

MILLSTEIN MARKET REPORT

Sausalito Real Estate Year-End 2025

The Sausalito market in 2025 experienced a notable resurgence in activity, reflecting renewed buyer engagement and improved market confidence compared to the prior year. A 77% increase in transaction volume from 2024 signaled broader participation, particularly among buyers drawn to Sausalito's unique blend of waterfront living, walkable neighborhoods, and proximity to San Francisco. Sales volume increased by nearly 50% across most price ranges, with the exception of homes priced above \$4 million, where 8 properties sold compared to just 2 in 2024.

Home values remained well supported. While overall pricing showed moderate appreciation, pricing on a per-square-foot basis stayed relatively stable, indicating a market that rewarded location, view orientation, and condition rather than broad-based price acceleration. Buyers demonstrated a willingness to pay premiums for homes that delivered distinctive lifestyle attributes.

Competitive dynamics evolved as the year progressed. Although fewer homes sold over asking in the second half of the year, buyer behavior became more decisive. Multiple-offer situations increased,

and the average premium paid above list price rose meaningfully—suggesting sharper competition for well-positioned properties. Marketing timelines remained consistent, reinforcing steady demand without excess urgency.

Overall, 2025 reflected a healthier and more balanced market in Sausalito—one characterized by active participation, selective competition, and sustained interest in high-quality offerings. As the market moves into 2026, Sausalito appears well positioned for continued stability, supported by lifestyle appeal and continued demand.

Best Regards,



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2025 Real Estate Activity in Sausalito Market Overview

↑ Homes Sold (over \$1M):	64 vs. 36 in 2024
↑ Avg. Sale Price:	\$2,678,000 vs. \$2.4M in 2024
↓ Avg. \$/Sq.Ft.:	\$1,098 vs. \$1,105 in 2024
↓ Sold Over Asking:	28% in 2H 2025 vs. 39% in 1H 2025
↑ Avg. % Over Asking:	10.7% in 2H 2025 vs. 6% in 1H 2025
↑ Multiple Offers:	44% in 2H 2025 vs. 30% in 1H 2025
↑ In Escrow ≤15 Days:	43% in 2H 2025 vs. 42% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
\$1M-\$2M	11	\$876	11
\$2M-\$3M	11	\$1,058	10
\$3M-\$4M	4	\$1,259	9
\$4M-\$5M	5	\$1,414	0
Over \$5M	1	\$1,087	2



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.

Sausalito 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
31 Buckalew	1,055,000	1,098,000	582	1,812	4 / 2	.20	60
54 Buckalew	1,155,000	995,000	925	1,248	4 / 2	.45	10
810 Spring	1,325,000	1,195,000	895	1,480	3 / 2	.14	14
24-26 Maria	1,366,000	995,000	758	1,802	2 / 4	.11	2
290 Currey	1,515,000	1,495,000	1,062	1,425	2 / 1	.18	18
192 Spencer	1,750,000	1,999,999	784	2,232	3 / 2.5	.18	109
42 Lincoln	1,810,000	1,810,000	783	2,309	3 / 2.5	.14	85
807 Spring	1,865,000	1,875,000	1,087	1,715	3 / 2	.21	1
184 Santa Rosa	1,875,000	1,995,000	903	2,076	3 / 2.5	.19	35
254 Santa Rosa	1,900,000	2,095,000	689	2,756	3 / 3	.14	58
99 Glen	1,995,000	1,995,000	1,166	1,710	4 / 3	.12	23
350 Sausalito	2,125,000	2,495,000	787	2,700	4 / 4.5	.15	140
90 George	2,150,000	2,250,000	800	2,686	4 / 3.5	.17	44
15 Sausalito	2,152,000	2,250,000	1,202	1,790	4 / 2.5	.11	19
40 Currey	2,275,000	2,300,000	882	2,578	2 / 2.5	.17	18
40 Crecienta	2,300,000	2,198,000	1,136	2,024	3 / 2	.22	13
93 Crescent	2,315,000	2,595,000	1,024	2,260	3 / 2.5	.10	147
40 Vista Clara	2,350,000	2,350,000	932	2,520	4 / 3	.25	24
154 Cloud View	2,400,000	2,500,000	1,063	2,257	3 / 3	.50	0
231 Cazneau	2,600,000	3,295,000	1,092	2,380	4 / 3.5	.14	98
81 Cazneau	2,800,000	2,995,000	1,473	1,900	3 / 2.5	.09	40
274 Glen	3,025,000	2,995,000	1,466	2,063	3 / 2.5	.09	1
10 Laurel	3,300,000	3,595,000	831	3,968	4 / 5	.28	30
433 Bridgeway	3,395,000	3,595,000	1,093	3,105	4 / 5	.11	109
22 Alexander	3,850,000	4,900,000	1,195	3,220	3 / 2.5	.12	161
70 Currey	4,150,000	4,195,000	1,363	3,044	4 / 2.5	.15	14
36 Prospect	4,300,000	3,897,000	1,575	2,730	3 / 3	.18	7
260 Spencer	4,600,000	4,895,000	975	4,715	5 / 5	.27	36
4 Bulkley	4,630,000	4,895,000	1,531	3,024	5 / 4.5	.15	113
15 Prospect	4,750,000	4,498,000	1,625	2,922	3 / 5	.26	12
3 Wolfback Ridge	7,077,500	7,950,500	1,087	6,506	5 / 5.5	.69	497

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