

# THE ROSS RESIDENTIAL REAL ESTATE REPORT

## YEAR-TO-DATE SUMMARY

Seventeen homes sold during the first seven months of 2009 compared to 20 homes sold during the first seven months of 2008. Most notably, none of the 2009 Ross homes sold were over \$4 million, down from four homes that exceeded this threshold for the same time period in 2008. Homes that attracted more than \$4 million during this time period in 2008 ranged from \$5.5 to \$9 million.

For 2009, the average time on the market is 83 days, the average price per square foot sold is \$870, and the average selling price as a percent of the original listing price is 86%. For the first seven months of 2008, the average time on the market was 68 days, the average price per square foot sold was \$913, and the average selling price as a percent of the original listing price was 93%.

## JULY SUMMARY

Two homes were sold in July, compared to 6 homes sold during the previous month. Five homes were withdrawn from the market. Six homes are in escrow, compared to 3 homes for the previous month. Four homes were withdrawn from the market.

## PRICE REDUCTIONS

22% of all Ross homes for sale offered price reductions during July ranging from 4% to 13.3% with an average price reduction of 6.8%. These reductions are a fraction of those seen in several other Bay Area markets which have been harder hit by the economic shift.

*The Ross Residential Real Estate Report by Mark A. Millstein provides up-to-date market information and analysis to Ross residents and buyers and sellers. A Marin resident with more than 30 years of experience as a real estate broker and private investor, Millstein keeps discerning clients apprised of their real estate options and opportunities in a constantly changing market. For a discreet and confidential analysis of your real estate needs, contact Mark A. Millstein, Decker Bullock Sotheby's International Realty at 415-601-9240 or [m.millstein@deckerbullocksir.com](mailto:m.millstein@deckerbullocksir.com).*

## Newly Listed Homes For Sale (July 1st – 31st, 2009)

Address	Listing Price	Approximate Size of Home	Price Per Sq. Ft.	Approximate Lot Size (1 acre = 43,560 sq. ft.)
186 Prospect Ave.	\$1,125,000	1,919 sq. ft.	\$586	14,418 sq. ft.
111 Bolinas Ave.	\$1,550,000	1,950 sq. ft.	\$794	9,583 sq. ft.
59 Winship Ave.	\$1,840,000	2,373 sq. ft.	\$775	9,583 sq. ft.
58 Ivy Dr.	\$1,695,000	2,100 sq. ft.	\$807	11,021 sq. ft.
17 Upper Ames Ave.	\$3,295,000	2,870 sq. ft.	\$1,148	23,740 sq. ft.
11 Wellington Ave	\$3,595,000	3,900 sq. ft.	\$921	14,136 sq. ft.
11 Fernhill Ave.	\$4,595,000	5,354 sq. ft.	\$858	22,041 sq. ft.
96 Laurel Grove Ave.	\$5,495,000	5,341 sq. ft.	\$1,028	41,992 sq. ft.

## Homes Placed In Escrow (July 1st – 31st, 2009)

Homes Placed In Escrow July 2009	Total Homes In Escrow end of July 2009	Homes In Escrow Previous Month	Percent Change from Previous Month
5	6	3	100%

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## Homes Sold (July 1st – 31st, 2009)

Address	Original Listing Price	Revised Listing Price	Selling Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Selling Price as a Percent of Original Listing Price	Days on Market until Ratified Contract
123 Lagunitas Rd.	\$3,350,000	none	\$3,000,000	5,000 sq. ft.	\$600	14,244 sq. ft.	89%	53
201 Lagunitas Rd.	\$4,500,000	\$3,975,000	\$3,795,000	1,908 sq. ft.	\$1,988	1 acre	84%	94

## Ross Summary

### Ross Homes Sold Year To Date (January 1st – July 31st, 2009)

Address	Original Listing Price	Revised Listing Price	Selling Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Selling Price as a Percent of Original Listing Price	Days on Market until Ratified Contract	Date Sold
109 Bolinas Ave.	\$1,150,000	none	\$1,025,000	1,863 sq.ft.	\$550	9,583 sq. ft.	89%	8	1/1/09
3 Circle Drive	\$1,250,000	\$941,000	\$728,000	1,250 sq. ft.	\$582	6,970 sq. ft.	58%	186	6/16/09
29 Makin Grade	\$1,250,000	none	\$1,360,000	2,569 sq.ft.	\$529	16,596 sq. ft.	108%	64	3/31/09
15 Norwood Ave.	\$1,495,000	none	\$1,365,000	1,427 sq. ft.	\$956	7,667 sq. ft.	91%	58	1/15/09
187 Lagunitas Rd.	\$1,999,000	none	\$1,938,000	1,844 sq. ft.	\$1,050	3 acres	97%	none	6/23/09
6 Skyland Way	\$2,065,000	\$1,650,000	\$1,595,000	1,893 sq. ft.	\$842	17,032 sq. ft.	77%	126	3/18/09
58 Shady Lane	\$2,275,000	none	\$2,400,000	2,439 sq. ft.	\$984	11,805 sq. ft.	105%	25	1/15/09
1 Crest Rd.	\$2,300,000	none	\$2,200,000	3,362 sq. ft.	\$654	39,988 sq. ft.	95%	56	3/17/09
50 Wellington Ave.	\$2,395,000	none	\$2,300,000	2,771 sq. ft.	\$830	7,187 sq. ft.	96%	41	6/9/09
85 Laurel Grove	\$2,695,000	\$2,495,000	\$2,435,000	3,100 sq. ft.	\$785	15,600 sq. ft.	90%	124	6/24/09
123 Lagunitas Rd.	\$3,350,000	none	\$3,000,000	5,000 sq. ft.	\$600	14,244 sq. ft.	89%	53	7/24/09
51 Shady Lane	\$3,495,000	none	\$3,240,000	2,674 sq. ft.	\$1,212	16,204 sq. ft.	93%	42	6/12/09
32 Fernhill Ave.	\$3,750,000	\$3,495,000	\$3,200,000	3,350 sq. ft.	\$955	21,127 sq. ft.	85%	28	1/12/09
15 Upper Ames Ave.	\$3,900,000	none	\$3,100,000	3,187 sq.ft.	\$972	23,784 sq. ft.	79%	22	4/12/09
15 Fernhill Ave.	\$3,950,000	\$3,500,000	\$3,240,500	3,780 sq. ft.	\$857	17,119 sq. ft.	93%	72	6/19/09
201 Lagunitas Rd.	\$4,500,000	\$3,975,000	\$3,795,000	1,908 sq. ft.	\$1,988	1 acre	84%	94	7/14/09
108 Laurel Grove Ave.	\$7,250,000	\$3,995,000	\$3,800,000	8,740 sq. ft.	\$434	3 acres	52%	247	5/26/09

### Ross Residential Summary for the Month of July 2009

Total Homes for Sale July 2009	Total Homes in Escrow end of July 2009	Homes Sold in July 2009	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Selling Price as a Percent of Original Listing Price (Average)	Days On Market Until Ratified Contract (Average)
23	6	2	\$1,294	\$600 - \$1,988	86%	73

### Ross Residential Summary Year to Date 2009

Total Homes Sold Year to Date 2009	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Selling Price as a Percent of Original Listing Price (Average)	Days On Market Until Ratified Contract (Average)
17	\$870	\$434 - \$1,988	86%	83

#### MARK A. MILLSTEIN, BROKER ASSOCIATE

Decker Bullock Sotheby's International Realty

As a veteran real estate broker, developer and investor of upper-end homes in Marin County, Mark Millstein possesses the professional knowledge, objectivity, and personal experience to advise his clients on all aspects involving the purchase or sale of a premier property.

Mark's in-depth market knowledge and strong negotiating skills along with his extensive experience in assessing the physical condition and potential of an exclusive property is a powerful combination that assures a successful sale or purchase.

Millstein's association with the prestigious firm of Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to Marin County's luxury real estate marketplace. He continuously builds and maintains sources of upper-end buyers and sellers at local, national and international levels.

Millstein's clients also benefit from the worldwide exposure of Sotheby's International Realty, including auction house clientele and powerful global contacts. For maximum exposure attracting qualified buyers and sellers, Millstein's advertising program, reach and results are unmatched.

For more information about how we can help you achieve your real estate goals, please contact:

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