

1st Quarter 2011

## What happened in Ross real estate in the first quarter?

**Inventory is up.** At the end of 2010, there were 11 homes for sale. There are now 20 homes on the market (6 are in escrow).

**Fewer homes sold Q1 2011 vs. last year.** Two homes sold during Q1 2011 compared to four for Q1 2010.

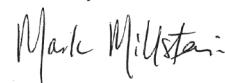
**Spring selling season has begun.** Two homes priced between \$4M-\$6M were placed on the market in March; both quickly went into escrow.

## 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



Decker  
Bullock

Sotheby's  
INTERNATIONAL REALTY

**Mark A Millstein**

980 Magnolia Avenue

Larkspur, CA 94939

415.601.9240

mark.millstein@sothebysrealty.com



Conserve! Sign up to receive this report via email at

[marinpremierhomes.com](http://marinpremierhomes.com)

Prsrt Std  
U.S. Postage

**PAID**

Mill Valley, CA  
Permit No. 220

