

MILLSTEIN MARKET REPORT

Mill Valley 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.

Mill Valley

The first half of 2021 was a record-breaking start for Mill Valley real estate as nearly double the number of homes sold compared to the same period in 2020. Two hundred and twenty nine homes sold in Mill Valley – the highest number of first half sales ever recorded. **The average selling price increased 31% to a record \$2,759,000 as more expensive homes were sold.** Sixty-seven percent of homes sold above the asking price, and the average amount sold over the asking price was 14.6%.

More than four times the number of homes sold priced between \$3 and \$4 million compared to the same period in 2020, with 33 sold. And a record 20 homes sold priced between \$4 million and \$6 million compared to the previous mid-year high of 7. Finally, a notable 11 homes sold priced above \$6 million exceeding the previous annual record of three.

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 Mill Valley

229	\$2,759,000	\$1,106	67%
Homes sold \$1M and above (versus 123 in 1 st half 2020)	Record average sale price (versus \$2.1M in 2020)	Record avg. price per sq. ft. (versus \$916 in 2020)	Homes sold above initial asking price (versus 45% in 2020)

14.6%	53%	85%
Average amount sold above asking price	Sellers received multiple offers (versus 46% in 2020)	Homes in escrow within 15 days on market (versus 50% in 2020)

104	61	33	11	9	11
Homes sold between \$1-2 million (versus 68 in 1 st half 2020)	Homes sold between \$2-3 million (versus 40 in 1 st half 2020)	Homes sold between \$3-4 million (versus 8 in 1 st half 2020)	Homes sold between \$4-5 million (versus 3 in 1 st half 2020)	Home sold between \$5-6 million (versus 3 in 1 st half 2020)	Homes sold above \$6 million (versus 1 in 1 st half 2020)
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\$975 Avg. price per sq. ft.	\$1,059 Avg. price per sq. ft.	\$1,167 Avg. price per sq. ft.	\$1,268 Avg. price per sq. ft.	\$1,350 Avg. price per sq. ft.	\$2,007 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.

Mill Valley Homes Sold

1st Half 2021

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
65 Oakdale	1,500,000	1,550,000	649	2,309	4 / 2	.19	16
153 Richardson	1,501,000	1,395,000	790	1,899	2 / 2	.23	6
32 Strawberry Cir	1,505,000	1,295,000	880	1,709	3 / 2	.16	9
18 Hazel	1,520,000	1,199,000	1,093	1,390	3 / 2.5	.10	11
114 Altamonte	1,530,000	1,585,000	842	1,817	3 / 2.5	.20	31
309 Greene	1,535,000	1,285,000	1,226	1,252	2 / 2	.10	9
17 Presidio	1,550,000	1,497,000	798	1,940	3 / 3	.10	16
212 California	1,555,000	1,249,000	1,305	1,191	3 / 2	.16	10
62 Magee	1,562,000	1,299,000	1,361	1,147	2 / 1	.31	6
161 Stanford	1,575,000	1,495,000	939	1,677	3 / 2	.12	12
379 Tennessee	1,585,000	1,495,000	1,118	1,417	3 / 2	.19	8
761 Bay	1,600,000	1,695,000	676	2,364	4 / 2.5	.18	94
723 Alta Vista	1,605,000	1,349,000	1,156	1,388	2 / 2	.14	1
922 Ventura	1,625,000	1,595,000	1,009	1,609	3 / 2.5	.11	6
1117 W California	1,625,000	1,795,000	728	2,230	5 / 2	.16	24
280 Flamingo	1,637,800	1,595,000	1,066	1,536	4 / 2	.14	6
380 Richardson	1,675,000	1,649,000	591	2,833	4 / 3	.28	23
66 Morning Sun	1,690,000	1,495,000	1,060	1,593	3 / 2	.18	8
92 Sycamore	1,690,000	1,595,000	1,289	1,311	3 / 2.5	.05	7
84 South Knoll	1,700,000	1,585,000	1,117	1,521	3 / 2	.20	8
301 Sycamore	1,700,000	1,495,000	1,562	1,088	3 / 1	.11	6
116 E Strawberry	1,710,000	1,550,000	1,046	1,634	3 / 2	.16	8
311 Ross	1,710,000	1,549,000	1,094	1,562	3 / 2	.15	7
916 Ventura	1,720,000	1,699,000	838	2,051	3 / 2.5	.11	11
518 Alta	1,720,000	1,720,000	847	2,030	3 / 2.5	.15	0
105 Loring	1,725,000	1,395,000	1,502	1,148	3 / 1	.16	10
104 Belvedere	1,750,000	1,550,000	957	1,827	3 / 2	.14	9
358 Carrera	1,750,000	1,750,000	770	2,272	4 / 3	.23	25
712 Cabin	1,750,000	1,550,000	983	1,780	4 / 3	.18	13
908 W California	1,765,000	1,495,000	1016	1,736	3 / 2	.15	8
60 Castle Rock	1,770,000	1,599,000	996	1,777	2 / 2	.27	4
306 Ashton	1,775,000	1,495,000	1,034	1,715	3 / 2	.23	8
312 Laurel	1,776,000	1,449,000	1,311	1,354	3 / 2	.14	6
241 Loring	1,800,000	1,495,000	919	1,958	3 / 2.5	.12	6
818 Autumn	1,800,000	1,595,000	989	1,819	3 / 2	.32	10
210-212 Miller	1,800,000	1,950,000	1,000	1,800	4 / 2.5	.14	30
79 Shell	1,800,000	1,650,000	1,642	1,096	2 / 2.5	.15	3
164 Morning Sun	1,810,000	1,475,000	1,489	1,215	3 / 2	.20	7
1109 Western	1,825,000	1,925,000	914	1,996	3 / 2.5	.23	30
79 Greenwood	1,825,000	1,495,000	876	2,081	3 / 3	.24	8
984 Greenhill	1,830,000	1,695,000	924	1,979	4 / 3	.21	17
431 Montford	1,849,000	1,899,000	577	3,199	4 / 3	.37	15
929 Alturas	1,850,000	1,750,000	1,061	1,743	4 / 3	.12	4
161 Oakdale	1,850,000	1,795,000	1,004	1,842	3 / 2	.14	4
387 Lowell	1,850,000	1,799,000	791	2,338	4 / 2.5	.22	12
396 East Blithedale	1,875,000	1,875,000	962	1,948	4 / 2.5	.14	1
95 Lovell	1,875,000	1,875,000	1,462	1,282	3 / 2	-.7	13
477 Molino	1,888,100	1,895,000	1,110	1,700	3 / 2.5	.19	16
717 Marin	1,950,000	1,895,000	1,087	1,793	4 / 2.5	.10	9
1079 Erica	1,950,000	1,695,000	1,322	1,475	2 / 2	.53	11
404 County View	1,950,135	1,749,000	875	2,227	3 / 2.5	.15	7
927 Ventura	1,974,000	1,830,000	748	2,638	4 / 3	.15	10
314 Rydale	2,000,000	1,749,000	1,184	1,668	3 / 2	.25	2
92 Elinor	2,025,000	2,100,000	1,100	1,840	3 / 2	.14	13
177 Oakdale	2,050,000	2,100,000	874	2,344	4 / 2	.17	159
271 Cleveland	2,071,400	1,597,000	1,097	1,888	4 / 2	.32	10
65 Morning Sun	2,080,000	2,195,000	621	3,345	5 / 3	.57	51
546 Northern	2,100,000	1,895,000	888	2,364	3 / 3	.25	0
723 Marin	2,100,000	1,895,000	688	3,050	4 / 2.5	.22	7

Mill Valley Homes Sold

1st Half 2021

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
4 Plymouth	2,100,000	1,395,000	1,810	1,160	2 / 1	.18	8
196 Edgewood	2,150,000	1,595,000	1,604	1,340	3 / 2	.14	1
415 Buena Vista	2,200,000	2,395,000	752	2,923	4 / 4	.27	18
342 Pine	2,200,000	1,795,000	844	2,605	5 / 3	.17	5
302 Sycamore	2,230,000	2,195,000	1,292	1,725	4 / 2	.13	10
45 Ralston	2,250,000	2,195,000	1,388	1,621	3 / 2	.29	5
205 Beryl	2,255,000	1,795,000	1,264	1,783	3 / 2.5	.13	6
310 Monte Vista	2,265,000	2,195,000	750	3,017	4 / 3.5	.93	7
25 Presidio	2,296,000	1,995,000	1,347	1,704	3 / 3	.09	5
83 Laverne	2,300,000	1,795,000	1,104	2,082	4 / 2.5	.21	8
461 Live Oak	2,300,000	1,995,000	854	2,692	4 / 2.5	.17	12
31 Magdalena	2,300,000	2,300,000	830	2,770	5 / 3	.50	0
315 Magee	2,300,000	1,488,000	1,184	1,942	4 / 3	.34	7
235 Princeton	2,310,000	1,995,000	853	2,708	4 / 4	.21	11
306 Edgewood	2,346,000	2,345,678	800	2,931	4 / 3	.23	13
66 Surrey	2,350,000	1,895,000	1,318	1,782	4 / 2	.12	3
459 Live Oak	2,350,000	2,125,000	882	2,664	4 / 2.5	.23	2
180 Elm	2,375,000	1,695,000	1,814	1,309	3 / 2	.10	11
50 Evelyn	2,400,000	2,399,000	945	2,539	4 / 2.5	.50	39
210 Elm	2,400,000	2,400,000	1,395	1,720	3 / 2.5	.10	0
303 Wickham	2,400,000	2,195,000	1,322	1,815	3 / 3	.18	7
450 Marin	2,429,000	2,499,000	700	3,468	5 / 5	.53	14
314 Durant	2,450,000	2,150,000	690	3,550	4 / 2.5	.23	9
130 Summit	2,450,000	2,450,000	1,014	2,416	3 / 3.5	.15	0
90 Del Casa	2,475,000	2,395,000	1,000	2,475	3 / 2	.16	2
220 Morning Sun	2,475,000	1,795,000	1,332	1,858	3 / 3	.13	7
24 Oxford	2,500,000	2,195,000	1,567	1,595	3 / 2	.13	7
2 Overhill	2,500,000	2,295,000	868	2,879	4 / 3.5	.31	0
103 Laverne	2,550,000	2,650,000	1,465	1,740	3 / 3.5	.19	46
47 Plaza	2,550,000	1,995,000	1,051	2,425	4 / 2	.14	13
208 E. Strawberry	2,550,000	2,400,000	861	2,960	3 / 3	.22	21
136 Reed	2,550,108	1,795,000	1,319	1,932	3 / 2.5	.21	9
440 Wellesley	2,575,000	2,095,000	1,060	2,427	3 / 2.5	.22	2
70 Vista Del Sol	2,595,000	2,695,000	825	3,143	4 / 3.5	.25	27
355 Marin	2,600,000	1,998,000	1,449	1,794	4 / 2	.35	9
24 Country Club	2,650,000	3,195,000	848	3,122	3 / 3.5	.59	148
538 Midvale	2,650,000	2,695,000	747	3,544	5 / 4	1.03	39
328 Laurel	2,650,000	2,400,000	1,332	1,989	4 / 2.5	.28	6
431 Median	2,700,000	2,750,000	818	3,298	5 / 3	.25	0
580 Edgewood	2,700,000	2,995,000	900	2,997	4 / 3.5	.41	57
435 Wellesley	2,700,000	2,495,000	867	3,112	4 / 3.5	.51	38
442 Laverne	2,762,500	2,700,000	821	3,363	4 / 2.5	.27	17
19 Underhill	2,775,000	1,995,000	1,644	1,687	3 / 2	.24	8
85 Tamalpais	2,795,000	2,795,000	941	2,970	4 / 3	.19	1
376 Magee	2,800,000	2,795,000	1,117	2,506	3 / 3.5	.18	101
5 Helens	2,800,000	2,999,000	1,149	2,436	3 / 3	.15	14
24 S. Knoll	2,850,000	2,950,000	845	3,372	4 / 3.5	.23	13
17 Meadow	2,875,000	2,750,000	1,257	2,287	4 / 3	.17	7
54 Vista Del Sol	2,900,000	3,095,000	814	3,562	4 / 3.5	.30	26
9 Lillian	2,925,000	2,725,000	1,403	2,084	4 / 3	.16	9
47 Seminary Cove	2,950,000	2,950,000	1,081	2,728	3 / 3.5	.14	28
35 Jacklyn	2,975,000	3,125,000	960	3,096	4 / 2.5	.96	53
64 Edgewood	3,000,000	2,495,000	1,016	2,950	3 / 2	.27	1
5 Morning Sun	3,065,000	2,395,000	1,527	2,006	4 / 2	.20	7
412 W. Blithedale	3,075,000	2,777,000	1,345	2,285	4 / 3.5	.26	8
1 Plymouth	3,185,000	2,395,000	1,586	2,007	4 / 2	.13	9
200 Marguerite	3,200,000	3,125,000	1,142	2,802	4 / 3	1.04	0
64 Locust	3,200,000	2,995,000	1,623	1,971	2 / 2	.15	5

Mill Valley 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
31 Alvarado	3,260,000	2,995,000	1,266	2,574	4 / 3	.15	13
5 Locke	3,300,000	3,095,000	1,551	2,127	3 / 3	.14	8
245 Molino	3,300,000	2,895,000	1,023	3,224	5 / 4	.23	8
20 Vasco	3,300,000	2,895,000	1,373	2,403	4 / 2.5	.28	0
52 Cypress	3,300,000	2,750,000	1,114	2,962	4 / 3.5	.46	3
122 Neider	3,310,000	3,095,000	785	4,214	5 / 3.5	.29	6
8 Robertson	3,325,000	3,495,000	918	3,622	5 / 2.5	.28	14
411 Montford	3,345,000	3,395,000	993	3,367	4 / 3.5	.42	52
6 Longfellow	3,350,000	2,995,000	1,123	2,983	4 / 3.5	.19	7
15 Circle	3,375,000	3,195,000	976	3,455	5 / 4.5	.22	5
409 Marin	3,400,000	2,995,000	1,131	2,589	4 / 3.5	.17	8
901 Marin	3,400,000	3,295,000	621	5,468	5 / 5	.42	25
49 Hillside	3,400,000	3,750,000	1,126	3,018	5 / 3	.21	18
364 Laverne	3,450,000	3,450,000	1,049	3,288	4 / 4	.31	38
225 Tamalpais	3,475,000	2,995,000	1,093	3,178	4 / 3	.43	6
20 Stetson	3,500,000	3,700,000	1,174	2,980	4 / 3	.44	35
115 Highland	3,550,000	3,500,000	1,055	3,315	5 / 4	.23	0
155 Linden	3,500,000	2,599,000	1,397	2,560	4 / 3	.21	0
8 Morning Sun	3,525,000	2,285,000	1,481	2,380	4 / 3	.31	11
25 Jacklyn	3,530,000	3,250,000	1,086	3,250	4 / 3.5	.80	6
112 Homestead	3,590,000	3,595,000	762	4,708	4 / 4	.54	3
1000 Marin	3,600,000	3,600,000	975	3,691	4 / 4.5	.60	38
315 Eldridge	3,650,000	3,495,000	993	3,675	5 / 4	.27	4
231 Princeton	3,650,000	3,495,000	1,071	3,405	5 / 3	.72	6
320 Vista	3,675,000	3,749,000	1,058	3,471	4 / 5	.33	42
128 Locust	3,680,000	2,950,000	1,457	2,525	3 / 3.5	.13	8
95 Sycamore	3,800,000	3,495,000	1,459	2,604	4 / 3	.14	3
55 Oakdale	4,150,000	4,295,000	1,383	3,000	4 / 3.5	.13	59
63 Hilarita	4,200,000	3,995,000	1,643	2,555	4 / 2.5	.13	7
365 Lovell	4,250,000	4,500,000	1,230	3,455	4 / 3.5	.26	21
151 Elm	4,450,000	4,395,000	1,483	3,000	4 / 4	.20	0
80 Kite Hill	4,495,000	5,000,000	963	4,665	5 / 5	1.91	85
408 Spruce	4,500,000	3,995,000	1,188	3,785	4 / 3.5	.34	1
125 Marion	4,775,000	4,750,000	1,250	3,820	5 / 4.5	.35	11
1 Cornwall	4,800,000	4,650,000	1,170	4,100	5 / 4.5	.30	2
3 E. Manor	4,898,000	4,850,000	1,327	3,691	5 / 4.5	.25	0
10 Kite Hill	4,900,000	4,500,000	1,218	4,020	4 / 3.5	.94	20
84 Buena Vista	5,000,000	4,895,000	1,443	3,464	4 / 4.5	.14	3
303 Vista Linda	5,100,000	5,395,000	1,017	5,012	5 / 5.5	.33	18
315 Tamalpais	5,350,000	5,300,000	1,391	3,845	5 / 4.5	.51	19
475 Molino	5,375,000	5,499,000	914	5,879	6 / 8	.48	78
67 Molino	5,500,000	5,500,000	1,276	4,309	5 / 4	.86	0
124 Reed	5,550,000	6,900,000	1,642	3,380	3 / 3.5	.47	100
180 Cascade	5,600,000	4,995,000	2,054	2,726	3 / 3	.65	1
8 Sandy	5,800,000	6,250,000	1,047	5,537	4 / 4.5	1.35	22
216 Ethel	6,375,000	6,595,000	1,675	3,805	5 / 4.5	.23	313
219 Laverne	6,500,000	6,495,000	1,331	4,880	5 / 4.5	.73	3
175 Hillside	6,675,000	5,500,000	1,816	3,675	4 / 4	.48	8
25 Altamonte	7,200,000	7,200,000	1,337	5,385	6 / 5	1.08	6
348 Magee	9,000,000	9,800,000	1,886	4,770	3 / 3.5	.62	0
70 Lee	10,300,000	9,995,000	1,966	5,238	7 / 6.5	.90	0
432 Lovell	10,500,000	9,988,000	1,802	5,825	6 / 6.5	1.44	9
216 Corte Madera	11,000,000	8,500,000	2,313	4,755	5 / 5.5	.41	0
33 Escalon	12,995,000	12,995,000	1,915	6,785	6 / 4.5	5.16	17
435 Ralston	13,500,000	13,750,000	2,251	5,995	5 / 5.5	8.18	13
200 Sarah	19,500,000	17,000,000	3,785	5,151	5 / 3.5	3.80	66