

MILLSTEIN MARKET REPORT

Greenbrae Real Estate Year-End 2025

The Greenbrae market in 2025 reflected a clear shift toward normalization after several years of heightened activity. Overall sales volume declined, signaling a more selective and measured market, yet home values remained notably resilient.

Despite fewer transactions, average sale prices held steady year over year, underscoring Greenbrae's continuing appeal and limited supply. Buyers, however, became more price-conscious, as reflected in the decrease in average price per square foot. This suggests a market that is still strong, but less forgiving of overpricing.

Competitive intensity softened as the year progressed. A smaller share of homes sold over asking, fewer properties received multiple offers, and homes took longer to go into escrow—particularly in the second half of the year. These trends point to buyers exercising greater patience and discretion.

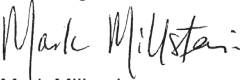
That said, demand was strong for homes that were well-prepared, strategically priced, and well-located, as buyers responded aggressively. In fact, the average premium paid over asking slightly

increased in the latter half of the year, highlighting a continued willingness to compete for standout properties.

In summary, 2025 marked a transition to a more balanced market in Greenbrae—one where thoughtful pricing and presentation mattered more than ever. While the pace slowed, the fundamentals remained strong, setting the stage for a steady and predictable market moving into 2026.

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 Real Estate Activity in Greenbrae Market Overview

↓ Homes Sold (over \$1M):	32 vs. 39 in 2024
= Avg. Sale Price:	\$2,324,000 same as 2024
↓ Avg. \$/Sq.Ft.:	\$973 vs. \$1,042 in 2024
↓ Sold Over Asking:	36% in 2H 2025 vs. 44% in 1H 2025
↑ Avg. % Over Asking:	7.8% in 2H 2025 vs. 7% in 1H 2025
↓ Multiple Offers:	28% in 2H 2025 vs. 38% in 1H 2025
↓ In Escrow ≤15 Days:	36% in 2H 2025 vs. 61% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
\$1M-\$2M	7	\$854	7
\$2M-\$3M	5	\$982	7
\$3M-\$4M	2	\$1,150	3
\$4M-\$5M	0	-	1



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.

Greenbrae Homes Sold

July-December 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
296 N Almenar	1,315,000	1,500,000	859	1,530	3 / 2	. 24	121
249 N Almenar	1,510,000	1,527,000	1,104	1,367	3 / 2	. 26	8
90 Corte Placita	1,675,000	1,695,000	991	1,690	3 / 3	. 18	51
40 Corte Potencia	1,720,000	1,795,000	866	1,984	4 / 2	. 33	27
305 N Almenar	1,725,000	2,150,000	631	2,731	4 / 4	. 19	84
325 Via La Cumbre	1,850,000	1,950,000	625	2,960	3 / 3.5	. 25	193
225 N Almenar	1,900,000	1,595,000	899	2,113	3 / 2	. 19	6
81 Corte Gracitas	2,100,000	1,895,000	1,151	1,824	4 / 2	. 35	6
60 Corte De Sabla	2,250,000	2,325,000	868	2,590	4 / 3	. 18	21
356 Brentano	2,400,000	2,200,000	1295	1,842	3 / 2	. 24	17
299 Via Barranca	2,600,000	2,800,000	743	3,499	5 / 4	. 55	17
66 La Questa	2,900,000	2,895,000	852	3,400	5 / 4.5	. 79	8
321 N Almenar	3,100,000	3,150,000	1240	2,500	4 / 3.5	. 19	21
59 Almenar	3,200,000	3,195,000	1,060	3,017	4 / 3.5	. 23	11

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