

MILLSTEIN MARKET REPORT

Ross Real Estate



2021 YEAR END

Golden Gate | Sotheby's
INTERNATIONAL REALTY

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"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.

Ross

2021 was a record setting year for Ross real estate. 43 homes sold compared to 36 homes selling in 2020, setting a new annual record. More expensive homes sold, as the average selling price increased to a record \$6,162,000. The average price per square foot sold rose to an all-time high of \$1,519.

A record number of buyers purchased homes priced between \$6 million and \$10 million, with 8 sold compared to 3 selling in 2020. Before 2021, no homes had sold above \$15.7 million. That number was outdistanced this year as 4 homes sold above \$16 million, including an unprecedented Shady Lane sale of \$28.1 million!

Nearly 45% of all homes sold above the asking price. 67% of homes 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. 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
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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 Year End Real Estate Activity in Ross

| | | | |
|--|--|--|---|
| 43 | \$6,162,000 | \$1,519 | 46% |
| Homes sold \$1M and above (versus 36 in 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) |

| | | |
|--|--|--|
| 9.7% | 40% | 67% |
| 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) |

| | | | | | |
|---|--|--|---|--|---|
| 3 | 9 | 7 | 11 | 8 | 5 |
| Home sold between \$1-2 million (versus 4 in 2020) | Homes sold between \$2-3 million (versus 9 in 2020) | Homes sold between \$3-4 million (versus 9 in 2020) | Home sold between \$4-6 million (versus 9 in 2020) | Home sold between \$6-10 million (versus 3 in 2020) | Homes sold above \$10 million (versus 2 in 2020) |
| — | — | — | — | — | — |
| \$1,139 Avg. price per sq. ft. | \$1,267 Avg. price per sq. ft. | \$1,294 Avg. price per sq. ft. | \$1,653 Avg. price per sq. ft. | \$1,450 Avg. price per sq. ft. | \$2,319 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

2nd 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 |
|----------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------------|---------------------------------|------------------------------------|----------------------------|
| 78 Shady | 1,800,000 | 1,399,000 | 981 | 1,834 | 2 / 2 | .22 | 10 |
| 35 Poplar | 1,850,000 | 1,649,000 | 983 | 1,882 | 4 / 2 | .19 | 9 |
| 95 Bolinas | 2,000,000 | 1,695,000 | 1,387 | 1,441 | 3 / 2 | .15 | 0 |
| 19 Redwood | 2,300,000 | 1,995,000 | 1,472 | 1,562 | 2 / 2 | .10 | 9 |
| 33 Poplar | 2,400,000 | 2,400,000 | 1,107 | 2,168 | 4 / 3 | .18 | 11 |
| 2 Sylvan | 2,675,000 | 2,595,000 | 1,571 | 1,702 | 3 / 2 | .46 | 134 |
| 10 North | 2,800,000 | 2,859,000 | 1,272 | 2,200 | 4 / 3 | .17 | 28 |
| 1 North | 3,525,000 | 3,850,000 | 1,232 | 2,860 | 2 / 2.5 | .17 | 81 |
| 58 Wellington | 3,675,000 | 3,895,000 | 1,376 | 2,670 | 3 / 2 | .51 | 68 |
| 46 Sir Francis Drake | 4,200,000 | 4,200,000 | 999 | 4,203 | 4 / 3.5 | .67 | 6 |
| 5 Norwood | 4,200,000 | 3,695,000 | 2,047 | 2,051 | 4 / 3 | .15 | 1 |
| 3 Thomas | 4,200,000 | 3,450,000 | 1,710 | 2,455 | 3 / 3 | .34 | 8 |
| 109 Lagunitas | 4,300,000 | 3,995,000 | 1,740 | 2,470 | 4 / 2.5 | .19 | 7 |
| 43 Willow | 4,500,000 | 3,995,000 | 1,734 | 2,594 | 4 / 2 | .26 | 9 |
| 8 North | 5,300,000 | 5,695,000 | 1,743 | 3,039 | 5 / 3.5 | .34 | 20 |
| 4 Woodhaven | 5,500,000 | 5,500,000 | 1,589 | 3,460 | 4 / 3 | .81 | 6 |
| 6 Hill | 5,500,000 | 5,500,000 | 1,886 | 2,916 | 4 / 3.5 | .29 | 4 |
| 3 Upper | 5,761,000 | 5,750,000 | 1,457 | 3,952 | 4 / 3 | 1.73 | 0 |
| 123 Lagunitas | 6,500,000 | 7,495,000 | 1,268 | 5,126 | 5 / 4.5 | .33 | 18 |
| 9 Ames | 8,215,000 | 7,495,000 | 1,917 | 4,285 | 5 / 4.5 | 1.09 | 0 |
| 108 Laurel Grove | 12,995,000 | 13,995,000 | 1,463 | 8,880 | 6 / 7 | 3.04 | 98 |
| 32 Shady | 28,100,000 | 24,995,000 | 3,079 | 9,125 | 6 / 9 | 1.62 | 15 |