

MILLSTEIN MARKET REPORT
Year End 2014 Sausalito Residential Real Estate

Decker
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INTERNATIONAL REALTY

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Mill Valley, CA.
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January 2015



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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Sausalito Overview

Sausalito reflects the upward trends in Marin County: 59 Sausalito homes priced \$1 million and above sold in 2014. This is the highest total number of single-family homes ever sold with the exception of 2005 (64 homes sold). More good news:



- Prices are continuing to rise. The average selling price for 2014 increased to \$2.1 million and is now at record level.
- The average price per square foot sold increased 14% to \$832 vs. 2013 and is now nearly at 2008 record level. Nearly 44% percent of homes sold at or over their list price and 24% sold within 30 days.
- Sales dramatically increased for homes priced between \$3 and \$4 million, seven homes sold compared to just 1 selling during in 2013.

Pricing in Sausalito is very near the high water mark of 2008. If you have been waiting for values to recover before selling, we’re there. Limited inventory provides fewer choices for the many buyers looking for their perfect home.

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

Mark Millstein

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SAUSALITO HOMES SOLD \$1M AND ABOVE JULY - DECEMBER 2014

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
214 2nd	\$1,100,000	\$1,150,000	\$743	1,479 sq. ft.	1 bd. / 1.5 ba.	2,117 sq. ft.	69
115 Sacramento	\$1,125,000	\$1,195,000	\$600	1,874 sq. ft.	3 bd. / 2.5 ba.	723 sq. ft.	70
92 Marion	\$1,175,000	\$1,325,000	\$979	1,200 sq. ft.	2 bd. / 2 ba.	3,899 sq. ft.	99
530 Easterby	\$1,195,000	\$1,195,000	\$826	1,446 sq. ft.	2 bd. / 2.5 ba.	3,001 sq. ft.	39
117 Third	\$1,225,000	\$1,050,000	\$1,113	1,100 sq. ft.	3 bd. / 1.5 ba.	3,302 sq. ft.	5
650 Main	\$1,240,000	\$1,075,000	\$1,070	1,158 sq. ft.	2 bd. / 2 ba.	5,550 sq. ft.	24
21 Lower Crescent	\$1,300,000	\$1,495,000	\$797	1,630 sq. ft.	3 bd. / 2.5 ba.	4,700 sq. ft.	160
218 4th	\$1,300,000	\$1,195,000	\$853	1,524 sq. ft.	2 bd. / 2.5 ba.	2,252 sq. ft.	7
93 Girard	\$1,375,000	\$1,195,000	\$1,333	1,031 sq. ft.	2 bd. / 2 ba.	3,476 sq. ft.	17
616 Locust	\$1,375,000	\$1,395,000	\$1,100	1,249 sq. ft.	2 bd. / 2 ba.	3,001 sq. ft.	38
173 San Carlos	\$1,410,000	\$1,499,000	\$845	1,667 sq. ft.	2 bd. / 2 ba.	3,794 sq. ft.	58
270 Ebbitide	\$1,425,000	\$1,495,000	\$465	3,063 sq. ft.	4 bd. / 3.5 ba.	2,500 sq. ft.	86
503 Main	\$1,450,000	\$1,465,000	\$676	2,144 sq. ft.	3 bd. / 2 ba.	3,598 sq. ft.	52
212 4th	\$1,499,000	\$1,499,000	\$941	1,592 sq. ft.	2 bd. / 2 ba.	3,001 sq. ft.	34
84 George	\$1,519,000	\$1,519,000	\$758	2,003 sq. ft.	3 bd. / 2.5 ba.	8,002 sq. ft.	37
34 Cazneau	\$1,565,000	\$1,649,000	\$899	1,740 sq. ft.	3 bd. / 2 ba.	2,479 sq. ft.	35
169 Spencer	\$1,599,000	\$1,599,000	\$949	1,685 sq. ft.	2 bd. / 2 ba.	5,040 sq. ft.	17
529 Sausalito	\$1,650,000	\$1,850,000	\$940	1,755 sq. ft.	3 bd. / 3 ba.	5,040 sq. ft.	87
199 Bulkley	\$1,680,000	\$1,595,000	\$763	2,199 sq. ft.	2 bd. / 2.5 ba.	5,040 sq. ft.	70
2 Spring Hill	\$1,680,000	\$1,790,000	\$603	2,782 sq. ft.	4 bd. / 2.5 ba.	8,777 sq. ft.	99
556 Sausalito	\$1,920,000	\$1,895,000	\$724	2,649 sq. ft.	3 bd. / 2.5 ba.	4,400 sq. ft.	9
71 Cloud View	\$2,200,000	\$2,200,000	\$982	2,239 sq. ft.	2 bd. / 3 ba.	5,401 sq. ft.	18
40 Toyon	\$2,285,000	\$2,399,000	\$912	2,503 sq. ft.	4 bd. / 3 ba.	15,351 sq. ft.	105
139 Currey	\$2,310,000	\$2,495,000	\$734	3,143 sq. ft.	4 bd. / 2.5 ba.	15,002 sq. ft.	59
1 Canto Gal	\$2,350,000	\$2,485,000	\$540	4,350 sq. ft.	3 bd. / 3.5 ba.	13,547 sq. ft.	79
43 Prospect	\$2,400,000	\$2,495,000	\$1,099	2,377 sq. ft.	4 bd. / 2.5 ba.	6,105 sq. ft.	102
83 Woodward	\$2,600,000	\$2,795,000	\$680	3,823 sq. ft.	5 bd. / 4.5 ba.	12,114 sq. ft.	98
52 Prospect	\$3,400,000	\$3,500,000	\$1,076	3,157 sq. ft.	4 bd. / 3 ba.	10,925 sq. ft.	54
95 Could View	\$3,778,000	\$4,198,000	\$1,199	3,149 sq. ft.	4 bd. / 5.5 ba.	9,590 sq. ft.	348
33 Prospect	\$4,200,000	\$4,375,000	\$1,085	3,870 sq. ft.	4 bd. / 4.5 ba.	9,504 sq. ft.	45