

# MILLSTEIN MARKET REPORT

Year End 2014 Tiburon Residential Real Estate



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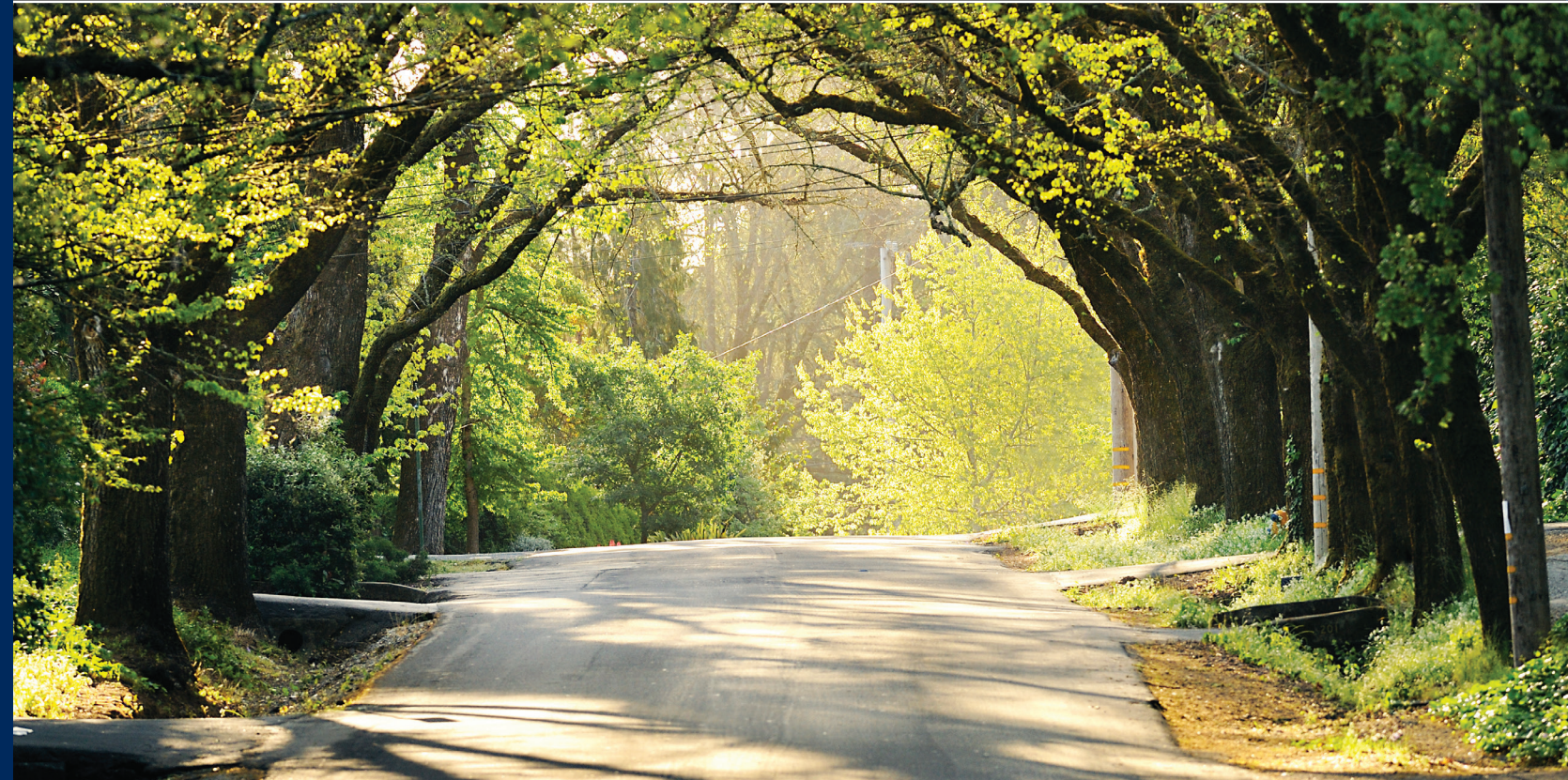


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January 2015



## 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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INTERNATIONAL REALTY

## Tiburon Overview

Tiburon reflects the upward trends in Marin County: One-hundred and twenty-six homes priced \$1 million and above sold in Tiburon in 2014 slightly more when compared to 2013. A larger number of more expensive homes are now selling. Some more good news:

- Prices are continuing to rise. The average sale price was \$2,950,000 increasing 24% compared to 2013 and is now **record level**.
- The average price per square foot sold increased 19% to \$858 vs. 2013 and is now also at **record level**.
- Thirty-four homes sold priced between \$3 and \$4 million, double the number sold compared to 2013.
- For homes priced above \$4 million, nearly three times the number sold compared to 2013.



Inventory continues to be very limited particularly for homes priced below \$3 million.

Pricing in Tiburon 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 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.

Mark Millstein  
Decker Bullock Sotheby's International Realty

## TIBURON HOMES SOLD \$2M AND ABOVE JULY - 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
17 Saint Lucia	\$2,000,000	\$1,725,000	\$804	2,485 sq. ft.	3 bd. / 3 ba.	16,509 sq. ft.	17
10 Wilkins	\$2,045,000	\$1,995,000	\$686	2,978 sq. ft.	4 bd. / 3.5 ba.	1 ac.	22
143 Saint Thomas	\$2,050,000	\$2,299,900	\$907	2,258 sq. ft.	3 bd. / 2.5 ba.	17,481 sq. ft.	78
4210 Paradise	\$2,075,000	\$2,195,000	\$763	2,717 sq. ft.	4 bd. / 3 ba.	18,029 sq. ft.	219
11 Cecilia	\$2,075,000	\$1,895,000	\$604	3,433 sq. ft.	5 bd. / 3.5 ba.	17,193 sq. ft.	34
2 Sutter	\$2,200,000	\$2,150,000	\$985	2,232 sq. ft.	3 bd. / 3 ba.	7,532 sq. ft.	25
73 Reed Ranch	\$2,200,000	\$1,995,000	\$927	2,372sq. ft.	4 bd. / 2 ba.	15,677 sq. ft.	3
168 Rock Hill	\$2,300,000	\$2,695,000	\$813	2,827 sq. ft.	6 bd. / 3 ba.	17,999 sq. ft.	70
45 Reed Ranch	\$2,330,000	\$2,550,000	\$541	4,300 sq. ft.	5 bd. / 3 ba.	14,039 sq. ft.	57
249 Trinidad	\$2,385,000	\$2,495,000	\$731	3,259 sq. ft.	4 bd. / 3 ba.	12,667sq. ft.	92
221 Trinidad	\$2,386,000	\$2,725,000	\$617	3,862 sq. ft.	4 bd. / 3.5 ba.	13,552 sq. ft.	113
148 Jamaica	\$2,400,000	\$2,745,000	\$709	3,381 sq. ft.	5 bd. / 3.5 ba.	12,419 sq. ft.	46
2381 Mar East	\$2,430,000	\$2,450,000	\$936	2,595 sq. ft.	3 bd. / 2 ba.	4,800 sq. ft.	24
122 Howard	\$2,725,000	\$2,725,000	\$974	2,795 sq. ft.	5 bd. / 5 ba.	12,101 sq. ft.	9
8 Auburn	\$2,750,000	\$2,850,000	\$849	3,237 sq. ft.	5 bd. / 3 ba.	8,370 sq. ft.	34
172 Avenida Miraflores	\$2,770,000	\$2,799,000	\$857	3,230 sq. ft.	3 bd. / 2.5 ba.	24,999 sq. ft.	28
228 Jamaica	\$2,800,000	\$2,995,000	\$910	3,074 sq. ft.	4 bd. / 2.5 ba.	16,100 sq. ft.	77
5 Egret	\$2,880,000	\$3,095,000	\$725	3,967 sq. ft.	4 bd. / 3.5 ba.	15,002 sq. ft.	57
1859 Mar West	\$2,950,000	\$3,200,000	\$949	3,108 sq. ft.	3 bd. / 3.5 ba.	10,498 sq. ft.	103
747 Tiburon	\$2,999,999	\$3,600,000	\$1,094	2,740 sq. ft.	3 bd. / 3.5 ba.	7,362 sq. ft.	165
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
1970 Straits View	\$3,100,000	\$4,650,000	\$812	3,814 sq. ft.	3 bd. / 3.5 ba.	28,157 sq. ft.	529
4755 Paradise	\$3,100,000	\$3,495,000	\$781	3,966 sq. ft.	5 bd. / 3.5 ba.	23,762 sq. ft.	72
155 Jamaica	\$3,150,000	\$3,300,000	\$827	3,808 sq. ft.	4 bd. / 4 ba.	11,025 sq. ft.	41
1820 Mountain View	\$3,150,000	\$2,995,000	\$954	3,300 sq. ft.	4 bd. / 3 ba.	22,560 sq. ft.	23
24 Hillcrest	\$3,185,000	\$3,295,000	\$789	4,036 sq. ft.	4 bd. / 4.5 ba.	14,985 sq. ft.	64
174 Avenida Miraflores	\$3,200,000	\$3,250,000	\$768	4,166 sq. ft.	4 bd. / 3.5 ba.	10,999 sq. ft.	74
88 Paseo Mirasol	\$3,200,888	\$3,400,000	\$749	4,268 sq. ft.	5 bd. / 4.5 ba.	35,719 sq. ft.	53
80 Via Los Altos	\$3,300,000	\$3,800,000	\$743	4,439 sq. ft.	4 bd. / 3.5 ba.	13,861 sq. ft.	308
165 Avenida Miraflores	\$3,350,000	\$3,495,000	\$951	3,521 sq. ft.	4 bd. / 3 ba.	31,716 sq. ft.	85
75 Rolling Hills	\$3,400,000	\$3,400,000	\$1,053	3,228 sq. ft.	4 bd. / 4 ba.	31,500 sq. ft.	12
8 Hillcrest	\$3,670,000	\$3,795,000	\$723	5,073 sq. ft.	5 bd. / 5.5 ba.	20,125 sq. ft.	45
10 Buckwheat	\$3,975,000	\$4,250,000	\$914	4,347 sq. ft.	4 bd. / 3.5 ba.	24,394 sq. ft.	36
51 Gilmartin	\$4,105,000	\$3,995,000	\$861	4,765 sq. ft.	5 bd. / 5.5 ba.	28,009 sq. ft.	26
8 Via Paraiso W	\$4,250,000	\$4,500,000	\$846	5,022 sq. ft.	5 bd. / 4 ba.	20,900 sq. ft.	94
2 Via Elverano	\$4,625,000	\$4,995,000	\$909	5,088 sq. ft.	5 bd. / 5.5 ba.	1.26 ac.	160
6 Midden	\$4,645,000	\$4,749,000	\$847	5,481 sq. ft.	5 bd. / 5.5 ba.	30,928 sq. ft.	81
10 Saint Bernard	\$6,150,000	\$8,888,000	\$1,161	5,295 sq. ft.	5 bd. / 5.5 ba.	24,428 sq. ft.	169
85 Spring	\$6,415,000	\$6,995,000	\$801	8,000 sq. ft.	5 bd. / 5.5 ba.	1.1 ac.	63
1910 Straits View	\$7,653,000	\$9,675,000	\$1,199	6,380 sq. ft.	5 bd. / 4.5 ba.	1 ac.	268
440 Ridge	\$8,985,000	\$8,995,000	\$2,042	4,400 sq. ft.	4 bd. / 5.5 ba.	24,960 sq. ft.	59