

## 3rd Quarter 2012 Kentfield 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 currently 25 homes on the market priced \$1 million and above. Inventory is most limited for homes priced between \$2-3 million – just 3 properties are available. **This creates a tremendous opportunity for sellers.**

**Fewer homes sold.** Nine homes priced \$1 million and above sold during the third quarter of 2012, compared to 12 homes selling during the same period in 2011. Things are picking up, though. Six homes are currently in escrow, including one home priced above \$3 million. The highest selling price in the third quarter was \$8,400,000 (14 Hotaling Ct.)

**Average pricing is increasing.** The average price per square foot sold was \$726 for homes sold during the third quarter of 2012, compared to \$677 for the first half of 2012, a 7% increase.

**Sales activity is concentrated.** Of the 9 homes sold during the third quarter of 2012, six sold for \$2 million or lower. Activity has been the most limited for homes priced above \$3 million.

There are currently 8 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 Marin. 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](mailto:mark.millstein@sothebysrealty.com).

Warmly,

*Mark Millstein*



### Kentfield Homes Sold \$1M and Above 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
29 Mann	\$1,150,000	\$1,250,000	818 sq. ft.	\$1,405	1 bd. / 1 ba.	19,820 sq. ft.	22
9 Butterfly	\$1,230,000	\$1,195,000	1,749 sq. ft.	\$703	3 bd. / 2 ba.	6,970 sq. ft.	27
120 So. Ridgewood	\$1,550,000	\$1,625,000	2,104 sq. ft.	\$736	4 bd. / 3 ba.	1.01 ac.	1
115 So. Ridgewood	\$1,588,300	\$1,695,000	2,993 sq. ft.	\$530	4 bd. / 3 ba.	20,996 sq. ft.	84
239 Hillside	\$1,790,000	\$2,089,000	4,152 sq. ft.	\$431	4 bd. / 4.5 ba.	28,227 sq. ft.	81
127 Cypress	\$2,000,000	\$2,095,000	2,916 sq. ft.	\$685	4 bd. / 3.5 ba.	7,797 sq. ft.	71
33 Rancheria	\$3,025,000	\$3,300,000	2,745 sq. ft.	\$1,102	4 bd. / 3 ba.	26,049 sq. ft.	49
27 Evergreen	\$3,035,000	\$3,195,000	3,811 sq. ft.	\$796	6 bd. / 3.5 ba.	26,049 sq. ft.	49
14 Hotaling	\$8,400,000	\$10,900,000	8,864 sq. ft.	\$947	6 bd. / 10 ba.	34,238 sq. ft.	64