

MILLSTEIN MARKET REPORT

Belvedere Real Estate 1H 2025

Belvedere's luxury market continued to show resilience in the first half of 2025, with modest gains in pricing and greater seller success, despite a tapering in buyer competition.

A total of 16 homes sold in the first half of 2025, up slightly from 14 in the same period last year. The average sale price rose to \$6,550,000, up from \$6.2 million in the second half of 2024, while the price per square foot held steady at \$1,989, nearly unchanged from the prior period.

Sellers saw improved results this year: only 18% of listings required a price reduction, compared to a significant 40% in late 2024. Additionally, 4 homes sold over asking price, a strong improvement over just 1 in the previous period.

While the market saw fewer multiple offer scenarios (just 1, down from 4), average days on market slightly dropped to 60,

compared to 64 previously—suggesting that buyer demand is steady at this pace.

If you're interested in maximizing the value of your home and determining 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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2025 Mid-Year Real Estate Activity in Belvedere

Market Overview

↑	Homes Sold:	16 vs. 14 in 1H 2024
↑	Avg. Sale Price:	\$6,550,000 vs. \$6.2M in 2H 2024
↓	Avg. \$/Sq.Ft.:	\$1,989 vs. \$1,998 in 2H 2024
↑	Sold Over Asking:	4 vs. 1 in 2H 2024
↓	Price Reductions:	18% vs. 40% in 2H 2024
↓	Multiple Offers:	1 vs. 4 in 2H 2024
↓	Avg. Days on Market:	60 vs. 64 in 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
\$1M-\$3M	1	\$665	1
\$3M-\$5M	5	\$1,621	6
\$5M-\$7M	4	\$1,893	4
\$7M-\$10M	4	\$2,093	3
Over \$10M	2	\$3,368	0



The Mark Millstein Advantage: Unlocking Your Success

After years of renovating, building, and selling homes in Marin, I've developed a keen eye for identifying changes that maximize your property value.

What sets me apart is my comprehensive approach to readying your home for sale, combined with Sotheby's renowned marketing presence and strategies to effectively showcase your home.

Utilizing my trusted network of tradespeople and hands-on project management, I save you both valuable time and money. If you're looking for a trusted partner who can achieve your goals, I'd love to connect. Let's work together to unlock the full potential of your home and ensure a successful top-value sale.

Belvedere Homes Sold

January-June 2025

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

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
33 West Shore (land lease)	2,100,000	2,100,000	665	3,157	6 / 3	.18	2
246 Bayview	3,000,000	3,995,000	831	3,610	4 / 3.5	.10	105
96 Lagoon	3,850,000	4,300,000	1,726	2,230	3 / 2	.19	12
202 San Rafael	4,115,000	4,350,000	2,045	2,012	2 / 2.5	.17	47
33 Cove	4,125,000	4,250,000	1,883	2,190	3 / 2	.14	7
2 Beach	4,750,000	3,980,000	2,045	2,312	3 / 3	.21	63
284 San Rafael	5,095,000	5,195,000	2,339	2,178	3 / 3.5	.14	24
32 Peninsula	5,800,000	6,385,000	2,090	2,775	4 / 3	.16	56
300 Golden Gate	5,970,000	6,495,000	1,316	4,534	5 / 5.5	.28	113
213 Golden Gate	6,007,000	5,995,000	1,828	3,286	4 / 3.5	.15	11
26 Peninsula	7,550,000	7,995,000	1,855	4,070	4 / 4.5	.17	90
11 Belvedere	7,650,000	7,650,000	1,912	4,000	4 / 4	.71	0
278 Bayview	7,900,000	8,250,000	2,002	3,945	4 / 3.5	.15	38
57 West Shore	8,900,000	8,750,000	2,604	3,417	4 / 3.5	.22	26
8 Eucalyptus	13,000,000	13,500,000	2,613	4,975	4 / 4.5	.46	309
34 Eucalyptus	15,000,000	14,777,000	4,123	3,638	3 / 3.5	.49	70

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

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