

Mid-Year 2017 Larkspur Residential Real Estate MILLSTEIN MARKET REPORT



Dear Larkspur Resident,

The Larkspur real estate market fared well in the first half of 2017. More expensive homes are selling in Larkspur and the average selling price reached a new record level at \$2,069,000 for the first half of 2017.

Moreover, nearly half of all homes sold were on the market for 15 days or less, and half sold above the asking price with multiple offers.

More homes priced \$1 million and above sold during the first half of 2017 compared to the same period in 2016 (30 vs. 27 homes). The average price per square foot sold was \$881.

Nearly the same number of homes sold for those priced between **\$1 million and \$2 million** during the first half of 2017 compared to the same period in 2016 (16 sold). Just two homes sold below \$1.5 million, compared to 7 selling during the first half of 2016.

Sales were brisk for homes priced between **\$2 million and \$3 million**. Already 11 homes in this price category have sold during the first half of 2017, compared to 14 homes during the entire year of 2016! The average price per square foot sold for these homes was \$884. Nearly 65% of these homes sold over the asking price, and 80% were on the market for 15 days or less.

The market has shown there is no let-up in demand for Larkspur real estate as there are multiple buyers for many properties. Furthermore, a sizable premium is being paid for homes that are newly remodeled.

Best Regards,

415.601.9240

mark.millstein@sothebysrealty.com



**MARK
MILLSTEIN**

415.601.9240
marinpremierhomes.com

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

Why work with Mark Millstein?

You have hundreds of real estate agents and brokers to choose from here in Marin. Why choose me?

- I am one of the most experienced and connected real estate brokers in Marin County, with nearly three decades of transaction and negotiating experience. This gives my clients the edge they need in today's competitive market.
- Because of my extensive experience building and remodeling homes in Marin, I am uniquely qualified to advise my clients on those improvements that will maximize their return on investment while minimizing unnecessary pre-listing work. I am happy to manage all pre-listing improvements, if you'd like, and provide an experienced eye during inspections.
- My client service is truly second to none. I service all my clients individually, and I don't work with an assistant.
- My customized marketing includes aerial photography and video, as well as extensive local, national, and international online and print advertising.

- I have a genuine concern for my clients' best interests at all times. Buying or selling a home in Marin is a major transaction that is often emotional—and competitive. I arm my clients with deep knowledge about the specific market that they are buying or selling in, and I work hard to keep the pressure off them—so that all of my clients are thrilled with their home purchase or sale over the long haul.

Even if a sale or purchase is not in your immediate future, please don't hesitate to call me with your real estate questions. I always enjoy talking about real estate trends and the particulars of your home or neighborhood.

Tel: 415.601.9240

Email: mark.millstein@sothebysrealty.com

"We recommend Mark highly. He is very knowledgeable, professional, and resourceful. He is always prompt in his responses. During the purchase of our home, his attention to our needs and concerns was impeccable, and he went far beyond the call of duty to help us get established in our new home. Mark is highly trust worthy, and he has high degree of integrity."

– Vincent and Sharon Lai



Larkspur Homes Sold January – June 2017

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
15 Chanticleer	\$1,050,000	\$1,050,000	\$1,248	841 sq. ft.	2 bd./1 ba.	3,900 sq. ft.	0
175 Elm	\$1,270,000	\$1,100,000	\$677	1,875 sq. ft.	3 bd./2 ba.	15,124 sq. ft.	30
304 Madrone	\$1,450,000	\$1,545,000	\$635	2,283 sq. ft.	3 bd./2.5 ba.	21,000 sq. ft.	50
7 William	\$1,500,000	\$1,675,000	\$894	1,676 sq. ft.	3 bd./2 ba.	5,000 sq. ft.	195
5 Harvard	\$1,570,000	\$1,575,000	\$838	1,872 sq. ft.	3 bd./2 ba.	8,999 sq. ft.	48
7 Locust	\$1,600,000	\$1,550,000	\$873	1,832 sq. ft.	4 bd./2.5 ba.	2,357 sq. ft.	31
19 Crystal Creek	\$1,641,000	\$1,650,000	\$712	2,303 sq. ft.	3 bd./2.5 ba.	4,696 sq. ft.	30
223 Magnolia	\$1,650,000	\$1,575,000	\$1,158	1,424 sq. ft.	3 bd./1 ba.	6,000 sq. ft.	9
71 Del Corte Bayo	\$1,650,000	\$1,700,000	\$732	2,253 sq. ft.	3 bd./2.5 ba.	9,100 sq. ft.	0
100 Piedmont	\$1,685,000	\$1,649,000	\$678	2,484 sq. ft.	5 bd./2.5 ba.	7,701 sq. ft.	7
3 Crystal Creek	\$1,690,000	\$1,749,000	\$733	2,303 sq. ft.	3 bd./2.5 ba.	4,587 sq. ft.	40
27 Magnolia	\$1,700,000	\$1,695,000	\$838	2,027 sq. ft.	3 bd./2 ba.	5,998 sq. ft.	119
36 Sandy Creek	\$1,755,000	\$1,649,000	\$882	1,989 sq. ft.	3 bd./2.5 ba.	4,517 sq. ft.	8
74 Meadowwood	\$1,765,000	\$1,765,000	\$791	2,231 sq. ft.	4 bd./2.5 ba.	6,499 sq. ft.	0
125 Wilson	\$1,802,000	\$1,595,000	\$713	2,525 sq. ft.	4 bd./3 ba.	29,403 sq. ft.	7
33 Hillcrest	\$1,825,000	\$1,875,000	\$790	2,310 sq. ft.	4 bd./2.5 ba.	11,199 sq. ft.	232
16 Diane	\$2,055,000	\$1,950,000	\$1,072	1,916 sq. ft.	4 bd./2.5 ba.	5,502 sq. ft.	8
2 Dartmouth	\$2,100,000	\$2,085,000	\$996	2,107 sq. ft.	4 bd./3 ba.	7,701 sq. ft.	96
577 Magnolia	\$2,125,000	\$2,499,000	\$622	3,414 sq. ft.	4 bd./3.5 ba.	7,919 sq. ft.	126
79 Via La Brisa	\$2,175,000	\$1,950,000	\$758	2,868 sq. ft.	3 bd./2.5 ba.	9,627 sq. ft.	2
40 Corte Del Bayo	\$2,305,000	\$1,950,000	\$990	2,328 sq. ft.	3 bd./2.5 ba.	9,100 sq. ft.	8
22 Drakes Cove	\$2,430,000	\$2,480,000	\$756	3,213 sq. ft.	4 bd./5 ba.	11,117 sq. ft.	135
11 Redwood	\$2,450,000	\$2,450,000	\$815	3,005 sq. ft.	4 bd./2.5 ba.	10,999 sq. ft.	15
7 Heather	\$2,500,000	\$2,149,000	\$1,133	2,205 sq. ft.	4 bd./3 ba.	5,249 sq. ft.	5
15 Harvard	\$2,615,000	\$2,550,000	\$871	3,000 sq. ft.	4 bd./3.5 ba.	7,484 sq. ft.	0
65 Ardmore	\$2,695,000	\$2,995,000	\$1,036	2,600 sq. ft.	4 bd./3.5 ba.	15,751 sq. ft.	72
202 Harvard	\$2,725,000	\$2,295,000	\$825	3,300 sq. ft.	4 bd./3 ba.	8,250 sq. ft.	8
422 Alexander	\$3,100,000	\$2,795,000	\$1,477	2,098 sq. ft.	3 bd./2.5 ba.	12,001 sq. ft.	9
273 Riviera	\$3,400,000	\$2,895,000	\$916	3,708 sq. ft.	4 bd./3.5 ba.	8,751 sq. ft.	7
49 Holly	\$3,800,000	\$4,100,000	\$959	3,960 sq. ft.	5 bd./3.5 ba.	10,498 sq. ft.	52

Mark Millstein
500 Drakes Landing
Greenbrae, CA 94904
415.601.9240
mark.millstein@sothebysrealty.com
marinpremierhomes.com

Local Postal Customer

PRSRT STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL



Mid-Year 2017 Larkspur Residential Real Estate MILLSTEIN MARKET REPORT

The Marin County real estate market continues on an upward swing with record-breaking sales: The average selling price for a single-family home in Marin County increased by 5.3% in the first half of 2017 to \$1,641,000—beating the 2016 average and setting a new record! Nearly the same number of homes sold in Marin County during the first half of 2017 (1,063 sold compared to 1,056 in 2016).

As pricing increases, fewer homes are selling under \$1 million. Nearly the same number of homes sold in all other price ranges as last year, with the exception of homes priced between \$3 million and \$4 million. In this category, nearly 65% more homes sold during the first half of 2017 vs. the first half of 2016.

Competition will continue in the Marin real estate market as most buyers vie for limited purchase opportunities!