

MILLSTEIN MARKET REPORT

Sausalito 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.

Sausalito

In 2024, Sausalito experienced a slight decline in home sales compared to 2023, dropping from 44 to 39 transactions. The average sale price fell to \$2.4 million, largely due to a decrease in high-end property sales. Only 2 homes sold for over \$4 million in 2024, compared to 7 in the previous year. However, sales of homes priced between \$3 million and \$4 million increased, with 8 sold compared to 5 in 2023.

The average price per square foot also declined to \$1,082, reflecting the reduced number of high-end sales above \$4 million. The market showed signs of slight cooling in the second half of 2024, with fewer homes selling above the asking price. Additionally, 20% of homes sold during the latter half of the year underwent price reductions, up from 8% 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 Sausalito

39	\$2,430,000	\$1,082	31%	
Homes sold in 2024 (vs. 44 in 2023)	Average sale price in 2024 (vs. \$2.7M in 2023)	Average price per sq. ft. in 2024 (vs. \$1,199 in 2023)	Homes sold above asking price in 2024 (vs. 45% in 2023)	
6%	35%	20%	20%	
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. 32% in 1 st half 2024)	Homes in escrow within 15 days on market in 2 nd half 2024 (vs. 32% in 1 st half 2024)	Homes receiving price reductions in 2nd half 2024 (vs.8% in 1 st half 2024)	
8	8	2	1	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. 7 in 1 st half 2024)	Homes sold between \$3-4 million in 2 nd half 2024 (vs. 6 in 1 st half 2024)	Home sold between \$4-5 million in 2 nd half 2024 (vs. none in 1 st half 2024)	Home sold above \$5 million in 2 nd half 2024 (vs. none in 1 st half 2024)
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\$1,095 Avg. price per sq. ft.	\$1,042 Avg. price per sq. ft.	\$1,060 Avg. price per sq. ft.	\$1,621 Price per sq. ft.	1,613 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.

Sausalito 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
302 4th	1,150,000	1,150,000	733	1,568	2 / 1	.05	45
927 Bridgeway	1,468,000	1,650,000	1,435	1,023	2 / 1	.09	125
392-394 Sausalito	1,600,000	1,500,000	800	2,000	2 / 1	.09	1
307 2nd	1,710,000	1,710,000	1,605	1,065	2 / 1	.07	35
106 4th	1,800,000	2,000,000	1,024	1,757	3 / 2	.04	22
18 Girard	1,825,000	1,894,000	1,032	1,767	2 / 2.5	.07	54
88 George	1,975,000	2,285,000	1,039	1,900	3 / 2.5	.21	107
21 Lower Crescent	2,040,000	1,975,000	1,085	1,880	3 / 2.5	.11	34
107 3rd	2,115,000	2,399,000	1,392	1,519	3 / 2	.08	74
83 Monte Vista	2,125,000	2,595,000	801	2,653	4 / 3.5	.24	80
103 Crescent	2,240,000	2,470,000	1,039	2,155	3 / 2	.13	64
500 Olima	2,500,000	2,349,000	1,330	1,879	4 / 2.5	.17	7
188 Spencer	2,542,000	2,695,000	1,166	2,180	3 / 3	.14	4
101-103 Edwards	2,560,000	2,495,000	853	3,000	4 / 4	.16	22
203 Valley	2,710,000	2,895,000	668	4,055	6 / 6	.08	37
96-100 Central	3,350,000	3,650,000	1,015	3,298	4 / 2.5	.17	17
164 Crescent	3,795,000	3,795,000	1,105	3,434	4 / 3	.16	18
95 Santa Rosa	4,030,000	3,595,000	1,621	2,486	3 / 3.5	.16	13
69 Monte Mar	5,800,000	5,995,000	1,613	3,595	4 / 3.5	.53	209

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