

## Kentfield Real Estate Review – January-April 2013

**The selling season has begun and the real estate market continues to trend upward.**

**So far in 2013, nearly 50% more homes have sold** compared the same period in 2012.

**Average time on the market has significantly decreased.** Twelve of the 17 homes sold priced \$1 million and above were on the market for less than 30 days. Buyers are now moving quickly and multiple offers are common.

**Prices are increasing.** Of the 17 homes sold, ten sold at or above the list price. The average price per square foot sold increased to \$681.

**More homes are in escrow; inventory is limited.** Twenty-nine percent of the homes on the market are in escrow. Inventory is particularly limited for homes priced below \$2 million.

**We are primed for a strong selling season.** Buyers are out and looking, despite low inventories. If you've been waiting to sell, now is the time, while interest rates are still at historical lows and buyers who have been waiting on the sidelines are coming out in record numbers.

I'm available to speak with you more about these trends – call or email anytime!

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

Warmly,



### Kentfield Homes Sold \$1M and Above January-April 2013

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
74 Berens	\$1,225,000	\$1,249,000	1,892sq. ft.	\$647	3 bd. / 2 ba.	6,316 sq. ft.	91
5 Altamira	\$1,250,000	\$1,499,500	2,350 sq. ft.	\$531	3 bd. / 3 ba.	6,752 sq.ft	360
6 Berens	\$1,260,000	\$1,127,000	1,578 sq. ft.	\$798	3 bd. / 2 ba.	6,299 sq.ft	10
812 Sir Francis Drk	\$1,285,000	\$1,285,000	2,194 sq. ft.	\$585	3 bd. / 2 ba.	7,500 sq.ft	17
21 Toussin	\$1,330,350	\$1,330,350	2,832 sq. ft.	\$469	3 bd. / 2.5 ba.	21,985 sq.ft	94
365 Crown	\$1,340,000	\$1,195,000	2,961 sq. ft.	\$452	4 bd. / 3 ba.	1.5 ac.	20
23 Laurel Grove	\$1,500,000	\$1,500,000	2,741 sq. ft.	\$547	4 bd. / 3 ba.	9,191 sq.ft	18
170 Rancheria	\$1,560,000	\$1,639,000	2,959 sq. ft.	\$527	4 bd. / 4 ba.	1.4 ac.	109
73 Upper Toyon	\$1,650,000	\$1,749,000	3,320 sq. ft.	\$496	3 bd. / 3 ba.	10,000 sq.ft	120
95 Idlewood	\$1,680,000	\$1,695,000	3,486 sq. ft.	\$481	5 bd. / 4 ba.	1.1 ac.	50
91 Rancheria	\$1,795,000	\$1,800,000	2,812 sq. ft.	\$638	4 bd. / 3.5 ba.	15,002 sq.ft	21
90 Black Log	\$1,875,000	\$1,595,000	4,314 sq. ft.	\$434	6 bd. / 5.5 ba.	2.5 ac.	20
231 Poplar	\$2,640,000	\$2,395,000	2,857 sq. ft.	\$924	3 bd. / 2.5 ba.	13,504 sq.ft	21
680 Goodhill	\$2,685,000	\$2,850,000	3,500 sq. ft.	\$767	4 bd. / 4 ba.	28,510 sq.ft	23
15 Blueridge	\$3,300,000	\$3,395,000	3,325 sq. ft.	\$992	5 bd. / 3.5 ba.	39,099 sq.ft	23
111 Woodland	\$4,300,000	\$3,995,000	4,000 sq. ft.	\$1,075	6 bd. / 4 ba.	24,002 sq.ft	16
4 Orchard	\$6,000,000	\$5,995,000	5,176 sq. ft.	\$1,158	5 bd. / 4.5 ba.	28,793 sq.ft	5