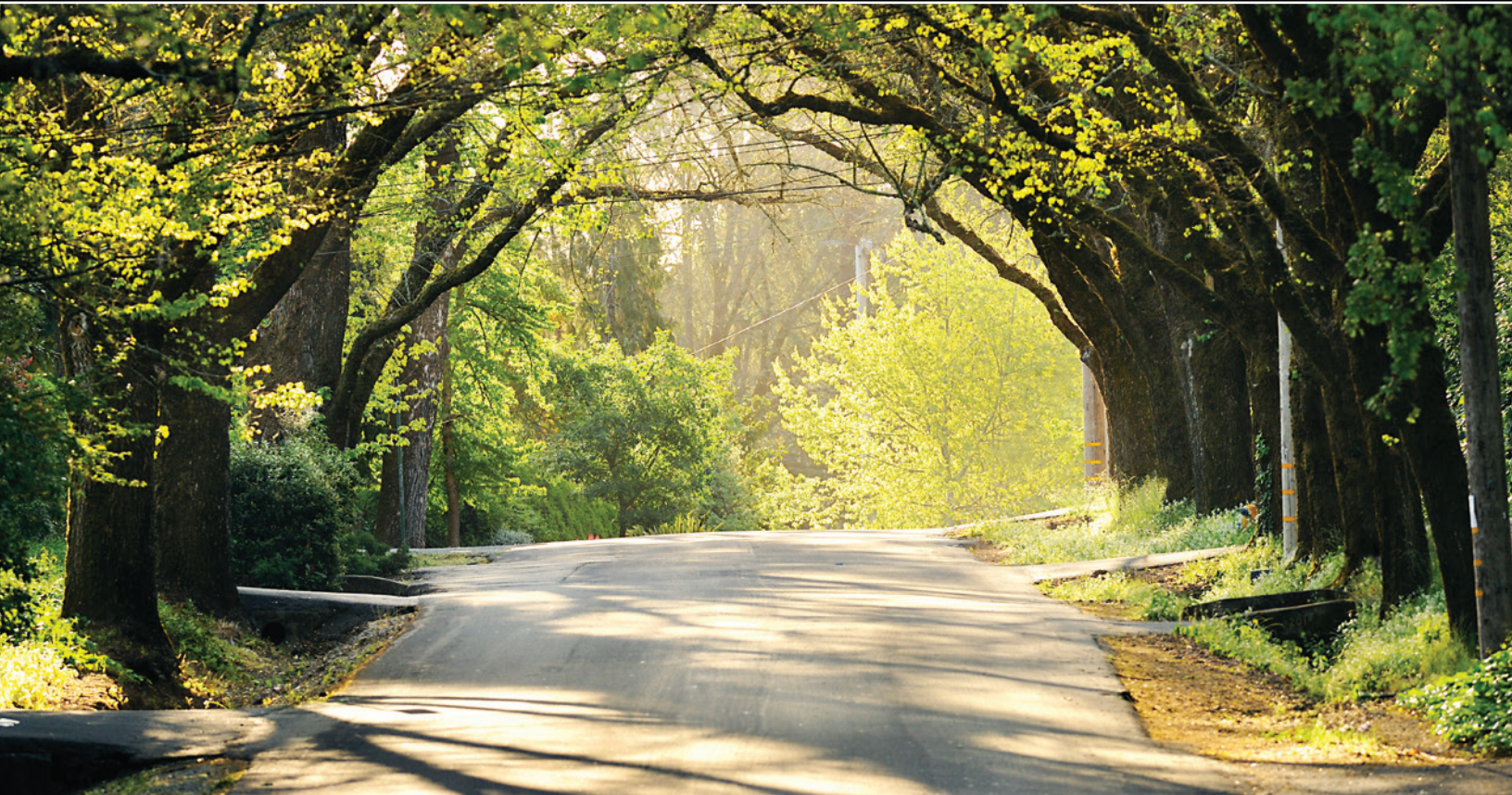


MILLSTEIN MARKET REPORT

Year-to-Date 2014 Mll Valley 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.

MARK MILLSTEIN
415.601.9240
marinpremierhomes.com

Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

MILLSTEIN MARKET REPORT

Year-to-Date 2014 Mill Valley Residential Real Estate

Mill Valley Overview

More homes sold in Mill Valley so far in 2014 priced \$1 million and above compared to the same period in 2013. (166 homes sold compared to 131 for the same period in 2013). More good news:

- Prices are continuing to rise. The average selling price is at a record high for homes priced \$1 million and above having increased 15% to \$1.85 million vs. 2013.
- The average price per square foot sold is also at a record high having increased 16% to \$748 vs. 2013. Nearly 50% percent of homes sold over their list price and 60% sold within 30 days.
- More expensive homes are now selling. Thirty-one homes sold between \$2-3 million, nearly double the number sold compared to the same period in 2013.
- For homes priced above \$3 million, more than triple the number sold compared to the same period in 2013.



Inventory continues to be very limited in all price categories. The most active price range is between \$1-2 million with current availability limited. This unusual void has left many would-be buyers waiting.

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 Mill Valley 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 black ink that reads "Mark Millstein". The signature is fluid and cursive, with the first name "Mark" and last name "Millstein" clearly distinguishable.

Mark Millstein

Decker Bullock Sotheby's International Realty

MILL VALLEY SOLD \$1.6M AND ABOVE MAY- 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 |
|----------------------|---------------|------------------------|-------------------|----------------------|-----------------|--|----------------|
| 7 Ethel | \$1,600,000 | \$1,695,000 | \$672 | 2,379 sq.ft | 4 bd. / 2.5 ba. | 7,501 sq.ft. | 45 |
| 81 Thalia | \$1,600,000 | \$1,695,000 | \$1,033 | 1,595 sq.ft | 3 bd. / 2 ba. | 7,200 sq.ft. | 24 |
| 160 Sycamore | \$1,600,000 | \$1,295,000 | \$1,169 | 1,368 sq.ft. | 3 bd. / 2 ba. | 5,750 sq.ft. | 8 |
| 20 Morning Sun | \$1,610,000 | \$1,395,000 | \$628 | 2,563 sq.ft | 4 bd. / 2.5 ba. | 9,500 sq.ft. | 25 |
| 15 Upland | \$1,645,000 | \$1,695,000 | \$535 | 3,070 sq.ft | 4 bd. / 4 ba. | 8,398 sq.ft. | 36 |
| 320 Laverne | \$1,658,000 | \$1,695,000 | \$737 | 2,247 sq.ft | 3 bd. / 2.5 ba. | 18,600 sq.ft. | 35 |
| 315 Edgewood | \$1,675,000 | \$1,649,000 | \$691 | 2,422 sq.ft | 4 bd. / 3.5 ba. | 6,752 sq.ft. | 29 |
| 285 Corte Madera | \$1,700,000 | \$1,500,000 | \$803 | 2,116 sq.ft | 4 bd. / 3 ba. | 7,623 sq.ft. | 11 |
| 157 Sycamore | \$1,700,000 | \$1,650,000 | \$994 | 1,710 sq.ft | 3 bd. / 2 ba. | 4,880 sq.ft. | 29 |
| 6 Avon | \$1,720,000 | \$1,695,000 | \$634 | 2,711 sq.ft | 4 bd. / 3.5 ba. | 7,187 sq.ft. | 108 |
| 16 Madrone Park | \$1,785,000 | \$2,000,000 | \$635 | 2,808 sq.ft | 4 bd. / 3.5 ba. | 7,200 sq.ft. | 58 |
| 9 Elma | \$1,800,000 | \$1,595,000 | \$956 | 1,881 sq.ft | 3 bd. / 2 ba. | 3,615 sq.ft. | 22 |
| 1 El Capitan | \$1,850,000 | \$2,395,000 | \$708 | 2,613 sq.ft | 3 bd. / 2.5 ba. | 28,574 sq.ft. | 324 |
| 422 Cascade | \$1,900,000 | \$1,895,000 | \$672 | 2,824 sq.ft | 4 bd. / 3 ba. | 26,700 sq.ft. | 31 |
| 8 Eton | \$1,900,000 | \$1,499,000 | \$972 | 1,953 sq.ft | 3 bd. / 2.5 ba. | 20,099 sq.ft. | 12 |
| 431 Meridan | \$1,920,000 | \$1,975,000 | \$582 | 3,298 sq.ft | 4 bd. / 3 ba. | 10,794 sq.ft. | 43 |
| 79 Lovell | \$1,967,000 | \$1,995,000 | \$781 | 2,516 sq.ft | 5 bd. / 3 ba. | 5,218 sq.ft. | 42 |
| 483 Throckmorton | \$1,975,000 | \$2,195,000 | \$716 | 2,758 sq.ft | 4 bd. / 2.5 ba. | 7,140 sq.ft. | 31 |
| 21 King | \$2,000,000 | \$1,595,000 | \$1,051 | 1,902 sq.ft | 3 bd. / 3.5 ba. | 6,050 sq.ft. | 8 |
| 129 Montford | \$2,005,000 | \$1,695,000 | \$793 | 2,528 sq.ft | 3 bd. / 2 ba. | 6,839 sq.ft. | 15 |
| 213 Richardson | \$2,128,000 | \$2,095,000 | \$679 | 3,131 sq.ft | 5 bd. / 4.5 ba. | 10,001 sq.ft. | 53 |
| 419 Marin | \$2,140,000 | \$2,165,000 | \$502 | 4,257 sq.ft | 6 bd. / 6 ba. | 17,180 sq.ft. | 57 |
| 515 Shasta | \$2,176,000 | \$1,995,000 | \$896 | 2,427 sq.ft | 4 bd. / 3 ba. | 9,801 sq.ft. | 17 |
| 16 Egret | \$2,500,000 | \$2,500,000 | \$676 | 3,324 sqft | 4 bd. / 4.5 ba. | 20,473 sq.ft. | 70 |
| 35 Plymouth | \$2,250,000 | \$1,995,000 | \$1,044 | 2,154 sq.ft | 4 bd. / 2.5 ba. | 5,937 sq.ft. | 9 |
| 28 Mirabel | \$2,295,000 | \$2,195,000 | \$913 | 2,513 sq.ft | 4 bd. / 3 ba. | 12,201 sq.ft. | 27 |
| 219 Molino | \$2,350,000 | \$2,495,000 | \$626 | 3,750 sq.ft | 6 bd. / 4.5 ba. | 7,606 sq.ft. | 83 |
| 1 Strawberry Landing | \$2,500,000 | \$2,495,000 | \$986 | 2,534 sq.ft | 3 bd. / 2 ba. | 14,000 sq.ft. | 21 |
| 408 Spruce | \$2,505,000 | \$2,495,000 | \$736 | 3,400 sq.ft | 4 bd. / 3.5 ba. | 15,002 sq.ft. | 25 |
| 18 Heather | \$2,515,000 | \$1,795,000 | \$1,094 | 2,298 sq.ft | 4 bd. / 2.5 ba. | 13,499 sq.ft. | 8 |
| 55 Buena Vista | \$2,525,000 | \$1,950,000 | \$1,291 | 1,955 sq.ft | 3 bd. / 2 ba. | 4,400 sq.ft. | 8 |
| 193 W Blithedale | \$2,650,000 | \$2,400,000 | \$926 | 2,859 sq.ft | 4 bd. / 4 ba. | 7,601 sq.ft. | 20 |
| 266 W Blithedale | \$2,695,000 | \$2,800,000 | \$1,018 | 2,646 sq.ft | 3 bd. / 3.5 ba. | 10,799 sq.ft. | 25 |
| 146 Locust | \$2,700,000 | \$2,695,000 | \$938 | 2,877 sq.ft | 4 bd. / 3 ba. | 8,250 sq.ft. | 13 |
| 2 Salt Creek | \$2,805,000 | \$3,095,000 | \$684 | 4,100 sq.ft | 4 bd. / 4.5 ba. | 18,291 sq.ft. | 76 |
| 388 Summit | \$2,975,000 | \$2,850,000 | \$792 | 3,754 sq.ft | 4 bd. / 3.5 ba. | 17,799 sq.ft. | 37 |
| 151 Great Circle | \$3,000,000 | \$3,050,000 | \$920 | 3,259 sq.ft | 4 bd. / 3.5 ba. | 9,801 sq.ft. | 13 |
| 176 Locust | \$3,125,000 | \$2,795,000 | \$838 | 3,716 sq.ft | 4 bd. / 3.5 ba. | 7,501 sq.ft. | 9 |
| 203 Hillside | \$3,136,275 | \$3,385,000 | \$980 | 3,200 sq.ft | 4 bd. / 3.5 ba. | 10,799 sq.ft. | 53 |
| 161 Tamalpais | \$3,250,000 | \$2,950,000 | \$892 | 3,642 sq.ft | 5 bd. / 3 ba. | 1.1 acres | 9 |
| 4 Stanton | \$3,400,000 | \$3,195,000 | \$949 | 3,579 sq.ft | 5 bd. / 5 ba. | 23,531 sq.ft. | 21 |
| 303 Vista Linda | \$3,410,000 | \$3,495,000 | \$690 | 4,939 sq.ft | 5 bd. / 5.5 ba. | 14,300 sq.ft. | 41 |
| 8 Sandy | \$4,795,000 | \$4,795,000 | \$900 | 5,324 sq.ft | 4 bd. / 4.5 ba. | 1.35 acres | 15 |
| 493 Lovell | \$5,875,000 | \$5,495,000 | \$1,254 | 4,684 sq.ft | 5 bd. / 4.5 ba. | 26,140 sq.ft. | 8 |