

MILLSTEIN MARKET REPORT

Larkspur Real Estate



2024 YEAR END

Golden Gate | Sotheby's
INTERNATIONAL REALTY

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

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.

Larkspur

Larkspur experienced a significant increase in home sales in 2024 compared to 2023, rising from 55 to 68 transactions. The average sale price held steady at \$2.8 million, just slightly above the previous year. This stability was supported by an increase in property sales of homes priced between \$2 million and \$3 million, with 31 sales recorded compared to 24 in 2023.

The average price per square foot sold slightly decreased to \$1,212 as the market showed signs of slight cooling in the second half of 2024, with fewer homes selling above the asking price. Furthermore, 46% of homes sold in the latter half of the year underwent price reductions, up from 10% in the first half.

Despite these slight 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,



Mark Millstein
415-601-9240
Golden Gate Sotheby's International Realty
mark.millstein@sothebysrealty.com



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 Larkspur

68	\$2,866,000	\$1,212	40%	
Homes sold in 2024 (vs. 55 in 2023)	Average sale price in 2024 (vs. \$2.8M in 2023)	Average price per sq. ft. in 2024 (vs. \$1,259 in 2023)	Homes sold above asking price in 2024 (vs. 45% in 2023)	
12%	43%	39%	46%	
Average amount sold above asking price in 2 nd half 2024 (vs. 7% in 1 st half 2024)	Sellers received multiple offers in 2 nd half 2024 (vs. 42% in 1 st half 2024)	Homes in escrow within 15 days on market in 2 nd half 2024 (vs. 58% in 1 st half 2024)	Homes receiving price reductions in 2nd half 2024 (vs. 10% in 1 st half 2024)	
10	18	6	2	1
Homes sold between \$1-2 million in 2 nd half 2024 (vs. 6 in 1 st half 2024)	Homes sold between \$2-3 million in 2 nd half 2024 (vs. 13 in 1 st half 2024)	Homes sold between \$3-4 million in 2 nd half 2024 (vs. 7 in 1 st half 2024)	Homes sold between \$4-5 million in 2 nd half 2024 (vs. 2 in 1 st half 2024)	Home sold above \$5 million in 2 nd half 2024 (vs. 3 in 1 st half 2024)
—	—	—	—	—
\$965 Avg. price per sq. ft.	\$1,098 Avg. price per sq. ft.	\$1,288 Avg. price per sq. ft.	\$1,061 Avg. price per sq. ft.	\$1,733 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.

Larkspur 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
8 Boardwalk	1,035,000	1,250,000	880	1,176	3 / 2	.11	175
69 Wilson	1,350,000	1,595,000	775	1,741	3 / 2	.18	53
319 W. Baltimore	1,550,000	1,500,000	859	1,803	3 / 2.5	.22	6
201 Hawthorne	1,575,000	2,750,000	587	2,680	5 / 2.5	.20	159
200 William	1,687,000	1,495,000	1,517	1,112	2 / 1	.09	11
419 Holcomb	1,700,000	1,450,000	1,360	1,250	3 / 1	.11	5
111 Wiltshire	1,800,000	1,795,000	742	2,424	5 / 3	.28	13
672 Riviera	1,850,000	1,995,000	944	1,958	3 / 2	.19	68
96 Harvard	1,863,000	1,950,000	1,142	1,630	3 / 2	.18	34
45 Hatzic	1,985,000	2,350,000	841	2,360	3 / 2	.25	85
87 Tulane	2,025,000	1,850,000	1,294	1,564	3 / 2	.18	44
2 Glen Way	2,055,000	2,150,000	1,036	1,983	3 / 2.5	.654	15
27 Piedmont	2,060,000	2,195,000	1,208	1,705	3 / 2	.19	35
304 Madrone	2,100,000	2,495,000	805	2,606	3 / 2.5	.45	76
9 Upper Ardmore	2,208,000	2,620,000	850	2,597	4 / 2	.76	74
28 Murray	2,300,000	1,995,000	1,543	1,490	3 / 2	.13	5
65 Orange	2,500,000	3,295,000	712	3,511	4 / 3	.19	35
160 Wilson	2,500,000	2,695,000	738	3,385	4 / 4.5	.23	41
9 Murray	2,500,000	2,875,000	1,109	2,254	4 / 2	.42	104
98 Via La Brisa	2,600,000	2,475,000	1,286	1,924	4 / 3	.17	20
136 Ward	2,650,000	2,795,000	1,319	2,118	4 / 3	.17	76
381 Riviera	2,650,000	2,195,000	1,161	1,889	3 / 2	.20	7
272 Madrone	2,700,000	2,995,000	1,131	2,471	3 / 3	.17	126
34 Sandy Creek	2,720,879	2,495,000	1,083	2,303	3 / 2.5	.12	11
45 Hillcrest	2,795,000	2,995,000	1,197	2,502	4 / 2.5	.23	43
277 Tulane	2,815,000	2,899,000	1,129	2,567	5 / 3.5	.17	23
19 Monte Vista	2,830,000	3,000,000	1,152	2,603	4 / 3	.26	95
50 Sunrise	2,950,000	3,400,000	898	3,332	4 / 3	.75	99
19 Baltimore	3,000,000	3,395,000	1,491	2,142	4 / 3	.11	35
250 Harvard	3,025,000	2,350,000	1,106	2,123	3 / 2	.19	7
358 Riviera	3,275,000	3,500,000	1,231	2,721	4 / 3	.25	114
262 Harvard	3,515,000	2,995,000	1,521	1,968	3 / 3	.19	4
24 Corte Del Bayo	3,675,000	3,995,000	1,096	3,420	4 / 3.5	.21	62
33 Drakes Cove	3,750,000	4,089,000	844	4,4443	5 / 3.5	.15	88
61 Bayview	4,049,000	3,795,000	806	4,694	5 / 5	.25	13
97 Corte Del Bayo	4,435,000	4,650,000	1,322	3,517	6 / 4	.24	-
154 Orange	5,200,000	5,200,000	1,733	3,000	4 / 3	.24	10

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