

Millstein Market Report

Kentfield
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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2019 Year-End Residential Real Estate Activity in Kentfield

77		\$2,878,000		\$928		29%					
Homes sold priced \$1M and above (versus 70 in 2018)		Record average sale price (versus \$2.7M in 2018)		Avg. price per sq. ft. (versus \$943 in 2018)		Homes sold above initial asking price (versus 37% in 2018)					
38%		41%		22%							
Sellers received multiple offers (same as 2018)		Homes in escrow within 15 days on market (versus 49% in 2018)		Sellers provided price reductions (versus 14% in 2018)							
25		30		11		6		0		5	
Homes sold between \$1-2 million (versus 22 in 2018)		Homes sold between \$2-3 million (versus 29 in 2018)		Homes sold between \$3-4 million (same as 2018)		Homes sold between \$4-5 million (versus 5 in 2018)		Homes sold between \$5-6 million (versus 1 in 2018)		Homes sold above \$6 million (versus 2 in 2018)	
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\$848		\$860		\$1,016		\$1,050		n/a		\$1,379	
Avg. price per sq. ft.		Avg. price per sq. ft.		Avg. price per sq. ft.		Avg. price per sq. ft.		.		Avg. 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.

Kentfield experienced another major increase in the number of home sales; a record number sold in 2019. Additionally, more expensive homes sold in 2019 than 2018, with a record breaking average selling price of \$2,878,000. Five homes sold over \$6 million (vs. just two in 2018). The largest volume of homes sold ranged from \$2 million to \$3 million, with 30 homes selling. However, fewer homes sold over the asking price compared to 2018, and more sellers provided price reductions.

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

Kentfield 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
21 Cedar	1,235,000	1,100,000	930	1,327	2 / 2	.05	5
837 Sir Francis Drake	1,305,000	1,195,000	532	2,453	2 / 2	.10	9
10 Broadway	1,640,000	1,495,000	1,079	1,519	3 / 1.5	.13	23
13 Butterfly	1,650,000	1,650,000	1,079	1,529	2 / 2	.16	6
40 Quisisana	1,725,000	1,695,000	847	2,036	4 / 2.5	.22	9
25 Bridge	1,795,000	1,795,000	951	1,886	3 / 2	.23	12
59 Idlewood	1,840,000	2,495,000	428	4,296	5 / 4.5	1.27	138
20 Locust	1,865,000	1,750,000	863	2,160	4 / 3	.16	14
250 Hillside	1,895,000	1,995,000	686	2,760	3 / 2.5	.88	40
99 Quisisana	1,925,000	1,950,000	791	2,431	4 / 2	.22	54
137 Hillside	1,995,000	2,195,000	628	3,174	4 / 3.5	.70	51
1 Black Log	2,025,000	2,100,000	1,033	1,959	3 / 2.5	.24	35
18 McAllister	2,115,000	2,240,000	1,140	1,855	3 / 2.5	.18	15
33 Cypress	2,128,310	2,128,310	1,189	1,790	3 / 2	.20	4
10 Fay	2,202,000	1,995,000	1,038	2,121	4 / 3	.26	6
81 Hanken	2,300,000	2,695,000	554	4,145	6 / 6	.28	135
59 Berens	2,300,000	2,695,000	834	2,757	4 / 3.5	.20	59
19 Toussin	2,620,000	2,585,000	651	4,022	4 / 4.5	1.16	10
512 Goodhill	2,700,000	3,650,000	519	5,195	5 / 4.5	1.06	155
31 N. Ridgewood	2,775,000	3,295,000	843	3,290	4 / 3.5	.84	152
411 Crown	2,795,000	2,895,000	778	3,590	5 / 3.5	1.76	112
535 Woodland	2,800,000	3,588,000	635	4,405	5 / 4.5	.86	135
20 Quisisana	2,800,000	2,695,000	762	3,674	4 / 3	.22	4
30 Vista	2,850,000	2,595,000	713	3,995	5 / 4.5	.77	15
20 Cypress	3,420,000	3,500,000	1,070	3,194	5 / 4	.24	91
205 Laurel Grove	3,500,000	4,175,000	867	4,033	3 / 3	.35	80
61 Upper Toyon	3,991,500	4,200,000	1,077	3,705	4 / 3	.93	41
211 S. Ridgewood	4,200,000	3,995,000	957	4,388	6 / 6.5	.82	8
62 Rancheria	4,700,000	4,995,000	893	5,260	5 / 4.5	.93	72
109 Oak	4,900,000	4,995,000	1,066	4,595	5 / 4	.64	31
6 Turnagain	7,000,000	7,000,000	2,058	3,400	4 / 3.5	.58	121