

MILLSTEIN MARKET REPORT

Ross 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.

Ross

The first half of 2021 was an excellent start for Ross real estate as 50% more homes sold compared to the same period in 2020. **The average price per square foot sold rose to a record \$1,489**. The average selling price also increased to a record \$6,794,000 as more expensive homes sold. Just over 1/3 of homes sold over the asking price, and the average asking price increased by 6.5% compared to the 2020 average.

More specifically, a record number of buyers purchased homes priced above \$7 million, with 9 homes sold compared to a total of three homes during the entirety of 2020. There were 3 unprecedented sales at prices never recorded - \$17M, \$18M, \$20M.

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 Ross

21	\$6,794,000	\$1,489	38%
Homes sold \$1M and above (versus 14 in 1 st half 2020)	Record average sale price (versus \$4.2M in 2020)	Record average price per sq. ft. (versus \$1,121 in 2020)	Homes sold above initial asking price (versus 33% in 2020)

6.6%	33%	57%
Average amount sold above asking price	Sellers received multiple offers (versus 42% in 2020)	Homes in escrow within 15 days on market (versus 50% in 2020)

1	4	5	1	1	9
Home sold between \$1-2 million (versus 2 in 1 st half 2020)	Homes sold between \$2-3 million (versus 4 in 1 st half 2020)	Homes sold between \$3-4 million (versus 4 in 1 st half 2020)	Home sold between \$4-5 million (versus 2 in 1 st half 2020)	Home sold between \$5-6 million (versus 2 in 1 st half 2020)	Homes sold above \$6 million (none in 1 st half 2020)
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\$1,452	\$1,149	\$1,289	\$1,445	\$1,830	\$1,752
Price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Price per sq. ft.	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.

Ross Homes Sold

1st Half 2021

PRSRT 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
20 Redwood	1,810,000	1,799,000	1,452	1,246	3 / 1	.21	2
2 Madera	2,300,000	1,995,000	916	2,510	4 / 2.5	.27	6
19 Allen	2,337,500	2,595,000	1,209	1,932	3 / 3	.21	0
5 Crest	2,575,000	2,700,000	1,098	2,344	3 / 3	.52	14
66 Wellington	2,935,000	2,795,000	1,373	2,137	4 / 2.5	.40	5
98 Shady	3,000,000	3,295,000	1,219	2,460	4 / 3	.18	16
2 Shanley	3,250,000	3,595,000	1,183	2,746	4 / 3	.27	60
77 Laurel Grove	3,600,000	3,975,000	761	4,727	5 / 4.5	1.04	14
58 Shady	3,637,125	3,595,000	1,457	2,495	5 / 2.5	.27	124
19 Allen	3,900,000	3,695,000	1,826	2,135	4 / 3	.21	8
74 Baywood	4,300,000	3,895,000	1,445	2,975	4 / 3.5	.64	20
21 Fernhill	5,000,000	5,000,000	1,830	2,731	4 / 3.5	.63	0
36 Fernhill	7,100,000	7,500,000	2,141	3,316	4 / 5	.99	27
117 Laurel Grove	7,200,000	7,395,000	1,001	7,191	7 / 8	1.39	0
51 Loma Linda	7,795,000	7,795,000	1,137	6,853	6 / 5.5	.65	22
16 Woodside	8,150,000	7,995,000	1,781	4,575	5 / 4.5	.84	0
5 Fernhill	8,987,000	8,995,000	2,161	4,157	5 / 5	.60	8
1 Garden	9,800,000	12,000,000	885	11,062	9 / 7.5	2.16	112
2 Upper Rd. W	17,000,000	17,000,000	1,890	8,990	5 / 6	1.71	0
2 De Witt	18,000,000	18,000,000	2,203	8,170	6 / 6	1.92	0
9 Upper Ames	20,000,000	17,500,000	2,959	6,758	5 / 5.5	1.08	0