

# MILLSTEIN MARKET REPORT

Year-to-Date 2014 Larkspur 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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Year-to-Date 2014 Larkspur Residential Real Estate

## Larkspur Overview

More homes sold in Larkspur so far in 2014 priced \$1 million and above compared to the same period in 2013. (44 homes sold compared to 36 for the same period in 2013).

More good news:

- The average price per square foot sold is at a record high having increased 15% to \$753 vs. 2013. Nearly 44% percent of homes sold over their list price and within 30 days.
- Prices are continuing to rise. The average selling price is very near the 2008 highpoint having increased 10.5% to \$1.7 million vs. 2013.
- Although the majority of homes are selling below \$2 million, nearly double the number of homes sold above \$2 million in 2014 compared to the same period in 2013.

Inventory continues to be very limited in all price categories. There are just two homes on the market priced between \$1.5-2 million. This unusual void has left many would-be 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 Larkspur 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](mailto:mark.millstein@sothebysrealty.com) to learn about the personal service I offer along with the benefit of Sotheby's International Realty.

Warmest regards,



Mark Millstein

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## LARKSPUR 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
101 Locust	\$1,300,000	\$1,250,000	\$819	1,587 sq. ft.	3 bd. / 3 ba.	3,977 sq. ft.	13
25 Tulane	\$1,300,000	\$1,299,000	\$831	1,564 sq. ft.	3 bd. / 2 ba.	8,000 sq. ft.	14
72 Heather	\$1,300,000	\$1,300,000	\$672	1,932 sq. ft.	3 bd. / 2 ba.	5,502 sq. ft.	32
60 Cross Creek	\$1,320,000	\$1,345,000	\$695	1,898 sq. ft.	3 bd. / 2.5 ba.	5,340 sq. ft.	35
52 Piedmont	\$1,375,000	\$1,395,000	\$596	2,304 sq. ft.	4 bd. / 2.5 ba.	4,950 sq. ft.	57
75 Dartmouth	\$1,405,000	\$1,350,000	\$858	1,636 sq. ft.	3 bd. / 2.5 ba.	7,501 sq. ft.	23
33 Hatzic	\$1,425,000	\$1,499,000	\$481	2,957 sq. ft.	4 bd. / 4 ba.	13,499 sq. ft.	64
159 Marina Vista	\$1,450,000	\$1,499,000	\$605	2,396 sq. ft.	3 bd. / 2 ba.	12,998 sq. ft.	37
22 Frances	\$1,488,000	\$1,499,000	\$856	1,737 sq. ft.	4 bd. / 3 ba.	5,001 sq. ft.	45
18 Owlswood	\$1,500,000	\$1,495,000	\$666	2,252 sq. ft.	4 bd. / 3 ba.	11,000 sq. ft.	31
10 Elm	\$1,525,000	\$1,495,000	\$889	1,714 sq. ft.	3 bd. / 2 ba.	3,498 sq. ft.	20
72 Cross Creek	\$1,580,000	\$1,385,000	\$593	2,664 sq. ft.	4 bd. / 3.5 ba.	6,168 sq. ft.	6
27 Redwood	\$1,660,000	\$1,495,000	\$737	2,252 sq. ft.	3 bd. / 2.5 ba.	7,000 sq. ft.	26
104 Baltimore	\$1,675,000	\$1,500,000	\$693	2,416 sq. ft.	3 bd. / 2.5 ba.	8,699 sq. ft.	9
355 Madrone	\$1,749,000	\$1,995,000	\$667	2,622 sq. ft.	4 bd. / 2.5 ba.	10,675 sq. ft.	52
10 Tamalpais	\$1,775,000	\$1,800,000	\$759	2,337 sq. ft.	4 bd. / 3.5 ba.	12,001 sq. ft.	21
214 W Baltimore	\$1,825,000	\$1,895,000	\$631	2,888 sq. ft.	4 bd. / 3.5 ba.	12,301 sq. ft.	37
51 Frances	\$2,100,000	\$1,895,000	\$810	2,602 sq. ft.	4 bd. / 3 ba.	6,199 sq. ft.	15
11 Wilshire	\$2,200,000	\$1,749,000	\$948	2,320 sq. ft.	4 bd. / 2.5 ba.	16,200 sq. ft.	28
45 Corte Del Bayo	\$2,275,250	\$2,395,000	\$889	2,557 sq. ft.	3 bd. / 2.5 ba.	18,199 sq. ft.	7
133 Madrone	\$2,800,000	\$2,850,000	\$919	3,044 sq. ft.	5 bd. / 3 ba.	15,825 sq. ft.	28
271 Madrone	\$3,000,000	\$2,952,000	n/a	n/a	4 bd. / 2.5 ba.	28,301 sq. ft.	34
15 Monte Vista	\$3,400,000	\$3,695,000	\$1,032	3,294 sq. ft.	4 bd. / 3.5 ba.	10,620 sq. ft.	46