

MILLSTEIN MARKET REPORT

Greenbrae Residential Real Estate



2021 MID-YEAR

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

Mark Millstein
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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.

Greenbrae

The first half of 2021 was an excellent start for Greenbrae real estate as nearly triple the number of homes sold compared to the same period in 2020. Thirty-four homes sold, which is the same record number sold in the first half 2007. **The average price per square foot sold also increased by 5% to a record \$925.**

More specifically, a record number of buyers purchased homes priced between \$2 million and \$3 million; 12 sold which is nearly double the amount compared to the same period in 2020. Seventy percent of homes sold received multiple offers, and 73% sold over the asking price!

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
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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 Greenbrae

34	\$1,962,000	\$925	73%
Homes sold \$1M and above (versus 12 in 1 st half 2020)	Average sale price (versus \$2M in 2020)	Record avg. price per sq. ft. (versus \$877 in 2020)	Homes sold above initial asking price (versus 55% in 2020)
13%	70%	67%	
Average amount sold above asking price	Sellers received multiple offers (versus 45% in 2020)	Homes in escrow within 15 days on market (versus 75% in 2020)	
7	13	12	2
Homes sold between \$1-1.5 million (versus 1 in 1 st half 2020)	Homes sold between \$1.5-2 million (versus 3 in 1 st half 2020)	Homes sold between \$2-3 million (versus 7 in 1 st half 2020)	Home sold above \$3 million (versus 1 in 1 st half 2020)
\$779	\$869	\$1,015	\$1,267
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.

Greenbrae 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
256 Via La Cumbre	1,190,000	1,295,000	716	1,661	2 / 2	.16	31
14 Corte Los Sombras	1,300,000	1,350,000	483	2,688	4 / 3.5	.26	17
329 Via La Cumbre	1,305,000	998,000	850	1,535	2 / 2	.21	9
2 Corte Los Sombras	1,350,000	1,300,000	1,293	1,043	1 / 1	.12	8
15 Bretano	1,400,000	1,180,000	796	1,757	2 / 2	.22	16
20 Corte Placida	1,455,000	1,550,000	711	2,044	3 / 2.5	.18	32
300 Via La Cumbre	1,460,000	1,299,000	603	2,419	3 / 3	.17	9
20 Almenar	1,500,000	1,450,000	651	2,303	2 / 2	.22	4
81 Corte Gracitas	1,520,000	1,399,000	833	1,824	2 / 2	.35	10
380 Vista Grande	1,675,000	1,498,000	620	2,700	3 / 3	.29	13
328 N. Almenar	1,710,000	1,695,000	1,045	1,635	2 / 2	.40	8
75 Corte Cayuga	1,800,000	1,695,000	1,150	1,565	3 / 2.5	.19	20
33 Bretano	1,800,733	1,495,000	1,346	1,337	3 / 2	.16	7
348 Bretano	1,805,000	1,495,000	860	2,097	4 / 3	.23	8
135 Corte Balboa	1,805,000	1,849,000	619	2,914	4 / 3	.37	20
8 Elizabeth	1,847,500	1,895,000	750	2,463	3 / 2.5	.08	20
40 Corte Placida	1,850,000	1,689,000	979	1,888	2 / 2	.19	8
182 Corte Anita	1,860,000	1,800,000	718	2,589	3 / 3	.19	7
55 Corte De Sabla	1,875,000	2,085,000	730	2,568	3 / 3	.26	26
180 Nadina	1,990,000	1,875,000	993	2,003	3 / 2.5	.19	4
41 Corte Morada	2,000,000	1,800,000	1,058	1,889	2 / 2	.15	7
11 Almenar	2,025,000	1,750,000	1,139	1,777	4 / 3.5	.31	9
60 Corte Pracita	2,079,000	1,795,000	841	2,472	3 / 3	.23	5
298 N. Almenar	2,100,000	2,100,000	859	2,444	4 / 2	.18	0
280 Via La Paz	2,225,000	1,999,000	1,106	2,010	3 / 2	.22	7
110 Corte Anita	2,300,000	2,199,000	752	3,056	4 / 2.5	.68	25
50 Via La Paz	2,325,000	1,795,000	1,296	1,793	3 / 2.5	.21	4
115 Via La Cumbre	2,350,000	1,995,000	1,146	2,050	3 / 2	.20	6
60 Altura	2,395,000	2,400,000	939	2,550	4 / 3	.23	199
24 Via Navarro	2,525,000	2,525,000	973	2,593	4 / 3	.21	14
19 Los Cerros	2,635,000	2,200,000	1,238	2,128	4 / 2	.21	7
70 La Cuesta	2,910,000	2,395,000	835	3,485	4 / 3.5	.38	3
57 Paseo	3,000,000	2,850,000	1,183	2,534	4 / 3.5	.18	21
70 Corte Toluca	3,350,000	2,750,000	1,350	2,480	4 / 3.5	.20	5

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