

Mark Millstein, Broker Associate 415.601.9240 www.marinpremierhomes.com

1st Quarter 2010

Although there have been fewer new homes listed (priced \$1.5M and above) during March 2010 compared to March 2009, low new inventory represents great opportunities for Sellers coming on the market. Nearly the same number of homes sold during the first quarter of 2010 compared to the same period in 2009. The market is active for what is traditionally a quieter winter/spring period; there are currently 10 homes in escrow priced \$1.5M and above. This indicates that excellent opportunities exist for both buyers and sellers.

Setting expectations in today's market is critical for success. Although pricing a home has become more complex, with more than 30 years of real estate experience, Mark Millstein provides his clients with the in-depth market analyses and exceptional marketing that leads to great results. For a confidential analysis of your real estate opportunities, contact Mark Millstein, Sotheby's International Realty / Decker Bullock at 415.601.9240 or mark.millstein@sothebysrealty.com.

Tiburon Summary for Homes \$1.5M and Above

Year	New Listings for Month of March	Average Listing Price	Number of Homes Sold January - March	Selling Price (Average)	Selling Price (Range)	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Days On Market Until Ratified Contract (Average)	Days On Market Until Ratified Contract (Range)
2010	13	\$3,345,377	6	\$2,576,000	\$1,550,000 - \$3,425,000	\$622	\$475-\$746	188	93-373
2009	17	\$4,000,176	5	\$4,395,798	\$2,100,000 - \$9,000,00	\$839	\$647-\$1,204	193	68-344

Tiburon Homes Sold \$1.5M and Above (January – March 2010)

Address	Selling Price	Original Listing Price	Bedrooms/ Baths	Approximate Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market until Ratified Contract	Date Sold
1868 Centro West	\$1,550,000	\$1,800,000	3 bd. / 4 ba.	2,612 sq.ft.	\$593	7,100 sq. ft.	93	02/09/10
137 Geldert Dr.	\$1,810,000	\$2,000,000	5 bd. / 2½ ba.	3,807 sq.ft.	\$475	19,515 sq. ft.	94	01/08/10
180 Avenida Miraflores	\$2,400,000	\$3,085,000	5 bd. / 4½ ba.	3,752 sq.ft.	\$639	11,064 sq.ft.	373	03/09/10
7 Hillcrest Rd.	\$2,950,000	\$3,395,000	5 bd. / 5 ba.	4,948 sq.ft.	\$596	15,594 sq.ft.	112	03/26/10
616 Ridge Rd.	\$3,321,000	\$3,900,000	6 bd. / 5½ ba.	4,859 sq.ft.	\$683	24,002 sq.ft.	330	03/12/10
208 Taylor Rd.	\$3,425,000	\$3,625,000	5 bd. / 4½ ba.	4,588 sq.ft.	\$746	27,007 sq. ft.	128	01/13/10

MILLSTEIN MARKET ANALYSIS™

Tiburon Residential Real Estate Report

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1st Quarter 2010

Mark A Millstein

100 Tiburon Blvd
Mill Valley, CA 94941

415.601.9240

mark.millstein@sothebysrealty.com



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