

3rd Quarter 2012 Mill Valley Real Estate – Market Update

Sales are soaring! Fifty-one homes priced \$1 million and above sold during the third quarter of 2012, compared to 31 selling during the same period in 2011, a 65% increase. San Francisco buyers are active.

Inventory is lower. There are 73 homes on the market priced \$1 million and above. At the end of the first half 2012, there were 84 homes on the market. There are currently 25 homes in escrow.

Average pricing is up slightly. The average price per square foot sold was \$620 during the third quarter of 2012. Average time on the market for these sales was 128 days.

Sales activity is concentrated. Of the 51 homes sold during the third quarter of 2012, forty homes sold between \$1-2 million, six homes sold between \$2-3 million, and five homes sold between \$3-4 million.

There are currently 30 homes on the market priced \$2 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 Southern 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.

Warmly,

Mark Millstein



Mill Valley Homes Sold Above \$1.5M 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
405 Marion	\$1,515,000	\$1,550,000	2,093 sq. ft.	\$723	3 bd. / 2½ ba.	23,740 sq. ft.	108
316 Laverne	\$1,525,000	\$1,395,000	1,560 sq. ft.	\$977	1 bd. / 1 ba.	11,413 sq. ft.	11
151 Bayview	\$1,615,000	\$1,895,000	3,361 sq. ft.	\$480	3 bd. / 2½ ba.	40,990 sq. ft.	456
100 Circle	\$1,650,000	\$1,650,000	2,250 sq. ft.	\$733	3 bd. / 2½ ba.	7,013 sq. ft.	5
301 Laverne	\$1,675,000	\$1,695,000	2,520 sq. ft.	\$664	3 bd. / 3 ba.	9,104 sq. ft.	36
310 Cascade	\$1,770,000	\$1,895,000	3,432 sq. ft.	\$515	3 bd. / 2½ ba.	23,653 sq. ft.	697
6 Albert	\$1,789,000	\$1,799,000	3,155 sq. ft.	\$567	3 bd. / 3 ba.	9,322 sq. ft.	54
215 Reed	\$1,825,000	\$1,825,000	2,733 sq. ft.	\$667	2 bd. / 2 ba.	10,486 sq. ft.	26
198 Stanford	\$1,850,000	\$1,950,000	3,498 sq. ft.	\$528	4 bd. / 3½ ba.	12,066 sq. ft.	41
409 Tennessee Glen	\$1,902,340	\$2,000,000	4,364 sq. ft.	\$435	5 bd. / 4½ ba.	23,087 sq. ft.	45
32 Glen	\$1,926,000	\$1,995,000	3,386 sq. ft.	\$568	5 bd. / 3½ ba.	20,000 sq. ft.	5
27 Eagle Rock	\$1,945,000	\$2,195,000	3,507 sq. ft.	\$554	4 bd. / 4 ba.	26,223 sq. ft.	73
422 Vista Linda	\$2,150,000	\$2,150,000	2,167 sq. ft.	\$992	4 bd. / 3 ba.	13,600 sq. ft.	43
600 Throckmorton	\$2,240,000	\$2,175,000	3,649 sq. ft.	\$613	3 bd. / 2½ ba.	33,367 sq. ft.	22
283 E. Strawberry	\$2,325,000	\$2,995,000	3,712 sq. ft.	\$626	4 bd. / 3½ ba.	18,295 sq. ft.	150
27 Locke	\$2,467,940	\$2,375,000	3,000 sq. ft.	\$822	5 bd. / 4 ba.	9,017 sq. ft.	22
388 Summit	\$2,500,000	\$2,825,000	3,754 sq. ft.	\$665	5 bd. / 3½ ba.	17,816 sq. ft.	133
465 Throckmorton	\$2,750,000	\$3,800,000	4,666 sq. ft.	\$589	5 bd. / 4½ ba.	18,295 sq. ft.	92
35 Laverne	\$3,600,000	\$3,650,000	5,383 sq. ft.	\$668	6 bd. / 4½ ba.	20,862 sq. ft.	38
609 Summit	\$3,835,000	\$4,295,000	5,735 sq. ft.	\$668	4 bd. / 5 ba.	39,988 sq. ft.	308
321 Summit	\$4,000,000	\$4,995,000	4,595 sq. ft.	\$870	5 bd. / 4½ ba.	26,092 sq. ft.	1086
511 Lovell	\$4,000,000	\$3,800,000	3,300 sq. ft.	\$1,212	4 bd. / 3½ ba.	2.59 ac.	0