

Millstein Market Report

Greenbrae
Residential
Real
Estate





“Mark is able to quickly and keenly assess and communicate what needs to be done in the complexity of each phase of selling a house. His energy is positive and motivating, and this was so helpful during the project which could have otherwise been potentially overwhelming. His significant experience, not only on the business and negotiations end, but also with building and remodeling homes, was invaluable in enabling us to quickly and efficiently ready our house for sale. Mark is personable, intelligent and very knowledgeable.”

— John D. and Linda H.

The Mark Millstein Difference

2019 Market Report

February 2020

Dear Resident,

After renovating, building, and selling many homes in Marin, I can pinpoint changes worth making to maximize a property's value. I offer my clients the following:

- **Pre-sale project management.** My trusted network of tradespeople — and my willingness to manage all pre-listing home improvements — saves my clients money and hassle.
- **Extensive experience.** A top producing agent for a decade, I work with Marin's most active real estate firm, Golden Gate Sotheby's International.
- **Data-driven insight.** I extensively analyze market activity so that my clients have a meaningful understanding of the market and can make better decisions.
- **Negotiating power.** Contract negotiations and home inspections are complex; the devil is in the details. I scrutinize those details to develop a strategy that eliminates surprises. Whether buying or selling, my clients have the upper hand in understanding their contracts and inspection reports.

My role is to understand the data and use market intelligence to support you in navigating this dynamic environment. I am always available to discuss strategies for selling your home, purchasing a new home, or to address any questions you may have.

Seeing the possibilities in a property is my art. Maximizing value for my clients is a science. I hope you will choose me for your future real estate needs.

Best Wishes,

Mark Millstein

Golden Gate Sotheby's International Realty

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calbre #00800285

2019 Year-End Residential Real Estate Activity in Greenbrae

52	\$1,926,000	\$793	54%
Homes sold priced \$1M and above (versus 45 in 2018)	Record average sale price (versus \$1.8M in 2018)	Record avg. price per sq. ft. (versus \$784 in 2018)	Homes sold above initial asking price (versus 45% in 2018)
42%	71%		20%
Sellers received multiple offers (versus 55% in 2018)	Homes in escrow within 15 days on market (versus 49% in 2018)		Sellers provided price reductions (versus 29% in 2018)
11	19	21	1
Homes sold between \$1-1.5 million (versus 9 in 2018)	Homes sold between \$1.5-2 million (versus 24 in 2018)	Homes sold between \$2-3 million (versus 11 in 2018)	Home sold above \$3 million (none in 2018)
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\$800	\$751	\$822	\$932
Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Price per sq. ft.

Market Summary

Although the volume of homes sold in most Bay Area counties declined in 2019, the Marin County real estate market continues to prosper: More homes sold in 2019 compared to last year (3.1%). Marin continues to be a very sought after place to live with limited inventory for buyers.

Nearly 38% of sellers across Marin received multiple bids and sold at prices above the original asking price. Average pricing increased slightly, though the average time a home was on the market increased by 10 days vs. 2018. Fortunately, this has not slowed the number of sales or stalled increasing average pricing.

More homes sold in Greenbrae in 2019 compared to 2018, with the average sale price rising to a record \$1,926,000. Nearly 50% more homes sold priced between \$2 million and \$3 million compared to 2018 as 21 homes sold. While fewer homes received multiple offers, more transactions closed over the asking price compared to 2018, 71% of homes were placed in escrow within 15 days.

Overall, pent-up buyer demand and low mortgage rates will continue to provide strong support to the Greenbrae market.

Greenbrae Homes Sold

2nd Half 2019

Address	Selling Price (in \$)	Initial Price (in \$)	Selling Price Per Sq. Ft. (in \$)	Approx. Size of Home (in sq. ft.)	Bedrooms / Baths (bd. / ba.)	Approximate Lot Size (in acres)	Days Before Accepted Offer
113 Greenbrae Boardwalk	1,150,000	1,150,000	858	1,340	3 / 2	.13	29
75 Via Hermosa	1,257,000	949,000	797	1,576	3 / 2	.21	89
338 Via La Cumbre	1,355,000	1,195,000	588	2,302	4 / 3	.17	7
36 Bretano	1,395,000	1,149,000	1,162	1,200	3 / 1	.13	10
65 Via La Cumbre	1,455,000	1,350,000	870	1,672	3 / 2	.16	5
255 Bretano	1,496,575	1,450,000	847	1,765	3 / 2	.20	9
140 Tioga	1,520,000	1,695,000	733	2,072	4 / 3.5	.33	48
242 N. Almenar	1,533,000	1,550,000	770	1,990	3 / 2	.22	31
39 Corte Placida	1,575,000	1,595,000	637	2,470	4 / 3	.16	56
14 Elizabeth	1,583,500	1,599,000	652	2,428	3 / 2	.11	162
82 Paseo	1,655,000	1,595,000	1,031	1,604	3 / 2	.19	14
65 Corte Toluca	1,700,000	1,600,000	971	1,749	3 / 2	.19	14
50 Via Cheparro	1,710,000	1,695,000	821	2,082	3 / 3	.24	5
39 Corte Gracias	1,725,000	1,500,000	690	2,498	3 / 3	.23	13
71 Cielo	1,850,000	2,095,000	790	2,339	3 / 2.5	.43	61
131 Vista Grande	1,900,000	1,699,000	645	2,994	5 / 3	.31	2
2 Elizabeth	1,925,000	1,875,000	804	2,394	3 / 2.5	.09	78
299 Via Barranca	1,950,000	1,795,000	557	3,499	6 / 4	.55	2
23 Laderman	2,000,000	1,999,000	841	2,378	4 / 2.5	.10	2
22 Corte Lodato	2,050,000	1,835,000	899	2,279	3 / 3	.41	1
190 Via La Paz	2,050,100	2,395,000	659	3,108	4 / 3.5	.25	100
61 Elizabeth	2,151,000	1,995,000	804	2,673	4 / 2.5	.10	12
46 Lucky	2,250,000	2,675,000	895	2,512	4 / 4	.35	61
43 Via Cheparro	2,257,500	2,695,000	731	3,085	6 / 3	.26	97
210 Bretano	2,300,000	2,295,000	695	3,308	5 / 3	.19	8
42 Corte Morada	2,450,000	3,395,000	803	3,048	4 / 3.5	.36	97
76 Paseo	2,550,000	2,499,000	905	2,815	5 / 4	.27	16
124 Paseo	2,625,000	2,690,000	782	3,355	5 / 3	.47	25
427 Los Cerros	2,875,000	2,695,000	873	3,291	5 / 4	.72	13