	\$1,034	2,078 sq. ft.	3 bd. / 2 ba.	.20 ac.	6
5 Saint Bernard	\$2,200,000	\$2,195,000	\$1,251	1,758 sq. ft.	3 bd. / 2 ba.	.40 ac.	8

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14 Cibrian	\$2,250,000	\$2,250,000	\$648	3,468 sq. ft.	4 bd. / 3.5 ba.	.43 ac.	14
87 Round Hill	\$2,395,000	\$2,395,000	\$1,008	2,375 sq. ft.	3 bd. / 3 ba.	.49 ac.	23
2 Burrell	\$2,400,000	\$2,495,000	\$862	2,784 sq. ft.	3 bd. / 2.5 ba.	.29 ac.	17
24 Noche Vista	\$2,420,000	\$2,349,000	\$1,127	2,146 sq. ft.	4 bd. / 2.5 ba.	.33 ac.	10
133 Lyford	\$2,500,000	\$2,525,000	\$1,226	2,039 sq. ft.	3 bd. / 2.5 ba.	.44 ac.	19
52 Paseo Mirasol	\$2,500,000	\$2,395,000	\$834	2,995 sq. ft.	4 bd. / 3 ba.	.59 ac.	12
104 Sugarloaf	\$2,525,000	\$2,495,000	\$870	2,900 sq. ft.	4 bd. / 2.5 ba.	.25 ac.	20
9 Sutter	\$2,580,000	\$2,695,000	\$1,331	1,938 sq. ft.	3 bd. / 2 ba.	.19 ac.	19
2248 Mar East	\$2,680,000	\$2,495,000	\$1,137	2,356 sq. ft.	3 bd. / 3.5 ba.	.28 ac.	2
30 Seafirth	\$2,683,000	\$2,695,000	\$1,278	2,098 sq. ft.	4 bd. / 3 ba.	.25 ac.	14
15 Mark Terrace	\$2,686,613	\$2,995,000	\$951	2,825 sq. ft.	3 bd. / 3.5 ba.	.41 ac.	29
162 Stewart	\$2,690,000	\$2,695,000	\$923	2,912 sq. ft.	4 bd. / 3 ba.	.20 ac.	52
3 Mateo	\$2,700,000	\$2,700,000	\$1,131	2,387 sq. ft.	3 bd. / 2.5 ba.	.51 ac.	13
66 Paseo Mirasol	\$2,950,000	\$2,795,000	\$880	3,349 sq. ft.	5 bd. / 3.5 ba.	.59 ac.	-
2517 Mar East	\$2,960,000	\$3,275,000	\$1,060	2,790 sq. ft.	4 bd. / 2.5 ba.	.19 ac.	75
55 Geldert	\$2,977,500	\$3,295,000	\$1,136	2,620 sq. ft.	4 bd. / 3.5 ba.	.39 ac.	50
276 Trinidad	\$3,075,000	\$3,155,000	\$966	3,183 sq. ft.	3 bd. / 3.5 ba.	.25 ac.	127
455 Ridge	\$3,200,000	\$2,795,000	\$1,178	2,715 sq. ft.	4 bd. / 3.5 ba.	.50 ac.	14
104 Jamaica	\$3,250,000	\$3,250,000	\$1,012	3,210 sq. ft.	5 bd. / 4 ba.	.59 ac.	11
7 Wilkins	\$3,500,000	\$3,495,000	\$666	5,250 sq. ft.	5 bd. / 3.5 ba.	.97 ac.	6
7 Hillcrest	\$3,750,000	\$4,195,000	\$699	5,363 sq. ft.	6 bd. / 5 ba.	.35 ac.	58
5 Buckwheat	\$3,750,000	\$3,988,000	\$878	4,268 sq. ft.	4 bd. / 4.5 ba.	.61 ac.	100
59 Via Los Altos	\$3,750,000	\$4,000,000	\$854	4,390 sq. ft.	4 bd. / 3.5 ba.	.64 ac.	26
8 Turtle Rock	\$4,025,000	\$3,995,000	\$800	5,028 sq. ft.	5 bd. / 4.5 ba.	.63 ac.	1
7 Heathcliff	\$4,026,765	\$3,295,000	\$1,231	3,270 sq. ft.	3 bd. / 3 ba.	.44 ac.	9
44 Meadow Hill	\$4,100,000	\$3,995,000	\$980	4,180 sq. ft.	4 bd. / 3.5 ba.	.59 ac.	9
1830 Mountain View	\$4,175,000	\$4,995,000	\$943	4,425 sq. ft.	6 bd. / 4 ba.	.70 ac.	166
2390 Paradise	\$4,180,000	\$4,995,000	\$841	4,965 sq. ft.	5 bd. / 5.5 ba.	.27 ac.	213
205 Taylor	\$4,375,000	\$4,995,000	\$850	5,114 sq. ft.	6 bd. / 6 ba.	.77 ac.	173
13 Acacia	\$4,500,000	\$4,195,000	\$717	6,272 sq. ft.	5 bd. / 4.5 ba.	.90 ac.	14
34 Meadow Hill	\$4,795,000	\$4,795,000	\$1,050	4,563 sq. ft.	5 bd. / 4.5 ba.	.62 ac.	12
1 Old Landing	\$4,900,000	\$5,545,000	\$1,051	4,662 sq. ft.	5 bd. / 4.5 ba.	.69 ac.	48
8 Hillcrest	\$4,900,000	\$4,900,000	\$965	5,073 sq. ft.	5 bd. / 5.5 ba.	.46 ac.	23
63 Norman	\$5,150,000	\$6,500,000	\$994	5,180 sq. ft.	5 bd. / 6.5 ba.	.90 ac.	742
6 Cibrian	\$5,260,000	\$5,350,000	\$765	6,871 sq. ft.	5 bd. / 4.5 ba.	1.03 ac.	25
86 Sugarloaf	\$5,400,000	\$6,995,000	\$1,350	4,000 sq. ft.	5 bd. / 3.5 ba.	.32 ac.	211
6 Midden	\$5,505,000	\$5,995,000	\$1,004	5,481 sq. ft.	5 bd. / 7 ba.	.71 ac.	233
180 Gilmartin	\$6,000,000	\$5,975,000	\$1,466	4,090 sq. ft.	4 bd. / 3.5 ba.	.43 ac.	8
2070 Paradise	\$6,250,000	\$6,995,000	\$2,147	2,910 sq. ft.	4 bd. / 3.5 ba.	.35 ac.	80
465 Ridge	\$7,395,000	\$7,395,000	\$1,613	4,583 sq. ft.	4 bd. / 3.5 ba.	.51 ac.	1
5 High Meadow	\$7,400,000	\$7,500,000	\$1,279	5,784 sq. ft.	6 bd. / 4.5 ba.	8.44 ac.	58
88 Via Los Altos	\$7,450,000	\$7,450,000	\$1,117	6,666 sq. ft.	6 bd. / 6.5 ba.	.54 ac.	15
3560 Paradise	\$8,650,000	\$12,900,000	\$1,294	6,680 sq. ft.	4 bd. / 4.5 ba.	2.44 ac.	604
10 Saint Bernard	\$8,705,000	\$8,705,000	\$1,703	5,111 sq. ft.	5 bd. / 5.5 ba.	.56 ac.	-