

# MILLSTEIN MARKET REPORT

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

## Tiburon Overview

Although slightly fewer homes priced \$1 million and above sold in Tiburon so far in 2014 (compared to the same period in 2013), more expensive homes are now selling. (78 homes sold compared to 83 for the same period in 2013). Some very good news:



- The average price per square foot sold is at a record high having increased 18% to \$851 vs. 2013. Nearly 25% percent of homes sold over their list price and within 30 days.
- Prices are continuing to rise. The average selling price is also at a record high having increased 29% to \$3.1 million vs. 2013.
- Twenty-five homes sold between \$3-4 million, two and one-half times the number sold compared to the same period in 2013.
- For homes priced above \$4 million, more than double 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 \$3-4 million with the highest number of homes sold so far this year. Limited availability 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 Tiburon 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,

A handwritten signature in black ink that reads "Mark Millstein". The signature is written in a cursive, flowing style.

Mark Millstein  
Decker Bullock Sotheby's International Realty

## TIBURON HOMES SOLD \$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
17 St. Lucia	\$2,000,000	\$1,725,000	\$804	2,485 sq. ft.	3 bd. / 3 ba.	16,509 sq. ft.	17
13 Upper Cecilia	\$2,100,000	\$2,100,000	\$575	3,646 sq. ft.	4 bd. / 3.5 ba.	17,877sq. ft.	19
2370 Paradise	\$2,160,000	\$2,195,000	\$1,493	1,446 sq. ft.	2 bd. / 2 ba.	8,721 sq. ft.	70
120 Roundhill	2,200,000	2,200,000	\$914	2,406 sq. ft.	4 bd. / 2.5 ba.	1 acre	52
2090 Vistazo East	\$2,200,000	\$2,150,000	\$923	2,383 sq. ft.	4 bd. / 3 ba.	7,741sq. ft.	18
4220 Paradise	\$2,250,000	\$2,450,000	\$687	3,271 sq. ft.	4 bd. / 3.5 ba.	13,255 sq. ft.	91
40 Reed Ranch	\$2,275,000	\$1,995,000	\$846	2,686 sq. ft.	4 bd. / 2.5 ba.	11,927 sq. ft.	30
19 Sutter	\$2,325,000	\$2,295,000	\$984	2,361 sq. ft.	4 bd. / 3 ba.	8,263 sq. ft.	27
19 St. Lucia	\$2,515,000	\$2,395,000	\$854	2,943 sq. ft.	4 bd. / 3 ba.	11,625 sq. ft.	24
526 Comstock	\$2,600,000	\$2,595,000	\$856	3,037 sq. ft.	4 bd. / 4 ba.	12,541 sq. ft.	29
2480 Mar East	\$2,625,000	\$2,695,000	\$1,336	1,964 sq. ft.	2 bd. / 3.5 ba.	4,225 sq. ft.	88
5 Egret	\$2,880,000	\$3,095,000	\$725	3,967 sq. ft.	4 bd. / 3.5 ba.	15,002 sq. ft.	57
71 Via Los Altos	\$3,085,000	\$2,995,000	\$703	4,384 sq. ft.	4 bd. / 3.5 ba.	19,511 sq. ft.	30
65 Seafirth	\$3,100,000	\$3,295,000	\$738	4,198 sq. ft.	4 bd. / 3 ba.	16,901 sq. ft.	149
2 Old Landing	\$3,100,000	\$3,200,000	\$997	3,108 sq. ft.	5 bd. / 4 ba.	34,107 sq. ft.	24
7 Acela	\$3,200,000	\$3,500,000	\$971	3,293 sq. ft.	5 bd. / 3.5 ba.	23,043 sq. ft.	101
174 Avenida Miraflores	\$2,000,000	\$1,800,000	\$837	2,388 sq. ft.	3 bd. / 2 ba.	15,398 sq. ft.	22
Miraflores	\$3,200,000	\$3,250,000	\$768	4,166 sq. ft.	4 bd. / 3.5 ba.	10,099 sq. ft.	74
1801 Mar West	\$3,200,000	\$3,200,000	\$1,006	3,178 sq. ft.	5 bd. / 5 ba.	10,424 sq. ft.	42
80 Gilmartin	\$3,250,000	\$4,250,000	\$638	5,094 sq. ft.	4 bd. / 3.5 ba.	22,577 sq. ft.	177
17 Turtle Rock	\$3,250,000	\$3,250,000	\$740	4,391 sq. ft.	4 bd. / 3.5 ba.	14,967 sq. ft.	96
165 Avenida Miraflores	\$3,350,000	\$3,495,000	\$951	3,521 sq. ft.	4 bd. / 3 ba.	31,716 sq. ft.	85
414 Greenwood Beach	\$3,500,000	\$3,150,000	\$1,100	3,181 sq. ft.	3 bd. / 3 ba.	6,599 sq. ft.	14
3 Santa Ana	\$3,619,000	\$3,625,000	\$1,034	3,500 sq. ft.	4 bd. / 3.5 ba.	14,519 sq. ft.	5
8 Hillcrest	\$3,670,000	\$3,795,000	\$723	5,073 sq. ft.	5 bd. / 5.5 ba.	20,125 sq. ft.	45
188 Stewart	\$3,700,000	\$3,600,000	\$905	4,088 sq. ft.	5 bd. / 3.5 ba.	27,299 sq. ft.	17
3 Owlswood	\$3,700,000	\$3,500,000	\$690	5,358 sq. ft.	4 bd. / 6 ba.	23,400 sq. ft.	16
2 Spring	\$3,800,000	\$3,950,000	\$1,183	3,210 sq. ft.	3 bd. / 3 ba.	16,875 sq. ft.	181
1893 Centro West	\$3,800,000	\$3,800,000	\$1,011	3,757 sq. ft.	5 bd. / 4.5 ba.	10,489 sq. ft.	16
1 Berke	\$4,467,500	\$4,985,000	\$928	4,809 sq. ft.	4 bd. / 4.5 ba.	13,634 sq. ft.	115
143 Gilmartin	\$4,675,000	\$5,150,000	\$1,027	4,548 sq. ft.	5 bd. / 4 ba.	37,183 sq. ft.	80
1 High Meadow	\$4,715,000	\$6,495,000	\$805	5,856 sq. ft.	4 bd. / 6 ba.	2.3 acres	451
1 Antonette	\$4,750,000	\$5,995,000	\$800	5,932 sq. ft.	6 bd. / 4.5 ba.	1 acre	417
210 Taylor	\$4,875,000	\$4,995,000	\$834	5,840 sq. ft.	6 bd. / 5.5 ba.	30,928 sq. ft.	661
63 Norman	\$5,000,000	\$7,900,000	\$1,067	4,685 sq. ft.	5 bd. / 5 ba.	39,248 sq. ft.	1,458
91 Via Los Altos	\$5,800,000	\$7,785,000	\$1,086	5,338 sq. ft.	5 bd. / 6 ba.	15,333 sq. ft.	685
85 Spring	\$6,415,000	\$6,995,000	\$801	8,000 sq. ft.	5 bd. / 5.5 ba.	1.1 acres	63
465 Ridge	\$6,550,000	\$6,850,000	\$1,429	4,583 sq. ft.	4 bd. / 3.5 ba.	22,220 sq. ft.	505
3300 Paradise	\$7,000,000	\$7,495,000	\$970	7,211 sq. ft.	6 bd. / 7.5 ba.	1.66 acres	148