

MILLSTEIN MARKET REPORT

Tiburon 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.

Tiburon experienced the highest number of annual sales ever recorded with 149 homes selling in 2020. The previous high was 134 homes in 2017. Pandemic buying accelerated during the second half of 2020 as nearly double the number of homes sold compared to the same period in 2019. The average selling price increased 17% to a record \$3,645,000. The average price per square foot sold rose 10% to a record \$1,053.

The most active selling price was between \$2 and \$3 million. A record-breaking 52 homes sold in this price range compared to 26 in 2019. Forty-three homes sold priced between \$3 and \$4 million (double the number sold in 2019). Fourteen homes sold priced between \$5 and \$7 million (again, more than double the number sold in 2019). Ten homes sold priced above \$7 million (vs. three in 2019).

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 Tiburon

149

Homes sold priced
\$1M and above
(versus 92 in 2019)

\$3,645,000

Record average
sale price
(versus \$3,124,000 in 2019)

\$1,053

Record avg.
price per sq. ft.
(versus \$986 in 2019)

40%

Homes sold above
initial asking price
(versus 25% in 2019)

40%

Sellers received
multiple offers
(versus 33% in 2019)

42%

Homes in escrow within
15 days on market
(versus 36% in 2019)

27%

Sellers provided
price reductions
(versus 35% in 2019)

15

Homes sold
between
\$1-2 million

(versus 24
in 2019)

52

Homes sold
between
\$2-3 million

(versus 26
in 2019)

43

Homes sold
between
\$3-4 million

(versus 22
in 2019)

15

Homes sold
between
\$4-5 million

(versus 11
in 2019)

14

Home sold
between
\$5-7 million

(versus 6
in 2019)

10

Homes sold
above
\$7 million

(versus 3
in 2019)

\$1,200

Avg. price
per sq. ft.

\$1,026

Avg. price
per sq. ft.

\$996

Avg. price
per sq. ft.

\$988

Avg. price
per sq. ft.

\$1,083

Avg. price
per sq. ft.

\$1,262

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.

Tiburon Homes Sold

2nd 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
85 Harriet	1,200,000	950,000	944	1,270	3 / 1	.17	9
3 Benton	1,300,888	1,185,000	1,366	952	2 / 1	.25	3
131 Las Lomas	1,500,000	1,500,000	1,488	1,008	2 / 1	.17	2
690 Hawthorne	1,620,000	1,595,000	1,185	1,366	3 / 2	.21	8
103 Saint Thomas	1,690,000	1,800,000	924	1,828	2 / 2	.29	54
801 Tiburon	1,710,000	1,599,000	1,251	1,366	2 / 1	.37	13
85 Pamela	1,725,000	1,577,000	1,358	1,270	3 / 2	.19	9
532 Silverado	1,726,000	1,375,000	1,056	1,633	3 / 2	.21	28
60 Mercury	1,808,000	1,495,000	1,326	1,363	3 / 2	.17	9
29 Sutter	1,890,000	2,195,000	1,187	1,592	3 / 2	.22	47
13 Juno	1,920,000	1,485,000	1,484	1,293	3 / 2	.18	7
83 Eastview	2,033,600	2,177,000	746	2,723	4 / 2	.05	61
120 Taylor	2,075,000	2,100,000	983	2,109	3 / 2	1.03	7
158 Blackfield	2,100,000	2,225,000	1,120	1,875	4 / 2.5	.17	38
162 Trinidad	2,188,000	2,188,000	931	2,350	4 / 2.5	.26	62
12 Venus	2,200,000	2,295,000	837	2,626	4 / 2.5	.38	28
283 Karen	2,300,000	2,377,000	1,062	2,164	4 / 3	.18	7
2420 Mar East	2,310,000	2,620,000	947	2,437	3 / 3.5	.03	99
136 Sugarloaf	2,345,000	2,395,000	1,172	2,000	3 / 3	.24	43
9 Saint Lucia	2,375,000	2,350,000	1,083	2,191	3 / 2	.25	14
29 Juno	2,400,000	2,499,000	1,035	2,318	4 / 3	.19	44
119 Blackfield	2,400,000	2,495,000	1,194	2,010	4 / 2	.17	-
15 Geldert	2,407,000	2,195,000	1,208	1,992	4 / 2.5	.21	10
63 Reed Ranch	2,477,000	2,477,000	903	2,743	5 / 2.5	.42	6
32 Mercury	2,487,500	2,395,000	1,400	1,776	3 / 2	.17	14
15 Hillcrest	2,590,500	2,799,000	834	3,105	3 / 3.5	.44	-
4645 Paradise	2,595,000	2,595,000	1,208	2,147	3 / 3	1.21	6
199 Stewart	2,600,000	2,849,995	846	3,070	3 / 2.5	.47	16
559 Virginia	2,600,000	2,575,000	1,274	2,040	4 / 3	.17	22
1889 Mar West	2,612,000	3,450,000	763	3,421	4 / 4.5	.11	85
2097 Centro East	2,720,000	2,996,000	1,107	2,455	3 / 3	.19	123
1799 Lagoon View	2,720,000	3,050,000	1,035	2,626	2 / 2	.59	77
73 Eastview	2,750,000	2,995,000	953	2,885	4 / 4.5	.13	480
653 Hilary	2,760,000	2,895,000	1,018	2,709	4 / 3	.28	134

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2nd Half 2020

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8 Midden	2,780,000	2,999,000	875	3,175	3 / 2.5	.30	46
5 Cecilia	2,800,000	2,750,000	878	3,187	4 / 2.5	.28	11
3312 Paradise	2,800,000	2,500,000	1,241	2,256	4 / 2	.99	132
40 Reed Ranch	2,810,000	2,795,000	1,046	2,686	4 / 2.5	.27	3
280 Blackfield	2,850,000	3,295,000	1,065	2,675	4 / 2.5	.64	53
534 Comstock	2,875,000	2,495,000	1,277	2,250	3 / 2.5	.22	4
1807 Lagoon View	2,900,000	3,175,000	1,487	1,950	2 / 2	.52	40
15 Mantegani	2,900,000	3,395,000	875	3,314	3 / 3	.46	98
190 Rancho	2,900,000	2,795,000	945	3,068	4 / 3	.29	3
3030 Paradise	2,930,000	3,295,000	995	2,942	2 / 2.5	2.0	85
675 Hawthorne	2,960,000	2,995,000	1,135	2,606	5 / 4.5	.17	8
31 Apollo	2,997,000	2,997,000	1,237	2,422	4 / 3	.16	-
85 Geldert	3,007,000	2,995,000	1,071	2,807	4 / 3	.38	8
39 Geldert	3,032,000	3,325,000	908	3,339	4 / 4.5	.30	50
18 Saint Bernard	3,088,000	3,600,000	1,083	2,850	5 / 3.5	.34	67
5030 Paradise	3,088,888	2,800,000	1,068	2,892	4 / 2.5	.40	9
4780 Paradise	3,100,000	3,295,000	599	5,170	6 / 5	2.1	470
334 Blackfield	3,148,000	3,550,000	776	4,055	4 / 3.5	.59	81
4680 Paradise	3,150,000	2,995,000	932	3,378	4 / 3.5	.23	6
21 Teaberry	3,194,000	2,800,000	1,374	2,323	3 / 2.5	1.07	6
4916 Ranch	3,250,000	3,450,000	1,504	2,160	3 / 2	10.53	57
196 Stewart	3,270,000	2,925,000	1,110	2,944	3 / 2.5	.63	10
244 Trinidad	3,275,000	3,250,000	1,060	3,087	4 / 2.5	.27	7
25 Vista Tiburon	3,277,000	3,277,000	837	3,915	4 / 4	.69	7
2480 Mar East	3,300,000	3,500,000	1,101	2,995	3 / 3.5	.10	23
80 Reed Ranch	3,350,000	3,150,000	1,111	3,014	4 / 2.5	.38	8
840 Stony Hill	3,412,500	3,500,000	753	4,528	5 / 3.5	.46	1
45 Reedland Woods	3,425,000	3,250,000	1,145	2,990	4 / 2.5	.24	3
2641 Paradise	3,445,000	3,495,000	1,356	2,540	3 / 3.5	.28	61
26 Apollo	3,450,000	3,495,000	1,139	3,028	5 / 3.5	.19	48
106 Lyford	3,495,000	3,495,000	1,003	3,484	3 / 4	.68	4
2457 Mar East	3,500,000	3,995,000	839	4,168	6 / 4.5	.16	594
18 Upper Cecilia	3,535,000	3,595,000	844	4,185	4 / 4	.42	27
5 Egret	3,550,000	3,877,000	848	4,185	4 / 3.5	.34	70
5 Midden	3,615,000	3,995,000	804	4,495	4 / 4	.42	47
168 Avenida Miraflores	3,650,000	3,650,000	996	3,662	4 / 4	.28	6
5000 Paradise	3,650,000	3,695,000	949	3,884	4 / 4.5	1.64	4
6 Corte Las Casas	3,695,000	3,695,000	870	4,244	5 / 3	.29	5
128 Lyford	3,700,000	3,850,000	1,102	3,356	3 / 3	.39	5
4 Midden	3,800,000	4,179,000	790	4,809	5 / 5.5	.61	212
2 Turtle Rock	3,850,000	4,250,000	820	4,695	5 / 4.5	.82	106

Tiburon Homes Sold

2nd Half 2020

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

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22 Seafirth	3,850,000	3,877,000	901	4,270	4 / 3.5	.34	-
2218 Mar East	3,900,000	4,200,000	1,415	2,756	3 / 2.5	.44	19
110 Lyford	3,925,000	5,000,000	840	4,669	5 / 4.5	.57	150
208 Taylor	3,975,000	4,299,999	866	4,588	5 / 4.5	.62	90
5 Gilmartin	3,997,500	4,250,000	964	4,145	4 / 5	.39	125
233 Trinidad	4,050,000	4,487,000	873	4,636	5 / 5.5	.42	85
1864 Centro West	4,200,000	4,995,000	927	4,530	5 / 5	.14	155
198 Stewart	4,250,000	4,250,000	1,142	3,720	5 / 3.5	.41	13
95 Sugarloaf	4,300,000	4,350,000	1,170	3,675	3 / 3.5	.58	-
4 Rolling Hills	4,350,000	4,895,000	1,063	4,092	4 / 4.5	.67	54
206 Taylor	4,375,000	4,777,000	765	5,715	5 / 5.5	.80	215
9 Audrey	4,500,000	4,950,000	1,019	4,414	4 / 4.5	.51	104
12 Midden	4,600,000	5,250,000	939	4,897	4 / 5.5	.51	62
16 Cibrian	4,852,575	4,977,000	786	6,170	5 / 5.5	.60	141
1 Antonette	5,230,000	6,200,000	881	5,932	6 / 4.5	1.02	85
13 Acacia	5,300,000	5,450,000	845	6,272	5 / 4.5	.91	12
4964 Ranch	5,300,000	5,250,000	1,144	4,631	5 / 4.5	2.18	3
95 Saint Thomas	5,350,000	7,250,000	820	6,517	6 / 6.5	.30	299
616 Ridge	5,450,000	5,777,000	1,028	5,300	5 / 5.5	.55	112
166 Rock Hill	5,600,000	5,995,000	1,307	4,284	4 / 3.5	.51	25
11 Acela	5,788,800	6,950,000	1,206	4,798	4 / 4.5	.52	620
40 Del Mar	6,600,000	6,475,000	1,335	4,943	6 / 5	.70	19
1877 Centro West	6,737,373	6,777,000	1,347	5,000	7 / 5.5	.18	12
233 Round Hill	7,425,000	7,995,000	1,241	5,980	5 / 6	.79	80
145 Gilmartin	7,550,000	7,850,000	826	9,135	5 / 6.5	.80	87
193 Gilmartin	8,800,000	9,200,000	1,340	6,566	5 / 6.5	.85	7
134 Lyford	9,277,000	9,477,000	1,239	7,487	7 / 5.5	.45	-
1901 Straits View	9,777,000	9,777,000	1,532	6,380	5 / 5.5	1.01	11
1960 Straits View	15,043,000	16,700,000	1,451	10,365	6 / 7	2.28	7

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