

MILLSTEIN MARKET REPORT

Mill Valley 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.

Mill Valley

Mill Valley experienced an increase in home sales in 2024 compared to 2023, rising from 237 to 268 transactions. The average sale price remained the same as 2023 at \$2.6 million supported by a larger number of high-end property sales. In 2024, 18 homes sold for over \$5 million, up from 10 in 2023. Additionally, sales of homes priced between \$1 million and \$2 million increased by 20%, with 106 sold compared to 88 the previous year.

The average price per square foot sold remained consistent with 2023 at \$1,119. However, the market showed signs of modest cooling in the second half of 2024, with slightly fewer homes selling above the asking price and receiving multiple offers compared to the first half of 2024. Furthermore, 30% of homes sold in the latter half of the year underwent price reductions, up from 14% 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,



Mark Millstein

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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 Mill Valley

268	\$2,618,000	\$1,119	47%
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Homes sold priced \$1M and above in 2024 (vs. 237 in 2023)	Average sale price in 2024 (vs. \$2.6M in 2023)	Average price per sq. ft. in 2024 (vs. \$1,116 in 2023)	Homes sold above asking price in 2024 (vs. 53% in 2023)
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10%	47%	47%	30%
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Average amount sold above asking price in 2 nd half 2024 (vs. 12% in 1 st half 2024)	Sellers received multiple offers in 2 nd half 2024 (vs. 52% in 1 st half 2024)	Homes in escrow within 15 days on market in 2 nd half 2024 (vs. 55% in 1 st half 2024)	Homes receiving price reductions in 2nd half 2024 (vs. 14% in 1 st half 2024)
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Homes sold between \$1-2 million in 2 nd half 2024 (vs. 44 in 1 st half 2024)	Homes sold between \$2-3 million in 2 nd half 2024 (vs. 39 in 1 st half 2024)	Homes sold between \$3-4 million in 2 nd half 2024 (vs. 21 in 1 st half 2024)	Homes sold between \$4-5 million in 2 nd half 2024 (vs. 7 in 1 st half 2024)	Home sold between \$5-6 million in 2 nd half 2024 (vs. 6 in 1 st half 2024)	Homes sold above \$6 million in 2 nd half 2024 (vs. 7 in 1 st half 2024)
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\$965 Avg. price per sq. ft.	\$1,100 Avg. price per sq. ft.	\$1,210 Avg. price per sq. ft.	\$1,324 Avg. price per sq. ft.	\$1,162 Price per sq. ft.	\$1,492 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.

Mill Valley Homes Sold \$1.5M-\$2M

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
300 Tennessee	1,530,000	1,499,000	743	2,057	4 / 3	.13	13
53 Castle Rock	1,550,000	1,780,000	1,082	1,432	3 / 2	.28	45
119 Highland	1,560,000	1,595,000	764	2,040	3 / 3	.24	45
142 Belvedere	1,588,000	1,495,000	1,235	1,285	2 / 1.5	.14	8
45 Meadow	1,595,000	1,625,000	1,311	1,216	3 / 2	.14	18
70 Ryan	1,598,750	1,495,000	1,516	1,054	2 / 1	.15	10
160 Ralston	1,600,000	1,800,000	791	2,022	3 / 2	.74	62
511 Pineo	1,600,000	1,450,000	1,294	1,236	3 / 2	.26	11
42 Loring	1,625,000	1,695,000	940	1,728	3 / 2	.08	42
207 Meda	1,650,000	1,795,000	872	1,891	3 / 2.5	.28	55
78 Nelson	1,695,000	1,995,000	1,152	1,471	3 / 2	.11	213
40 Meadow	1,695,000	1,695,000	1,323	1,281	3 / 2	.16	21
169 Rose	1,699,000	1,699,000	468	3,629	4 / 3.5	.37	46
291 Greene	1,700,000	2,290,000	653	2,601	3 / 2.5	.15	108
339 Starling	1,700,000	1,695,000	1,026	1,656	3 / 2	.14	2
100 Country Club	1,700,000	1,895,000	823	2,065	3 / 2.5	.46	36
306 Marin	1,705,000	1,675,000	1,423	1,198	3 / 2	.15	11
903 Vernal	1,705,000	1,695,000	1,122	1,519	3 / 2	.15	11
21 Sheridan	1,725,000	1,995,000	611	2,819	4 / 2.5	.29	23
503 Palma	1,725,000	1,750,000	935	1,844	3 / 2	.28	27
152 Carolotta	1,730,000	1,695,000	930	1,859	3 / 2	.20	8
391 Lowell	1,750,000	1,795,000	1,082	1,616	3 / 1.5	.23	11
102 Ricardo	1,775,000	1,895,000	883	2,009	4 / 3	.16	32
998 Edgewood	1,800,000	2,495,000	540	3,332	5 / 3	.24	190
27 Hill	1,810,000	2,766,400	518	3,494	4 / 3	.15	83
291 Lovell	1,825,000	1,750,000	1,036	1,760	3 / 2	.12	12
86 Lomita	1,850,000	1,480,000	2,335	792	2 / 1	.22	7
327 Dolan	1,860,000	1,750,000	930	2,000	3 / 2	.17	10
33 Helens	1,875,000	2,175,000	1,378	1,360	3 / 2	.18	20
36 Plymouth	1,900,000	1,900,000	1,172	1,620	3 / 2	.12	-
7 Keats	1,900,000	1,795,000	1,054	1,801	3 / 2	.28	8
100-102 Lovell	1,900,000	2,200,000	719	2,640	4 / 3	.17	62
950 Vernal	1,910,000	1,995,000	992	1,924	4 / 2.5	.14	15
29 Dorset	1,960,000	1,795,000	1,191	1,645	3 / 2	.14	7
154 Morning Sun	1,975,000	1,995,000	807	2,445	4 / 2.5	.15	18
450 Laverne	1,995,000	2,425,000	743	2,682	4 / 3	.18	84

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

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

July-December 2024

Address	Selling Price	Initial Price	Selling Price Per Sq. Ft.	Approx. Size of Home	Bedrooms / Baths	Approximate Lot Size	Days On Market
	(in \$)	(in \$)	(in \$)	(in sq. ft.)	(bd. / ba.)	(in acres)*	
46 Hill	2,000,000	1,499,000	1,465	1,365	2 / 1	.09	13
118 Kipling	2,005,000	1,795,000	1,285	1,560	3 / 2	.22	7
97 Buena Vista	2,010,000	1,650,000	866	2,321	4 / 3	.22	10
67 N Knoll	2,065,000	2,200,000	594	3,474	6 / 4	.23	203
58 Milland	2,105,000	2,100,000	976	2,156	3 / 2.5	.29	7
302 Enterprise Concourse	2,107,000	1,895,000	1,293	1,629	3 / 2	.19	13
324 Deertrail	2,108,000	1,795,000	1,043	2,020	4 / 3.5	.23	6
17 Bayview	2,137,000	2,177,000	1,128	1,894	3 / 2	.27	21
62 Oakdale	2,150,000	2,195,000	1,389	1,547	3 / 3	.04	34
320 N. Ferndale	2,150,000	1,995,000	1,282	1,677	3 / 2	.17	9
75 Morningsun	2,160,000	2,695,000	702	3,075	4 / 4	.34	59
33 Cushing	2,175,000	2,195,000	1,021	2,129	4 / 2	.55	22
283 Greene	2,198,000	2,150,000	1,031	2,130	4 / 2.5	.16	9
8 Birch	2,245,000	2,395,000	1,915	1,172	2 / 2	.11	32
19 Lower Alcatraz	2,270,000	2,195,000	1,444	1,572	3 / 2	.14	13
66 Molino	2,275,000	2,695,000	808	2,815	5 / 3	.37	56
351 Laurel	2,275,000	1,895,000	1,392	1,634	3 / 2	.62	12
7 Manor	2,295,000	2,495,000	802	2,859	4 / 3.5	.11	39
338 N. Ferndale	2,295,000	2,595,000	896	2,560	4 / 4	.21	29
12 Molino	2,300,000	2,495,000	879	2,814	4 / 3	.29	122
70 Sycamore	2,300,000	2,695,000	911	2,524	3 / 3	.17	77
216 Beryl	2,315,000	2,195,000	944	2,452	4 / 4.5	.15	11
119 Summit	2,340,000	2,750,000	831	2,815	4 / 3	.22	29
315 Hillside	2,400,000	2,500,000	1,891	1,269	3 / 1.5	.15	4
358 Dolan	2,450,000	2,650,000	827	2,960	4 / 2.5	.24	60
129 Cascade	2,460,000	2,395,000	1,489	1,652	3 / 3	.47	31
228 Richardson	2,465,000	2,595,000	1,279	1,927	3 / 2	.23	45
36 Edgewood	2,475,000	2,595,000	1,273	1,943	3 / 2.5	.21	21
57 Meadow	2,480,113	1,995,000	1,312	1,889	4 / 2	.14	6
33 Winwood	2,495,000	2,995,000	1,046	2,384	3 / 2	.14	34
419 Marin	2,500,000	3,895,000	587	4,257	6 / 4	.39	43
118 Lomita	2,525,000	1,795,000	1,127	2,239	4 / 2	.36	3
1 Thalia	2,548,000	2,195,000	1,343	1,896	3 / 2.5	.13	7
1240 Waterview	2,567,500	2,575,000	844	3,041	5 / 3.5	.21	31
410 Ash	2,600,000	2,395,000	1,358	1,914	3 / 2.5	.18	11
875 Autumn	2,600,000	2,595,000	902	2,880	3 / 3.5	.20	11
15 Glen	2,675,000	2,495,000	1,236	2,163	3 / 2.5	.25	8
406 Tennessee Glen	2,700,000	2,995,000	813	3,321	4 / 3.5	.29	78
240 Panoramic	2,700,000	2,495,000	876	3,080	3 / 2.5	.60	5
128 Tamalpais	2,705,000	2,395,000	1,249	2,165	3 / 4	.31	6
80 Mountain	2,750,000	2,695,000	718	3,830	5 / 2.5	.20	-
39 Mirabel	2,800,000	2,650,000	1,179	2,373	3 / 3	.32	7
14 Patricia	2,815,000	2,495,000	1,525	1,845	3 / 2	.18	6
503 Pixie	2,825,000	2,500,000	1,107	2,550	4 / 5	.24	3
349 Vista Linda	2,848,000	2,999,888	1,169	2,436	5 / 3	.31	45
23 S. Knoll	2,850,000	2,595,000	1,032	2,760	5 / 3	.25	6
90 Adams	2,865,001	2,865,000	970	2,951	4 / 4.5	.31	1
1243 Waterview	2,899,000	2,995,000	819	3,538	5 / 3.5	.17	55
246 Reed	2,975,000	3,195,000	938	3,170	5 / 4	.24	29

Mill Valley Homes Sold \$3M and Above

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
113 Hillside	3,000,000	3,195,000	979	3,064	4 / 3.5	.09	21
30 Sunnycrest	3,080,638	3,495,000	889	3,463	4 / 3	.40	51
145 La Goma	3,100,000	3,300,000	1,729	1,792	3 / 2.5	.11	69
315 Ralston	3,200,000	3,599,000	843	3,795	5 / 3.5	.96	59
24 Midhill	3,300,000	3,395,000	1,021	3,231	4 / 2.5	.27	41
26 Glen	3,350,000	3,295,000	1,181	2,835	5 / 3	.23	1
27 Cushion	3,365,000	3,198,000	1,148	2,931	3 / 3.5	.56	0
280 Lovell	3,400,000	3,350,000	1,307	2,600	5 / 2.5	.40	17
16 Shell	3,400,000	3,400,000	1,882	1,806	2 / 2	.321	7
30 Jacklyn	3,412,500	3,995,000	823	4,146	5 / 5	1.19	137
247 Reed	3,414,000	3,450,000	1,056	3,231	5 / 4.5	.23	24
315 E. Strawberry	3,600,000	3,900,000	1,715	2,098	2 / 2	.46	162
1 Heuters	3,600,000	3,998,000	1,114	3,230	6 / 3.5	.25	70
43 Oxford	3,700,000	3,695,000	1,384	2,672	5 / 4.5	.15	16
48 S. Seminary Cove	3,775,000	3,850,000	1,355	2,785	3 / 3.5	.15	4
265 Molino	3,800,000	4,100,000	1,128	3,366	4 / 3.5	.20	151
78 Coronet	3,825,000	3,850,000	1,401	2,730	4 / 2.5	.21	36
903 Marin	3,900,000	4,395,000	677	5,757	6 / 5.5	.56	64
400 Tamalpais	3,900,000	2,900,000	1,359	2,868	3 / 1.5	.50	4
116 Montford	4,000,000	3,999,000	1,166	3,428	4 / 4	.21	16
115 Manor	4,100,000	3,395,000	1,490	2,750	5 / 5	.42	8
2 Sidney	4,100,000	3,950,000	1,578	2,598	4 / 2.5	.14	9
32 Lincoln	4,200,000	4,995,000	954	4,399	5 / 5	.23	119
408 Wendy	4,400,000	4,495,000	1,050	4,188	5 / 4.5	.61	9
151 Sycamore	4,500,000	3,995,000	1,615	2,785	4 / 3.5	.14	7
113 Chapel	4,875,000	4,375,000	1,268	3,685	3 / 3.5	.38	7
82 Walnut	4,800,000	5,395,000	1,470	3,265	4 / 4.5	.14	27
118 Woodbine	5,700,000	6,995,000	1,162	4,905	5 / 5.5	.74	154
140 Edgewood	6,700,000	8,995,000	1,409	4,753	5 / 6	.77	173
197 Corte Madera	6,750,000	8,995,000	1,323	5,100	6 / 5.5	.77	88
16 Sheridan	6,850,000	7,000,000	1,096	6,246	6 / 4	1.91	178
185 Summit	7,000,000	8,250,000	2,138	3,273	5 / 4.5	.21	52