

MILLSTEIN MARKET ANALYSIS™

3rd Quarter 2010 Tiburon Residential Real Estate Report™

DEAR TIBURON RESIDENT,

Finally, I have great news about the Tiburon real estate market: when we look at sales activity in the first 9 months of 2010, it is clear that the market is healthy and prices are once again increasing.

In the first 9 months of 2010, 45 Tiburon homes over \$1 million sold, compared to just 29 in the first nine months of 2009! Seventeen of those homes sold in the 3rd quarter, a 42% increase over 2009.

- Although the average *price per square foot sold* in the 3rd quarter of 2010 increased only slightly to \$769, buyers are spending more on their real estate purchases. The average *selling price* in the 3rd quarter of 2010 increased 10% over Q3 2009, to \$3.1 million.
- The average *time on the market* for the 3rd quarter of 2010 decreased 14% vs. Q3 2009 to 125 days.
- There are currently 75 homes for sale in Tiburon priced above \$1.5 million; 14 are in escrow.

Here's the take-away: Higher sales volume and selling prices clearly signal an end to the declining market. Buyers have come back to the Tiburon market, and sellers are enjoying more predictable pricing.

Please don't hesitate to call if you have questions about this report. Even if a purchase or sale is not in your immediate future, I always enjoy talking with you 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. I appreciate your business and referrals.

Warmest regards,



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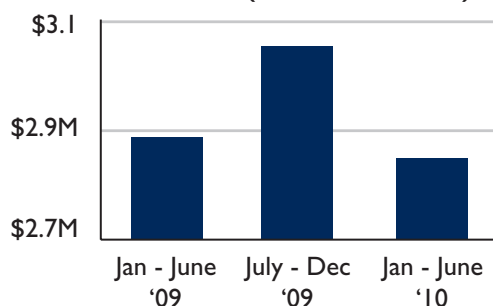
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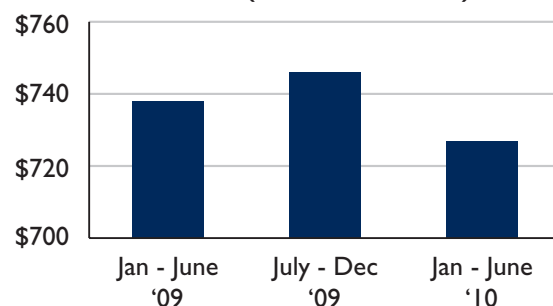
Tiburon Homes Sold Jan - June 2010 (\$1.5M and Above)

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 until Ratified Contract	Date Sold
185 Rancho Dr.	\$1,560,000	\$1,900,000	5 bd. / 4½ ba.	3,742 sq.ft.	\$416	11,543 sq.ft.	243	05/29/10
1868 Centro West	\$1,550,000	\$1,800,000	3 bd. / 4 ba.	2,612 sq.ft.	\$593	7,100 sq.ft.	93	02/09/10
150 Trinidad Dr.	\$1,650,000	\$2,295,000	4 bd. / 3 ba.	3,144 sq.ft.	\$524	12,110 sq.ft.	201	06/02/10
9 Linda Vista Ave	\$1,650,000	\$1,650,000	3 bd. / 2½ ba.	2,240 sq.ft.	\$736	4,748 sq.ft.	23	06/14/10
60 Reed Ranch Rd.	\$1,675,000	\$1,950,000	4 bd. / 3 ba.	3,009 sq.ft.	\$556	23,740 sq.ft.	274	04/23/10
186 Saint Thomas Way	\$1,700,000	\$1,680,000	2 bd. / 2 ba.	2,172 sq.ft.	\$782	14,505 sq.ft.	34	04/49/10
45 Seafirth Rd.	\$1,775,000	\$2,245,000	5 bd. / 3 ba.	4,079 sq.ft.	\$430	10,411 sq.ft.	483	05/28/10
144 Avenida Miraflores	\$1,790,000	\$2,000,000	5 bd. / 2½ ba.	3,524 sq.ft.	\$507	11,979 sq.ft.	65	04/29/10
137 Geldert Dr.	\$1,810,000	\$2,000,000	5 bd. / 2½ ba.	2,555 sq.ft.	\$475	19,515 sq.ft.	94	01/08/10
21 Southridge Dr.	\$2,050,000	\$1,995,000	4 bd. / 3½ ba.	3,543 sq.ft.	\$578	18,165 sq.ft.	24	05/25/10
335 Blackfield Dr.	\$2,295,000	\$2,295,000	5 bd. / 4 ba.	4,049 sq.ft.	\$566	21,437 sq.ft.	26	04/23/10
215 Roundhill Rd.	\$2,375,000	\$2,695,000	4 bd. / 3 ba.	3,172 sq.ft.	\$748	26,702 sq.ft.	75	05/14/10
180 Avenida Miraflores	\$2,400,000	\$3,085,000	5 bd. / 4½ ba.	3,752 sq.ft.	\$639	11,064 sq.ft.	373	03/09/10
8 Wilkins Ct.	\$2,400,000	\$2,395,000	5 bd. / 4½ ba.	3,685 sq.ft.	\$651	17,119 sq.ft.	8	06/11/10
87 Saint Thomas Way	\$2,850,000	\$3,295,000	4 bd. / 4½ ba.	3,709 sq.ft.	\$768	13,112 sq.ft.	112	06/28/10
7 Hillcrest Rd.	\$2,950,000	\$3,395,000	5 bd. / 5 ba.	4,948 sq.ft.	\$596	15,594 sq.ft.	112	03/26/10
2311 Spanish Trail Rd.	\$3,030,000	\$3,795,000	5 bd. / 3½ ba.	4,465 sq.ft.	\$678	20,996 sq.ft.	212	04/30/10
490 Ridge Rd.	\$3,237,500	\$3,900,000	4 bd. / 5 ba.	4,111 sq.ft.	\$787	21,432 sq.ft.	213	06/15/10
7 Seafirth Place	\$3,250,000	\$3,895,000	6 bd. / 4½ ba.	5,000 sq.ft.	\$650	21,998 sq.ft.	298	05/18/10
70 Gilmartin Dr.	\$3,275,000	\$4,795,000	4 bd. / 6 ba.	5,560 sq.ft.	\$589	22,521 sq.ft.	220	05/11/10
616 Ridge Rd.	\$3,321,000	\$3,900,000	6 bd. / 5½ ba.	4,859 sq.ft.	\$683	24,002 sq.ft.	330	03/12/10
2100 Centro East	\$3,350,000	\$3,595,000	4 bd. / 3½ ba.	3,249 sq.ft.	\$1,031	7,971 sq.ft.	117	06/25/10
140 Lyford Dr.	\$3,370,000	\$3,995,000	4 bd. / 3½ ba.	5,023 sq.ft.	\$670	14,505 sq.ft.	154	05/18/10
208 Taylor Rd.	\$3,425,000	\$3,895,000	5 bd. / 4½ ba.	4,588 sq.ft.	\$746	27,007 sq. ft.	128	01/13/10
116 Sugarloaf Dr.	\$3,800,000	\$2,500,000	4 bd. / 3½ ba.	4,009 sq.ft.	\$947	14,244 sq.ft.	1	04/01/10
7 Linda Vista Ave.	\$3,950,000	\$5,400,000	4 bd. / 6 ba.	4,819 sq.ft.	\$819	10,019 sq.ft.	316	04/14/10
3680 Paradise Dr.	\$7,800,000	\$8,800,000	5 bd. / 8 ba.	8,000 sq.ft.	\$975	6.6 acres	213	04/02/10

**Tiburon Average
Sale Price (\$1.5M and Above)**



**Tiburon Average Price Per Sq. Ft.
Sold (\$1.5M and Above)**



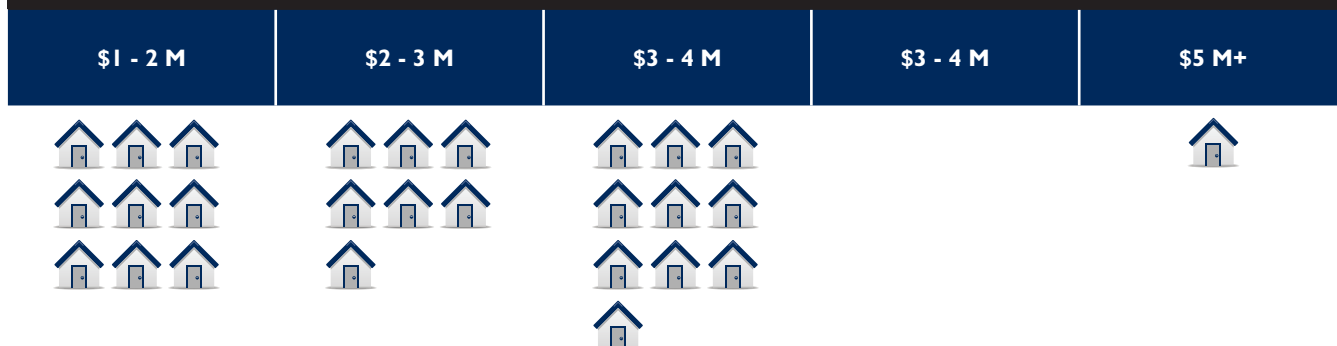


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Tiburon Homes Sold by Price Bracket Jan - June 2010 (\$1.5M and Above)



ABOUT MARK

In addition to helping you prepare your home for sale or analyzing a home for purchase, Mark has extensive experience assessing the physical condition and potential value of a property. A veteran real estate broker, developer and investor in high-end Marin County homes, Mark has the professional knowledge, objectivity, and experience to advise his clients on all aspects of purchasing and selling a property.

Mark's association with Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to the luxury real estate marketplace, including auction house clientele and powerful global contacts. He continuously builds and maintains sources of high-end buyers and sellers at local, national and international levels. His advertising program, reach and results will provide you the exposure you need to buy or sell a home in today's real estate climate.

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



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*Matching discriminating buyers and sellers
with extraordinary opportunities.*