

MILLSTEIN MARKET REPORT

Greenbrae Real Estate 1H 2025

The Greenbrae real estate market showed signs of moderation in the first half of 2025, with slightly softer pricing and sales activity, though buyer interest and speed to escrow remained relatively stable.

A total of 18 homes sold in the first half of the year, down from 21 during the same period in 2024. The average sale price declined to \$2,452,000, compared to \$2.6 million in the second half of 2024, and the average price per square foot dipped to \$996, down from \$1,065.

Fewer homes sold over asking price and the average premium paid dropped slightly to 7%, down from 8%. Multiple offers were seen in 38% of transactions, an increase from 27%.

Despite slight pricing adjustments, 61% of homes went into escrow within 15 days, consistent with the second half of 2024, indicating that well-positioned properties continue to move quickly.

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 Greenbrae

Market Overview

↓ Homes Sold (over \$1M):	18 vs. 21 in 1H 2024
↓ Avg. Sale Price:	\$2,452,000 vs. \$2.6M in 2H 2024
↓ Avg. \$/Sq.Ft.:	\$996 vs. \$1,065 in 2H 2024
↓ Sold Over Asking:	44% vs. 61% in 2H 2024
↓ Avg. % Over Asking:	7% vs. 8% in 2H 2024
↑ Multiple Offers:	38% vs. 27% in 2H 2024
= In Escrow ≤15 Days:	61% same as 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
\$1M-\$2M	7	\$821	9
\$2M-\$3M	7	\$1,033	10
\$3M-\$4M	3	\$1,186	2
\$4M-\$5M	1	\$1,394	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.

Greenbrae Homes Sold

January-June 2025

PRSRT 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
75 Corte Placida	1,230,000	1,260,000	984	1,250	3 / 2	.18	41
172 Via La Cumbre	1,275,000	1,295,000	837	1,523	3 / 2	.19	65
10 Tamal Vista	1,365,000	1,379,000	600	2,273	3 / 2	.52	16
129 Bretano	1,410,000	1,885,000	677	2,080	3 / 2	.20	78
205 Vista Grande	1,715,000	1,875,000	743	2,308	3 / 2.5	.41	29
248 N Almenar	1,800,000	1,899,000	888	2,027	3 / 2	.21	12
30 Laderman	1,875,000	1,850,000	1,020	1,838	3 / 2.5	.11	7
30 Corte Cayuga	2,150,000	1,950,000	1,117	1,924	3 / 2	.15	8
40 Corte Ramon	2,475,000	2,495,000	997	2,432	4 / 3	.27	29
65 Via Barranca	2,600,000	2,495,000	790	3,290	5 / 3	.21	8
24 Via Navarro	2,675,000	2,695,000	1,032	2,590	5 / 3	.21	14
271 Via La Paz	2,750,000	2,995,000	945	2,910	4 / 3	.22	37
13 La Cuesta	2,823,000	2,195,000	1,259	2,241	3 / 2	.25	8
110 Via Lerida	2,975,000	2,799,000	1,094	2,717	4 / 3	.18	11
20 Almenar	3,300,000	3,295,000	1,125	2,933	5 / 4.5	.22	8
129 La Cuesta	3,695,000	3,695,000	1,023	3,611	4 / 3.5	.40	13
460 Los Cerros	3,800,000	3,750,000	1,411	2,692	5 / 4.5	.24	9
305 Vista Grande	4,288,000	3,995,000	1,394	3,074	4 / 3.5	.20	9

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

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