

MILLSTEIN MARKET REPORT

Tiburon Real Estate Year-End 2025

The Tiburon market gained momentum in 2025, with increased transaction activity as 25% more homes sold compared to 2024, signaling renewed confidence and broader buyer participation. Strong demand supported steady pricing as average per-square-foot value remained the same. Sales of homes priced between \$3 million and \$4 million more than doubled compared to 2024, while sales above \$4 million increased by 35%.

As the year progressed, competitive conditions became more measured. Fewer homes sold above asking and price escalation moderated, reflecting a more disciplined buyer mindset. At the same time, multiple-offer activity increased, indicating that well-positioned Tiburon properties continued to attract focused competition even in a less frenetic environment.

Marketing timelines lengthened slightly in the second half of the year, reinforcing the shift toward a more balanced pace. Overall, 2025 reflected a healthy market in Tiburon—one defined by

sustained demand, realistic pricing, and selective competition. Looking ahead, thoughtful preparation and strategic positioning will remain key to achieving strong outcomes.

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 Tiburon Market Overview

↑	Homes Sold:	95 vs. 75 in 2024
↑	Avg. Sale Price:	\$4,164,000 vs. \$3.8M in 2024
↑	Avg. \$/Sq.Ft.:	\$1,261 vs. \$1,253 in 2024
↓	Sold Over Asking:	21% in 2H 2025 vs. 31% in 1H 2025
↓	Avg. % Over Asking:	3.5% in 2H 2025 vs. 6% in 1H 2025
↑	Multiple Offers:	30% in 2H 2025 vs. 23% in 1H 2025
↓	In Escrow ≤15 Days:	34% in 2H 2025 vs. 38% in 1H 2025

Price Range	Homes Sold (in 2H 2025)	Avg. Price/ Sq. Ft.	Homes Sold (1H 2025)
\$1M-\$2M	4	\$1,099	4
\$2M-\$3M	12	\$1,203	9
\$3M-\$4M	13	\$1,195	14
\$4M-\$5M	6	\$1,257	8
\$5M-\$7M	9	\$1,291	10
Over \$7M	3	\$1,993	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.

Tiburon 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
101 Round Hill	1,200,000	1,195,000	731	1,640	3 / 1.5	.53	3
341 Karen	1,535,000	1,535,000	1,525	1,006	3 / 1	18	0
17 Venus	1,750,000	1,750,000	1,127	1,552	3 / 2	23	23
30 Mercury	1,900,000	1,977,000	1,643	1,156	3 / 2	16	3
263-265 Diviso	2,250,000	2,377,000	837	2,688	3 / 3	.20	31
50 Pine Terr.	2,250,000	2,195,000	1,614	1,394	3 / 2	.13	20
688 Hilary	2,310,000	2,310,000	1,505	1,534	3 / 2	.18	39
1711 Mar West	2,375,000	2,500,000	1,208	1,966	3 / 1	09	23
202 Trestle Glen	2,375,000	2,400,000	1,349	1,760	2 / 2.5	55	15
650 Hilary	2,510,000	2,495,000	930	2,697	5 / 3	28	8
536 Comstock	2,550,000	1,975,000	1,379	1,848	4 / 2	.25	5
493 Irving	2,600,000	2,577,000	1,280	2,030	3 / 2	.23	7
35 Norman	2,877,000	3,177,000	885	3,250	3 / 2.5	.52	32
2323 Spanish Trail	3,050,000	3,600,000	1,364	2,235	3 / 2	.69	33
95 Round Hill	3,150,000	3,100,000	913	3,450	4 / 2.5	.63	29
228 Trinidad	3,250,000	3,195,000	1,202	2,702	4 / 3	.25	25
136 Avenida Miraflores	3,250,000	2,895,000	936	3,470	3 / 3	.26	8
2355-2355B Paradise	3,350,000	3,725,000	1,058	3,165	4 / 3	.18	302
65 Mercury	3,375,000	3,495,000	1,415	2,384	4 / 3	.18	49
3175 Paradise	3,450,000	3,495,000	1,311	2,631	3 / 3	1.5	0
1810 Mountain View	3,500,000	3,275,000	1,181	2,962	3 / 3	.50	18
1 Felipa	3,550,000	3,495,000	1,307	2,715	4 / 3	.22	4
1 Corte Palos Verdes	3,677,000	3,777,000	1,310	2,799	4 / 2.5	.29	22
205 Martinique	3,675,000	3,850,000	1,308	2,808	4 / 2.5	.25	15
94 Trinidad	3,750,000	4,250,000	1,091	3,436	4 / 3.5	.27	44
46 Lower North	3,795,000	3,795,000	1,164	3,260	5 / 5	.26	25
32 Via Los Altos	4,000,000	4,650,000	739	5,410	5 / 6.5	.40	18
55 Monterey	4,150,000	4,250,000	976	4,248	5 / 4.5	.65	22
3 Mateo	4,280,000	4,399,500	1,511	2,831	4 / 3	.52	26
116 Barn	4,500,000	4,995,000	1,470	3,060	4 / 3	.46	57
2318 Mar East	4,507,000	4,500,000	1,681	2,680	3 / 3	11	15
3550 Paradise	4,550,000	3,600,000	1,629	2,792	2 / 3	1.90	103
4589 Paradise	4,700,000	4,995,000	1,243	3,780	4 / 3.5	1.09	0
1 Heathcliff	4,900,000	5,500,000	872	5,619	4 / 4.5	.41	272
105 Geldert	5,100,000	4,995,000	1,534	3,323	4 / 3.5	.86	38
43 Meadow	5,151,000	5,395,000	1,457	3,533	4 / 2.5	.33	29
2390 Paradise	5,650,000	5,995,000	1,026	5,504	5 / 6.5	.28	58
205 Taylor	5,677,000	5,877,000	1,227	4,625	6 / 6	.77	23
18 Warrens	5,850,000	5,995,000	1,130	5,175	6 / 5	1.89	4
166 Rock Hill	5,900,000	6,277,000	1,324	4,455	4 / 3.5	.51	96
149 Jamaica	6,500,000	6,750,000	1,343	4,838	4 / 4.5	.25	9
6 Saint Gabrielle	6,500,650	5,995,000	1,193	5,449	4 / 3.5	.44	9
3348 Paradise	6,945,000	6,939,000	1,046	6,634	5 / 6	1.04	33
8 Audrey	7,000,000	7,725,000	1,467	4,770	3 / 3.5	.46	32
1 Place Moulin	9,700,000	10,500,000	1,212	8,000	6 / 7.6	.51	42
135 Antonette	12,000,000	12,898,000	1,960	6,120	5 / 5.5	1.03	14

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