

MILLSTEIN MARKET ANALYSIS™

Ross Residential Real Estate Report™

Fall 2009

ROSS MARKET ANALYSIS

The Summer of 2009 was an active period as Buyers notably returned.

- For the months of June 2009 through September 2009, 15 homes sold in Ross compared to 11 homes for the same period in 2008. Interestingly, 24 homes have sold year to date, which is the exact same number year to date for 2008.
- For all homes sold during June 2009 through September 2009, the average selling price was \$2.5 million (a 9.1% increase over 2008), and the average price per square foot sold was \$892 (a 3.2% decrease from 2008).
- Six homes sold for \$3 million or higher during June 2009 through September 2009 compared to only 1 home selling for \$3 million or higher for the same period in 2008 (a six fold increase).
- As of September 30, 2009, there were 23 homes for sale in Ross, and 4 homes in escrow. All homes in escrow are priced \$2.4 million and below. There are currently no homes in escrow above \$2.4 million.

The Ross market participated heavily in the traditional summer time buying season. It is unclear whether this demand will continue at this pace, particularly in the upper end of the market, but the final months of 2009 will be indicative of the pace going forward. Buyers continue to be value driven and remain cautious.

SELLERS

Prices are stable and are not expected to decrease going forward unless Buyer demand decreases and the inventory of homes for sale remains the same or increases. Although the summer months experienced healthy sales of upper end homes, no homes priced above \$3M are currently in escrow.

BUYERS

Pricing adjustments have already occurred and will most likely be the benchmark going forward. Should demand continue at the current pace, we will likely see fewer price reductions, fewer concessions, and price strengthening.



The Ross Residential Real Estate Report by Mark A. Millstein provides up-to-date market information and analysis to Ross residents and buyers and sellers. A Marin resident with more than 30 years of experience as a real estate broker and private investor, Millstein keeps discerning clients apprised of their real estate options and opportunities in a constantly changing market.

For a discreet and confidential analysis of your real estate needs, contact:

*Mark A. Millstein,
Decker Bullock Sotheby's
International Realty at
415-601-9240 or
m.millstein@deckerbullocksir.com
www.marinpremierhomes.com*

Newly Listed Homes For Sale (September 1st – 30th, 2009)

Address	Listing Price	Approximate Size of Home	Price Per Sq. Ft.	Approximate Lot Size (1 acre = 43,560 sq. ft.)
79 Bolinas Ave.	\$800,000	1,300 sq. ft.	\$615	7,231 sq. ft.
20 Olive Ave.	\$1,595,000	1,871 sq. ft.	\$852	7,031 sq. ft.
20 Sir Francis Drake Blvd.	\$1,950,000	3,146 sq. ft.	\$619	1.01 acres
16 Walters Rd.	\$3,199,000	3,803 sq. ft.	\$841	1.50 acres
155 Laurel Grove Ave.	\$3,295,000	3,565 sq. ft.	\$924	37,984 sq. ft.
7 Laurel Grove Ave.	\$10,000,000	9,656 sq. ft.	\$1,035	2.21 acres



MILLSTEIN MARKET ANALYSIS™

2009 Year-End Tiburon Residential Real Estate Report™

Tiburon Homes Sold 2009 \$2M and Above

Address	Original Listing Price	Revised Listing Price	Selling Price	Selling Price as a % of Original Listing Price	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
55 Trinidad Dr.	\$2,100,000	none	\$2,000,000	95%	2,588 sq. ft.	\$772	16,988 sq. ft.	72	6/22/09
20 Upper Cecilia Way	\$2,275,000	none	\$2,140,000	94%	3,698 sq. ft.	\$578	10,367 sq. ft.	50	4/03/09
60 Reedland Woods Way	\$2,295,000	none	\$2,015,000	87%	3,612 sq. ft.	\$557	23,130 sq. ft.	93	11/06/09
941 Owlswood Ln.	\$2,375,000	\$2,250,000	\$2,175,000	91%	3,361 sq. ft.	\$647	21,301 sq. ft.	68	1/08/09
657 Hawthorne Dr.	\$2,629,000	\$2,379,000	\$2,100,000	79%	2,700 sq. ft.	\$777	7,492 sq. ft.	99	2/12/09
7 Acela	\$3,950,000	\$3,350,000	\$1,900,000	48%	3,300 sq. ft.	\$575	23,043 sq. ft.	161	7/22/09
430 Greenwood Beach Rd.	\$2,795,000	none	\$2,400,000	85%	3,282 sq. ft.	\$731	34,600 sq. ft.	114	12/03/09
90 Reed Ranch Rd.	\$2,775,000	\$2,195,000	\$2,100,000	75%	4,326 sq. ft.	\$485	21,388 sq. ft.	197	11/06/09
23 Old Landing Rd.	\$2,795,000	none	\$2,750,000	98%	3,980 sq. ft.	\$690	21,216 sq. ft.	20	6/10/09
333 Blackfield Dr.	\$2,825,000	none	\$2,775,000	98%	4,521 sq. ft.	\$613	21,344 sq. ft.	42	5/15/09
6 Mariposa Ct.	\$3,195,000	none	\$3,020,000	95%	4,359 sq. ft.	\$692	23,522 sq. ft.	24	6/04/09
8 Francisco Vista Ct.	\$3,295,000	none	\$3,150,000	95%	3,291 sq. ft.	\$957	14,400 sq. ft.	22	12/10/09
18 Cibrian Dr.	\$3,300,000	none	\$3,175,000	96%	4,219 sq. ft.	\$752	1.92 acres	0	12/28/09
59 Trinidad Dr.	\$3,375,000	none	\$3,112,000	92%	3,550 sq. ft.	876	11,456 sq. ft.	83	6/16/09
198 Stewart Dr.	\$3,350,000	\$3,195,000	\$3,065,000	91%	3,901 sq. ft.	\$785	17,990 sq. ft.	136	11/05/09
90 Taylor Rd.	\$3,450,000	\$3,260,000	\$2,950,000	85%	3,929 sq. ft.	\$750	1.25 acres	161	10/15/09
669 Hawthorne Dr.	\$3,449,000	\$2,750,000	\$2,487,500	72%	2,940 sq. ft.	\$846	11,979 sq. ft.	338	5/06/09
5070 Paradise Dr.	\$3,795,000	\$3,195,000	\$2,775,000	73%	4,725 sq. ft.	\$587	2.25 acres	108	12/09/09
1915 Straits View Dr.	\$3,800,000	none	\$3,650,000	96%	3,631 sq. ft.	\$1005	21,170 sq. ft.	78	09/22/09
2311 Spanish Trail Rd.	\$4,250,000	\$3,495,000	\$3,328,988	78%	4,465 sq. ft.	\$745	20,996 sq. ft.	142	3/20/09
193 Gilmartin	\$6,495,000	\$5,995,000	\$5,375,000	82%	6,566 sq. ft.	\$818	37,070 sq. ft.	344	3/18/09
189 Gilmartin	\$6,875,000	\$4,500,000	\$3,800,000	55%	6,624 sq. ft.	\$573	40,729 sq. ft.	813	12/15/09
9 Acela Dr.	\$6,900,000	\$5,950,000	\$5,500,000	79%	5,395 sq. ft.	\$1,019	24,611 sq. ft.	127	10/21/09
140 Antonette Dr.	\$8,500,000	none	\$7,500,000	88%	7,123 sq. ft.	\$1,052	1.23 acres	115	7/02/09
32 Meadow Hill Dr.	\$8,800,000	\$6,950,000	\$5,880,000	66%	6,351 sq. ft.	\$925	1.01 acres	406	09/04/09
90 Via Los Altos	\$6,500,000	none	\$6,500,000	100%	5,760 sq. ft.	\$1,128	17,772 sq. ft.	2	10/30/09
3 Rolling Hills Rd.	\$10,500,000	none	\$9,000,000	85%	7,475 sq. ft.	\$1,204	29,272 sq. ft.	312	3/17/09



Tiburon Residential Quarterly Summary for Homes Sold \$2M and Above

Year	Total Homes Sold	Homes Sold 1st Quarter	Homes Sold 2nd Quarter	Homes Sold 3rd Quarter	Homes Sold 4th Quarter
2009	27	5	7	4	11
2008	40	11	13	10	6

Tiburon Residential 4th Quarter Detail for Homes Sold \$2M and Above

4th Quarter	Total Homes Sold	Average Listing Price	Average Selling Price	Median Selling Price	Selling Price as a % of Original Listing Price (Average)	Selling Price as a % of Original Listing Price (Range)	Price Per Sq. Ft. Sold (Average)	Price Per Sq. Ft. Sold (Range)	Average Days On Market Until Ratified Contract
2009	11	\$3,680,000	\$3,402,727	\$3,065,000	84%	55%-100%	\$757	\$485 - \$1,128	161
2008	6	\$2,671,667	\$2,653,667	\$2,310,000	95%	85%-106%	\$786	\$702 - \$1,046	62

MARK A. MILLSTEIN, BROKER ASSOCIATE

Decker Bullock Sotheby's International Realty

As a veteran real estate broker, developer and investor in upper-end homes in Marin County, Mark Millstein possesses the professional knowledge, objectivity, and personal experience to advise his clients on all aspects of purchasing and selling of a premier property.

Mark's in-depth market knowledge and strong negotiating skills along with his extensive experience in assessing the physical condition and potential of an exclusive property is a powerful combination that assures a successful sale or purchase.

Millstein's association with the prestigious firm of Decker Bullock Sotheby's International Realty affords his clients the widest possible exposure to Marin County's luxury real estate marketplace. He continuously builds and maintains sources of upper-end buyers and sellers at local, national and international levels.

Millstein's clients also benefit from the worldwide exposure of Sotheby's International Realty, including auction house clientele and powerful global contacts. Millstein's advertising program, reach and results will get you the exposure you need to buy or sell a home in today's real estate climate.

For more information about how we can help you achieve your real estate goals, please contact:

Mark A Millstein
Broker Associate
Decker Bullock Sotheby's International Realty
tel. 415.601.9240
m.millstein@deckerbullocksir.com
www.marinpremierhomes.com



DRE#00800285

Matching discriminating buyers and sellers with extraordinary opportunities.