

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

January-June 2024

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
50 Milland	2,077,000	1,875,000	963	2,156	3 / 2.5	.22	6
348 Tennessee	2,100,000	1,795,000	924	2,272	3 / 2.5	.29	7
93 Lovell	2,110,000	1,995,000	1,146	1,841	3 / 2	.07	9
575 Marin	2,115,000	1,895,000	1,145	1,846	4 / 2	.23	15
62 Topside	2,200,000	2,450,000	851	2,584	3 / 2.5	.31	7
375 Molino	2,210,000	1,700,000	1,214	1,820	3 / 2	.20	14
150 Eldridge	2,210,146	2,195,000	1,033	2,139	3 / 2	.21	9
95 Oakdale	2,222,000	1,695,000	831	2,672	4 / 3	.23	12
22 Somerset	2,225,000	2,395,000	922	2,411	3 / 3	.18	24
2 Oxford	2,250,000	1,895,000	1,901	1,183	3 / 2	.13	8
379 County View	2,259,000	1,795,000	910	2,472	4 / 2.5	.26	11
86 Nelson	2,250,000	1,895,000	1,978	1,137	3 / 2	.11	11
155 Elm	2,275,000	1,750,000	1,534	1,483	3 / 2	.20	10
1 Circle	2,300,000	2,888,000	883	2,602	5 / 4.5	.18	79
109 Shelley	2,340,000	2,195,000	872	2,682	4 / 3	.22	4
101 Cornelia	2,350,000	2,495,000	1,040	2,259	4 / 2.5	.15	29
89 Locust	2,395,000	1,795,000	1,524	1,571	3 / 2	.14	6
157 Kipling	2,400,000	2,195,000	1,077	2,228	3 / 2	.18	7
48 Hill	2,405,000	1,800,000	1,767	1,361	3 / 2	.09	8
88 Buena Vista	2,410,000	1,995,000	1,473	1,636	3 / 2	.14	9
71 East Manor	2,415,000	1,995,000	951	2,539	4 / 3	.26	12
304 Deertrail	2,415,000	2,600,000	961	2,512	4 / 3	.26	41
6 Tower	2,425,000	2,725,000	1,166	2,078	3 / 3	.15	95
24 Heather	2,440,000	2,495,000	781	3,122	5 / 3	.18	49
511 Northern	2,450,000	2,495,000	1,209	2,025	5 / 3	.26	71
105 Montford	2,525,000	2,145,000	1,442	1,750	3 / 2	.28	12
54 Cypress	2,605,000	2,145,000	1,009	2,580	4 / 3.5	.71	8
273 Cleveland	2,685,000	2,559,000	1,118	2,400	4 / 2.5	.14	9
572 Panoramic	2,750,000	2,750,000	924	2,976	4 / 4	.23	38
529 Alta	2,770,000	2,495,000	970	2,854	4 / 2.5	.22	3
1235 Waterview	2,800,000	2,495,000	1,043	2,684	4 / 2.5	.16	0
60 Circle	2,800,000	2,875,000	1,229	2,277	3 / 2	.30	11
101 Coronet	2,850,000	2,795,000	1,043	2,732	4 / 4	.24	20
143 Roque Moraes	2,875,000	2,850,000	1,056	2,721	3 / 4	.21	9
50 Sycamore	2,915,000	2,495,000	1,402	2,078	3 / 2	.18	7
435 Marion	2,925,000	2,750,000	984	2,971	3 / 2.5	.28	4
4 Rainbow	2,925,000	2,395,000	1,579	1,852	3 / 2	.18	10
881 Lovell	3,000,000	2,800,000	2,727	1,100	2 / 2	1.03	16

Mill Valley Homes Sold \$3M and Above

January-June 2024

PRSRRT 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
138 Reed	3,100,000	3,295,000	862	3,595	5 / 3	.24	37
150 Altamonte	3,125,000	3,195,000	1,010	3,094	4 / 3.5	.22	17
384 Ridgewood	3,175,000	3,100,000	987	3,215	4 / 3	.23	17
528 Montford	3,200,000	3,295,000	997	3,207	4 / 3	.47	36
80 Summit	3,200,000	2,795,000	1,564	2,046	4 / 3	.15	3
1082 W California	3,210,000	2,495,000	1,268	2,530	4 / 3	.52	9
169 Bolsa	3,225,000	3,695,000	929	3,469	4 / 3.5	.14	72
13 Heather	3,300,000	3,295,000	1,329	2,483	4 / 3.5	.21	9
144 Richardson	3,301,111	2,995,000	1,281	2,575	5 / 3	.20	10
150 Chapel	3,395,000	3,495,000	782	4,341	4 / 3.5	.61	14
267 E Strawberry	3,500,000	3,277,000	1,097	3,190	4 / 4	.33	8
7 Barrie	3,500,000	3,250,000	1,436	2,436	4 / 3.5	.37	3
81 Vista Del Sol	3,600,000	3,895,000	814	4,422	5 / 5.5	.37	33
313 Richardson	3,601,313	3,000,000	1,187	3,032	4 / 2.5	.25	11
34 Vista Del Sol	3,650,000	3,395,000	1,018	3,585	4 / 3.5	.26	13
80 Matilda	3,685,000	3,995,000	1,603	2,298	5 / 3.5	.12	42
3 Ridge	3,750,000	3,150,000	1,112	3,370	4 / 3.5	.83	11
8 Sidney	3,800,000	3,500,000	1,158	3,280	5 / 3.5	.27	7
2 Sidney	3,850,000	3,695,000	1,481	2,598	4 / 2.5	.14	0
516 Throckmorton	3,950,000	4,995,000	1,125	3,509	5 / 3.5	.60	274
503 Laverne	4,100,000	3,999,000	1,464	2,800	5 / 4.5	.18	6
411 Summit	4,127,000	4,995,000	1,049	3,934	5 / 4.5	.32	88
32 Eagle Rock	4,150,000	4,350,000	935	4,434	5 / 5.5	.81	45
51 Loring	4,222,000	4,100,000	1,718	2,457	4 / 3	.38	1
23 Egret	4,232,250	4,375,000	1,192	3,549	3 / 3.5	.22	22
136 Great Circle	4,375,000	4,375,000	1,218	3,590	4 / 3.5	.54	37
23 Janes	4,995,000	4,925,000	1,563	3,195	5 / 3	.28	0
371 Loring	5,000,000	4,995,000	1,170	4,273	5 / 5	1.98	384
351 Lovell	5,300,000	7,000,000	1,040	5,093	6 / 6.5	.31	257
125 Marion	5,350,000	4,875,000	1,389	3,850	5 / 4.5	.35	2
750 Lovell	5,382,500	5,495,000	1,561	3,446	5 / 4.5	3.41	32
15 Stetson	5,500,000	5,795,000	1,133	4,853	5 / 3.5	.34	6
117 Chapel	5,600,000	4,288,888	1,353	4,136	5 / 3.5	.50	11
1060 Edgewood	6,000,000	6,200,000	1,364	4,396	5 / 4.5	5.0	30
11 Elma	6,000,000	5,495,000	1,525	3,933	5 / 4.5	.16	18
92 Locust	6,000,000	5,995,000	2,036	2,946	4 / 3.5	.20	8
95 Eldridge	6,200,000	4,995,000	1,946	3,186	5 / 4	.25	9
95 Cascade	7,800,000	8,150,000	1,520	5,130	5 / 4.5	.70	41
608 Seminary	8,600,000	11,500,000	1,370	6,275	5 / 6	.62	214
250 Alta Vista	8,000,000	9,000,000	1,543	5,703	5 / 5	4.62	50

MILLSTEIN MARKET REPORT

Mill Valley Real Estate



2024 MID-YEAR

Golden Gate | Sotheby's
Gate | INTERNATIONAL REALTY

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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.

Mill Valley

Mill Valley saw a modest rise in home sales during the first half of 2024, with 124 homes sold compared to 121 in the same period in 2023. The average selling price increased to \$2.8 million, up from \$2.4 million in the second half of 2023 as more expensive homes sold. The market for high-end homes grew, with 13 homes selling for over \$5 million in the first half of 2024, surpassing the total sold in all of 2023.

A higher percentage of homes sold above the asking price (56%) compared to 47% in the latter half of 2023. The average amount sold over asking also increased to 12%. Notably, 75% of homes priced between \$2 million and \$3 million sold above the asking price. Slightly more sellers received multiple offers (52%) as in the second half of 2023 (47%), and 55% of homes entered escrow within 15 days, slightly lower than the 59% in the second half of 2023.

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.

Buyers continue to pay significant premiums for homes with new finishes, modern amenities, and open floor plans.

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,



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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.

2024 Mid-Year Residential Real Estate Activity in Mill Valley

124	\$2,812,000	\$1,157	56%
Homes sold priced \$1M and above in 1 st half 2024 (vs. 121 in 1 st half 2023)	Average sale price in 1 st half 2024 (vs. \$2.4M in 2 nd half 2023)	Average price per sq. ft. in 1 st half 2024 (vs. \$1,095 in 2 nd half 2023)	Homes sold above asking price in 1 st half 2024 (vs. 47% in 2 nd half 2023)

12%

Average amount sold above asking price in 1st half 2024
(vs. 9% in 2nd half 2023)

52%

Sellers received multiple offers in 1st half 2024
(vs. 47% in 2nd half 2023)

55%

Homes in escrow within 15 days on market in 1st half 2024
(vs. 59% in 2nd half 2023)

44	39	21	7	6	7
Homes sold between \$1-2 million in 1 st half 2024 (vs. 39 in 1 st half 2023)	Homes sold between \$2-3 million in 1 st half 2024 (vs. 41 in 1 st half 2023)	Homes sold between \$3-4 million in 1 st half 2024 (vs. 22 in 1 st half 2023)	Homes sold between \$4-5 million in 1 st half 2024 (vs. 12 in 1 st half 2023)	Homes sold between \$5-6 million in 1 st half 2024 (vs. 4 in 1 st half 2023)	Homes sold \$6 million and above in 1 st half 2024 (vs. 3 in 1 st half 2023)
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\$1,012 Avg. price per sq. ft.	\$1,156 Avg. price per sq. ft.	\$1,227 Avg. price per sq. ft.	\$1,306 Avg. price per sq. ft.	\$1,274 Price per sq. ft.	\$1,615 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

January-June 2024

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
10 Locke	1,500,000	1,695,000	1,015	1,477	3 / 2	.10	84
25 Montford	1,500,000	1,695,000	884	1,696	4 / 1.5	.14	32
304 Belle	1,500,000	1,295,000	890	1,685	4 / 2	.31	12
191 Janes	1,500,000	1,395,000	1,209	1,240	2 / 2	.13	22
384 N Ferndale	1,560,000	1,495,000	875	1,782	2 / 2	.69	10
58 Madrone Park	1,569,750	1,695,000	742	2,113	3 / 3	.21	58
164 Florence	1,570,000	1,295,000	1,127	1,392	2 / 1.5	.15	7
28 Midway	1,575,000	1,495,000	1,906	826	2 / 1	.13	9
338 Sycamore	1,575,000	1,995,000	1,014	1,552	3 / 2	.14	26
470 E Blithedale	1,595,000	1,695,000	1,195	1,334	3 / 2	.13	19
131 Peralta	1,620,000	1,599,000	983	1,648	3 / 2	.19	60
219 Rhonda	1,625,000	1,695,000	897	1,810	3 / 2	.26	29
256 Morning Sun	1,635,000	1,595,000	960	1,702	3 / 3	.14	8
343 S Morning Sun	1,640,000	1,595,000	895	1,831	3 / 2.5	.13	9
344 Pine Hill	1,660,000	1,750,000	727	2,282	5 / 3	.17	29
85 Milland	1,670,000	1,695,000	892	1,872	3 / 2.5	.19	20
530 Midvale	1,680,000	1,745,000	962	1,746	3 / 2	.33	27
38 Shelley	1,750,000	1,795,000	806	2,170	4 / 3	.29	32
518 Pixie	1,760,000	1,799,000	1,145	1,536	3 / 2	.16	30
63 Meadow	1,761,000	1,500,000	1,402	1,256	3 / 2	.14	8
18 Heuters	1,775,000	1,650,000	1,212	1,464	3 / 2	.09	6
1019 Erica	1,795,000	1,895,000	809	2,217	4 / 3	.21	55
51 Bayview	1,800,000	1,739,000	1,395	1,290	2 / 1	.22	9
206 Rosemont	1,800,000	1,785,000	1,124	1,601	3 / 2	.12	8
233 Sycamore	1,805,000	1,800,000	841	2,144	3 / 3.5	.10	18
60 Kipling	1,840,000	2,150,000	922	1,994	4 / 3	.22	78
24 Madera	1,855,000	1,875,000	658	2,815	5 / 3	.64	42
15 Madera	1,900,000	2,150,000	947	2,005	3 / 3	.22	63
71 Bay Vista	1,910,000	1,650,000	1,225	1,558	3 / 2	.27	11
269 Greene	1,950,000	1,995,000	910	2,142	3 / 2.5	.16	41
105 Loring	1,950,000	1,950,000	1,698	1,148	3 / 1	.16	15
480 Molino	1,970,000	1,895,000	881	2,236	4 / 3	.16	12
31 Somerset	1,985,000	1,895,000	1,027	1,932	5 / 2	.15	9
214 Reed	2,000,000	1,749,000	1,121	1,784	3 / 2	.22	7
328 Panoramic	2,000,000	1,949,000	1,096	1,824	2 / 2	.82	8

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