

MILLSTEIN MARKET REPORT

Greenbrae Real Estate



2024 MID-YEAR

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

Mark Millstein
mark.millstein@sothebysrealty.com
415 601 9240

An Inside Look at Marin County Real Estate

Nearly the same number of homes sold in Marin County during the 1st half of 2024 compared to the same period last year as 804 homes sold. The average sales price increased by 9% to nearly \$2.3 million, surpassing the previous six-month average. The same number of homes sold above their asking price (50%) compared to the previous six-month period.

The housing market continues to show signs of strength, driven by a robust job market that keeps momentum going.

Greenbrae

Greenbrae observed an increase in home sales during the first half of 2024, with 21 homes sold compared to 14 homes during the same period in 2023. This rise is mainly attributed to a higher number of homes sold in the \$2 million to \$3 million price range. The average sale price for homes sold in the first half of 2024 was nearly the same as in the second half of 2023, at \$2.1 million.

More homes sold above the asking price (71%) and with multiple offers (81%) than in the second half of 2023. The average percentage sold over the asking price also increased to 14%. Nearly all homes priced above \$2 million sold above the asking price. Homes in Greenbrae entered escrow at a faster pace than in the previous six-month period.

Greenbrae continues to be in very high demand, especially for homes with new finishes, modern amenities, and open floor plans.

Stock market gains are further increasing housing demand, even as the supply of homes for sale remains limited. This scarcity is causing average prices to rise, with homes that are renovated, located on flat lots, and within walking distance to town attracting premium prices. Buyers have adapted to higher mortgage rates, understanding that they can purchase now and refinance at a lower rate later, ensuring continued activity in the market.

If you're interested in maximizing the value of your home and determining an optimal pricing strategy, I invite you to contact me. I can guide you in preparing your home for sale and ensure a hassle-free selling experience right up to the completion of your move.

Best Regards,



Mark Millstein
415-601-9240
Golden Gate Sotheby's International Realty
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.

2024 Mid-Year Residential Real Estate Activity in Greenbrae

21	\$2,153,000	\$1,023	71%
Homes sold priced \$1M and above in 1 st half 2024 (vs. 14 in 1 st half 2023)	Average sale price in 1 st half 2024 (vs. \$2.2M in 2 nd half 2023)	Average price per sq. ft. in 1 st half 2024 (vs. \$1,012 in 2 nd half 2023)	Homes sold above asking price in 1 st half 2024 (vs. 44% in 2 nd half 2023)

14%	81%	66%
Average amount sold above asking price in 1 st half 2024 (vs. 6.5% in 2 nd half 2023)	Sellers received multiple offers in 1 st half 2024 (vs. 50% in 2 nd half 2023)	Homes in escrow within 15 days on market in 1 st half 2024 (vs. 44% in 2 nd half 2023)

9	10	2
Homes sold between \$1-2 million in 1 st half 2024 (vs. 4 in 1 st half 2023)	Homes sold between \$2-3 million in 1 st half 2024 (vs. 5 in 1 st half 2023)	Homes sold above \$3 million in 1 st half 2024 (vs. 5 in 1 st half 2023)
—	—	—
\$969 Avg. price per sq. ft.	\$1,057 Avg. price per sq. ft.	\$1,101 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.

Greenbrae Homes Sold

January-June 2024

PRSRT 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
45 Via Hermosa	1,375,000	1,499,000	952	1,443	3 / 2	.19	63
25 Brushwood	1,377,000	1,260,000	1,331	1,034	2 / 1	1.08	19
340 Vista Grande	1,610,000	2,300,000	674	2,386	3 / 2.5	.65	90
176 Corte Anita	1,650,000	1,375,000	734	2,246	3 / 3	.21	8
130 Tioga	1,780,000	1,695,000	720	2,472	4 / 3	.26	13
239 Eliseo	1,800,000	1,575,000	1,168	1,540	3 / 2	.25	7
42 Corte Fedora	1,820,000	1,685,000	1,096	1,660	3 / 2	.37	12
75 Via Barranca	1,850,000	1,995,000	809	2,286	4 / 3	.19	145
60 Corte Ramon	1,850,000	1,995,995	1,234	1,498	3 / 2	.29	25
52 Elizabeth	2,050,000	2,100,000	766	2,673	4 / 2.5	.10	35
87 Paseo	2,150,000	1,795,000	1,147	1,873	3 / 2	.29	8
90 Altura	2,225,000	2,225,000	1,062	2,094	3 / 2	.26	19
43 Elizabeth	2,232,000	2,200,000	835	2,673	4 / 2.5	.11	4
273 N Almenar	2,350,000	1,679,000	1,268	1,853	3 / 2	.40	4
71 Corte Loyola	2,350,000	2,275,000	899	2,612	5 / 2.5	.23	7
240 Eliseo	2,400,000	1,995,000	1,094	2,193	3 / 3	.26	8
123 Altura	2,600,000	2,375,000	1,283	2,025	4 / 2.5	.23	8
85 Via La Cumbre	2,725,000	2,400,000	1,303	2,090	3 / 2	.16	14
135 Via Lerida	2,750,000	2,599,000	913	3,010	4 / 3.5	.21	11
81 Via Navarro	3,000,000	2,795,000	979	3,063	4 / 3	.21	2
58 Elizabeth	3,270,000	2,395,000	1,223	2,673	4 / 2.5	.11	13

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

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