

## Larkspur Real Estate Review – January – March 2014

The selling season began early this year as the winter market has been more active than in years past.

So far in 2014, more homes have sold in Larkspur when compared to the same period in 2013. Moreover, the average selling price dramatically increased. Nearly 50% percent of homes sold were priced above \$1.7 million. Buyers are moving quickly and spending more on their home purchases.

Average pricing increased. The average price per square foot sold during 2014 increased to \$793.

More homes are in escrow; inventory is limited. Nearly 50% of the homes on the market are in escrow. Current inventory is most limited for homes priced between \$1.4-2 million.

We are now experiencing a much stronger market than previous years. Buyers are out and looking, despite low inventories. If you've been waiting to sell, now is the time, as prices are now approaching record levels.

As a Larkspur specialist at Sotheby's International Realty, I provide the highest level of service. Because I use aerial photography, video, and extensive local and international advertising, you'll find my reach in exposing your home 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.

Warmly,



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INTERNATIONAL REALTY

www.marinpremierhomes.com

Mark Millstein  
100 Tiburon Blvd  
Mill Valley, CA 94941  
415.601.9240  
mark.millstein@sothebysrealty.com

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### LARKSPUR HOMES SOLD \$1M AND ABOVE JANUARY-MARCH 2014

| 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 on Market |
|-----------------------|---------------|------------------------|------------------------|----------------------|-----------------|--|----------------|
| 170 Riviera           | \$1,392,440   | \$1,575,000            | \$630                  | 2,208 sq. ft.        | 3 bd. / 2.5 ba. | 14,248 sq. ft.                             | 18             |
| 15 Orange             | \$1,350,000   | \$1,350,000            | \$660                  | 2,044 sq. ft.        | 3 bd. / 3 ba.   | 8,999 sq. ft.                              | 46             |
| 10 Orange             | \$1,400,000   | \$1,395,000            | \$887                  | 1,577 sq. ft.        | 3 bd. / 2 ba.   | 10,402 sq. ft.                             | 17             |
| 33 Creek View         | \$1,450,000   | \$1,425,000            | \$629                  | 2,303 sq. ft.        | 3 bd. / 2.5 ba. | 5,336 sq. ft.                              | 8              |
| 215 Alexander         | \$1,490,000   | \$1,525,000            | n/a                    | n/a                  | 5 bd. / 3 ba.   | 12,001 sq. ft.                             | 82             |
| 33 Corte Del Coronado | \$1,496,250   | \$1,295,000            | \$820                  | 1,824 sq. ft.        | 3 bd. / 2 ba.   | 8,451 sq. ft.                              | 31             |
| 2 Yale                | \$1,615,000   | \$1,495,000            | \$859                  | 1,880 sq. ft.        | 3 bd. / 2 ba.   | 8,000 sq. ft.                              | 24             |
| 148 Harvard           | \$1,715,000   | \$1,800,000            | \$627                  | 2,732 sq. ft.        | 5 bd. / 2.5 ba. | 8,233 sq. ft.                              | 126            |
| 134 Riviera           | \$1,800,000   | \$1,950,000            | \$927                  | 1,940 sq. ft.        | 3 bd. / 2 ba.   | 26,000 sq. ft.                             | 84             |
| 123 Pepper            | \$1,908,000   | \$1,800,000            | \$837                  | 2,279 sq. ft.        | 3 bd. / 3 ba.   | 7,649 sq. ft.                              | 19             |
| 162 Marina Vista      | \$2,100,000   | \$2,795,000            | \$656                  | 3,200 sq. ft.        | 4 bd. / 3.5 ba. | 1 ac.                                      | 168            |
| 1 Lark                | \$2,750,888   | \$2,750,000            | \$965                  | 2,850 sq. ft.        | 4 bd. / 3.5 ba. | 8,424 sq. ft.                              | 86             |
| 108 Pepper            | \$4,400,000   | \$4,595,000            | \$885                  | 4,969 sq. ft.        | 4 bd. / 4 ba.   | 14,401 sq. ft.                             | 114            |