MILLSTEIN MARKET REPORT

Ross Real Estate 1H 2025

The Ross real estate market gained notable momentum in the first half of 2025, with strong buyer competition, faster-moving properties, and a sharp increase in sales activity.

A total of 16 homes sold in the first half of 2025—up from just 9 in the same period last year—reflecting increased inventory and buyer confidence in this tightly held luxury market.

The average sale price landed at $3,787,000, slightly above the second half of 2024, as 43% of sales were for homes priced between $3 million and $4 million. The average price per square foot increased to $1,489, compared to $1,353 in late 2024.

Ross saw a striking increase in buyer competition:
• 62% of homes sold over asking, up from 22%.
• The average premium paid over list price jumped to 16%, from just 3% in late 2024.
• 56% of sales involved multiple offers, compared to only 22% in 2H 2024.

Another significant shift: 69% of homes went into escrow within 15 days, compared to just 22% previously—pointing to more decisive buyer action.

Ross continues to attract discerning buyers, as the overall market shows renewed energy and heightened competition heading into the second half of 2025.

 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 Ross
Market Overview

↑ **Homes Sold:** 16 vs. 9 in 1H 2024

↑ **Avg. Sale Price:** $3,787,000 vs. $3.7M in 2H 2024

↑ **Avg. $/Sq.Ft.:** $1,489 vs.$1,353 in 2H 2024

↑ **Sold Over Asking:** 62% vs. 22% in 2H 2024

↑ **Avg. % Over Asking:** 16% vs. 3% in 2H 2024

↑ **Multiple Offers:** 56% vs. 22% in 2H 2024

↑ **In Escrow ≤15 Days:** 69% vs.22% in 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
$1M-$2M	1	$1,545	1
$2M-$3M	5	$1,284	1
$3M-$4M	7	$1,391	0
$4M-$6M	1	$1,874	3
$6M-$10M	2	$2,217	2
Over $10M	0	-	2

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.

Ross Homes Sold

January-June 2025

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
35 Winship	1,345,000	1,400,000	1,545	870	2 / 2	.10	5
18 Sir Francis Dr.	2,082,000	1,649,000	694	3,000	5 / 4	.27	12
129 Bolinas	2,250,000	1,995,000	1,810	1,243	2 / 2.5	.16	12
10 Baywood	2,300,000	1,500,000	1,289	1,783	2 / 2	.22	11
25 Winship	2,500,000	2,195,000	1,549	1,613	2 / 2	.23	9
74 Wellington	2,750,000	2,695,000	1,076	2,555	3 / 3	.37	7
30 Wellington	3,250,000	2,750,000	1,552	2,093	4 / 2	.21	0
6 Morrison	3,250,000	2,950,000	1,203	2,700	4 / 3	.98	10
45 Wellington	3,400,000	3,889,000	1,621	2,097	4 / 3	.28	40
47 Willow	3,525,000	3,250,000	1,334	2,642	4 / 3	.25	8
114 Winding	3,800,000	4,295,000	887	4,280	4 / 3.5	.77	54
23 Wellington	3,850,000	3,495,000	1,467	2,624	4 / 3.5	.22	7
19 Allen	3,995,000	3,995,000	1,671	2,390	4 / 3	.21	32
186 Prospect	5,300,000	4,795,000	1,874	2,828	5 / 3.5	.33	7
65 Poplar	8,500,000	8,995,000	1,665	5,104	8 / 6.5	.34	29
20 Shady	8,500,000	8,500,000	2,589	3,283	5 / 4	.42	29

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

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