

# MILLSTEIN MARKET REPORT

Mill Valley Real Estate



2021 YEAR END

Golden Gate | Sotheby's  
Gate | 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.

### Mill Valley

2021 was a banner year for Mill Valley real estate. 420 homes were sold, compared to 352 homes sold in 2020, setting a new annual total. More expensive homes were sold, as the average selling price increased by 22% to a record \$2,636,000. The average price per square foot sold rose 19% to a new high of \$1,089.

The number of homes sold priced between \$1 million and \$2 million was about the same as 2020. The increase in sales occurred for homes priced above \$3 million, with 225 homes sold, a 50% increase over 2020.

A record number of buyers purchased homes priced between \$4 million and \$5 million, with 26 sold, compared to 9 selling in 2020. Also, 14 homes priced between \$5 and \$6 million were sold, exceeding the previous annual record of 6. Fifteen homes sold above \$6 million, surpassing the previous record of 6. Sixty-six percent of all homes sold above the asking price and were in escrow within 15 days of being placed on the market.

If you are thinking of selling, this is an opportune time to get top dollar for your home. 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 Mill Valley

<b>420</b>	<b>\$2,636,000</b>	<b>\$1,089</b>	<b>66%</b>
Homes sold \$1M and above (versus 352 in 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)

<b>14%</b>	<b>53%</b>	<b>66%</b>
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)

<b>195</b>	<b>109</b>	<b>61</b>	<b>26</b>	<b>14</b>	<b>15</b>
Homes sold between \$1-2 million (versus 203 in 2020)	Homes sold between \$2-3 million (versus 100 in 2020)	Homes sold between \$3-4 million (versus 29 in 2020)	Homes sold between \$4-5 million (versus 9 in 2020)	Home sold between \$5-6 million (versus 6 in 2020)	Homes sold above \$6 million (versus 5 in 2020)
—	—	—	—	—	—
<b>\$975</b>	<b>\$1,065</b>	<b>\$1,180</b>	<b>\$1,292</b>	<b>\$1,243</b>	<b>\$1,850</b>
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.

# Mill Valley Homes Sold \$1.5M - \$2M

2<sup>nd</sup> 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
16 Buena Vista	1,500,000	1,699,000	701	2,137	3 / 2	.06	23
208 Lovell	1,500,000	1,649,000	937	1,600	3 / 2	.20	18
172 Morning Sun	1,500,000	1,650,000	804	1,864	3 / 2	.07	50
390 S. Morning Sun	1,515,000	1,498,000	867	1,746	4 / 2	.23	9
341 Durant	1,520,000	1,445,000	795	1,910	3 / 2	.13	15
103 Milland	1,520,000	1,395,000	811	1,872	3 / 2.5	.21	40
101 Neder	1,520,000	995,000	1,425	1,066	2 / 1	.43	8
284 Cardinal	1,540,000	1,395,000	1,212	1,270	3 / 1	.14	12
845 E. Blithedale	1,546,000	1,499,000	701	2,204	5 / 2.5	.15	7
34 Brighton	1,550,000	1,475,000	938	1,652	2 / 2	.11	15
371 Durant	1,550,000	1,649,999	811	1,910	3 / 2.5	.12	47
88 Marin View	1,558,250	1,795,000	564	2,760	3 / 2.5	.23	49
376 Carrera	1,566,500	1,650,000	874	1,792	3 / 2.5	.18	19
374 Woodside	1,575,000	1,595,000	957	1,645	3 / 2	.16	30
6 Washington Pk.	1,587,000	1,557,000	1,086	1,460	2 / 2.5	.11	18
3 Shell	1,595,000	1,395,000	1,572	1,014	2 / 1	.17	7
319 Marion	1,600,000	1,595,000	920	1,738	3 / 3.5	.25	21
914 Ventura	1,600,000	1,595,000	926	1,727	3 / 2.5	.13	22
134 W. Blithedale	1,605,000	1,295,000	1,558	1,030	2 / 2	.03	9
76 Milland	1,625,000	1,459,000	1,001	1,622	2 / 2.5	.17	4
77 Homestead	1,650,000	1,980,000	595	2,770	4 / 3	.28	42
120 Carlotta	1,650,000	1,449,000	879	1,876	3 / 2	.30	6
461 Wellesley	1,655,000	1,625,000	835	1,982	4 / 3	.13	8
716 Alta Vista	1,675,000	1,695,000	1,077	1,554	3 / 2	.16	19
194 Lilac	1,675,000	1,995,000	703	2,382	3 / 2	.23	46
35 Hillside	1,685,000	1,750,000	1,029	1,637	3 / 1	.59	20
89 Milland	1,700,000	1,595,000	908	1,872	3 / 2.5	.19	3
1208 Lattie	1,705,000	1,550,000	966	1,764	3 / 3	.08	10
172 Florence	1,725,000	1,695,000	935	1,844	3 / 2	.15	8
491 Ethel	1,725,000	1,750,000	563	3,061	6 / 4	.22	9
50 Mono	1,750,000	1,635,000	1,071	1,633	3 / 2	.21	1
150 Morning Sun	1,755,000	1,695,000	981	1,788	3 / 2.5	.06	11
296 Shoreline	1,725,000	1,775,000	1,025	1,632	4 / 3	.14	72
307 Carrera	1,775,000	1,600,000	817	2,171	4 / 2	.20	10
165 Elm	1,800,000	1,595,000	1,170	1,538	2 / 2	.11	10
563 E. Blithedale	1,800,000	1,599,000	1,056	1,704	3 / 2	.11	2
335 Tennessee	1,695,000	1,800,000	904	1,873	3 / 2.5	.13	60
515 Browning	1,805,000	1,799,000	753	2,395	3 / 3	.36	8
110 Morning Sun	1,805,000	1,545,000	1,291	1,398	3 / 2	.07	3
242 Flamingo	1,805,000	1,395,000	1,421	1,270	3 / 1.5	.14	8
331 Dolan	1,810,000	1,425,000	989	1,830	4 / 3	.19	7
11 Circle	1,815,000	1,499,000	1,018	1,782	3 / 2	.22	8
110 Florence	1,825,000	1,795,000	844	2,160	3 / 2.5	.22	3
265 Morning Sun	1,835,000	1,599,000	1,004	1,827	3 / 3	.13	9
346 Woodside	1,850,000	1,725,000	995	1,858	4 / 3	.14	4
90 Walnut	1,850,000	1,799,000	1,192	1,552	2 / 2	.14	12
524 Alta	1,860,000	1,795,000	881	2,110	3 / 2.5	.15	10
842 Marin	1,870,000	1,795,000	1,009	1,852	4 / 3	.13	7
132 Morning Sun	1,900,000	1,735,000	1,040	1,826	4 / 3	.15	3
453 Wellesley	1,900,000	1,995,000	692	2,745	5 / 2.5	.38	15
120 Florence	1,900,000	1,595,000	1,193	1,592	3 / 2	.26	8
32 Milland	1,900,000	1,749,000	880	2,158	3 / 2.5	.22	7
35 Florence	1,907,000	1,795,000	936	2,036	4 / 2.5	.21	24
24 Azalea	1,910,000	1,895,000	1,176	1,623	4 / 2	.28	8
59 Milland	1,918,000	1,695,000	889	2,156	3 / 2.5	.28	4
50 Monte Cimas	1,920,000	1,685,000	1,069	1,795	3 / 3	.17	7
2 Cedarwood	1,925,000	1,949,000	987	1,950	3 / 2	.17	15
911 W. California	1,930,000	1,795,000	1,015	1,900	4 / 2	.12	11
316 Hillside	1,950,000	1,895,000	710	2,743	4 / 2.5	.16	9
287 Greene	1,970,000	2,195,000	619	3,180	4 / 2.5	.19	29
1 Carolyn	1,980,000	1,769,000	994	1,990	4 / 3	.26	10
255 Sycamore	1,995,000	1,995,000	1,159	1,720	3 / 1.5	.12	16
1097 W. California	2,000,000	1,795,000	1,040	1,923	3 / 2.5	.14	5

# Mill Valley Homes Sold \$2M - \$3M

2<sup>nd</sup> 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 Tartan	2,200,000	1,950,000	907	2,204	4 / 2	.29	22
5 Una	2,205,000	1,950,000	1,149	1,783	3 / 2.5	.10	9
151 Tamalpais	2,100,000	1,395,000	985	2,130	3 / 3	.44	12
216 Morning Sun	2,100,000	1,795,000	1,009	2,080	3 / 2	.13	7
1031 Trillium	2,100,000	1,850,000	1,001	2,096	3 / 2.5	.25	8
505 Panoramic	2,105,000	1,600,000	1,252	1,680	3 / 2	.26	11
340 Marion	2,135,000	1,995,000	1,124	1,899	3 / 2	.19	17
425 Wellesley	2,168,800	2,495,000	598	3,621	5 / 3	.64	54
188 Stanford	2,200,000	2,577,000	758	2,900	4 / 3.5	.20	58
110 Ralston	2,200,000	1,750,000	993	2,215	4 / 2	.71	4
123 Reed	2,200,000	1,895,000	1,233	1,784	3 / 2	.28	11
231 Reed	2,200,000	1,995,000	922	2,384	4 / 3	.25	0
364 Carrera	2,200,000	1,995,000	1,227	1,792	3 / 2	.25	4
33 Oakdale	2,212,500	1,995,000	1,500	1,475	3 / 1.5	.08	7
115 Circle	2,220,000	1,895,000	1,162	1,909	3 / 2	.19	9
953 W. California	2,226,000	1,995,000	1,011	2,200	3 / 3	.10	6
981 Greenhill	2,300,000	2,295,000	824	2,788	5 / 3	.19	11
144 Richardson	2,300,000	1,950,000	1,579	1,456	3 / 2	.20	11
407 Ash	2,300,000	2,300,000	1,101	2,089	5 / 3	.22	45
163 Bayview	2,310,000	1,795,000	1,365	1,692	4 / 2	.20	8
913 Ventura	2,325,000	2,499,000	686	3,385	4 / 3.5	.20	29
120 Coronet	2,325,000	1,995,000	1,170	1,986	4 / 3	.66	3
1019 Trillium	2,330,000	2,249,000	799	2,914	4 / 3	.60	12
11 Sunrise	2,375,000	1,995,000	1,223	1,941	3 / 2	.42	8
44 Ralston	2,400,000	2,745,000	757	3,170	4 / 3	.86	97
473 Panoramic	2,400,000	2,990,000	551	4,350	5 / 4	.31	106
16 Madrone Pk.	2,400,000	2,495,000	854	2,808	4 / 4.5	.17	11
28 Longfellow	2,400,000	2,100,000	985	2,436	3 / 4	.22	9
554 Northern	2,400,000	1,795,000	1,263	1,900	4 / 2	.22	8
319 Carrera	2,426,000	2,050,000	933	2,600	4 / 3.5	.18	22
917 Ventura	2,475,000	2,395,000	889	2,781	4 / 3.5	.19	14
10 Elinor	2,500,000	2,295,000	1,771	1,411	3 / 2	.23	0
27 Mesa	2,500,000	1,995,000	1,062	2,353	3 / 2.5	.16	7
171 Elm	2,500,000	1,875,000	1,443	1,732	3 / 2	.09	9
139 Richardson	2,500,000	1,925,000	1,368	1,827	4 / 2.5	.14	9
471 Molino	2,525,000	2,250,000	970	2,601	6 / 3	.43	13
114 Hazel	2,525,000	2,525,000	793	3,183	5 / 5	.49	13
169 Locust	2,575,000	2,800,000	1,427	1,804	3 / 2.5	.18	30
522 Pixley	2,649,000	2,795,000	1,063	2,491	4 / 2.5	.28	21
265 Cascade	2,650,000	2,695,000	965	2,745	4 / 2.5	.39	16
625 Eastwood	2,650,000	2,195,000	921	2,875	4 / 2.5	.26	8
1 Cottage	2,725,000	2,495,000	1,384	1,968	3 / 3	.29	8
1125 Western	2,750,000	2,395,000	1,123	2,447	4 / 4.5	.15	10
5 Midhill	2,750,000	2,595,000	1,014	2,710	4 / 2.5	.19	9
237 Cleveland	2,850,000	2,395,000	1,316	2,165	3 / 2.5	.32	19
433 Median	2,900,000	2,795,000	886	3,273	4 / 2.5	.28	4
57 Loring	2,995,000	2,995,000	1,041	2,877	4 / 3.5	.20	17
65 Ridge	3,000,000	1,995,000	1,370	2,189	3 / 2	1.40	9

# Mill Valley Homes Sold \$3M and Above

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
425 Eldridge	3,050,000	2,850,000	1,028	2,965	4 / 3.5	.94	10
359 Richardson	3,050,000	2,995,000	688	4,433	5 / 4	1.03	10
164 Hillside	3,065,000	2,698,000	1,153	2,658	3 / 2	.51	9
58 Sycamore	3,100,000	3,095,000	1,792	1,729	3 / 2.5	.21	1
39 Shell	3,155,900	2,495,000	1,478	2,135	4 / 2.5	.27	5
28 Marsh	3,200,000	3,250,000	825	3,875	4 / 2.5	.67	42
26 Country Club	3,200,000	2,895,000	1,388	2,304	3 / 2	.41	4
224 Magee	3,200,000	3,795,000	754	4,243	5 / 4.5	1.08	105
161 Lovell	3,200,000	3,995,000	875	3,653	4 / 4	.15	36
7 Underhill	3,225,000	2,995,000	1,088	2,962	4 / 2.5	.28	12
185 Roque Moraes	3,250,000	3,300,000	1,014	3,204	4 / 3	4.86	50
223 Meda	3,250,000	2,995,000	1,251	2,596	4 / 3	.21	5
150 Chapel	3,300,000	3,695,000	740	4,458	4 / 3.5	.61	89
34 Circle	3,300,000	2,795,000	1,642	2,009	3 / 2	.13	8
30 Edgehill	3,320,000	3,350,000	1,138	2,917	4 / 3.5	.17	5
19 Throckmorton	3,327,000	2,995,000	1,229	2,707	4 / 3	.25	7
283 Oakdale	3,410,000	2,595,000	1,720	1,982	3 / 2.5	.14	9
190 Cascade	3,450,000	2,995,000	1,367	2,523	4 / 2	.22	5
4 Pine Ridge	3,500,000	3,195,000	928	3,770	5 / 4.5	.66	4
15 Morning Sun	3,600,000	3,195,000	1,500	2,400	4 / 4	.18	9
35 Plymouth	3,650,000	3,395,000	1,694	2,154	4 / 2.5	.14	3
21 Bigelow	3,650,000	2,995,000	1,734	2,104	3 / 3	.15	8
221 Marion	3,725,000	4,200,000	978	3,807	4 / 3.5	.59	34
31 Egret	3,750,000	3,999,950	1,125	3,332	3 / 2.5	.22	38
12 St. Jude	3,800,000	3,195,000	1,256	3,035	4 / 3.5	.45	4
23 Heron	3,865,000	3,995,000	867	4,456	5 / 4.5	.33	21
3 Magee	3,875,000	3,850,000	1,416	2,736	4 / 3.5	.21	9
32 Egret	4,000,000	4,490,000	1,189	3,364	4 / 3	.70	116
106 Locust	4,000,000	3,750,000	1,587	2,519	5 / 4.5	.12	6
12 Alvarado	4,020,000	4,495,000	1,406	2,859	4 / 3	.16	24
25 Coronet	4,050,000	3,895,000	1,099	3,658	4 / 3.5	.22	13
400 Monte Vista	4,200,000	5,195,000	770	5,448	5 / 5.5	.52	102
44 Bayview	4,200,000	3,695,000	1,555	2,700	4 / 3.5	.11	7
115 Walnut	4,250,000	3,850,000	1,461	2,907	5 / 3	.13	10
100 Laverne	4,250,000	3,595,000	1,186	3,582	4 / 4.5	.25	2
152 Sycamore	4,300,000	4,300,000	1,720	2,500	4 / 3.5	.16	0
111 Janes	4,450,000	4,500,000	1,145	3,885	5 / 4.5	.33	0
27 Woodbine	4,495,000	3,995,000	1,544	2,910	4 / 3.5	.18	6
69 S. Knoll	4,605,000	3,995,000	1,299	3,545	5 / 6	.26	3
40 Kite Hill	4,700,000	4,795,000	1,050	4,475	5 / 4.5	4.18	51
1 Windwood	4,750,000	3,750,000	1,660	2,860	5 / 2.5	.24	6
3 Nina	5,076,000	5,300,000	966	5,251	5 / 3.5	.53	27
11 Via Vandyke	5,300,000	5,995,000	912	5,807	5 / 6	2.64	78
29 Roosevelt	5,325,000	5,495,000	1,258	4,230	5 / 4.5	.30	5
206 Stanford	5,675,000	5,995,000	1,060	5,350	6 / 6	2.30	173
36 Glen	7,000,000	5,995,000	1,219	5,739	5 / 6	1.3	0
65 Century	7,500,000	7,750,000	1,409	5,320	5 / 4.5	.46	0
1 Via Vandyke	7,900,000	8,995,000	1,047	7,545	6 / 5.5	.51	107
49 Lomita	8,000,000	8,795,000	1,933	4,041	4 / 3	.52	32