

# Mid-Year 2017 Sausalito Residential Real Estate MILLSTEIN MARKET REPORT

Dear Sausalito Resident,

Good News: High demand for real estate in this wonderful waterfront community is bolstering prices and stimulating sales activity. Sellers who have accurately priced their homes are seeing increased interest, which in turn is resulting in growing buyer competition.

More homes priced at \$1 million and above sold in Sausalito during the first half of 2017 (37 homes in total vs. 31 in 2016). The average selling price was \$2,230,000. The average price per square foot sold increased by 5% from the 2016 average to \$951. Half the homes in Sausalito sold over the asking price, and half received multiple offers – both considerable increases over 2016 averages.

For homes priced between \$1 million and \$2 million, 19 homes sold in the first half of 2017 (vs. 14 in 2016). What's more, the average price per square foot sold increased nearly 10% from 2016 to \$927.

More homes priced between \$2 million and \$3 million sold in the first half of 2017 (11 vs. 9 in 2016), and at the same time, the average price per square foot sold also jumped by 10% over 2016 to \$960.

Sales for homes priced between \$3 million and \$5 million remained consistent with last year.

Clearly the Sausalito real estate market is strong and on an upward trend. There is no let-up in demand as there are multiple buyers for many properties. Furthermore, a sizable premium is being paid for homes that are newly remodeled.

Best Regards,



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## 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.

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*"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



## Sausalito 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
203 Woodward	\$1,120,000	\$1,300,000	\$985	1,137 sq. ft.	3 bd./1 ba.	5,467 sq. ft.	37
200 Sausalito	\$1,130,000	\$1,225,000	\$538	2,099 sq. ft.	2 bd./3 ba.	3,023 sq. ft.	27
615 Coloma	\$1,180,000	\$1,175,000	\$776	1,520 sq. ft.	2 bd./2 ba.	5,998 sq. ft.	31
411 Locust	\$1,200,000	\$1,050,000	\$1,379	870 sq. ft.	2 bd./2 ba.	2,662 sq. ft.	8
607 Coloma	\$1,299,000	\$1,299,000	\$808	1,607 sq. ft.	3 bd./2 ba.	5,998 sq. ft.	90
3 Wray	\$1,300,000	\$1,050,000	\$670	1,938 sq. ft.	2 bd./2 ba.	7,370 sq. ft.	14
25 Glen	\$1,320,000	\$1,200,000	\$1,382	955 sq. ft.	1 bd./1 ba.	4,199 sq. ft.	9
20 Crecienta	\$1,475,000	\$1,595,000	\$670	2,200 sq. ft.	3 bd./2 ba.	9,561 sq. ft.	108
33-A San Carlos	\$1,500,000	\$1,500,000	\$1,950	769 sq. ft.	1 bd./1 ba.	5,388 sq. ft.	60
426 Pine	\$1,510,000	\$1,349,000	\$1,144	1,319 sq. ft.	3 bd./2 ba.	3,598 sq. ft.	11
105 Lincoln	\$1,550,000	\$1,350,000	\$777	1,994 sq. ft.	2 bd./2.5 ba.	7,649 sq. ft.	3
23-25 Crescent	\$1,645,500	\$1,579,000	\$500	3,290 sq. ft.	6 bd./4 ba.	3,250 sq. ft.	35
624 Main	\$1,650,000	\$1,599,000	\$1,036	1,592 sq. ft.	3 bd./2 ba.	5,001 sq. ft.	17
140 Glen	\$1,650,000	\$1,699,000	\$705	2,339 sq. ft.	3 bd./4 ba.	5,685 sq. ft.	59
54 Vista Clara	\$1,690,000	\$1,495,000	\$1,059	1,595 sq. ft.	3 bd./2 ba.	8,385 sq. ft.	9
31 Central	\$1,800,000	\$1,959,000	\$735	2,446 sq. ft.	3 bd./2.5 ba.	6,599 sq. ft.	156
622 Locust	\$1,925,000	\$1,895,000	\$846	2,275 sq. ft.	4 bd./2 ba.	5,022 sq. ft.	18
388 Sausalito	\$1,950,000	\$1,995,000	\$811	2,402 sq. ft.	5 bd./3 ba.	4,234 sq. ft.	103
70 George	\$1,954,000	\$1,795,000	\$841	2,321 sq. ft.	3 bd./3 ba.	12,863 sq. ft.	27
39 Cable Roadway	\$2,010,000	\$1,500,000	\$1,189	1,690 sq. ft.	3 bd./1 ba.	8,738 sq. ft.	8
505 Johnson	\$2,100,000	\$2,250,000	\$750	2,800 sq. ft.	5 bd./4 ba.	4,282 sq. ft.	93
230 Santa Rosa	\$2,150,000	\$2,195,000	\$900	2,387 sq. ft.	3 bd./2.5 ba.	7,841 sq. ft.	27
214 4th	\$2,200,000	\$2,399,000	\$1,025	2,145 sq. ft.	3 bd./3 ba.	3,302 sq. ft.	136
151 Edwards	\$2,300,000	\$1,995,000	\$985	2,334 sq. ft.	3 bd./2.5 ba.	4,400 sq. ft.	7
519 Bonita	\$2,400,000	\$2,450,000	\$943	2,545 sq. ft.	3 bd./3 ba.	5,188 sq. ft.	21
114 Prospect	\$2,475,000	\$2,799,000	\$897	2,758 sq. ft.	3 bd./3 ba.	9,749 sq. ft.	66
622 Sausalito	\$2,751,000	\$2,650,000	\$1,125	2,455 sq. ft.	3 bd./2.5 ba.	6,582 sq. ft.	218
9 Platt	\$2,825,000	\$2,825,000	\$920	3,070 sq. ft.	3 bd./2.5 ba.	10,049 sq. ft.	30
32 Lower Crescent	\$2,950,000	\$2,950,000	\$876	3,367 sq. ft.	4 bd./3.5 ba.	6,599 sq. ft.	46
33 San Carlos	\$2,950,000	\$3,000,000	\$949	3,107 sq. ft.	4 bd./2.5 ba.	11,282 sq. ft.	60
244 Spencer	\$3,000,000	\$2,895,000	\$846	3,543 sq. ft.	5 bd./3 ba.	15,198 sq. ft.	29
125 Prospect	\$3,100,000	\$2,999,000	\$1,188	2,609 sq. ft.	4 bd./3.5 ba.	7,259 sq. ft.	127
31 Girard	\$3,310,000	\$3,495,000	\$673	4,915 sq. ft.	5 bd./3.5 ba.	19,676 sq. ft.	31
38 Woodward	\$4,175,000	\$4,150,000	\$1,309	3,189 sq. ft.	4 bd./3.5 ba.	9,601 sq. ft.	49
123 Woodward	\$4,200,000	\$4,995,000	\$757	5,545 sq. ft.	4 bd./5.5 ba.	26,650 sq. ft.	228
40 Alexander	\$4,250,000	\$6,995,000	\$1,062	4,000 sq. ft.	4 bd./4.5 ba.	5,700 sq. ft.	1478
87 San Carlos	\$4,550,000	\$4,450,000	\$1,390	3,273 sq. ft.	4 bd./3.5 ba.	8,176 sq. ft.	9

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## Mid-Year 2017 Sausalito 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!