

# MILLSTEIN MARKET REPORT

## Tiburon Real Estate 1H 2025

The Tiburon real estate market remained active and resilient through the first half of 2025, with strong overall sales activity and solid pricing, despite some signs of softening buyer competition.

Tiburon saw a notable 48 homes sold in the first half of the year, up from 38 during the same period in 2024, reflecting increased market activity and buyer engagement. The average sale price rose to \$4,189,000, compared to \$3.5 million in the second half of 2024 as more expensive homes sold.

While the average price per square foot dipped slightly to \$1,256, down from \$1,263, the overall pricing strength reflects a market that continues to perform well particularly at the high end.

31% of homes sold over asking, just above the 30% seen previously, and 38% of properties went into escrow within 15 days, a healthy jump from 27%. However, buyer competition eased slightly: only 23% of homes received multiple offers, compared to 40% in late 2024, and the average premium over asking fell to 6%, down from 7%.

Overall, the Tiburon market is showing signs of balance—strong pricing and buyer activity, with a gradual cooling in aggressive bidding behavior. Motivated sellers with well-priced homes are still seeing results, especially when properties are move-in ready and well presented.

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 Tiburon

#### Market Overview

↑	Homes Sold:	48 vs. 38 in 1H 2024
↑	Avg. Sale Price:	\$4,189,000 vs. \$3.5M in 2H 2024
↓	Avg. \$/Sq.Ft.:	\$1,256 vs. \$1,263 in 2H 2024
↑	Sold Over Asking:	31% vs. 30% in 2H 2024
↓	Avg. % Over Asking:	6% vs. 7% in 2H 2024
↓	Multiple Offers:	23% vs. 40% in 2H 2024
↑	In Escrow ≤15 Days:	38% vs. 27% in 2H 2024

Price Range	Homes Sold	Avg. Price/ Sq. Ft.	Homes Sold (1H 2024)
\$1M-\$2M	4	\$1,257	4
\$2M-\$3M	9	\$1,221	9
\$3M-\$4M	14	\$1,214	5
\$4M-\$5M	8	\$1,265	8
\$5M-\$7M	10	\$1,253	9
Over \$7M	3	\$1,546	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.

# Tiburon 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
101 Round Hill	1,200,000	1,195,000	731	1,640	3 / 1.5	.53	3
341 Karen	1,535,000	1,535,000	1,525	1,006	3 / 1	.18	0
17 Venus	1,750,000	1,750,000	1,127	1,552	3 / 2	.23	23
30 Mercury	1,900,000	1,977,000	1,643	1,156	3 / 2	.16	3
263-265 Diviso	2,250,000	2,377,000	837	2,688	3 / 3	.20	31
50 Pine Terr.	2,250,000	2,195,000	1,614	1,394	3 / 2	.13	20
688 Hilary	2,310,000	2,310,000	1,505	1,534	3 / 2	.18	39
1711 Mar West	2,375,000	2,500,000	1,208	1,966	3 / 1	.09	23
202 Trestle Glen	2,375,000	2,400,000	1,349	1,760	2 / 2.5	.55	15
650 Hilary	2,510,000	2,495,000	930	2,697	5 / 3	.28	8
536 Comstock	2,550,000	1,975,000	1,379	1,848	4 / 2	.25	5
493 Irving	2,600,000	2,577,000	1,280	2,030	3 / 2	.23	7
35 Norman	2,877,000	3,177,000	885	3,250	3 / 2.5	.52	32
2323 Spanish Trail	3,050,000	3,600,000	1,364	2,235	3 / 2	.69	33
95 Round Hill	3,150,000	3,100,000	913	3,450	4 / 2.5	.63	29
228 Trinidad	3,250,000	3,195,000	1,202	2,702	4 / 3	.25	25
136 Avenida Miraflores	3,250,000	2,895,000	936	3,470	3 / 3	.26	8
2355-2355B Paradise	3,350,000	3,725,000	1,058	3,165	4 / 3	.18	302
65 Mercury	3,375,000	3,495,000	1,415	2,384	4 / 3	.18	49
3175 Paradise	3,450,000	3,495,000	1,311	2,631	3 / 3	1.5	0
1810 Mountain View	3,500,000	3,275,000	1,181	2,962	3 / 3	.50	18
1 Felipa	3,550,000	3,495,000	1,307	2,715	4 / 3	.22	4
1 Corte Palos Verdes	3,677,000	3,777,000	1,310	2,799	4 / 2.5	.29	22
205 Martinique	3,675,000	3,850,000	1,308	2,808	4 / 2.5	.25	15
94 Trinidad	3,750,000	4,250,000	1,091	3,436	4 / 3.5	.27	44
46 Lower North	3,795,000	3,795,000	1,164	3,260	5 / 5	.26	25
32 Via Los Altos	4,000,000	4,650,000	739	5,410	5 / 6.5	.40	18
55 Monterey	4,150,000	4,250,000	976	4,248	5 / 4.5	.65	22
3 Mateo	4,280,000	4,399,500	1,511	2,831	4 / 3	.52	26
116 Barn	4,500,000	4,995,000	1,470	3,060	4 / 3	.46	57
2318 Mar East	4,507,000	4,500,000	1,681	2,680	3 / 3	.11	15
3550 Paradise	4,550,000	3,600,000	1,629	2,792	2 / 3	1.90	103
4589 Paradise	4,700,000	4,995,000	1,243	3,780	4 / 3.5	1.09	0
1 Heathcliff	4,900,000	5,500,000	872	5,619	4 / 4.5	.41	272
105 Geldert	5,100,000	4,995,000	1,534	3,323	4 / 3.5	.86	38
43 Meadow	5,151,000	5,395,000	1,457	3,533	4 / 2.5	.33	29
2390 Paradise	5,650,000	5,995,000	1,026	5,504	5 / 6.5	.28	58
205 Taylor	5,677,000	5,877,000	1,227	4,625	6 / 6	.77	23
18 Warrens	5,850,000	5,995,000	1,130	5,175	6 / 5	1.89	4
166 Rock Hill	5,900,000	6,277,000	1,324	4,455	4 / 3.5	.51	96
149 Jamaica	6,500,000	6,750,000	1,343	4,838	4 / 4.5	.25	9
6 Saint Gabrielle	6,500,650	5,995,000	1,193	5,449	4 / 3.5	.44	9
3348 Paradise	6,945,000	6,939,000	1,046	6,634	5 / 6	1.04	33
8 Audrey	7,000,000	7,725,000	1,467	4,770	3 / 3.5	.46	32
1 Place Moulin	9,700,000	10,500,000	1,212	8,000	6 / 7.6	.51	42
135 Antonette	12,000,000	12,898,000	1,960	6,120	5 / 5.5	1.03	14

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