

# THE TIBURON RESIDENTIAL REAL ESTATE REPORT

## YEAR-TO-DATE SUMMARY FOR HOMES PRICED \$2M AND ABOVE

Seventeen homes sold during the first seven months of 2009 compared to 28 homes sold during the first seven months of 2008. Most notably, the average price per square foot sold for 2009 was nearly 11% less than for the same time period in 2008.

For 2009, the average time on the market is 126 days, the average price per square foot sold is \$746, and the average selling price as a percent of the original listing price is 84%. For the first seven months of 2008, the average time on the market was 84 days, the average price per square foot sold was \$837, and the average selling price as a percent of the original listing price was higher than 2009 at 92%.

## JULY SUMMARY

Four homes were sold in July, the same total as sold during the previous month. Three homes are in escrow, compared to four homes during the previous month. Seven homes were withdrawn from the market.

## PRICE REDUCTIONS

16% of all Tiburon homes for sale priced \$2M and above offered price reductions during July ranging from 1.2% to 26% with an average price reduction of 7.75%. These reductions are a fraction of those seen in several other Bay Area markets which have been harder hit by the economic shift.

*The Tiburon Residential Real Estate Report by Mark A. Millstein provides up-to-date market information and analysis to Tiburon residents and buyers and sellers. A Marin resident with more than 30 years of experience as a real estate broker and private investor, Millstein keeps discerning clients apprised of their real estate options and opportunities in a constantly changing market. For a discreet and confidential analysis of your real estate needs, contact Mark A. Millstein, Decker Bullock Sotheby's International Realty at 415-601-9240 or [m.millstein@deckerbullocksir.com](mailto:m.millstein@deckerbullocksir.com).*

## Newly Listed Homes Priced \$2M and Above (July 1st – 31st, 2009)

Address	Listing Price	Approximate Size of Home	Price Per Sq. Ft.	Approximate Lot Size (1 acre = 43,560 sq. ft.)
60 Reedland Woods Way	\$2,295,000	3,612 sq. ft.	\$635	23,130 sq. ft.
430 Greenwood Beach Rd.	\$2,795,000	3,282 sq. ft.	\$851	34,600 sq. ft.
1865 Mountain View Dr.	\$2,995,000	2,531 sq. ft.	\$1,183	21,257 sq. ft.
1915 Straits View Dr.	\$3,800,000	3,631 sq. ft.	\$1,046	21,170 sq. ft.
1896 Mountain View Dr.	\$7,500,000	4,784 sq. ft.	\$1,567	19,558 sq. ft.
85 Spring Lane	\$10,995,000	8,000 sq. ft.	\$1,374	1.09 acres

## Homes Placed In Escrow Priced \$2M and Above (July 1st – 31st, 2009)

Homes Placed In Escrow July 2009	Total Homes In Escrow end of July 2009	Homes In Escrow Previous Month	Percent Change from Previous Month
2	3	4	-25%

# THE TIBURON RESIDENTIAL REAL ESTATE REPORT

## Homes Sold Priced \$2M and Above (July 1st – 31st, 2009)

Address	Original Listing Price	Revised Listing Price	Selling Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Selling Price as a Percent of Original Listing Price	Days on Market until Ratified Contract
7 Acela	\$3,950,000	\$3,350,000	\$1,900,000	3,300 sq. ft.	\$575	23,043 sq. ft.	48%	161
2420 Spanish Trail Dr.	\$2,240,000	\$2,090,000	\$1,920,700	2,512 sq. ft.	\$764	15,000 sq. ft.	85%	67
105 Geldert Dr.	\$2,215,000	none	\$1,975,000	3,232 sq. ft.	\$594	37,505 sq. ft.	89%	83
140 Antonette Dr.	\$8,500,000	none	\$7,500,000	7,123 sq. ft.	\$1,052	1.23 acres	88%	115

## Tiburon Summary

## Tiburon Homes Sold Year To Date Priced \$2M and Above (January 1st – July 31st, 2009)

Address	Original Listing Price	Revised Listing Price	Selling Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Selling Price as a Percent of Original Listing Price	Days on Market until Ratified Contract	Date Sold
55 Trinidad Dr.	\$2,100,000	none	\$2,000,000	2,588 sq. ft.	\$772	16,988 sq. ft.	95%	72	6/22/09
105 Geldert Dr.	\$2,215,000	none	\$1,975,000	3,232 sq. ft.	\$594	37,505 sq. ft.	89%	83	7/23/09
2420 Spanish Trail Dr.	\$2,240,000	\$2,090,000	\$1,920,700	2,512 sq. ft.	\$764	15,000 sq. ft.	85%	67	7/28/09
20 Upper Cecilia Way	\$2,275,000	none	\$2,140,000	3,698 sq. ft.	\$578	10,367 sq. ft.	94%	50	4/3/09
941 Owlswood Ln.	\$2,375,000	\$2,250,000	\$2,175,000	3,361 sq. ft.	\$647	21,301 sq. ft.	91%	68	1/8/09
657 Hawthorne Dr.	\$2,629,000	\$2,379,000	\$2,100,000	2,700 sq. ft.	\$777	7,492 sq. ft.	79%	99	2/12/09
23 Old Landing Rd.	\$2,795,000	none	\$2,750,000	3,980 sq. ft.	\$690	21,216 sq. ft.	98%	20	6/10/09
333 Blackfield Dr.	\$2,825,000	none	\$2,775,000	4,521 sq. ft.	\$613	21,344 sq. ft.	98%	42	5/15/09
6 Mariposa Ct.	\$3,195,000	none	\$3,020,000	4,359 sq. ft.	\$692	23,522 sq. ft.	95%	24	6/4/09
59 Trinidad Dr.	\$3,375,000	none	\$3,112,000	3,550 sq. ft.	876	11,456 sq. ft.	92%	83	6/16/09
669 Hawthorne Dr.	\$3,449,000	\$2,750,000	\$2,487,500	2,940 sq. ft.	\$846	11,979 sq. ft.	72%	338	5/6/09
7 Acela	\$3,950,000	\$3,350,000	\$1,900,000	3,300 sq. ft.	\$575	23,043 sq. ft.	48%	161	7/22/09
2311 Spanish Trail Rd.	\$4,250,000	\$3,495,000	\$3,328,988	4,465 sq. ft.	\$745	20,996 sq. ft.	78%	142	3/20/09
193 Gilmartin	\$6,495,000	\$5,995,000	\$5,375,000	6,566 sq. ft.	\$818	37,070 sq. ft.	82%	344	3/18/09
140 Antonette Dr.	\$8,500,000	none	\$7,500,000	7,123 sq. ft.	\$1,052	1.23 acres	88%	115	7/2/09
3 Rolling Hills Rd.	\$10,500,000	none	\$9,000,000	7,475 sq. ft.	\$1,204	29,272 sq. ft.	85%	312	3/17/09

**Tiburon Residential Summary for the Month of July 2009  
for Homes Priced \$2M and Above**

Total Homes for Sale July 2009	Total Homes in Escrow end of July 2009	Homes Sold in July 2009	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Selling Price as a Percent of Original Listing Price (Average)	Days On Market Until Ratified Contract (Average)
48	3	4	\$746	\$575 - \$1,052	77%	106

**Tiburon Residential Summary Year to Date 2009 for Homes Priced \$2M and Above**

Total Homes Sold Year to Date 2009	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Selling Price as a Percent of Original Listing Price (Average)	Days On Market Until Ratified Contract (Average)
17	\$747	\$439 - \$1,204	84%	126

Source: BAREIS. All information in this report reliable but not guaranteed.

**MARK A. MILLSTEIN, BROKER ASSOCIATE**

Decker Bullock Sotheby's International Realty

As a veteran real estate broker, developer and investor of upper-end homes in Marin County, Mark Millstein possesses the professional knowledge, objectivity, and personal experience to advise his clients on all aspects involving the purchase or sale of a premier property.

Mark's in-depth market knowledge and strong negotiating skills along with his extensive experience in assessing the physical condition and potential of an exclusive property is a powerful combination that assures a successful sale or purchase.

Millstein's association with the prestigious firm of Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to Marin County's luxury real estate marketplace. He continuously builds and maintains sources of upper-end buyers and sellers at local, national and international levels.

Millstein's clients also benefit from the worldwide exposure of Sotheby's International Realty, including auction house clientele and powerful global contacts. For maximum exposure attracting qualified buyers and sellers, Millstein's advertising program, reach and results are unmatched.

For more information about how we can help you achieve your real estate goals, please contact:

Mark A Millstein  
Broker Associate  
Decker Bullock Sotheby's International Realty  
tel. 415.601.9240  
[m.millstein@deckerbullocksir.com](mailto:m.millstein@deckerbullocksir.com)

DRE#00800285

*Matching discriminating buyers and sellers with extraordinary opportunities.*