

1st Quarter 2011

What happened in Mill Valley real estate in the first quarter?

Inventory is up. At the end of 2010, there were 35 homes for sale priced \$1.2 million and above. There are now 52 homes on the market (9 are in escrow).

Fewer homes sold in Q1 2011 vs. last year. Twenty-one homes priced \$1.2M and above sold during Q1 2011 compared to 24 in Q1 2010.

Pricing dipped slightly. Average price per square foot sold for sales during Q1 2011 was \$574, 6% lower than the average for 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



Mill Valley Homes Sold \$1.2M 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
215 W. Blithedale	\$1,220,000	\$1,250,000	4 bd. / 3½ ba.	3,518 sq.ft.	\$346	14,026 sq.ft.	48	3/25/11
135 Elinor	\$1,243,000	\$1,397,000	3 bd. / 3 ba.	2,040 sq.ft.	\$609	8,015 sq.ft.	100	1/14/11
26 Underhill	\$1,248,000	\$1,295,000	4 bd. / 3½ ba.	2,691 sq.ft.	\$463	11,021 sq.ft.	44	3/23/11
544 Northern	\$1,275,000	\$1,395,000	3 bd. / 2½ ba.	1,900 sq.ft.	\$671	10,803 sq.ft.	22	3/1/11
177 W. Blithedale	\$1,290,000	\$1,895,000	4 bd. / 2½ ba.	2,286 sq.ft.	\$564	5,619 sq.ft.	296	3/8/11
12 Underhill	\$1,322,000	\$1,337,000	4 bd. / 3 ba.	2,656 sq.ft.	\$497	10,542 sq.ft.	0	3/22/11
126 Marion	\$1,335,000	\$1,398,000	5 bd. / 3 ba.	3,085 sq.ft.	\$432	13,416 sq.ft.	99	1/18/11
443 Wellesley	\$1,380,000	\$1,525,000	3 bd. / 2½ ba.	2,514 sq.ft.	\$548	28,793 sq.ft.	110	2/23/11
354 Panoramic	\$1,405,000	\$1,699,000	3 bd. / 2 ba.	2,506 sq.ft.	\$560	13,199 sq.ft.	170	3/9/11
403 Tennessee G.	\$1,430,000	\$1,749,000	4 bd. / 3½ ba.	3,249 sq.ft.	\$440	10,846 sq.ft.	205	1/11/11
440 Wellesley	\$1,430,000	\$1,649,000	3 bd. / 2½ ba.	2,427 sq.ft.	\$589	18,000 sq.ft.	114	1/24/11
46 Woodside Ln.	\$1,595,000	\$1,595,000	3 bd. / 3 ba.	2,325 sq.ft.	\$686	9,636 sq.ft.	21	3/3/11
378 Woodside	\$1,600,000	\$1,795,000	4 bd. / 3½ ba.	2,998 sq.ft.	\$533	9,361 sq.ft.	42	3/25/11
54 Buena Vista	\$1,650,420	\$1,649,000	4 bd. / 2½ ba.	2,937 sq.ft.	\$561	6,229 sq.ft.	31	3/4/11
250 Marion	\$1,670,000	\$1,749,000	4 bd. / 2 ba.	2,480 sq.ft.	\$673	8,015 sq.ft.	60	3/15/11
14 Thalia	\$1,775,000	\$1,825,000	4 bd. / 4½ ba.	2,881 sq.ft.	\$616	4,500 sq.ft.	25	3/9/11
460 Throckmorton	\$1,800,000	\$1,800,000	4 bd. / 5 ba.	3,272 sq.ft.	\$550	11,674 sq.ft.	0	3/29/11
153 Ethel	\$1,975,000	\$2,395,000	4 bd. / 3½ ba.	3,440 sq.ft.	\$574	17,163 sq.ft.	213	3/30/11
523 Hillside	\$2,100,000	\$3,200,000	4 bd. / 3½ ba.	3,147 sq.ft.	\$667	35,981 sq.ft.	276	2/25/11
11 Echo	\$2,195,000	\$2,395,000	4 bd. / 3½ ba.	2,981 sq.ft.	\$736	8,015 sq.ft.	0	3/2/11
424 Laverne	\$2,350,000	\$2,975,000	3 bd. / 2½ ba.	3,219 sq.ft.	\$730	32,539 sq.ft.	64	1/5/11