

MILLSTEIN MARKET ANALYSIS™

2010 Year-End Kentfield Residential Real Estate Report™

January 2011

Dear Kentfield Resident,

BUYERS CONTINUE TO RETURN TO THE MARKET!

Marin Overview

The average price of a Marin County single family home has returned to above the \$1M mark, increasing 4.4% in 2010 vs. 2009. Ten percent more single family homes sold in 2010 than in 2009.

The Marin market has plenty of active buyers; most are making their purchase decisions based on perceived value. Correctly priced homes are selling quickly. On the other hand, even high-end buyers are hunting for value, and homes priced above market value are sitting on the market.

Kentfield Overview

2010 posted a 74% increase in the number of home sales above \$1M vs. 2009, with 54 homes sold in Kentfield during 2010. Sales of homes priced between \$2M and 4M nearly tripled in 2010 vs. 2009.

Although volume is up, pricing was down in 2010 vs. 2009. Fortunately, most people's worst fears about the economy are now behind them; we expect pricing to stabilize in 2011. We anticipate that this year will be busy, as people who've held back on their desired real estate sales and purchases continue to reenter the market.

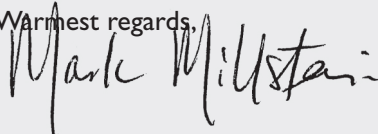
- The average selling price for homes priced \$1M and above in Kentfield was \$2.1 million in 2010, 18% below the 2009 level.
- The average price per square foot sold was \$639 in 2010, 7% below the 2009 average.
- Current inventory is 28% of the level at the beginning of the second half 2010; there are currently just 13 homes for sale, with three in escrow.

Here's the take-away: With extremely low inventory and recent buyer confidence in the market, we expect to see more robust selling and buying activity in 2011.

This is an opportune time to sell or buy property in Kentfield. Increased volume benefits sellers, while value pricing benefits buyers. In addition, still-historically-low mortgage rates will continue to promote home sales. The general consensus is that mortgage rates will begin to rise, albeit slowly, as the economy recovers further and concerns about inflation surface. This will also further fuel homes sales in 2011, as buyers looking to lock-in low mortgage rates make their purchases.

Please don't hesitate to call me with your real estate questions. 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. 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.

Warmest regards,



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Kentfield Homes Sold 2nd Half 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	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
18 McAllister	\$1,123,500	\$1,120,000	3 bd. / 2½ ba.	1,860 sq. ft.	\$604	8,233 sq. ft.	67	11/17/10
3 Berens	\$1,249,000	\$1,325,000	3 bd. / 2 ba.	1,940 sq. ft.	\$643	6,490 sq. ft.	164	11/12/10
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 acres	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
440 Goodhill	\$1,625,000	\$1,795,000	3 bd. / 2 ba.	2,885 sq. ft.	\$563	42,253 sq. ft.	168	12/14/10
45 Quisiana	\$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
245 Upper Toyon	\$1,899,000	\$2,395,000	3 bd. / 4 ba.	2,913 sq. ft.	\$651	24,611 sq. ft.	133	10/01/10
5 Fay	\$1,950,000	\$2,200,000	4 bd. / 3½ ba.	3,243 sq. ft.	\$601	10,106 sq. ft.	66	10/18/10
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
609 College	\$2,608,125	\$2,675,000	3 bd. / 3½ ba.	4,218 sq. ft.	\$618	24,655 sq. ft.	21	11/02/10
95 Westwood	\$2,720,000	\$3,395,000	5 bd. / 3½ ba.	3,716 sq. ft.	\$731	40,990 sq. ft.	203	11/02/10
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



Kentfield Annual Sales Comparison (For Homes Sold \$1M and Above)

Price Range	Year	Homes Sold	Average Selling Price Per Square Foot	Average Size of Home	Average Days On Market
\$1M-\$1.99M	2010	29	\$571	2,710 sq. ft.	89
	2009	18	\$593	2,595 sq. ft.	102
\$2M-\$2.99M	2010	18	\$695	3,430 sq. ft.	61
	2009	7	\$699	3,415 sq. ft.	116
\$3M-\$3.99M	2010	6	\$765	4,318 sq. ft.	64
	2009	2	\$790	4,142 sq. ft.	76
\$4M-\$4.99M	2010	0	-	-	-
	2009	2	\$991	4,413 sq. ft.	115
\$5M-\$5.99M	2010	1	\$1,039	5,296 sq. ft.	34
	2009	0	-	-	-
Above \$6M	2010	0	-	-	-
	2009	2	\$1,361	7,200 sq. ft.	8

A veteran real estate broker and investor in Marin County homes, Mark Millstein has the professional knowledge and experience to advise his clients on all aspects of selling their home or purchasing a property. Mark's association with Decker Bullock Sotheby's International Realty provides his clients with extensive marketing and wide exposure to the real estate marketplace, including auction house clientele and global buyers.

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

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