

# Millstein Market Report

TIBURON RESIDENTIAL REAL ESTATE



## 2018 Year-End

Golden  
Gate

Sotheby's  
INTERNATIONAL REALTY



## Market Perspective

Some of my clients are concerned about the current economic climate and how it might be affecting real estate here in Marin.

Fortunately, Marin doesn't usually move in step with other real estate markets or even other financial markets. Our market is seldom flooded with inventory, and limited supply sustains prices. While prices could flatten and we may see fewer multiple bids and fewer homes sell over list price, Marin's desirability keeps real estate prices relatively stable. Highly desirable properties will continue to attract significant interest and command premium prices.

Selling prices continued to hit record highs in Marin County in 2018. While the number of homes sold in 2018 dropped slightly (2.2%) from 2017, the average selling price rose 4.9% to a record setting \$1,682,000. Fewer homes sold at prices below \$1 million than in 2017, while homes priced between \$1 million and \$4 million sold in record numbers. In fact, 2018 marked the tenth year of record growth.

The Tiburon market hit a record setting average selling price of \$3,175,000 in 2018 with fewer homes available and sold. Seven homes priced over \$7 million sold in 2018, more than doubling the number of sales in that range in 2017. Though overall prices increased, slightly fewer homes received multiple offers. A third of all home sold in 2018 did so after price reductions. For homes priced between \$3 million and \$4 million, 34% fewer homes sold and nearly 70% of those experienced price reductions. Nevertheless, Tiburon remains highly desirable and prices remain at record highs.

I would love to discuss strategies for selling your home and maximizing the value, for purchasing a new home, or for any questions you may have.

Best Regards,

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## The Mark Millstein Difference

Maximizing value for my clients is a science. Seeing the possibilities in a property 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 THAT GIVES YOU AN EDGE

I have been working in Real Estate for over 35 years since I graduated from UCLA with a business degree. I have worked both in commercial and residential real estate as a developer, renovator, builder, and broker in Marin and San Francisco. This depth and breadth of experience gives my clients a meaningful edge as they buy or sell their homes.

### DATA-DRIVEN MARKET INSIGHT

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

### HOME INSPECTION ASSISTANCE

Reading between the lines of a physical inspection can protect you from surprises. Whether buying or selling, I'll make sure you fully understand the potential costs and risks involved.

### EXTENSIVE RENOVATION EXPERIENCE

Early in my career, I realized I have a talent for maximizing the value of a property. After renovating and building dozens of homes in Marin as well as selling many others, I can pinpoint the changes worth making to maximize the return on your investment. My known and trusted network of tradesmen can save my clients money and hassle. And given my experience with remodeling, I am happy to manage all pre-listing home improvements for my clients when they prefer.

### HANDS-ON ATTENTION

Each and every one of my clients receives my dedicated focus. I will handle your concerns so that you are not left in the hands of a less experienced associate or assistant.

### METICULOUS PLANNING AND NEGOTIATING

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

## 2018 YEAR-END RESIDENTIAL REAL ESTATE ACTIVITY IN TIBURON

115

Homes Sold  
(versus 134 in 2017)

\$3,175,000

Record Average Sale Price  
(versus \$3.06M in 2017)

\$980

Average Price per sq. ft.  
(versus \$1,009 in 2017)

29%

Homes Sold Above Asking Price  
(same as 2017)

33%

Sellers Received Multiple Offers  
(versus 37% in 2017)

40%

Homes In Escrow Within 15 Days On Market  
(versus 37% in 2017)

27

Homes Sold Between \$1-\$2 Million  
(versus 31 in 2017)

45

Homes Sold Between \$2-\$3 Million  
(versus 46 in 2017)

\$913

Average Price per sq. ft.

\$954

Record Average Price per sq. ft.

19

Homes Sold Between \$3-\$4 Million  
(versus 29 in 2017)

10

Homes Sold Between \$4-\$5 Million  
(versus 15 in 2017)

\$912

Average Price per sq. ft.

\$943

Average Price per sq. ft.

7

Homes Sold Between \$5-\$7 Million  
(versus 10 in 2017)

7

Homes Sold Above \$7 Million  
(versus 3 in 2017)

\$1,125

Average Price per sq. ft.

\$1,503

Average Price per sq. ft.

## TIBURON HOMES SOLD JULY - DECEMBER 2018

Address	Selling Price	Original Listing Price	Price Per Sq. Ft. Sold	Approx. Size of Home	Bedrooms/ Baths	Approx. Lot Size (1 ac. = 43,560 sq. ft.)	Days Before Offer
51 Upper Terrace	\$1,200,000	\$1,200,000	\$580	2,067 sq. ft.	3 bd. / 2 ba.	.20 ac.	-
112 Leland	\$1,315,000	\$1,399,000	\$1,011	1,300 sq. ft.	3 bd. / 2 ba.	.18 ac.	33
55 Pamela	\$1,325,000	\$1,350,000	\$1,028	1,288 sq. ft.	3 bd. / 2 ba.	.18 ac.	33
57 Mercury	\$1,350,000	\$1,600,000	\$803	1,680 sq. ft.	4 bd. / 2 ba.	.34 ac.	34
114 Jefferson	\$1,525,000	\$1,690,000	\$784	1,944 sq. ft.	5 bd. / 3 ba.	.17 ac.	76
681 Hillary	\$1,665,000	\$1,775,000	\$1,036	1,606 sq. ft.	3 bd. / 2.5 ba.	.17 ac.	27
1880 Centro West	\$1,700,000	\$1,550,000	\$869	1,955 sq. ft.	3 bd. / 2 ba.	.16 ac.	17
25 Old Landing	\$1,795,000	\$1,795,000	\$969	1,851 sq. ft.	3 bd. / 2 ba.	.37 ac.	10
59 Paseo Mirasol	\$1,825,000	\$1,795,000	\$847	2,154 sq. ft.	4 bd. / 3 ba.	.26 ac.	3
496 Irving	\$1,840,000	\$1,750,000	\$1,025	1,795 sq. ft.	4 bd. / 2.5 ba.	.18 ac.	2
250 Blackfield	\$1,849,000	\$1,995,000	\$824	2,242 sq. ft.	3 bd. / 2 ba.	.37 ac.	44
90 Rowley	\$1,900,000	\$1,795,000	\$1,107	1,715 sq. ft.	3 bd. / 2 ba.	.22 ac.	56
78 Red Hill	\$1,930,000	\$1,950,000	\$806	2,392 sq. ft.	3 bd. / 2.5 ba.	.09 ac.	273
2387 Mar East	\$1,960,000	\$2,295,000	\$1,093	1,792 sq. ft.	3 bd. / 2.5 ba.	.09 ac.	86
11 Saint Lucia	\$2,030,000	\$1,995,000	\$972	2,088 sq. ft.	3 bd. / 2.5 ba.	.23 ac.	13
158 Blackfield	\$2,095,000	\$2,325,000	\$1,117	1,875 sq. ft.	4 bd. / 2.5 ba.	.17 ac.	77
135 Trinidad	\$2,100,000	\$2,375,000	\$758	2,769 sq. ft.	4 bd. / 2.5 ba.	.30 ac.	59
135 Saint Thomas	\$2,180,000	\$1,999,000	\$783	2,784 sq. ft.	4 bd. / 2 ba.	.37 ac.	17
3630 Paradise	\$2,225,000	\$2,495,000	\$1,240	1,794 sq. ft.	3 bd. / 2 ba.	.84 ac.	74
16 Mateo	\$2,225,000	\$2,195,000	\$731	3,043 sq. ft.	4 bd. / 4 ba.	.46 ac.	4
34 Linda Vista	\$2,250,000	\$3,000,000	\$693	3,243 sq. ft.	4 bd. / 2 ba.	.22 ac.	213
127 Saint Thomas	\$2,268,000	\$2,100,000	\$806	2,813 sq. ft.	3 bd. / 2.5 ba.	.33 ac.	13
711 Hawthorne	\$2,285,000	\$2,600,000	\$1,089	2,098 sq. ft.	4 bd. / 3 ba.	.16 ac.	51
11 East Terrace	\$2,360,000	\$2,250,000	\$1,093	2,158 sq. ft.	4 bd. / 2.5 ba.	.25 ac.	7
690 Hilary	\$2,375,000	\$2,375,000	\$1,028	2,310 sq. ft.	4 bd. / 3 ba.	.20 ac.	12
26 Corte San Fernando	\$2,375,000	\$2,300,000	\$898	2,644 sq. ft.	5 bd. / 2.5 ba.	.26 ac.	10
114 Howard	\$2,388,000	\$2,750,000	\$854	2,794 sq. ft.	5 bd. / 3.5 ba.	.23 ac.	112
2 Via Capistrano	\$2,400,000	\$2,350,000	\$773	3,103 sq. ft.	5 bd. / 2 ba.	.60 ac.	15
138 Stewart	\$2,400,000	\$2,395,000	\$727	3,297 sq. ft.	4 bd. / 2 ba.	.17 ac.	16
113 Blackfield	\$2,495,000	\$2,495,000	\$1,103	2,262 sq. ft.	4 bd. / 3 ba.	.17 ac.	1
339 Blackfield	\$2,500,000	\$2,995,000	\$696	3,589 sq. ft.	4 bd. / 3.5 ba.	.40 ac.	55
130 Stewart	\$2,510,000	\$2,575,000	\$959	2,616 sq. ft.	4 bd. / 3 ba.	.17 ac.	24
5 Corte Las Casas	\$2,520,000	\$2,495,000	\$935	2,693 sq. ft.	4 bd. / 3.5 ba.	.24 ac.	14
31 Terrace	\$2,625,000	\$2,595,000	\$951	2,760 sq. ft.	4 bd. / 3 ba.	.21 ac.	12
5002 Paradise	\$2,675,000	\$3,295,000	\$803	3,329 sq. ft.	4 bd. / 2.5 ba.	1.04 ac.	62
150 Trinidad	\$2,715,000	\$2,595,000	\$863	3,144 sq. ft.	4 bd. / 3 ba.	.27 ac.	12
535 Comstock	\$2,775,000	\$2,995,000	\$934	2,970 sq. ft.	5 bd. / 3.5 ba.	.27 ac.	55
60 Seafirth	\$2,810,000	\$3,495,000	\$774	3,630 sq. ft.	4 bd. / 3.5 ba.	.54 ac.	120
175 Avenida Miraflores	\$2,950,000	\$3,195,000	\$734	4,017 sq. ft.	4 bd. / 3.5 ba.	.25 ac.	22
20 Venado	\$3,050,000	\$3,195,000	\$866	3,520 sq. ft.	6 bd. / 4 ba.	.24 ac.	20
4338 Paradise	\$3,113,000	\$3,275,000	\$1,142	2,725 sq. ft.	4 bd. / 3.5 ba.	.51 ac.	13
10 Acela	\$3,200,000	\$3,395,000	\$888	3,600 sq. ft.	4 bd. / 3.5 ba.	.38 ac.	11
27 Mara Vista	\$3,275,000	\$3,795,000	\$915	3,579 sq. ft.	5 bd. / 4.5 ba.	.32 ac.	125
4 Malvino	\$3,300,000	\$3,695,000	\$1,006	3,279 sq. ft.	5 bd. / 5 ba.	.32 ac.	57
108 Lyford	\$3,500,000	\$3,500,000	\$997	3,510 sq. ft.	3 bd. / 4.5 ba.	.63 ac.	-
84 Sugarloaf	\$3,530,000	\$3,995,000	\$790	4,465 sq. ft.	5 bd. / 3.5 ba.	.28 ac.	83
4755 Paradise	\$3,550,000	\$4,195,000	\$852	4,165 sq. ft.	5 bd. / 3.5 ba.	.54 ac.	71
90 Reed Ranch	\$3,600,000	\$4,195,000	\$832	4,326 sq. ft.	5 bd. / 3.5 ba.	.49 ac.	93
4185 Paradise	\$3,900,000	\$4,695,000	\$832	4,786 sq. ft.	4 bd. / 4 ba.	.30 ac.	291
159 Rock Hill	\$3,950,000	\$4,200,000	\$988	3,994 sq. ft.	5 bd. / 3.5 ba.	.32 ac.	44
2 Turtle Rock	\$3,982,000	\$4,599,000	\$883	4,505 sq. ft.	5 bd. / 4.5 ba.	.81 ac.	115
91 Via Los Altos	\$6,250,000	\$6,995,000	\$1,170	5,338 sq. ft.	5 bd. / 6 ba.	.35 ac.	77
15 Place Moulin	\$7,600,000	\$8,500,000	\$1,346	5,645 sq. ft.	5 bd. / 4.5 ba.	.46 ac.	146
116 Lyford	\$13,200,000	\$15,900,000	\$2,165	6,097 sq. ft.	6 bd. / 8 ba.	.87 ac.	142