

MILLSTEIN MARKET REPORT

Ross 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.

Ross

In 2024, Ross experienced a slight decline in home sales compared to 2023, closing 19 transactions. The average sale price approached \$4.9 million, driven by an increase in high-end property sales. Notably, 5 homes sold for over \$5 million in 2024, compared to 3 in the previous year.

Although sales volume grew at the higher price points, the market showed signs of cooling in the latter half of 2024. Fewer homes sold above the asking price or attracted multiple offers during this period. Additionally, there were 4 price reductions in 2024, a contrast to none in 2023.

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 Ross

19	\$4,895,000	\$1,525	37%
Homes sold in 2024 (vs. 21 in 2023)	Average sale price in 2024 (vs. \$4.3M in 2023)	Average price per sq. ft. in 2024 (vs. \$1,447 in 2023)	Homes sold above asking price in 2024 (vs. 48% in 2023)

3%	11%	11%
Average amount sold above asking price in 2 nd half 2024 (vs. 10% in 1 st half 2024)	Sellers received multiple offers in 2 nd half 2024 (vs. 40% in 1 st half 2024)	Homes in escrow within 15 days on market in 2 nd half 2024 (vs. 70% in 1 st half 2024)

2	3	2	1	0	1
Homes sold between \$1-2 million in 2 nd half 2024 (vs. 1 in 1 st half 2024)	Homes sold between \$2-3 million in 2 nd half 2024 (vs. 1 in 1 st half 2024)	Homes sold between \$3-4 million in 2 nd half 2024 (vs. none in 1 st half 2024)	Home sold between \$4-6 million in 2 nd half 2024 (vs. 3 in 1 st half 2024)	Homes sold between \$6-10 million in 2 nd half 2024 (vs 2 in 1 st half 2024)	Home sold \$10 million and above in 2 nd half 2024 (vs. 2 in 1 st half 2024)
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\$1,098 Price per sq. ft.	\$1,275 Price per sq. ft.	\$1,151 Avg. price per sq. ft.	\$1,397 Price per sq. ft.	-	\$2,458 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.

Ross 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
65 Bolinas	1,400,000	1,395,000	1,384	1,011	2 / 1	.15	26
95 Wellington	1,875,000	2,350,000	812	2,308	3 / 2.5	.30	153
29 Bolinas	2,020,000	2,095,000	1,369	1,475	3 / 2	.17	38
75 Bolinas	2,180,000	3,495,000	1,158	1,881	4 / 3	.15	21
36 Allen	2,750,000	2,600,000	1,299	2,117	4 / 2.5	.26	6
75 Wellington	3,100,000	3,600,000	1,054	2,940	3 / 3	.22	78
100 Ivy	3,250,000	3,250,000	1,246	2,603	3 / 3	.21	54
26 Woodside	5,250,000	5,495,000	1,397	3,722	5 / 3.5	.60	91
29 Shady	11,250,000	11,250,000	2,458	4,576	4 / 5.5	.80	-

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