

MILLSTEIN MARKET REPORT

Year-to-Date 2014 Sausalito 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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INTERNATIONAL REALTY

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Sausalito Overview

More homes sold in Sausalito so far in 2014 priced \$1 million and above compared to the same period in 2013. (37 homes sold compared to 33 for the same period in 2013). More good news:

- Prices are continuing to rise. The average selling price is at a record high having increased 11% to \$2.25 million vs. 2013.
- The average price per square foot sold is at the 2008 record high increasing 10% to \$839 vs. 2013. Nearly 40% percent of homes sold over their list price and 30% sold within 30 days.
- More expensive homes are now selling. Six homes sold between \$3-4 million, compared to just 1 selling during the same period in 2013.
- For homes priced between \$2-3 million, fifty percent more sold compared to the same period in 2013.



Inventory continues to be very limited in all price categories. Currently there are no homes on the market priced between \$3-4 million. 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 Sausalito 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

SAUSALITO HOMES SOLD \$1M 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
214 2nd	\$1,100,000	\$1,150,000	\$743	1,479 sq.ft	1 bd. / 1.5 ba.	2,117 sq.ft.	69
19 Toyon	\$1,220,000	\$1,150,000	\$675	1,806 sq.ft	3 bd. / 2 ba.	16,291 sq.ft.	56
117 Third	\$1,225,000	\$1,050,000	\$1,133	1,100 sq.ft	3 bd. / 1.5 ba.	3,302 sq.ft.	5
430 Bee	\$1,275,000	\$1,250,000	\$1,660	768 sq.ft	2 bd. / 1 ba.	5,998 sq.ft.	35
183 Buchanan	\$1,320,000	\$1,195,000	\$722	1,828 sq.ft	3 bd. / 2 ba.	6,325 sq.ft.	17
93 Girard	\$1,375,000	\$1,195,000	\$1,333	1,031 sq.ft	2 bd. / 2 ba.	3,476 sq.ft.	17
236 Spencer	\$1,395,000	\$1,395,000	\$589	2,368 sq.ft	2 bd. / 2.5 ba.	8,690 sq.ft.	31
27 Glen	\$1,425,000	\$1,275,000	\$962	1,481 sq.ft	2 bd. / 2 ba.	8,834 sq.ft.	18
206 West	\$1,803,300	\$1,750,000	\$896	2,012 sq.ft	3 bd. / 2.5 ba.	4,948 sq.ft.	21
421-423 Pine	\$2,085,000	\$2,095,000	\$675	3,085 sq.ft	6 bd. / 3 ba.	5,998 sq.ft.	371
21 Sunshine	\$2,130,000	\$2,280,000	\$810	2,628 sq.ft	3 bd. / 3 ba.	7,039 sq.ft.	34
71 Cloud View	\$2,200,000	\$2,200,000	\$982	2,239 sq.ft	2 bd. / 3 ba.	5,401 sq.ft.	18
139 Currey	\$2,310,000	\$2,495,000	\$734	3,143 sq.ft	4 bd. / 2.5 ba.	15,002 sq.ft.	59
88 Central	\$2,350,000	\$2,195,000	\$724	3,242 sq.ft	3 bd. / 2.5 ba.	4,748 sq.ft.	49
1 Canto Gal	\$2,350,000	\$2,485,000	\$540	4,350 sq.ft	3 bd. / 3.5 ba.	13,547 sq.ft.	79
10 Booker	\$2,600,000	\$2,895,000	\$788	2,222 sq.ft	3 bd. / 3 ba.	5,088 sq.ft.	67
83 Woodward	\$2,600,000	\$2,795,000	\$680	3,823 sq.ft	5 bd. / 4.5 ba.	12,114 sq.ft.	98
32 Lower Crescent	\$2,750,000	\$2,975,000	\$816	3,367 sq.ft	4 bd. / 3.5 ba.	6,599 sq.ft.	206
7 Channing	\$2,850,000	\$2,495,000	\$819	3,476 sq.ft	4 bd. / 3.5 ba.	6,098 sq.ft.	6
188 Bulkley	\$3,400,000	\$3,695,000	\$792	4,290 sq.ft	4 bd. / 3.5 ba.	7,200 sq.ft.	72
8 Alexander	\$3,500,000	\$3,495,000	\$1,117	2,935 sq.ft	3 bd. / 4.5 ba.	4,809 sq.ft.	27
95 Cloud View	\$3,778,000	\$4,198,000	\$1,199	3,149 sq.ft	4 bd. / 5.5 ba.	9,590 sq.ft.	348
11 Wolfback	\$3,949,000	\$5,380,000	\$881	4,482 sq.ft	3 bd. / 3.5 ba.	29,534 sq.ft.	240
33 Prospect	\$4,200,000	\$4,375,000	\$1,085	3,870 sq.ft	4 bd. / 4.5 ba.	9,504 sq.ft.	45