

MILLSTEIN MARKET REPORT

Tiburon 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.

Tiburon

Tiburon experienced a slight decrease in home sales during the first half of 2024, with 38 homes sold compared to 42 homes in the same period in 2023. Despite the decline in sales volume, the average selling price increased to \$4.2 million, up from \$3.8 million in the second half of 2023. More expensive homes sold, with 9 homes selling between \$5 million and \$7 million during the first half of 2024, matching the total sold in all of 2023.

Fewer homes sold above the asking price (29%) compared to 50% in the second half of 2023. The average percentage sold over the asking price also decreased to 8.5%. Nearly the same number of sellers received multiple offers (26%) as in the second half of 2023, and 50% of homes sold entered escrow within 15 days.

Despite market fluctuations, the Tiburon market continues to be very active, 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 Tiburon

38	\$4,213,000	\$1,243	29%
Homes sold in 1 st half 2024 (vs. 42 in 1 st half 2023)	Average sale price in 1 st half 2024 (vs. \$3.8M in 2 nd half 2023)	Average price per sq. ft. in 1 st half 2024 (same as 2 nd half 2023)	Homes sold above asking price in 1 st half 2024 (vs. 50% in 2 nd half 2023)

8.5%	26%	50%
Average amount sold above asking price in 1 st half 2024 (vs. 13% in 2 nd half 2023)	Sellers received multiple offers in 1 st half 2024 (vs. 30% in 2 nd half 2023)	Homes in escrow within 15 days on market in 1 st half 2024 (vs. 54% in 2 nd half 2023)

4	8	6	8	9	3
Homes sold between \$1-2 million in 1 st half 2024 (vs. 7 in 1 st half 2023)	Homes sold between \$2-3 million in 1 st half 2024 (vs. 10 in 1 st half 2023)	Homes sold between \$3-4 million in 1 st half 2024 (vs. 13 in 1 st half 2023)	Homes sold between \$4-5 million in 1 st half 2024 (vs. 5 in 1 st half 2023)	Homes sold between \$5-7 million in 1 st half 2024 (vs. 5 in 1 st half 2023)	Homes sold above \$7 million in 1 st half 2024 (vs. 2 in 1 st half 2023)
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\$1,092 Avg. price per sq. ft.	\$1,218 Avg. price per sq. ft.	\$1,373 Avg. price per sq. ft.	\$1,214 Avg. price per sq. ft.	\$1,220 Avg. price per sq. ft.	\$1,396 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 2024

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
699 Hawthorne	1,301,963	995,000	1,481	879	2 / 1	.17	7
266 Cecilia	1,450,000	1,495,000	1,428	1,015	3 / 1	.17	0
270 Cecilia	1,600,000	1,550,000	1,292	1,238	3 / 1	.17	43
4376 Paradise	1,950,000	1,995,000	820	2,378	4 / 2	.33	50
82 Red Hill	1,980,000	1,980,000	827	2,392	3 / 2.5	.09	45
5080 Paradise	2,250,000	2,750,000	833	2,700	5 / 3.5	1.89	86
10 W Southridge	2,335,000	2,335,000	1,035	2,254	3 / 2.5	.30	6
9 Mara Vista	2,347,700	2,177,700	1,267	1,852	4 / 2	.17	7
594 Virginia	2,515,000	2,195,000	1,108	2,268	4 / 3	.18	12
75 Rowley	2,527,711	2,477,000	1,340	1,885	4 / 2	.23	11
28 Hillcrest	2,800,000	3,350,000	1,138	2,460	4 / 3	.34	84
329 San Rafael	2,895,000	3,295,000	1,763	1,642	3 / 2.5	.19	30
11 Saint Lucia	2,900,000	2,950,000	1,257	2,307	3 / 2.5	.23	20
23 Venus	3,000,000	3,250,000	1,515	1,980	4 / 3	.22	10
5 Palmer	3,388,500	3,477,000	1,366	2,479	4 / 3	.24	9
129 Trinidad	3,485,000	3,495,000	1,153	3,021	5 / 3	.25	8
48 Mercury	3,695,000	3,695,000	1,732	2,133	4 / 2	.17	0
202 Taylor	3,725,000	4,495,000	882	4,223	4 / 4.5	.59	217
28 Apollo	3,907,000	3,795,000	1,588	2,460	4 / 3	.20	3
941 Owlswood	4,050,000	4,500,000	1,205	3,361	4 / 4	.49	82
179 Stewart	4,050,000	4,195,000	1,158	3,495	4 / 3.5	.34	54
5 Cazadero	4,175,000	3,995,000	1,253	3,332	3 / 2.5	.30	7
1 Santa Ana	4,195,000	4,195,000	1,327	3,160	5 / 3	.25	9
96 Sugarloaf	4,250,000	4,377,000	1,323	3,210	4 / 3.5	.33	13
25 Vista Tiburon	4,450,000	4,295,000	1,136	3,915	4 / 4	.69	11
41 Meadow	4,750,000	4,579,000	1,262	3,763	4 / 3.5	.43	10
90 Bond	4,800,000	4,399,000	1,048	4,580	4 / 4.5	1.02	9
4 Rolling Hills	5,500,000	6,277,000	1,344	4,092	4 / 4.5	.67	37
110 Mt. Tiburon	5,575,000	5,995,000	699	7,965	5 / 5.5	1.72	9
2 Via Elverano	5,700,000	5,977,000	1,120	5,088	5 / 5.5	1.26	42
5070 Paradise	6,000,000	6,277,000	1,108	5,415	4 / 6	2.26	39
10 E Southridge	6,050,000	4,495,000	1,753	3,450	4 / 3.5	.43	11
102 Via Los Altos	6,250,000	6,700,000	1,102	5,670	5 / 4.5	.26	29
83 Mt. Tiburon	6,250,000	6,250,000	845	7,391	6 / 6.5	.94	33
74 Via Los Altos	6,254,625	6,499,000	1,296	4,826	5 / 4.5	.53	20
1826 Mountain View	6,300,000	5,995,000	1,715	3,673	4 / 3.5	.51	8
325 Taylor	7,000,000	8,300,000	1,633	4,286	3 / 2.5	5.3	82
3900 Paradise	7,200,000	12,500,000	1,314	5,476	8 / 5.5	9.7	381
5 Trestle Glen	8,550,000	9,477,000	1,242	6,880	5 / 6.5	4.42	86

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