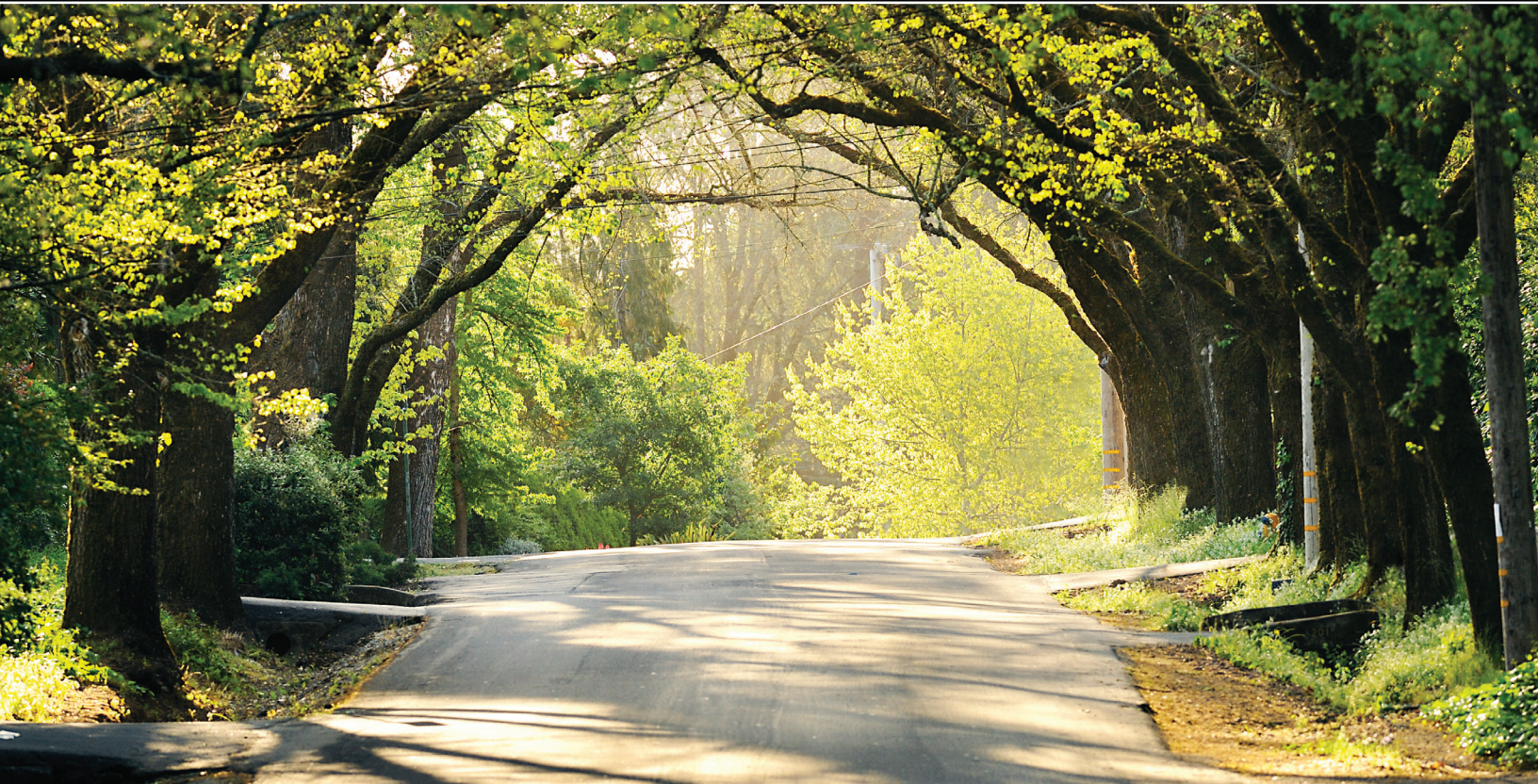


# MILLSTEIN MARKET REPORT

First Half 2015 Tiburon 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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# MILLSTEIN MARKET REPORT

First Half 2015 Tiburon Residential Real Estate

## Dear Tiburon Resident,

Reflecting the Marin County trend (see 1st page), constrained inventory is limiting Tiburon sales and is encouraging fast property sales and high prices.

Tiburon saw fewer single family homes sold during the first half of the year compared with the same period in 2014. Fifty-four homes sold priced \$1 million and above.

Home values in Tiburon reached record levels in the first half of 2015.



- The average price per square foot sold is at a record level of \$906, a 5% increase compared to the same period in 2014.
- Nearly 50% percent of homes sold were on the market for 30 days or less and sold at or above the asking price.
- For homes priced between \$3-\$4 million, 30% fewer homes sold compared to the same period in 2014. However, average selling price dramatically increased by nearly 20% to \$1,025 per square foot sold.
- For homes priced above \$4 million, just six homes sold compared to 13 during the same period in 2014. Currently, there are 14 homes on the market in this price range -- the largest share of homes available for sale.

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 Tiburon specialist at Sotheby's International Realty, I provide my clients with the 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 unsurpassed.

*Mark Millstein*

## TIBURON HOMES SOLD \$1.8M 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
130 Rancho	\$1,812,315	\$1,895,000	\$611	2,964 sq. ft.	3 bd. / 2.5 ba.	9,574 sq. ft.	21
33 Old Landing	\$1,814,000	\$1,850,000	\$829	2,186 sq. ft.	4 bd. / 2 ba.	16,383 sq. ft.	34
2410 Paradise	\$1,836,200	\$2,095,000	\$1,022	1,796 sq. ft.	3 bd. / 2.5 ba.	8,002 sq. ft.	120
4676 Paradise	1,850,000	1,899,000	\$673	2,745 sq. ft.	4 bd. / 2.5 ba.	7,566 sq. ft.	47
9 East Terrace	\$1,880,000	\$1,695,000	\$958	1,962 sq. ft.	3 bd. / 2 ba.	13,299 sq. ft.	9
529 Virginia	\$2,195,000	\$2,195,000	\$1,004	2,185 sq. ft.	4 bd. / 3.5 ba.	9,074 sq. ft.	46
40 Baccharis	\$2,220,000	\$2,250,000	\$701	3,165 sq. ft.	4 bd. / 3.5 ba.	11,234 sq. ft.	31
69 Paseo Mirasol	\$2,220,000	\$2,395,000	\$834	2,660 sq. ft.	4 bd. / 2.5 ba.	20,090 sq. ft.	53
951 Owlswood	\$2,275,000	\$2,695,000	\$877	2,594 sq. ft.	4 bd. / 2.5 ba.	14,366 sq. ft.	42
244 Loma	\$2,325,000	\$2,000,000	\$997	2,331sq. ft.	3 bd. / 3 ba.	8,059 sq. ft.	23
245 Trinidad	\$2,330,000	\$2,595,000	\$661	3,523 sq. ft.	4 bd. / 3.5 ba.	15,808 sq. ft.	149
2051 Centro East	\$2,387,500	\$2,425,000	\$911	2,619 sq. ft.	3 bd. / 2.5 ba.	8,551 sq. ft.	29
2 Heathcliff	\$2,450,000	\$2,789,000	\$492	4,976 sq. ft.	4 bd. / 5 ba.	15,050 sq. ft.	297
49 Reed Ranch	\$2,545,000	\$2,695,000	\$812	3,132 sq. ft.	5 bd. / 5 ba.	16,061 sq. ft.	32
120 Sugarloaf	\$2,600,000	\$2,995,000	\$836	3,110 sq. ft.	3 bd. / 2.5 ba.	13,499 sq. ft.	369
34 Corte San Fernando	\$2,625,000	\$2,695,000	\$902	2,909 sq. ft.	5 bd. / 3.5 ba.	23,370 sq. ft.	37
201 Stewart	\$2,700,000	\$2,695,000	\$667	4,042 sq. ft.	4 bd. / 3.5 ba.	21,310 sq. ft.	8
60 Reed Ranch	\$2,835,000	\$2,595,000	\$841	3,370 sq. ft.	5 bd. / 3.5 ba.	23,749 sq. ft.	13
21 Southridge	\$2,840,000	\$2,950,000	\$801	3,543 sq. ft.	4 bd. / 3.5 ba.	18,151 sq. ft.	53
2131 Paradise	\$2,850,000	\$2,595,000	\$549	5,183 sq. ft.	5 bd. / 5.5 ba.	9,326 sq. ft.	14
116 Barn	\$2,925,000	\$2,495,000	\$955	3,060 sq. ft.	4 bd. / 4 ba.	20,160 sq. ft.	9
130 Geldert	\$3,050,000	\$3,575,000	\$682	4,469 sq. ft.	4 bd. / 3.5 ba.	12,001 sq. ft.	699
25 Mark Terrace	\$3,200,000	\$3,450,000	\$776	4,121 sq. ft.	5 bd. / 4 ba.	20,826 sq. ft.	113
3344 Paradise	\$3,295,000	\$3,425,000	\$1,762	1,869 sq. ft.	3 bd. / 3 ba.	1 ac.	20
86 Sugarloaf	\$3,500,000	\$3,700,000	\$962	3,635 sq. ft.	4 bd. / 4 ba.	14,344 sq. ft.	51
144 Avenida Miraflores	\$3,500,000	\$3,495,000	\$931	3,759 sq. ft.	6 bd. / 3.5 ba.	12,001 sq. ft.	18
1 Greenwood	\$3,515,000	\$3,495,000	\$1,191	2,950 sq. ft.	4 bd. / 4 ba.	9,627 sq. ft.	35
2304 Mar East	\$3,550,000	\$3,500,000	\$1,379	2,573 sq. ft.	5 bd. / 3 ba.	12,275 sq. ft.	0
70 Reedland Woods	\$3,600,000	\$3,699,000	\$816	4,410 sq. ft.	5 bd. / 4.5 ba.	26,018 sq. ft.	33
16 Old Landing	\$3,800,000	\$5,750,000	\$799	4,751 sq. ft.	4 bd. / 5.5 ba.	7.25 ac.	631
150 Rock Hill	\$3,850,000	\$3,795,000	\$995	3,868 sq. ft.	4 bd. / 3.5 ba.	1 ac.	19
1911 Straits View	\$3,850,000	\$4,000,000	\$1,148	3,351 sq. ft.	4 bd. / 3.5 ba.	21,702 sq. ft.	14
58 Reed Ranch	\$3,861,000	\$3,595,000	\$1,030	3,747 sq. ft.	4 bd. / 3.5 ba.	25,352 sq. ft.	9
112 Reed Ranch	\$3,900,000	\$3,950,000	\$956	4,076 sq. ft.	3 bd. / 2.5 ba.	17,424 sq. ft.	22
139 Hacienda	\$3,990,000	\$4,450,000	\$903	4,418 sq. ft.	4 bd. / 3.5 ba.	1 ac.	85
4 Mariposa	\$4,200,000	\$4,525,000	\$949	4,423 sq. ft.	4 bd. / 4.5 ba.	21,780 sq. ft.	43
60 Vista Tiburon	\$4,200,000	\$4,490,000	\$660	6,363 sq. ft.	5 bd. / 5.5 ba.	1 ac.	21
35 Rolling Hills	\$4,400,000	\$4,350,000	\$1,367	3,218 sq. ft.	4 bd. / 3.5 ba.	18,500 sq. ft.	11
90 Taylor	\$4,750,000	\$4,995,000	\$1,208	3,929 sq. ft.	5 bd. / 5.5 ba.	1.25 ac.	52
11 Acela	\$5,700,000	\$5,980,000	\$1,187	4,798 sq. ft.	4 bd. / 4.5 ba.	22,499 sq. ft.	206
227 Roundhill	\$6,420,000	\$6,495,000	\$752	8,528 sq. ft.	6 bd. / 10 ba.	27,809 sq. ft.	23