



	Address	Final List Price	Original List Price	Sales Price	Variance	% Variance	DOM*
1 st Quarter 2007	305 San Rafael Ave	\$1,520,000	\$1,599,000	\$1,462,500	(136,500)	-9%	121
	19 Acacia Ave	1,890,000	1,890,000	1,875,000	(15,000)	-1%	44
	34 Bella Vista Ave	2,449,000	2,500,000	2,400,000	(100,000)	-4%	176
	74 Bayview Ave	2,395,000	2,395,000	2,525,000	130,000	5%	166
	39 Belvedere Ave	2,700,000	2,700,000	2,700,000	-	0%	102
	41 West Shore Rd	3,195,000	3,195,000	2,725,000	(470,000)	-15%	66
	36 Cove Rd	2,895,000	2,895,000	2,825,000	(70,000)	-2%	125
	21 West Shore Rd	3,595,000	3,795,000	3,233,000	(562,000)	-15%	214
		20,639,000	20,969,000	19,745,500	(1,223,500)	-6%	127
2 nd Quarter 2007	5 N Point Cir	1,500,000	1,500,000	1,575,000	75,000	5%	141
	14 Bayview Ave	1,750,000	1,979,000	1,750,000	(229,000)	-12%	88
	298 Bella Vista Ave	2,149,000	2,149,000	2,000,000	(149,000)	-7%	110
	18 Eucalyptus Rd	2,250,000	2,950,000	2,100,000	(850,000)	-29%	140
	208 San Rafael Ave	2,750,000	2,750,000	2,712,500	(37,500)	-1%	35
	31 Windward Rd	4,200,000	4,200,000	4,200,000	-	0%	31
	432 Golden Gate Ave	5,995,000	5,995,000	5,800,000	(195,000)	-3%	114
	2 Bellevue Ave	6,000,000	6,000,000	6,000,000	-	0%	2
		26,594,000	27,523,000	26,137,500	(1,385,500)	-5%	83
3 rd Quarter 2007	15 Oak Ave	1,995,000	1,995,000	1,760,000	(235,000)	-12%	62
	40 Bayview Ave	1,750,000	2,356,000	1,780,000	(576,000)	-24%	183
	28 Windward Rd	2,895,000	2,995,000	2,850,000	(145,000)	-5%	220
	1 Belvedere Ave	2,995,000	2,995,000	3,000,000	5,000	0%	72
	2 Edgewater Rd	3,650,000	3,650,000	3,810,000	160,000	4%	22
	6 Maybridge Rd	4,995,000	4,995,000	4,875,000	(120,000)	-2%	36
	205 Golden Gate Ave	6,500,000	6,500,000	6,000,000	(500,000)	-8%	216
	30 Crest Rd	9,995,000	14,750,000	8,100,000	(6,650,000)	-45%	855
445 Belvedere Ave	18,000,000	20,000,000	18,000,000	(2,000,000)	-10%	645	
		52,775,000	60,236,000	50,175,000	(10,061,000)	-17%	281
Oct. 07	50 Cliff Rd	7,500,000	7,500,000	6,500,000	(1,000,000)	-13%	267
	Year to Date	\$107,508,000	\$116,228,000	\$102,558,000	\$(13,670,000)	-12%	189

*Days on the Market

Sales results for Belvedere single-family homes (Jan–Oct 2007)

State of the Market in Belvedere

Belvedere has been and still is one of the most desirable areas of Marin to establish roots and enjoy all the wonders Marin County has to offer. The supply and demand characteristics for Belvedere are quite unique, as there is a limited number of single family homes available for sale in any year. According to statistics of the Multiple Listing Service (MLS), on an average year 30-40 homes trade hands. There are also a handful of homes that are sold through brokered transactions which never hit the MLS.

The data on the flip side of this report shows all reported transactions from January 1, 2007 through October 31, 2007. Some of the data has been extracted in detail so you can get a good feel for what has occurred in your city. When a home sells and is reported on the MLS, it calculates the sales price as a percentage of the last posted list price, not taking into account there might have been many price reductions prior to the home being sold. It is not accurate to look at the price variance from list price unless you drill down and take into account the interim price reductions. The data here reflects the entire interim price reductions on each home sold.

Twenty-six homes sold from January 1, 2007 to October 31, 2007. Of these 26 homes, 3 sold for list price, which is 11.5% of the total. Two homes sold above list price which is 7.6% of the total. The remaining 21 homes sold below list price. The range of discounts from original list price was between 1% and 45%. The average discount from original list price was 12%, being skewed a bit by the large discount taken on 30 Crest Road at 45% and 18 Eucalyptus Road at 29%. The average number of days on the market for homes sold during this period was 189. In the current market it is important to realize that the quick turnovers of the previous years are not the norm. Exceptions to the rule will always apply, especially with homes on the Lagoon as well as homes on prime parcels with breathtaking views of the Golden Gate and San Francisco.

If you would like to discuss the market in more detail, please contact me directly.



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*I know your Neighborhood and
the Market!"*