

Millstein Market Report

KENTFIELD 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.

The limited inventory of homes for sale in Kentfield continues to boost values, increase sale prices, and shrink the time from listing to sale. Slightly more than 40% of all homes sold in 2017 did so at a price above asking, and with multiple offers. Half of all properties sold were on the market 15 days or fewer!

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 KENTFIELD

69

Homes Sold (priced \$1 Million and above)
(versus 57 in 2016)

\$2,855,000

Record Average Sale Price
(up 6.5% from 2016)

\$880

Average Price per sq. ft.
(nearly same as 2016)

42%

Homes Sold Above Asking Price

43%

Sellers Received Multiple Offers

50%

Homes In Escrow Within 15 Days On Market

26

Homes Sold Between \$1-\$2 Million
(same as 2016)

18

Homes Sold Between \$2-\$3 Million
(versus 12 in 2016)

\$817

Average Price per sq. ft.

\$830

Average Price per sq. ft.

9

Homes Sold Between \$3-\$4 Million
(same as 2016)

9

Homes Sold Between \$4-\$5 Million
(versus 3 in 2016)

\$962

Average Price per sq. ft.

\$970

Average Price per sq. ft.

5

Homes Sold Between \$5-\$6 Million
(versus 4 in 2016)

2

Homes Sold Between \$6-\$7 Million
(versus 3 in 2016)

\$993

Average Price per sq. ft.

\$1,101

Average Price per sq. ft.

KENTFIELD 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
15 Locust	\$1,160,000	\$1,100,000	\$652	1,779 sq. ft.	3 bd./2 ba.	.22 ac.	14
375 Crown	\$1,320,000	\$999,000	\$455	2,898 sq. ft.	3 bd./2.5 ba.	1.1 ac.	14
20 Cypress	\$1,325,000	\$1,385,000	\$740	1,790 sq. ft.	3 bd./2.5 ba.	.29 ac.	43
729 Sir Francis Drake	\$1,350,000	\$1,550,000	\$705	1,914 sq. ft.	4 bd./3 ba.	.17 ac.	75
6 Inman	\$1,399,000	\$1,399,000	\$1,069	1,308 sq. ft.	3 bd./1.5 ba.	.12 ac.	122
12 Broadway	\$1,450,000	\$1,300,000	\$1,038	1,396 sq. ft.	3 bd./2 ba.	.13 ac.	14
202 Foster	\$1,600,000	\$1,495,000	\$851	1,879 sq. ft.	4 bd./3 ba.	.21 ac.	0
160 Upland	\$1,745,000	\$1,895,000	\$768	2,272 sq. ft.	3 bd./3 ba.	.53 ac.	92
38 Berens	\$1,788,000	\$1,750,000	\$1,127	1,586 sq. ft.	3 bd./2 ba.	.16 ac.	15
7 Ash	\$1,800,000	\$1,895,000	\$816	2,205 sq. ft.	4 bd./3 ba.	.14 ac.	44
2 Stetson	\$1,850,000	\$2,375,000	\$672	2,749 sq. ft.	5 bd./3 ba.	.32 ac.	119
85 Lancaster	\$1,972,000	\$1,800,000	\$957	2,060 sq. ft.	3 bd./2.5 ba.	.22 ac.	20
22 Butterfly	\$2,175,000	\$2,095,000	\$870	2,500 sq. ft.	3 bd./3 ba.	.49 ac.	0
227 So. Ridgewood	\$2,250,000	\$2,595,000	\$591	3,807 sq. ft.	5 bd./4 ba.	2.16 ac.	408
46 Rock	\$2,340,000	\$2,925,000	\$610	3,834 sq. ft.	4 bd./5 ba.	1.26 ac.	291
170 Rancheria	\$2,400,000	\$2,350,000	\$833	2,880 sq. ft.	4 bd./4 ba.	1.42 ac.	105
331 Evergreen	\$2,650,000	\$3,299,000	\$688	3,849 sq. ft.	4 bd./3.5 ba.	1.32 ac.	124
227 Evergreen	\$2,667,000	\$2,750,000	\$833	3,199 sq. ft.	3 bd./4.5 ba.	.92 ac.	22
218 Laurel Grove	\$2,770,000	\$2,195,000	\$1,178	2,351 sq. ft.	2 bd./2 ba.	.29 ac.	12
115 Terrace	\$2,817,500	\$2,875,000	\$988	2,850 sq. ft.	4 bd./3.5 ba.	.20 ac.	14
9 Emlin	\$3,000,000	\$2,650,000	\$959	3,127 sq. ft.	5 bd./2.5 ba.	.22 ac.	9
6 Fay	\$3,295,000	\$3,295,000	\$1,092	3,016 sq. ft.	4 bd./3.5 ba.	.23 ac.	9
34 Black Log	\$3,450,000	\$3,525,000	\$738	4,669 sq. ft.	4 bd./6 ba.	.33 ac.	79
104 Cypress	\$3,800,000	\$4,195,000	\$833	4,560 sq. ft.	4 bd./3.5 ba.	1.77 ac.	65
110 Idlewood	\$3,995,000	\$4,425,000	\$983	4,061 sq. ft.	5 bd./4 ba.	.55 ac.	167
14 Madrone	\$4,150,000	\$4,295,000	\$1,012	4,099 sq. ft.	5 bd./4.5 ba.	.70 ac.	58
45 Evergreen	\$4,350,000	\$4,995,000	\$809	5,374 sq. ft.	5 bd./4 ba.	.45 ac.	226
445 Woodland	\$4,400,000	\$4,995,000	\$744	5,909 sq. ft.	5 bd./4.5 ba.	.99 ac.	153
330 Goodhill	\$4,900,000	\$4,995,000	\$869	5,635 sq. ft.	5 bd./5.5 ba.	1.47 ac.	36
15 Toussin	\$4,950,000	\$6,500,000	\$922	5,363 sq. ft.	5 bd./5 ba.	.58 ac.	78
26 Acorn	\$5,650,000	\$6,200,000	\$1,451	3,892 sq. ft.	5 bd./5.5 ba.	.94 ac.	32
8 Laurel	\$5,775,000	\$6,400,000	\$1,023	5,643 sq. ft.	6 bd./4 ba.	1.01 ac.	136