

MILLSTEIN MARKET ANALYSIS™

1st Half 2011 Mill Valley Residential Real Estate Report™

July 2011

Dear Mill Valley Resident,

Marin Overview

We've had very consistent volume and pricing in Marin County since the beginning of 2010. Given that other markets have continued to experience declines in both pricing and the number of homes sold, this is good news for us indeed. The *average selling price* of Marin County single family homes sold (\$1M and above) in Marin was \$1.85M in 2011 – the same as the 2010 average. The *number* of homes sold has also been steady across 2010 and 2011.

Mill Valley Overview

The first half of 2011 posted a slight decrease in the number of home sales \$1.2M and above vs. the same period in 2010. Pricing is fairly stable: while price per square foot sold increased slightly, average selling price decreased slightly.

Thirty percent fewer homes sold priced between \$2-\$3M during the 1st Half 2011 vs. the same period 2010.

For the **First Half of 2011:**

- The average *price per square foot* sold for homes sold \$1.2M and above was \$634, 4% above the 2010 average.
- The average *selling price* was \$1.8 million for homes sold \$1.2M and above, 2% below the 2010 average.
- There are currently 55 homes for sale priced \$1.2M and above, with 9 in escrow, compared to 35 homes for sale at the beginning of 2011.

Here's the take-away: Volume and pricing remains stable. Pricing sensitivity continues in all price ranges; buyers are quite sophisticated and are making offers on homes when there is perceived value.

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,



Mark A Millstein

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Mill Valley Homes Sold 2nd Quarter 2011 (\$1.2M 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
36 Eugene	\$1,257,000	\$1,349,000	3 bd. / 2 ba.	1,960 sq.ft.	\$641	16,771 sq.ft.	70	6/7/11
63 E. Manor	\$1,277,513	\$1,400,000	4 bd. / 3 ba.	2,216 sq.ft.	\$576	11,718 sq.ft.	45	5/3/11
136 Marguerite	\$1,285,000	\$1,225,000	4 bd. / 3 ba.	2,780 sq.ft.	\$462	14,854 sq.ft.	22	6/30/11
241 Morning Sun	\$1,359,000	\$1,459,000	4 bd. / 3½ ba.	2,650 sq.ft.	\$512	16,500 sq.ft.	56	5/27/11
50 Hillcrest	\$1,395,000	\$1,545,000	3 bd. / 2½ ba.	2,677 sq.ft.	\$521	11,718 sq.ft.	80	5/6/11
923 Ventura	\$1,400,000	\$1,450,000	4 bd. / 3½ ba.	2,501 sq.ft.	\$559	8,015 sq.ft.	31	5/3/11
1005 Erica	\$1,415,000	\$1,415,000	4 bd. / 3½ ba.	3,349 sq.ft.	\$422	14,244 sq.ft.	1	6/23/11
1 Strawberry Ldge	\$1,500,000	\$1,595,000	4 bd. / 2½ ba.	2,512 sq.ft.	\$597	9,017 sq.ft.	50	6/28/11
484 Throckmorton	\$1,485,000	\$1,579,000	4 bd. / 2 ba.	2,100 sq.ft.	\$707	6,360 sq.ft.	99	4/21/11
48 Coronet	\$1,573,500	\$1,579,000	3 bd. / 2½ ba.	2,390 sq.ft.	\$658	5,489 sq.ft.	19	6/14/11
580 Edgewood	\$1,631,000	\$1,649,000	4 bd. / 3½ ba.	2,997 sq.ft.	\$544	17,990 sq.ft.	52	5/27/11
36 Glen	\$1,684,000	\$1,995,000	6 bd. / 4½ ba.	5,000 sq.ft.	\$336	1.3 acre	54	6/22/11
240 Del Casa	\$1,750,000	\$1,750,000	5 bd. / 5 ba.	3,321 sq.ft.	\$526	9,583 sq.ft.	24	6/6/11
60 Nelson	\$1,765,775	\$1,775,000	3 bd. / 2 ba.	2,136 sq.ft.	\$826	5,706 sq.ft.	22	6/1/11
11 Altamont	\$1,800,000	\$1,795,000	4 bd. / 3 ba.	2,440 sq.ft.	\$737	6,229 sq.ft.	8	4/29/11
81 Sycamore	\$1,825,000	\$1,795,000	4 bd. / 3½ ba.	2,268 sq.ft.	\$804	5,619 sq.ft.	26	4/28/11
280 Lovell	\$1,845,000	\$1,845,000	5 bd. / 3 ba.	2,600 sq.ft.	\$709	17,598 sq.ft.	21	4/8/11
2 Sidney	\$1,865,000	\$1,795,000	4 bd. / 3½ ba.	2,152 sq.ft.	\$866	6,186 sq.ft.	16	6/28/11
208 Reed	\$1,900,000	\$1,995,000	4 bd. / 4 ba.	2,866 sq.ft.	\$662	9,104 sq.ft.	24	5/6/11
880 Marin	\$1,925,000	\$2,249,000	5 bd. / 5½ ba.	4,734 sq.ft.	\$406	1.2 acre	94	6/24/11
106 Alta Vista	\$2,175,000	\$2,395,000	4 bd. / 3½ ba.	3,193 sq.ft.	\$681	7,797 sq.ft.	94	6/2/11
141 Tamalpais	\$2,200,000	\$2,400,000	3 bd. / 3 ba.	3,097 sq.ft.	\$710	11,500 sq.ft.	44	5/27/11
42 Topside	\$2,270,000	\$2,250,000	4 bd. / 3½ ba.	4,018 sq.ft.	\$564	15,400 sq.ft.	34	6/3/11
309 Tamalpais	\$2,405,200	\$2,400,000	4 bd. / 2 ba.	2,223 sq.ft.	\$1,081	1.25 acre	14	4/27/11
235 Hillside	\$2,500,000	\$2,500,000	3 bd. / 2 ba.	1,935 sq.ft.	\$1,291	15,420 sq.ft.	12	5/13/11
33 Birch	\$2,700,000	\$2,695,000	5 bd. / 3 ba.	3,247 sq.ft.	\$831	14,375 sq.ft.	21	6/8/11
215 Molino	\$2,795,000	\$2,957,000	4 bd. / 3½ ba.	2,957 sq.ft.	\$945	9,017 sq.ft.	29	6/3/11
410 Lovell	\$3,003,160	\$3,149,000	4 bd. / 3½ ba.	3,114 sq.ft.	\$953	21,824 sq.ft.	51	4/29/11
410 Magee	\$4,000,000	\$5,250,000	5 bd. / 4½ ba.	5,200 sq.ft.	\$769	1.23 acre	323	4/21/11



Mill Valley Bi-Annual Sales Comparison

Price Range	Year	Homes Sold	Average Selling Price Per Square Foot	Average Size of Home	Average Days On Market
\$1M-\$1.99M	1st Half 2011	52	\$577	2,602 sq.ft.	70
	1st Half 2010	54	\$572	2,517 sq. ft.	79
\$2M-\$2.99M	1st Half 2011	10	\$824	3,002 sq. ft.	59
	1st Half 2010	14	\$673	3,370 sq. ft.	55
\$3M-\$3.99M	1st Half 2011	1	\$964	3,114 sq. ft.	51
	1st Half 2010	2	\$582	5,300 sq. ft.	0
\$4M-\$4.99M	1st Half 2011	1	\$769	5,200 sq.ft.	323
	1st Half 2010	1	\$700	5,714 sq.ft.	362

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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