

1st Quarter 2011

What happened in Tiburon real estate in the first quarter?

Inventory is up. At the end of 2010, there were 42 homes for sale priced \$1.5 million and above. There are now 56 homes on the market (5 are in escrow).

More homes sold priced (\$1.5 million and above) in Q1 2011 vs. last year. Ten homes sold during the Q1 2011 compared to seven in Q1 2010.

Pricing dipped slightly. Average price per square foot for homes sold \$1.5 million and above was \$667 during Q1 2011, 8% below the average for 2010.

WHY WORK WITH ME WHEN BUYING OR SELLING YOUR HOME?

- Because I've personally renovated dozens of Marin homes in the last 15 years, I know how to ready a home for sale without spending more than necessary. Most Sellers are understandably reluctant to spend money on a home they are selling. I have the experience you need to help you decide which fixes and improvements will pay out — and which will not.
- As you ready your home for sale, I will help you manage this process and keep costs low. My **experience and relationships with industry professionals** make the process easier (and much lower in cost) than when my clients manage this process on their own.
- For Buyers, my role in analyzing the inspection of a property can save you headaches (and big dollars!) later. It is important to me that my clients fully understand both the scope of work that a newly purchased home may require, and also the potential costs of this work — especially with homes that need more than cosmetic renovations.
- Although many of my clients are business people who are strong negotiators themselves, they rely on my skillful negotiations and attention to small but important details.
- I'm constantly analyzing the marketplace to gain the insight that buyers and sellers need in order to make smart decisions about the value of one of their greatest assets — their home. Because my clients have accurate and meaningful market insight throughout the year, they are able to make better decisions.

Even if a purchase or sale is not in your immediate future, I always enjoy talking about real estate trends or the particulars of your home.

Warmly,



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Tiburon Homes Sold \$1.5M and Above 1st Quarter 2011								
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 until Escrow	Date Sold
17 Upper Cecilia	\$1,500,000	\$1,699,000	4 bd. / 3 ba.	3,306 sq. ft.	\$453	22,913 sq. ft.	99	2/8/11
2308 Mar East	\$1,500,000	\$2,100,000	3 bd. / 3 ba.	2,447 sq. ft.	\$613	10,019 sq. ft.	111	3/1/11
66 Red Hill	\$1,550,000	\$1,495,000	4 bd. / 3½ ba.	3,082 sq. ft.	\$502	7,013 sq. ft.	28	3/9/11
120 Rancho	\$1,585,000	\$1,585,000	4 bd. / 3½ ba.	3,915 sq. ft.	\$405	10,019 sq. ft.	20	3/31/11
98 Sugarloaf	\$1,710,000	\$1,999,000	4 bd. / 3 ba.	3,112 sq. ft.	\$549	18,861 sq. ft.	156	3/29/11
16 Saint Lucia	\$1,925,000	\$2,249,000	3 bd. / 3 ba.	2,783 sq. ft.	\$691	19,515 sq. ft.	148	3/24/11
110 Lyford	\$2,350,000	\$2,950,000	3 bd. / 2½ ba.	3,729 sq. ft.	\$630	24,998 sq. ft.	206	2/23/11
4185 Paradise	\$2,700,000	\$3,795,000	4 bd. / 4 ba.	4,784 sq. ft.	\$564	13,504 sq. ft.	342	3/17/11
607 Ridge	\$3,300,000	\$3,995,000	5bd. / 3½ ba.	3,725 sq. ft.	\$885	22,390 sq. ft.	165	3/8/11
180 Hacienda	\$3,700,000	\$4,995,000	4 bd. / 3 ba.	2,696 sq. ft.	\$1,372	39,857 sq. ft.	71	1/21/11



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