

MILLSTEIN MARKET REPORT

Larkspur Residential Real Estate



2020 YEAR-END

Golden
Gate

Sotheby's
INTERNATIONAL REALTY



Mark went over and above what I would typically expect from a real estate broker and I've had a lot of experience, having bought and sold many properties. Mark transformed my home in getting it ready for sale - what a major difference! With Sotheby's prominent marketing, my home sold well over asking price with multiple offers. Basically, I entrusted everything to Mark and he came through time after time. In summary, Mark is a skilled professional who I'm sure, given the opportunity, will exceed your expectations as he did mine.

– Tom Daniels

Market Summary

Buyers flooded into Marin County from cities last year, supercharging home sales and increasing the number of homes sold by 10%. This spike in demand increased the average selling price in Marin County by 11% to a record \$1,874,895. In addition, upper-income buyers purchased a record number of homes priced above \$2 million.

Because many people are continuing to work from home, we expect continued heightened demand for homes with outdoor living and remote working space.

Low mortgage interest rates and a record-high stock market will also likely fuel continued high demand. This increased demand for Marin County homes is outstripping supply, putting further upward pressure on home prices.

2020 was an excellent year for Larkspur from a real estate perspective. Seventy-five homes sold, which is the same record number sold in 2014. Pandemic buying accelerated during the second half of this year as nearly 50% more homes sold compared to the same period in 2019. The average selling price increased 8% to a record \$2,330,000. The average price per square foot sold rose 11% to a record \$1,045.

A record number of buyers purchased more expensive homes. Fifty percent more homes priced between \$3 and \$4 million sold compared to 2019 with a record 12 homes selling. And nearly 50% of all homes sold received multiple offers and sold over the asking price!

In sum, right now is a great time to sell if you've been considering doing so.

Best Regards,

The Mark Millstein Difference

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

- **Pre-sale home improvements.** My trusted network of tradespeople – and my willingness to manage these – saves my clients money and hassle.
- **Extensive experience.** A top producing broker for a decade, I work with Marin's most active real estate firm, Golden Gate Sotheby's International.

2020 Year-End Residential Real Estate Activity in Larkspur

75

Homes sold priced
\$1M and above
(versus 67 in 2019)

\$2,330,000

Record average
sale price
(versus \$2.15M in 2019)

\$1,045

Record avg.
price per sq. ft.
(versus \$943 in 2019)

52%

Homes sold above
initial asking price
(versus 51% in 2019)

50%

Sellers received
multiple offers
(versus 43% in 2019)

57%

Homes in escrow within
15 days on market
(versus 48% in 2019)

18%

Sellers provided
price reductions
(versus 22% in 2019)

34

Homes sold
between
\$1-2 million

(versus 32
in 2019)

25

Homes sold
between
\$2-3 million

(versus 24
in 2019)

12

Homes sold
between
\$3-4 million

(versus 8
in 2019)

4

Home sold
above
\$4 million

(versus 3
in 2019)

\$984

Avg. price
per sq. ft.

\$988

Avg. price
per sq. ft.

\$1,294

Avg. price
per sq. ft.

\$1,269

Avg. price
per sq. ft.

- **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 consider contacting me for your future real estate needs.

Larkspur Homes Sold

2nd Half 2020

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
201 Marina Vista	1,095,000	1,195,000	871	1,256	3 / 1	.25	52
7 Ardmore	1,100,000	1,395,000	1,494	736	2 / 1	.25	11
93 Wilson	1,150,000	995,000	895	1,284	3 / 2	.16	10
37 Chanticleer	1,320,000	1,475,000	999	1,321	3 / 2	.09	41
10 Magnolia	1,350,000	1,495,000	904	1,493	3 / 2	.16	42
147 Madrone	1,352,000	1,250,000	1,288	1,049	2 / 2	.22	14
32 Millard	1,375,000	1,430,000	766	1,795	3 / 2	.11	16
116 Monte Vista	1,400,000	1,450,000	1,431	978	2 / 1	.17	17
35 Boardwalk	1,500,000	1,375,000	1,205	1,244	3 / 3	.21	10
16 Onyx	1,648,000	1,748,000	928	1,775	3 / 3	.07	5
268 Madrone	1,655,000	1,499,000	1,245	1,329	3 / 2	.12	-
14 Cedar	1,660,000	1,995,000	651	2,549	4 / 2.5	.23	18
1 Onyx	1,665,000	1,395,000	1,203	1,384	3 / 2	.10	7
236 Monte Vista	1,725,000	1,400,000	1,257	1,372	4 / 2	.22	12
421 Holcomb	1,743,000	1,300,000	1,622	1,074	3 / 1	.11	14
265 Tulane	1,750,000	1,749,000	852	2,054	3 / 3	.17	5
2 Glen	1,750,000	1,750,000	882	1,983	3 / 2.5	.65	15
163 Marina Vista	1,770,000	1,749,000	678	2,609	4 / 2.5	.30	13
32 Olive	1,825,000	1,877,000	1,236	1,476	4 / 2	.24	21
208 Monte Vista	1,826,000	1,695,000	1,300	1,404	3 / 2.5	.12	16
115 Wilson	1,910,000	2,150,000	625	3,055	4 / 3.5	.23	78
6 Stanford	1,925,000	2,095,000	790	2,436	4 / 2	.23	50
84 Via La Brisa	2,000,000	1,895,000	1,031	1,938	3 / 2	.18	7
109 Riviera	2,095,000	2,095,000	921	2,273	4 / 2.5	.17	-
9 Murray Ln	2,150,000	2,200,000	953	2,254	4 / 2	.42	-
15 Dartmouth	2,200,000	2,295,000	957	2,297	3 / 2	.17	-
140 Wilson	2,261,500	2,295,000	669	3,380	3 / 4	.31	-
9 Drakes Cove	2,299,000	2,450,000	738	3,114	3 / 3.5	.26	49
374 Elm	2,302,000	2,175,000	1,131	2,035	4 / 2	.38	7
31 Monte Vista	2,350,000	2,350,000	971	2,419	3 / 3	.09	18
14 Walnut	2,400,000	2,350,000	1,021	2,350	4 / 3.5	.18	20
38 Heather	2,410,000	2,250,000	1,261	1,911	3 / 3	.13	6
5 Ardmore	2,550,000	2,195,000	1,248	2,042	4 / 2.5	.28	5
85 Laurel	2,550,000	2,795,000	770	3,309	4 / 3.5	.28	43
262 Harvard	2,560,000	2,295,000	1,353	1,891	3 / 2.5	.19	-
30 Elm	2,650,000	2,495,000	1,037	2,555	4 / 2	.17	2
79 Ardmore	2,885,000	3,595,000	1,099	2,625	4 / 3	.54	57
11 Magnolia	2,900,000	3,095,000	1,095	2,648	4 / 3.5	.18	43
83 Hatzic	3,050,000	2,995,000	1,324	2,303	3 / 2.5	.37	199
14 Monte Vista	3,150,000	3,150,000	1,489	2,115	3 / 2	.19	52
22 Acacia	3,300,000	3,495,000	1,375	2,400	4 / 3.5	.14	14
327 Madrone	3,330,000	2,995,000	1,345	2,452	4 / 3.5	.15	39
47 Madrone	3,377,000	3,700,000	1,475	2,289	4 / 3	.43	16
14 College	3,400,000	3,250,000	1,201	2,830	4 / 3.5	.19	5
199 Madrone	3,500,000	3,495,000	1,085	3,225	4 / 4.5	.19	8
150 Magnolia	3,520,000	3,500,000	1,215	2,897	4 / 3.5	.17	14
201 Birch	3,600,000	3,395,000	1,128	3,189	5 / 3	.23	4
11 Wiltshire	3,610,000	3,300,000	1,415	2,550	4 / 3.5	.40	28
32 Rose	3,625,000	3,795,000	1,345	2,695	4 / 3.5	.18	81
570 Riviera	4,525,000	4,795,000	1,382	3,274	4 / 4	.28	22
11 William	4,695,000	4,695,000	926	5,065	5 / 4.5	.17	13
52 Rose	4,800,000	4,395,000	1,288	3,725	5 / 4.5	.25	4
23 Monte Vista	4,825,000	5,495,000	1,477	3,265	4 / 4.5	.27	25