

MILLSTEIN MARKET REPORT

Larkspur Residential Real Estate



2021 MID-YEAR

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

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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.

Larkspur

The first half of 2021 was an excellent start for Larkspur real estate as nearly double the number of homes sold compared to the same period in 2020. **The average price per square foot sold also increased to a record \$1,096**. The average selling price increased 9.4% to a record \$2,517,000. Sixty-five percent of homes sold above the asking price, and the average amount sold over the asking price was 13%.

More specifically, a record number of buyers purchased homes priced between \$2 million and \$4 million; 24 sold which is nearly triple the number compared to the same period in 2020. Also, 3 homes were purchased above \$4 million whereas none were sold at that price point last 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
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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 Larkspur

38	\$2,517,000	\$1,096	65%
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Homes sold \$1M and above (versus 20 in 1 st half 2020)	Record average sale price (versus \$2.3M in 2020)	Record avg. price per sq. ft. (versus \$1,045 in 2020)	Homes sold above initial asking price (versus 52% in 2020)
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13.3%	47%	71%
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Average amount sold above asking price	Sellers received multiple offers (versus 57% in 2020)	Homes in escrow within 15 days on market (versus 57% in 2020)
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11	18	6	3
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Homes sold between \$1-2 million (versus 12 in 1 st half 2020)	Homes sold between \$2-3 million (versus 8 in 1 st half 2020)	Homes sold between \$3-4 million (versus 1 in 1 st half 2020)	Home sold above \$4 million (versus none in 1 st half 2020)
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\$1,040 Avg. price per sq. ft.	\$1,080 Avg. price per sq. ft.	\$1,182 Avg. price per sq. ft.	\$1,223 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.

Larkspur 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
10 Piedmont	1,096,000	749,000	1,147	955	1 / 1	.09	13
7 Hillcrest	1,325,000	1,325,000	1,031	1,284	3 / 2	.12	9
21 Heather	1,370,000	1,095,000	1,383	990	2 / 1	.12	14
21 Haztic	1,395,000	1,429,000	1,010	1,380	3 / 2.5	.27	27
4 Scott	1,750,000	1,595,000	900	1,944	4 / 2	.15	9
36 Olive	1,780,000	1,550,000	1,314	1,354	4 / 2	.31	9
122 Escalle	1,850,000	1,695,000	989	1,870	3 / 2.5	.19	10
58 Polhemus	1,870,000	1,600,000	1,018	1,836	4 / 2.5	.28	14
46 Sandy Creek	1,940,000	1,850,000	890	2,178	4 / 3	.12	29
77 Diane	1,950,000	1,985,000	1,091	1,786	3 / 2	.10	17
355 Elm	1,975,000	2,250,000	671	2,942	5 / 3	.36	102
28 S. Green	2,000,000	1,995,000	1,096	1,824	3 / 2	.18	7
260 Madrone	2,050,000	1,895,000	1,413	1,450	3 / 2	.45	7
145 Hawthorne	2,050,000	1,799,000	1,558	1,315	2 / 1	.12	11
95 Magnolia	2,077,000	2,077,000	951	2,184	3 / 2.5	.14	1
9 Chanticleer	2,100,000	1,895,000	1,645	1,276	3 / 2	.22	16
130 Locust	2,250,000	1,950,000	995	2,260	3 / 2	.16	8
659 Magnolia	2,260,000	2,150,000	1,074	2,103	4 / 3.5	.17	2
5 Crystal Creek	2,260,000	2,300,000	817	2,763	3 / 3.5	.14	42
125 King	2,275,000	2,250,000	1,146	1,984	3 / 2	.08	11
260 Tulane	2,350,000	2,495,000	1,075	2,186	4 / 3	.21	29
160 Wilson	2,380,000	2,149,000	702	3,389	4 / 4.5	.23	7
88 Hazel	2,400,000	1,895,000	979	2,449	5 / 3	.23	14
50 Sandy Creek	2,475,000	2,300,000	929	2,664	4 / 3.5	.14	5
116 Magnolia	2,550,000	2,250,000	1,086	2,346	3 / 2	.25	6
36 Elm	2,645,000	1,925,000	1,372	1,927	4 / 3	.17	6
49 Meadowood	2,650,000	2,500,000	1,031	2,568	3 / 2	.17	13
427 Riviera	2,800,000	2,875,000	930	3,010	4 / 2.5	.17	7
27 Drakes Cove	2,900,000	2,795,000	828	3,500	5 / 4.5	.22	15
25 College	3,190,000	2,795,000	1,288	2,475	5 / 3	.21	2
230 Monte Vista	3,350,000	3,495,000	1,180	2,838	4 / 3.5	.11	31
59 Meadowood	3,407,000	2,750,000	1,197	2,845	4 / 2.5	.18	8
309 Riviera	3,600,000	3,299,000	1,186	3,035	4 / 2	.18	9
273 Riviera	3,715,000	3,695,000	1,001	3,708	4 / 3.5	.20	36
9 Arch	3,850,000	3,850,000	1,240	3,104	4 / 4.5	.29	1
97 Corte Del Bayo	4,050,000	4,295,000	977	4,144	6 / 4	.24	21
21 Niven	4,491,000	4,495,000	1,500	2,993	5 / 3	.18	8
52 Murray	5,250,000	5,600,000	1,191	4,405	4 / 3.5	.32	25