

MILLSTEIN MARKET REPORT

Belvedere Residential Real Estate



2021 MID-YEAR

Golden Gate | Sotheby's
INTERNATIONAL REALTY

Mark Millstein
mark.millstein@sothebysrealty.com
415 601 9240



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.

Mark is a skilled professional who I'm sure, given the opportunity, will exceed your expectations as he did mine.

– T. Daniels

Market Summary

As you may have read, a lot of Californians have moved during the pandemic, with the highest number of Californian movers leaving San Francisco. **Two-thirds of San Francisco movers remain in the Bay Area**, and 80% have stayed in California.

This movement has, of course, greatly affected the Marin County real estate market. Nearly double the number of homes sold in the first half of 2021 compared to the same period in 2020. This enormous growth in demand **increased the average selling price in Marin County by 17% to a record \$2,148,000.**

We expect continued demand as many buyers no longer need to decide where to live based on office proximity, and many people are still leaving San Francisco.

If you are thinking of selling, this is a great time to get top dollar for your home. Please call me if you'd like to discuss pricing or if you'd like to learn more about how I can make your selling experience – from readying your home for sale clear through the end of your move – hassle-free.

Belvedere

The first half of 2021 was an excellent start for Belvedere real estate as double the number of homes sold compared to the first half of 2020. Twenty-four homes sold in Belvedere – the highest number of first half sales ever recorded. **The average price per square foot sold also rose 13% to a record \$1,686.**

A record number of homes were purchased above \$7 million – 5 sold in the first half of 2021 compared to one in the first half of 2020. No homes have sold over \$10 million so far this year.

Now is an opportune time to sell if you've been considering doing so. I offer a detailed, hands-on hassle-free approach to maximizing the value of your home.

Best Regards,

Mark Millstein
Golden Gate Sotheby's International Realty
415-601-9240
mark.millstein@sothebysrealty.com

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 them – 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.

2021 Mid-Year Residential Real Estate Activity in Belvedere

24	\$4,914,000	\$1,686	30%
----	-------------	---------	-----

Homes sold \$1M and above (versus 12 in 1 st half 2020)	Average sale price (nearly same as 2020)	Record avg. price per sq. ft. (versus \$1,495 in 2020)	Homes sold above initial asking price (versus 11% in 2020)
---	---	---	---

5.5%	25%	58%
Average amount sold above asking price	Sellers received multiple offers (versus 20% in 2020)	Homes in escrow within 15 days on market

1	3	5	6	4	5
Home sold between \$1-2 million (versus 1 in 1 st half 2020)	Homes sold between \$2-3 million (versus 1 in 1 st half 2020)	Homes sold between \$3-4 million (versus 5 in 1 st half 2020)	Homes sold between \$4-5 million (versus 2 in 1 st half 2020)	Home sold between \$5-7 million (versus 2 in 1 st half 2020)	Homes sold above \$7 million (versus 2 in 1 st half 2020)
—	—	—	—	—	—
\$1,480 Price per sq. ft.	\$1,194 Avg. price per sq. ft.	\$1,557 Avg. price per sq. ft.	\$1,625 Avg. price per sq. ft.	\$1,988 Avg. price per sq. ft.	\$1,981 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.

Belvedere Homes Sold

1st Half 2021

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
51-49 Alcatraz	1,925,000	2,000,000	1,480	1,300	2 / 2	.13	171
34 Eucalyptus	2,625,000	2,995,000	1,080	2,430	3 / 2	.49	540
6 North Point	2,750,000	2,500,000	1,331	2,066	2 / 2	.15	10
13 Crest	2,930,000	2,850,000	1,173	2,497	4 / 3	.45	10
7 Tamalpais	3,400,000	3,195,000	1,636	2,078	3 / 3	.21	3
40 Madrona	3,430,000	4,695,000	963	3,560	4 / 2.5	.19	0
2 Lagoon	3,500,000	3,500,000	2,280	1,535	3 / 2	.14	0
20 Bayview	3,517,000	3,495,000	1,406	2,501	4 / 4	.18	6
34 Bella Vista	3,950,000	3,495,000	1,503	2,627	3 / 3	.29	4
300 Bella Vista	4,000,000	4,277,000	1,044	3,830	4 / 2.5	.13	58
7 Leeward	4,150,000	3,750,000	1,684	2,464	4 / 3	.15	11
68 Lagoon	4,157,000	4,100,000	2,127	1,954	3 / 2	.18	7
19 Belvedere	4,300,000	4,395,000	1,750	2,456	2 / 2.5	.24	81
303 Belvedere	4,477,000	4,977,000	1,205	3,715	4 / 2.5	.32	129
7 Bellevue	4,875,000	4,995,000	1,938	2,515	3 / 3	.09	21
310 Beach	5,751,000	5,977,000	1,809	3,179	4 / 4.5	.18	9
147 Beach	5,907,000	7,995,000	1,469	2,428	5 / 4.5	.12	442
7 Edgewater	6,122,250	6,150,000	1,977	2,067	4 / 2.5	.18	43
51 W. Shore	6,150,000	6,300,000	2,698	3,339	3 / 2.5	.27	191
26 Cove	7,000,000	7,000,000	2,513	2,874	3 / 3.5	.14	25
332 Golden Gate	7,550,000	7,950,000	1,233	2,589	6 / 6.5	.35	15
421 Golden Gate	7,600,000	7,777,000	1,931	2,910	5 / 3.5	.49	3
46 Lagoon	7,877,000	7,877,000	1,830	3,108	5 / 3.5	.22	5
61 Peninsula	10,000,000	10,000,000	2,398	4,170	6 / 4.5	.31	11

Mark Millstein | Golden Gate Sotheby's International, 10 Beach Road, Belvedere, CA 94920

T. 415 601 9240 | E. mark.millstein@sothebysrealty.com | calibre #00800285