

MILLSTEIN MARKET ANALYSIS™

2009 Year-End Tiburon Residential Real Estate Report™

4TH QUARTER 2009 ENDS STRONG FOR HOME SALES \$2M AND ABOVE

Although nearly twice as many Tiburon homes sold above \$2M during the final quarter of 2009 vs. Q4 2008, 2009 posted a 32% decrease in total home sales with 27 homes sold compared to 40 in 2008.

This consistent activity and increased Q4 volume indicates that excellent opportunities exist for both buyers and sellers.

Buyers: Prices remain lower than they were in 2008; it is still possible to purchase more home at a lower cost than you could have just one year ago.

- The average price per square foot was down 6.4%, to \$791.
- The average days on the market was up 67%, to 147 days.
- Of the 27 homes sold during 2009, 2 sold between \$7-9M, 4 sold between \$5-7M, 8 sold between \$3-4M, and 13 sold between \$2-3M.

Sellers: Good opportunities exist for sellers: buyers of homes \$2M and above are spending more on their real estate purchases than the previous year and are purchasing larger homes. The average selling price for 2009 (\$2M and above) was up 2.1%. The 2009 average size Tiburon home sold (\$2M and above) was 4,432 square feet, in 2008 4,076 square feet. Correct seller pricing will yield effective results.

Please contact me with any questions you may have about the market or to discuss these opportunities further.



The Tiburon Residential Real Estate Report by Mark A. Millstein provides up-to-date market information and analysis to Tiburon 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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Tiburon Residential Annual Summary for Homes Sold \$2M and Above

Year	Total Homes Sold	Average Listing Price	Average Selling Price	Median Selling Price	Selling Price as a % of Original Listing Price (Average)	Selling Price as a % of Original Listing Price (Range)	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Average Days On Market Until Ratified Contract
2009	27	\$3,934,778	\$3,603,666	\$3,020,000	87%	55%-100%	\$791	\$485 - \$1,204	147
2008	40	\$3,758,650	\$3,530,303	\$2,877,500	93%	72%-107%	\$845	\$548 - \$1,452	88



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Tiburon Homes Sold 2009 \$2M and Above

Address	Original Listing Price	Revised Listing Price	Selling Price	Selling Price as a % of Original Listing Price	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
55 Trinidad Dr.	\$2,100,000	none	\$2,000,000	95%	2,588 sq. ft.	\$772	16,988 sq. ft.	72	6/22/09
20 Upper Cecilia Way	\$2,275,000	none	\$2,140,000	94%	3,698 sq. ft.	\$578	10,367 sq. ft.	50	4/03/09
60 Reedland Woods Way	\$2,295,000	none	\$2,015,000	87%	3,612 sq. ft.	\$557	23,130 sq. ft.	93	11/06/09
941 Owlswood Ln.	\$2,375,000	\$2,250,000	\$2,175,000	91%	3,361 sq. ft.	\$647	21,301 sq. ft.	68	1/08/09
657 Hawthorne Dr.	\$2,629,000	\$2,379,000	\$2,100,000	79%	2,700 sq. ft.	\$777	7,492 sq. ft.	99	2/12/09
7 Acela	\$3,950,000	\$3,350,000	\$1,900,000	48%	3,300 sq. ft.	\$575	23,043 sq. ft.	161	7/22/09
430 Greenwood Beach Rd.	\$2,795,000	none	\$2,400,000	85%	3,282 sq. ft.	\$731	34,600 sq. ft.	114	12/03/09
90 Reed Ranch Rd.	\$2,775,000	\$2,195,000	\$2,100,000	75%	4,326 sq. ft.	\$485	21,388 sq. ft.	197	11/06/09
23 Old Landing Rd.	\$2,795,000	none	\$2,750,000	98%	3,980 sq. ft.	\$690	21,216 sq. ft.	20	6/10/09
333 Blackfield Dr.	\$2,825,000	none	\$2,775,000	98%	4,521 sq. ft.	\$613	21,344 sq. ft.	42	5/15/09
6 Mariposa Ct.	\$3,195,000	none	\$3,020,000	95%	4,359 sq. ft.	\$692	23,522 sq. ft.	24	6/04/09
8 Francisco Vista Ct.	\$3,295,000	none	\$3,150,000	95%	3,291 sq. ft.	\$957	14,400 sq. ft.	22	12/10/09
18 Cibrian Dr.	\$3,300,000	none	\$3,175,000	96%	4,219 sq. ft.	\$752	1.92 acres	0	12/28/09
59 Trinidad Dr.	\$3,375,000	none	\$3,112,000	92%	3,550 sq. ft.	876	11,456 sq. ft.	83	6/16/09
198 Stewart Dr.	\$3,350,000	\$3,195,000	\$3,065,000	91%	3,901 sq. ft.	\$785	17,990 sq. ft.	136	11/05/09
90 Taylor Rd.	\$3,450,000	\$3,260,000	\$2,950,000	85%	3,929 sq. ft.	\$750	1.25 acres	161	10/15/09
669 Hawthorne Dr.	\$3,449,000	\$2,750,000	\$2,487,500	72%	2,940 sq. ft.	\$846	11,979 sq. ft.	338	5/06/09
5070 Paradise Dr.	\$3,795,000	\$3,195,000	\$2,775,000	73%	4,725 sq. ft.	\$587	2.25 acres	108	12/09/09
1915 Straits View Dr.	\$3,800,000	none	\$3,650,000	96%	3,631 sq. ft.	\$1005	21,170 sq. ft.	78	09/22/09
2311 Spanish Trail Rd.	\$4,250,000	\$3,495,000	\$3,328,988	78%	4,465 sq. ft.	\$745	20,996 sq. ft.	142	3/20/09
193 Gilmartin	\$6,495,000	\$5,995,000	\$5,375,000	82%	6,566 sq. ft.	\$818	37,070 sq. ft.	344	3/18/09
189 Gilmartin	\$6,875,000	\$4,500,000	\$3,800,000	55%	6,624 sq. ft.	\$573	40,729 sq. ft.	813	12/15/09
9 Acela Dr.	\$6,900,000	\$5,950,000	\$5,500,000	79%	5,395 sq. ft.	\$1,019	24,611 sq. ft.	127	10/21/09
140 Antonette Dr.	\$8,500,000	none	\$7,500,000	88%	7,123 sq. ft.	\$1,052	1.23 acres	115	7/02/09
32 Meadow Hill Dr.	\$8,800,000	\$6,950,000	\$5,880,000	66%	6,351 sq. ft.	\$925	1.01 acres	406	09/04/09
90 Via Los Altos	\$6,500,000	none	\$6,500,000	100%	5,760 sq. ft.	\$1,128	17,772 sq. ft.	2	10/30/09
3 Rolling Hills Rd.	\$10,500,000	none	\$9,000,000	85%	7,475 sq. ft.	\$1,204	29,272 sq. ft.	312	3/17/09



Tiburon Residential Quarterly Summary for Homes Sold \$2M and Above

Year	Total Homes Sold	Homes Sold 1st Quarter	Homes Sold 2nd Quarter	Homes Sold 3rd Quarter	Homes Sold 4th Quarter
2009	27	5	7	4	11
2008	40	11	13	10	6

Tiburon Residential 4th Quarter Detail for Homes Sold \$2M and Above

4th Quarter	Total Homes Sold	Average Listing Price	Average Selling Price	Median Selling Price	Selling Price as a % of Original Listing Price (Average)	Selling Price as a % of Original Listing Price (Range)	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Average Days On Market Until Ratified Contract
2009	11	\$3,680,000	\$3,402,727	\$3,065,000	84%	55%-100%	\$757	\$485 - \$1,128	161
2008	6	\$2,671,667	\$2,653,667	\$2,310,000	95%	85%-106%	\$786	\$702 - \$1,046	62

MARK A. MILLSTEIN, BROKER ASSOCIATE

Decker Bullock Sotheby's International Realty

As a veteran real estate broker, developer and investor in upper-end homes in Marin County, Mark Millstein possesses the professional knowledge, objectivity, and personal experience to advise his clients on all aspects of purchasing and selling 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. Millstein's advertising program, reach and results will get you the exposure you need to buy or sell a home in today's real estate climate.

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

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