

# MILLSTEIN MARKET REPORT

Year-to-Date 2014 Belvedere Residential Real Estate

August 2014



## Marin Overview

Nearly 9% more Marin County homes priced \$1 million and above have sold year-to-date in 2014 compared to the same period in 2013.

More good news:

- Average selling price is at a record high for single-family homes sold having increased 16% vs. 2013 to \$1,384,000.
- For homes selling above \$1 million, the average selling price is \$2,027,000.
- Thirty-four percent more homes sold above \$2 million compared to the same period in 2013.

The Marin real estate market continues to accelerate favoring sellers. The inventory of homes for sale continues to be extremely limited, frustrating many would-be buyers. Fixed supply, low interest rates, strong job market, and increasing buyer purchasing power continue to force selling prices to higher levels.

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## Belvedere Overview

More homes sold in Belvedere year-to-date 2014 (29 homes sold compared to 22 for the same period in 2013).

- Prices are continuing to rise. The average selling price for 2014 increased 10% to \$3.3 million vs. 2013 average.
- The average price per square foot sold also increased to \$1,031.
- Sales activity is strong for homes selling between \$2-3 million.
- Six homes have sold above \$4 million compared to just 2 selling during the same period in 2013.



More expensive homes are now selling. Pricing in Belvedere is now within 8% of the 2007 highpoint. Currently there are no homes for sale priced between \$3-4 million. Inventory is limited in all price points leaving buyers very little choice.

We expect demand to continue during 2014 as buyer confidence has noticeably returned.

I've been working in Bay Area real estate since 1980, and I bring this experience to my clients. My expertise in preparing a home to sell will provide the highest possible price and provide a quick sale.

As a Belvedere specialist at Sotheby's International Realty, I provide my clients with highest level of service. Utilizing aerial photography, video, and extensive local and international advertising, you'll find that my reach in exposing new listings to potential buyers is unsurpassed.

Please call me (415.601.9240) or email me at [mark.millstein@sothebysrealty.com](mailto:mark.millstein@sothebysrealty.com) to learn about the personal service I offer along with the benefit of Sotheby's International Realty.

Warmest regards,

A handwritten signature in white ink that reads "Mark Millstein". The signature is written in a cursive, flowing style.

Mark Millstein  
Decker Bullock Sotheby's International Realty

## BELVEDERE HOMES SOLD APRIL-JULY 2014

Address	Selling Price	Original Listing Price	Price Per Sq. Ft.	Approx. Size of Home	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
101 Bayview	\$1,325,000	\$1,375,000	\$947	1,399 sq. ft.	2 bd. / 2 ba.	10,424 sq. ft.	31
27 Acacia	\$1,555,000	\$1,585,000	\$927	1,676 sq. ft.	3 bd. / 2.5 ba.	3,624 sq. ft.	18
6 Blanding	\$1,800,000	\$3,920,000	\$598	3,010 sq. ft.	4 bd. / 3 ba.	18,848 sq. ft. (land not included)	308
10 Edgewater	\$1,995,000	\$1,995,000	\$1,256	1,588 sq. ft.	3 bd. / 2 ba.	7,680 sq. ft.	36
9 North Point	\$2,100,000	\$2,095,000	\$845	2,485 sq. ft.	4 bd. / 3 ba.	14,209 sq. ft.	31
61 West Shore	\$2,300,000	\$2,200,000	\$600	3,828 sq. ft.	4 bd. / 3.5 ba.	12,998 sq. ft. (land not included)	22
1 North Point	\$2,350,000	\$2,595,000	\$925	2,540 sq. ft.	4 bd. / 3 ba.	9,304 sq. ft.	122
29 Bayview	\$2,470,000	\$2,495,000	\$1,153	2,142 sq. ft.	4 bd. / 2.5 ba.	12,009 sq. ft.	70
18 Peninsula	\$2,487,260	\$2,795,000	\$1,044	2,382 sq. ft.	4 bd. / 3 ba.	7,183 sq. ft.	26
4 Eucalyptus	\$2,855,000	\$2,955,000	\$819	3,485 sq. ft.	4 bd. / 4 ba.	20,160 sq. ft.	77
195 San Rafael	\$2,910,000	\$2,995,000	\$769	3,784 sq. ft.	4 bd. / 3.5 ba.	11,008 sq. ft.	43
51 West Shore	\$3,000,000	\$3,995,000	\$1,316	2,279 sq. ft.	3 bd. / 2.5 ba.	11,600 sq. ft.	263
4 Maybridge	\$4,025,000	\$4,495,000	\$942	4,271 sq. ft.	5 bd. / 4 ba.	14,384 sq. ft.	143
15 West Shore	\$4,795,000	\$5,795,000	\$1,323	3,623 sq. ft.	4 bd. / 5.5 ba.	13,199 sq. ft.	319
31 West Shore	\$5,500,000	\$5,595,000	\$1,478	3,719 sq. ft.	4 bd. / 5.5 ba.	8,381 sq. ft.	201