

MILLSTEIN MARKET REPORT

Sausalito 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.

More Sausalito homes sold in 2020 compared to 2019 (59 vs. 47). Pandemic buying accelerated during the second half of 2020, as nearly 45% more homes sold compared to the same period in 2019.

A record number of buyers purchased more expensive Sausalito homes this year. Fifty percent more homes sold priced between \$3 and \$4 million as 12 homes sold compared to the 2007 record of eight. Demand for Sausalito homes is evident as nearly 44% of all homes sold received multiple offers.

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 Sausalito

59	\$2,312,000	\$953	22%
----	-------------	-------	-----

Homes sold priced \$1M and above
(versus 47 in 2019)

Record average sale price
(versus \$2,281,000 in 2019)

Average price per sq. ft.
(versus \$955 in 2019)

Homes sold above initial asking price
(versus 32% in 2019)

44%

Sellers received multiple offers
(versus 22% in 2019)

19%

Homes in escrow within 15 days on market
(versus 40% in 2019)

30%

Sellers provided price reductions
(versus 25% in 2019)

31	13	12	2	1
----	----	----	---	---

Homes sold between \$1-2 million
(versus 26 in 2019)

Homes sold between \$2-3 million
(versus 9 in 2019)

Homes sold between \$3-4 million
(versus 7 in 2019)

Homes sold between \$4-5 million
(versus 3 in 2019)

Home sold between \$5-7 million
(versus 2 in 2019)

\$906

Avg. price per sq. ft.

\$979

Avg. price per sq. ft.

\$1,010

Avg. price per sq. ft.

\$1,044

Avg. price per sq. ft.

\$1,202

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.

Sausalito 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
119 West	1,150,000	995,000	1,385	830	2 / 1	.04	10
208 4th	1,310,000	1,050,000	845	1,550	1 / 1	.07	11
805 Spring	1,350,000	1,350,000	1,467	920	2 / 1.5	.21	9
65 Cazneau	1,399,000	1,499,000	811	1,723	3 / 2	.15	67
514 South	1,459,000	1,649,000	928	1,572	2 / 1.5	.12	42
29 Lower Crescent	1,531,000	2,300,000	810	1,890	3 / 2	.11	105
91 Filbert	1,560,000	1,675,000	752	2,072	3 / 2	.25	21
72 Marie	1,575,000	1,650,000	867	1,815	2 / 2	.17	50
1 Lower Crescent	1,665,670	1,749,000	1,335	1,247	2 / 2	.11	15
715 Spring	1,715,000	1,750,000	933	1,838	3 / 2	.19	24
315 4th	1,720,000	1,995,000	757	2,270	3 / 2	.15	63
707 Olima	1,725,000	1,995,000	548	3,143	4 / 3	.20	19
277 Santa Rosa	1,749,000	1,749,000	778	2,247	3 / 2.5	.02	34
254 Spencer	1,779,100	1,949,000	865	2,056	3 / 2.5	.32	98
185 Buchanan	1,790,000	1,825,000	877	2,040	3 / 2	.16	26
620 Main	1,800,000	1,698,000	1,088	1,654	3 / 3	.11	10
105 Lincoln	1,820,000	1,795,000	902	2,016	2 / 2.5	.30	8
214 Santa Rosa	1,934,000	1,995,000	925	2,090	4 / 2	.22	57
188 Spencer	2,230,000	2,239,000	1,022	2,180	3 / 3	.14	-
83 Monte Mar	2,250,000	2,399,000	848	2,653	4 / 3.5	.23	62
411 Bonita	2,250,000	2,059,000	1,177	1,911	3 / 2.5	.08	12
217 South	2,395,000	2,775,000	863	2,773	3 / 3	.11	158
17 Crescent	2,395,000	2,395,000	879	2,722	4 / 2.5	.15	14
148 Harrison	2,420,000	2,748,000	938	2,579	3 / 4	.09	36
175 Spencer	2,480,000	2,595,000	885	2,802	3 / 2.5	.13	19
62 Marion	2,500,000	2,550,000	815	3,065	3 / 2.5	.45	102
32 Sunshine	2,825,000	3,150,000	1,021	2,766	3 / 3	.14	149
307 South	3,100,000	3,275,000	1,040	2,980	3 / 3.5	.09	17
9 Platt	3,225,000	3,250,000	1,050	3,070	3 / 2.5	.23	11
94 San Carlos	3,300,000	3,795,000	1,049	3,145	4 / 3	.21	45
18 Laurel	3,350,000	3,750,000	1,270	2,636	4 / 3.5	.36	47
4 Laurel	3,390,000	3,488,000	916	3,698	4 / 32.5	.52	35
22 Sunshine	3,500,000	4,295,000	842	4,155	6 / 3.5	.22	153
47 Atwood	3,825,000	3,195,000	1,333	2,868	3 / 3	.20	7
108 Spencer	3,850,000	3,995,000	871	4,420	5 / 5	.26	199
109 Cloudview	3,998,000	3,998,000	1,279	3,124	3 / 3.5	.12	42
61 Wolfback	4,100,000	5,495,000	889	4,611	5 / 4.5	.74	412
38 Woodward	4,300,000	4,595,000	1,199	3,585	4 / 3.5	.22	61
11 Wolfback	5,400,000	6,500,000	1,202	4,492	3 / 3.5	.68	182