MILLSTEIN MARKET REPORT

Kentfield Real Estate Year-End 2025

Kentfield's market in 2025 reflected a more deliberate buyer pool and slightly reduced urgency. Transaction volume softened from the prior year, signaling a market defined more by intention, as buyers became increasingly selective at the upper end. Notably, sales of homes priced above $5 million declined by more than 50%, with 8 homes sold compared to 20 in 2024.

While the average sale price adjusted from 2024's peak levels, pricing on a per-square-foot basis remained robust—underscoring the enduring premium placed on Kentfield's architectural quality, privacy, and exceptional setting. Buyers continued to reward well-designed homes in prime locations, particularly those offering turnkey condition and thoughtful upgrades.

Competitive intensity moderated in the second half of the year, with fewer properties selling over asking and longer timelines to secure escrow. However, the consistency of multiple-offer activity and steady premiums paid above list price illustrate a market where standout properties still command decisive action. When value, presentation, and pricing aligned, buyers were willing to compete.

In essence, 2025 marked a return to a more balanced market—one driven by fundamentals rather than frenzy. Sellers who approached the market with precision and realism achieved strong outcomes, while buyers benefited from a more measured pace without sacrificing quality. As 2026 approaches, Kentfield remains firmly positioned as a premier enclave where long-term value and lifestyle continue to define demand.

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 Kentfield

Market Overview

↓	Homes Sold:	63 vs. 70 in 2024
↓	Avg. Sale Price:	$3,509,000 vs. $3.9M in 2024
↓	Avg. $/Sq.Ft.:	$1,119 vs. $1,221 in 2024
↓	Sold Over Asking:	27% in 2H 2025 vs. 41% in 1H 2025
=	Avg. % Over Asking:	8% in 2H 2025 same as 1H 2025
=	Multiple Offers:	24% in 2H 2025 same as in 1H 2025
↓	In Escrow ≤15 Days:	30% in 2H 2025 vs.55% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
$1M-$2M	6	$893	7
$2M-$3M	12	$967	6
$3M-$4M	7	$1,030	8
$4M-$5M	5	$1,181	4
$5M-$6M	1	$1,224	0
Over $6M	3	$1,364	4

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.

Kentfield Homes Sold

July-December 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
160 Hillside	1,500,000	1,595,000	694	2,160	3 / 3	.27	99
3 Coronet	1,600,000	1,995,000	696	2,291	3 / 2.5	. 53	66
15 Stetson	1,805,000	1,795,000	1,377	1,310	3 / 2	.10	11
70 Black Log	1,850,000	2,300,000	690	2,678	4 / 2.5	.34	91
2 Fern	1,900,000	1,900,000	977	1,944	3 / 3	.15	13
11 Stetson	1,995,000	1,995,000	919	2,170	4 / 3	.16	19
45 Laurel Grove	2,195,000	2,200,000	647	3,388	4 / 4.5	.33	7
4 Coronet	2,200,000	2,200,000	773	2,844	5 / 3	.39	1
11 Berens	2,265,000	2,395,000	1,547	1,464	3 / 2	.15	46
6 Berens	2,315,000	2,200,000	1,467	1,578	3 / 2	.14	19
55 Tamalpais	2,400,000	2,575,000	715	3,353	4 / 4	.22	21
9 Fay	2,450,000	1,995,000	1,212	2,020	3 / 2	.29	8
72 Quisisana	2,470,000	2,795,000	832	2,967	4 / 2.5	.22	36
36 McAllister	2,475,000	2,995,000	1,329	1,861	3 / 2.5	.13	132
630 Goodhill	2,552,000	1,995,000	875	2,915	3 / 2	1.22	9
131 Hankin	2,675,000	2,400,000	871	3,068	4 / 3.5	.6	8
120 Hankin	2,780,000	3,395,000	817	3,400	5 / 3	.3	48
37 Ross Terrace	2,900,000	2,995,000	882	3,286	3 / 3.5	.10	40
295 Crown	3,105,000	2,995,000	961	3,230	4 / 3.5	.51	7
38 Spring	3,200,000	3,450,000	888	3,602	4 / 4	1.15	51
211 Laurel Grove	3,400,000	3,995,000	991	4,100	5 / 3.5	.39	72
1 Rosebank	3,450,000	3,495,000	991	3,481	5 / 3.5	.16	20
70 Westwood	3,750,000	4,695,000	914	4,100	5 / 4.5	1.16	88
14 Kentdale	3,900,000	4,995,000	938	4,155	5 / 4.5	.29	153
51 Laurel Grove	4,000,000	4,650,000	1,194	3,350	4 / 3	.24	77
25 Mann	4,000,000	3,995,000	945	4,230	8 / 4	1.38	13
234 Evergreen	4,055,000	3,750,000	1,183	3,426	3 / 2.5	.50	20
101 Laurel Grove	4,250,000	1,800,000	1,490	2,852	3 / 2.5	.48	9
316 Goodhill	4,900,000	5,295,000	1,093	4,481	5 / 5	.50	26
37 Rancheria	5,099,700	5,500,000	1,224	4,166	6 / 4.5	.59	42
656 Goodwill	6,300,000	6,995,000	1,113	5,657	5 / 4.5	1.14	62
7 Turnagain	8,075,000	8,995,000	1,523	5,301	6 / 6	.82	35
69 Rock	12,500,000	13,500,000	1,456	8,585	5 / 7	.99	132

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

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