

# MILLSTEIN MARKET ANALYSIS<sup>TM</sup>

## 3rd Quarter 2010 Ross Residential Real Estate Report<sup>TM</sup>

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INTERNATIONAL REALTY

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Dear Ross Resident,

Finally, I have good news about the Marin real estate market: when we look at the sales activity in the first 9 months of 2010, particularly in Tiburon and Kentfield, it is clear that the market is returning to health and prices are once again stable. Although the Ross market is not experiencing the same trends as Tiburon and Kentfield, I am optimistic that Ross will, over time, see increasing market health.

- There are 21 homes currently for sale; 3 are in escrow.
- The average time on the market for homes sold in the first 9 months of the year is down 11% vs. 2009, to 70 days.
- Fifteen homes sold in Ross during the first nine months of 2010, compared to 24 for the same period in 2009. Four of those homes sold in the 3rd quarter of 2010, and all had selling prices below \$2.3M.
- The average selling price for the first nine months of 2010 was \$3.2 million. This average is greatly influenced by two homes that sold for \$8 million and \$14 million. Removing these two sales, the average selling price is \$2M for the first 9 months of 2010. (The average selling price in 2009 was \$2.4M.)
- The 3rd quarter average price per square foot sold remains nearly unchanged from the first half, at \$716.

**Here's the take-away: Although sales volume has decreased, prices seem to be stabilizing. This indicates that Ross may soon follow Tiburon and Kentfield in seeing more positive market trends.**

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 always enjoy talking with you 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. I appreciate your business and referrals.

Warmest regards,



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### Ross Homes Sold July - September 2010

Address	Selling Price	Original Listing Price	Bedrooms/Baths	Approximate 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
33 Winship	\$920,000	\$1,295,000	2 bd. / 3 ba.	1,540 sq. ft.	\$597	5,489 sq. ft.	203	09/02/10
30 Winding	\$1,840,000	\$2,200,000	4 bd. / 3 ba.	2,717 sq. ft.	\$677	7,480 sq. ft.	99	09/03/10
10 Ames	\$1,995,000	\$1,995,000	4 bd. / 3 ba.	3,000 sq. ft.	\$665	19,820 sq. ft.	22	08/31/10
19 Woodside	\$2,225,000	\$2,250,000	3 bd. / 2 ba.	2,402 sq. ft.	\$926	21,519 sq. ft.	62	08/03/10

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