

Larkspur Real Estate Review – January-April 2013

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

So far in 2013, average time on the market has significantly decreased. Ten of the 13 homes sold priced \$1 million and above were on the market for less than 45 days. Buyers are now moving quickly and multiple offers are common.

Prices are increasing. Fifty-four percent of homes sold year-to-date have sold at or above the list price. The average price per square foot sold increased 4% to \$605, compared to 2012.

More homes are in escrow. Thirty-five percent of the homes on the market are in escrow. Twenty-three homes priced \$1 million and above are currently on the market in Larkspur.

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!

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Warmly,



Larkspur 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
30 Diane	\$1,075,000	\$995,000	1,385 sq. ft.	\$776	3 bd. / 2 ba.	4,472 sq.ft	34
6 Drakes Cove	\$1,105,000	\$1,080,000	2,946 sq. ft.	\$375	3 bd. / 3.5 ba.	8,873 sq.ft	38
9 Corte Del Bayo	\$1,292,846	\$1,395,000	2,564 sq. ft.	\$504	5 bd. / 3 ba.	7,797 sq.ft	145
23 Monte Vista	\$1,301,000	\$995,000	n/a	n/a	2 bd. / 1 ba.	11,805 sq.ft	9
160 Wilson	\$1,318,000	\$1,249,000	2,682 sq. ft.	\$491	4 bd. / 5 ba.	10,001 sq.ft	23
233 W Baltimore	\$1,375,000	\$1,400,000	2,686 sq. ft.	\$511	4 bd. / 2 ba.	14,549 sq.ft	0
8 William	\$1,380,000	\$1,479,000	1,904 sq. ft.	\$724	3 bd. / 2.5 ba.	7,200 sq.ft	34
5 Crystal Creek	\$1,435,000	\$1,395,000	2,763 sq. ft.	\$519	3 bd. / 3.5 ba.	6,164 sq.ft	24
305 Riviera	\$1,449,000	\$1,489,000	2,646 sq. ft.	\$547	4 bd. / 2.5 ba.	7,797 sq.ft	96
270 Riviera	\$1,555,000	\$1,685,000	2,635 sq. ft.	\$590	3 bd. / 3.5 ba.	11,195 sq.ft	78
421 Elm	\$1,800,000	\$1,800,000	2,300 sq. ft.	\$782	4 bd. / 2.5 ba.	9,016 sq.ft	14
12 Sycamore	\$1,905,000	\$1,995,000	2,626 sq. ft.	\$725	4 bd. / 2.5 ba.	5,001 sq.ft	31
333 Riviera	\$1,995,000	\$1,995,000	2,800 sq. ft.	\$712	3 bd. / 3 ba.	8,751 sq.ft	34