

1st Quarter 2011

## What happened in Kentfield real estate in the first quarter?

**Inventory is up.** At the end of 2010, there were 13 homes for sale priced \$1 million and above. There are now 21 homes on the market (5 are in escrow).

**More homes over \$2.5 million sold.** During the first quarter of 2010, only one home sold above \$2.5M. This year, five homes have sold above \$3.8M.

**Pricing is up.** Average price per square foot was \$783 in Q1 2011, compared to \$654 in 2010.

## 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  
980 Magnolia Avenue  
Larkspur, CA 94939  
415.601.9240  
mark.millstein@sothebysrealty.com

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Kentfield 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
32 McAllister	\$1,038,000	\$1,079,000	2 bd. / 3 ba.	1,642 sq. ft.	\$632	8,015 sq. ft.	35	3/29/11
110 Diablo	\$1,360,000	\$1,495,000	3 bd. / 3 ba.	1,994 sq. ft.	\$682	38,986 sq. ft.	45	3/3/11
2 Hermit	\$1,450,000	\$1,400,000	4 bd. / 3 ba.	3,046 sq. ft.	\$476	10,106 sq. ft.	22	3/1/11
90 Idlewood	\$2,050,000	\$2,400,000	4 bd. / 3½ ba.	2,929 sq. ft.	\$699	38,507 sq. ft.	147	3/30/11
230 Laurel Grove	\$2,402,000	\$2,600,000	5 bd. / 4 ba.	4,146 sq. ft.	\$579	11,848 sq. ft.	56	3/3/11
8 Woodland Pl.	\$3,925,000	\$4,950,000	6bd. / 6 ba.	5,685 sq. ft.	\$690	7.98 acres	209	2/14/11
105 Laurel Grove	\$3,850,000	\$4,000,000	5bd. / 5 ba.	4,393 sq. ft.	\$876	18,208 sq. ft.	21	3/31/11
30 Toussin	\$5,350,000	\$6,750,000	4 bd. / 6 ba.	5,553 sq. ft.	\$963	1.16 acres	260	2/9/11
4 Orchard	\$5,725,000	\$5,999,999	4 bd. / 4½ ba.	5,176 sq. ft.	\$1106	28,793 sq. ft.	6	3/31/11
70 Poplar	\$6,215,000	\$7,450,000	6 bd. / 6½ ba.	5,535 sq. ft.	\$1,122	2.54 acres	226	2/23/11



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