MILLSTEIN MARKET REPORT

Ross Real Estate Year-End 2025

The Ross market in 2025 demonstrated a compelling blend of increased activity and active buyer behavior. Transaction volume increased meaningfully from the prior year, signaling more engagement of qualified buyers drawn to Ross's rare combination of privacy, architectural distinction, and enduring prestige—even as headline pricing adjusted from peak levels. Notably, ten homes sold in the $3 million to $4 million range, compared to just two in 2024.

While average sale prices moderated year over year, pricing strength on a per-square-foot basis remained elevated, reinforcing the premium buyers place on Ross homes that deliver exceptional design, scale, and setting. Demand was most pronounced for properties that aligned with modern luxury expectations while preserving the town's timeless character.

Competitive dynamics softened modestly in the second half of the year, with fewer multiple bidding scenarios and reduced escalation above the asking price. Nevertheless, competition remained decisive for standout properties. Nearly half of Ross homes continued to sell above list price, and a significant portion moved into escrow within the first two weeks—clear indicators of liquidity and buyer conviction when value and quality converged.

Buyers approached the market with discipline, sellers were rewarded for precise pricing, and high-quality inventory continued to transact efficiently. Looking ahead, Ross remains firmly positioned as one of Marin's most exclusive enclaves, where scarcity, lifestyle, and long-term value continue to underpin 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 Ross

Market Overview

↑	**Homes Sold:**	29 vs. 18 in 2024
↓	**Avg. Sale Price:**	$4,457,000 vs. $5.1M in 2024
↓	**Avg. $/Sq.Ft.:**	$1,438 vs. $1,563 in 2024
↓	**Sold Over Asking:**	46% in 2H 2025 vs. 62% in 1H 2025
↓	**Avg. % Over Asking:**	10% in 2H 2025 vs. 16% in 1H 2025
↓	**Multiple Offers:**	38% in 2H 2025 vs. 56% in 1H 2025
=	**In Escrow ≤15 Days:**	69% in 2H 2025 same as 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
$1M-$2M	2	$942	1
$2M-$3M	3	$1,084	5
$3M-$4M	3	$1,368	7
$4M-$6M	1	$1,907	1
$6M-$10M	2	$1,670	2
Over $10M	2	$1,697	0

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.

Ross 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
74 Sir Francis Drake	1,400,000	1,395,000	686	2,040	4 / 3	.25	25
20 Southwood	1,750,000	1,500,000	1,198	1,460	3 / 2	.20	15
31 Baywood	2,200,000	2,595,000	1,019	2,157	4 / 3	.50	50
40 Wellington	2,375,000	2,150,000	1,344	1,767	3 / 2	.13	7
57 Sir Francis Drake	2,500,000	2,295,000	889	2,810	3 / 3.5	.33	13
7 Shanley	3,100,000	2,650,000	1,422	2,179	3 / 2	.21	7
6 Shanley	3,495,000	3,495,000	1,312	2,662	4 / 2.5	.21	0
16 Redwood	3,500,000	3,995,000	1,369	2,555	4 / 2.5	.29	3
105 Upper	5,100,000	5,150,000	1,907	2,673	4 / 3	1.0	10
30 Hill	6,500,000	9,995,000	942	6,900	7 / 7	.82	82
3 Southwood	9,550,000	8,995,000	2,398	3,981	5 / 3.5	.46	4
2 Canyon	11,500,000	11,500,000	1,865	6,166	5 / 5.5	.96	6
5 Makin	15,700,000	19,995,000	1,529	10,265	6 / 9	1.42	149

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

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