MILLSTEIN MARKET REPORT

Kentfield Real Estate

2021 YEAR END

Golden Gate | Sotheby's INTERNATIONAL REALTY

Mark Millstein
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.

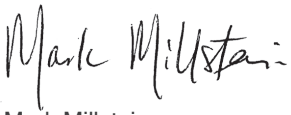
Kentfield

Although slightly fewer Kentfield homes sold in 2021 compared to 2020 (79 vs. 82), the average sale price per square foot sold increased to a record $1,158, a 15% jump from 2020. The average selling price remained the same at $3,500,000.

Fifty-three percent of homes sold over the asking price, compared to 32% in 2020. Sixty percent of homes sold were placed in escrow within 15 days of being on the market. Two homes sold for over $10 million each, compared to just 3 selling over the last 20 years!

If you are thinking of selling, this is an opportune time to get top dollar for your home. Feel free to call me 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 Kentfield

79	$3,500,000	$1,158	53%
Homes sold $1M and above (versus 82 in 2020)	Average sale price (same as 2020)	Record avg. price per sq. ft. (versus $1,022 in 2020)	Homes sold above initial asking price (versus 32% in 2020)

7.5%	44%	60%
Average amount sold above asking price	Sellers received multiple offers (versus 43% in 2020)	Homes in escrow within 15 days on market (versus 48% in 2020)

14	29	17	9	3	7
Homes sold between $1-2 million (versus 13 in 2020)	Homes sold between $2-3 million (versus 28 in 2020)	Homes sold between $3-4 million (versus 16 in 2020)	Homes sold between $4-5 million (versus 10 in 2020)	Home sold between $5-6 million (versus 4 in 2020)	Homes sold above $6 million (versus 11 in 2020)
—	—	—	—	—	—
$1,031 Avg. price per sq. ft.	$1,062 Avg. price per sq. ft.	$1,192 Avg. price per sq. ft.	$1,211 Avg. price per sq. ft.	$1,418 Avg. price per sq. ft.	$1,536 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.

Kentfield Homes Sold

2nd 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
8 Russell	1,250,000	1,195,000	1,460	856	2 / 1	.10	13
21 Cedar	1,299,000	1,350,000	978	1,327	2 / 2	.06	33
8 Hillside	1,500,000	1,395,000	1,117	1,342	3 / 1	.16	12
26 Rosebank	1,550,000	1,495,000	1,115	1,390	3 / 2	.15	27
160 Hillside	1,590,000	1,725,000	736	2,160	3 / 3	.27	68
42 Rosebank	1,700,000	1,749,000	1,030	1,649	3 / 2	.16	22
111 McAllister	1,750,000	1,599,000	1,170	1,495	3 / 2	.19	11
25 Black Log	1,775,000	1,850,000	770	2,304	4 / 3.5	.25	23
7 Broadway	1,850,000	1,799,000	1,507	1,227	3 / 2	.09	3
207 Murray	1,850,000	1,799,000	807	2,290	4 / 4	.18	9
65 Upland	1,930,000	1,989,000	804	2,400	4 / 3	.46	25
105 Oak	2,035,000	1,895,000	1,170	1,738	3 / 2	.31	9
20 Briar	2,150,000	2,250,000	724	2,967	3 / 2.5	.16	1
114 Stetson	2,200,000	1,795,000	864	2,544	3 / 4	.29	9
44 McAllister	2,225,000	1,895,000	1,232	1,805	4 / 2	.18	9
71 Berens	2,270,000	2,195,000	1,404	1,616	3 / 2.5	.14	4
240 Hillside	2,285,000	2,500,000	755	3,025	4 / 3.5	.39	32
20 Rosebank	2,700,000	2,395,000	1,291	2,090	4 / 3	.43	11
238 Evergreen	2,700,000	2,595,000	1,097	2,460	4 / 3	.52	15
11 Ash	2,700,000	2,399,000	1,173	2,301	4 / 3	.18	15
18 Elm	2,743,000	2,895,000	800	3,428	6 / 5	.23	62
17 Cedar	2,800,000	2,495,000	1,330	2,105	4 / 3	.19	9
515 Woodland	2,800,000	3,295,000	1,076	2,600	4 / 3	.86	33
22 Butterfly	2,965,000	2,965,000	1,186	2,500	4 / 3	.50	0
11 Greenwood	3,000,000	3,195,000	1,254	2,392	4 / 2	1.8	18
127 So. Ridgewood	3,200,000	2,595,000	1,409	2,271	4 / 3	.65	7
1 Villa	3,425,000	2,995,000	1,247	2,746	4 / 3.5	.21	15
25 Acorn	3,450,000	2,495,000	1,376	2,507	4 / 2.5	.86	7
33 Evergreen	3,500,000	2,995,000	945	3,700	2 / 2.5	1.16	91
10 Madrone	4,100,000	3,195,000	1,091	3,756	4 / 3	.70	9
227 Evergreen	4,150,000	3,995,000	1,213	3,420	3 / 4.5	.86	10
219 Poplar	4,195,000	4,195,000	1,550	2,705	3 / 2.5	.29	0
40 Evergreen	4,200,000	4,200,000	1,131	3,711	4 / 3.5	.78	11
235 Poplar	4,300,000	3,350,000	1,440	2,986	4 / 2.5	.33	0
28 Wolfe Canyon	5,900,000	6,350,000	1,686	3,499	5 / 4.5	.34	62
625 College	6,900,000	6,500,000	1,508	4,574	6 / 4.2	1.51	11
1 Hotaling	7,807,000	9,350,000	1,317	5,924	6 / 4.5	.60	111
44 Hill	11,000,000	9,865,000	2,093	5,255	4 / 5.5	.55	0
135 So. Ridgewood	16,000,000	17,995,000	1,581	10,120	6 / 7.5	1.74	147

Mark Millstein | Golden Gate Sotheby's International, 500 Drakes Landing, Greenbrae, CA 94904
T. 415 601 9240 | E. mark.millstein@sothebysrealty.com | calbre #00800285