

## What happened in Tiburon Real Estate in the first quarter 2012?

**Inventory and escrows are up.** There are 53 homes on the market priced \$1 million and above with 16 homes in escrow. At the end of 2011, there were only 41 homes for sale priced \$1 million and above.

**Sales are also up.** 23 homes priced \$1 million and above sold during the first quarter of 2012—77% more than in the same period in 2011. Two homes priced \$5M and above have already sold this year (just two sold for the entire year in 2011).

**Time on the market is decreasing.** For the most part, homes currently in escrow were on the market for a shorter period of time, as few as 6 days. Of the 16 homes in escrow, 7 were placed into escrow within 30 days. Buyers are active and making quicker decisions.

**Average prices are increasing.** Average price per square foot sold increased 11% in the first quarter compared to the 2011 average. Remodeled homes in particular are continuing to experience price strengthening and brisk demand, as buyers who had previously been on the sidelines are now re-entering the market.

**What does the future hold?** Fueled by technology sector gains, the San Francisco residential and commercial real estate markets are

taking off. Thanks to this economic trend, residential purchases in Marin County are also gaining momentum. In addition, housing demand from San Francisco is already spreading to Southern Marin.

Even with spring inventory increasing, there is a pervasive sense that inventory is still lower than demand. We have many buyers actively looking for the right home. **If you are thinking of selling, this is an ideal time to get your home on the market.**

I always enjoy talking about real estate trends or the particulars of your home. Please feel free to contact me or send me an email.

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Warmly,

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Tiburon Homes Sold \$1.2M and Above 1st Quarter 2012

Address	Selling Price	Original Listing Price	Bedrooms/ Baths	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market	Date Sold
1673 Mar West	\$1,295,000	\$1,499,000	3 bd. / 2½ ba.	2,002 sq. ft.	\$646	5,401 sq. ft.	148	3/9
101 Howard	\$1,380,000	\$1,495,000	4 bd. / 3 ba.	2,561 sq. ft.	\$538	11,700 sq. ft.	184	2/28
1 Felipa	\$1,380,000	\$1,530,000	4 bd. / 3 ba.	2,532 sq. ft.	\$545	9,540 sq. ft.	78	1/3
9 Sutter	\$1,475,000	\$1,595,000	3 bd. / 2 ba.	1,938 sq. ft.	\$761	8,407 sq. ft.	49	1/12
12 East Terrace	\$1,475,000	\$1,699,000	6 bd. / 3½ ba.	3,177 sq. ft.	\$464	11,761 sq. ft.	45	3/28
2248 Mar East	\$1,680,000	\$2,100,000	3 bd. / 3 ba.	1,654 sq. ft.	\$1,015	12,415 sq. ft.	163	2/13
119 Saint Thomas	\$1,725,000	\$1,995,000	3 bd. / 2 ba.	2,019 sq. ft.	\$854	11,021 sq. ft.	210	3/30
130 Stewart	\$1,730,000	\$1,695,000	4 bd. / 3 ba.	2,600 sq. ft.	\$665	7,667 sq. ft.	24	3/8
1865 Centro West	\$1,800,000	\$2,400,000	2 bd. / 2 ba.	1,992 sq. ft.	\$878	25,091 sq. ft.	273	1/31
45 Hacienda	\$2,000,000	\$2,295,000	4 bd. / 3½ ba.	2,783 sq. ft.	\$718	1 acre	153	2/29
127 Trinidad	\$2,250,000	\$2,250,000	4 bd. / 3½ ba.	3,381 sq. ft.	\$665	7,971 sq. ft.	5	1/25
1865 Mt. View	\$2,250,000	\$2,495,000	4 bd. / 2 ba.	2,531 sq. ft.	\$888	21,257 sq. ft.	60	2/28
1823 Lagoon View	\$2,260,000	\$2,300,000	4 bd. / 3 ba.	3,363 sq. ft.	\$672	23,000 sq. ft.	19	1/31
75 Rolling Hills	\$2,450,000	\$2,650,000	3 bd. / 4 ba.	3,228 sq. ft.	\$758	31,494 sq. ft.	77	2/3
240 Round Hill	\$2,665,000	\$2,995,000	5 bd. / 4½ ba.	3,140 sq. ft.	\$848	16,988 sq. ft.	164	1/25
75 Monterey	\$2,825,000	\$2,695,000	4 bd. / 4½ ba.	4,750 sq. ft.	\$594	1.02 acre	23	3/1
152 Hacienda	\$3,139,500	\$4,485,000	5 bd. / 8 ba.	7,000 sq. ft.	\$448	21,606 sq. ft.	230	1/6
3880 Paradise	\$5,000,000	\$8,250,000	3 bd. / 3 ba.	2,954 sq. ft.	\$1,692	7.2 acre	273	3/5
111 Lyford	\$5,400,000	\$6,000,000	4 bd. / 4½ ba.	5,360 sq. ft.	\$1,007	24,350 sq. ft.	106	3/15