

MILLSTEIN MARKET ANALYSIS™

Ross Residential Real Estate Report™

Fall 2009

ROSS MARKET ANALYSIS

The Summer of 2009 was an active period as Buyers notably returned.

- For the months of June 2009 through September 2009, 15 homes sold in Ross compared to 11 homes for the same period in 2008. Interestingly, 24 homes have sold year to date, which is the exact same number year to date for 2008.
- For all homes sold during June 2009 through September 2009, the average selling price was \$2.5 million (a 9.1% increase over 2008), and the average price per square foot sold was \$892 (a 3.2% decrease from 2008).
- Six homes sold for \$3 million or higher during June 2009 through September 2009 compared to only 1 home selling for \$3 million or higher for the same period in 2008 (a six fold increase).
- As of September 30, 2009, there were 23 homes for sale in Ross, and 4 homes in escrow. All homes in escrow are priced \$2.4 million and below. There are currently no homes in escrow above \$2.4 million.

The Ross market participated heavily in the traditional summer time buying season. It is unclear whether this demand will continue at this pace, particularly in the upper end of the market, but the final months of 2009 will be indicative of the pace going forward. Buyers continue to be value driven and remain cautious.

SELLERS

Prices are stable and are not expected to decrease going forward unless Buyer demand decreases and the inventory of homes for sale remains the same or increases. Although the summer months experienced healthy sales of upper end homes, no homes priced above \$3M are currently in escrow.

BUYERS

Pricing adjustments have already occurred and will most likely be the benchmark going forward. Should demand continue at the current pace, we will likely see fewer price reductions, fewer concessions, and price strengthening.



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:

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Newly Listed Homes For Sale (September 1st – 30th, 2009)

Address	Listing Price	Approximate Size of Home	Price Per Sq. Ft.	Approximate Lot Size (1 acre = 43,560 sq. ft.)
79 Bolinas Ave.	\$800,000	1,300 sq. ft.	\$615	7,231 sq. ft.
20 Olive Ave.	\$1,595,000	1,871 sq. ft.	\$852	7,031 sq. ft.
20 Sir Francis Drake Blvd.	\$1,950,000	3,146 sq. ft.	\$619	1.01 acres
16 Walters Rd.	\$3,199,000	3,803 sq. ft.	\$841	1.50 acres
155 Laurel Grove Ave.	\$3,295,000	3,565 sq. ft.	\$924	37,984 sq. ft.
7 Laurel Grove Ave.	\$10,000,000	9,656 sq. ft.	\$1,035	2.21 acres

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Homes Sold (September 1st – 30th, 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
86 Glenwood Ave.	\$995,000	none	\$1,100,000	1,641 sq. ft.	\$670	8,407 sq. ft.	110%	7
59 Winship Ave	\$1,840,000	none	\$1,785,000	2,373 sq. ft.	\$752	9,583 sq. ft.	97%	62
189 Lagunitas Rd.	\$5,495,000	\$4,000,000	\$4,075,000	4,303 sq. ft.	\$947	1.02 acres	74%	119
11 Fernhill Ave.	\$4,595,000	none	\$5,000,000	5,354 sq. ft.	\$933	22,041 sq. ft.	108%	16

Ross Summary

Ross Homes Sold Year To Date (April 1st, – September 30th, 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
86 Glenwood Ave.	\$995,000	none	\$1,100,000	1,641 sq. ft.	\$670	8,407 sq. ft.	110%	7	9/28/09
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 Poplar Ave.	\$1,695,000	\$1,495,000	\$1,460,000	1,537 sq. ft.	\$949	7,750 sq. ft.	86%	89	8/07/09
59 Winship Ave	\$1,840,000	none	\$1,785,000	2,373 sq. ft.	\$752	9,583 sq. ft.	97%	62	9/28/09
34 Allen Ave	\$1,995,000	\$1,695,000	\$1,475,000	2,071 sq. ft.	\$731	11,979 sq. ft.	73%	224	8/26/09
187 Lagunitas Rd.	\$1,999,000	none	\$1,938,000	1,844 sq. ft.	\$1,050	3 acres	97%	none	6/23/09
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
26 El Camino Bueno	\$2,998,750	\$2,490,000	\$2,120,890	4,283 sq. ft.	\$495	25,483 sq. ft.	70%	140	8/27/09
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
11 Fernhill Ave.	\$4,595,000	none	\$5,000,000	5,354 sq. ft.	\$933	22,041 sq. ft.	108%	16	9/2/09
189 Lagunitas Rd.	\$5,495,000	\$4,000,000	\$4,075,000	4,303 sq. ft.	\$947	1.02 acres	74%	119	9/11/09
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



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Ross Residential Summary for the Month of September 2009

Total Homes for Sale September 2009	Total Homes in Escrow end of September 2009	Homes Sold in September 2009	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Selling Price as a Percent of Original Listing Price (Average)	Selling Price as a Percent of Original Listing Price (Range)	Days On Market Until Ratified Contract (Average)	Days On Market Until Ratified Contract (Range)
23	4	4	\$825	\$670 - \$947	97%	74%-110%	51	7-119

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)
24	\$844	\$434 - \$1,988	87%	86

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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