

MILLSTEIN MARKET ANALYSIS™

First Half 2010 Ross Residential Real Estate Report™

DEAR ROSS RESIDENT,

I always look forward to updating you about changes in Ross real estate. 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.

The first half of 2010 posted a 26% decrease in the number of homes sold; eleven homes sold in Ross during the first half of 2010, compared to 15 in the first half of 2009 and 20 in the second half. Fortunately, we are now experiencing an increase in activity as the summer selling period is well underway.


- The average selling price for the first half of 2010 was \$3.8 million. This average was greatly influenced by two homes which sold for \$8 million and \$14 million. Removing these two sales from the average probably provides a more accurate snapshot of the Ross Residential Market for the first half of 2010. When we remove these two sales, the average selling price is \$2.2, which is below the 2009 level by about 5%.
- The average price per square foot sold for the first half of 2010 was \$712, 6% below the 2009 average.
- The average time on the market was up 22% for the first half of 2010 to 114 days, compared to 89 days for 2009.
- There are 28 homes currently for sale; 5 are in escrow. The average listing price for homes currently on the market is \$4.3 million.

Taking a long view, the market is slowly trending up, and we expect to see it continue to strengthen this summer. Although sales in the first half of 2010 are lower relative to last year, we are seeing a firming of valuations and select increases for specific properties. Fortunately, we've seen a promising start to the second half of 2010 (though we'll all have to wait for my next report for the final results).

Here's the take-away: Buyers expect value and when found, these homes sell quickly. Estate homes, when available, continue to be in demand. Appropriate pricing at the onset is critical.

Please don't hesitate to call if you have questions about this report. Even if a purchase or sale is not in your immediate future, I'll always enjoy talking with you about real estate trends or the particulars of your home. I appreciate your business and referrals.

Warmest regards,



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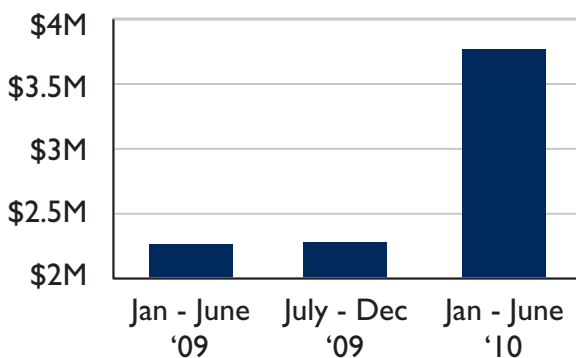
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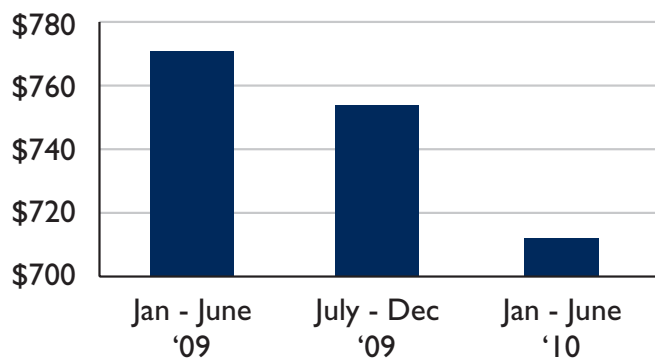
Ross Homes Sold Jan - June 2010

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 Ratified Contract	Date Sold
102 Wellington Ave.	\$750,000	\$839,000	3 bd. / 2 ba.	2,128 sq. ft.	\$352	7,187 sq. ft.	116	03/17/10
16 Baywood Ave.	\$839,000	\$953,000	3 bd. / 2 ba.	1,550 sq. ft.	\$541	8,015 sq. ft.	132	06/25/10
15 Norwood Ave.	\$1,200,000	\$1,365,000	3 bd. / 2 ba.	1,427 sq. ft.	\$840	6,011 sq. ft.	69	04/15/10
21 Loma Linda Ave.	\$1,350,000	\$1,395,000	3 bd. / 2½ ba.	2,144 sq. ft.	\$629	14,418 sq. ft.	79	06/01/10
21 Allen Ave.	\$1,775,000	\$1,850,000	4 bd. / 3 ba.	2,866 sq. ft.	\$619	11,979 sq. ft.	37	05/04/10
46 Sir Francis Drake Blvd.	\$2,197,500	\$2,295,000	4 bd. / 3½ ba.	4,262 sq. ft.	\$515	29,055 sq. ft.	16	02/25/10
20 Upper Road West	\$3,295,000	\$3,295,000	5 bd. / 3½ ba.	5,300 sq. ft.	\$621	1.15 acres	20	04/30/10
20 Canyon Road	\$3,800,000	\$3,800,000	5 bd. / 5½ ba.	5,061 sq. ft.	\$750	2.39 acres	515	05/19/10
98 Laurel Grove	\$4,250,000	\$4,250,000	5 bd. / 4.5 ba.	4,092 sq. ft.	\$1,038	1 acre	40	05/13/10
7 Laurel Grove Ave.	\$8,000,000	\$10,000,000	6 bd. / 7 ba.	9,656 sq. ft.	\$828	2.21 acres	87	01/20/10
1 Upper Road	\$14,000,000	\$17,500,000	10 bd. / 8½ ba.	11,500 sq. ft.	\$1,217	3.03 acres	144	01/15/10

**Ross
Average Sale Price**

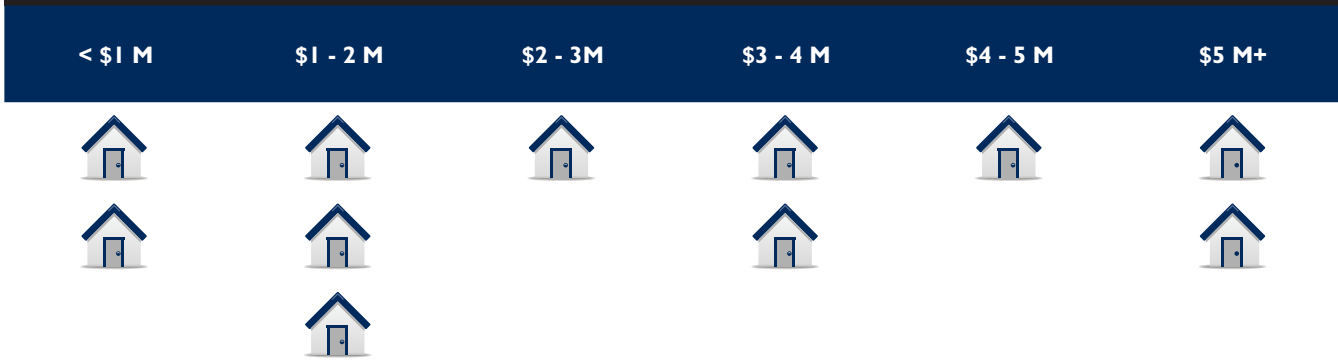


**Ross
Average Price Per Sq. Ft. Sold**





Ross Homes Sold by Price Bracket Jan - June 2010



ABOUT MARK

In addition to helping you prepare your home for sale or analyzing a home for purchase, Mark has extensive experience assessing the physical condition and potential value of a property. A veteran real estate broker, developer and investor in high-end Marin County homes, Mark has the professional knowledge, objectivity, and experience to advise his clients on all aspects of purchasing and selling a property.

Mark's association with Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to the luxury real estate marketplace, including auction house clientele and powerful global contacts. He continuously builds and maintains sources of high-end buyers and sellers at local, national and international levels. His advertising program, reach and results will provide you the exposure you need to buy or sell a home in today's real estate climate.

Please contact Mark for more information about how he can help you achieve your real estate goals.



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with extraordinary opportunities.*