

Millstein Market Report

LARKSPUR 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.

Larkspur epitomized this dramatic growth: the number of home sales climbed by 28%, hitting new highs in nearly every price category. Nearly half of all homes sold at a price higher than asking and received multiple offers. 38% of homes sold were on the market for 30 days or less.

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 LARKSPUR

68

Homes Sold (priced \$1 Million and above)
(versus 53 in 2016)

\$2,125,000

Record Average Sale Price
(up 4% from 2016)

\$912

Record Average Price per sq. ft.
(up 2% from 2016)

48%

Homes Sold Above Asking Price

50%

Sellers Received Multiple Offers

38%

Homes In Escrow Within 15 Days On Market

35

Homes Sold Between \$1-\$2 Million
(versus 33 in 2016)

25

Homes Sold Between \$2-\$3 Million
(versus 14 in 2016)

\$853

Average Price per sq. ft.
(down 3.7% from 2016)

\$940

Record Average Price per sq. ft.
(up 2.6% from 2016)

6

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

2

Homes Sold Between \$4-\$5 Million
(same as 2016)

\$1,105

Record Average Price per sq. ft.
(up 26% from 2016)

\$962

Average Price per sq. ft.

LARKSPUR 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
410 William	\$1,185,000	\$995,000	\$1,074	1,104 sq. ft.	2 bd./1 ba.	.13 ac.	9
41 Piedmont	\$1,199,250	\$1,295,000	\$737	1,626 sq. ft.	3 bd./2 ba.	.07 ac.	99
17 Boardwalk	\$1,200,000	\$1,250,000	\$669	1,793 sq. ft.	2 bd./2 ba.	.26 ac.	20
31 Midway	\$1,285,000	\$1,250,000	\$1,254	1,024 sq. ft.	3 bd./1 ba.	.11 ac.	34
95 Magnolia	\$1,385,000	\$1,495,000	\$634	2,184 sq. ft.	3 bd./2.5 ba.	.13 ac.	54
121 William	\$1,445,000	\$1,495,000	\$1,525	947 sq. ft.	2 bd./1 ba.	.14 ac.	17
69 Magnolia	\$1,450,000	\$1,395,000	\$942	1,538 sq. ft.	2 bd./1.5 ba.	.16 ac.	36
20 Chevy Chase	\$1,550,000	\$1,595,000	\$937	1,653 sq. ft.	3 bd./2 ba.	.14 ac.	50
38 Bayo Vista	\$1,650,000	\$1,695,000	\$640	2,577 sq. ft.	4 bd./2.5 ba.	.19 ac.	41
11 Ardmore	\$1,725,000	\$1,595,000	\$876	1,968 sq. ft.	3 bd./2 ba.	.30 ac.	28
3 Garden	\$1,780,000	\$1,595,000	\$1,070	1,663 sq. ft.	3 bd./2 ba.	.10 ac.	8
422 Madrone	\$1,800,000	\$1,795,000	\$754	2,387 sq. ft.	4 bd./3.5 ba.	.19 ac.	34
84 Via La Brisa	\$1,800,000	\$2,195,000	\$928	1,938 sq. ft.	3 bd./2 ba.	.18 ac.	63
115 Wilson	\$1,805,000	\$1,995,000	\$643	2,803 sq. ft.	4 bd./3.5 ba.	.22 ac.	64
14 Chevy Chase	\$1,805,000	\$1,595,000	\$900	2,004 sq. ft.	4 bd./2.5 ba.	.19 ac.	15
32 Yale	\$1,815,000	\$1,895,000	\$857	2,117 sq. ft.	3 bd./3 ba.	.17 ac.	27
11 Cornell	\$1,824,500	\$1,995,000	\$908	2,008 sq. ft.	4 bd./2 ba.	.17 ac.	56
98 Via La Brisa	\$1,890,000	\$2,295,000	\$942	2,005 sq. ft.	4 bd./3 ba.	.16 ac.	29
370 Riviera	\$1,900,000	\$1,900,000	\$1,037	1,831 sq. ft.	3 bd./2 ba.	.25 ac.	15
19 Liberty	\$2,000,000	\$2,095,000	\$940	2,126 sq. ft.	4 bd./2.5 ba.	.10 ac.	24
58 Piedmont	\$2,025,000	\$1,998,000	\$755	2,681 sq. ft.	4 bd./3.5 ba.	.10 ac.	24
10 Meadowood	\$2,060,000	\$1,795,000	\$1,209	1,703 sq. ft.	3 bd./2.5 ba.	.17 ac.	8
9 Corte Del Bayo	\$2,200,000	\$1,999,000	\$858	2,564 sq. ft.	5 bd./3 ba.	.17 ac.	28
25 Wilshire	\$2,250,000	\$1,995,000	\$1,062	2,118 sq. ft.	4 bd./2 ba.	.40 ac.	7
38 Cornell	\$2,342,000	\$2,379,000	\$877	2,670 sq. ft.	4 bd./3 ba.	.17 ac.	56
62 Cross Creek	\$2,350,000	\$2,395,000	\$882	2,664 sq. ft.	4 bd./3.5 ba.	.14 ac.	6
72 Rose	\$2,385,000	\$2,400,000	\$1,105	2,157 sq. ft.	3 bd./3.5 ba.	.14 ac.	47
34 Diane	\$2,390,000	\$2,195,000	\$1,280	1,867 sq. ft.	4 bd./3 ba.	.10 ac.	18
194 Riviera	\$2,450,000	\$2,700,000	\$754	3,248 sq. ft.	4 bd./3.5 ba.	.34 ac.	119
24 Drakes Cove	\$2,500,000	\$2,480,000	\$739	3,382 sq. ft.	4 bd./4.5 ba.	.29 ac.	33
40 Walnut	\$2,500,000	\$2,395,000	\$898	2,783 sq. ft.	4 bd./2 ba.	.53 ac.	7
30 Bayview	\$2,790,000	\$2,595,000	\$1,291	2,161 sq. ft.	4 bd./3 ba.	.13 ac.	9
40 Corte Del Coronado	\$2,825,000	\$2,825,000	\$976	2,892 sq. ft.	4 bd./3 ba.	.20 ac.	43
106 William	\$3,000,000	\$2,850,000	\$1,254	2,392 sq. ft.	3 bd./4 ba.	.14 ac.	5
53 Murray	\$3,500,000	\$3,795,000	\$1,147	3,051 sq. ft.	6 bd./3 ba.	.21 ac.	38
11 William	\$3,900,000	\$3,850,000	\$874	4,460 sq. ft.	4 bd./4.5 ba.	.17 ac.	27
21 Hawthorne	\$4,050,000	\$4,200,000	\$914	4,431 sq. ft.	5 bd./4.5 ba.	.45 ac.	45
52 Murray	\$4,450,000	\$4,500,000	\$1,010	4,405 sq. ft.	4 bd./3.5 ba.	.32 ac.	47