

Ross 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. Six of the 13 homes sold this year were on the market for less than 30 days. Buyers are moving quickly and multiple offers are common.

Prices are increasing. The average selling price was nearly \$2 million, compared to \$1.5 million for the same period in 2012. The average price per square foot sold increased 15% to \$773 compared to 2012.

More homes are in escrow; inventory is limited. Thirty-one percent of the homes on the market are in escrow, all are priced below \$3.5 million. Twenty-nine homes are currently on the market in Ross; 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!

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Warmly,

Mark Millstein



Ross Homes Sold 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
65 Bolinas	\$842,000	\$749,000	1,015 sq. ft.	\$829	2 bd. / 1 ba.	6,403 sq. ft.	25
83 Sir Francis Drk.	\$1,210,000	\$1,295,000	2,630 sq. ft.	\$460	5 bd. / 2 ba.	16,858 sq. ft.	475
8 Hill	\$1,300,000	\$1,695,000	1,833 sq. ft.	\$709	3 bd. / 2.5 ba.	18,165 sq. ft.	93
95 Bolinas	\$1,385,000	\$1,295,000	1,441 sq. ft.	\$961	3 bd. / 2 ba.	6,399 sq. ft.	22
15 Brookwood	\$1,805,000	\$1,695,000	2,142 sq. ft.	\$842	3 bd. / 2.5 ba.	6,652 sq. ft.	19
50 Willow	\$1,840,000	\$2,100,000	2,510 sq. ft.	\$733	3 bd. / 3.5ba.	9,278 sq. ft.	114
43 Laurel Grove	\$1,925,000	\$2,049,000	1,864 sq. ft.	\$1,032	3 bd. / 2.5 ba.	50,791 sq. ft.	38
63 Laurel Grove	\$2,000,000	\$2,300,000	2,113 sq. ft.	\$946	4 bd. / 3½ ba.	3 ac.	0
42 Winship	\$2,062,500	\$2,195,000	2,820 sq. ft.	\$731	5 bd. / 3 ba.	10,799 sq. ft.	29
37 Redwood	\$2,335,000	\$2,799,000	3,079 sq. ft.	\$758	4 bd. / 3 ba.	17,990 sq. ft.	172
128 Winding Way	\$2,878,540	\$3,150,000	4,560 sq. ft.	\$631	5 bd. / 4 ba.	47,480 sq. ft.	51
20 Upper	\$3,075,000	\$3,100,000	3,769 sq. ft.	\$815	3 bd. / 4 ba.	1.3 ac.	42
4 Canyon	\$3,250,000	\$3,295,000	3,800 sq. ft.	\$855	5 bd. / 3½ ba.	40,119 sq. ft.	15