

MILLSTEIN MARKET REPORT

Year End 2012 Kentfield Residential Real Estate

January 2013

Marin Overview

The number of single family homes sold in Marin during 2012 increased a stunning 23% compared to 2011—even as national and international events continued to test the economic recovery. We expect this momentum to gain strength during 2013, especially given historically low mortgage interest rates.

Even with this sizable increase in sales volume, we are not yet experiencing significant price increases in Marin. The average selling price of Marin County homes priced \$1 million and above (\$1.8 million) was the same in 2012 as it was in 2011.

Fortunately, buyer demand is high, making inventory even more constrained than it was at the end of 2011 in most parts of Marin County. This is more frequently resulting in multiple offers, and will likely lead to pricing increases as demand continues to further impact supply.



Kentfield Overview

Although nearly the same number of homes priced \$1 million and above sold in Kentfield as in 2011, **more expensive homes sold during 2012.**

- Fifty homes sold, with an average selling price of \$2.5 million, a 10% increase from 2011.
- Average time on the market decreased 37% to 64 days. The average price per square foot sold remained nearly unchanged at \$678.
- Sales volume decreased 23% compared to 2011 for homes sold between \$1 and \$2 million, but average price per square foot sold increased 5% to \$616.
- The number of homes selling between \$2 and \$3 million increased 60%. Sixteen homes sold in this price range in 2012, compared to 10 in 2011. The average price per square foot sold (\$705) increased slightly.
- Homes selling between \$3 and \$4 million experienced the same sales volume as 2011, with 6 homes trading. Notably, average time on the market decreased by 30%, to 79 days. Average pricing remained nearly the same.
- The market continues to be active for homes sales above \$4 million. Six homes sold in 2012—the same number as 2011.
- There are currently just 7 homes for sale in Kentfield priced \$1 million and above, with 3 in escrow. At the end of 2011, there were 10 homes on the market.

(Continued inside)



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Here's the Take-away:

Pricing in Kentfield remains attractive compared to the 2008 high water mark, making this an **opportune time to buy** property.

And if you are thinking of putting your home on the market, relatively low inventory means that **buyers are waiting**. Sellers who price their homes correctly, based on a careful analysis of comparative data, are selling their homes quickly and without extensive time on the market.

Even if a purchase or sale is not in your immediate future, I always enjoy talking about real estate pricing trends or the value of your home. Please call me (415.601.9240) to learn about the services offered by Sotheby's International Realty to successfully sell or purchase in Kentfield.

Warmest regards,

Mark Millstein

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Visit marinpremierhomes.com to view all Marin Homes for Sale, listed by community.

Kentfield Homes Sold \$1.M and Above 2nd Half 2012

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
18 Elm	\$1,042,000	\$965,000	3,500 sq. ft.	\$295	3 bd. / 3 ba.	10,149 sq. ft.	20
3 Cypress	\$1,100,000	\$1,100,000	2,186 sq. ft.	\$503	3 bd. / 2.5 ba.	7,303 sq. ft.	12
15 Lilac	\$1,139,000	\$1,230,000	1,944sq. ft.	\$585	3 bd. / 3 ba.	6,011 sq. ft.	108
29 Mann	\$1,150,000	\$1,250,000	818 sq. ft.	\$1,405	1 bd. / 1 ba.	19,820 sq. ft.	22
9 Butterfly	\$1,230,000	\$1,195,000	1,749 sq. ft.	\$703	3 bd. / 2 ba.	6,970 sq. ft.	27
8 Emlin	\$1,375,000	\$1,495,000	2,323 sq. ft.	\$591	4 bd. / 3.5 ba.	7,187 sq. ft.	188
636 Goodhill	\$1,400,000	\$1,700,000	2,842 sq. ft.	\$492	3 bd. / 3 ba.	50,225 sq. ft.	63
17 Manor	\$1,505,000	\$1,395,000	2,273 sq. ft.	\$662	3 bd. / 3 ba.	7,492 sq. ft.	17
120 So. Ridgewood	\$1,550,000	\$1,625,000	2,104 sq. ft.	\$736	4 bd. / 3 ba.	1.01 ac.	1
115 So. Ridgewood	\$1,588,300	\$1,695,000	2,993 sq. ft.	\$530	4 bd. / 3 ba.	20,996 sq. ft.	84
9 Bridge	\$1,675,000	\$1,995,000	3,163 sq. ft.	\$529	4 bd. / 3 ba.	13,983 sq. ft.	223
432 Woodland	\$1,675,000	\$1,795,000	2,782 sq. ft.	\$602	4 bd. / 2.5 ba.	30,971 sq. ft.	20
14 Acacia	\$1,755,000	\$1,595,000	2,341 sq. ft.	\$749	3 bd. / 3 ba.	7,865 sq. ft.	13
239 Hillside	\$1,790,000	\$2,089,000	4,152 sq. ft.	\$431	4 bd. / 4.5 ba.	28,227 sq. ft.	81



Kentfield Homes Sold \$1.M and Above 2nd Half 2012 - continued

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
617 College	\$1,820,000	\$1,649,000	2,712 sq. ft.	\$671	3 bd. / 2 ba.	23,610 sq. ft.	7
127 Cypress	\$2,000,000	\$2,095,000	2,916 sq. ft.	\$685	4 bd. / 3.5 ba.	7,797 sq. ft.	71
21 Turnagain	\$2,730,000	\$2,895,000	3,473 sq.ft.	\$786	4 bd. / 3.5 ba.	54,494 sq. ft.	122
7 Hotaling	\$2,815,000	\$2,700,000	4,659 sq.ft.	\$604	7 bd. / 4 ba.	35,719 sq. ft.	12
415 Woodland	\$2,900,000	\$3,275,000	4,409 sq.ft.	\$657	5 bd. / 4 ba.	32,322 sq. ft.	79
33 Rancheria	\$3,025,000	\$3,300,000	2,745 sq. ft.	\$1,102	4 bd. / 3 ba.	26,049 sq. ft.	49
27 Evergreen	\$3,035,000	\$3,195,000	3,811 sq. ft.	\$796	6 bd. / 3.5 ba.	34,238 sq. ft.	64
650 Goodhill	\$4,000,000	\$4,950,000	4,785 sq.ft.	\$835	3 bd. / 3.5 ba.	84,594 sq. ft.	80
245 Hillside	\$4,800,000	\$5,495,000	7,215 sq.ft.	\$665	6 bd. / 5.5 ba.	45,303 sq. ft.	95
212 Goodhill	\$5,475,000	\$6,195,000	6,185 sq.ft.	\$885	6 bd. / 8 ba.	24,481 sq. ft.	158
233 Woodland	\$5,900,000	\$6,200,000	6,300 sq.ft.	\$936	5 bd. / 4.5 ba.	77,972 sq. ft.	171
14 Hotaling	\$8,400,000	\$10,900,000	8,864 sq. ft.	\$947	6 bd. / 10 ba.	27,007 sq. ft.	93

Kentfield Annual Sales Comparison

Price Range	Year	Homes Sold	Average Price Per Square Foot Sold	Average Size of Home	Average Days On Market
\$1M-\$1.99M	2012	22	\$613	2,637 sq. ft.	62
	2011	30	\$584	2,523 sq. ft.	92
\$2M-\$2.99M	2012	16	\$704	3,513 sq. ft.	40
	2011	10	\$692	3,631 sq. ft.	99
\$3M-\$3.99M	2012	5	\$783	4,627 sq. ft.	70
	2011	6	\$781	4,830 sq. ft.	115
\$4M-\$4.99M	2012	3	\$723	6,353 sq. ft.	64
	2011	2	\$871	4,970 sq. ft.	46
\$5M and above	2012	4	\$817	7,910 sq ft	169
	2011	4	\$1,009	5,555 sq. ft.	196