

MILLSTEIN MARKET REPORT

Year-to-Date 2014 Ross Residential Real Estate

August 2014



Marin Overview

Nearly 9% more Marin County homes priced \$1 million and above have sold year-to-date in 2014 compared to the same period in 2013.

More good news:

- Average selling price is at a record high for single-family homes sold having increased 16% vs. 2013 to \$1,384,000.
- For homes selling above \$1 million, the average selling price is \$2,027,000.
- Thirty-four percent more homes sold above \$2 million compared to the same period in 2013.

The Marin real estate market continues to accelerate favoring sellers. The inventory of homes for sale continues to be extremely limited, frustrating many would-be buyers. Fixed supply, low interest rates, strong job market, and increasing buyer purchasing power continue to force selling prices to higher levels.

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Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

MILLSTEIN MARKET REPORT

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Ross Overview

An identical number of homes sold in Ross during 2014 compared to the same period in 2013. Twenty-seven homes have sold. Some very good news:

- Prices are continuing to rise. The average selling price is very near the 2007 highpoint having increased 12% to \$3.2 million vs. 2013.
- The average price per square foot sold is at a record high having increased 14% to \$922 vs. 2013. Nearly 50% percent of homes sold over their list price and within 30 days.
- Eight homes have sold above \$4 million compared to just one selling during the same period in 2013.



Inventory is extremely limited with very few homes on the market. Currently, there are no homes on the market priced between \$ 2.5 – \$5.8 million. This unusual void has left many would-be buyers waiting for new inventory.

We expect strong demand to continue for the foreseeable future as complete buyer confidence has noticeably returned.

I've been working in Bay Area real estate since 1980, and bring this experience to my clients. My expertise in preparing a home to sell will provide the highest possible price and provide a quick sale.

As a Ross specialist at Sotheby's International Realty, I provide my clients with highest level of service. Utilizing aerial photography, video, and extensive local and international advertising, you'll find my reach in exposing new listings to potential buyers is unsurpassed.

Please call me (415.601.9240) or email me at mark.millstein@sothebysrealty.com to learn about the personal service I offer along with the benefit of Sotheby's International Realty.

Warmest regards,

A handwritten signature in black ink that reads "Mark Millstein". The signature is written in a cursive, flowing style.

Mark Millstein

Decker Bullock Sotheby's International Realty

ROSS HOMES SOLD APRIL - JULY 2014

Address	Selling Price	Original Listing Price	Price Per Sq. Ft.	Approx. Size of Home	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
33 Poplar	\$1,595,800	\$1,695,000	\$736	2,168 sq. ft.	4 bd. / 3 ba.	7,749 sq. ft.	54
6 Skyland	\$1,850,000	\$1,895,000	\$993	1,863 sq. ft.	3 bd. / 3 ba.	17,041 sq. ft.	50
87 Laurel Grove	\$2,100,000	\$3,100,000	\$568	3,692 sq. ft.	4 bd. / 3.5 ba.	1 acre	248
109 Bolinas	\$2,200,000	\$1,995,000	\$1,059	2,077 sq. ft.	3 bd. / 2.5 ba.	9,600 sq. ft.	8
94 Shady	\$2,200,600	\$1,750,000	\$869	2,532 sq. ft.	3 bd. / 2.5 ba.	5,763 sq. ft.	23
98 Shady	\$2,300,000	\$2,200,000	\$934	2,460 sq. ft.	4 bd. / 3 ba.	7,667 sq. ft.	3
18 Canyon	\$2,500,000	\$2,750,000	\$980	2,580 sq. ft.	3 bd. / 3 ba.	1.4 acres	32
43 Willow	\$3,185,000	\$2,695,000	\$1,227	2,594 sq. ft.	4 bd. / 2 ba.	11,400 sq. ft.	11
16 Walters	\$3,200,000	\$3,295,000	\$862	3,710 sq. ft.	5 bd. / 3.5 ba.	1.5 acres	46
44 Chestnut	\$3,400,000	\$3,295,000	\$818	4,153 sq. ft.	4 bd. / 3.5 ba.	1.35 acres	9
195 Lagunitas	\$3,810,000	\$3,395,000	\$1,259	3,024 sq. ft.	4 bd. / 3 ba.	26,249 sq. ft.	8
6 Duff	\$4,200,000	\$4,895,000	\$852	4,926 sq. ft.	5 bd. / 5 ba.	3 acres	47
71 Shady	\$4,325,000	\$4,250,000	\$1,123	3,850 sq. ft.	4 bd. / 4 ba.	19,680 sq. ft.	25
18 Fernhill	\$5,000,000	\$4,995,000	\$1,219	4,100 sq. ft.	4 bd. / 3 ba.	20,800 sq. ft.	12
51 Shady	\$5,165,000	\$4,995,000	\$1,118	4,618 sq. ft.	6 bd. / 5.5 ba.	18,827 sq. ft.	20
40 Fernhill	\$5,500,000	\$5,975,000	\$872	6,360 sq. ft.	8 bd. / 4.5 ba.	1.5 acres	16
147 Lagunitas	\$5,860,000	\$5,995,000	\$1,010	5,800 sq. ft.	5 bd. / 4.5 ba.	1.2 acres	65
7 Bellagio	\$6,100,000	\$7,900,000	\$847	7,200 sq. ft.	6 bd. / 8 ba.	3 acres	345
94 Laurel Grove	\$6,300,000	\$7,495,000	\$1,268	4,965 sq. ft.	5 bd. / 5.5 ba.	1 acre	106