

What happened in Kentfield Real Estate in the first quarter 2012?

Inventory is up. There are 21 homes on the market priced \$1 million and above, with 5 homes in escrow. At the end of 2011, there were only 10 homes for sale priced \$1 million and above.

Fewer homes sold, but activity is picking up. Just five homes priced \$1 million and above sold, compared to 10 homes selling during the same period in 2011. Things are picking up even in the upper-end of the market, where four homes priced between \$2 and \$5 million are in escrow.

Time on the market has dramatically decreased. For the most part, homes currently in escrow were on the market for a short period of time (as few as 18 days). Buyers are active and moving more quickly.

Pricing is stable and selectively increasing. 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 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.

415-601-9240 or
mark.millstein@sothebysrealty.com.

Warmly,



Kentfield Homes Sold \$1M 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
2 Meadow	\$1,425,000	\$1,529,000	5 bd. / 2 ba.	2,094 sq. ft.	\$680	10,019 sq. ft.	43	2/17
135 Crown	\$2,100,000	\$2,525,000	4 bd. / 4 ba.	3,692 sq. ft.	\$568	19954 sq. ft.	2	1/18
233 S. Ridgewood	\$2,650,000	\$2,775,000	5 bd. / 4½ ba.	3,653 sq. ft.	\$725	1.33 acre	23	2/24
91 Upper Toyon	\$3,900,000	\$4,825,000	5 bd. / 6 ba.	5,500 sq. ft.	\$709	19,515 sq. ft.	184	1/10
126 Cypress	\$5,150,000	\$5,995,000	5 bd. / 6½ ba.	10,291 sq. ft.	\$500	1.19 acre	254	1/20

