

MILLSTEIN MARKET REPORT

Year-to-Date 2014 Kentfield 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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Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

MILLSTEIN MARKET REPORT

Year-to-Date 2014 Kentfield Residential Real Estate

Kentfield Overview

Nearly an identical number of Kentfield homes priced \$1 million and above sold in 2014 compared to the same period in 2013. Forty-seven homes have sold. Some very good news:

- The average price per square foot sold is at a record high having increased 11% to \$820 vs. 2013. Nearly 50% percent of homes sold over their list price and within 30 days.
- Prices are continuing to rise. The average selling price is near the 2009 highpoint having increased 6.4% to \$2.57 million vs. 2013.
- Homes selling between \$3-4 million had the shortest average days on the market.



Inventory is very limited with just a few homes on the market in each price category. There are just two homes on the market priced between \$2-3 million. This unusual void has left many would-buyers waiting for new inventory.

We expect strong demand to continue for the foreseeable future as complete buyer confidence has noticeably returned.

I've been working in Bay Area real estate since 1980, and 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 Kentfield 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 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 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 fluid and cursive, with the first name "Mark" and last name "Millstein" clearly legible.

Mark Millstein

Decker Bullock Sotheby's International Realty

KENTFIELD HOMES SOLD \$1.2M AND ABOVE 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
1 Fay	\$1,300,000	\$1,450,000	\$708	1,835 sq. ft.	3 bd. / 2 ba.	9,601 sq. ft.	50
50 Quisisana	\$1,500,000	\$1,575,000	\$677	2,214 sq. ft.	3 bd. / 2 ba.	8,999 sq. ft.	26
112 Terrace	\$1,535,000	\$1,595,000	\$607	2,526 sq. ft.	3 bd. / 3 ba.	8,499 sq. ft.	29
10 Wolf Glen	\$1,617,814	\$1,899,000	\$702	2,303 sq. ft.	3 bd. / 2.5 ba.	12,001 sq. ft.	35
36 McAllister	\$1,625,000	\$1,495,000	\$945	1,719 sq. ft.	3 bd. / 2.5 ba.	5,589 sq. ft.	18
114 Stetson	\$1,649,000	\$1,649,000	\$648	2,544 sq. ft.	3 bd. / 4 ba.	12,650 sq. ft.	19
55 Westwood	\$1,650,000	\$1,895,000	\$735	2,244 sq. ft.	4 bd. / 2 ba.	29,612 sq. ft.	37
230 Hillside	\$1,725,000	\$1,495,000	\$587	2,934sq. ft.	5 bd. / 2.5 ba.	1.12 acres	31
12 Altamira	\$1,725,000	\$1,649,000	\$738	2,337sq. ft.	3 bd. / 2.5 ba.	6,752 sq. ft.	30
117 Terrace	\$1,800,000	\$1,595,000	\$627	2,870sq. ft.	4 bd. / 3 ba.	10,000 sq. ft.	41
14 Lilac	\$1,850,000	\$1,895,000	\$858	2,155 sq. ft.	3 bd. / 3 ba.	6,551 sq. ft.	43
39 Rosebank	\$1,900,000	\$1,995,000	\$779	2,436 sq. ft.	4 bd. / 3 ba.	5,915 sq. ft.	75
293 Makin	\$1,920,000	\$1,795,000	\$595	3,224 sq. ft.	5 bd. / 4 ba.	35,998 sq. ft.	10
30 Hanken	\$1,960,000	\$1,995,000	\$822	2,384 sq. ft.	3 bd. / 3.5 ba.	15,599 sq. ft.	29
320 Upper Toyon	\$2,015,000	\$2,495,000	\$508	3,966 sq. ft.	4 bd. / 3 ba.	2.39 acres	246
90 Westwood	\$2,023,811	\$2,195,000	\$788	2,567 sq. ft.	4 bd. / 3 ba.	23,784 sq. ft.	65
28 Acacia	\$2,075,000	\$1,995,000	\$783	2,649 sq. ft.	3 bd. / 2.5 ba.	8,640 sq. ft.	29
314 Kent	\$2,100,000	\$1,795,000	\$958	2,190 sq. ft.	4 bd. / 2.5 ba.	8,100 sq. ft.	7
266 Poplar	\$2,175,000	\$1,875,000	\$861	2,526 sq. ft.	3 bd. / 3 ba.	12,502 sq. ft.	15
70 Berens	\$2,200,000	\$1,995,000	\$875	2,514 sq. ft.	4 bd. / 3 ba.	8,063 sq. ft.	20
100 McAllister	\$2,255,000	\$2,249,000	\$869	2,592 sq. ft.	4 bd. / 3 ba.	10,659 sq. ft.	38
27 Madrone	\$2,500,000	\$1,895,000	\$1,032	2,422 sq. ft.	4 bd. / 2.5 ba.	24,002 sq. ft.	8
111 Cypress	\$2,500,000	\$1,878,000	\$637	3,919 sq. ft.	4 bd. / 3.5 ba.	18,050 sq. ft.	22
51 Laurel Grove	\$2,698,900	\$3,000,000	\$981	2,750 sq. ft.	3 bd. / 3 ba.	10,350 sq. ft.	139
12 Idlewood	\$2,800,000	\$2,850,000	\$925	3,025 sq. ft.	5 bd. / 4 ba.	23,226 sq. ft.	45
100 Idlewood	\$2,925,000	\$2,979,500	\$575	5,080 sq. ft.	5 bd. / 6 ba.	19,998 sq. ft.	27
34 Acorn	\$3,150,000	\$3,150,000	\$1,052	2,992 sq. ft.	4 bd. / 3.5 ba.	1.27 acres	20
145 Hillcrest	\$3,275,000	\$3,495,000	\$847	3,863 sq. ft.	3 bd. / 2.5 ba.	23,100 sq. ft.	80
36 N Ridgewood	\$3,450,000	\$3,200,000	\$926	3,723 sq. ft.	3 bd. / 3 ba.	1.75 acres	9
15 Blueridge	\$3,450,000	\$3,495,000	\$1,003	3,439 sq. ft.	5 bd. / 3.5 ba.	39,009 sq. ft.	6
110 S Ridgewood	\$3,900,000	\$3,995,000	\$924	4,220 sq. ft.	6 bd. / 3.5 ba.	40,502 sq. ft.	42
31 Mann	\$4,500,000	\$4,495,000	\$962	4,673 sq. ft.	5 bd. / 4.5 ba.	15,751 sq. ft.	23
37 N Ridgewood	\$4,500,000	\$5,195,000	\$985	4,565 sq. ft.	5 bd. / 4.5 ba.	1.76 acres	83
133 Laurel Grove	\$6,072,221	\$6,495,000	\$979	6,200 sq. ft.	5 bd. / 5.5 ba.	32,234 sq. ft.	53
310 Palm	\$12,250,000	\$13,895,000	\$1,721	7,117 sq. ft.	5 bd. / 5.5 ba.	3.17 acres	486