

Millstein Market Report

GREENBRAE 2017 YEAR-END



Market Perspective

Residential real estate in Marin county set new records again this year. Both prices and number of home sales continued to soar. The 2017 average sale price of \$1.6 million beat last year's by 7%, and the number of homes sold climbed by that same amount.

Recently remodeled properties commanded significant premiums, making it wise to consider the return on investment in improving your property before listing.

While the effect of new tax laws remains unclear, demand continues to outstrip supply in all cities and towns. We are confident that demand will sustain a robust sales environment.

Greenbrae sales set a new high for pricing. Even without the unusual \$4.2 million sale on Brushwood Lane, the average sale price in Greenbrae rose by 7.7% to a new record high. Homes are selling quickly, with 70% of homes being on the market for 30 days or less. Half of all homes closed at prices over original asking, and 66% received multiple offers.

Nothing gives me more satisfaction than exploring this dynamic market. I invite you to call me to discuss strategies for maximizing the value in your home, purchasing a new home, or anything at all related to real estate.

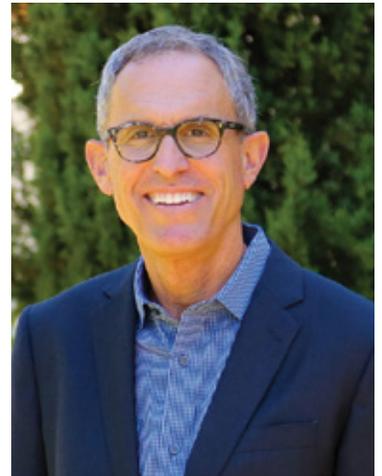
Best Regards,



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Mark's Difference

Maximizing value for my clients is a science. Seeing the possibilities is my art. As one of Golden Gate Sotheby's Top Producing Agents, I put the full network of Sotheby's International Realty resources to work for you. Sotheby's is the most active real estate firm in Marin, offering sophisticated marketing that attracts qualified buyers and sellers nationally and internationally.

EXPERIENCE GIVES YOU THE EDGE

I began my career in commercial real estate after graduating from UCLA with a business degree. I quickly realized my real talent lay in spotting potential where others hadn't. This led to building, renovating and ultimately selling homes in Marin.

DATA-DRIVEN MARKET INSIGHT

Data-driven, meaningful market insight drives good decisions. I analyze activity in the Marin real estate markets to support your decision-making.

EXTENSIVE RENOVATION EXPERIENCE

After renovating and building dozens of homes in Marin, I can pinpoint the changes worth making to maximize the return on your investment.

HOME INSPECTION ASSISTANCE

Reading between the lines of a physical inspection is an art. Whether buying or selling, I'll make sure you fully understand the potential costs and risks involved.

HANDS-ON ATTENTION

Each and every one of my clients receive my dedicated focus. I do not work with an assistant, but handle your concerns myself to ensure your complete satisfaction.

METICULOUS PLANNING AND NEGOTIATING

The devil is in the details in contract negotiations. I scrutinize those details and focus on strategy to eliminate surprises and ensure the best possible outcome for my clients.

2017 RESIDENTIAL REAL ESTATE ACTIVITY IN GREENBRAE

40

Homes Sold
(versus 44 in 2016)

\$1,782,000*

Record Average Sale Price
(up 7.7% from 2016)
*excluding unusual \$4.2M sale

\$775

Record Average Price per sq. ft.
(up 4% from 2016)

52%

Homes Sold Above Asking Price

66%

Sellers Received Multiple Offers

70%

Homes In Escrow Within 30 Days On Market

11

Homes Sold Between \$1-\$1.5 Million
(versus 20 in 2016)

19

Homes Sold Between \$1.5-\$2 Million
(versus 16 in 2016)

\$681

Average Price per sq. ft.

\$733

Average Price per sq. ft.

7

Homes Sold Between \$2-\$3 Million
(versus 8 in 2016)

3

Homes Sold Above \$3 Million
(versus 0 in 2016)

\$917

Average Price per sq. ft.

\$1,232

Average Price per sq. ft.

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GREENBRAE HOMES SOLD JULY - DECEMBER 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
168 Via La Cumbre	\$1,062,000	\$1,279,000	\$438	2,421 sq. ft.	5 bd./3 ba.	.19 ac.	107
220 Via La Cumbre	\$1,255,000	\$1,499,000	\$588	2,132 sq. ft.	3 bd./2 ba.	.27 ac.	87
135 Corte Anita	\$1,400,000	\$1,395,000	\$643	2,177 sq. ft.	4 bd./3 ba.	.21 ac.	14
31 Corte Placida	\$1,418,000	\$1,350,000	\$835	1,698 sq. ft.	3 bd./2 ba.	.16 ac.	20
356 Bretano	\$1,565,000	\$1,649,000	\$845	1,852 sq. ft.	3 bd./2 ba.	.24 ac.	36
65 Corte Patencio	\$1,575,000	\$1,750,000	\$466	3,375 sq. ft.	4 bd./3 ba.	.23 ac.	47
50 Via La Paz	\$1,595,000	\$1,495,000	\$903	1,765 sq. ft.	3 bd./2.5 ba.	.21 ac.	9
140 Nadina	\$1,600,000	\$1,795,000	\$514	3,108 sq. ft.	5 bd./3.5 ba.	.27 ac.	58
23 Via La Cumbre	\$1,637,500	\$1,795,000	\$635	2,578 sq. ft.	4 bd./3.5 ba.	.21 ac.	129
210 Bretano	\$1,700,000	\$1,775,000	\$669	2,539 sq. ft.	4 bd./3.5 ba.	.19 ac.	9
97 Corte Gracitas	\$1,775,000	\$1,875,000	\$831	2,135 sq. ft.	3 bd./2.5 ba.	.34 ac.	26
23 Elizabeth	\$1,790,000	\$1,699,000	\$669	2,673 sq. ft.	4 bd./2.5 ba.	.12 ac.	8
57 Elizabeth	\$1,850,000	\$1,900,000	\$692	2,673 sq. ft.	4 bd./2.5 ba.	.09 ac.	21
69 Via La Paz	\$1,925,000	\$1,925,000	\$953	2,019 sq. ft.	4 bd./2.5 ba.	.16 ac.	38
480 Los Ceros	\$2,035,000	\$1,785,000	\$1,063	1,914 sq. ft.	4 bd./2.5 ba.	.18 ac.	9
40 Corte De Saba	\$2,076,750	\$1,795,000	\$865	2,400 sq. ft.	4 bd./3 ba.	.16 ac.	24
1 Altura	\$2,295,000	\$2,295,000	\$972	2,361 sq. ft.	4 bd./2.5 ba.	.22 ac.	18
23 Via Chaparro	\$2,650,000	\$2,695,000	\$882	3,004 sq. ft.	4 bd./2.5 ba.	.39 ac.	20
305 Vista Grande	\$3,150,000	\$3,995,000	\$1,031	3,055 sq. ft.	4 bd./3.5 ba.	.19 ac.	134
23 La Cuesta	\$3,600,000	\$3,795,000	\$1,041	3,455 sq. ft.	4 bd./3.5 ba.	.27 ac.	62