

Millstein Market Report

TIBURON 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.

Tiburon in particular enjoyed a surge in 2017 with 32% more homes sold compared to 2016 reaching a new annual record sold. The average price climbed 8.5% to a new high of nearly \$3.1 million, along with a new record price per square foot sold of \$1,009. Nearly 30% of homes sold at a price higher than asking.

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 TIBURON

134

Homes Sold (versus 102 in 2016)

\$3,063,000

Record Average Sale Price (up 8.5% from 2016)

\$1,009

Record Average Price per sq. ft. (up 8.3% from 2016)

29%

Homes Sold Above Asking Price

37%

Sellers Received Multiple Offers

35%

Homes In Escrow Within 30 Days On Market

31

Homes Sold Between \$1-\$2 Million (versus 43 in 2016)

46

Homes Sold Between \$2-\$3 Million (versus 30 in 2016)

\$972

Record Average Price per sq. ft. (up 7.2% from 2016)

\$940

Record Average Price per sq. ft. (up 6.4% from 2016)

29

Homes Sold Between \$3-\$4 Million (versus 13 in 2016)

15

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

\$1,026

Record Average Price per sq. ft. (up 20% from 2016)

\$1,076

Record Average Price per sq. ft. (up 3% from 2016)

10

Homes Sold Between \$5-\$7 Million (versus 7 in 2016)

3

Homes Sold Above \$8 Million (same in 2016)

\$1,156

Average Price per sq. ft. (up 15.7% from 2016)

\$1,429

Average Price per sq. ft.

TIBURON 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
120 Jefferson	\$1,300,000	\$1,175,000	\$907	1,433 sq. ft.	4 bd./2 ba.	.17 ac.	12
492 Irving	\$1,305,000	\$1,295,000	\$1,289	1,012 sq. ft.	3 bd./1 ba.	.17 ac.	54
333 Karen	\$1,400,000	\$1,450,000	\$907	1,542 sq. ft.	4 bd./2 ba.	.18 ac.	39
6 Claire	\$1,500,000	\$1,495,000	\$1,181	1,270 sq. ft.	3 bd./1 ba.	.17 ac.	36
75 Eastview	\$1,565,000	\$1,695,000	\$803	1,948 sq. ft.	3 bd./2.5 ba.	.09 ac.	92
9 Saba	\$1,629,100	\$1,850,000	\$821	1,983 sq. ft.	3 bd./2 ba.	.17 ac.	129
5 Mara Vista	\$1,639,000	\$1,649,000	\$1,420	1,154 sq. ft.	3 bd./2 ba.	.16 ac.	21
542 Virginia	\$1,640,000	\$1,850,000	\$975	1,681 sq. ft.	3 bd./2 ba.	.18 ac.	106
322 Karen	\$1,695,000	\$1,695,000	\$978	1,733 sq. ft.	4 bd./2 ba.	.17 ac.	9
4155 Paradise	\$1,700,000	\$1,795,000	\$937	1,813 sq. ft.	3 bd./3.5 ba.	.32 ac.	122
294 Cecelia	\$1,795,000	\$1,795,000	\$783	2,290 sq. ft.	5 bd./3 ba.	.19 ac.	24
162 Saint Thomas	\$1,810,000	\$1,999,995	\$873	2,073 sq. ft.	3 bd./2 ba.	.24 ac.	39
7 Saint Lucia	\$1,850,000	\$1,850,000	\$764	2,421 sq. ft.	3 bd./2 ba.	.25 ac.	75
148 Leland	\$1,900,000	\$1,900,000	\$1,085	1,750 sq. ft.	4 bd./2 ba.	.18 ac.	11
582 Virginia	\$1,920,000	\$1,920,000	\$1,005	1,910 sq. ft.	3 bd./2 ba.	.18 ac.	0
35 Rancho	\$2,025,000	\$1,995,000	\$980	2,066 sq. ft.	4 bd./3 ba.	.22 ac.	17

TIBURON HOMES SOLD JULY - DECEMBER 2017

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132 Sugar Loaf	\$2,075,000	\$1,975,000	\$1,149	1,805 sq. ft.	3 bd./2 ba.	.30 ac.	13
18 Apollo	\$2,075,000	\$1,795,000	\$1,084	1,914 sq. ft.	4 bd./3 ba.	.16 ac.	7
205 Round Hill	\$2,080,000	\$2,195,000	\$750	2,773 sq. ft.	4 bd./4.5 ba.	.78 ac.	56
90 Rancho	\$2,144,000	\$2,150,000	\$712	3,010 sq. ft.	5 bd./4 ba.	.21 ac.	32
4905 Ranch	\$2,225,000	\$2,175,000	\$830	2,678 sq. ft.	4 bd./3 ba.	.28 ac.	7
37 Mercury	\$2,245,000	\$2,395,000	\$1,071	2,096 sq. ft.	4 bd./3 ba.	.19 ac.	73
108 Howard	\$2,250,000	\$2,450,000	\$816	2,756 sq. ft.	5 bd./2.5 ba.	.25 ac.	86
23 Juno	\$2,275,000	\$2,275,000	\$1,045	2,177 sq. ft.	4 bd./2.5 ba.	.20 ac.	111
14 Southridge East	\$2,380,000	\$2,495,000	\$875	2,718 sq. ft.	3 bd./3 ba.	.37 ac.	31
24 Norman	\$2,525,000	\$2,375,000	\$655	3,852 sq. ft.	4 bd./3.5 ba.	.34 ac.	32
32 Via Fernando	\$2,555,000	\$2,875,000	\$716	3,565 sq. ft.	4 bd./2.5 ba.	.79 ac.	63
190 Rancho	\$2,595,000	\$2,595,000	\$845	3,068 sq. ft.	4 bd./3 ba.	.29 ac.	16
539 Virginia	\$2,615,000	\$2,595,000	\$1,082	2,416 sq. ft.	3 bd./2.5 ba.	.20 ac.	12
741 Tiburon	\$2,620,000	\$2,595,000	\$1,115	2,349 sq. ft.	4 bd./3 ba.	.16 ac.	19
5 Upper Cecilia	\$2,666,000	\$2,895,000	\$815	3,271 sq. ft.	4 bd./3.5 ba.	.31 ac.	84
9 Roseville	\$2,675,000	\$2,998,000	\$907	2,948 sq. ft.	3 bd./2.5 ba.	.78 ac.	66
4875 Paradise	\$2,686,500	\$2,795,000	\$798	3,366 sq. ft.	4 bd./4.5 ba.	.39 ac.	44
2090 Vistazo East	\$2,800,000	\$2,750,000	\$1,174	2,383 sq. ft.	4 bd./2.5 ba.	.17 ac.	17
8 Via Capistrano	\$2,875,000	\$2,995,000	\$701	4,101 sq. ft.	5 bd./2.5 ba.	.46 ac.	36
45 Hacienda	\$2,995,000	\$2,995,000	\$1,076	2,783 sq. ft.	4 bd./3.5 ba.	1.0 ac.	24
2349 Spanish Trail	\$3,005,000	\$3,195,000	\$851	3,530 sq. ft.	4 bd./3.5 ba.	.27 ac.	41
1960 Centro West	\$3,050,000	\$3,100,000	\$1,654	1,843 sq. ft.	2 bd./2.5 ba.	.15 ac.	89
284 Trinidad	\$3,150,000	\$3,155,000	\$977	3,224 sq. ft.	3 bd./3.5 ba.	.25 ac.	232
6 Felipa	\$3,215,000	\$3,195,000	\$814	3,947 sq. ft.	5 bd./4.5 ba.	.26 ac.	52
272 Trinidad	\$3,220,000	\$3,170,454	\$973	3,306 sq. ft.	4 bd./4.5 ba.	.25 ac.	194
2322 Mar East	\$3,250,000	\$2,995,000	\$1,480	2,195 sq. ft.	2 bd./3 ba.	.56 ac.	10
1889 Mar West	\$3,250,000	\$3,500,000	\$950	3,421 sq. ft.	4 bd./4.5 ba.	.11 ac.	48
1707 Vistazo West	\$3,400,000	\$3,495,000	\$943	3,605 sq. ft.	4 bd./3 ba.	.54 ac.	36
42 Meadow Hill	\$3,420,000	\$3,995,000	\$1,006	3,399 sq. ft.	4 bd./2.5 ba.	.58 ac.	118
81 Round Hill	\$3,815,000	\$4,349,000	\$756	5,040 sq. ft.	4 bd./4.5 ba.	.49 ac.	143
4121 Paradise	\$3,860,000	\$3,895,000	\$961	4,015 sq. ft.	4 bd./3.5 ba.	.47 ac.	24
230 Blackfield	\$3,895,000	\$4,095,000	\$921	4,229 sq. ft.	5 bd./5.5 ba.	.50 ac.	57
31 Meadow Hill	\$4,000,000	\$3,500,000	\$1,012	3,951 sq. ft.	5 bd./4.5 ba.	.41 ac.	8
12 Francisco Vista	\$4,000,000	\$3,595,000	\$980	4,079 sq. ft.	6 bd./4 ba.	.41 ac.	4
79 Round Hill	\$4,024,000	\$4,349,000	\$792	5,079 sq. ft.	4 bd./5.5 ba.	.49 ac.	91
116 Sugarloaf	\$4,175,000	\$4,585,000	\$919	4,540 sq. ft.	4 bd./3.5 ba.	.32 ac.	484
4 Turtle Rock	\$4,350,000	\$4,499,000	\$862	5,046 sq. ft.	6 bd./4.5 ba.	.92 ac.	82
40 Norman	\$4,950,000	\$4,995,000	\$1,026	4,822 sq. ft.	5 bd./4 ba.	2.03 ac.	98
35 Rolling Hills	\$4,950,000	\$4,950,000	\$1,486	3,300 sq. ft.	4 bd./3.5 ba.	.42 ac.	50
65 Spring	\$5,250,000	\$5,395,000	\$1,395	3,761 sq. ft.	5 bd./4 ba.	.78 ac.	14
2105 Mar East	\$5,300,000	\$4,395,000	\$1,329	3,986 sq. ft.	5 bd./4.5 ba.	.13 ac.	8
35 Hacienda	\$6,020,000	\$7,190,000	\$814	7,387 sq. ft.	6 bd./7.5 ba.	1.24 ac.	285
141 Gilmartin	\$6,400,000	\$7,250,000	\$756	8,460 sq. ft.	5 bd./6.5 ba.	.84 ac.	176
12 Tara Hill	\$6,600,000	\$7,950,000	\$1,016	6,491 sq. ft.	4 bd./5 ba.	.87 ac.	595
4 Santa Ana	\$8,800,000	\$10,500,000	\$1,328	6,625 sq. ft.	6 bd./5.5 ba.	.66 ac.	338