

MILLSTEIN MARKET ANALYSIS™

3rd Quarter 2010 Kentfield Residential Real Estate Report™

DEAR KENTFIELD RESIDENT,

Finally, I have great news about the real estate market in Kentfield: when we look at sales activity in the first 9 months of 2010, it is clear that the market is healthy and prices have stabilized.

In the first 9 months of 2010, 47 Kentfield homes over \$1 million sold, compared to just 21 in the first nine months of 2009! Fourteen of those homes sold in the 3rd quarter. The average *selling price* and average *price per square foot* for the 3rd quarter remains stable; they were nearly identical to the first half of 2010.

- The average *selling price* for the 3rd quarter of 2010 was just over \$2M.
- The average *price per square foot sold* for the 3rd quarter of 2010 was \$641.
- The average *time on the market* for the 3rd quarter of 2010 was 84 days.
- There are 26 Kentfield homes currently for sale priced above \$1 million; 4 are in escrow.

Here's the take-away: Higher sales volume and stable selling prices clearly signal an end to the declining market. Buyers have come back to the Kentfield market, and sellers are enjoying more predictable sale pricing.

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 always enjoy talking with you about real estate trends or the particulars of your home. 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. I appreciate your business and referrals.

Warmest regards,



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Kentfield Homes Sold July - September 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
10 Wolf Glen	\$1,000,000	\$945,000	3 bd. / 2½ ba.	2,303 sq. ft.	\$434	11,979 sq. ft.	14	9/02/10
200 S. Ridgewood	\$1,435,000	\$1,435,000	3 bd. / 3 ba.	2,468 sq. ft.	\$581	31,015 sq. ft.	58	9/24/10
95 Idelwood	\$1,450,000	\$1,795,000	4 bd. / 4 ba.	3,486 sq. ft.	\$415	1.1 acre	139	8/11/10
55 Kent	\$1,570,000	\$1,595,000	3 bd. / 2 ba.	2,383 sq. ft.	\$658	13,504 sq. ft.	27	9/16/10
145 Laurel Grove	\$1,575,000	\$1,725,000	3 bd. / 3 ba.	2,514 sq. ft.	\$626	11,979 sq. ft.	78	7/28/10
45 Quisisana	\$1,640,000	\$2,099,000	4 bd. / 3 ba.	2,800 sq. ft.	\$585	11,718 sq. ft.	157	9/17/10
80 Westwood	\$1,775,000	\$1,895,000	4 bd. / 3 ba.	2,324 sq. ft.	\$763	33,498 sq. ft.	38	7/09/10
35-C Rancheria	\$1,975,000	\$2,395,000	4 bd. / 2½ ba.	2,946 sq. ft.	\$670	10,800 sq. ft.	146	8/17/10
9 Mann	\$2,110,000	\$2,275,000	4 bd. / 2½ ba.	2,800 sq. ft.	\$753	9,975 sq. ft.	62	9/23/10
7 Emlin	\$2,200,000	\$2,499,000	5 bd. / 2½ ba.	3,412 sq. ft.	\$644	9,583 sq. ft.	66	7/15/10
26 Hill	\$2,250,000	\$2,595,000	4 bd. / 4 ba.	3,211 sq. ft.	\$700	36,111 sq. ft.	58	9/21/10
11 Pine	\$2,800,000	\$3,200,000	5 bd. / 4½ ba.	4,663 sq. ft.	\$600	16,509 sq. ft.	65	7/15/10
121 Laurel Grove	\$3,300,000	\$3,400,000	4 bd. / 4½ ba.	4,415 sq. ft.	\$747	21,000 sq. ft.	13	7/14/10
17 Treetop	\$3,350,000	\$4,750,000	6 bd. / 4½ ba.	4,224 sq. ft.	\$793	27,339 sq. ft.	250	7/20/10



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Kentfield Homes Sold by Price Bracket July - September 2010

(\$1M and Above)

\$1 - 1.99 M



\$2 - 2.99 M



\$3 - 3.99 M



ABOUT MARK

In addition to helping you prepare your home or estate for sale, Mark has extensive experience assessing the physical condition and potential value of an exclusive 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 premier property.

Mark's association with Decker Bullock Sotheby's International Realty grants 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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Matching discriminating buyers and sellers with extraordinary opportunities.