

MILLSTEIN MARKET REPORT

Tiburon 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.

Tiburon

The first half of 2021 was an excellent start for Tiburon real estate as more than double the number of homes sold compared to the same period in 2020. **The average price per square foot sold increased by 12% to a record \$1,175**. The average selling price also increased to a record \$3,827,000. Nearly 50% of homes sold above the asking price, and the average amount sold over the asking price was 10%.

A record 29 homes sold priced between \$3 million and \$4 million, more than four times the amount sold during the same period in 2020. A record 20 homes sold above \$5 million compared to the previous high of 9 homes selling during the first half of 2018.

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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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 Tiburon

| | | | |
|---|---|---|---|
| 95 | \$3,827,000 | \$1,175 | 47% |
| Homes sold \$1M and above (versus 45 in 1 st half 2020) | Record average sale price (versus \$3.6M 2020) | Record avg. price per sq. ft. (versus \$1,053 in 2020) | Homes sold above initial asking price (versus 40% in 2020) |

| | | |
|--|--|--|
| 10% | 46% | 58% |
| Average amount sold above asking price | Sellers received multiple offers (versus 40% in 2020) | Homes in escrow within 15 days on market (versus 42% in 2020) |

| | | | | | |
|---|--|---|---|--|---|
| 10 | 24 | 29 | 12 | 13 | 7 |
| Homes sold between \$1-2 million (versus 4 in 1 st half 2020) | Homes sold between \$2-3 million (versus 11 in 1 st half 2020) | Homes sold between \$3-4 million (versus 7 in 1 st half 2020) | Homes sold between \$4-5 million (versus 6 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) |
| — | — | — | — | — | — |
| \$1,089 | \$1,120 | \$1,154 | \$1,058 | \$1,324 | \$1,485 |
| Avg. price per sq. ft. | Avg. price per sq. ft. | 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.

Tiburon 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 |
|-----------------|--------------------------|--------------------------|--------------------------------------|--------------------------------------|---------------------------------|------------------------------------|----------------------------|
| 2495 Mar East | 1,387,500 | 1,550,000 | 578 | 2,400 | 3 / 2.5 | .19 | 58 |
| 1821 Mar East | 1,400,000 | 1,400,000 | 645 | 2,170 | 2 / 2 | .13 | 8 |
| 10 Pine Terrace | 1,470,000 | 1,677,000 | 1,087 | 1,352 | 2 / 2 | .11 | 110 |
| 4095 Paradise | 1,695,000 | 1,695,000 | 1,132 | 1,497 | 2 / 1.5 | 2.03 | 4 |
| 1751 Mar West | 1,785,000 | 1,825,000 | 1,404 | 1,282 | 3 / 2.5 | .08 | 49 |
| 532 Virginia | 1,800,000 | 1,495,000 | 1,422 | 1,265 | 2 / 1 | .21 | 12 |
| 102 St. Thomas | 1,831,500 | 1,993,000 | 940 | 1,947 | 3 / 2 | .23 | 119 |
| 14 Sonora | 1,925,000 | 1,495,000 | 1,568 | 1,227 | 2 / 1.5 | .17 | 7 |
| 688 Hilary | 2,000,000 | 2,000,000 | 1,303 | 1,534 | 3 / 2 | .18 | 16 |
| 273 Trinidad | 2,000,000 | 1,895,000 | 871 | 2,296 | 2 / 2.5 | .10 | 10 |
| 116 Blackfield | 2,057,000 | 1,298,000 | 1,576 | 1,305 | 3 / 1 | .17 | 6 |
| 27 Old Landing | 2,100,000 | 2,195,000 | 1,060 | 1,980 | 5 / 2 | .46 | 0 |
| 1496 Vistazo W. | 2,135,000 | 2,477,000 | 995 | 2,145 | 3 / 2 | .39 | 33 |
| 205 Martinique | 1,150,000 | 2,150,000 | 820 | 2,621 | 3 / 2.5 | .25 | 3 |
| 35 Mercury | 2,150,000 | 1,695,000 | 1,418 | 1,561 | 4 / 2 | .17 | 10 |
| 5 Eden | 2,200,000 | 2,350,000 | 1,072 | 2,052 | 3 / 3 | .32 | 4 |
| 160 Solano | 2,300,000 | 2,517,000 | 1,256 | 1,830 | 3 / 2 | .10 | 45 |
| 26 Sutter | 2,370,000 | 2,395,000 | 939 | 2,523 | 3 / 2 | .25 | 10 |
| 220 Martinique | 2,375,000 | 2,299,000 | 954 | 2,488 | 4 / 3 | .17 | 8 |
| 539 Comstock | 2,445,000 | 1,995,000 | 1,448 | 1,688 | 3 / 2 | .21 | 8 |
| 5 Wilkins | 2,450,000 | 2,695,000 | 1,017 | 2,408 | 4 / 3 | .32 | 17 |
| 74 Red Hill | 2,460,000 | 2,495,000 | 792 | 3,105 | 3 / 3.5 | .10 | 4 |
| 20 Racoon | 2,500,000 | 2,495,000 | 962 | 2,597 | 4 / 2 | .17 | 106 |
| 349 Ridge | 2,600,000 | 2,699,000 | 1,760 | 1,477 | 2 / 2 | .51 | 25 |
| 1915 Mar West | 2,620,000 | 2,000,000 | 1,510 | 1,735 | 2 / 2 | .13 | 10 |
| 51 Mercury | 2,707,000 | 2,707,000 | 1,227 | 2,205 | 4 / 3 | .18 | 35 |
| 33 Terrace | 2,780,000 | 2,895,000 | 944 | 2,942 | 4 / 3 | .23 | 21 |
| 4386 Paradise | 2,795,000 | 2,795,000 | 928 | 3,009 | 4 / 3.5 | .47 | 8 |
| 122 Trinidad | 2,800,000 | 2,800,000 | 997 | 2,808 | 4 / 3.5 | .29 | 51 |
| 394 Hilary | 2,825,000 | 3,095,000 | 835 | 3,383 | 5 / 3 | .25 | 61 |
| 2305 Paradise | 2,900,000 | 2,900,000 | 1,043 | 2,780 | 5 / 4 | .15 | 16 |

Tiburon Homes Sold

1st Half 2021

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|----------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------------|---------------------------------|------------------------------------|----------------------------|
| 151 Trinidad | 3,000,000 | 3,200,000 | 907 | 3,306 | 4 / 2.5 | .24 | 22 |
| 16 Saint Lucia | 3,010,000 | 2,925,000 | 1,073 | 2,805 | 3 / 3 | .45 | 7 |
| 10 Indian Rock | 3,050,000 | 3,195,000 | 946 | 3,221 | 4 / 3 | .72 | 34 |
| 4 Apollo | 3,050,000 | 3,795,000 | 1,393 | 2,188 | 4 / 2.5 | .18 | 8 |
| 40 Cypress Hollow | 3,100,000 | 3,077,000 | 970 | 3,195 | 4 / 3.5 | .24 | 3 |
| 62 Paseo Mirasol | 3,100,000 | 3,177,000 | 888 | 3,490 | 4 / 2.5 | .67 | 13 |
| 2131 Vistazo E. | 3,150,000 | 2,995,000 | 1,993 | 1,580 | 2 / 2 | .50 | 12 |
| 100 Howard | 3,225,000 | 3,200,000 | 1,212 | 2,640 | 4 / 3.5 | .22 | 0 |
| 1807 Lagoon View | 3,275,000 | 3,399,000 | 1,653 | 1,950 | 2 / 2 | .52 | 26 |
| 240 Trinidad | 3,275,000 | 3,275,000 | 1,072 | 3,055 | 3 / 3.5 | .23 | 24 |
| 120 Sugarloaf | 3,275,000 | 3,577,000 | 1,053 | 3,110 | 3 / 2.5 | .31 | 38 |
| 1 Acacia | 3,277,000 | 2,650,000 | 1,145 | 2,860 | 4 / 2.5 | 1.0 | 7 |
| 65 Mercury | 3,300,000 | 2,977,000 | 1,382 | 2,370 | 4 / 3 | .18 | 5 |
| 35 Vista Tiburon | 3,300,000 | 3,395,000 | 713 | 4,625 | 4 / 3.5 | .59 | 0 |
| 2260 Centro East | 3,317,000 | 3,495,000 | 1,097 | 3,008 | 4 / 3.5 | .17 | 36 |
| 8 Corte Palos Verdes | 3,350,000 | 3,250,000 | 1,327 | 2,498 | 4 / 3 | .57 | 0 |
| 1 Mount Tiburon | 3,350,000 | 3,200,000 | 1,243 | 2,695 | 4 / 4 | .38 | 11 |
| 2090 Vistazo E. | 3,350,000 | 3,295,000 | 1,328 | 2,522 | 4 / 2.5 | .18 | 11 |
| 4690 Paradise | 3,400,000 | 2,995,000 | 1,042 | 3,260 | 5 / 4.5 | .21 | 5 |
| 8 Apollo | 3,430,000 | 3,250,000 | 1,609 | 2,131 | 4 / 3 | .16 | 0 |
| 10 Tower Point | 3,600,000 | 3,795,000 | 1,805 | 1,994 | 3 / 2.5 | .23 | 7 |
| 16 Mark Terrace | 3,650,000 | 3,250,000 | 1,181 | 3,090 | 4 / 4 | .32 | 8 |
| 2122 Centro East | 3,700,000 | 3,299,000 | 1,113 | 3,323 | 5 / 4.5 | .22 | 243 |
| 30 Vista Tiburon | 3,770,000 | 3,195,000 | 884 | 4,260 | 5 / 4.5 | .41 | 44 |
| 953 Owlswood | 3,777,000 | 3,495,000 | 1,133 | 3,332 | 5 / 5 | .33 | 6 |
| 2 Midden | 3,900,000 | 3,795,000 | 1,203 | 3,241 | 4 / 3 | .27 | 9 |
| 4653 Paradise | 3,998,750 | 3,950,000 | 944 | 4,232 | 5 / 5.5 | 1.18 | 63 |
| 68 Reed Ranch | 4,000,000 | 3,895,000 | 1,206 | 3,315 | 4 / 3 | .24 | 13 |
| 73 Via Los Altos | 4,050,000 | 3,995,000 | 737 | 5,488 | 4 / 6 | .37 | 11 |

Tiburon 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 |
|-------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------------|---------------------------------|------------------------------------|----------------------------|
| 1 Santa Ana | 4,100,000 | 3,549,000 | 1,369 | 2,994 | 5 / 3 | .25 | 7 |
| 25 Mark Terrace | 4,175,000 | 4,150,000 | 1,013 | 4,121 | 5 / 4 | .48 | 64 |
| 347 Blackfield | 4,200,000 | 3,977,000 | 928 | 4,523 | 3 / 5 | .52 | 12 |
| 9 Tara Hill | 4,325,000 | 3,495,000 | 1,116 | 3,873 | 3 / 3 | .53 | 9 |
| 21 Southridge | 4,382,000 | 4,395,000 | 1,237 | 3,543 | 4 / 3.5 | .42 | 30 |
| 38 Via Los Altos | 4,600,022 | 4,150,000 | 994 | 4,625 | 5 / 4.5 | .84 | 0 |
| 18 Turtle Rock | 4,700,000 | 5,250,000 | 778 | 6,035 | 6 / 4.5 | .62 | 206 |
| 8 Turtle Rock | 4,725,000 | 4,575,000 | 939 | 5,028 | 5 / 4.5 | .64 | 0 |
| 98 Sugarloaf | 4,750,000 | 4,877,000 | 1,225 | 3,875 | 4 / 3.5 | .43 | 23 |
| 1 Tara Hill | 4,950,000 | 4,895,000 | 1,151 | 4,300 | 4 / 4.5 | .40 | 6 |
| 75 Seafirth | 5,100,000 | 4,277,000 | 1,427 | 3,572 | 4 / 3 | .20 | 7 |
| 6 Midden | 5,343,000 | 5,277,000 | 963 | 5,545 | 5 / 5.5 | .71 | 18 |
| 4 Heathcliff | 5,400,000 | 5,400,000 | 1,296 | 4,165 | 6 / 3.5 | .59 | 3 |
| 135 Geldert | 5,707,000 | 4,795,000 | 1,817 | 3,140 | 6 / 4.5 | .59 | 8 |
| 10 Venado | 5,788,000 | 5,995,000 | 1,206 | 4,797 | 4 / 4.5 | .64 | 42 |
| 8 Audrey | 5,885,000 | 6,477,000 | 1,233 | 4,770 | 3 / 3.5 | .48 | 333 |
| 65 Spring | 6,277,000 | 6,277,000 | 1,546 | 4,060 | 5 / 4 | .78 | 17 |
| 19 Place Moulin | 6,375,000 | 6,577,000 | 1,225 | 5,200 | 5 / 4.5 | .26 | 0 |
| 5070 Paradise | 6,400,000 | 6,377,000 | 1,181 | 5,415 | 4 / 6 | 2.26 | 55 |
| 3 Trestle Glen | 6,875,000 | 7,877,000 | 1,148 | 5,985 | 5 / 8 | 4.81 | 281 |
| 86 Sugarloaf | 6,900,000 | 6,650,000 | 1,725 | 4,000 | 5 / 3.5 | .33 | 9 |
| 111 Taylor | 6,950,000 | 7,195,000 | 1,350 | 5,147 | 4 / 4.5 | 1.72 | 209 |
| 616 Ridge | 7,650,000 | 7,495,000 | 1,443 | 5,300 | 6 / 5.5 | .55 | 0 |
| 2 Spring | \$8,000,000 | \$8,000,000 | 1,544 | 5,180 | 5 / 5.5 | .39 | 24 |
| 190 Gilmartin | \$8,000,000 | \$8,000,000 | 1,008 | 7,930 | 8 / 7.5 | .45 | 0 |
| 21 Gilmartin | \$8,100,000 | \$8,500,000 | 1,632 | 4,962 | 4 / 6.5 | .38 | 13 |
| 465 Ridge | \$8,377,000 | \$8,350,000 | 1,552 | 5,395 | 4 / 3.5 | .51 | 11 |
| 4 Santa Ana | \$9,872,000 | \$9,877,000 | 1,365 | 7,230 | 5 / 6.5 | .66 | 9 |
| 1925 Straits View | \$10,000,000 | \$9,995,000 | 1,851 | 5,400 | 4 / 3.5 | .44 | 0 |

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