

MILLSTEIN MARKET ANALYSIS™

2010 Year-End Ross Residential Real Estate Report™

July 2011

Dear Ross 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.

Ross Overview

The first half of 2011 posted the same number of home sales in Ross (11 homes sold) vs. the same period in 2010. As we would expect, sales began to pick up in Ross as we started the traditional spring selling season – eight of those 11 homes were sold in the 2nd quarter. Of the 11 homes sold in the 1st half of 2011, four sold above \$2.9M. We are optimistic that we will see this upward tick in sales continue throughout this year; we did see sales pick up in the 2nd half of 2010.

In the First Half of 2011 in Ross:

- The average *selling price* was \$3.3 million, 11% above the 2010 average.
- The average *price per square foot sold* was \$880, 28% above the 2010 average.
- There are currently 24 homes for sale, with 8 in escrow, compared to 11 homes for sale at the beginning of 2011.

Here's the take-away: Volume remains steady and pricing, on average, is increasing. 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,



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Ross Homes Sold 1st Half 2011

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
41 Redwood	\$1,190,000	\$1,200,000	3 bd. / 2½ ba.	1,523 sq. ft.	\$781	7,492 sq. ft.	93	3/25/11
43 Winship	\$1,339,000	\$1,425,000	3 bd. / 1½ ba.	1,740 sq. ft.	\$769	5,619 sq. ft.	30	6/14/11
24 Allen	\$1,615,000	\$1,675,000	2 bd. / 2 ba.	1,980 sq. ft.	\$815	10,411 sq. ft.	171	4/12/11
41 Sir Francis Drake	\$1,800,000	\$1,629,000	4 bd. / 2½ ba.	2,835 sq. ft.	\$634	21,998 sq. ft.	20	6/3/11
3 East	\$2,000,000	\$2,195,000	3 bd. / 2 ba.	1,781 sq. ft.	\$1,122	7,275 sq. ft.	235	5/18/11
58 Shady	\$2,200,000	\$2,275,000	5 bd. / 2 ba.	2,439 sq. ft.	\$902	11,805 sq. ft.	32	1/13/11
11 Makin Grade	\$2,750,000	\$3,195,000	5 bd. / 4½ ba.	3,944 sq. ft.	\$697	43,386 sq. ft.	44	6/30/11
155 Laurel Grove	\$2,950,000	\$3,695,000	5 bd. / 4½ ba.	3,780 sq. ft.	\$780	37,984 sq. ft.	104	4/19/11
5 Fernhill	\$4,137,500	\$4,450,000	5 bd. / 5 ba.	3,476 sq. ft.	\$1,190	26,310 sq. ft.	32	4/29/11
44 Fernhill	\$7,500,000	\$8,495,000	6 bd. / 5½ ba.	6,230 sq. ft.	\$1,203	25,200 sq. ft.	49	5/5/11
12 Canyon	\$8,750,000	\$9,995,000	8 bd. / 7½ ba.	8,000 sq. ft.	\$1,093	5 acres	21	5/31/11



Ross 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	4	\$750	2,020 sq.ft.	79
	1st Half 2010	3	\$624	2,505 sq. ft.	36
\$2M-\$2.99M	1st Half 2011	4	\$876	2,986 sq. ft.	104
	1st Half 2010	1	\$516	4,262 sq. ft.	16
\$3M-\$3.99M	1st Half 2011	0	-	-	-
	1st Half 2010	2	\$686	5,180 sq. ft.	10
\$4M-\$4.99M	1st Half 2011	1	\$1,190	3,476 sq.ft.	32
	1st Half 2010	1	\$1,039	4,092 sq.ft.	40
Above \$5M	1st Half 2011	2	\$1,149	7,115 sq.ft.	35
	1st Half 2010	2	\$1,021	10,578 sq.ft.	116

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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