

MILLSTEIN MARKET REPORT

Sausalito Real Estate 1H 2025

Sausalito's housing market made a notable leap in the first half of 2025, with a sharp rise in sales activity and strong pricing metrics, reflecting renewed buyer interest and solid seller performance.

A total of 33 homes sold in the first half of the year—an impressive increase from just 19 in the same period in 2024. This uptick signals renewed demand for Sausalito properties, likely driven by its desirable waterfront location and proximity to San Francisco.

The average sale price rose to \$2,610,000, up from \$2.4 million in late 2024, while the average price per square foot dipped very slightly to \$1,117, down from \$1,124.

39% of homes sold over asking, a jump from 25% in the prior period, while the average premium over asking remained steady at 6%. However, multiple offer situations occurred in 30% of sales, down slightly from 35%, pointing to a more measured but still active competitive landscape.

Notably, 42% of homes went into escrow within 15 days, more than doubling the 20% recorded in late 2024—a strong indicator of increased buyer demand and faster closings.

Sausalito's mid-year performance reflects a market regaining strength, with more homes changing hands, firm pricing, and faster sales—all signs of positive momentum heading into the second half of the year.

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 Sausalito

Market Overview

↑ Homes Sold (over \$1M):	33 vs. 19 in 1H 2024
↑ Avg. Sale Price:	\$2,610,000 vs. \$2.4M in 2H 2024
↓ Avg. \$/Sq.Ft.:	\$1,117 vs. \$1,124 in 2H 2024
↑ Sold Over Asking:	39% vs. 25% in 2H 2024
= Avg. % Over Asking:	6% same as 2H 2024
↓ Multiple Offers:	30% vs. 35% in 2H 2024
↑ In Escrow ≤15 Days:	42% vs. 20% in 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
\$1M-\$2M	12	\$955	6
\$2M-\$3M	10	\$1,053	7
\$3M-\$4M	9	\$1,322	6
\$4M-\$5M	0	-	0
Over \$5M	2	\$1,405	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.

Sausalito 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
103 South	1,310,000	1,450,000	1,075	1,218	2 / 2	.07	137
215 South	1,340,000	1,750,000	1,004	1,334	2 / 1	.11	211
88 Main	1,350,000	1,600,000	693	1,948	3 / 3.5	.17	199
505 Pine	1,458,000	1,499,000	1,087	1,341	2 / 2	.03	47
619 Main	1,503,000	1,395,000	1,946	772	2 / 1	.06	8
109 West	1,600,000	2,500,000	588	2,717	4 / 4	.10	135
32 Arana	1,650,000	1,798,000	824	2,002	2 / 2.5	.16	120
20 Rose	1,755,150	1,750,000	1,125	1,560	3 / 2	.08	1
35 Wolfback	1,850,000	3,500,000	867	2,157	1 / 2.5	.45	177
95 Monte Mar	1,875,000	1,925,000	1,200	1,562	3 / 2.5	.28	29
277 Santa Rosa	2,000,000	1,995,000	829	2,412	3 / 2.5	.02	3
73 Marie	2,050,000	1,900,000	1,289	1,590	3 / 2	.12	10
616 Locust	2,060,000	1,897,000	1,476	1,395	2 / 2	.07	22
83 Princess	2,200,000	2,400,000	1,157	1,901	2 / 2.5	.44	23
49 Cable Roadway	2,440,000	2,300,000	751	3,246	5 / 3	.15	8
47 Crecienta	2,520,000	2,375,000	833	3,025	4 / 2.5	.28	8
104 4th	2,525,000	2,650,000	1,134	2,226	4 / 4	.02	20
10 Wray	2,600,000	2,850,000	943	2,755	4 / 2	.15	16
77 Prospect	2,600,000	2,495,000	967	2,686	5 / 3.5	.20	18
110 Cloud View	2,950,000	2,950,000	1,152	2,559	3 / 3	.12	0
311 2nd	3,000,000	3,495,000	1,463	2,050	3 / 2.5	.07	16
33 Wray	3,025,000	2,695,000	1,346	2,247	3 / 2	.17	8
35 Edwards	3,050,000	2,998,000	1,241	2,457	3 / 2.5	.15	6
39 Prospect	3,060,000	3,300,000	1,355	2,257	2 / 2	.28	0
7 William	3,200,000	2,795,000	1,359	2,254	3 / 2.5	.16	13
4 Cloud View	3,200,000	3,200,000	1,468	2,179	3 / 2	.16	4
66 Toyon	3,275,000	3,150,000	1,041	3,144	4 / 3.5	.21	0
111 Central	3,550,000	3,895,000	1,241	2,860	4 / 3.5	.13	47
505 Johnson	3,800,000	3,987,000	1,381	2,750	3 / 3	.10	48
109 Cloud View	6,600,000	6,495,000	1,783	3,700	4 / 4.5	.12	0
190 Harrison	7,500,000	7,750,000	1,026	7,308	5 / 4.5	.22	147

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