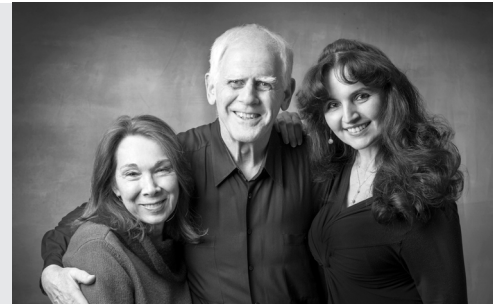


The Richmond Report

MILL VALLEY HOME SALES STATISTICS



2nd Quarter: April - June 2021

This market continues to sizzle!!

The chart below tells most of the story- sales are up, prices are up, days on the market are down and sales price compared to the list price for this past quarter was 106%. Meaning the average sale price went 6% over the listing price. It continues to be a supply vs demand story. Although many homes are selling in multiple offers, there are still homes getting only one offer and others that need to be reduced before going into escrow. Some buyers are afraid to compete, afraid they might lose out in a multiple scenario and are dismayed when the property closes at a price they would have paid.

Now that we are in full summer mode, there's been a bit of a slowdown possibly due to folks leaving town for a much needed vacation. Many people couldn't wait to go away once Covid restrictions were lifted.

As long as the mortgage rates stay low and supply is limited, we expect market conditions to remain the same; experts believe prices will continue their upward trend but at a slower pace.

If you are thinking of selling in the near future and want to upgrade your home before coming to market, but have limited funds for that purpose, our company's concierge program is designed to encourage sellers to fix up their homes in order to get top value when selling. There is absolutely no cost to you. The borrowed funds are paid back through the proceeds from the sale of the property. If you think that this might interest you, call us for more details.

Now more than ever before - the homes that are in "move in" condition, updated and showing well, sell the fastest and at the highest price. Call us if you are thinking of making a change. We have the full, **and now an unbeatable**, concierge service with every kind of expertise to help you prepare your home for sale.

As of July 14, there were 60 single family homes on the market in Mill Valley, of which 27(45%) were in contract. The best indicators of market activity are the pending sales.

MILL VALLEY SALES ACTIVITY BROKEN DOWN BY PRICE

35% or higher is considered a sellers market, 25% or under is considered a buyer's market

\$750,000 - \$1,000,000	100% were in contract
\$1,000,001 - \$1,500,000	38% were in contract
\$1,500,001 - \$2,000,000	41% were in contract
\$2,000,001 - \$2,500,000	56% were in contract
\$2,500,001 - \$3,000,000	60% were in contract
\$3,000,001 - \$5,000,000	40% were in contract
\$5,000,001 - and above	0% were in contract

Mill Valley Single Family Homes Comparison – All Neighborhoods

(Not all Mill Valley neighborhoods are included in this newsletter)

Time period	Q2 2020	Q2 2021	Percentage change
Sold	82	143	74%
Median price	\$1,840,000	\$2,300,000	25%
Average price	\$2,112,439	\$2,953,932	40%
Min. price sold	\$725,000	\$1,025,000	41%
Max. price sold	\$6,375,000	\$19,500,000	206%

SALES Q2, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
TAMALPAIS/SYCAMORE PARK							
179 Locust Ave.	3/1	895,000	1,186,000*	5/21	6/21	1248	950
<i>Fixer on a flat lot. Bonus room in partial basement. Potential!</i>							
110 Ryan Ave.	2/1	1,395,000	1,470,000*	2/21	4/21	1174	1,252
<i>Single level home in need of updates. Yard w/multiple decks and outdoor lounging and play areas. Garage used as office.</i>							
99 Nelson Ave.	2/1	1,450,000	1,558,000*	4/21	5/21	1011	1,541
<i>Move-in ready home with plans for a garage ADU conversion. Flat backyard, 1 block from Freeman Park.</i>							
92 Sycamore Ave.	3/2.5	1,595,000	1,690,000*	3/21	4/21	1311	1,289
<i>First listed Fall 2020 at \$1,749,000. Updated 2-story bungalow with bonus room and sunroom/office.</i>							
301 Sycamore Ave.	3/1	1,495,000	1,700,000*	5/21	6/21		
<i>Single level move-in ready home w/garage converted into office. Charming flat backyard, corner lot.</i>							
4 Plymouth Cir.	2/1	1,395,000	2,100,000*	6/21	6/21	1160	1,810
<i>Single-level home on cul-de-sac with flat backyard w/gate to Sycamore Park. Needs some updates, expansion potential.</i>							
302 Sycamore Ave.	4/2	2,195,000	2,230,000*	3/21	4/21	1725	1,293
<i>Remodeled single level home with flat backyard. Bonus room/office.</i>							
180 Elm Ave.	3/2	1,695,000	2,375,000*	5/21	6/21		
<i>Charming 2br/1ba main house + 1br/1ba legal cottage with vintage detailing.</i>							
24 Oxford Ave.	3/2	2,195,000	2,500,000*	4/21	5/21	1595	1,567
<i>Move-in ready one story home with level lawn. Garage converted into bonus room.</i>							
1 Plymouth Ave.	4/2	2,395,000	3,185,000*	4/21	5/21	2007	1,587
<i>Brown shingle home with flat yard & views of Mt Tam. Detached garage converted into studio. Creek behind property.</i>							
64 Locust Ave.	2/2	2,995,000	3,200,000*	4/21	5/21	1971	1,623
<i>Contemporary home built from the ground up in 2018. High ceilings, floor-to-ceiling windows, landscaped backyard.</i>							
128 Locust Ave.	3/3.5	2,950,000	3,680,000*	5/21	6/21	2525	1,457
<i>Updated charming Mediterranean style home. Fenced backyard w/multiple entertaining areas and level lawn.</i>							
95 Sycamore Ave.	4/3	3,495,000	3,800,000*	5/21	6/21	2604	1,459
<i>Updated 2-story brown shingle home with detached office. Deck leads to level backyard w/lawn and patio.</i>							
63 Hilarita Ave.	4/2.5	3,995,000	4,200,000*	4/21	5/21	2555	1,643
<i>Modern farmhouse built in 2010. Front and back porch, bonus room downstairs. Private park-like backyard. Solar panels.</i>							
151 Elm Ave.	4/3	4,395,000	4,450,000*	4/21	4/21	3000	1,483
<i>Sold off-MLS.</i>							

SCOTT VALLEY AND ENVIRONS							
2 Overhill Rd.	4/3.5	2,295,000	2,500,000*	4/21	5/21	2879	868
<i>Contemporary home with bonus room, large deck and level lawn area. 4 car garage.</i>							
19 Underhill Rd.	3/2	1,995,000	2,775,000*	4/21	5/21	1687	1,645
<i>Remodeled single story home with open floor plan. Terraced backyard with built-in fire pit.</i>							
20 Vasco Dr.	4/2.5	2,895,000	3,300,000*	4/21	5/21	2403	1,373
<i>Sold off-MLS.</i>							
10 Kite Hill Ln.	4/3.5	4,500,000	4,900,000*	2/21	4/21	4020	1,219
<i>Traditional turn-key home with swimming pool w/spa, fire pit, outdoor kitchen, multiple patios, lawn, view deck.</i>							

ADDRESS BR/BA LIST PRICE SOLD PRICE LIST DATE SALE DATE SQ FT.** PRICE/SQ FT

DOWNTOWN

13 Lower Alcatraz #C	2/2	995,000	1,200,000*	4/21	6/21	1051	1,142
<i>Charming updated home among redwoods just steps from downtown. Separate unit downstairs. Many stairs, no garage.</i>							
41 Ethel Ave.	3/3	1,395,000	1,400,000*	4/21	5/21	2062	679
<i>Fixer w/approved plans for a 2,533 SqFt 4br/4ba home one block from downtown. Peaceful setting among redwoods.</i>							
8 Forrest St.	2/1	1,075,000	1,425,000*	5/21	6/21	978	\$1,457
<i>Charming cottage within a block of downtown. Fully finished basement. Needs updates. No garage.</i>							
65 Oakdale Ave.	4/2	1,550,000	1,500,000	3/21	4/21	2309	650
<i>Downtown fixer with permit ready plans for 4br/3ba home.</i>							
210-212 Miller Ave.	4/2.5	1,950,000	1,800,000	4/21	6/21	1800	1,000
<i>Two updated side-by-side units w/separate laundry rooms and garages. Busy street.</i>							
95 Lovell Ave.	3/2	1,875,000	1,875,000*	3/21	4/21	1282	1,462
<i>Sold off-MLS. 2-story home two blocks from downtown.</i>							
49 Hillside Ave.	5/3	3,750,000	3,400,000	5/21	6/21	3018	1,126
<i>Reduced to \$3,500,000. Charming remodeled home with wrap-around porch, many outdoor spaces, Mt. Tam views.</i>							
175 Hillside Ave.	4/2.2	5,500,000	6,675,000*	3/21	4/21	3675	1,816
<i>Updated Tudor style estate w/SF views. Nearly half an acre private lot with mature gardens.</i>							

CASCADE / OLD MILL

36 Birch St.	2/1	950,000	1,200,000*	5/21	6/21	1033	1,162
<i>Sold off-MLS.</i>							
524 Cascade Dr.	2/1.5	1,200,000	1,200,000*	2/21	4/21	964	1,245
<i>Sold off-MLS.</i>							
50 Birch St.	5/5.5	1,795,000	1,255,000	10/20	6/21	3921	320
<i>Reduced to \$1,495,000. Teardown w/approved plans for modern 3,422 sq ft 4br main house & 499 sqft 1br ADU. Large lot.</i>							
28 Hazel Ave.	3/3	1,499,000	1,950,000*	4/21	5/21	1879	1,038
<i>2br/2ba main house + separate cottage on a large street-to-street lot. Multi level decks, spacious patio, terraced gardens.</i>							
196 Edgewood Ave.	3/2	\$1,595,000	2,150,000*	5/21	6/21	1340	1,604
<i>Sold off-MLS. Remodeled contemporary home with flat backyard. Garage converted into bonus room.</i>							
412-414 Throckmorton Ave.	4/3.5	2,595,000	2,150,000	5/21	6/21	2488	864
<i>Reduced to \$2,295,000. Two separate houses on the lot, shared garage. Needs updating.</i>							
310 Monte Vista Ave.	4/3.5	2,195,000	2,265,000*	6/21	6/21	3017	751
<i>Multi-level home set among redwoods on nearly one acre lot. High ceilings, multiple decks.</i>							
306 Edgewood Ave.	4/3	2,345,678	2,346,000*	4/21	5/21	2931	800
<i>Updated multi-level mid-century modern glass & wood beam home with Mt. Tam views.</i>							
580 Edgewood Ave.	4/3.5	\$2,995,000	\$2,700,000	3/21	6/21	2997	901
<i>Reduced to \$2,795,000. Updated traditional 3-story home on large lot. Bay views, multi decks, terraced gardens.</i>							
5 Helens Ln.	3/3	2,999,000	2,800,000	4/21	5/21	2436	1,149
<i>Traditional 2-story home with landscaped gardens. Mt. Tam views. Separate guest suite/office.</i>							
52 Cypress Ave.	4/3.5	2,750,000	3,300,000*	5/21	5/21	2962	1,114
<i>Beautiful updated home with Mt Tam views and flat yard. Wine cellar, dog run, hiking trails nearby.</i>							
245 Molino Ave.	5/4	2,895,000	3,300,000*	4/21	5/21	3224	1,023
<i>Updated view home with multi-decks, patio, terraced gardens.</i>							
365 Lovell Ave.	4/3.5	4,500,000	4,250,000	4/21	6/21	3455	1,230
<i>Traditional renovated home w/high ceilings, multi decks & outdoor spaces, putting green. Valley views, wine cellar.</i>							
475 Molino Ave.	6/6.2	5,499,000	5,375,000	1/21	4/21	5879	914
<i>Updated split level estate w/game room, multiple lawns/decks/patios. Detached cottage: studio upstairs, office downstairs.</i>							
67 Molino Ave.	5/4.5	5,500,000	5,500,000*	6/21	6/21	4309	1,276
<i>Sold off-MLS. Modernized Victorian home on 0.85+ acres landscaped lot.</i>							

ALTO SUTTON

79 Shell Rd.	2/2.5	1,650,000	1,800,000*	5/21	6/21	1096	1,642
<i>Sold off-MLS. Charming updated single level home on a corner lot. Flat backyard.</i>							
47 Plaza Dr.	4/2	1,995,000	2,550,000*	5/21	6/21	2425	1,051
<i>Updated single level home with level backyard, outdoor kitchen, Tesla solar panels. Garage converted into bonus room.</i>							
17 Meadow Dr.	4/3	2,750,000	2,875,000*	5/21	6/21	2287	1,257
<i>Remodeled 2-story home on a level lot w/lawn & decks. Close to Edna Maguire Elementary School, hiking on Horse Hill.</i>							

SALES Q2, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
COUNTRY CLUB / BOYLE PARK							
92 Elinor Ave. <i>Sold off-MLS. View decks, multiple bonus rooms, lawn and terraced garden.</i>	3/2	2,100,000	2,025,000	1/21	6/21	1840	1,100
31 Alvarado Ave. <i>Remodeled home on street-to-street lot. Mt. Tam views.</i>	4/3	2,995,000	3,260,000*	5/21	6/21	2574	1,266
31 Magdalena Ct. <i>Sold off-MLS.</i>	5/3	2,300,000	2,300,000*	4/21	4/21	2770	830
320 Vista Linda Dr. <i>Remodeled sunny home w/open floor plan & vaulted ceilings. Multi decks, ridge views, large terraced backyard.</i>	4/5	3,749,000	3,675,000	1/21	4/21	3471	1,058
3 E Manor Dr. <i>Modern Craftsman home w/second legal unit (1br/1ba). Outdoor kitchen, built-in fire pit, Mt.Tam views.</i>	5/4.5	4,850,000	4,898,000*	4/21	4/21	3691	1,327
8 Sandy Ln. <i>Updated craftsman home on 1.3 acre lot. Multiple patios & decks, fire pit, spa, valley views.</i>	4/4.5	6,250,000	5,800,000	5/21	5/21	5537	1,047
25 Altamont Ave. <i>Gated resort-like estate situated on a sunny acre. Solar panels, swimming pool, basketball court, views.</i>	6/5	7,200,000	7,200,000*	4/21	5/21	5385	1,337
200 Sarah Dr. <i>Sold off-MLS. Arts & Crafts home on 3.8 acres with SF & Mt.Tam views. Pool & pool house, media room, fruit trees, vineyard.</i>	5/3.5	17,000,000	19,500,000*	4/21	5/21	5151	3,785

MIDDLE RIDGE / BLITHEDALE CANYON							
650 Ralston Ave. <i>Sold off-MLS. 2-story home w/walls of glass among redwoods. Needs updating. Multiple decks, close to hiking trails.</i>	3/2	1,399,000	1,449,000*	3/21	4/21	1774	816
62 Magee Ave. <i>Charming home w/beautiful outdoor spaces. Separate bonus room & storage downstairs. Many stairs to the house, no parking.</i>	2/1	1,299,000	1,562,000*	5/21	6/21	1147	1,362
79 Greenwood Way <i>2-story home with canyon views. Separate office/guest room with bath behind garage. Close to hiking/biking trails.</i>	3/3	1,495,000	1,825,000*	4/21	4/21	2081	877
45 Ralston Ave. <i>Craftsman style home with expansive views of SF skyline and Bay. Mostly level lot.</i>	3/2	2,195,000	2,250,000*	3/21	4/21	1621	1,388
315 Magee Ave. <i>Multi-level home with lovely hill views. Bonus room/office. Floor plan chopped up.</i>	4/3	1,488,000	2,300,000*	4/21	5/21	1942	1,184
85 Tamalpais Ave. <i>Sold off-MLS. Updated home w/open floor plan, valley views.</i>	4/3	2,795,000	2,795,000*	4/21	5/21	2970	941
376 Magee Ave. <i>Sold off-MLS. 3-story home w/bonus art studio and multiple outdoor spaces. Media room, office.</i>	3/3.5	2,795,000	2,800,000*	10/20	4/21	2506	1,117
412 W Blithedale Ave. <i>Renovated contemporary home among the redwoods. Expansive deck with full outdoor kitchen, fire pit, wine cellar, cabana.</i>	4/3.5	2,777,000	3,075,000*	3/21	4/21	2285	1,345
225 Tamalpais Ave. <i>Multi-level updated home on almost 1/2 an acre lot. Private sanctuary w/ridge & Mt.Tam views, multi decks, patios, pond.</i>	4/3	2,995,000	3,475,000*	5/21	6/21	3178	1,093
20 Stetson Ave. <i>Reduced to \$3,600,000. Updated home on 1/2 acre lot on cul-de-sac, views of canyon and Mt. Tam. No garage.</i>	4/3	3,700,000	3,500,000	4/21	6/21	2980	1,174
315 Tamalpais Ave. <i>Contemporary new construction w/walls of glass to enjoy Mt, Tam views. 1br/1ba ADU, landscaped grounds.</i>	5/4.5	5,300,000	5,350,000*	2/21	4/21	3845	1,391
348 Magee Ave. <i>Sold off-MLS. Contemporary split level home w/walls of glass & Mt. Tam views. Large lot, swimming pool, office, gym.</i>	3/3.5	9,980,000	9,000,000	6/21	6/21	4770	1,886
70 Lee St. <i>Sold off-MLS.</i>	7/6.5	9,995,000	10,300,000*	4/21	4/21	5238	1,966
432 Lovell Ave. <i>Architectural masterpiece on almost 1.5 acre lot. Guest house, pool w/spa, solar panels, hi-tech & eco-features, views.</i>	6/6.5	9,988,000	10,500,000*	3/21	5/21	5825	1,802
216 Corte Madera Ave. <i>Sold off-MLS. Idyllic remodeled Victorian compound on large sunny flat lot +1br/1ba guest house.</i>	5/5.5	8,500,000	11,000,000*	4/21	5/21	4755	2,313
435 Ralston Ave. <i>Stunning multi-level home on 8 acres w/views of the valley and SF. Pool with spa, gym, guest house.</i>	5/5.5	13,750,000	13,500,000	4/21	6/21	5995	2, 252

ADDRESS BR/BA LIST PRICE SOLD PRICE LIST DATE SALE DATE SQ FT.** PRICE/SQ FT

HOMESTEAD VALLEY

556 Montford Ave.	2/1	1,095,000	1,050,000	3/21	5/21	956	1,098
<i>Single level hillside home with valley views. Bonus room/office.</i>							
347 Melrose Ave.	2/2	1,440,000	1,245,400	2/21	5/21	1245	1,000
<i>Storybook fixer on a large lot. Additional separate office + storage, seasonal creek.</i>							
411 Montford Ave.	4/3.5	3,495,000	3,345,000	4/21	4/21	3367	993
<i>Modern farmhouse with high ceilings and open floor plan. Private large lot with multiple flat areas.</i>							
442 Laverne Ave.	4/2.5	2,800,000	2,762,000	3/21	5/21	3363	821
<i>Updated light-filled home with high ceilings and terraced backyard. Detached home office.</i>							
364 Laverne Ave.	4/4	3,450,000	3,450,000*	2/21	6/21	3288	1,049
<i>Sold off-MLS. Hillside home w/multiple decks & terraced backyard w/pond.</i>							
155 Linden Ln.	4/3	2,599,000	3,500,000*	5/21	6/21	2560	1,367
<i>Turn-key home with private level backyard. Detached office.</i>							
124 Reed St.	4/3.5	6,900,000	5,550,000	10/20	4/21	3380	1,642
<i>One-level contemporary Green-rated compound built in 2016. Salt water pool, solar panels, offices/studios/guest areas.</i>							
219 Laverne Ave.	5/4.5	6,495,000	6,500,000*	4/21	4/21	4880	1,332
<i>Modern home w/detached guest house. Mt. Tam views, solar panels & Tesla battery, park-like setting on 0.7 acre lot.</i>							

MARIN TERRACE AND ENVIRONS

217 Cleveland Ave.	4/2	1,295,000	1,145,000	4/21	5/21	1606	713
<i>A tear down house on a great view lot with architectural plans for a large contemporary home.</i>							
493 Loring Ave.	3/2	1,459,500	1,473,000*	4/21	5/21	1728	852
<i>Updated 2-story home. Large upslope lot.</i>							
309 Greene St.	2/2	1,285,000	1,535,000*	4/21	5/21	1252	1,226
<i>Sunny updated home with views and charming gardens. Large bonus room/storage.</i>							
212 California Ave.	3/2	1,249,000	1,555,000*	3/21	4/21	1191	1,305
<i>Remodeled home with bay views and lovely backyard.</i>							
1117 W California Ave.	5/2	1,795,000	1,625,000	4/21	6/21	2230	729
<i>Reduced to \$1,595,000. Mid-century modern turn-key home w/vaulted ceilings, view deck, downslope lot.</i>							
105 Loring Ave.	3/1	1,395,000	1,725,000*	4/21	5/21	1148	1,502
<i>Updated single level home with lush gardens, fruit bearing trees, patio w/fire pit, outdoor shower.</i>							
908 W California Ave.	3/2	1,495,000	1,765,000*	3/21	5/21		
<i>Two-story home w/vaulted ceilings, private level yard, lovely valley views, bonus room over detached one-car garage.</i>							
164 Morning Sun Ave.	3/2	1,475,000	1,810,000*	3/21	4/21	1215	1,490
<i>Updated two-story brown-shingle home with level backyard w/brick patio, lawn and deck.</i>							
984 Greenhill Rd.	4/3	1,695,000	1,830,000*	4/21	6/21	1979	925
<i>Mid-century modern home w/walls of glass, 11.5' ceilings, and views of Mt. Tam. Needs some updating.</i>							
271 Cleveland Ave.	4/2	1,597,000	2,071,400*	4/21	5/21	1888	1,097
<i>South-facing sunny home with expansive view decks, cathedral ceilings, bonus room/office below garage.</i>							
220 Morning Sun Ave.	3/3	1,795,000	2,475,000*	3/21	4/21	1858	1,332
<i>Updated New England style home with landscaped backyard and outdoor kitchen.</i>							
440 Wellesley Ave.	3/2.5	2,095,000	2,575,000*	3/21	4/21	2427	1,061
<i>Sold off-MLS.</i>							
435 Wellesley Ave.	4/3.5	2,495,000	2,700,000*	4/21	5/21	3112	868
<i>Sold off-MLS. Lovely valley views, multiple decks. Needs some updating.</i>							
5 Morning Sun Ave.	4/2	2,395,000	3,065,000*	3/21	4/21	2006	1,528
<i>Updated charming storybook home with flat backyard w/lawn, decks, hot tub.</i>							
8 Morning Sun Ave.	4/3	2,895,000	3,525,000*	4/21	4/21	2380	1,481
<i>Single level updated home w/high ceilings. Beautifully landscaped gardens, A/C, H2O filtration, solar, Tesla Wall & charger.</i>							

E. BLITHEDALE

500 E Blithedale Ave.	2/1	1,250,000	1,250,000*	2/21	4/21	1296	964
<i>Sold off-MLS. Mediterranean style home w/separate 2nd unit. Charming backyard, updated kitchen.</i>							
496 E Blithedale Ave.	3/2	1,350,000	1,310,000	2/21	4/21	1430	916
<i>Updated home w/vaulted ceilings and charming backyard w/ level lawn, patio and deck. Small lot, no garage, busy street.</i>							

SALES Q2, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
ENCHANTED KNOLLS							
35 Jacklyn Ter.	4/2.5	3,125,000	2,975,000	3/21	5/21	3096	961
<i>Updated home on a one acre lot with hill & Bay views. Private location at the end of a Cul-de-Sac. 3-car garage.</i>							
6 Longfellow Rd.	4/3.5	2,995,000	3,350,000*	3/21	4/21	2983	1,123
<i>Updated home w/traditional style kitchen and open floor Outdoor kitchen & built-in seating. Hill views, level lawn.</i>							
25 Jacklyn Ter.	4/3.5	3,250,000	3,530,000*	3/21	4/21	3250	1,086
<i>Renovated single level home on 0.8 acre mostly level lot overlooking Richardson Bay. 3-car garage, wine cellar.</i>							

* Sold at or above list price. ** Square footage is taken from the tax records or the seller of the property so it may not always be accurate.

If you would like a FREE valuation of your home in this market, call or email us.
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