

# MILLSTEIN MARKET REPORT

Tiburon Real Estate



2022 MID-YEAR

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

The Marin County home market continued its hot streak in the first half of 2022, as the average selling price increased by 11% from the previous six-month period. The new average sale was a record \$2.4 million – due in large part to seventy-three percent of homes selling over the asking price, continuing an upward trend.

Recent increases in mortgage interest rates, inflation, stock market declines, and recession fears are beginning to show preliminary market reaction, but the real indicator of any significant market shift will be seen during the second half of 2022.

The speed and change in market conditions are highly city-specific and supply-driven: communities experiencing a continual low number of homes for sale will benefit from buyers who are motivated and able to purchase, with buyer competition possibly moving to a lower level.

### Tiburon

The first half of 2022 was another record-setting period for Tiburon real estate, with slightly more homes sold compared to the previous six months with 69 sold.

More expensive homes sold, as the average selling price increased to a record \$4,464,000. The average price per square foot sold rose to a new high of \$1,389.

A record number of buyers purchased homes priced above \$5 million, with 21 sold compared to 11 sold in 2nd half of 2021. Nearly 62% of all homes sold above the asking price, at an average 12% above the asking price.

If the number of homes for sale in Tiburon remains somewhat limited, the impact of higher interest rates, recession concerns, and stock market volatility will likely have a less muted effect on pricing and sales activity going forward than other markets. That being said, activity conceivably could become somewhat dampened by potential buyer reluctance, depending on the state of the economy.

With market dynamics transitioning, it is now even more important to prepare your home to look its best. Please 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.

## 2022 Mid-Year Residential Real Estate Activity in Tiburon

69	\$4,464,000	\$1,389	62%
Homes sold \$1M and above (versus 67 in 2 <sup>nd</sup> half 2021)	Record average sale price (versus \$3.6M in 2 <sup>nd</sup> half 2021)	Record avg. price per sq. ft. (versus \$1,213 in 2 <sup>nd</sup> half 2021)	Homes sold above asking price (versus 48% in 2 <sup>nd</sup> half 2021)

12%	43%	46%
Average amount sold above asking price (versus 7.9% in 2 <sup>nd</sup> half 2021)	Sellers received multiple offers (versus 39% in 2 <sup>nd</sup> half 2021)	Homes in escrow within 15 days on market (versus 7% in 2 <sup>nd</sup> half 2021)

6	9	20	13	15	6
Homes sold between \$1-2 million (versus 10 in 2 <sup>nd</sup> half 2021)	Homes sold between \$2-3 million (versus 18 in 2 <sup>nd</sup> half 2021)	Homes sold between \$3-4 million (versus 19 in 2 <sup>nd</sup> half 2021)	Homes sold between \$4-5 million (versus 9 in 2 <sup>nd</sup> half 2021)	Homes sold between \$5-7 million (versus 10 in 2 <sup>nd</sup> half 2021)	Homes sold above \$7 million (versus 1 in 2 <sup>nd</sup> half 2021)
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\$1,404 Avg. price per sq. ft.	\$1,370 Avg. price per sq. ft.	\$1,348 Avg. price per sq. ft.	\$1,207 Avg. price per sq. ft.	\$1,496 Avg. price per sq. ft.	\$1,766 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

January-June 2022

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 On Market
7 Venus	1,650,000	1,595,000	1,123	1,469	4 / 2	.18	8
82 Eastview	1,690,700	1,777,000	904	1,869	3 / 2	.10	25
10 Venus	1,750,000	1,850,000	1,729	1,012	3 / 1	.19	41
4 Benton	1,850,000	1,495,000	1,615	1,145	3 / 1	.21	7
75 Claire	1,910,000	1,675,000	1,898	1,006	3 / 1	.17	10
338 Karen	1,995,000	1,995,000	1,157	1,723	3 / 2	.18	1
43 Mercury	2,125,000	1,795,000	1,198	1,773	3 / 2	.17	10
8 Sutter	2,376,000	2,400,000	1,089	2,181	4 / 3	.18	-
275 Cecilia	2,495,000	2,495,000	1,551	1,608	3 / 2	.17	15
683 Hilary	2,500,000	2,395,000	1,392	1,795	5 / 2	.18	31
49 Main	2,550,000	2,500,000	2,272	1,122	3 / 1.5	.10	31
40 Juno	2,580,000	1,995,000	1,222	2,110	4 / 2	.17	12
8 Saba	2,900,000	3,177,000	1,117	2,596	4 / 3	.21	64
107 Blackfield	2,900,000	2,700,000	1,264	2,293	5 / 3	.17	10
221 Martinique	2,984,000	3,000,000	1,225	2,436	3 / 2	.21	7
2205 Mar East	3,000,000	4,159,000	1,094	2,741	3 / 2.5	.17	104
7 Greenwood	3,000,000	2,775,000	1,463	2,050	4 / 2.5	.28	7
1 Felipa	3,000,000	2,977,000	1,184	2,532	4 / 3	.22	12
60 Pine Terrace	3,050,000	2,150,000	1,587	1,921	2 / 2.5	.13	6
65 Harriet	3,100,000	3,150,000	1,438	2,155	4 / 2	.21	23
13 Mercury	3,150,000	2,695,000	1,711	1,841	3 / 2	.18	-
3 Macannan	3,215,000	2,950,000	1,000	3,215	4 / 3	.22	17
553 Silverado	3,300,000	3,177,000	1,293	2,552	3 / 3	.31	-
229 Martinique	3,300,000	3,300,000	1,039	3,175	4 / 3.5	.18	33
113 Blackfield	3,300,000	3,295,000	1,444	2,285	4 / 3	.17	21
9 Tower Point	3,325,000	3,500,000	1,345	2,471	3 / 3	.23	158
9 Apollo	3,505,000	3,495,000	1,392	2,517	5 / 3.5	.17	8
14 Paseo Mirasol	3,550,000	2,895,000	1,469	2,415	4 / 2.5	.24	9
249 Trinidad	3,600,000	3,290,000	1,057	3,403	4 / 3	.29	9
118 Howard	3,700,000	3,700,000	1,555	2,379	5 / 3	.24	25
88 Round Hill	3,750,000	3,250,000	1,121	3,344	5 / 4.5	1.09	-
4690 Paradise	3,800,000	3,777,000	1,165	3,260	5 / 4.5	.21	10
40 Geldert	3,850,000	3,950,000	1,472	2,615	4 / 2.5	.41	13
116 Howard	3,851,000	2,995,000	1,588	2,424	5 / 3	.22	10
20-1/2 Old Landing	3,900,000	3,500,000	1,547	2,520	3 / 2.5	2.16	72
155 Jamaica	4,000,000	4,000,000	1,050	3,808	4 / 4	.25	-
135 Avenida Miraflores	4,085,000	4,077,000	1,272	3,211	5 / 3.5	.24	-
4925 Paradise	4,100,000	3,900,000	975	4,201	4 / 3.5	.73	7
238 Round Hill	4,150,000	4,300,000	1,490	2,784	3 / 4	.55	31
2441 Spanish Trail	4,150,000	4,198,000	1,084	3,827	4 / 3.5	.30	9
9 Stevens	4,200,000	4,995,000	1,215	3,454	5 / 4	.49	78
71 Via Los Altos	4,300,000	3,995,000	980	4,384	4 / 3.5	.45	22
2 Midden	4,300,000	4,300,000	1,326	3,241	3 / 3	.27	-
14 Corte San Fernando	4,450,000	3,595,000	1,370	3,248	5 / 3.5	.34	8
4 Park Place	4,490,000	4,777,000	718	718	5 / 7	1.18	147
34 Southridge	4,525,000	3,995,000	1,494	6,249	4 / 3.5	.21	4
2472 Mar East	4,550,000	4,877,000	1,526	3,028	3 / 4	.13	18
141 Jamaica	4,650,000	3,995,000	1,185	2,981	4 / 4.5	.27	9
25 Turtle Rock	5,177,000	5,775,000	1,128	3,922	6 / 4.5	.51	35
10 Hillcrest	5,400,000	5,000,000	989	4,588	5 / 4.5	.72	8
17 Turtle Rock	5,477,000	4,977,000	1,175	5,456	5 / 3.5	.34	36
24 Turtle Rock	5,500,000	4,395,000	1,266	4,660	5 / 4.5	.59	11
2 Heathcliff	6,000,000	6,590,000	1,205	4,342	6 / 6.5	.35	197
98 Mount Tiburon	6,000,000	5,795,000	1,386	4,329	4 / 4.5	.78	18
36 Linda Vista	6,000,000	4,995,000	1,748	3,432	3 / 3.5	.15	-
140 Lyford	6,100,000	5,995,000	1,214	5,023	4 / 4.5	.33	16
4 Malvino	6,400,000	5,495,000	1,963	3,260	5 / 5	.33	6
75 Rolling Hills	6,500,000	6,477,000	1,822	3,566	3 / 4	.72	8
80 Via Los Altos	6,500,000	5,977,000	1,452	4,475	4 / 3.5	.32	-
2332 Mar East	6,500,000	5,977,000	2,363	2,750	3 / 3.5	.16	22
8 Franciscan Vista	6,507,000	4,499,000	1,930	3,371	4 / 3.5	.33	7
114 Jamaica	6,700,000	5,500,000	1,402	4,777	4 / 4	.51	7
11 Via Paraiso	6,800,000	6,950,000	1,393	4,880	4 / 4.5	.78	21
55 Vista Tiburon	7,300,000	6,375,000	1,281	5,695	6 / 5.5	.96	6
44 Meadow Hill	7,650,000	6,495,000	1,787	4,280	4 / 3.5	.60	3
189 Gilmartin	7,750,000	7,888,000	1,025	7,560	6 / 7	.94	199
101 Mount Tiburon	8,225,000	8,977,000	1,082	7,600	5 / 8	1.18	49
1910 Straits View	9,600,000	11,450,000	1,504	6,380	5 / 5.5	1.01	46
1860 Mountain View	17,500,000	16,000,000	3,914	4,470	4 / 4.5	.48	9

\* (1 acre = 43,560 sq. ft.)

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