

MILLSTEIN MARKET REPORT

Mill Valley Real Estate 1H 2025

Mill Valley's real estate market posted a robust performance in the first half of 2025, with strong sales activity, rising prices, and increasingly competitive buyer behavior.

A total of 151 homes sold in the first half of 2025, a jump from 126 during the same period last year. The average sale price climbed to \$2,718,000, up from \$2.4 million in the second half of 2024, as a record number of homes sold priced between \$2 million and \$3 million. The average price per square foot also rose to \$1,124, compared to \$1,079 previously, indicating strengthening value across the market.

Buyer competition intensified: 57% of homes sold over asking, up from 39%, and the average premium paid over list price increased to 11%, from 10% in late 2024. Multiple offers were reported in 47% of transactions, holding steady from the previous period, showing sustained pressure on desirable listings.

A key indicator of market momentum—65% of homes went into escrow within 15 days, a significant leap from 47% in the previous half. This

reflects a more urgent and decisive buyer pool, willing to act quickly on desirable properties.

With a healthy increase in both volume and pricing, and buyer demand showing no signs of slowing, Mill Valley remains one of Marin County's most dynamic and desirable markets.

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 Mill Valley

Market Overview

↑ Homes Sold (over \$1M):	151 vs. 126 in 1H 2024
↑ Avg. Sale Price:	\$2,718,000 vs. \$2.4M in 2H 2024
↑ Avg. \$/Sq.Ft.:	\$1,124 vs. \$1,079 in 2H 2024
↑ Sold Over Asking:	57% vs. 39% in 2H 2024
↑ Avg. % Over Asking:	11% vs. 10% in 2H 2024
= Multiple Offers:	47% same as 2H 2024
↑ In Escrow ≤15 Days:	65% vs. 47% in 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
\$1M-\$2M	55	\$963	45
\$2M-\$3M	55	\$1,103	39
\$3M-\$4M	20	\$1,210	22
\$4M-\$5M	10	\$1,134	7
\$5M-\$6M	4	\$1,614	6
Over \$6M	7	\$1,990	7



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.

Mill Valley Homes Sold

January-June 2025 (select list)

PRSRST 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
112 Reed	1,550,000	1,650,000	1,088	1,424	3 / 2	.24	58
63 Shelley	1,625,000	1,695,000	877	1,852	2 / 2	.21	16
189 Marion	1,650,000	1,650,000	886	1,861	3 / 2	.22	15
652 Amaranth	1,700,000	1,569,000	1,030	1,650	3 / 2	.13	8
508 Sheffield	1,700,000	1,675,000	1,057	1,608	3 / 2	.14	16
24 Morning Sun	1,765,000	1,595,000	1,017	1,734	4 / 3	.29	8
841 Marin	1,795,000	1,395,000	969	1,852	3 / 2	.20	6
5 Cottage	1,910,000	1,600,000	1,607	1,188	3 / 2	.14	11
135 Morning Sun	1,925,000	2,295,000	585	3,289	4 / 3	.18	79
230 Elm	2,000,000	1,875,000	1,107	1,806	4 / 2	.13	20
124 W Blithedale	2,055,000	1,995,000	1,252	1,641	3 / 2	.09	36
5 Monte Vista	2,100,000	2,275,000	662	3,169	4 / 2.5	.24	39
507 Browning	2,100,000	1,825,000	887	2,367	4 / 2.5	.22	2
277 Sycamore	2,156,000	1,949,000	1,487	1,449	3 / 2	.14	815
229 Cardinal	2,200,000	1,795,000	1,116	1,971	4 / 2	.14	77
341 Carrera	2,287,000	2,495,000	742	3,081	3 / 3.5	.19	8
175 Locust	2,300,000	1,885,000	1,483	1,550	2 / 2	.08	4
390 Marion	2,305,000	1,999,000	810	2,845	3 / 2	.50	9
929 Vernal	2,340,000	2,195,000	769	3,040	5 / 3.5	.21	9
11 Midhill	2,360,000	2,095,000	1,213	1,945	3 / 2	.18	0
16 Janes	2,370,000	2,000,000	1,102	2,150	5 / 2.5	.13	0
181 Magee	2,375,000	2,295,000	1,121	2,118	3 / 2	.28	10
51 Morning Sun	2,400,000	2,495,000	848	2,828	3 / 3.5	.32	18
239 W Blithedale	2,550,000	2,495,000	1,128	2,260	3 / 2	.19	36
93 Elm	2,620,000	2,495,000	1,564	1,675	3 / 3	.11	3
33 Amicita	2,650,000	1,800,000	1,708	1,551	4 / 2	.16	10
145 Marlin	2,700,000	2,995,000	695	3,882	5 / 3	.27	37
438 Laverne	2,800,000	3,277,000	797	3,513	4 / 3.5	.33	36
132 Del Casa	2,900,000	2,995,000	1,235	2,348	4 / 2	.14	7
63 Tamalpais	3,000,000	3,000,000	1,171	2,560	2 / 3.5	.63	0
401 Eldridge	3,050,000	3,295,000	886	3,440	3 / 2	.18	14
320 Montford	3,175,000	2,495,000	1,229	2,583	4 / 3	.19	11
299 Throckmorton	3,200,000	3,200,000	1,509	2,120	3 / 3	.24	56
29 Plymouth	3,300,000	3,150,000	1,675	1,970	4 / 2	.13	8
629 Northern	3,545,100	3,350,000	1,412	2,509	5 / 3	.27	7
95 Magee	3,650,000	4,500,000	917	3,978	5 / 2.5	1.46	283
7 Sarah	3,750,000	3,250,000	1,489	2,518	4 / 3	.34	2
398 N Ferndale	3,825,000	3,795,000	859	4,449	5 / 4	1.47	10
8 Ralston	3,950,000	4,599,000	1,028	3,840	5 / 5	.52	188
431 Wellesley	4,000,000	3,695,000	1,088	3,674	6 / 4.5	.57	7
906 Vernal	4,400,000	4,495,000	1,265	3,477	4 / 4	.25	26
27 Throckmorton	4,650,000	4,395,000	1,085	4,283	5 / 3.5	.47	8
95 Vasco	4,850,000	4,850,000	1,411	3,435	5 / 4.5	1.03	7
85 Sycamore	5,500,000	5,500,000	1,826	3,012	4 / 3.5	.15	0
219 W Blithedale	5,750,000	5,500,000	1,769	3,250	5 / 4	.24	0
45 Sycamore	6,200,000	4,900,000	2,077	2,984	4 / 2.5	.22	8
70 Kite Hill	6,250,000	6,250,000	1,405	4,448	5 / 3.5	1.88	11
125 Summit	6,757,000	6,250,000	2,268	2,978	5 / 3	.59	2
2 Summit	7,995,000	8,995,000	1,326	6,025	7 / 5	.24	21

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