

Millstein Market Report

Tiburon
Residential
Real
Estate





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,

A handwritten signature in black ink that reads "Mark Millstein". The signature is written in a cursive, flowing style.

Mark Millstein

Golden Gate Sotheby's International Realty

415-601-9240

mark.millstein@sothebysrealty.com

calbre #00800285

2019 Year-End Residential Real Estate Activity in Tiburon

| | | | | | |
|--|---|--|---|---|--|
| 91 | \$3,125,000 | \$987 | 25% | | |
| Homes sold priced \$1M and above (versus 115 in 2018) | Average sale price (versus \$3,175,000 in 2018) | Record avg. price per sq. ft. (versus \$980 in 2018) | Homes sold above initial asking price (versus 33% in 2018) | | |
| 33% | | 36% | | 35% | |
| Sellers received multiple offers (versus 29% in 2018) | | Homes in escrow within 15 days on market (versus 40% in 2018) | | Sellers provided price reductions (versus 33% in 2018) | |
| 24 | 26 | 21 | 11 | 6 | 3 |
| Homes sold between \$1-2 million (versus 27 in 2018) | Homes sold between \$2-3 million (versus 45 in 2018) | Homes sold between \$3-4 million (versus 19 in 2018) | Homes sold between \$4-5 million (versus 10 in 2018) | Homes sold between \$5-7 million (versus 7 in 2018) | Homes sold above \$7 million (versus 7 in 2018) |
| — | — | — | — | — | — |
| \$916 | \$985 | \$973 | \$973 | \$996 | \$1,409 |
| 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. | 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 Tiburon remained relatively steady compared to 2018. Fewer homes sold in 2019, the

fewest since 2011. Due to limited inventory, just 26 homes sold priced between \$2 million and \$3 million (vs. 45 in 2018). There is strong demand for Tiburon homes priced below \$4 million as supply continues to fall short. There were 3 sales above \$7 million during 2019 (compared to 7 in 2018). Typically, only three or four homes sell each year in this price range, so 2019 sales are more in-line with historic volume. Thirty-five percent of homes sold with price reductions, slightly more than in 2018. Fewer homes went into escrow quickly: 36% of homes sold were in escrow within 15 days, vs. 40% in 2018.

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

Tiburon Homes Sold

2nd Half 2019

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

| 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 |
|---------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------------|---------------------------------|------------------------------------|----------------------------|
| 4 Benton | 1,180,000 | 1,095,000 | 1,030 | 1,145 | 3 / 1 | .21 | 9 |
| 75 Harriet | 1,190,000 | 1,250,000 | 937 | 1,270 | 3 / 1 | .20 | 70 |
| 497 Irving | 1,302,500 | 1,495,500 | 1,287 | 1,012 | 3 / 2 | .22 | 129 |
| 24 Apollo | 1,325,000 | 1,195,000 | 1,309 | 1,012 | 3 / 1 | .18 | 9 |
| 1659 Mar West | 1,493,000 | 1,495,000 | 834 | 1,790 | 2 / 2 | .16 | 10 |
| 119 Jefferson | 1,585,000 | 1,585,000 | 1,566 | 1,012 | 3 / 1 | .16 | 13 |
| 50 Pine Terrace | 1,700,000 | 1,595,000 | 1,219 | 1,394 | 3 / 2 | .13 | 3 |
| 59 Eastview | 1,725,000 | 1,850,000 | 1,215 | 1,419 | 3 / 2 | .06 | 131 |
| 1884 Centro West | 1,850,000 | 2,050,000 | 1,010 | 1,830 | 3 / 2 | .14 | 8 |
| 5 Tower Point | 1,850,000 | 2,100,000 | 772 | 2,394 | 3 / 2.5 | .19 | 16 |
| 146 Trinidad | 1,875,000 | 1,999,000 | 613 | 3,056 | 3 / 3.5 | .28 | 11 |
| 65 Harriet | 1,900,000 | 1,997,000 | 881 | 2,155 | 4 / 2 | .20 | 51 |
| 100 Red Hill | 1,900,000 | 1,975,000 | 794 | 2,392 | 3 / 2.5 | .08 | 52 |
| 30 Baccharis | 1,950,000 | 1,895,000 | 771 | 2,529 | 3 / 3.5 | .18 | 8 |
| 80 Rancho | 1,998,000 | 2,248,000 | 687 | 2,907 | 4 / 3 | .21 | 63 |
| 208 Jamaica | 1,999,000 | 2,390,000 | 894 | 2,236 | 3 / 2 | .25 | 97 |
| 46 Mercury | 2,015,000 | 2,185,000 | 1,088 | 1,851 | 4 / 2 | .17 | 50 |
| 221 Jamaica | 2,050,000 | 2,350,000 | 702 | 2,918 | 4 / 2.5 | .25 | 56 |
| 5093 Paradise | 2,170,000 | 2,250,000 | 864 | 2,510 | 5 / 3.5 | .36 | 52 |
| 2 Hillcrest | 2,175,000 | 2,295,000 | 1,107 | 1,964 | 3 / 2 | .17 | 30 |
| 11 Teaberry | 2,198,000 | 2,200,000 | 1,206 | 1,822 | 2 / 2 | .64 | 8 |
| 201 Trinidad | 2,200,000 | 2,370,000 | 848 | 2,594 | 4 / 3 | .17 | 65 |
| 20 Juno | 2,200,000 | 1,995,000 | 1,131 | 1,944 | 4 / 3 | .16 | 8 |
| 35 Spring | 2,375,000 | 2,750,000 | 805 | 2,948 | 5 / 3 | .56 | 69 |
| 110 Las Lomas | 2,495,000 | 2,750,000 | 1,201 | 2,076 | 4 / 3.5 | .14 | 25 |
| 100 Monterey | 2,600,000 | 3,095,000 | 720 | 3,607 | 5 / 4.5 | .29 | 220 |
| 205 Jamaica | 2,628,200 | 2,595,200 | 906 | 2,898 | 4 / 2.5 | .25 | 6 |
| 270 Blackfield | 2,650,000 | 2,650,000 | 1,021 | 2,595 | 4 / 2 | .35 | 23 |
| 28 Apollo | 2,675,000 | 2,495,000 | 1,087 | 2,460 | 4 / 3 | .20 | 8 |
| 33 Terrace Court | 2,700,000 | 2,695,000 | 917 | 2,942 | 4 / 3 | .23 | 21 |
| 3605 Paradise | 2,900,000 | 3,195,000 | 803 | 3,610 | 3 / 2.5 | .99 | 51 |
| 23 Mercury | 3,000,000 | 2,999,000 | 1,157 | 2,591 | 4 / 3.5 | .35 | 3 |
| 18 Saint Lucia | 3,015,103 | 3,400,000 | 1,024 | 2,943 | 4 / 3 | .26 | 155 |
| 96 Sugarloaf | 3,020,000 | 3,495,000 | 975 | 3,097 | 4 / 3.5 | .33 | 69 |
| 2440 Paradise | 3,100,000 | 3,248,000 | 1,167 | 2,658 | 3 / 3.5 | .08 | 44 |
| 186 Porto Marino | 3,150,000 | 2,995,000 | 999 | 3,151 | 4 / 2.5 | .44 | 13 |
| 1806 Lagoon Vista | 3,200,000 | 2,550,000 | 1,180 | 2,710 | 3 / 3.5 | .48 | 11 |
| 225 Martinique | 3,247,500 | 3,595,000 | 953 | 3,405 | 4 / 3 | .27 | 90 |
| 68 Via Los Altos | 3,300,000 | 3,995,000 | 797 | 4,140 | 4 / 3.5 | .34 | 112 |
| 763 Tiburon | 3,300,000 | 2,995,000 | 1,157 | 2,850 | 4 / 3.5 | .20 | 6 |
| 112 Reed | 3,385,000 | 3,585,000 | 830 | 4,076 | 3 / 2.5 | .40 | 14 |
| 6 Mira Flores | 3,400,000 | 3,477,000 | 874 | 3,890 | 5 / 4.5 | .24 | 26 |
| 1801 Lagoon View | 3,400,000 | 3,499,000 | 996 | 3,411 | 4 / 3.5 | .47 | 11 |
| 4 Warrens Way | 3,675,000 | 3,895,000 | 957 | 3,840 | 5 / 5 | .38 | 75 |
| 35 Meadow Hill | 3,900,000 | 4,875,000 | 811 | 4,808 | 5 / 4.5 | .49 | 171 |
| 1970 Straits View | 4,118,000 | 4,495,000 | 1,079 | 3,814 | 3 / 3.5 | .64 | 117 |
| 9 Francisco Vista | 4,200,000 | 5,595,000 | 752 | 5,585 | 5 / 6 | .74 | 363 |
| 55 Spring | 4,775,000 | 4,977,000 | 1,147 | 4,160 | 6 / 7 | .97 | 35 |
| 6 Venado | 4,800,000 | 5,000,000 | 908 | 5,285 | 4 / 46 | .61 | 30 |
| 149 Jamaica | 4,925,000 | 5,300,000 | 1,017 | 4,838 | 5 / 4.5 | .25 | 240 |
| 117 Hacienda | 5,137,500 | 5,137,500 | 812 | 6,324 | 5 / 5.5 | 1 ac. | 2 |
| 414 Greenwood Beach | 5,500,000 | 5,995,000 | 1,687 | 3,240 | 3 / 3 | .15 | 86 |
| 60 Trinidad | 5,600,000 | 5,750,000 | 925 | 6,050 | 4 / 4.5 | .53 | 72 |
| 190 Gilmartin | 6,625,000 | 7,750,000 | 852 | 7,771 | 8 / 8 | .45 | 710 |
| 102 Mount Tiburon | 8,500,000 | 8,500,000 | 1,258 | 6,755 | 5 / 4.5 | .83 | 31 |