

## 3rd Quarter 2012 Ross Real Estate – Market Update

**Inventory is down.** There are 22 homes on the market with 5 homes in escrow. Inventory is most limited for homes priced between \$1-3 million – just 4 properties are available. **This creates a tremendous opportunity for sellers!**

**More homes sold.** Eleven homes priced \$1 million and above sold during the third quarter of 2012 (compared to 8 during the same period in 2011). The highest selling price in the third quarter was \$4,700,000 (1 Skyview Rd.).

**Pricing is stable.** The average price per square foot sold was \$706 during the third quarter of 2012, nearly unchanged compared to the first half of 2012. Average time on the market also remained unchanged, at 92 days.

**Sales activity is concentrated.** Of the 11 homes sold during the third quarter of 2012, nine sold between \$1-2 million. Sales activity has been most limited on homes priced above \$3 million.

There are currently 13 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*



### Ross Homes Sold 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
7 Madera	\$1,229,000	\$1,229,000	1,635 sq. ft.	\$751	2 bd. / 2 ba.	8,015 sq. ft.	18
88 Wellington	\$1,325,000	\$1,450,000	1,850 sq. ft.	\$716	3 bd. / 3 ba.	4,792 sq. ft.	30
3 East	\$1,400,000	\$1,999,000	1,781 sq. ft.	\$786	3 bd. / 2 ba.	7,275 sq. ft.	295
80 Wellington	\$1,450,000	\$1,469,000	2,693 sq. ft.	\$538	4 bd. / 2½ ba.	5,663 sq. ft.	38
92 Shady	\$1,500,000	\$1,395,000	3,100 sq. ft.	\$483	5 bd. / 4 ba.	9,017 sq. ft.	171
30 Wellington	\$1,500,000	\$1,795,000	2,095 sq. ft.	\$715	4 bd. / 2 ba.	9,017 sq. ft.	122
15 El Camino Bueno	\$1,530,000	\$1,750,000	2,256 sq. ft.	\$678	3 bd. / 2½ ba.	6,300 sq. ft.	141
66 Wellington	\$1,778,000	\$1,688,000	2,137 sq. ft.	\$832	4 bd. / 2½ ba.	17,555 sq. ft.	24
12 Woodside	\$1,975,000	\$1,995,000	2,321 sq. ft.	\$850	2 bd. / 3 ba.	9,750 sq. ft.	26
43 Shady	\$3,500,000	\$3,500,000	4,422 sq. ft.	\$791	5 bd. / 4½ ba.	17,511 sq. ft.	0
1 Skyview	\$4,700,000	\$5,500,000	5,827 sq. ft.	\$943	3 bd. / 3½ ba.	3.6 acres	58