

MILLSTEIN MARKET REPORT

Larkspur Real Estate 1H 2025

Larkspur's real estate market demonstrated impressive strength and momentum in the first half of 2025, despite a slight dip in total sales volume.

A total of 29 homes sold during the first half of the year—slightly down from 31 homes in the same period last year. However, this modest drop in volume is overshadowed by significant gains in pricing and buyer activity, signaling a highly competitive and dynamic market.

The average sale price climbed to \$3,090,000, a notable increase from \$2.6 million in the second half of 2024. The average price per square foot surged to \$1,373, compared to \$1,108, reflecting growing demand and limited inventory.

A remarkable 65% of homes sold over asking price, up from 41% in late 2024, with an average premium of 16% over list price, up from 12%. Multiple offer situations were reported in 55% of

transactions, and 69% of homes went into escrow within 15 days, up dramatically from 39%—all clear indicators of intense buyer competition and urgency.

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,



Mark Millstein
415-601-9240
Golden Gate Sotheby's International Realty
mark.millstein@sothebysrealty.com

2025 Mid-Year Real Estate Activity in Larkspur

Market Overview

| | | | |
|---|---------------------|-------------|------------------------|
| ↓ | Homes Sold: | 29 | vs. 31 in 1H 2024 |
| ↑ | Avg. Sale Price: | \$3,090,000 | vs. \$2.6M in 2H 2024 |
| ↑ | Avg. \$/Sq.Ft.: | \$1,373 | vs. \$1,108 in 2H 2024 |
| ↑ | Sold Over Asking: | 65% | vs. 41% in 2H 2024 |
| ↑ | Avg. % Over Asking: | 16% | vs. 12% in 2H 2024 |
| ↑ | Multiple Offers: | 55% | vs. 43% in 2H 2024 |
| ↑ | In Escrow ≤15 Days: | 69% | vs. 39% in 2H 2024 |

| Price Range | Homes Sold | Avg. Price/ Sq. Ft. | Homes Sold (1H 2024) |
|-------------|------------|---------------------|----------------------|
| \$1M-\$2M | 8 | \$1,079 | 6 |
| \$2M-\$3M | 10 | \$1,483 | 13 |
| \$3M-\$4M | 4 | \$1,166 | 7 |
| \$4M-\$5M | 4 | \$1,519 | 2 |
| Over \$5M | 3 | \$1,866 | 3 |



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.

Larkspur 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 |
|-------------------|--------------------------|--------------------------|---|---|------------------------------------|--|-------------------|
| 311 Wilson | 1,375,000 | 1,650,000 | 494 | 2,782 | 3 / 3 | .21 | 38 |
| 140 Marina Vista | 1,395,000 | 1,395,000 | 776 | 1,797 | 3 / 2 | .23 | 8 |
| 84 Polhemus | 1,500,000 | 1,350,000 | 1,116 | 1,344 | 3 / 2 | .34 | 16 |
| 109 Elm | 1,700,000 | 1,295,000 | 1,700 | 1,000 | 1 / 1 | .48 | 0 |
| 33 Frances | 1,775,000 | 1,779,000 | 1,987 | 893 | 2 / 1 | .12 | 11 |
| 4 Liberty | 1,850,000 | 2,195,000 | 972 | 1,902 | 3 / 2 | .11 | 40 |
| 92 Via Las Brisa | 1,913,500 | 1,995,000 | 944 | 2,026 | 3 / 2.5 | .15 | 44 |
| 2 Corte Del Bayo | 1,980,000 | 2,150,000 | 644 | 3,071 | 4 / 3 | .17 | 13 |
| 11 Liberty | 2,000,000 | 1,750,000 | 1,895 | 1,055 | 1 / 2 | .11 | 6 |
| 110 William | 2,100,000 | 1,800,000 | 1,068 | 1,965 | 2 / 1 | .14 | 0 |
| 20 Elm | 2,195,000 | 2,195,000 | 1,908 | 1,150 | 2 / 2 | .17 | 8 |
| 2 Meadowood | 2,300,000 | 1,729,000 | 1,784 | 1,289 | 3 / 2 | .03 | 8 |
| 5 Ranch | 2,400,000 | 1,975,000 | 1,349 | 1,779 | 4 / 3 | .17 | 9 |
| 115 Baltimore | 2,525,000 | 1,495,000 | 1,031 | 2,449 | 4 / 2 | .19 | 8 |
| 334 William | 2,625,000 | 2,295,000 | 1,344 | 1,953 | 3 / 2.5 | .15 | 9 |
| 115 Pepper | 2,700,000 | 2,395,000 | 1,168 | 2,310 | 4 / 3 | .17 | 13 |
| 281 Tulane | 2,730,000 | 2,700,000 | 1,212 | 2,252 | 4 / 3 | .18 | 66 |
| 311 Holcomb | 2,750,000 | 2,495,000 | 2,075 | 1,325 | 2 / 2 | .11 | 9 |
| 110 Riviera | 3,000,000 | 2,995,000 | 1,153 | 2,601 | 4 / 2.5 | .19 | 17 |
| 33 Locust | 3,100,000 | 2,895,000 | 1,008 | 3,074 | 4 / 2.5 | .15 | 9 |
| 73 Via La Brisa | 3,800,000 | 3,895,000 | 1,177 | 3,226 | 4 / 3.5 | .22 | 6 |
| 70 Corte Del Bayo | 3,900,000 | 3,795,000 | 1,326 | 2,939 | 4 / 3 | .19 | 6 |
| 17 Meadowood | 4,000,000 | 4,000,000 | 1,472 | 2,716 | 4 / 2.5 | .17 | 24 |
| 29 Lark | 4,050,000 | 3,800,000 | 1,414 | 2,864 | 4 / 3.5 | .22 | 7 |
| 274 Harvard | 4,300,000 | 3,895,000 | 1,696 | 2,535 | 4 / 2.5 | .19 | 254 |
| 427 Riviera | 4,500,000 | 3,998,000 | 1,495 | 3,010 | 4 / 2.5 | .17 | 7 |
| 25 Wiltshire | 5,300,000 | 4,250,000 | 2,019 | 2,625 | 4 / 3.5 | .41 | 9 |
| 311 Alexander | 5,600,000 | 5,600,000 | 1,578 | 3,548 | 5 / 4 | .19 | 21 |
| 116 Monte Vista | 10,250,000 | 10,000,000 | 2,001 | 5,122 | 6 / 5.5 | .17 | 0 |

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