

MILLSTEIN MARKET REPORT

Year End 2013 Sausalito Residential Real Estate



Marin Overview

More Marin County homes priced \$1 million and above sold in 2013 than ever before—and the highest total number of single-family homes sold since 2005!

More good news:

- Average selling price increased 18% vs. 2012 to \$1,192,000.
- Average time on the market decreased 33%; the Marin County average in 2013 was 61 days.
- 42% more homes over \$1 million sold in 2013.

The Marin real estate market during 2013 was influenced by many factors. Lenders were more willing to make loans; rents in the Bay Area increased dramatically; home buyers were more confident about the economy; the job market continued to improve; there were record gains in the stock market, which increased people's buying power. Buyers who were waiting for these factors to improve responded in large numbers in the spring and second half of 2013.

Housing supply is extremely limited, which means the market will likely favor sellers in 2014. However, we may see the housing market cool slightly for two reasons: (1) rising interest rates may temper pricing increases, and (2) the pent-up buyer demand that we saw in early 2013 was largely relieved last Spring. That said, I remain confident that the Marin real estate market is back in full force.

(Continued inside)

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Decker
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Sausalito Overview

Sausalito reflects the positive trends in Marin County: 55 Sausalito homes priced \$1 million and above sold in 2013. This is the highest total number of single-family homes sold since 2005, a 41% increase over 2012! More good news:

- Prices are rising. The average price per square foot sold increased 13% to \$732, and 33% percent of homes sold over their list price! The average sale price in 2013 was nearly \$2 million.
- Average time on the market decreased to 59 days, and 38% of homes sold were on the market for 30 days or less.
- Sales volume increased 50% for homes selling between \$2 and \$3 million, with 12 homes sold. This is the highest number of homes sold in this price range since 2006. Sales volume was the highest ever for homes selling above \$4 million as five sold.



Pricing in Sausalito is just 13% below the high water mark of 2008. If you have been waiting for values to recover before selling, we're nearly there. Moreover, there are currently just 11 homes for sale in Sausalito priced above \$1 million (four are in escrow). Low inventory means that there are fewer choices for the many buyers looking for their perfect home.

Some final good news: In 2013 we saw an increase in luxury sales activity in major metropolitan cities (New York, Miami, Los Angeles) and second home luxury destinations (Aspen, Jackson Hole, Lake Tahoe). We expect similar buyers to further emerge during 2014 to purchase properties located in highly regarded areas such as Sausalito.

I've been working in Bay Area real estate since 1980, and I bring this experience to my clients. In the past, I've also personally bought, remodeled, and sold many luxury homes in Marin County, and so I am an expert at preparing homes to sell quickly and at the highest possible price.

At Sotheby's International Realty, I provide my clients with highest level of service. Because I utilize aerial photography, video, and extensive local and international advertising, you'll find that 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 written in a cursive, slightly slanted style.

Mark Millstein
Decker Bullock Sotheby's International Realty

P.S. If you'd like to see an annual sales comparison for Sausalito (and other Marin cities) please visit my website: marinpremierhomes.com.

SAUSALITO HOMES SOLD \$1M AND ABOVE JULY - DECEMBER 2013

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
3 Lower Crescent	\$1,020,000	\$1,049,500	\$684	1,491 sq. ft.	3 bd. / 2 ba.	5,998 sq. ft.	31
53 Buckelew	\$1,055,000	\$955,000	\$540	1,952 sq. ft.	4 bd. / 2.5 ba.	14,109 sq. ft.	47
74-78 Central	\$1,100,000	\$1,550,000	\$470	2,339 sq. ft.	3 bd. / 3 ba.	2,026 sq. ft.	23
127 Glen	\$1,205,000	\$1,099,000	\$531	2,268 sq. ft.	3 bd. / 2 ba.	7,741 sq. ft.	27
63 Cazneau	\$1,276,000	\$975,000	\$673	1,896 sq. ft.	3 bd. / 2 ba.	8,647 sq. ft.	31
250 Ebbtide	\$1,280,000	\$1,279,000	\$552	2,316 sq. ft.	4 bd. / 2.5 ba.	2,500 sq. ft.	24
230 Ebbtide	\$1,298,000	\$1,195,000	\$550	2,359 sq. ft.	3 bd. / 2.5 ba.	2,500 sq. ft.	20
615 Locust	\$1,300,000	\$1,185,000	\$692	1,710 sq. ft.	3 bd. / 2 ba.	2,701 sq. ft.	16
113 Bonita	\$1,305,000	\$1,195,000	\$775	1,682 sq. ft.	3 bd. / 2.5 ba.	2,161 sq. ft.	23
145 Santa Rosa	\$1,350,000	\$1,299,000	\$888	1,520 sq. ft.	2 bd. / 1.5 ba.	8,891 sq. ft.	36
212 4th	\$1,375,000	\$1,439,000	\$712	1,931 sq. ft.	3 bd. / 2 ba.	3,006 sq. ft.	126
415 Napa	\$1,415,000	\$1,500,000	\$539	2,622 sq. ft.	4 bd. / 3 ba.	4,800 sq. ft.	35
211 4th	\$1,430,000	\$1,425,000	\$701	2,038 sq. ft.	3 bd. / 3 ba.	3,311 sq. ft.	8
162 Prospect	\$1,470,000	\$1,489,000	\$618	2,376 sq. ft.	3 bd. / 2 ba.	5,680 sq. ft.	36
301 4th	\$1,475,000	\$1,550,000	\$669	2,315sq. ft.	3 bd. / 3 ba.	3,006 sq. ft.	264
11 Glen	\$1,475,000	\$1,499,000	\$647	2,278 sq. ft.	3 bd. / 2 ba.	5,388 sq. ft.	50
622 Locust	\$1,495,000	\$1,495,000	\$706	2,115 sq. ft.	3 bd. / 2 ba.	5,022 sq. ft.	34
19 Central	\$1,557,500	\$1,565,000	\$641	2,428 sq. ft.	2 bd. / 2 ba.	5,615 sq. ft.	21
10 Girard	\$1,588,000	\$1,598,000	\$863	1,840 sq. ft.	3 bd. / 2 ba.	3,263 sq. ft.	25
136 Spencer	\$1,700,000	\$1,790,000	\$622	2,730 sq. ft.	3 bd. / 3.5 ba.	6,047 sq. ft.	111
121 Cazneau	\$1,760,000	\$1,849,000	\$676	2,600 sq. ft.	3 bd. / 3.5 ba.	6,480 sq. ft.	43
244 Spencer	\$1,850,000	\$1,985,000	\$432	4,275 sq. ft.	4 bd. / 3 ba.	15,198 sq. ft.	189
230 Santa Rosa	\$1,925,000	\$1,975,000	\$806	2,387 sq. ft.	3 bd. / 2.5 ba.	7,841sq. ft.	106
35 Miller	\$2,250,000	\$2,295,000	\$932	2,413 sq. ft.	3 bd. / 2 ba.	6,443 sq. ft.	17
207 Bridgeway	\$2,275,000	\$2,700,000	\$846	2,687 sq. ft.	4 bd. / 3 ba.	3,300 sq. ft.	142
431 Bridgeway	\$2,325,000	\$2,950,000	\$1,343	1,731 sq. ft.	2 bd. / 2.5 ba.	2,369 sq. ft.	157
51 George	\$2,435,000	\$2,695,000	\$660	3,686 sq. ft.	4 bd. / 4.5 ba.	9,148 sq. ft.	136
596 Sausalito	\$2,513,333	\$2,795,000	\$596	4,217 sq. ft.	5 bd. / 5 ba.	10,772 sq. ft.	93
34 Buckley	\$2,768,000	\$2,995,000	\$706	3,920 sq. ft.	6 bd. / 5 ba.	2,749 sq. ft.	101
41 San Carlos	\$2,795,000	\$2,875,000	\$638	4,380 sq. ft.	4 bd. / 5 ba.	11,099 sq. ft.	29
525 Bridgeway	\$4,998,000	\$4,998,000	\$2,342	2,134 sq. ft.	3 bd. / 3.5 ba.	2,134 sq. ft.	34
110 Central	\$5,125,000	\$5,150,000	\$1,300	3,941 sq. ft.	3 bd. / 3 ba.	7,200 sq. ft.	25
190 Harrison	\$5,600,000	\$5,995,000	\$768	7,290 sq. ft.	5 bd. / 4.5 ba.	9,548 sq. ft.	247