

MILLSTEIN MARKET REPORT

Year End 2012 Tiburon Residential Real Estate

January 2013

Marin Overview

The number of single family homes sold in Marin during 2012 increased a stunning 23% compared to 2011—even as national and international events continued to test the economic recovery. We expect this momentum to gain strength during 2013, especially given historically low mortgage interest rates.

Even with this sizable increase in sales volume, we are not yet experiencing significant price increases in Marin. The average selling price of Marin County homes priced \$1 million and above (\$1.8 million) was the same in 2012 as it was in 2011.

Fortunately, buyer demand is high, making inventory even more constrained than it was at the end of 2011 in most parts of Marin County. This is more frequently resulting in multiple offers, and will likely lead to pricing increases as demand continues to further impact supply.

Tiburon Overview

One hundred and five homes sold in Tiburon priced \$1 million and above in 2012: **this was the highest number of homes sold in one year since 2007**. This was a 26% increase over 2011. Average pricing in Tiburon increased slightly, and average time on the market decreased.

- The number of homes selling between \$1 and \$2 million increased 28% in Tiburon vs. 2011. The average price per square foot sold (\$625) increased 7% compared to 2011.
- The number of homes selling between \$2 and \$3 million increased 33% vs. 2011. The average price per square foot sold (\$688) increased 6% compared to 2011.
- Fewer homes sold between \$3 and \$4 million in 2012; 9 homes sold compared to 13 homes in 2011.
- We finally saw positive sales activity for homes priced between \$4 and \$5 million. Eight homes sold between \$4 and \$5 million, compared to just 2 homes during 2011.
- The highest priced home sold for \$7,000,000 (5 High Meadow Lane). Sotheby's Decker Bullock listed this property, which went into escrow 3 weeks after being placed on the market.
- As in Marin County generally, inventory in Tiburon is lower than it was last year at this time. There are currently 31 homes for sale in Tiburon priced \$1 million and above, with 8 in escrow. At the end of 2011, there were 41 homes on the market.



(Continued inside)



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Here's the Take-away:

Pricing in Tiburon remains attractive compared to the 2008 high water mark, making this an **opportune time to buy** property.

And if you are thinking of putting your home on the market, relatively low inventory means that **buyers are waiting**. Sellers who price their homes correctly, based on a careful analysis of comparative data, are selling their homes quickly and without extensive time on the market.

Even if a purchase or sale is not in your immediate future, I always enjoy talking about real estate pricing trends or the value of your home. Please call me (415.601.9240) to learn about the services offered by Sotheby's International Realty to successfully sell or purchase in Tiburon.

Warmest regards,

Mark Millstein

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Visit marinpremierhomes.com to view all Marin Homes for Sale, listed by community.

Tiburon Homes Sold \$1M and Above 4th Quarter 2012

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
101 Trestle Glen	\$1,100,000	\$1,195,000	1,919 sq. ft.	\$573	3 bd. / 3 ba.	31,015 sq. ft.	116
891 Tiburon	\$1,150,000	\$1,290,000	2,080 sq. ft.	\$552	3 bd. / 1.5 ba.	9,000 sq. ft.	79
107 Trinidad	\$1,190,000	\$1,250,000	1,975 sq. ft.	\$602	3 bd. / 2 ba.	12,110 sq. ft.	83
76 Red Hill	\$1,200,000	\$1,269,000	2,392 sq. ft.	\$501	3 bd. / 2.5 ba.	4,225 sq. ft.	28
121 Barn	\$1,235,000	\$1,249,000	2,097 sq. ft.	\$588	4 bd. / 3 ba.	10,193 sq. ft.	57
2040 Centro East	\$1,270,250	\$1,100,000	2,028 sq. ft.	\$626	3 bd. / 3 ba.	7,797 sq. ft.	34
3515 Paradise	\$1,287,000	\$1,395,000	2,504 sq. ft.	\$513	3 bd. / 3.5 ba.	15,290 sq. ft.	263
2200 Vistazo E.	\$1,300,000	\$1,425,000	2,127 sq. ft.	\$611	4 bd. / 3 ba.	7,754 sq. ft.	288
5080 Paradise	\$1,400,000	\$1,795,000	2,700 sq. ft.	\$518	4 bd. / 2.5 ba.	1.88 acres	114
17 Teaberry	\$1,585,000	\$1,848,000	2,800 sq. ft.	\$566	3 bd. / 2 ba.	22,692 sq. ft.	164
340 Blackfield	\$1,625,000	\$1,750,000	3,887 sq. ft.	\$418	5 bd. / 4.5 ba.	11,326 sq. ft.	71
35 Terrace	\$1,625,000	\$1,649,000	2,601 sq. ft.	\$624	4 bd. / 3 ba.	9,583 sq. ft.	41
145 Stewart	\$1,800,000	\$1,800,000	2,709 sq. ft.	\$664	6 bd. / 3 ba.	8,146 sq. ft.	18
9 Sutter	\$1,825,000	\$1,850,000	1,938 sq. ft.	\$941	3 bd. / 2 ba.	8,407 sq. ft.	2



Tiburon Homes Sold \$1M and Above 4th Quarter 2012 - continued

Address	Selling Price	Original Listing Price	Approx. Size of Home	Price Per Sq. Ft.	Bedrooms/Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
8 Auburn	\$1,876,000	\$2,500,000	3,237 sq. ft.	\$579	4 bd. / 3 ba.	8,364 sq. ft.	63
26 Redding	\$1,995,026	\$2,450,000	3,187 sq. ft.	\$625	4 bd. / 5 ba.	11,021 sq. ft.	118
85 Paseo Mirasol	\$2,300,000	\$2,695,000	3,308 sq. ft.	\$695	3 bd. / 2.5 ba.	18,731 sq. ft.	107
5 Tara Hill	\$2,300,000	\$2,295,000	3,503 sq. ft.	\$656	4 bd. / 3 ba.	24,742 sq. ft.	20
43 Geldert	\$2,300,000	\$2,275,000	3,742 sq. ft.	\$614	5 bd. / 3.5 ba.	18,077 sq. ft.	198
1778 Vistazo W.	\$2,555,000	\$3,250,000	3,815 sq. ft.	\$669	4 bd. / 3.5 ba.	15,034 sq. ft.	207
1820 Mountain View	\$2,640,810	\$2,995,000	3,300 sq. ft.	\$800	4 bd. / 3 ba.	22,564 sq. ft.	97
1 Mariposa	\$3,000,000	\$3,100,000	4,678 sq. ft.	\$641	5 bd. / 5 ba.	19,602 sq. ft.	36
16 Venado	\$3,175,000	\$3,450,000	3,815 sq. ft.	\$832	3 bd. / 4 ba.	13,416 sq. ft.	182
4 Midden	\$3,500,000	\$3,600,000	4,809 sq. ft.	\$727	4 bd. / 3.5 ba.	26,752 sq. ft.	29
98 Sugarloaf	\$3,525,000	\$3,795,000	3,800 sq. ft.	\$927	5 bd. / 4 ba.	18,861 sq. ft.	109
40 Norman	\$4,200,000	\$4,900,000	4,700 sq. ft.	\$893	4 bd. / 3.5 ba.	2.03 acres	347
139 Gilmartin	\$4,500,000	\$5,300,000	6,759 sq. ft.	\$665	6 bd. / 6.5 ba.	35,153 sq. ft.	227
117 Sugarloaf	\$4,500,000	\$5,200,000	4,920 sq. ft.	\$914	4 bd. / 4 ba.	28,270 sq. ft.	172

Tiburon Year End Sales Comparison

Price Range	Year	Homes Sold	Average Price Per Square Foot Sold	Average Size of Home	Average Days On Market
\$1M-\$1.99M	2012	64	\$625	2,343 sq. ft.	100
	2011	50	\$584	2,601 sq. ft.	123
\$2M-\$2.99M	2012	24	\$688	3,576 sq. ft.	90
	2011	18	\$647	3,848 sq. ft.	130
\$3M-\$3.99M	2012	9	\$687	4,966 sq. ft.	246
	2011	13	\$866	4,085 sq. ft.	134
\$4M-\$4.99M	2012	5	\$917	4,911 sq. ft.	200
	2011	1	\$961	5,100 sq. ft.	37
\$5M and above	2012	3	1,303	4,699 sq. ft.	150
	2011	1	\$1,418	4,583 sq. ft.	238