

Millstein Market Report

GREENBRAE 2018 MID-YEAR





Market Perspective

Sales remained steady throughout Marin County. During the first half of 2018, nearly the same number of homes sold compared to the same period in 2017. Buyer interest continues to exceed overall home inventory, pushing prices higher. The average sale price is now \$1,736,000 – an increase of 8% over last year.

Three factors may have an impact on the future housing market:

- Upcoming interest rate increases indicated by the Federal Reserve
- Mortgage interest yearly tax deduction, capped at loan amount of \$750,000
- Maximum annual property tax deduction of \$10,000/year

Given the current factors in the Marin market, these factors are unlikely to have a marked affect on overall sales.

The Greenbrae market is keeping pace with last year's first half sales figures in terms of volume and pricing. Limited inventory contributed to fewer homes selling between \$1 million and \$1.5 million. Average selling price per square foot was slightly lower for homes sold between \$1.5 million and \$2 million. Nevertheless, nearly 72% of homes sold receive multiple offers. Like the rest of Marin, Greenbrae sales continue to be strong.

As always, I will make myself available to answer any questions you may have and discuss potential strategies for maximizing your home value, or purchasing a new home in this dynamic market.

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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.

2018 MID-YEAR RESIDENTIAL REAL ESTATE ACTIVITY IN GREENBRAE

19

Homes Sold (priced \$1 Million and above)
(versus 20 in first half 2017)

\$1,794,000

Average Sale Price
(nearly same as 2017)

\$764

Average Price per sq. ft.
(nearly same as 2017)

63%

Homes Sold Above Asking Price
(versus 52% in 2017)

72%

Sellers Received Multiple Offers
(versus 52% in 2017)

63%

Homes In Escrow Within 15 Days
(versus 57% in 2017)

4

Homes Sold Between \$1-\$1.5 Million
(versus 7 in first half 2017)

11

Homes Sold Between \$1.5-\$2 Million
(versus 9 in first half 2017)

\$743

Average Price per sq. ft.
(up 9% from 2017)

\$718

Average Price per sq. ft.
(down 2% from 2017)

4

Homes Sold Between \$2-\$3 Million
(versus 3 in first half 2017)

0

Homes Sold Above \$3 Million
(versus 1 in first half 2017)

\$910

Average Price per sq. ft.

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GREENBRAE HOMES SOLD JANUARY - JUNE 2018

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 Before Offer
208 Via La Cumbre	\$1,000,000	\$1,399,000	\$599	1,669 sq. ft.	3 bd. / 2 ba.	.20 ac.	63
28 Corte Morada	\$1,350,000	\$1,200,000	\$934	1,444 sq. ft.	3 bd. / 1 ba.	.24 ac.	12
135 Corte Anita	\$1,450,000	\$1,400,000	\$666	2,177 sq. ft.	4 bd. / 3 ba.	.21 ac.	8
16 Almenar	\$1,450,000	\$1,595,000	\$770	1,883 sq. ft.	3 bd. / 3 ba.	.22 ac.	38
292 Via La Cumbre	\$1,500,000	\$1,495,000	\$858	1,748 sq. ft.	3 bd. / 2.5 ba.	.17 ac.	15
17 Corte Ramon	\$1,515,000	\$1,599,000	\$512	2,958 sq. ft.	4 bd. / 3 ba.	.15 ac.	12
380 Via La Cumbre	\$1,545,000	\$2,195,000	\$466	3,313 sq. ft.	5 bd. / 4 ba.	.18 ac.	85
293 N. Almenar	\$1,550,000	\$1,698,000	\$754	2,054 sq. ft.	4 bd. / 3 ba.	.26 ac.	41
41 Corte Morada	\$1,625,000	\$1,425,000	\$860	1,889 sq. ft.	4 bd. / 2 ba.	.15 ac.	11
361 N. Almenar	\$1,660,000	\$1,650,000	\$751	2,208 sq. ft.	5 bd. / 3 ba.	.19 ac.	39
55 Corte de Sabla	\$1,673,475	\$1,700,000	\$647	2,585 sq. ft.	4 bd. / 3 ba.	.26 ac.	14
364 N. Almenar	\$1,750,000	\$1,749,000	\$780	2,242 sq. ft.	3 bd. / 2.5 ba.	.34 ac.	10
311 Bretano	\$1,825,000	\$1,495,000	\$839	2,174 sq. ft.	3 bd. / 2 ba.	.22 ac.	8
10 Corte Sereno	\$1,860,000	\$1,699,000	\$601	3,094 sq. ft.	4 bd. / 3 ba.	.24 ac.	7
23 Laderman	\$1,955,000	\$1,895,000	\$824	2,372 sq. ft.	4 bd. / 2.5 ba.	.10 ac.	5
29 Corte Lodato	\$2,200,000	\$2,195,000	\$923	2,381 sq. ft.	4 bd. / 3.5 ba.	.22 ac.	24
180 Altura	\$2,550,000	\$2,295,000	\$981	2,597 sq. ft.	4 bd. / 2.5 ba.	.25 ac.	15
65 Corte Amado	\$2,780,000	\$2,575,000	\$952	2,920 sq. ft.	4 bd. / 3 ba.	.29 ac.	7
30 Corte Sereno	\$2,850,000	\$2,995,000	\$783	3,636 sq. ft.	5 bd. / 4.5 ba.	.25 ac.	22