

MILLSTEIN MARKET REPORT

Kentfield Real Estate 1H 2025

Kentfield's market showed healthy buyer engagement and strong pricing resilience in the first half of 2025, despite a decline in total sales activity.

A total of 29 homes sold in the first half of 2025, down from 36 during the same period in 2024, reflecting tighter inventory and/or more selective buyer activity. The average sale price was \$3,548,000, below the \$4 million mark recorded in late 2024 as fewer homes sold above \$5 million.

The average price per square foot reached \$1,206, showing minimal change from \$1,213 in the prior period—evidence that Kentfield continues to hold premium values for quality properties.

Market dynamics point to stronger buyer engagement: 41% of homes sold over asking, up from 26%, and 55% of homes went into escrow within 15 days, a notable increase from 35% in late 2024. The average premium paid over asking was 8%, down slightly from 10%.

Twenty-four percent of sales involved multiple offers, up slightly from 23%, indicating steady demand for well positioned homes.

Kentfield's market remains attractive with faster sales and improved over-asking performance. The first half of 2025 suggests a confident buyer pool and continued strength in the market.

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 Kentfield

Market Overview

| | | |
|---|---------------------|------------------------------------|
| ↓ | Homes Sold: | 29 vs. 35 in 1H 2024 |
| ↓ | Avg. Sale Price: | \$3,548,000 vs. \$4M in 2H 2024 |
| ↓ | Avg. \$/Sq.Ft.: | \$1,206 vs. \$1,213 in 2H 2024 |
| ↑ | Sold Over Asking: | 41% vs. 26% in 2H 2024 |
| ↓ | Avg. % Over Asking: | 8% vs. 10% in 2H 2024 |
| ↑ | Multiple Offers: | 24% vs. 23% in 2H 2024 |
| ↑ | In Escrow ≤15 Days: | 55% vs. 35% in 2H 2024 |

| Price Range | Homes Sold | Avg. Price/ Sq. Ft. | Homes Sold (1H 2024) |
|-------------|------------|------------------------|-------------------------|
| \$1M-\$2M | 7 | \$1,037 | 5 |
| \$2M-\$3M | 6 | \$1,105 | 10 |
| \$3M-\$4M | 8 | \$1,087 | 8 |
| \$4M-\$5M | 4 | \$1,400 | 4 |
| \$5M-\$6M | 0 | - | 3 |
| Over \$6M | 4 | \$1,699 | 6 |



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.

Kentfield 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 |
|-----------------|--------------------------|--------------------------|---|---|------------------------------------|--|-------------------|
| 11 Stetson | 1,200,000 | 1,500,000 | 677 | 1,770 | 4 / 2.5 | .16 | 131 |
| 6 Cedar | 1,300,000 | 1,350,000 | 689 | 1,886 | 3 / 2 | .17 | 11 |
| 162 Wolfe Grade | 1,450,000 | 1,695,000 | 1,043 | 1,390 | 4 / 2 | .36 | 73 |
| 12 Hillside | 1,550,000 | 1,295,000 | 1,597 | 970 | 2 / 1 | .12 | 12 |
| 11 Berens | 1,618,000 | 1,375,000 | 1,126 | 1,436 | 3 / 2 | .15 | 13 |
| 11 Stadium | 1,635,000 | 1,350,000 | 1,092 | 1,497 | 3 / 2 | .36 | 11 |
| 1 Fern | 1,925,000 | 1,995,000 | 1,036 | 1,658 | 3 / 3 | .17 | 38 |
| 34 Manor | 2,200,000 | 1,895,000 | 1,020 | 1,960 | 3 / 3 | .22 | 9 |
| 67 Kent | 2,200,000 | 1,999,000 | 896 | 2,455 | 3 / 2.5 | .31 | 6 |
| 6 Inman | 2,250,000 | 2,250,000 | 1,399 | 1,608 | 3 / 1.5 | .13 | 14 |
| 64 Rock | 2,300,000 | 2,450,000 | 793 | 2,900 | 4 / 3 | .90 | 18 |
| 1 Black Log | 2,500,000 | 2,395,000 | 1,276 | 1,959 | 3 / 2.5 | .24 | 23 |
| 27 Fern | 2,550,000 | 2,595,000 | 1,247 | 2,125 | 5 / 3 | .13 | 8 |
| 18 Cypress | 3,100,000 | 3,195,000 | 872 | 3,553 | 4 / 3 | .51` | 15 |
| 33 Wolfe Grade | 3,176,625 | 3,695,000 | 893 | 3,555 | 7 / 5.5 | 1.32 | 64 |
| 600 Murray | 3,200,000 | 3,790,000 | 897 | 3,565 | 5 / 4 | 4.89 | 93 |
| 14 Terrace | 3,200,000 | 3,300,000 | 1,318 | 2,427 | 4 / 3.5 | .18 | 0 |
| 325 Crown | 3,550,000 | 3,495,000 | 1,096 | 3,237 | 4 / 3.5 | 1.10 | 1 |
| 10 Arroyo | 3,600,000 | 3,995,000 | 925 | 3,890 | 3 / 2.5 | .90 | 66 |
| 16 Manor | 3,800,000 | 3,695,000 | 1,405 | 2,704 | 4 / 3.5 | .20 | 6 |
| 25 Altamira | 3,880,000 | 3,599,000 | 1,293 | 3,000 | 4 / 5 | .37 | 5 |
| 440 Woodland | 4,150,000 | 4,295,000 | 1,393 | 2,978 | 3 / 2.5 | 1.2 | 32 |
| 25 Cedar | 4,275,000 | 4,500,000 | 1,216 | 3,514 | 5 / 4.5 | .22 | 0 |
| 70 Berens | 4,300,000 | 4,300,000 | 1,678 | 2,562 | 4 / 3 | .19 | 11 |
| 55 Quisisana | 4,350,000 | 3,995,000 | 1,311 | 3,316 | 5 / 4 | .39 | 8 |
| 7 Acorn | 6,200,000 | 6,500,000 | 1,530 | 4,050 | 4 / 3.5 | .63 | 26 |
| 4 Rosebank | 7,200,000 | 7,200,000 | 2,028 | 3,550 | 5 / 3.5 | .23 | 31 |
| 8 Live Oak | 7,350,000 | 7,200,000 | 1,425 | 5,155 | 5 / 6 | .66 | 17 |
| 324 Palm | 13,000,000 | 14,999,000 | 1,811 | 7,176 | 6 / 6.5 | 1.16 | 30 |

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