

MILLSTEIN MARKET REPORT

Tiburon 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.

Tiburon

2021 was a record-setting year for Tiburon real estate. Slightly more homes sold compared to 2020 as 159 homes sold, setting a new annual record. More expensive homes sold as the average selling price increased to a record \$3,760,000. The average price per square foot sold rose by 13% to a new high of \$1,189.

A record number of buyers purchased homes priced between \$4 million and \$5 million, with 21 sold compared to 15 sold in 2020. Twenty-three homes sold between \$5 million and \$7 million, a more than 50% increase over 2020. Nearly 50% 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. 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 Tiburon

159	\$3,760,000	\$1,189	48%
Homes sold \$1M and above (versus 151 in 2020)	Record average sale price (versus \$3.6M 2020)	Record avg. price per sq. ft. (versus \$1,052 in 2020)	Homes sold above initial asking price (versus 40% in 2020)

9%	40%	51%
Average amount sold above asking price (versus 5.6% in 2020)	Sellers received multiple offers (same as 2020)	Homes in escrow within 15 days on market (versus 42% in 2020)

20	40	47	21	23	8
Homes sold between \$1-2 million (versus 15 in 2020)	Homes sold between \$2-3 million (versus 54 in 2020)	Homes sold between \$3-4 million (versus 43 in 2020)	Homes sold between \$4-5 million (versus 15 in 2020)	Home sold between \$5-7 million (versus 14 in 2020)	Homes sold above \$7 million (versus 10 in 2020)
—	—	—	—	—	—
\$1,192	\$1,126	\$1,157	\$1,132	\$1,305	\$1,507
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

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
258 Cecilia	1,460,000	1,399,000	1,451	1,006	3 / 1	.17	9
86 Claire	1,532,000	1,295,000	1,522	1,006	3 / 1	.17	7
2348 Mar East	1,650,000	1,750,000	932	1,770	2 / 2.5	.02	57
1486 Vistazo	1,700,000	1,750,000	875	1,941	4 / 3	.22	12
283 Cecilia	1,700,000	1,400,000	1,689	1,006	3 / 1	.17	7
17 Apollo	1,785,000	1,650,000	1,733	1,030	2 / 1	.16	13
1833 Mar West	1,827,000	2,149,000	750	2,433	4 / 3	.14	78
710 Hilary	1,840,000	1,750,000	974	1,888	3 / 2	.20	11
554 Virginia	1,850,000	1,495,000	1,405	1,316	3 / 2	.18	12
78 Eastview	1,857,000	1,795,000	1,515	1,225	2 / 2	.11	3
7 Juno	2,000,000	1,849,000	1,400	1,428	3 / 1	.17	7
1837 Centro West	2,050,000	1,998,000	1,104	1,856	3 / 2	.38	13
122 Blackfield	2,350,000	1,999,000	1,717	1,368	2 / 2	.17	4
106 Jefferson	2,400,000	2,395,000	1,715	1,399	3 / 2	.17	7
765 Tiburon	2,500,000	2,200,000	1,326	1,885	3 / 3.5	.46	12
30 Seafirth	2,500,000	2,450,000	1,063	2,350	3 / 2	.39	13
34 Linda Vista	2,512,965	2,595,000	774	3,243	4 / 2	.22	23
42 Paseo Mirasol	2,550,000	2,875,000	885	2,981	4 / 3	.30	19
2389 Paradise	2,700,000	2,717,000	1,213	2,225	3 / 2	.13	16
104 Sugarloaf	2,705,000	3,250,000	866	3,120	4 / 4	.25	61
4655 Paradise	2,810,000	2,695,000	1,199	2,342	3 / 2	1.16	11
11 Claire	2,830,000	2,500,000	1,226	2,308	4 / 3	.17	7
60 Monterey	2,950,000	2,695,000	919	3,210	4 / 3.5	.24	9
400 Greenwood Beach	2,950,000	2,977,000	796	3,705	6 / 4.5	1.80	27
229 Martinique	2,995,000	3,375,000	943	3,175	4 / 3.5	.18	21
18 Venus	3,000,000	2,695,000	1,302	2,303	4 / 2.5	.26	6
1901 Mar West	3,007,000	2,877,000	1,145	2,625	4 / 3.5	.10	6
18 Apollo	3,010,000	2,750,000	1,567	1,920	4 / 3	.17	4
23 Sonora	3,020,000	2,995,000	1,143	2,641	4 / 3.5	.22	32
1761 Mar West	3,030,000	3,195,000	804	3,767	3 / 2	.15	28
10 Roseville	3,050,000	3,295,000	952	3,203	5 / 3.5	.82	33
41 Geldert	3,250,000	3,450,000	1,064	3,052	4 / 3.5	.25	55
1701 Centro West	3,250,000	3,500,000	1,438	2,260	4 / 4	.10	114
1965 Vistazo	3,300,000	3,300,000	1,175	2,808	3 / 2.5	.16	43
9 Apollo	3,350,000	3,197,700	1,352	2,477	5 / 3.5	.17	32
90 St. Thomas	3,350,000	3,500,000	994	3,370	4 / 3	.23	21
207 Martinique	3,375,000	3,725,000	1,014	3,328	3 / 2.5	.21	162
20 Reedland Woods	3,400,000	3,500,000	1,021	3,330	4 / 3.5	.35	18
240 Trinidad	3,620,000	3,895,000	1,184	3,055	4 / 3.5	.23	45
28 Turtle Rock	3,800,000	4,277,000	884	4,295	5 / 3.5	.81	69
114 Lyford	3,800,000	3,880,000	1,539	2,468	5 / 2.5	.55	15
19 Cecilia	3,875,000	4,100,000	964	4,017	4 / 4.5	.76	26
199 Taylor	4,000,000	3,995,000	838	4,770	5 / 4.5	.53	5
30 Rowley	4,007,000	3,877,000	1,290	3,104	5 / 3.5	.18	0
2131 Paradise	4,057,000	4,177,000	729	5,560	6 / 5.5	.21	15
6 Mira Flores	4,100,000	4,077,000	1,053	3,890	5 / 4.5	.25	21
420 Ridge	4,200,000	3,999,999	1,563	2,686	3 / 3.5	.54	14
2381 Mar East	4,250,000	4,577,000	1,585	2,680	3 / 3	.11	34
7 Burrell	4,500,000	4,500,000	1,346	3,341	4 / 4.5	.43	52
30 Reedlands Woods	4,502,700	4,377,000	1,292	3,483	4 / 3	.32	7
1 Bartel	4,570,000	4,250,000	1,378	3,315	5 / 3.5	.32	9
7 Seafirth	5,277,000	5,277,000	1,081	4,880	6 / 4.5	.50	83
4709 Paradise	5,450,000	6,295,000	891	6,110	4 / 4.5	1.27	296
6 Via Paraiso	5,477,000	5,477,000	1,185	4,620	6 / 6.6	.28	13
63 Paseo Mirasol	5,477,000	5,477,000	1,232	4,444	5 / 3.5	.41	7
21 Tara Hill	5,529,647	5,777,000	1,498	3,690	4 / 3.5	.87	38
60 Trinidad	5,650,000	5,800,000	933	6,050	4 / 4.5	.54	95
90 Sugarloaf	5,700,000	5,700,000	1,319	4,320	6 / 4.5	.50	0
18 Cibrian	6,200,000	6,250,000	1,228	5,045	5 / 5	1.92	18
165 Avenida Miraflores	6,250,000	6,995,000	1,673	3,735	4 / 3	.73	91
7 Acela	6,650,000	6,777,000	1,759	3,780	4 / 3.5	.53	76
2900 Paradise	20,000,000	28,000,000	1,658	12,060	10 / 8.5	8.49	66