

What happened in Belvedere real estate in the first quarter?

Inventory is up. At the end of 2010, there were 26 homes for sale. There are now 32 homes on the market (5 are in escrow).

Sales volume is up. Twice as many homes sold in the first quarter this year vs. last year. Nine homes sold during Q1 of 2011.

Pricing dipped down. Average price per square foot was \$822 for sales during Q1 compared to the average for 2010 of \$971.

WHY WORK WITH ME WHEN BUYING OR SELLING YOUR HOME?

- Because I've personally renovated dozens of Marin homes in the last 15 years, I know how to ready a home for sale without spending more than necessary. Most Sellers are understandably reluctant to spend money on a home they are selling. I have the experience you need to help you decide which fixes and improvements will pay out — and which will not.
- As you ready your home for sale, I will help you manage this process and keep costs low. My **experience and relationships with industry professionals** make the process easier (and much lower in cost) than when my clients manage this process on their own.
- For Buyers, my role in analyzing the inspection of a property can save you headaches (and big dollars!) later. It is important to me that my clients fully understand both the scope of work that a newly purchased home may require, and also the potential costs of this work — especially with homes that need more than cosmetic renovations.
- Although many of my clients are business people who are strong negotiators themselves, they rely on my skillful negotiations and attention to small but important details.
- I'm constantly analyzing the marketplace to gain the insight that buyers and sellers need in order to make smart decisions about the value of one of their greatest assets — their home. Because my clients have accurate and meaningful market insight throughout the year, they are able to make better decisions.

Even if a purchase or sale is not in your immediate future, I always enjoy talking about real estate trends or the particulars of your home.

Warmly,



Mark | 415.601.9240



Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

Mark A Millstein
100 Tiburon Blvd
Mill Valley, CA 94941
415.601.9240
mark.millstein@sothebysrealty.com

Prsrt Std
U.S. Postage
PAID
Mill Valley, CA
Permit No. 220

Belvedere Homes Sold \$1M and Above 1st Quarter 2011

Address	Selling Price	Original Listing Price	Bedrooms/ Baths	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market until Escrow	Date Sold
10 Fern	\$1,275,000	\$1,495,000	2 bd. / 3½ ba.	2,441 sq. ft.	\$522	7,623 sq. ft.	119	1/19/11
19 W. Shore (leased land)	\$1,325,000	\$1,795,000	4 bd. / 3 ba.	2,881 sq. ft.	\$459	10,947 sq. ft.	477	3/18/11
56 Lagoon	\$1,590,000	\$1,825,000	3bd. / 2½ ba.	2,280 sq. ft.	\$697	8,189 sq. ft.	229	3/4/11
16 Eucalyptus	\$1,950,000	\$2,395,000	3 bd. / 2 ba.	1,398 sq. ft.	\$1,394	27,878 sq. ft.	631	2/16/11
87 W. Shore (leased land)	\$2,073,000	\$2,500,000	3 bd. / 3 ba.	2,157 sq. ft.	\$961	10,656 sq. ft.	176	1/3/11
8 Windward	\$2,100,000	\$2,399,000	4 bd. / 3 ba.	2,251 sq. ft.	\$932	6,390 sq. ft.	271	3/25/11
415 Golden Gate	\$2,500,000	\$2,500,000	2 bd. / 2½ ba.	2,924 sq. ft.	\$854	7,362 sq. ft.	36	3/7/11
13 Britton	\$3,200,000	\$3,495,000	4 bd. / 3½ ba.	3,923 sq. ft.	\$815	12,719 sq. ft.	0	3/25/11
202 Beach	\$3,800,000	\$3,995,000	4 bd. / 4½ ba.	4,222 sq. ft.	\$900	7,536 sq. ft.	15	3/23/11



Conserve! Sign up to receive this report via email at

marinpremierhomes.com