

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

**Inventory is stable.** As we end the third quarter, inventory is the same as it was on June 30th. There are 71 homes on the market priced \$1 million and above, with 17 homes in escrow.

**Fewer homes sold, but activity is strong.** Twenty-six homes priced \$1 million and above sold during the third quarter of 2012, compared to 29 homes selling during the same period in 2011. Things are active, however; 17 homes are in escrow, including 4 homes priced above \$3 million. The highest selling price in the third quarter was \$4,350,000 (1 Saint Bernard Lane).

**Pricing is relatively stable.** The average price per square foot sold was \$655 for homes sold during the third quarter of 2012, slightly below the average for the first half of 2012. Average time on the market remained nearly unchanged at 111 days.

**Sales activity is concentrated.** Of the 26 homes sold during the third quarter of 2012, eighteen homes sold between \$1-2 million, six homes old between \$2-3 million, and two homes sold above \$3 million.

There are currently 29 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 Tiburon. 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  
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Warmly,

*Mark Millstein*



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Tiburon Homes Sold Above \$1.2M 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
31 Terrace	\$1,210,000	\$1,395,000	2,827 sq. ft.	\$428	3 bd. / 2.5 ba.	9,191 sq. ft.	53
170 Trinidad	\$1,230,000	\$1,229,000	2,259 sq. ft.	\$544	3 bd. / 2.5 ba.	11,177 sq. ft.	89
29 Mercury	\$1,325,000	\$1,285,000	1,713 sq. ft.	\$773	3 bd. / 2 ba.	8,364 sq. ft.	29
849 Tiburon	\$1,350,000	\$1,400,000	2,328 sq. ft.	\$579	3 bd. / 3 ba.	24,564 sq. ft.	141
75 Round Hill	\$1,600,000	\$1,999,000	3,800 sq. ft.	\$421	3 bd. / 2.5 ba.	29,142 sq. ft.	444
88 Reed Ranch	\$1,685,000	\$1,749,000	2,487 sq. ft.	\$677	3 bd. / 2.5 ba.	20,212 sq. ft.	90
132 Avenida Miraflores	\$1,692,000	\$1,650,000	2,194 sq. ft.	\$771	4 bd. / 2 ba.	11,238 sq. ft.	0
111 Jamaica	\$1,709,250	\$1,695,000	2,772 sq. ft.	\$616	3 bd. / 2.5 ba.	12,240 sq. ft.	37
1880 Vistazo W	\$1,767,000	\$1,795,000	2,553 sq. ft.	\$692	3 bd. / 2 ba.	10,367 sq. ft.	42
122 Howard	\$1,861,000	\$1,825,000	2,800 sq. ft.	\$664	5 bd. / 5 ba.	12,110 sq. ft.	17
18 St. Lucia	\$1,900,000	\$2,060,000	2,943 sq. ft.	\$645	4 bd. / 3 ba.	11,631 sq. ft.	73
20 Cypress Hollow	\$1,900,000	\$1,995,000	2,693 sq. ft.	\$705	3 bd. / 3.5 ba.	8,886 sq. ft.	71
5 Southridge	\$2,300,000	\$2,395,000	3,588 sq. ft.	\$641	4 bd. / 4.5 ba.	15,072 sq. ft.	36
191 Stewart	\$2,425,000	\$2,495,000	3,030 sq. ft.	\$800	4 bd. / 3 ba.	13,504 sq. ft.	30
38 Meadow Hill	\$2,440,000	\$2,450,000	3,974 sq. ft.	\$613	5 bd. / 3.5 ba.	23,740 sq. ft.	196
1801 Mar West	\$2,530,000	\$2,975,000	3,758 sq. ft.	\$673	5 bd. / 5 ba.	10,411 sq. ft.	76
4881 Paradise	\$2,650,000	\$2,775,000	5,755 sq. ft.	\$460	6 bd. / 4.5 ba.	1.03 ac.	106
2333 Mar East	\$2,800,000	\$3,150,000	3,460 sq. ft.	\$809	3 bd. / 3.5 ba.	7,013 sq. ft.	80
4992 Ranch	\$3,310,000	\$3,895,000	5,128 sq. ft.	\$645	5 bd. / 4.5 ba.	2.11 ac.	779
1 St. Bernard	\$4,350,000	\$4,495,000	4,675 sq. ft.	\$930	4 bd. / 3.5 ba.	1.08 ac.	94