

MILLSTEIN MARKET ANALYSIS™

1st Half 2011 Tiburon Residential Real Estate Report™

July 2011

Dear Tiburon Resident,

Marin Overview

We've had very consistent volume and pricing in Marin County since the beginning of 2010. Given that other markets have continued to experience declines in both pricing and the number of homes sold, this is good news for us indeed. The **average selling price** of Marin County single family homes sold (\$1M and above) in Marin was \$1.85M in 2011 – the same as the 2010 average. The **number** of homes sold has also been steady across 2010 and 2011.

Tiburon Overview

The first half of 2011 posted a slight decrease in the number of home sales above \$1.5M (25 homes sold) vs. the same period in 2010.

Something of note: the Tiburon market has been a bit stalled for home sales above \$4M. There were no homes that sold above \$4M during the first half of 2011. Two homes sold for more than \$4M during the 1st half of 2010. There are 15 homes priced above \$4M currently on the market; the average number of days that these homes have been on the market is 230. We are optimistic that we will see some of these homes sell in the 2nd half of 2011; we did see sales pick up for homes priced above \$4M in the 2nd half of 2010.

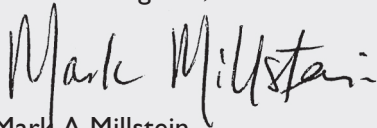
For the 1st Half of 2011 in Tiburon:

- The average *selling price* was \$2.3 million for homes sold between \$1.5M-\$4M, 11% below the 1st half 2010 average.
- The average *price per square foot* sold was \$674, nearly identical to the 1st half 2010 average.
- There are currently 68 homes for sale priced \$1.5M and above, with 10 in escrow, compared to 42 homes for sale at the beginning of January 2011.

Here's the take-away: Volume and pricing remain steady in Tiburon. The market is active for homes priced between \$1.5M-\$3M. Pricing sensitivity continues in all price ranges; buyers are quite sophisticated and are making offers on homes when there is perceived value.

Please don't hesitate to call me with your real estate questions. 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. I've found that when my clients have accurate and meaningful market insight throughout the year, they are able to make better decisions when they need to sell or purchase a home.

Warmest regards,



Mark A Millstein

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Tiburon Homes Sold 1st Half 2011 (\$1.5M and Above)

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
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
35 Terrace	\$1,516,000	\$1,545,000	4 bd. / 3 ba.	2,601 sq.ft.	\$582	9,583 sq.ft.	51	4/29/11
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.	\$404	10,019 sq.ft.	20	3/31/11
7 Cecilia	\$1,692,500	\$1,795,000	4 bd. / 3 ba.	2,999 sq.ft.	\$564	13,242 sq.ft.	91	6/29/11
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
3 East Terrace	\$1,712,500	\$1,895,000	4 bd. / 3 ba.	2,702 sq.ft.	\$633	9,278 sq.ft.	190	5/5/11
1 Mount Tiburon	\$1,755,000	\$1,699,000	3 bd. / 3 ba.	2,722 sq.ft.	\$644	16,727 sq.ft.	12	6/14/11
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
60 Seafirth	\$1,944,000	\$2,495,000	4 bd. / 3½ ba.	3,292 sq.ft.	\$590	23,784 sq.ft.	472	5/4/11
145 Esperanza	\$2,195,000	\$2,195,000	3 bd. / 3 ba.	2,700 sq.ft.	\$812	7,536 sq.ft.	14	5/11/11
260 Roundhill	\$2,250,000	\$2,495,000	4 bd. / 3 ba.	3,510 sq.ft.	\$641	19,515 sq.ft.	75	4/20/11
85 Seafirth	\$2,252,000	\$2,275,000	4 bd. / 3 ba.	2,856 sq.ft.	\$788	12,110 sq.ft.	39	6/10/11
1 Stevens Ct.	\$2,288,000	\$2,400,000	5 bd. / 4½ ba.	4,232 sq.ft.	\$540	1.1 acre	16	4/28/11
16 Cecilia	\$2,300,000	\$2,675,000	4 bd. / 4½ ba.	3,810 sq.ft.	\$603	10,542 sq.ft.	123	6/14/11
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
3 Palmer	\$2,650,000	\$2,995,000	4 bd. / 3½ ba.	3,448 sq.ft.	\$768	14,680 sq.ft.	197	4/13/11
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
30 Bayshore Terr.	\$2,722,000	\$3,250,000	3 bd. / 4½ ba.	3,715 sq.ft.	\$732	11,892 sq.ft.	64	6/16/11
1 Mariposa	\$3,265,000	\$3,950,000	5 bd. / 5 ba.	4,678 sq.ft.	\$697	19,602 sq.ft.	328	6/24/11
607 Ridge	\$3,300,000	\$3,995,000	5bd. / 3½ ba.	3,725 sq.ft.	\$885	22,390 sq.ft.	165	3/8/11
17 Acacia	\$3,350,000	\$3,875,000	4 bd. / 6 ba.	6,005 sq.ft.	\$557	1.22 ac	99	6/15/11
25 Bond	\$3,425,000	\$3,495,000	4 bd. / 3 ba.	3,455 sq.ft.	\$991	1.17 ac	45	5/19/11
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



Tiburon Bi-Annual Sales Comparison (For Homes Sold \$1.5M and Above)

Price Range	Year	Homes Sold	Average Selling Price Per Square Foot	Average Size of Home	Average Days On Market
\$1M-\$1.99M	1st Half 2011	19	\$563	2,692 sq.ft.	128
	1st Half 2010	19	\$565	2,636 sq. ft.	136
\$2M-\$2.99M	1st Half 2011	9	\$676	3,643 sq. ft.	120
	1st Half 2010	7	\$650	3,837 sq. ft.	93
\$3M-\$3.99M	1st Half 2011	5	\$901	4,112 sq. ft.	142
	1st Half 2010	10	\$760	4,568 sq. ft.	156
Above \$4M	1st Half 2011	0	-	-	-
	1st Half 2010	2	\$1,555	5,522 sq.ft.	274

A veteran real estate broker and investor in Marin County homes, Mark Millstein has the professional knowledge and experience to advise his clients on all aspects of selling their home or purchasing a property. Mark's association with Decker Bullock Sotheby's International Realty provides his clients with extensive marketing and wide exposure to the real estate marketplace, including auction house clientele and global buyers.

Please contact Mark for more information about how he can help you achieve your real estate goals.

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