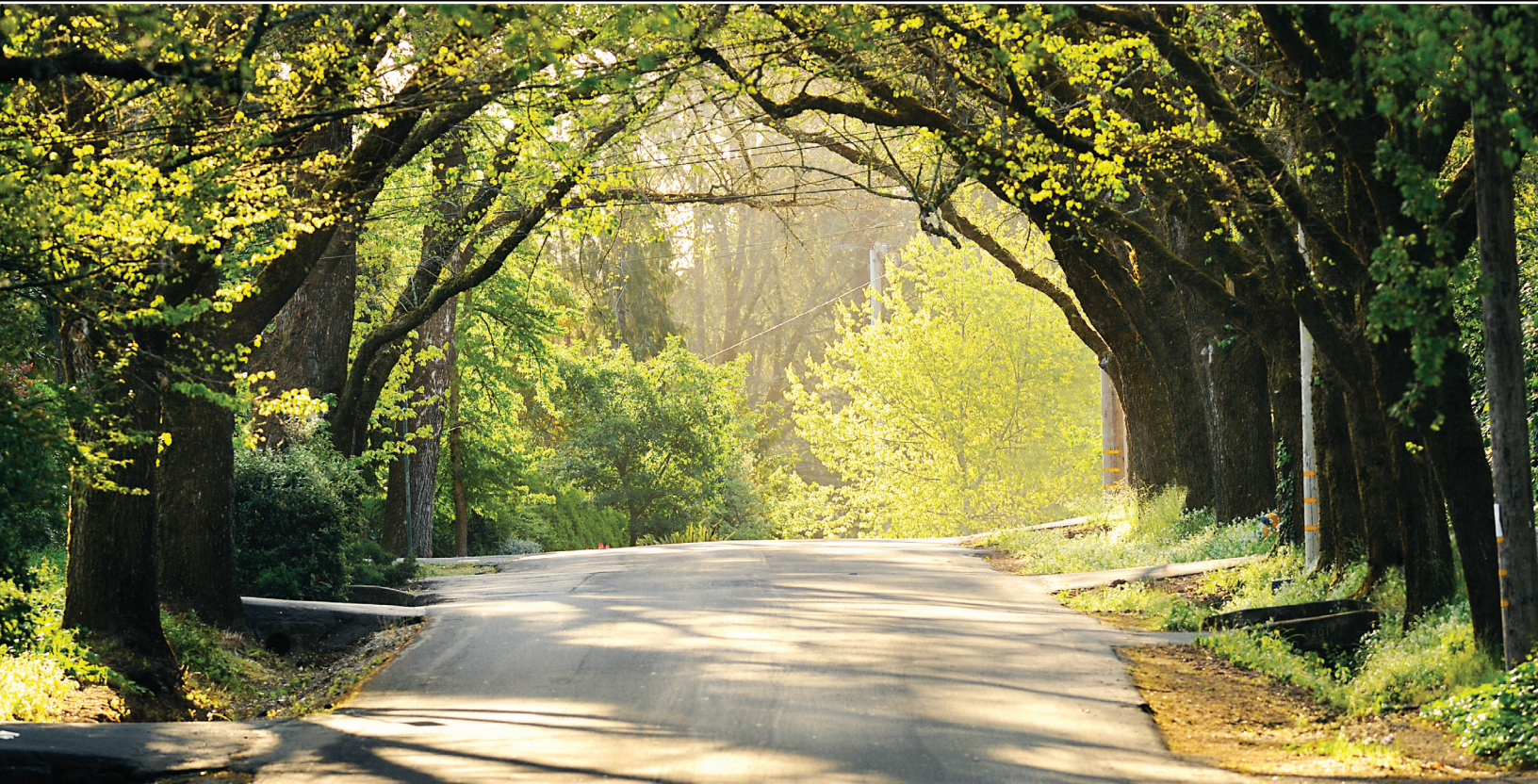


MILLSTEIN MARKET REPORT

First Half 2015 Ross Residential Real Estate

July 2015



Marin Overview

If you have been waiting to maximize your home value, now is the time to sell.

Marin real estate continues to be greatly influenced by low inventory; the number of homes for sale is not satisfying buyer demand.

This limited inventory is forcing premium prices in most neighborhoods. Average pricing is at a record level in Marin County! Overall, fewer homes sold in Marin County in the first half of 2015 compared to the same period in 2014.

- The average selling price for a single family home increased by 7% to \$1,470,654 — the highest in Marin history.
- A record number of homes sold between \$2 and \$3 million during the first half of 2015.

The market will likely continue to favor sellers in 2015, but premium pricing may relax a little if more homeowners start putting their homes on the market. And sky-high pricing on entry-level homes may cool if interest rates rise.

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Decker
Bullock

Sotheby's
INTERNATIONAL REALTY

MILLSTEIN MARKET REPORT

First Half 2015 Ross Residential Real Estate

Dear Ross Resident,

Reflecting the Marin County trend, Ross saw 50% fewer single family homes sold during the first half of 2015 compared with the same period in 2014. Twelve homes sold.

Although fewer homes sold, values in Ross are now at record highs. Constrained inventory is encouraging fast property sales and high prices:

- The average price per square foot sold increased 10% to \$1,035 compared to the 2014 average.
- 50% of homes sold were available for less than 30 days and sold above their asking price.
- Currently there are no homes on the market priced between \$2-5 million, which is a great opportunity for sellers.



Strong demand will likely continue for the foreseeable future. Many buyers prefer remodeled homes. Homes that are substantially remodeled or nearly new construction are now selling at a substantial premiums over average pricing. When I have advised pre-sale improvements, returns have been substantial.

Very limited inventory is being experienced in most price ranges rewarding a premium to any alert homeowner choosing to capitalize on current market scarcity.

As a Ross specialist at Sotheby's International Realty, I provide my clients with highest level of service. Utilizing aerial photography, video, and extensive local and international advertising, you'll find my reach in exposing new listings to potential buyers is unsurpassed.

A handwritten signature in white ink that reads "Mark Millstein".

Mark Millstein
Decker Bullock Sotheby's International Realty

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ROSS HOMES SOLD JANUARY - JUNE 2015

Address	Selling Price	Original Listing Price	Price Per Sq. Ft. Sold	Approx. Size of Home	Bedrooms/ Baths	Approx. Lot Size (1 acre = 43,560 sq. ft.)	Days on Market
1 East	\$1,080,000	\$1,195,000	\$658	1,639 sq. ft.	3 bd. / 2 ba.	6,212 sq. ft.	18
83 Sir Francis Drake	\$1,400,000	\$1,395,000	\$532	2,630 sq. ft.	5 bd. / 2 ba.	16,836 sq. ft.	63
9 Woodside	\$1,800,000	\$2,500,000	\$1,002	1,796 sq. ft.	4 bd. / 4 ba.	25,199 sq. ft.	149
87 Shady	\$2,600,000	\$2,295,000	\$1,182	2,198 sq. ft.	3 bd. / 3 ba.	10,337 sq. ft.	8
7 Upper Rd. West	\$3,000,000	\$2,995,000	\$1,157	2,588 sq. ft.	4 bd. / 3 ba.	41,028 sq. ft.	23
16 Walters	\$3,525,000	\$3,200,000	\$950	3,710 sq. ft.	5 bd. / 3.5 ba.	1.5 ac.	7
60 Shady	\$3,900,000	\$4,295,000	\$1,197	3,256 sq. ft.	5 bd. / 3.5 ba.	33,598 sq. ft.	79
10 Ames	\$4,340,000	\$3,795,000	\$1,422	3,050 sq. ft.	5 bd. / 4.5 ba.	19,798 sq. ft.	14
121 Winding	\$5,000,000	\$5,250,000	\$878	5,693 sq. ft.	5 bd. / 5.5 ba.	4 ac.	57
80 Laurel Grove	\$6,200,000	\$5,995,000	\$1,087	5,700 sq. ft.	5 bd. / 5.5 ba.	2 ac.	23
117 Laurel Grove	\$6,800,000	\$6,995,000	\$955	7,120 sq. ft.	6 bd. / 8 ba.	1.4 ac.	37
130 Laurel Grove	\$8,250,000	\$7,995,000	\$1,516	5,440 sq. ft.	5 bd. / 6.5 ba.	35,000 sq. ft.	2