

## What happened in Ross Real Estate in the first quarter 2012?

**Inventory and escrows are up.** There are 18 homes on the market with 8 homes in escrow! At the end of 2011, there were only 10 homes for sale.

**More homes sold, activity is picking up.** Five homes sold during the first quarter of 2012, compared to 2 homes selling during the same period in 2011. Things are picking up as 5 of the 8 homes in escrow are priced between \$2 and \$6 million.

**Pricing is stable and selectively increasing.** Remodeled homes in particular are continuing to experience price strengthening and brisk demand, as buyers who had previously been on the sidelines are now re-entering the market.

**What does the future hold?** Fueled by technology sector gains, the San Francisco residential and commercial real estate markets are taking off. Thanks to this economic trend, residential purchases in Marin County are also gaining momentum. In addition, housing demand from San Francisco is spreading to Marin.

Even with spring inventory increasing, there is a pervasive sense that inventory is still lower than demand. We have many buyers actively looking for the right home. **If you are thinking of selling, this is an ideal time to get your home on the market.**

I always enjoy talking about real estate trends or the particulars of your home. Please feel free to contact me or send me an email.

415-601-9240 or  
mark.millstein@sothebysrealty.com.

Warmly,



Decker  
Bullock

Sotheby's  
INTERNATIONAL REALTY

Mark A Millstein  
980 Magnolia Avenue  
Larkspur, CA 94939  
415.601.9240  
mark.millstein@sothebysrealty.com

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### Ross Homes Sold 1st Quarter 2012

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
55 Sir Francis Drk.	\$695,000	\$749,900	3 bd. / 2 ba.	2,300 sq. ft.	\$302	10,672 sq. ft.	302	1/12
48 Loma Linda	\$700,000	\$749,000	3 bd. / 2 ba.	1,963 sq. ft.	\$356	8,538 sq. ft.	22	1/13
137 Bolinas	\$855,000	\$849,000	2 bd. / 1½ ba.	1,236 sq. ft.	\$691	5,271 sq. ft.	78	2/29
84 Glenwood	\$1,020,000	\$1,292,500	2 bd. / 1½ ba.	1,541 sq. ft.	\$661	9,000 sq. ft.	124	1/13
16 Walters	\$1,900,000	\$2,000,000	4 bd. / 3½ ba.	3,557 sq. ft.	\$534	1.5 acre	186	1/11



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