

Mid-Year 2017 Tiburon Residential Real Estate MILLSTEIN MARKET REPORT

Dear Tiburon Resident,

Great News: We are seeing record prices in the already robust Tiburon housing market in the first half of 2017.

More homes priced \$1 million and above sold during the first half of 2017 (72 homes sold compared to 55 in the same period in 2016). The average selling price also increased 10% over the 2016 average, reaching a new high of \$3.1 million, while the average price per square foot sold set a new record at \$1,038.

Thirty-five percent of all homes sold over the asking price, and 45% received multiple offers.

In the **\$1 million to \$2 million price category**, 35% fewer homes sold during the first half of 2017, but average pricing jumped 9%. The average price per square foot sold set a new record at \$986.

Twenty-five homes priced between **\$2 million and \$3 million sold** – an 80% increase compared to the first half of 2016, and average pricing was up by nearly 10% to \$969 per square foot sold.

Nearly triple the number of homes priced between **\$3 million and \$4 million** sold during the first half of 2017 (17 homes

sold). The average price per square foot sold also increased 20% above the 2016 average, reaching a new record at \$1,028.

Eight homes priced between **\$4 million and \$5 million** sold, compared to 5 during the same period in 2016. The average time on the market was just 33 days, down from the 90-day average in the first half of 2016. Average pricing was up 9% in this price category from the 2016 average to \$1,132 per square foot sold.

Clearly the Tiburon real estate market is extremely 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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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.

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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

Tiburon 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
1731 Mar West	\$1,850,000	\$2,400,000	\$657	2,814 sq. ft.	4 bd./3 ba.	4,526 sq. ft.	167
51 Mercury	\$1,900,000	\$1,995,000	\$861	2,205 sq. ft.	4 bd./3 ba.	7,920 sq. ft.	60
4 Venus	\$1,900,000	\$1,795,000	\$880	2,158 sq. ft.	4 bd./3 ba.	7,501 sq. ft.	165
2 Hillcrest	\$1,900,000	\$1,999,000	\$989	1,980 sq. ft.	3 bd./2 ba.	7,802 sq. ft.	84
4 Antilles	\$2,025,000	\$2,195,000	\$683	2,964 sq. ft.	4 bd./3.5 ba.	1.12 ac.	178
38 Terrace	\$2,098,375	\$1,950,000	\$957	2,192 sq. ft.	3 bd./2 ba.	11,060 sq. ft.	8
2090 Paradise	\$2,100,000	\$2,895,000	\$594	3,532 sq. ft.	5 bd./4 ba.	3,633 sq. ft.	48
4 Apollo	\$2,110,000	\$1,795,000	\$988	2,135 sq. ft.	4 bd./2.5 ba.	7,632 sq. ft.	27
170 Trinidad	\$2,125,000	\$2,150,000	\$941	2,257 sq. ft.	4 bd./2.5 ba.	11,173 sq. ft.	30
17 Juno	\$2,200,000	\$2,250,000	\$1,020	2,155 sq. ft.	3 bd./3 ba.	10,094 sq. ft.	24
405 Hilary	\$2,210,000	\$1,749,000	\$1,118	1,976 sq. ft.	3 bd./3.5 ba.	10,402 sq. ft.	7
48 Mercury	\$2,215,000	\$2,195,000	\$1,038	2,133 sq. ft.	4 bd./2 ba.	7,601 sq. ft.	5
2641 Paradise	\$2,375,000	\$2,375,000	\$935	2,540 sq. ft.	4 bd./3.5 ba.	12,201 sq. ft.	23
4690 Paradise	\$2,400,000	\$2,449,000	\$736	3,260 sq. ft.	5 bd./4.5 ba.	8,944 sq. ft.	64
31 Apollo	\$2,450,000	\$2,450,000	\$1,020	2,400 sq. ft.	3 bd./3 ba.	7,031 sq. ft.	0
672 Hilary	\$2,460,000	\$2,395,000	\$897	2,742 sq. ft.	4 bd./3 ba.	9,901 sq. ft.	66
6 Via Capistrano	\$2,475,000	\$2,475,000	\$735	3,363 sq. ft.	4 bd./2.5 ba.	20,286 sq. ft.	37

Tiburon Homes Sold January – June 2017 (Continued)

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
493 Washington	\$2,495,000	\$2,495,000	\$873	2,856 sq. ft.	4 bd./3.5 ba.	8,398 sq. ft.	26
641 Hilary	\$2,499,950	\$2,585,000	\$1,100	2,271 sq. ft.	4 bd./2.5 ba.	16,021 sq. ft.	26
45 Monterey	\$2,550,000	\$2,699,000	\$815	3,127 sq. ft.	4 bd./3.5 ba.	16,117 sq. ft.	99
199 Stewart	\$2,570,000	\$2,570,000	\$837	3,070 sq. ft.	3 bd./2.5 ba.	20,399 sq. ft.	17
2420 Mar East	\$2,604,444	\$2,595,000	\$1,068	2,437 sq. ft.	3 bd./3.5 ba.	1,477 sq. ft.	51
730 Hilary	\$2,678,000	\$2,595,000	\$1,000	2,677 sq. ft.	4 bd./3.5 ba.	7,126 sq. ft.	23
22 Corte San Fernando	\$2,682,000	\$2,750,000	\$1,259	2,130 sq. ft.	4 bd./3 ba.	25,000 sq. ft.	106
10 Corte Palos Verdes	\$2,700,000	\$2,595,000	\$1,007	2,680 sq. ft.	4 bd./2.5 ba.	17,137 sq. ft.	8
2 Southbridge	\$2,700,000	\$2,495,000	\$1,042	2,590 sq. ft.	3 bd./2.5 ba.	8,529 sq. ft.	7
12 Southbridge	\$2,885,000	\$2,885,000	\$809	3,566 sq. ft.	6 bd./5.5 ba.	14,501 sq. ft.	33
1 Santa Ana	\$2,900,000	\$3,495,000	\$968	2,994 sq. ft.	5 bd./3 ba.	11,073 sq. ft.	152
426 Greenwood	\$2,950,000	\$3,499,000	\$1,774	1,662 sq. ft.	2 bd./3 ba.	42,201 sq. ft.	142
22 Racoon	\$3,000,000	\$2,795,000	\$1,121	2,675 sq. ft.	3 bd./2.5 ba.	8,111 sq. ft.	22
241 Trinidad	\$3,100,000	\$2,895,000	\$787	3,939 sq. ft.	4 bd./5.5 ba.	17,228 sq. ft.	33
225 Martinique	\$3,135,000	\$3,575,000	\$918	3,415 sq. ft.	4 bd./3 ba.	11,809 sq. ft.	100
10 Tower Point	\$3,150,000	\$3,199,000	\$1,579	1,994 sq. ft.	3 bd./2.5 ba.	10,001 sq. ft.	21
239 Round Hill	\$3,150,000	\$3,145,000	\$1,357	2,320 sq. ft.	4 bd./2.5 ba.	14,850 sq. ft.	30
331 Blackfield	\$3,190,000	\$3,695,000	\$770	4,140 sq. ft.	4 bd./3.5 ba.	22,817 sq. ft.	150
4635 Paradise	\$3,200,000	\$3,995,000	\$773	4,135 sq. ft.	7 bd./4.5 ba.	1.82 ac.	283
275 Round Hill	\$3,211,111	\$2,950,000	\$1,151	2,789 sq. ft.	3 bd./4.5 ba.	16,200 sq. ft.	16
280 Trinidad	\$3,231,176	\$3,310,000	\$997	3,238 sq. ft.	4 bd./4.5 ba.	11,016 sq. ft.	230
125 Stewart	\$3,300,000	\$3,125,000	\$1,119	2,947 sq. ft.	4 bd./4 ba.	9,121 sq. ft.	5
2360 Paradise	\$3,300,500	\$2,250,000	\$1,498	2,202 sq. ft.	4 bd./2 ba.	8,000 sq. ft.	8
12 Malvino	\$3,345,000	\$3,375,000	\$1,028	3,263 sq. ft.	4 bd./3.5 ba.	27,360 sq. ft.	30
215 Round Hill	\$3,375,000	\$3,695,000	\$773	4,365 sq. ft.	5 bd./4.5 ba.	26,697 sq. ft.	69
155 Jamaica	\$3,400,000	\$3,675,000	\$892	3,808 sq. ft.	4 bd./4 ba.	11,025 sq. ft.	74
179 Avenida Miraflores	\$3,675,000	\$3,895,000	\$994	3,694 sq. ft.	5 bd./3.5 ba.	12,001 sq. ft.	92
3 Berke	\$3,800,000	\$4,295,000	\$846	4,489 sq. ft.	4 bd./3.5 ba.	18,422 sq. ft.	96
70 Geldert	\$3,930,000	\$4,450,000	\$858	4,577 sq. ft.	6 bd./3.5 ba.	16,500 sq. ft.	77
1868 Mountain View	\$4,000,000	\$3,589,000	\$1,655	2,416 sq. ft.	3 bd./2.5 ba.	21,000 sq. ft.	3
80 Gilmartin	\$4,050,000	\$4,350,000	\$750	5,398 sq. ft.	4 bd./3.5 ba.	22,577 sq. ft.	48
2195 Paradise	\$4,100,000	\$3,995,000	\$1,269	3,230 sq. ft.	5 bd./4.5 ba.	11,099 sq. ft.	9
85 Round Hill	\$4,150,000	\$4,295,000	\$1,309	3,169 sq. ft.	4 bd./3 ba.	1.09 ac.	21
120 Gilmartin	\$4,350,000	\$4,495,000	\$1,060	4,102 sq. ft.	4 bd./3.5 ba.	1 ac.	22
2 Bartel	\$4,350,000	\$4,195,000	\$1,065	4,084 sq. ft.	5 bd./3.5 ba.	12,545 sq. ft.	18
450 Ridge	\$4,400,000	\$4,995,000	\$1,048	4,197 sq. ft.	4 bd./4 ba.	22,250 sq. ft.	104
83 Round Hill	\$4,400,000	\$4,495,000	\$899	4,890 sq. ft.	5 bd./4.5 ba.	21,452 sq. ft.	37
100 Round Hills	\$5,050,000	\$5,000,000	\$1,427	3,537 sq. ft.	4 bd./3.5 ba.	30,310 sq. ft.	8
110 Taylor	\$5,300,000	\$5,595,000	\$1,000	5,299 sq. ft.	5 bd./4.5 ba.	1 ac.	90
7 Acela	\$5,750,000	\$6,499,000	\$1,513	3,800 sq. ft.	4 bd./3.5 ba.	23,039 sq. ft.	157
3636 Paradise	\$6,350,000	\$6,450,000	\$1,008	6,297 sq. ft.	7 bd./8.5 ba.	27,560 sq. ft.	27
1877 Centro West	\$6,495,000	\$6,495,000	\$1,299	5,000 sq. ft.	7 bd./4.5 ba.	7,867 sq. ft.	102
835 Stony Hill	\$8,250,000	\$8,685,000	\$1,748	4,717 sq. ft.	5 bd./4.5 ba.	28,127 sq. ft.	16
30 Meadow Hill	\$10,000,000	\$10,000,000	\$1,210	8,263 sq. ft.	6 bd./8 ba.	1.22 ac.	192

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Mid-Year 2017 Tiburon 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!