

# MILLSTEIN MARKET REPORT

Greenbrae Real Estate



2021 YEAR END

Golden Gate | Sotheby's  
INTERNATIONAL REALTY

Mark Millstein  
[mark.millstein@sothebysrealty.com](mailto:mark.millstein@sothebysrealty.com)  
415 601 9240



"We highly recommend Mark Millstein to anyone looking for a great real estate broker.

Mark is personable, intelligent and very knowledgeable, and he is able to quickly and keenly assess and communicate what needs to be done in the complexity of each phase of selling a house. His significant experience, not only on the business and negotiations end, but also with remodeling homes, was invaluable in enabling us to quickly and efficiently prepare our house to ready it for sale. We also appreciated his honesty, dependability, and authenticity during the process. All of these qualities, together with his excellent responsiveness, resourcefulness, and efficiency, made Mark an invaluable resource and partner throughout the sale process."

— Linda and John D.

## Market Summary

2021 was an unprecedented time for the Marin County real estate market.

New buyers coming to our local market stressed an already low supply of homes for sale. Covid-related remote working increased attention on the desirability of homeownership and the importance of creating an attractive place to live—and work—on a daily basis.

Fear of missing out (FOMO) further propelled the market, as buyers aggressively purchased homes. Cryptocurrency gains, rising stock markets and 401(k)s have enabled affluent individuals to acquire even more expensive homes.

The average selling price in Marin County increased in 2021 by 15% to a record \$2,164,000. Eleven percent more homes were sold in Marin during 2021 compared to 2020. Fifty percent more homes sold above \$5 million compared to 2020.

Although mortgage interest rates will rise, many buyers will be undeterred. The enduring strength of the economy will continue to bolster buyer confidence, potentially leading to even greater heights in the Marin housing market.

## Greenbrae

2021 was a record setting year for Greenbrae real estate. 61 homes sold compared to 40 homes selling in 2020 setting a new annual record. The average selling price remained nearly the same as 2020 at \$2,050,000, while the average price per square foot sold rose nearly 7% to a new high of \$936.

A record number of buyers purchased homes priced between \$2 million and \$3 million, with 27 sold compared to the 19 sold in 2020. Four homes over \$3 million were sold, more than in any previous year. Nearly 70% of the homes sold above the asking price and were in escrow within 15 days of being placed on the market.

If you are considering selling your home, this is an opportune time to get top dollar. Call me if you'd like to discuss maximizing the value of your home and pricing. I can also share with you how I can make your selling experience – from readying your home for sale to clear through the end of your move – hassle-free.

Best Regards,

Mark Millstein  
Golden Gate Sotheby's International Realty  
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 Year End Real Estate Activity in Greenbrae

61	\$2,050,000	\$936	69%
----	-------------	-------	-----

Homes sold \$1M and above (versus 40 in 2020)	Average sale price (versus \$2.08M in 2020)	Record avg. price per sq. ft. (versus \$877 in 2020)	Homes sold above initial asking price (versus 55% in 2020)
---	---	--	--

14.3%	65%	69%
-------	-----	-----

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)
---	---	---

10	20	27	4
----	----	----	---

Homes sold between \$1-1.5 million  (versus 4 in 2020)	Homes sold between \$1.5-2 million  (versus 15 in 2020)	Homes sold between \$2-3 million  (versus 19 in 2020)	Home sold above \$3 million  (versus 2 in 2020)
---	--	--	--

—	—	—	—
\$804 Avg. price per sq. ft.	\$846 Avg. price per sq. ft.	\$1,013 Avg. price per sq. ft.	\$1,206 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

2<sup>nd</sup> 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
80 Corte Placida	1,320,000	1,059,000	899	1,467	3 / 2	.18	14
168 Via La Cumbre	1,447,000	1,495,000	597	2,421	5 / 3	.20	43
260 Bretano	1,475,000	1,200,000	1,090	1,352	3 / 1.5	.17	12
4 Manor	1,500,000	1,575,000	773	1,940	3 / 2.5	.20	23
70 Corte Precita	1,555,000	1,599,000	625	2,488	3 / 2.5	.23	65
167 Vista Grande	1,660,000	1,295,000	868	1,911	2 / 3	.41	8
25 Corte De Sabla	1,800,000	1,749,000	739	2,435	4 / 3	.21	10
56 Via La Cumbre	1,800,000	1,695,000	910	1,976	4 / 3	.19	11
396 Bretano	1,885,000	1,575,000	813	2,318	3 / 2.5	.18	12
69 Laderman	1,970,000	1,995,000	899	2,190	3 / 2	.18	9
90 Corte Alejo	2,005,000	2,200,000	831	2,411	4 / 3	.51	61
40 Corte Baristo	2,150,000	2,095,000	968	2,174	4 / 2.5	.30	1
9 Elizabeth	2,150,000	2,199,000	885	2,428	3 / 3	.12	0
170 Via Lerida	2,220,000	1,750,000	1,059	2,076	4 / 2	.18	11
17 Via Navarro	2,250,000	2,385,000	997	2,256	4 / 3	.29	28
170 Corte Anita	2,316,000	2,295,000	789	2,935	5 / 3.5	.22	12
97 Corte Ramon	2,375,000	1,995,000	1,151	2,062	3 / 2	.19	13
37 Elizabeth	2,380,000	2,095,000	890	2,673	4 / 2.5	.11	4
218 N. Almenar	2,395,000	2,395,000	1,140	2,100	4 / 2	.24	16
50 Corte Patencio	2,415,000	2,295,000	903	2,673	3 / 2.5	.28	13
70 Cielo	2,425,000	2,095,000	1,119	2,166	4 / 2	.28	8
160 Corte Anita	2,575,000	2,449,000	804	3,200	5 / 4.5	.33	7
155 Via Lerida	2,600,000	1,975,000	1,409	1,845	3 / 2	.19	8
65 Via Cheparro	2,695,000	2,695,000	1,109	2,428	4 / 3.5	.20	14
20 Eliseo	2,905,000	2,900,000	1,084	2,678	4 / 3.5	.19	4
122 Altura	3,020,000	1,995,000	1,222	2,471	3 / 4	.34	8
25 Corte Ladato	3,100,000	3,375,000	1,070	2,895	4 / 4.5	.32	37

**Mark Millstein** | Golden Gate Sotheby's International, 500 Drakes Landing, Greenbrae, CA 94904

T. 415 601 9240 | E. mark.millstein@sothebysrealty.com | calbre #00800285