

MILLSTEIN MARKET REPORT

Mill Valley Real Estate Year-End 2025

The Mill Valley market remained active and resilient in 2025, with a slight increase in transactions compared to 2024 reflecting sustained buyer interest and broad market participation. Sales activity was largely unchanged across most price ranges, with modest growth in the \$1–\$2 million segment, where sales rose by 10% year over year.

Pricing trends moved slightly upward, supported by consistent demand and Mill Valley’s enduring appeal as a lifestyle-driven community.

As the year progressed, the market shifted into a more balanced rhythm. While competitive intensity eased slightly—evidenced by fewer multiple-offer situations and longer decision timelines—buyers continued to compete assertively for well-positioned homes. Notably, when competition did occur, it was decisive, with stronger price premiums emerging for properties that aligned closely with buyer expectations.

Overall, 2025 underscored Mill Valley’s position as one of Marin’s most dynamic housing markets. Demand remained healthy, pricing held firm, and success increasingly favored homes that combined thoughtful preparation, strategic pricing, and compelling location.

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 Mill Valley Market Overview

↑ Homes Sold (over \$1M):	293 vs. 270 in 2024
= Avg. Sale Price:	\$2,6M same as 2024
↑ Avg. \$/Sq.Ft.:	\$1,123 vs. \$1,118 in 2024
↓ Sold Over Asking:	53% in 2H 2025 vs. 57% in 1H 2025
↑ Avg. % Over Asking:	18% in 2H 2025 vs. 10% in 1H 2025
↓ Multiple Offers:	40% in 2H 2025 vs. 47% in 1H 2025
↓ In Escrow ≤15 Days:	52% in 2H 2025 vs. 65% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
\$1M-\$2M	57	\$1,024	45
\$2M-\$3M	45	\$1,143	39
\$3M-\$4M	24	\$1,078	22
\$4M-\$5M	7	\$1,433	7
\$5M-\$6M	4	\$1,287	6
Over \$6M	4	\$1,675	7



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.

Mill Valley Homes Sold

July-December 2025 (select list)

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
362 Pine Hill	1,550,000	1,425,000	1,022	1,516	3 / 2	.20	12
315 Sycamore	1,625,000	1,495,000	1,556	1,044	2 / 2	.14	9
486 Throckmorton	1,680,000	1,650,000	1,564	1,074	3 / 2	.14	4
317 Ross	1,770,000	1,498,000	1,199	1,476	3 / 2	.17	11
723 Alta Vista	1,800,000	1,795,000	1,232	1,460	3 / 2	.14	41
333 Lowell	1,800,000	1,795,000	939	1,915	4 / 3	.13	9
363 Marion	1,899,888	2,118,000	709	2,676	3 / 2	.13	90
128 Walnut	1,950,000	1,795,000	1,884	1,035	3 / 2	.11	15
354 Starling	1,950,000	1,895,000	1,333	1,462	4 / 3	.14	5
1 Carolyn	2,000,000	2,130,000	1,005	1,990	4 / 2	.26	22
169 Kipling	2,001,000	1,795,000	1,134	1,764	3 / 2	.18	10
2 Una	2,025,000	1,895,000	1,169	1,732	4 / 2.5	.15	14
99 Janes	2,050,000	2,495,000	1,084	1,890	4 / 2.5	.33	68
269 Corte Madera	2,100,000	2,739,000	954	2,200	3 / 2	.24	151
3 Wainwright	2,150,000	2,300,000	1,128	1,906	4 / 2	.43	73
500 Ralston	2,250,000	2,200,000	922	2,439	3 / 3.5	1.28	7
230 Del Casa	2,270,000	2,495,000	1,241	1,829	2 / 2	.21	17
129 Cascade	2,300,000	2,350,000	1,392	1,652	3 / 2	.47	85
154 Elm	2,300,000	1,875,000	2,147	1,071	5 / 3.5	.16	12
216 Laverne	2,325,000	2,150,000	1,550	1,500	3 / 2	.19	4
239 Sycamore	2,400,000	2,495,000	1,073	2,235	5 / 2.5	.16	20
27 Cottage	2,450,000	2,395,000	1,197	2,046	3 / 2	.13	11
15 Glen	2,473,000	2,695,000	1,143	2,163	3 / 3.5	.25	83
47 Coronet	2,498,000	2,785,000	971	2,571	3 / 2	.27	55
107 La Goma	2,500,000	2,200,000	1,325	1,886	3 / 3	.19	10
137 W. Blithedale	2,525,000	2,295,000	1,480	1,705	4 / 2	.11	8
975 Green Hill	2,825,000	2,895,000	1,345	2,100	5 / 3	.16	41
268 E. Blithedale	2,900,000	2,995,000	1,130	2,565	4 / 3.5	.14	50
129 Morning Sun	2,900,000	2,795,000	1,037	2,795	4 / 2	.24	12
402 Eldridge	3,110,000	3,695,000	1,052	2,955	2 / 3.5	.38	119
205 Eleanor	3,325,000	3,295,000	1,002	3,318	3 / 2	.25	3
119 Sunnyside	3,400,000	3,295,000	1,470	2,312	4 / 3	.11	7
35 Bernard	3,650,000	3,495,000	1,382	2,640	3 / 3	.09	6
14 Magdalena	3,650,000	3,650,000	1,282	2,846	4 / 2	.40	0
87 Oakdale	3,675,000	3,995,000	1,193	3,345	5 / 3	.21	84
210 Laverne	3,750,000	3,495,000	1,450	2,585	5 / 2.5	.25	7
119 Marguerite	3,800,000	5,495,000	803	4,730	4 / 3	.28	114
145 Great Circle	3,800,000	3,795,000	1,262	3,009	5 / 4	.21	0
18 Egret	3,880,000	4,450,000	1,102	3,520	5 / 5	.51	66
17 Eton	4,100,000	3,995,000	1,389	2,950	6 / 4.5	.79	18
271 Oakdale	4,125,000	3,995,000	1,636	2,521	4 / 4	.13	1
56 Locust	4,200,000	3,850,000	1,827	2,298	5 / 3.5	.13	5
44 Mirabel	4,695,000	4,695,000	1,084	4,330	5 / 4.5	.28	79
15 Stetson	5,722,500	5,722,500	1,233	4,638	4 / 3.5	.34	0
75 Buena Vista	5,800,000	5,995,000	1,427	4,064	5 / 4	.09	31
475 Molino	5,825,000	5,595,000	983	5,925	4 / 2.5	.48	70
4 Lovell	6,200,000	7,000,000	1,724	3,595	5 / 3.5	.19	45
51 Walnut	6,300,000	6,500,000	1,965	3,206	5 / 3	.18	0
11 Via Vandyke	6,800,000	6,798,000	1,170	5,809	7 / 5	2.64	12
431 E. Strawberry	10,625,000	18,000,000	1,839	5,775	7 / 5	.72	453

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

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