

MILLSTEIN MARKET ANALYSIS™

First Half 2010 Kentfield Residential Real Estate Report™

DEAR KENTFIELD RESIDENT,

I always look forward to updating you about changes in Kentfield real estate. I've found that when my clients have accurate and meaningful market insight throughout the year, they are able to make better decisions when they need to sell or purchase a home.

When we look at homes sold for more than \$1 million in Kentfield, more sold in the first half of 2010 than for the entire year of 2009! The first half posted a whopping 371% increase in sales, with 33 homes sold in Kentfield during the first half of 2010, compared to just 7 in the first half of 2009. (Twenty-four homes sold in Kentfield during the second half of 2009). Half of these first half 2010 sales occurred above the \$2 million mark.

- The average selling price for the first half of 2010 was \$2.1 million; 16% below the 2009 average.
- The average price per square foot sold for the first half of 2010 was \$640, 7% below the 2009 average.
- Homes are selling 33% more quickly as the average time on the market for the first half of 2010 was 69 days, compared to 103 days for 2009.
- There are 36 homes currently for sale priced above \$1 million; 5 are in escrow. The average listing price for these homes currently on the market is just under \$3 million (range is \$1,000,000 - \$7,450,000).

The Kentfield Real Estate market is active and balanced: homes are selling more quickly now because prices have come down to a point where they are bringing more buyers into the marketplace. I expect to see the market continue to strengthen this summer, as we've seen a promising start to the second half of 2010 (though we'll all have to wait for my next report for the final results).

Here's the take-away: Buyers expect value and when found, these homes sell quickly. Appropriate pricing at the onset is critical.

Please don't hesitate to call if you have questions about this report. Even if a purchase or sale is not in your immediate future, I'll always enjoy talking with you about real estate trends or the particulars of your home. I appreciate your business and referrals.

Warmest regards,



Decker Bullock Sotheby's International Realty

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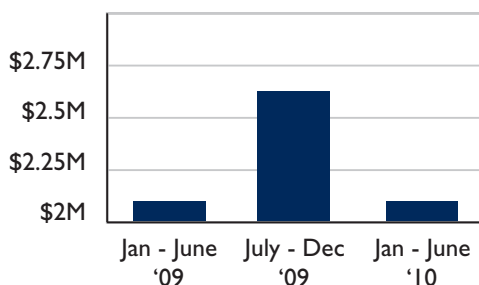
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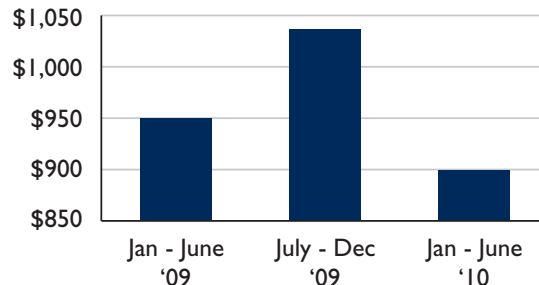
Kentfield Homes Sold Jan - June 2010 (\$1M and Above)

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 Ratified Contract	Date Sold
35 McAllister Ave	\$1,070,000	\$1,395,000	4 bd. / 3 ba.	2,156 sq.ft.	\$496	7,100 sq.ft.	153	5/04/10
51 Berens Dr.	\$1,215,000	\$1,398,000	3 bd. / 2 ba.	1,906 sq. ft.	\$637	6,882 sq. ft.	140	01/07/10
235 S. Ridgewood Rd.	\$1,250,000	\$2,500,000	4 bd. / 2½ ba.	2,704 sq.ft.	\$462	1.15 acres	192	02/10/10
41 McAllister Ave.	\$1,250,000	\$1,298,000	4 bd. / 3 ba.	2,009 sq.ft.	\$622	10,062 sq. ft.	42	4/15/10
18 Stetson Ave.	\$1,275,000	\$1,425,000	4 bd. / 4 ba.	2,674 sq.ft.	\$476	9,104 sq. ft.	84	6/16/10
129 McAllister Ave.	\$1,335,000	\$1,349,000	3 bd. / 2 ba.	1,937 sq.ft.	\$689	7,971 sq. ft.	27	6/10/10
124 Rancheria	\$1,387,000	\$1,525,000	3 bd. / 3 ba.	2,879 sq.ft.	\$481	23,043 sq.ft.	90	3/26/10
640 Goodhill Rd.	\$1,390,000	\$1,395,000	5 bd. / 3 ba.	2,553 sq.ft.	\$544	36,939 sq. ft.	63	6/30/10
11 Fern Way	\$1,503,000	\$2,185,000	4 bd. / 3 ba.	2,555 sq.ft.	\$588	19,950 sq.ft.	162	01/12/10
27 Madrone Ave.	\$1,530,750	\$1,695,000	4 bd. / 2 ba.	2,422 sq.ft.	\$632	24,002 sq.ft.	70	4/20/10
80 Upper Toyon Dr.	\$1,550,000	\$1,650,000	3 bd. / 3½ ba.	3,876 sq.ft.	\$399	14,898 sq.ft.	24	4/20/10
120 Upper Toyon Dr.	\$1,660,000	\$1,850,000	5 bd. / 3½ ba.	3,775 sq. ft.	\$439	2.29 acres	195	01/06/10
126 Poplar Dr.	\$1,990,000	\$1,975,000	4 bd. / 3½ ba.	3,934 sq. ft.	\$741	33,018 sq. ft.	12	05/04/10
113 Oak Ave.	\$1,900,000	\$2,195,000	3 bd. / 3½ ba.	2,562 sq. ft.	\$741	8,102 sq. ft.	52	04/06/10
223 Evergreen Dr.	\$1,925,000	\$2,495,000	5 bd. / 3½ ba.	3,397 sq. ft.	\$566	19,863 sq. ft.	134	02/23/10
90 Upland Rd	\$2,000,000	\$2,325,000	5 bd. / 2 ba.	2,900 sq. ft.	\$668	1.26 acres	63	05/04/10
99 Upland Rd.	\$2,100,000	\$2,295,000	4 bd. / 3½ ba.	3,300 sq. ft.	\$636	27,060 sq. ft.	19	05/12/10
44 Diablo Dr.	\$2,215,000	\$3,800,000	5 bd. / 3 ba.	4,000 sq. ft.	\$531	38,856 sq. ft.	114	01/06/10
19 Toussin Ave.	\$2,147,000	\$3,195,000	4 bd. / 4½	4,022 sq.ft.	\$533	1.16 acres	116	3/04/10
11 Laurel Grove Ave.	\$2,195,000	\$2,245,000	4 bd. / 3 ba.	2,975 sq.ft.	\$737	11,892 sq. ft.	33	6/16/10
320 Woodland Ave.	\$2,200,000	\$2,295,000	3 bd. / 2 ba.	2,052 sq.ft.	\$1,072	27,530 sq. ft.	43	4/01/10
16 Acacia Ave.	\$2,210,000	\$2,450,000	4 bd. / 3 ba.	3,574 sq.ft.	\$618	16,466 sq. ft.	56	02/02/10
6 Quisisana Dr.	\$2,211,709	\$2,195,000	4 bd. / 3½ ba.	2,947 sq.ft.	\$750	9,714 sq. ft.	18	5/18/10
105 Upland Rd.	\$2,245,000	\$2,665,000	4 bd. / 3½ ba.	3,215 sq.ft.	\$698	27,356 sq. ft.	83	5/25/10
222 Evergreen Dr.	\$2,425,000	\$2,500,000	4 bd. / 3½ ba.	2,846 sq.ft.	\$852	22,346 sq. ft.	26	3/30/10
30 Westwood Dr.	\$2,550,000	\$2,795,000	4 bd. / 3½ ba.	3,021 sq.ft.	\$844	23,653 sq. ft.	28	5/26/10
36 Evergreen Dr.	\$2,850,000	\$2,850,000	5 bd. / 4½ ba.	4,200 sq.ft.	\$678	31,450 sq.ft.	27	3/18/10
15 Blueridge Rd.	\$3,000,000	\$3,345,000	5 bd. / 3½ ba.	3,325 sq.ft.	\$902	39,117 sq. ft.	67	6/02/10
121 Goodhill Rd.	\$3,144,750	\$2,995,000	3 bd. / 2½ ba.	2,994 sq.ft.	\$1,050	35,110 sq. ft.	7	4/02/10
20 Evergreen Dr.	\$3,150,000	\$3,200,000	5 bd. / 6 ba.	4,942 sq.ft.	\$637	22,303 sq. ft.	0	4/02/10
414 Woodland Rd.	\$3,500,000	\$3,995,000	5 bd. / 4½ ba.	4,686 sq.ft.	\$746	29,708 sq. ft.	49	5/28/10
65 Rock Rd.	\$5,500,000	\$5,500,000	5 bd. / 6 ba.	5,296 sq.ft.	\$1,038	19,602 sq. ft.	34	5/07/10

**Kentfield Average
Sale Price (\$1M and Above)**

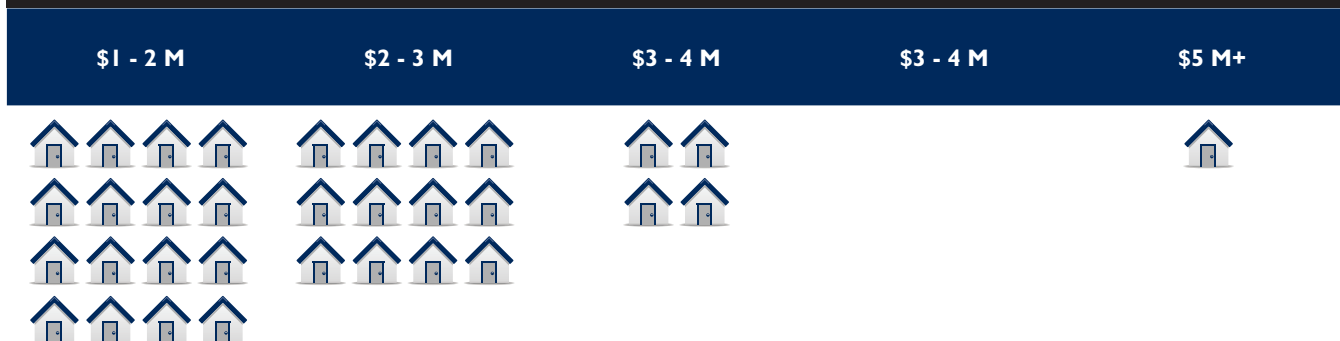


**Kentfield Average Price Per Sq. Ft.
Sold (\$1M and Above)**





Kentfield Homes Sold by Price Bracket Jan - June 2010 (\$1M and Above)



ABOUT MARK

In addition to helping you prepare your home for sale or analyzing a home for purchase, Mark has extensive experience assessing the physical condition and potential value of a property. A veteran real estate broker, developer and investor in high-end Marin County homes, Mark has the professional knowledge, objectivity, and experience to advise his clients on all aspects of purchasing and selling a property.

Mark's association with Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to the luxury real estate marketplace, including auction house clientele and powerful global contacts. He continuously builds and maintains sources of high-end buyers and sellers at local, national and international levels. His advertising program, reach and results will provide you the exposure you need to buy or sell a home in today's real estate climate.

Please contact Mark for more information about how he can help you achieve your real estate goals.



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with extraordinary opportunities.*