

# MILLSTEIN MARKET REPORT

Kentfield Real Estate



2024 YEAR END

Golden Gate | Sotheby's  
INTERNATIONAL REALTY

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## An Inside Look at Marin County Real Estate

Marin saw an 8% increase in the total number of homes sold in 2024 compared to 2023, with 1,752 single-family homes changing hands. The \$1 million to \$3 million price range experienced the largest growth, with a 10% rise in sales compared to the previous year. The average selling price in 2024 remained steady at \$2,150,000, nearly unchanged from 2023.

Homes that are less than ideal faced price reductions, while remodeled properties featuring open floor plans and premium

amenities—such as pools, breathtaking views, or expansive yards—drew strong buyer competition and multiple offers.

Forecasting the short-term impact of a new administration, global trade developments, and financial markets remains complex. However, with anticipated lower interest rates, robust stock market performance, and a strong regional job market, demand is expected to continue outpacing the supply of available homes, contributing to price stability.

### Kentfield

Kentfield experienced a significant increase in home sales in 2024 compared to 2023, rising from 54 to 70 transactions. The average sale price reached \$3.9 million, driven by a higher number of high-end property sales. In 2024, 20 homes sold for over \$5 million, up from 12 in 2023. Additionally, sales of homes priced between \$3 million and \$4 million almost doubled, with 21 sold compared to 11 the previous year.

The average price per square foot sold remained consistent with 2023 at \$1,221. However, the market showed signs of slight cooling in the second half of 2024, with fewer homes selling above the asking price and receiving multiple offers compared to the first half of 2024. Furthermore, 20% of homes sold in the latter half of the year underwent price reductions, up from 13% in the first half.

Despite these minor market shifts, demand remains strong, particularly for homes with updated finishes, modern amenities, and open floor plans.

When you're ready to maximize the value of your home and determine 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 Advantage: Unlocking Your Success

If you're looking for a trusted partner who can achieve your goals, I invite you to get in touch. Let's work together to unlock your success in selling or purchasing a home.

What sets me apart is my comprehensive approach to meeting your needs, combined with Sotheby's renowned marketing presence and strategies to effectively showcase your home in the market.

After years of renovating, building, and selling homes in Marin, I've developed a keen eye for identifying changes that maximize your property value. Here's what I offer my clients:

2024 Year End Residential Real Estate Activity in Kentfield

70	\$3,909,000	\$1,221	37%		
Homes sold priced \$1M and above in 2024 (vs. 54 in 2023)	Average sale price in 2024 (vs. \$3.5M in 2023)	Average price per sq. ft. in 2024 (vs. \$1,215 in 2023)	Homes sold above asking price in 2024 (vs. 44% in 2023)		
10%	23%	35%	20%		
Average amount sold above asking price in 2 <sup>nd</sup> half 2024 (same as 1 <sup>st</sup> half 2024)	Sellers received multiple offers in 2 <sup>nd</sup> half 2024 (vs. 40% in 1 <sup>st</sup> half 2024)	Homes in escrow within 15 days on market in 2 <sup>nd</sup> half 2024 (vs. 46% in 1 <sup>st</sup> half 2024)	Homes receiving price reductions in 2nd half 2024 (vs. 13% in 1 <sup>st</sup> half 2024)		
4	11	5	3	8	5
Homes sold between \$1-2 million in 2 <sup>nd</sup> half 2024 (same as 1 <sup>st</sup> half 2024)	Homes sold between \$2-3 million in 2 <sup>nd</sup> half 2024 (vs. 10 in 1 <sup>st</sup> half 2024)	Homes sold between \$3-4 million in 2 <sup>nd</sup> half 2024 (vs. 8 in 1 <sup>st</sup> half 2024)	Homes sold between \$4-5 million in 2 <sup>nd</sup> half 2024 (vs. 4 in 1 <sup>st</sup> half 2024)	Homes sold between \$5-6 million in 2 <sup>nd</sup> half 2024 (vs. 3 in 1 <sup>st</sup> half 2024)	Homes sold \$6 million and above in 2 <sup>nd</sup> half 2024 (vs. 6 in 1 <sup>st</sup> half 2024)
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\$1,089 Avg. price per sq. ft.	\$1,034 Avg. price per sq. ft.	\$1,139 Avg. price per sq. ft.	\$1,182 Avg. price per sq. ft.	\$1,456 Avg. price per sq. ft.	\$1,427 Avg. price per sq. ft.

- **Pre-sale home improvements.** Utilizing my trusted network of tradespeople and hands-on project management, I save you both valuable time and money.
- **Data-Driven Insights:** Leveraging my comprehensive market analysis provides meaningful market insights empowering you to make well-informed decisions.
- **Negotiation Expertise:** From navigating contract negotiations to home inspections, I focus on every detail to reduce any surprises. Whether you're buying or selling, I ensure you fully understand contracts and reports, giving you a competitive advantage.

My mission is to combine market intelligence with personalized strategies to help you navigate Marin's dynamic real estate market with success. I'm always available to discuss selling your home, purchasing a new one, or addressing any questions you have.

Seeing the potential in a property is my art. Maximizing value for my clients is my science. I look forward to helping with your real estate needs.

# Kentfield Homes Sold

July-December 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
61 Bayview	1,318,000	1,189,000	807	1,632	3 / 2.5	.04	16
32 McAllister	1,840,000	1,999,000	1,042	1,765	2 / 2	.18	40
7 Elm	1,900,000	1,975,000	1,055	1,800	3 / 2.5	.10	33
243 Kent	1,950,000	1,950,000	1,072	1,819	3 / 3	.12	23
216 McAllister	1,995,000	1,995,000	1,188	1,678	3 / 3	.11	19
122 Cypress	2,100,000	2,995,000	831	2,526	5 / 3	.55	7
2 Quail Ridge	2,165,000	2,595,000	777	2,784	4 / 4	.91	90
25 Vista	2,250,000	2,750,000	974	2,309	4 / 2.5	.96	57
215 S. Ridgewood	2,300,000	2,695,000	674	3,410	4 / 3	.68	76
50 Berens	2,312,000	2,495,000	1,158	1,996	5 / 3	.17	104
10 Altamira	2,400,000	2,499,000	1,033	2,323	3 / 2	.14	31
15 Lilac	2,435,000	2,695,000	1,252	1,944	4 / 3	.14	42
16 Altamira	2,475,000	2,200,000	1,212	2,041	4 / 4	.14	10
230 Foster	2,577,000	2,577,000	1,248	2,064	3 / 2	.25	7
47 Berens	2,800,000	2,500,000	1,425	1,964	4 / 3	.14	9
365 Crown	2,900,000	3,195,000	791	3,663	4 / 3	1.58	18
315 Kent	3,125,000	2,950,000	1,053	2,965	5 / 5	.40	16
6 Acacia	3,181,800	3,200,000	1,534	2,073	4 / 2.5	.16	13
520 Woodland	3,500,000	3,700,000	1,936	3,736	4 / 3	.56	29
101 Hanken	3,600,000	3,599,000	1,214	2,964	4 / 2.5	.27	8
48-52 Redwood	3,750,000	3,750,000	957	3,915	4 / 2	.31	24
51 Blue Ridge	4,000,000	3,100,000	1,286	3,109	4 / 4	1.16	-
409 Crown	4,400,000	3,295,000	1,128	3,545	3 / 3.5	1.15	2
45 Vista	4,500,000	4,495,000	1,132	3,974	3 / 3	.76	34
34 Rock	5,000,000	4,500,000	1,559	3,207	5 / 3.5	.95	4
53 Manor	5,250,000	5,995,000	1,521	3,450	5 / 6	.44	76
219 Poplar	5,470,000	5,495,000	1,946	2,810	3 / 2.5	.29	4
266 Poplar	5,495,000	5,495,000	1,537	3,574	4 / 4.5	.29	33
10 Hotaling	5,670,000	5,995,000	1,314	4,315	6 / 4	.57	23
45 Idlewood	5,800,000	5,995,000	1,260	4,601	5 / 6	1.47	47
23 Spring	6,780,000	7,995,000	1,349	5,024	5 / 5.5	2.02	40
300 Goodhill	8,250,000	9,995,000	1,585	5,205	5 / 5.5	.61	39
224 Woodland	9,100,000	9,500,000	1,622	5,609	6 / 5.5	.89	54
233 Woodland	9,300,000	8,995,000	1,418	6,555	6 / 4.5	1.79	-

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