

MILLSTEIN MARKET REPORT
Year End 2014 Mill Valley Residential Real Estate

Decker
Bullock | Sotheby's
INTERNATIONAL REALTY

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Marin Overview

Marin County is now the 8th wealthiest county in the United States (according to Bloomberg News), and many Marin County communities experienced the most single family homes sold ever in 2014.

- Average selling price in Marin County increased 15% vs. 2013 to \$1,374,000—the highest average selling price in Marin history.
- Slightly more homes sold between \$1 and \$2 million in 2014.
- 40% more homes sold over \$2 million in 2014.

The acceleration of the Marin real estate market during 2014 was greatly influenced by fact that the number of homes available for sale simply did not satisfy increasing buyer demand. Extremely low mortgage interest rates mean that buyers are qualifying for larger loan amounts, which easily accommodate rising selling prices.

The market will continue to favor sellers in 2014. Barring any catastrophic national or international events, I believe home prices will continue to appreciate.

(Continued inside)

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Mill Valley Overview

Mill Valley reflects the upward trends in Marin County: 261 Mill Valley homes priced \$1 million and above sold in 2014. This is the highest total number of single-family homes ever sold on an annual basis increasing 20% compared to 2013. More great news:

- The average sale price is now at record level increasing 11% to \$1,869,000 compared to 2013.
- The average price per square foot sold is now also at record level increasing 13% to \$752 vs. 2013.
- Nearly 60% of homes sold were on the market for 30 days or less and sold at or above their asking price.
- More expensive homes are now selling. Forty-eight homes sold between \$2 and \$3 million, nearly 52% more compared to 2013.
- Twenty-seven homes sold priced \$3 million and above. This is the highest number ever sold on an annual basis, more than double the number sold compared to 2013.



Inventory is limited in all price categories and will continue to impact the market as buyers continue to have few choices.

Pricing in Mill Valley has now fully recovered from the 2008 market event and is now at the highest level ever experienced. If you have been waiting for values to recover before selling, we're there.

We expect strong demand to continue for the foreseeable future as there are no imminent economic indicators that would reverse this upward trend.

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,

Mark Millstein

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Decker Bullock Sotheby's International Realty

MILL VALLEY HOMES SOLD \$1.7M AND ABOVE AUGUST - DECEMBER 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
172 Great Circle	\$1,748,160	\$1,845,000	\$715	2,442 sq. ft.	4 bd. / 2.5 ba.	15,651 sq. ft.	78
410 Countrywide	\$1,750,000	\$1,895,000	\$488	3,580 sq. ft.	4 bd. / 3.5 ba.	9,718 sq. ft.	128
420 Monte Vista	\$1,50,000	\$1,795,000	\$473	3,696 sq. ft.	5 bd. / 3.5 ba.	1 ac.	25
116 Locust	\$1,755,000	\$1,399,000	\$867	2,022 sq. ft.	3 bd. / 2 ba.	8,002 sq. ft.	17
50 Millay	\$1,775,000	\$1,799,000	\$517	3,431 sq. ft.	5 bd. / 3.5 ba.	8,751 sq. ft.	36
19 Underhill	\$1,785,000	\$1,449,000	\$1,071	1,666 sq. ft.	3 bd. / 2 ba.	10,559 sq. ft.	9
140 Marin View	\$1,795,000	\$1,995,000	\$650	2,760 sq. ft.	4 bd. / 3 ba.	24,929 sq. ft.	149
998 Edgewood	\$1,825,000	1,949,000	\$547	3,332 sq. ft.	5 bd. / 3 ba.	10,498 sq. ft.	56
3 Ridge	\$1,849,000	\$1,998,000	\$661	2,783 sq. ft.	3 bd. / 2.5 ba.	35,998 sq. ft.	57
270 Edgewood	\$1,842,000	\$1,969,000	\$598	3,079 sq. ft.	4 bd. / 3.5 ba.	8,564 sq. ft.	60
1082 W California	\$1,850,000	\$1,695,000	\$731	2,530 sq. ft.	4 bd. / 3 ba.	22,468 sq. ft.	37
7 Barrie	\$1,905,000	\$1,795,000	\$988	1,928 sq. ft.	4 bd. / 3 ba.	16,000 sq. ft.	13
128 Ralston	\$1,929,375	\$2,095,000	\$641	3,007 sq. ft.	5 bd. / 4 ba.	23,583 sq. ft.	95
401 Eldridge	\$1,930,000	\$2,195,000	\$537	3,594 sq. ft.	3 bd. / 2.5 ba.	8,050 sq. ft.	52
24 Midhill	\$1,950,000	\$1,995,000	\$740	2,634 sq. ft.	3 bd. / 2 ba.	12,641 sq. ft.	32
439 Montford	\$2,000,000	\$1,900,000	\$658	3,038 sq. ft.	4 bd. / 3 ba.	14,758 sq. ft.	21
70 Upland	\$2,070,000	\$2,595,000	\$716	2,888 sq. ft.	5 bd. / 3.5 ba.	14,000 sq. ft.	90
86 Vista Del Sol	\$2,100,000	\$2,395,000	\$559	3,752 sq. ft.	4 bd. / 4.5 ba.	11,286 sq. ft.	95
30 Vista Del Sol	\$2,135,000	\$2,249,000	\$620	3,442 sq. ft.	4 bd. / 3.5 ba.	11,230 sq. ft.	25
504 Blue Jay	\$2,150,000	\$1,975,000	\$661	3,250 sq. ft.	4 bd. / 2.5 ba.	18,787 sq. ft.	27
57 Montford	\$2,175,000	\$1,895,000	\$985	2,206 sq. ft.	3 bd. / 2.5 ba.	11,125 sq. ft.	48
170 Locust	\$2,325,000	\$2,025,000	\$1,077	2,158 sq. ft.	4 bd. / 3 ba.	6,351 sq. ft.	9
109 Great Circle	\$2,390,000	\$2,698,000	\$726	3,291 sq. ft.	4 bd. / 3 ba.	14,536 sq. ft.	136
30 Juanita	\$2,515,000	\$2,295,000	\$1,095	2,296 sq. ft.	3 bd. / 2.5 ba.	6,482 sq. ft.	11
48 Seminary Cove	\$2,600,000	\$3,000,000	\$978	2,658 sq. ft.	3 bd. / 3.5 ba.	6,625 sq. ft.	87
200 Elm	\$2,600,000	\$2,500,000	\$914	2,843 sq. ft.	4 bd. / 3 ba.	7,200 sq. ft.	17
516 Throckmorton	\$2,670,000	\$2,695,000	\$917	2,911 sq. ft.	4 bd. / 3.5 ba.	26,104 sq. ft.	40
11 Strawberry Landing	\$2,695,000	\$2,695,000	\$922	2,920 sq. ft.	4 bd. / 3.5 ba.	14,527 sq. ft.	20
133 Buena Vista	\$2,700,000	\$2,495,000	\$983	2,746 sq. ft.	4 bd. / 3 ba.	11,051 sq. ft.	15
146 Locust	\$2,750,000	\$2,695,000	\$955	2,877 sq. ft.	4 bd. / 3 ba.	8,250 sq. ft.	13
366 Summit	\$2,785,000	\$2,995,000	\$599	4,642 sq. ft.	5 bd. / 3.5 ba.	1.2 ac.	91
40 Lee	\$2,885,000	\$2,875,000	\$819	3,519 sq. ft.	4 bd. / 3.5 ba.	14,265 sq. ft.	71
32 Eagle Rock	\$3,260,000	\$3,250,000	\$881	3,700 sq. ft.	4 bd. / 5.5 ba.	35,371 sq. ft.	41
6 Nina	\$3,700,000	\$3,695,000	\$1,076	3,436 sq. ft.	4 bd. / 2.5 ba.	30,056 sq. ft.	13
3 E. Manor	\$3,736,000	\$3,995,000	\$1,012	3,691 sq. ft.	5 bd. / 4.5 ba.	10,999 sq. ft.	55
298 Oakdale	\$3,800,000	\$3,795,000	\$1,086	3,497 sq. ft.	4 bd. / 4.5 ba.	9,492 sq. ft.	66
29 Roosevelt	\$3,925,000	\$4,995,000	\$1,051	3,734 sq. ft.	5 bd. / 4.5 ba.	9,601 sq. ft.	286
75 Vasco	\$4,400,000	\$4,095,000	\$1,005	4,376 sq. ft.	5 bd. / 4.5 ba.	22,181 sq. ft.	22
2 Cypress	\$4,600,000	\$5,795,000	\$1,028	4,473 sq. ft.	4 bd. / 4.5 ba.	28,802 sq. ft.	44
24 Tamalpais	\$4,700,000	\$3,995,000	\$1,202	3,910 sq. ft.	5 bd. / 4.5 ba.	17,999 sq. ft.	4
18 Sheridan	\$4,950,000	\$5,495,000	\$779	6,350 sq. ft.	5 bd. / 7.5 ba.	2 ac.	119
212 Del Casa	\$5,545,000	\$5,700,000	\$1,030	5,379 sq. ft.	6 bd. / 5.5 ba.	37,850 sq. ft.	23