

Sausalito 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 Sausalito when compared to the same period since 2000! In fact, 13 homes priced \$1 million and above sold during the first quarter of this year compared to just 3 homes selling last year. Four homes have already sold year-to-date priced above \$3 million compared to a total of 6 homes selling during 2013. 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 \$762.

More homes are in escrow; inventory is limited. Just 5 homes priced \$1 million and above are currently on the market and 10 homes are in escrow. We expect more homes to be placed on the market during the spring in order to accommodate the demand for Sausalito homes.

We are now experiencing a much stronger market than previous years. Buyers are out and looking (particularly those currently residing in San Francisco), despite low inventories. If you've been waiting to sell, now is the time, as prices have returned to near 2008 levels.

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.

Warmly,



Decker
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SAUSALITO 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
204 Buchanan	\$1,160,000	\$1,150,000	\$667	1,738 sq. ft.	3 bd. / 2 ba.	9,104 sq. ft.	17
38 Woodward	\$1,175,000	\$1,300,000	\$606	1,936 sq. ft.	2 bd. / 2.5 ba.	9,601 sq. ft.	26
16 Vista Clara	\$1,200,000	\$999,000	\$717	1,672 sq. ft.	3 bd. / 1.5 ba.	9,448 sq. ft.	58
22 Wray	\$1,300,000	\$995,000	\$757	1,717 sq. ft.	3 bd. / 2.5 ba.	6,421 sq. ft.	34
18 Girard	\$1,420,000	\$1,395,000	\$803	1,767 sq. ft.	2 bd. / 2.5 ba.	3,154 sq. ft.	11
505 Johnson	\$1,425,000	\$1,995,000	\$568	2,508 sq. ft.	5 bd. / 4 ba.	4,282 sq. ft.	133
200 Spencer	\$1,515,000	\$1,595,000	\$622	2,434 sq. ft.	3 bd. / 2.5 ba.	14,850 sq. ft.	38
77 Woodward	\$1,713,734	\$1,950,000	\$607	2,819 sq. ft.	3 bd. / 2.5 ba.	11,400 sq. ft.	41
162 Prospect	\$1,810,000	\$1,995,000	\$761	2,376 sq. ft.	3 bd. / 2 ba.	5,680 sq. ft.	2
16 Sunshine	\$3,250,000	\$3,995,000	\$818	3,971 sq. ft.	4 bd. / 5 ba.	8,015 sq. ft.	243
94 Cloud View	\$3,675,000	\$3,495,000	\$820	4,481 sq. ft.	4 bd. / 4 ba.	11,805 sq. ft.	233
16 Bulkley	\$4,115,000	\$4,195,000	\$1,217	3,380 sq. ft.	4 bd. / 3.5 ba.	5,310 sq. ft.	168
42 San Carlos	\$4,900,000	\$5,750,000	\$942	5,200 sq. ft.	5 bd. / 4 ba.	10,008 sq. ft.	245