

# Millstein Market Report

Mill Valley  
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

415-601-9240

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calbre #00800285

## 2019 Year-End Residential Real Estate Activity in Mill Valley

298		\$2,036,000		\$888		40%	
Homes sold priced \$1M and above		Average sale price		Avg. price per sq. ft.		Homes sold above initial asking price	
(versus 317 in 2018)		(versus \$2,053,000 in 2018)		(same as 2018)		(versus 53% in 2018)	
47%		50%				25%	
Sellers received multiple offers		Homes in escrow within 15 days on market				Sellers provided price reductions	
(versus 49% in 2018)		(versus 62% in 2018)				(versus 19% in 2018)	
196	63	23	9	1		6	
Homes sold between \$1-2 million	Homes sold between \$2-3 million	Homes sold between \$3-4 million	Homes sold between \$4-5 million	Home sold between \$5-6 million		Home sold above \$6 million	
(versus 210 in 2018)	(versus 64 in 2018)	(versus 28 in 2018)	(versus 8 in 2018)	(versus 4 in 2018)		(versus 3 in 2018)	
—	—	—	—	—		—	
\$839	\$911	\$999	\$1,158	\$1,629		\$1,540	
Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	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.

2019 pricing in Mill Valley remained relatively steady compared to 2018. Though fewer homes sold priced between \$1 million and \$2 million, nearly the same number of homes sold priced between \$2 million and \$5 million as 2018. Fifty percent more homes priced over \$6 million sold in 2019 compared to 2018. A quarter of homes sold with price reductions, a slightly higher percentage vs. 2018. Fewer homes went into escrow quickly: 40% of homes sold were in escrow within 15 days, vs. 53% in 2018.

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



# Mill Valley Homes Sold

\$1,000,000 - \$1,525,000

2<sup>nd</sup> 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
806 Edgewood	1,005,000	1,049,940	752	1,335	2 / 1	.37	47
8 Birch	1,050,000	1,100,000	917	1,144	2 / 1	.11	3
8 Central	1,100,000	995,000	661	1,664	4 / 3	.17	14
537 Marin	1,100,000	1,095,000	583	1,886	3 / 2	.20	32
134 W. Blithedale	1,100,000	1,049,000	1,067	1,030	2 / 2	.02	9
28 Midway	1,100,000	989,000	1,331	826	2 / 1	.12	4
261 Cardinal	1,102,000	1,149,000	732	1,504	3 / 2	.13	28
86 Washington	1,127,000	950,000	425	2,650	3 / 3	.62	57
239 Flamingo	1,140,000	1,115,000	897	1,270	2 / 1	.14	6
480 Panoramic	1,150,000	1,200,000	709	1,622	3 / 2	.24	83
2 Shayan	1,199,000	1,259,000	667	1,796	3 / 2.5	.11	99
53 S. Knoll	1,200,000	1,199,000	760	1,578	4 / 2	.39	15
315 Vista de Valle	1,200,000	1,325,000	500	2,400	4 / 2.5	.09	48
783 Marin	1,200,000	1,200,000	1,141	1,051	2 / 1	.20	14
71 Tamalpais	1,225,000	998,000	875	1,400	3 / 1	.17	12
115 Columbia	1,225,000	1,125,000	769	1,591	3 / 2	.06	8
359 Jean	1,235,000	1,296,000	575	2,146	4 / 2	.15	59
4 Courtney	1,245,000	1,295,000	636	1,956	3 / 2.5	.10	96
11 Mesa	1,260,000	1,295,000	581	2,167	3 / 2	.13	24
571 Harvest	1,265,000	1,095,000	642	1,969	4 / 2	.39	12
339 Laurel	1,268,750	1,320,000	770	1,646	3 / 2	.25	13
46 Washington Park	1,270,000	1,290,000	736	1,724	2 / 1.5	.10	13
161 Stanford	1,290,000	1,299,000	769	1,677	3 / 2	.11	22
74 Meadow	1,290,100	1,299,000	1,060	1,216	3 / 2	.14	16
54 Woodside	1,295,000	1,295,000	889	1,456	3 / 2	.14	35
40 Castle Rock	1,300,000	1,195,000	974	1,334	2 / 1	.32	4
652 Amaranth	1,300,000	1,395,000	787	1,650	3 / 2	.12	51
489 E. Blithedale	1,300,000	1,225,000	990	1,312	3 / 1	.11	14
838 Spring	1,300,000	1,349,000	677	1,918	3 / 2	.11	38
1121 W. California	1,310,000	1,325,000	639	2,048	3 / 3	.22	9
23 Plaza	1,310,000	1,150,000	1,275	1,027	3 / 1	.12	8
31 Hilarita	1,310,000	1,195,000	1,387	944	2 / 1	.11	8
9 Bay Vista	1,325,000	1,325,000	968	1,368	2 / 1	.31	20
395 Lowell	1,345,000	1,395,000	755	1,780	3 / 2	.22	26
147 Sycamore	1,350,000	1,350,000	864	1,562	3 / 2	.13	12
165 Marion	1,350,000	1,625,000	536	2,515	4 / 3	.23	43
506 Throckmorton	1,350,000	1,340,000	1,131	1,193	2 / 2	.19	8
315 Panoramic	1,375,000	1,049,000	1,096	1,254	2 / 1	.36	7
1 Portola	1,380,000	1,500,000	995	1,386	2 / 2	.08	15
302 Sheffield	1,395,000	1,395,000	1,018	1,369	3 / 2	.14	24
259 Corte Madera	1,400,000	1,495,000	783	1,786	3 / 2	.16	43
17 Dorset	1,400,000	1,349,000	1,151	1,216	3 / 2	.13	1
566 Panoramic	1,400,000	1,395,000	1,351	1,036	2 / 2	.43	126
331 Durant	1,427,000	1,475,000	546	2,596	3 / 2	.11	57
283 Ricardo	1,450,000	1,950,000	519	2,791	4 / 2.5	.23	63
507 Pixie	1,450,000	1,425,000	839	1,728	3 / 2.5	.24	2
118 Harvard	1,465,000	1,595,000	899	1,628	3 / 2	.15	37
44 Valley	1,475,000	1,475,000	1,058	1,393	2 / 2	.17	24
95 Nelson	1,495,000	1,495,000	1,484	1,007	3 / 1	.12	21
35 Somerset	1,500,000	1,395,000	951	1,576	3 / 2	.13	4
1217 Waterview	1,500,000	1,349,000	7821	1,918	3 / 2.5	.07	11
250 Del Casa	1,500,000	1,495,000	623	2,407	4 / 3	.17	5
620 Douglas	1,500,000	1,500,000	1,250	1,200	2 / 1	.20	3
416 Pine	1,505,000	1,425,000	871	1,726	2 / 2	.11	13
379 Springside	1,515,000	1,595,000	601	2,518	3 / 2.5	.07	50
395 Lowell	1,519,000	929,500	812	1,870	3 / 2	.22	10
5 Azalea	1,525,000	1,395,000	1,084	1,406	3 / 2	.28	0

# Mill Valley Homes Sold

## \$1,550,000 - \$2,200,000

### 2<sup>nd</sup> 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
372 Richardson	1,550,000	1,395,000	701	2,208	4 / 2	.25	9
208 Almonte	1,565,000	1,595,000	786	1,990	3 / 2.5	.20	32
46 Longfellow	1,575,000	1,749,000	858	1,834	3 / 2	.20	46
1010 Trillium	1,590,000	1,650,000	567	2,800	4 / 3.5	.35	139
65 Marin View	1,594,000	1,594,000	1,064	1,497	2 / 2.5	.22	0
523 Brookline	1,600,000	1,649,000	719	2,225	4 / 2.5	.29	43
964 Greenhill	1,600,000	1,600,000	987	1,620	3 / 2	.18	0
495 E. Blithedale	1,620,000	1,675,000	683	2,369	5 / 3	.11	22
98 Sunnyside	1,650,000	1,595,000	886	1,861	4 / 2	.14	7
149 Myrtle	1,650,300	1,900,000	924	1,785	2 / 1.5	1.62	31
41 Nelson	1,650,000	1,795,000	1,000	1,650	3 / 1	.20	24
10 Wilkins	1,650,000	1,650,000	793	2,080	4 / 2.5	.23	19
218 Amicita	1,699,300	1,595,000	1,233	1,378	3 / 2	.11	8
250 Greenwood	1,700,000	2,195,000	729	2,329	4 / 2.5	1.07	142
110 Reed	1,700,000	1,800,000	855	1,988	3 / 2	.24	95
365 Carrera	1,700,000	1,650,000	696	2,440	3 / 2.5	.17	5
277 Sycamore	1,700,000	1,595,000	1,173	1,449	3 / 2	.13	3
20 Hilarita	1,710,000	1,626,000	1,009	1,694	3 / 2	.07	11
902 Ventura	1,720,000	1,849,000	706	2,434	4 / 2.5	.17	157
420 Monte Vista	1,760,000	1,975,000	476	3,696	5 / 3.5	.99	97
11 Underhill	1,770,000	1,999,000	834	2,120	3 / 2.5	.26	86
3 Pine Ridge	1,775,000	1,895,000	635	2,793	5 / 4	.37	78
341 Jean	1,777,500	1,785,000	843	2,107	4 / 2	.17	53
70 Keats	1,800,000	1,849,000	780	2,306	4 / 3.5	.25	31
35 Elaine	1,800,000	1,975,000	658	2,734	4 / 3	.48	27
1235 Waterview	1,800,000	1,695,000	670	2,684	3 / 2.5	.16	5
170 Almonte	1,805,000	1,495,000	862	2,092	3 / 3	.21	7
99 Skyline	1,820,000	1,795,000	651	2,793	5 / 4.5	.13	29
13 Olive	1,825,000	1,549,000	1,437	1,270	2 / 2	.04	9
16 Blithedale Terr.	1,825,000	1,995,000	784	2,325	4 / 2.5	.40	72
45 Thalia	1,825,000	1,995,000	791	2,306	5 / 2.5	.17	56
200 Summit	1,825,000	1,995,000	707	2,581	5 / 3.5	.19	56
112 Marguerite	1,830,000	1,765,000	741	2,469	4 / 3.5	.33	11
69 Magee	1,860,000	1,940,000	918	2,024	3 / 2.5	.13	31
254 Reed	1,862,500	1,999,999	584	3,189	5 / 4	.24	42
263 Morning Sun	1,870,000	1,798,000	935	2,000	4 / 2	.13	4
8 Deer Hill	1,875,000	2,300,000	576	3,250	4 / 2.5	.27	97
124 Sunnyside	1,875,000	1,950,000	1,065	1,760	3 / 2	.11	8
107 Sunnyside	1,900,000	1,659,000	1,293	1,469	2 / 2	.14	2
229 Rosemont	1,945,000	1,875,000	813	2,390	4 / 3	.15	20
35 Lomita	1,985,000	1,985,000	699	2,838	5 / 2.5	.22	24
1 Una	2,011,000	1,670,500	1,126	1,785	3 / 2.5	.09	12
361 Woodside	2,025,000	2,149,000	668	3,030	4 / 4.5	.12	20
24 Laurelwood	2,050,000	1,950,000	884	2,319	4 / 3	.17	4
260 Eldridge	2,100,000	2,200,000	845	2,485	3 / 2.5	.16	42
100 Hillside	2,160,000	1,895,000	1,115	1,936	3 / 3	.15	8
423 Durant	2,165,000	2,295,000	750	2,883	4 / 2.5	.21	33
509 Blue Jay	2,175,000	2,850,000	623	3,488	5 / 3.5	.84	188
288 Ricardo	2,200,000	1,895,000	1,069	2,058	4 / 2	.21	8

# Mill Valley Homes Sold

## \$2,275,000 and above

### 2<sup>nd</sup> 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
266 Princeton	2,275,000	2,295,000	842	2,701	4 / 3.5	.19	24
56 Shell	2,280,000	2,295,000	1,018	2,238	4 / 3	.30	13
74 Sycamore	2,325,000	2,395,000	1,191	1,951	3 / 2	.16	46
378 Woodside	2,350,000	2,650,000	706	3,536	4 / 3.5	.21	50
112 Edgewood	2,400,000	2,595,000	798	3,105	3 / 4	.39	66
12 Manzanita	2,425,000	2,795,000	706	3,504	4 / 3.5	.53	113
280 Ralston	2,485,000	2,549,000	477	5,339	4 / 3.5	1.17	151
38 Topside	2,500,000	2,695,000	705	3,650	5 / 3.5	.32	110
16 Manzanita	2,500,000	2,995,000	785	3,414	4 / 3	.64	140
113 Evergreen	2,500,000	2,395,000	1,329	1,801	4 / 2.5	.14	5
215 Benson	2,500,000	2,650,000	628	4,218	5 / 3.5	.25	27
156 Woodbine	2,510,000	2,395,000	1,018	2,352	4 / 2	.33	12
315 Ralston	2,520,000	2,895,000	693	3,742	5 / 3.5	.96	62
45 Walnut	2,525,000	2,495,000	1,122	2,222	4 / 23	.13	9
431 Median	2,650,000	2,950,000	849	3,298	5 / 3	.24	50
715 Forest	2,695,000	2,795,000	673	4,003	4 / 3.5	.71	36
916 Valley View	2,700,000	2,995,000	579	4,648	5 / 4.5	.29	33
3 Greenwood	2,725,000	2,895,000	734	3,943	4 / 2.5	.28	41
15 Shell	2,726,000	2,675,000	1,189	2,248	4 / 4.5	.17	31
381 E. Strawberry	2,750,000	2,995,000	956	2,923	4 / 3.5	.36	45
7 Tower	2,750,000	2,795,000	1,058	2,640	4 / 2.5	.19	35
31 Alvarado	2,750,000	2,590,000	1,061	2,440	4 / 3	.14	9
106 Great Circle	2,795,000	2,795,000	945	2,957	3 / 2.5	.62	9
105 Willis	2,875,000	3,288,000	7932	3,776	4 / 3.5	.52	60
29 Bay Vista	2,895,000	3,095,000	927	3,120	4 / 3	.30	208
258 Hillside	3,000,000	3,395,000	714	4,614	5 / 5	.24	52
365 Lovell	3,070,000	3,750,000	940	3,455	4 / 3.5	.26	156
1 Stanton	3,100,000	2,895,000	956	3,028	4 / 3.5	.37	9
210 Laverne	3,150,000	2,995,000	1,234	2,426	3 / 2.5	.25	9
10 Walsh	3,195,000	3,545,000	604	5,287	4 / 4.5	.37	62
475 Molino	3,200,000	3,775,000	806	3,969	5 / 2.5	.48	105
81 Cornelia	3,300,000	3,295,000	1,093	3,017	3 / 3.5	.30	17
58 Locust	3,305,000	2,995,000	1,368	2,451	4 / 2	.13	0
77 Country Club	3,400,000	3,850,000	912	3,728	4 / 3.5	.44	42
85 Sycamore	3,500,000	3,080,000	1,562	2,240	4 / 3.5	.14	2
340 Magee	3,525,000	3,895,000	743	4,740	5 / 4	.71	38
61 Matilda	3,650,000	2,995,000	1,692	2,156	4 / 3.5	.13	3
15 Heron	3,660,000	3,295,000	861	4,247	4 / 3.5	.31	8
25 Bigelow	4,125,000	4,125,000	1,360	3,032	4 / 4	.14	28
445 Molino	4,180,000	4,180,000	1,197	3,490	5 / 3	.40	0
45 Cornelia	4,500,000	4,995,000	981	4,587	6 / 2.5	.59	33
2 Bigelow	4,500,000	3,795,000	1,315	3,420	4 / 3.5	.20	1
840 Edgewood	4,750,000	4,995,000	1,150	4,127	4 / 3.5	7.87	16
60 Buena Vista	4,900,000	4,995,000	835	5,863	5 / 4.5	.28	9
430 Laverne	4,995,000	4,995,000	1,236	4,041	5 / 4.5	.51	42
153 Chapel	6,250,000	6,495,000	950	6,573	5 / 4.5	.51	25
18 Mirabel	6,550,000	6,550,000	1,727	3,792	3 / 3.5	.79	0
78 Sycamore	7,000,000	7,000,000	1,935	3,617	5 / 4.5	.27	0
166 Elinor	8,300,000	9,995,000	1,749	4,774	6 / 7	.75	42
26 Sky	8,700,000	8,977,000	1,257	6,923	5 / 6.5	1.61	13