

MILLSTEIN MARKET REPORT

First Half 2013 Kentfield Residential Real Estate

July 2013

Marin Overview

The real estate market in Marin County has been robust in 2013, with more single family homes sold than in the first half of any year since 2005. This momentum is likely to continue for homes priced at \$1.5 million and above. However, should the Fed raise interest rates as expected, the lower end of the market may be affected.

- The number of homes sold in Marin (priced \$1 million and above) increased 48% compared to January through June 2012 and was also the highest number sold since 2005.
- The average selling price for single family homes in Marin increased 15% to \$1,162,000.
- Average time on the market has decreased 30% to 71 days.

Buyer demand is high and inventory is low in most Marin communities. As such, multiple offers are common.

Kentfield Overview

Thirty-six homes priced \$1 million and above sold in Kentfield during the first half 2013. This is the highest number of homes sold in the first half of any year since 2007, and represents a 44% increase in homes sold compared to the first half of 2012.

- Prices are rising as the average price per square foot sold increased 7% to \$723 when compared to the 2012 average. Sixteen homes sold over their list price during the first half of 2013.
- Average time on the market decreased to 54 days. Twenty-three homes were on the market less than 30 days.
- For homes selling between \$1 and \$2 million, sales volume nearly tripled vs. the first half 2012, with 21 homes selling.
- Sales volume increased 50% for homes selling between \$2 and \$3 million.
- Homes selling above \$4 million also experienced an increase in sales (5 homes sold vs. two in 2012).
- The highest priced home sold for \$6,500,000 (130 South Ridgewood).
- There are currently 23 homes for sale in Kentfield priced \$1 million and above, with 13 in escrow!



(Continued inside)



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Although pricing in Kentfield is increasing, it remains attractive compared to the 2008 high water mark, making this an **opportune time to buy** property. Pricing increases are almost certain to continue.

And if you are thinking of putting your home on the market, low inventory means that there are few choices for the many **buyers looking** for their perfect home. Inventory is *extremely* low for homes priced under \$2 million and very limited for homes priced between \$2 - \$3 million.

Even if a purchase or sale is not in your immediate future, I always enjoy talking about real estate pricing trends or the value of your home. Please call me (415.601.9240) or email me at mark.millstein@sothebysrealty.com to learn about the services offered by Sotheby's International Realty to successfully sell or purchase in Kentfield.

Warmest regards,

Mark Millstein

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Visit marinpremierhomes.com to view all Marin homes for sale.

Kentfield Homes Sold \$1M and Above April - June 2013

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
10 Maple	\$1,150,000	\$1,225,000	1,753 sq. ft.	\$656	3 bd. / 2 ba.	7,100 sq. ft.	28
5 Altamira	\$1,250,000	\$1,499,500	2,350 sq. ft.	\$531	4 bd. / 3 ba.	6,752 sq. ft.	360
365 Crown	\$1,340,000	\$1,195,000	2,961 sq. ft.	\$452	4 bd. / 3 ba.	1.58 ac.	20
83 Berens	\$1,405,000	\$1,295,000	1,768 sq. ft.	\$794	3 bd. / 2 ba.	6,242 sq. ft.	10
41 Berens	\$1,460,000	\$1,399,000	2,287 sq. ft.	\$638	4 bd. / 3 ba.	6,482 sq. ft.	2
30 Stetson	\$1,492,000	\$1,595,000	2,912 sq. ft.	\$512	4 bd. / 3.5 ba.	9,322 sq. ft.	325
161 Rancheria	\$1,550,000	\$1,495,000	2,634 sq. ft.	\$588	4 bd. / 3 ba.	1.65 ac.	20
236 Kent	\$1,650,000	\$1,495,000	1,867 sq. ft.	\$883	3 bd. / 2.5 ba.	6,011 sq. ft.	22
18 Elm	\$1,685,000	\$1,679,000	3,500 sq. ft.	\$481	5 bd. / 4 ba.	10,154 sq. ft.	49
91 Rancheria	\$1,795,000	\$1,800,000	2,812 sq. ft.	\$638	4 bd. / 3.5 ba.	15,002 sq. ft.	21
90 Black Log	\$1,875,000	\$1,595,000	4,314 sq. ft.	\$434	6 bd. / 5.5 ba.	2.5 ac.	20
1 Oak Knoll	\$1,925,000	\$1,795,000	3,199 sq. ft.	\$601	5 bd. / 3 ba.	1 ac.	12
320 Kent	\$1,928,000	\$1,935,000	2,278 sq. ft.	\$846	4 bd. / 3 ba.	7,492 sq. ft.	28



Kentfield Homes Sold \$1M and Above April - June 2013 - continued

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
17 Acacia	\$2,000,000	\$1,889,000	2,079 sq. ft.	\$962	4 bd. / 3 ba.	11,172 sq. ft.	16
125 McAllister	\$2,126,625	\$1,995,000	2,512 sq. ft.	\$846	4 bd. / 3 ba.	8,120 sq. ft.	23
17 Fay	\$2,510,000	\$2,349,000	5,000 sq. ft.	\$502	5 bd. / 5 ba.	18,700 sq. ft.	29
27 Maple	\$2,525,000	\$2,495,000	3,058 sq. ft.	\$825	4 bd. / 3 ba.	14,501 sq. ft.	21
680 Goodhill	\$2,685,000	\$2,850,000	3,500 sq. ft.	\$767	4 bd. / 4 ba.	28,510 sq. ft.	23
338 Kent	\$2,850,000	\$2,995,000	3,623 sq. ft.	\$786	5 bd. / 4.5 ba.	10,781 sq. ft.	34
14 Mann	\$3,050,000	\$3,250,000	4,100 sq. ft.	\$743	4 bd. / 5.5 ba.	11,879 sq. ft.	97
15 Blueridge	\$3,300,000	\$3,395,000	3,325 sq. ft.	\$992	5 bd. / 3.5 ba.	39,099 sq. ft.	23
237 Upper Toyon	\$3,475,000	\$3,780,000	4,243 sq. ft.	\$819	5 bd. / 4 ba.	29,142 sq. ft.	88
314 Woodland	\$4,225,000	\$4,375,000	4,384 sq. ft.	\$963	5 bd. / 3 ba.	41,426 sq. ft.	83
220 Evergreen	\$4,300,000	\$4,300,000	5,028 sq. ft.	\$855	6 bd. / 5.5 ba.	32,975 sq. ft.	11
130 So. Ridgewood	\$6,500,000	\$6,595,000	5,940 sq. ft.	\$1,094	5 bd. / 5.5 ba.	35,702 sq. ft.	23

Kentfield First Half Sales Comparison

Price Range	Year	Homes Sold	Average Price Per Square Foot Sold	Average Days On Market
\$1M-\$1.99M	1st half 2013	21	\$599	62
	1st half 2012	8	\$591	92
\$2M-\$2.99M	1st half 2013	7	\$802	40
	1st half 2012	11	\$741	99
\$3M-\$3.99M	1st half 2013	3	\$852	70
	1st half 2012	3	\$776	115
\$4M-\$4.99M	1st half 2013	3	\$965	64
	1st half 2012	1	\$669	46
Above \$5M	1st half 2013	2	\$1,127	169
	1st half 2012	1	\$500	196