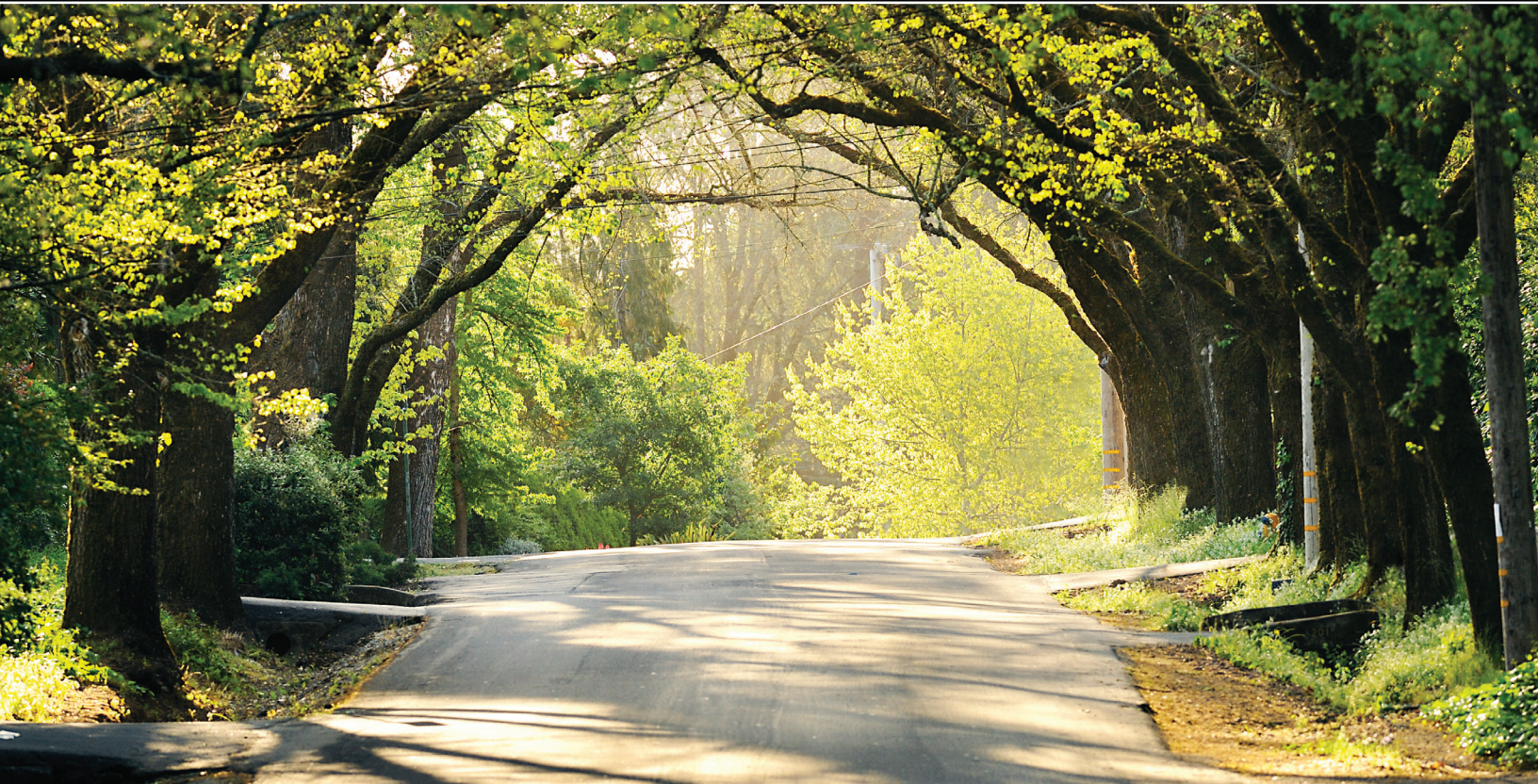


MILLSTEIN MARKET REPORT

First Half 2015 Sausalito Residential Real Estate

July 2015



Marin Overview

If you have been waiting to maximize your home value, now is the time to sell.

Marin real estate continues to be greatly influenced by low inventory; the number of homes for sale is not satisfying buyer demand.

This limited inventory is forcing premium prices in most neighborhoods. Average pricing is at a record level in Marin County! Overall, fewer homes sold in Marin County in the first half of 2015 compared to the same period in 2014.

- The average selling price for a single family home increased by 7% to \$1,470,654 — the highest in Marin history.
- A record number of homes sold between \$2 and \$3 million during the first half of 2015.

The market will likely continue to favor sellers in 2015, but premium pricing may relax a little if more homeowners start putting their homes on the market. And sky-high pricing on entry-level homes may cool if interest rates rise.

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INTERNATIONAL REALTY

MILLSTEIN MARKET REPORT

First Half 2015 Sausalito Residential Real Estate

Dear Sausalito Resident,

Reflecting the Marin County trend, fewer homes sold in Sausalito in the first of half of 2015 compared to the same period in 2014. Twenty-four homes sold priced \$1 million and above.

Constrained inventory is encouraging fast property sales and high prices. Home values in Sausalito are now above the historic high set in 2009:



- The average price per square foot sold increased 10% to \$832, a record high. Pricing is now 5% above the 2009 record level.
- Almost 40% of homes sold were available for less than 30 days and two-thirds of homes sold at or above their asking price.
- Nearly double the number of homes sold priced between \$2-3 million compared to the same period in 2014. Average selling price in this category increased nearly 20%.
- For homes priced between \$3-\$4 million, seven homes sold — compared to just two during the same period in 2014.

Strong demand will likely continue for the foreseeable future. Many buyers prefer remodeled homes. Homes that are substantially remodeled or nearly new construction are now selling at a substantial premiums over average pricing. When I have advised pre-sale improvements, returns have been substantial.

Very limited inventory is being experienced in most price ranges rewarding a premium to any alert homeowner choosing to capitalize on current market scarcity.

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 that my reach in exposing new listings to potential buyers is unsurpassed.

Handwritten signature of Mark Millstein

Mark Millstein
Decker Bullock Sotheby's International Realty

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SAUSALITO HOMES SOLD \$1M AND ABOVE JANUARY - JUNE 2015

Address	Selling Price	Original Listing Price	Price Per Sq. Ft. Sold	Approx. Size of Home	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
200 Sausalito	\$1,130,000	\$1,050,000	\$538	2,099 sq. ft.	3 bd. / 3 ba.	3,023 sq. ft.	35
303 South	\$1,175,000	\$1,195,000	\$878	1,338 sq. ft.	3 bd. / 3 ba.	3,184 sq. ft.	37
262 Santa Rosa	\$1,197,250	\$1,180,000	\$671	1,784 sq. ft.	3 bd. / 3 ba.	7,500 sq. ft.	28
101 Waldo	\$1,199,000	\$1,399,000	\$744	1,611 sq. ft.	2 bd. / 2 ba.	33,001 sq. ft.	264
416 Napa	\$1,245,000	\$1,395,000	\$634	1,962 sq. ft.	2 bd. / 1.5 ba.	3,899 sq. ft.	227
250 Ebbtide	\$1,350,000	\$1,299,000	\$582	2,316 sq. ft.	4 bd. / 2.5 ba.	2,500 sq. ft.	33
224 Woodward	\$1,490,000	\$1,390,000	\$876	1,699 sq. ft.	2 bd. / 2.5 ba.	2,134 sq. ft.	11
429 Johnson	\$1,500,000	\$1,200,000	\$972	1,543 sq. ft.	3 bd. / 2 ba.	3,999 sq. ft.	10
33 Wray	\$1,575,000	\$1,575,000	\$700	2,247 sq. ft.	3 bd. / 2 ba.	7,349 sq. ft.	26
411 Bonita	\$1,700,000	\$1,499,000	\$889	1,911 sq. ft.	2 bd. / 2.5 ba.	3,607 sq. ft.	21
162 Prospect	\$1,960,000	\$1,960,000	\$824	2,376 sq. ft.	3 bd. / 2 ba.	5,680 sq. ft.	5
199 Cazneau	\$2,000,000	\$2,375,000	\$800	2,499 sq. ft.	3 bd. / 2.5 ba.	5,798 sq. ft.	71
3 Currey	\$2,000,000	\$1,099,000	\$1,606	1,245 sq. ft.	2 bd. / 1.5 ba.	11,570 sq. ft.	33
200 Spencer	\$2,125,000	\$2,250,000	\$873	2,434 sq. ft.	3 bd. / 2.5 ba.	14,850 sq. ft.	60
204 Bulkley	\$2,200,000	\$2,200,000	\$619	3,553 sq. ft.	5 bd. / 5 ba.	5,571 sq. ft.	466
63 Cloudview	\$2,250,000	\$2,250,000	\$1,141	1,971 sq. ft.	2 bd. / 2.5 ba.	5,602 sq. ft.	31
90 Cazneau	\$2,300,000	\$1,995,000	\$1,065	2,158 sq. ft.	3 bd. / 2.5 ba.	1,960 sq. ft.	11
121 Toyon	\$2,550,000	\$2,495,000	\$976	2,612 sq. ft.	3 bd. / 3.5 ba.	11,282 sq. ft.	17
77 Toyon	\$2,629,000	\$2,450,000	\$978	2,697 sq. ft.	4 bd. / 3 ba.	9,662 sq. ft.	14
79 Girard	\$2,655,000	\$3,275,000	\$719	3,689 sq. ft.	4 bd. / 3 ba.	4,663 sq. ft.	154
100 Cazneau	\$2,750,000	\$2,950,000	\$586	4,688 sq. ft.	5 bd. / 5 ba.	6,312 sq. ft.	36
250 Currey	\$2,925,000	\$2,995,000	\$769	3,800 sq. ft.	4 bd. / 3 ba.	11,626 sq. ft.	63
260 Currey	\$3,400,000	\$2,999,000	\$1,441	2,358 sq. ft.	3 bd. / 3 ba.	9,679 sq. ft.	12
253 Glen	\$3,900,000	\$3,995,000	\$1,453	2,683 sq. ft.	5 bd. / 3.5 ba.	26,136 sq. ft.	144