

## Tiburon Real Estate Review – January-April 2013

**The selling season has begun and the real estate market continues to trend upward.**

**So far in 2013, average time on the market has significantly decreased.** Ten of the 31 homes sold priced \$1 million and above were on the market for less than 30 days. Buyers are moving more quickly than they did last year.

**Average prices remain unchanged.** The price appreciation we are seeing in other Marin real estate markets has yet to come to Tiburon. The exception is for homes priced between \$1- \$1.5 million, where 40% of homes have sold at or above asking price this year.

**More homes are in escrow; inventory is limited.** Thirty percent of the homes on the market are in escrow. Current inventory is particularly limited for homes priced below \$3 million.

**We are primed for a strong selling season.** Buyers are out and looking, despite low inventories. If you've been waiting to sell, now is the time, while interest rates are still at historical lows and buyers who have been waiting on the sidelines are coming out in record numbers.

I'm available to speak with you more about these trends – call or email anytime!

415-601-9240 or  
[mark.millstein@sothebysrealty.com](mailto:mark.millstein@sothebysrealty.com)

Warmly,

*Mark Millstein*



**Tiburon Homes Sold \$1.5M and Above January-April 2013**

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft. Sold	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
52 Paseo Mirasol	\$1,505,000	\$1,665,000	2,750 sq. ft.	\$547	4 bd. / 4 ba.	26,049 sq. ft.	167
3 Mateo	\$1,520,000	\$1,550,000	2,387 sq. ft.	\$636	3 bd. / 3.5 ba.	22,521 sq. ft.	17
1754 Lagoon View	\$1,650,000	\$1,775,000	2,472 sq. ft.	\$667	4 bd. / 4 ba.	21,519 sq. ft.	129
110 Rancho	\$1,705,000	\$1,795,000	2,678 sq. ft.	\$636	3 bd. / 3 ba.	9,047 sq. ft.	6
25 Norman	\$1,760,000	\$2,095,000	3,400 sq. ft.	\$517	4 bd. / 3.5 ba.	24,002 sq. ft.	206
3491 Paradise	\$1,800,000	\$2,750,000	3,800 sq. ft.	\$473	5 bd. / 3.5 ba.	17,990 sq. ft.	277
13 Upper Cecilia	\$1,800,000	\$1,950,000	3,646 sq. ft.	\$493	4 bd. / 3.5 ba.	17,860 sq. ft.	215
182 Rancho	\$2,000,000	\$2,195,000	3,742 sq. ft.	\$534	5 bd. / 4.5 ba.	11,543 sq. ft.	45
16 Venus	\$2,025,000	\$2,145,000	3,303 sq. ft.	\$613	4 bd. / 3.5 ba.	12,528 sq. ft.	25
12 Indian Rock	\$2,106,050	\$2,250,000	3,226 sq. ft.	\$652	4 bd. / 3.5 ba.	29,900 sq. ft.	81
38 Reed Ranch	\$2,150,000	\$2,250,000	3,085 sq. ft.	\$696	4 bd. / 3 ba.	12,371 sq. ft.	132
2110 Vistazo E	\$2,300,000	\$2,500,000	3,910 sq. ft.	\$588	5 bd. / 4.5 ba.	12,415 sq. ft.	119
94 Saint Thomas	\$2,450,000	\$2,695,000	3,450 sq. ft.	\$710	4 bd. / 3 ba.	10,062 sq. ft.	44
4 Mira Flores	\$2,475,000	\$2,595,000	3,764 sq. ft.	\$657	4 bd. / 5.5 ba.	8,925 sq. ft.	15
10 Via Paraiso	\$2,600,000	\$2,999,500	4,672 sq. ft.	\$556	5 bd. / 4.5 ba.	17,001 sq. ft.	7
1735 Vistazo W	\$2,755,000	\$2,695,000	3,196 sq. ft.	\$862	4 bd. / 3.5 ba.	22,050 sq. ft.	21
114 Jamaica	\$3,100,000	\$3,330,000	4,777 sq. ft.	\$648	4 bd. / 4 ba.	22,200 sq. ft.	286
140 Hacienda	\$3,140,000	\$3,200,000	4,205 sq. ft.	\$746	4 bd. / 4.5 ba.	21,600 sq. ft.	78
2218 Mar East	\$3,186,775	\$3,295,000	2,756 sq. ft.	\$1,156	3 bd. / 2.5 ba.	19,210 sq. ft.	32
20 Cecilia	\$3,650,000	\$3,795,000	3,521 sq. ft.	\$1,036	4 bd. / 3.5 ba.	16,771 sq. ft.	34
92 Via Los Altos	\$4,775,000	\$5,295,000	7,000 sq. ft.	\$682	5 bd. / 7 ba.	2 ac.	362