

MILLSTEIN MARKET REPORT

Larkspur Real Estate Year-End 2025

The Larkspur market in 2025 transitioned into a more measured and deliberate phase. Overall activity slowed from the prior year, reflecting a shift away from urgency and toward more intentional decision-making among buyers. Notably, sales of homes priced between \$2 million and \$3 Million fell to half of 2024 levels.

Home values remained resilient despite the reduction in sales volume. While headline pricing showed only modest movement, buyers continued to assign greater value to well-located and well-designed homes, as evidenced by sustained strength on a price-per-square-foot basis. This points to ongoing confidence in Larkspur's long-term desirability and lifestyle appeal.

Competitive conditions eased notably as the year progressed. Fewer homes attracted bidding wars, escalation above list price became more restrained, and marketing timelines lengthened—particularly in the second half of the year. Buyers demonstrated greater patience and selectivity, carefully weighing value and condition before committing.

That said, demand did not soften. Well-prepared homes in prime locations continued to generate multiple offers and timely escrows, reinforcing that quality and pricing strategy remained decisive factors. Entering 2026, Larkspur appears positioned for a balanced market—one defined less by speed and more by thoughtful alignment between buyers and sellers.

Best Regards,



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2025 Real Estate Activity in Larkspur Market Overview

↓	Homes Sold:	56 vs. 68 in 2024
=	Avg. Sale Price:	\$2,900,000 same as 2024
↑	Avg. \$/Sq.Ft.:	\$1,289 vs. \$1,212 in 2024
↓	Sold Over Asking:	27% in 2H 2025 vs. 65% in 1H 2025
↓	Avg. % Over Asking:	6.5% in 2H 2025 vs. 16% in 1H 2025
↓	Multiple Offers:	42% in 2H 2025 vs. 55% in 1H 2025
↓	In Escrow ≤15 Days:	35% in 2H 2025 vs. 69% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
\$1M-\$2M	9	\$1,334	8
\$2M-\$3M	8	\$1.172	10
\$3M-\$4M	5	\$1,389	4
\$4M-\$5M	3	\$1,570	4
Over \$5M	1	\$1,862	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.

Larkspur Homes Sold

July-December 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
173 Marina Vista	1,020,000	1,073,000	666	1,531	3 / 3	.17	80
133 King	1,050,000	1,150,000	1,148	914	3 / 2	.11	50
25 Boardwalk	1,150,194	1,499,000	668	1,721	3 / 2	.15	125
39 Bridge	1,195,000	1,295,000	998	1,197	1 / 1	.16	54
129 Piedmont	1,225,000	1,095,000	679	1,804	2 / 1	.37	8
7 Ardmore	1,267,500	1,295,000	1,722	736	3 / 2	.25	34
7 Walnut	1,550,000	1,669,000	1,036	1,496	3 / 2.5	.59	61
246 Madrone	1,700,000	2,095,000	799	2,127	4 / 3	.15	38
23 Sunrise	1,850,000	1,895,000	884	2,091	1 / 2	.22	33
19 Dartmouth	2,175,000	2,295,000	1,329	1,636	2 / 1	.17	17
271 Wilson	2,250,000	2,095,000	871	2,583	2 / 2	.24	5
15 Crystal Creek	2,425,000	2,295,000	1,052	2,303	3 / 2	.10	10
254 Riviera	2,500,000	2,695,000	1,240	2,015	4 / 3	.25	41
202 Riviera	2,600,000	2,850,000	1,108	2,345	4 / 2	.50	42
334 Riviera	2,675,000	2,995,000	1,255	2,130	3 / 2.5	.26	46
50 Sandy Creek	2,835,000	2,795,000	1,064	2,664	4 / 3	.14	7
317 Holcomb	2,900,000	2,595,000	1,458	1,989	4 / 3	.11	5
8 Loma Vista	3,200,000	3,500,000	1,065	3,003	2 / 2	.25	1
11 Heather	3,350,000	3,450,000	1,445	2,317	4 / 2.5	.12	47
395 Elm	3,450,000	3,595,000	1,184	2,912	4 / 2.5	.12	41
225 W Baltimore	3,900,000	3,650,000	1,766	2,208	4 / 3.5	.13	7
22 Orchard	4,300,000	4,277,000	1,695	2,536	4 / 3	.18	7
429 Elm	4,500,000	5,995,000	1,326	3,393	4 / 2.5	.27	140
402 Alexander	4,556,000	4,998,000	1,688	2,703	4 / 3.5	.16	64
111 William	5,995,000	5,995,000	1,862	3,219	4 / 2.5	.15	10

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