

# MILLSTEIN MARKET REPORT

Mill Valley 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 Mill Valley from a real estate perspective. Three hundred and fifty homes sold in Mill Valley – the highest number of annual sales ever recorded (the previous high was 298 in 2017). Pandemic buying accelerated during the second half of 2020 as 44% more homes sold compared to the same period in 2019. The average selling price increased 6% to a record \$2,150,000. The average price per square foot sold rose by 3% to a record \$916.

A record 100 homes sold priced between \$2 and \$3 million during 2020. For reference, the previous record was 64 selling in 2018. Twenty-nine homes sold priced between \$3 and \$4 million, compared to 23 in 2019. And a record 11 homes sold priced above \$5 million! Only three sold in this price range in 2019. Nearly 45% 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 Mill Valley

<b>350</b>	<b>\$2,150,000</b>	<b>\$916</b>	<b>45%</b>
Homes sold priced \$1M and above (versus 298 in 2019)	Record average sale price (versus \$2,036,000 in 2019)	Record avg. price per sq. ft. (versus \$888 in 2019)	Homes sold above initial asking price (versus 40% in 2019)

<b>46%</b>	<b>50%</b>	<b>18%</b>
Sellers received multiple offers (versus 47% in 2019)	Homes in escrow within 15 days on market (same as 2019)	Sellers provided price reductions (versus 25% in 2019)

<b>202</b>	<b>100</b>	<b>29</b>	<b>8</b>	<b>6</b>	<b>5</b>
Homes sold between \$1-2 million (versus 196 in 2019)	Homes sold between \$2-3 million (versus 63 in 2019)	Homes sold between \$3-4 million (versus 23 in 2019)	Homes sold between \$4-5 million (versus 9 in 2019)	Home sold between \$5-6 million (versus 1 in 2019)	Homes sold above \$6 million (versus 6 in 2019)
—	—	—	—	—	—
<b>\$853</b>	<b>\$940</b>	<b>\$1,080</b>	<b>\$1,189</b>	<b>\$1,180</b>	<b>\$1,538</b>
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.

- **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.

# Mill Valley Homes Sold

2<sup>nd</sup> Half 2020

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
25 Marion	1,500,000	1,395,000	981	1,529	3 / 1.5	.17	3
750 Alta Vista	1,500,000	1,400,000	1,027	1,460	3 / 2	.23	10
55 Walnut	1,500,000	1,450,000	859	1,746	3 / 2	.11	7
219 Rosemont	1,500,000	1,495,000	1,038	1,444	3 / 2	.30	11
124 Stadium	1,525,000	1,575,000	932	1,635	3 / 2	.14	15
442 Panoramic	1,537,500	1,575,000	688	2,232	3 / 2	.29	34
153 Marguerite	1,540,000	1,450,000	935	1,646	3 / 2	.36	4
763 Marin	1,544,500	1,549,000	748	2,064	3 / 3	.11	7
169 Marguerite	1,550,000	1,699,000	596	2,600	4 / 4	.23	38
61 Bayview	1,550,000	1,550,000	916	1,691	3 / 2	.20	8
1216 Lattie	1,550,000	1,495,000	612	2,530	4 / 3	.17	7
108 Morning Sun	1,557,000	1,225,000	964	1,615	3 / 2	.06	8
30 Rose	1,575,000	1,575,000	863	1,825	3 / 3	.40	85
135 Cascade	1,580,000	1,595,000	804	1,964	3 / 3	.13	22
384 Carrera	1,595,000	1,595,000	612	2,604	3 / 2	.20	10
56 Milland	1,595,000	1,595,000	739	2,156	3 / 2.5	.24	2
390 Monte Vista	1,600,000	1,759,000	609	2,627	4 / 3	.70	16
311 Vista De Valle	1,600,000	1,729,900	529	3,023	4 / 3.5	.11	36
271 Oakdale	1,600,000	1,550,000	1,155	1,385	2 / 1	.13	9
514 Alta	1,600,000	1,650,000	765	2,091	3 / 2.5	.15	-
388 Edgewood	1,600,000	1,595,000	703	2,273	3 / 2.5	.39	18
380 Carrera	1,600,000	1,695,000	666	2,400	4 / 3.5	.22	23
386 Carrera	1,600,000	1,640,000	648	2,468	4 / 2.5	.18	23
416 Pine	1,600,000	1,495,000	927	1,726	3 / 2	.11	6
25 Nelson	1,605,000	1,395,000	1,519	1,056	2 / 1	.14	9
3 Shayan	1,619,000	1,499,000	834	1,939	3 / 2.5	.07	2
229 Cardinal	1,625,000	1,349,000	824	1,971	4 / 2	.14	7
933 Lovell	1,630,000	1,295,000	1,074	1,571	2 / 1.5	.25	7
218 California	1,635,000	1,400,000	946	1,728	3 / 2	.08	9
509 Pixie	1,650,000	1,950,000	837	1,970	3 / 3.5	.35	62
403 Spruce	1,650,000	1,495,000	1,156	1,427	3 / 3	.11	10
304 Deertrail	1,670,000	1,788,888	664	2,514	4 / 3	.25	33
430 Green Glen	1,675,000	1,495,000	1,149	1,457	3 / 3	.21	7
526 Alta	1,675,000	1,698,000	825	2,030	3 / 2.5	.15	11
245 Cardinal	1,675,000	1,495,000	898	1,864	4 / 2	.14	4
310 Sycamore	1,675,000	1,485,000	1,553	1,078	3 / 1	.14	4
496 Panoramic	1,685,000	1,685,000	855	1,970	3 / 3	.38	9
848 Lovell	1,699,500	1,799,000	711	2,390	4 / 2	1.40	9
627 Laguna	1,700,000	1,700,000	679	2,503	3 / 3	.27	20
25 Bayview	1,700,000	1,795,000	745	2,280	4 / 3.5	.12	22
304 Bristol	1,700,000	1,769,000	783	2,171	4 / 2.5	.18	27
31 Oxford	1,720,000	1,495,000	1,283	1,340	2 / 1	.13	7
81 Skyline	1,725,000	1,650,000	914	1,886	3 / 2.5	.08	14
115 Stadium	1,725,000	1,495,000	825	2,090	3 / 3	.16	7
536 Panoramic	1,725,000	1,675,000	766	2,250	2 / 2	.27	9
1008 Trillium	1,725,000	1,650,000	883	1,953	3 / 2	.69	-
478 Green Glen	1,735,000	1,745,000	665	2,606	3 / 2	.35	31
1227 Waterview	1,740,000	1,495,000	1,101	1,580	2 / 2.5	.08	5
935 Vernal	1,750,000	1,775,000	778	2,248	3 / 2	.19	16
141 Del Casa	1,750,000	1,795,000	758	2,306	3 / 2.5	.17	12
822 Spring	1,750,000	1,795,000	753	2,323	3 / 3.5	.22	13
1241 Lattie	1,770,000	1,649,000	770	2,297	4 / 2.5	.13	12
226 Rosemont	1,775,000	1,895,000	986	1,800	3 / 4	.20	40
1075 Erica	1,776,000	1,695,000	711	2,495	3 / 2	.27	70
265 Princeton	1,785,000	1,600,000	543	3,284	5 / 3	.29	20
965 Lovell	1,800,000	1,850,000	862	2,088	3 / 2	.21	13
304 Ricardo	1,800,000	1,250,000	1,159	1,552	3 / 2	.22	11
27 Cottage	1,800,000	1,495,000	884	2,035	3 / 3	.13	9
6 Amicita	1,800,000	1,625,000	1,572	1,145	3 / 1.5	.12	4
366 Tennessee	1,800,000	1,495,000	1,429	1,259	3 / 2	.20	5
332 Shoreline	1,800,000	1,595,000	939	1,915	3 / 2	.16	3
205 Reed	1,810,000	1,575,000	872	2,075	3 / 3	.28	10

# Mill Valley Homes Sold

2<sup>nd</sup> Half 2020

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
7 Carolyn	1,825,000	1,775,000	856	2,132	4 / 3	.18	14
33 Millside	1,825,000	1,599,000	1,076	1,695	3 / 2	.29	9
549 Browning	1,835,000	1,595,000	924	1,985	4 / 2	.24	7
9 Marsh	1,845,000	1,950,000	629	2,933	3 / 2.5	.62	13
152 Stanford	1,850,000	1,650,000	1,244	1,486	4 / 2	.10	7
1108 Western	1,850,000	1,950,000	652	2,834	4 / 3.5	.23	25
411 County View	1,860,000	1,974,000	589	3,155	4 / 3.5	.17	53
53 Bayview	1,865,000	1,895,000	748	2,491	3 / 3.5	.15	21
1099 W California	1,875,000	1,875,000	920	2,037	5 / 3	.14	9
100 Sycamore	1,895,000	1,895,000	1,266	1,496	3 / 2	.10	8
207 Melrose	1,900,000	2,150,000	712	2,667	4 / 2	.24	45
230 Miller	1,900,000	1,875,000	783	2,425	3 / 4	.15	16
504 Browning	1,910,000	1,695,000	1,148	1,663	3 / 2	.35	7
67 N Knoll	1,925,000	2,450,000	554	3,474	6 / 4	.23	86
6 Eagle Rock	1,925,000	1,890,000	596	3,226	5 / 4	.24	10
985 W California	1,925,000	1,950,000	682	2,820	4 / 3	.21	46
314 Joyce	1,927,000	1,795,000	846	2,276	4 / 3	.14	12
204 Benson	1,955,000	1,399,900	850	2,299	3 / 2.5	.36	19
395 Marion	1,960,000	1,800,000	828	2,365	3 / 2.5	.45	10
340 Carrera	1,975,000	1,950,000	836	2,360	4 / 2.5	.22	21
401 Wellesley	1,977,000	2,195,000	740	2,670	4 / 3	.19	39
760 Bay	1,995,000	2,295,000	906	2,200	4 / 3	.15	77
820 Chamberlin	1,995,000	1,995,000	661	3,014	4 / 3.5	.28	14
125 Bayview	2,000,000	2,150,000	544	3,675	5 / 4	.31	29
1111 Western	2,000,000	1,795,000	1,121	1,784	3 / 2	.23	8
320 N Ferndale	2,010,000	1,695,000	1,198	1,677	3 / 2	.17	12
425 Median	2,020,000	1,695,000	862	2,341	4 / 3	.24	8
24 Somerset	2,026,000	1,865,000	1,154	1,755	3 / 2	.16	10
11 Sunrise	2,050,000	1,895,000	1,056	1,941	3 / 2	.42	4
7 Robertson	2,080,000	1,895,000	1,028	2,022	4 / 2	.11	7
508 Tamalpais	2,150,000	2,199,000	825	2,605	3 / 3	.81	70
326 Deertrail	2,150,000	1,828,888	917	2,344	4 / 3.5	.28	-
390 Carrera	2,150,000	1,838,888	990	2,171	4 / 3.5	.21	3
103 Nelson	2,150,000	2,150,000	1,368	1,571	4 / 2	.12	14
205 Timoteo	2,175,000	2,300,000	884	2,458	5 / 2	.38	35
313 Sheffield	2,185,000	2,185,000	977	2,235	3 / 3	.19	12
747 Alta Vista	2,185,000	2,448,500	927	2,356	4 / 3	.18	34
102 Lehman	2,205,000	1,999,000	1,100	2,004	3 / 2.5	.20	15
505 Pixie	2,217,500	2,385,000	799	2,775	5 / 3.5	.24	36
130 Great Circle	2,240,000	2,550,000	697	3,210	3 / 2.5	.55	119
54 Greenwood	2,250,000	2,600,000	698	3,220	5 / 5	.27	88
46 Ryan	2,250,000	2,250,000	1,132	1,987	4 / 3	.21	-
48 Magee	2,255,000	2,295,000	978	2,305	4 / 2	.43	15
227 Richardson	2,260,000	2,195,000	662	3,413	4 / 3.5	.24	30
11 Plymouth	2,275,000	2,325,000	1,204	1,889	3 / 2	.13	9
8 Hill	2,275,000	2,000,000	969	2,346	3 / 2.5	.09	9
266 Hillside	2,300,000	2,188,000	1,020	2,253	4 / 2	.23	5
36 Valley	2,300,000	2,000,000	1,485	1,548	3 / 2	.14	5
315 Buena Vista	2,300,000	2,300,000	1,024	2,246	3 / 2	.45	8
612 Greenwood	2,300,000	1,795,000	1,071	2,147	3 / 3	.18	2
202 Scott	2,350,000	1,900,000	1,398	1,680	3 / 2.5	.13	8
1010 Melaleuca	2,350,417	2,095,000	735	3,195	4 / 3	.37	8
16 Heather	2,360,000	2,299,000	1,019	2,315	4 / 2.5	.40	12
255 Evergreen	2,361,937	2,395,000	1,131	2,088	3 / 3.5	.15	-
609 Douglas	2,400,000	2,659,000	822	2,917	4 / 5	.35	41
104 Underhill	2,435,000	2,595,000	865	2,812	3 / 2.5	.23	-
111 Walnut	2,450,000	2,450,000	1,166	2,100	4 / 3	.134	7
545 W Fairway	2,450,023	2,400,000	755	3,245	4 / 3	.45	11

# Mill Valley Homes Sold

2<sup>nd</sup> 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
10 Woodbine	2,485,000	2,300,000	1,061	2,340	4 / 3	.18	7
29 Plymouth	2,495,000	2,495,000	1,304	1,913	4 / 2	.13	35
235 Marguerite	2,500,000	2,500,000	583	4,285	4 / 2.5	1.36	13
112 Peralta	2,530,000	2,595,000	947	2,670	4 / 3.5	.27	41
102 Homestead	2,540,000	2,275,000	1,106	2,295	4 / 3	.18	9
437 Wellesley	2,550,000	2,790,000	736	3,462	5 / 4.5	.49	30
69 Lovell	2,570,000	2,495,000	1,285	2,000	3 / 2.5	.09	12
71 Lovell	2,600,000	2,535,000	1,300	2,000	3 / 2.5	.09	6
122 Ralston	2,600,000	2,495,000	834	3,114	5 / 3.5	.37	2
219 Molino	2,650,000	2,790,000	652	4,063	5 / 3.5	.17	78
405 Marion	2,650,000	2,699,500	1,070	2,475	5 / 2.5	.54	30
281 Molino	2,650,000	2,650,000	826	3,208	4 / 5	.28	3
30 Dell	2,700,000	2,550,000	1,356	1,990	3 / 2.5	.11	7
165 Linden	2,700,000	2,249,000	1,262	2,139	3 / 2.5	.17	7
948 W California	2,705,000	2,975,000	762	3,547	5 / 4.5	.22	21
422 Cascade	2,707,500	3,300,000	958	2,824	4 / 3.5	.61	17
213 Richardson	2,726,000	3,195,000	827	3,294	6 / 4	.23	108
1 Heuters	2,733,000	2,799,000	818	3,340	5 / 3.5	.25	19
13 Daffodil	2,775,000	2,800,000	1,063	2,610	4 / 3.5	.19	10
391 Loring	2,790,000	2,995,000	821	3,397	5 / 4.5	.26	69
283 Ricardo	2,800,000	2,950,000	983	2,846	5 / 3	.24	25
34 Vista Real	2,825,000	2,595,000	905	3,119	4 / 3.5	.24	3
18 Bayview	2,900,000	2,895,000	942	3,078	3 / 4	.21	8
820 Edgewood	2,950,000	2,950,000	451	6,536	4 / 4.5	10.03	70
80 Mountain View	2,985,000	2,995,000	1,092	2,732	4 / 4.5	.19	13
452 Laverne	3,000,000	3,495,000	634	4,725	4 / 5	.33	140
89 Vista Del Sol	3,000,000	3,199,000	623	4,810	5 / 4.5	.37	8
265 Oakdale	3,000,000	2,995,000	1,084	2,765	5 / 2.5	.13	7
295 Panoramic	3,000,000	2,195,000	1,329	2,256	3 / 2	1.01	12
377 Molino	3,050,000	2,650,000	1,274	2,393	3 / 3	.53	6
24 Weatherly	3,085,000	3,275,000	917	3,364	4 / 3	.21	38
198 Stanford	3,100,000	2,950,000	886	3,498	6 / 3.5	.28	2
44 Sycamore	3,110,000	2,625,000	1,374	2,263	5 / 3	.17	-
49 Hillside	3,212,625	3,595,000	994	3,230	5 / 3	.21	122
11 Strawberry Landing	3,250,000	3,395,000	1,224	2,654	4 / 3.5	.33	4
148 Elm	3,300,000	2,995,000	1,534	2,150	4 / 3	.15	9
18 Morning Sun	3,350,000	3,795,000	761	4,400	5 / 4	.51	114
30 Juanita	3,425,000	3,395,000	1,403	2,440	3 / 2.5	.15	14
141 Locust	3,467,000	2,900,000	1,426	2,430	3 / 4	.21	5
144 Mission	3,500,000	3,995,000	873	4,006	5 / 4.5	.31	126
409 Magee	3,507,000	3,490,000	908	3,860	5 / 3	.23	8
1 Winwood	3,650,000	3,395,000	1,336	2,732	5 / 2.5	.24	3
417 Live Oak	3,705,000	4,150,000	898	4,125	4 / 4	.36	52
306 Holly	3,750,000	3,695,000	1,311	2,860	4 / 3.5	.21	4
6 Tartan	3,800,000	3,395,000	1,225	3,100	4 / 3.5	.51	2
257 Buena Vista	3,810,000	3,695,000	1,103	3,454	4 / 3.5	.29	12
20 Kite Hill	4,000,000	4,000,000	980	4,078	5 / 4	.57	10
110 Summit	4,400,000	4,500,000	1,438	3,059	3 / 2.5	1.23	0
298 Oakdale	4,650,000	5,000,000	1,170	3,971	5 / 4.5	.22	64
575 Summit	4,700,000	5,495,000	1,017	4,620	4 / 5	.47	38
410 Lovell	4,875,000	4,875,000	1,331	3,662	4 / 3.5	.50	41
35 Bay Vista	5,250,000	5,195,000	1,194	4,397	5 / 4.5	.33	30
346 Laverne	5,300,000	5,995,000	1,149	4,609	5 / 4.5	.43	143
111 Locust	5,600,000	5,965,000	1,618	3,461	5 / 5.5	.18	20
465 Throckmorton	6,000,000	6,995,000	910	6,593	7 / 5.5	.42	71
78 Sycamore	6,390,000	6,950,000	1,607	3,975	5 / 4.5	.28	11
493 Lovell	7,100,000	6,995,000	1,454	4,880	6 / 4.5	.60	8
227,235 W Blithedale	8,196,000	8,995,000	1,540	5,321	6 / 6.6	.74	26