

3rd Quarter 2012 Belvedere Real Estate – Market Update

Inventory is stable. As we end the third quarter, inventory is nearly the same as it was on June 30th. There are 24 homes on the market, and five homes are in escrow.

More homes sold. Eleven homes sold during the third quarter of 2012, compared to 9 homes selling during the same period in 2011. The highest selling price in the third quarter was for \$6,000,000 (205 Golden Gate Avenue).

More expensive homes are selling. Year to date average selling price is \$3 million compared to \$2.5 million for the same period 2011.

Average pricing is up slightly. The average price per square foot sold was \$948 during the third quarter of 2012. Average time on the market for these sales is dramatically lower, at 73 days.

There is a gap in inventory. There is currently just one home on the market priced between \$5 and \$9 million, leaving a tremendous opportunity for sellers in this price range.

Sales activity is concentrated. Of the 11 homes sold during the third quarter of 2012, eight sold for \$3 million or lower.

There are currently 14 homes on the market priced \$3 million and above. With inventory higher for these homes, **extensive marketing is imperative for sellers.** Sotheby's Decker Bullock has the distinction of being one of the most active luxury real estate firms in Belvedere. We provide unparalleled local, national and international marketing, leading to excellent results even in high inventory situations.

If you are thinking of selling your home, it would be my pleasure to answer your questions, discuss the process, and provide you information about the marketing program of Sotheby's International Realty.

Please call me or send me an email.

415-601-9240 or
mark.millstein@sothebysrealty.com.

Warmly,

Mark Millstein



Belvedere Homes Sold 3rd Quarter 2012

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
335 San Rafael	\$1,670,000	\$1,795,000	1,884 sq. ft.	\$886	3 bd. / 2.5 ba.	9,017 sq. ft.	57
288 Beach	\$1,750,000	\$2,000,000	2,421 sq. ft.	\$772	3 bd. / 3 ba.	10,716 sq. ft.	114
19 Tamalpais	\$1,870,000	\$2,250,000	2,520 sq. ft.	\$742	3 bd. / 3.5 ba.	15,246 sq. ft.	355
17 Oak	\$1,935,000	\$1,995,000	2,093 sq. ft.	\$924	4 bd. / 3.5 ba.	21,301 sq. ft.	38
24 Windward	\$2,303,750	\$2,295,000	2,090 sq. ft.	\$1,102	3 bd. / 2.5 ba.	7,057 sq. ft.	0
30 Cove	\$2,500,000	\$2,695,000	2,000 sq. ft.	\$1,250	2 bd. / 2 ba.	8,015 sq. ft.	106
38 Peninsula	\$2,660,000	\$2,795,000	3,489 sq. ft.	\$762	6 bd. / 3.5 ba.	6,098 sq. ft.	12
470 Bella Vista	\$2,925,000	\$2,925,000	3,796 sq. ft.	\$770	4 bd. / 3.5 ba.	4,487 sq. ft.	16
12 Peninsula	\$3,335,000	\$3,495,000	3,119 sq. ft.	\$1,069	3 bd. / 3 ba.	6,490 sq. ft.	22
27 Windward	\$4,450,000	\$4,925,000	3,902 sq. ft.	\$1,140	5 bd. / 4.5 ba.	8,973 sq. ft.	49
205 Golden Gate	\$6,000,000	\$5,495,000	5,692 sq. ft.	\$1,054	4 bd. / 5.5 ba.	21,606 sq. ft.	37