

# The Richmond Report

## MILL VALLEY HOME SALES STATISTICS

2nd Quarter: April - June 2014

The Spring quarter did not disappoint and, as predicted, the hyped up first quarter continued into the Spring with a prolonged lack of inventory and multiple offers on over half of the properties that came to market. As you will see below, some homes went way over the asking price and often these buyers had previously lost properties in multiple offers and just wanted it “to be over.” Of the 80 properties listed below, 53 (66%) sold at or above the asking price.

Pending sales rose sharply in May due to lower mortgage rates, slightly increased inventory and improved job creation. As more and more Tech companies lease space in San Francisco, many of the “techie” are moving their families to Mill Valley and other parts of Marin. That phenomenon and the flourishing stock market of the past few years has propelled sales in the higher price brackets.


Because of the favorable interest rates, improved inventory and job creation, Lawrence Yun, National Association of Realtors chief economist, expects improving home sales in the upcoming months.

Meanwhile in Congress, the popular Mortgage interest deduction was spared in a last minute agreement to step back from severe spending cuts and tax increases — the so called fiscal cliff — thereby allowing homeowners to continue deducting interest payments from taxable income. The tax break has been in effect for many years and several plans to reduce the federal budget deficit have called for scaling back or eliminating the deduction. Economists and housing industry analysts have said that such a move could derail the housing recovery.

Fall is our second or “mini boom” buying season and although inventory has improved some - we still need more! Once the summer holidays are over and people are back to their routines, buyers are back in the market. There is still demand and it's still a seller's market. Call us now for a free consultation on how to ready your home to obtain the highest price. By now you know our mantra, *homes priced competitively and in move-in condition are still selling for the highest price.*

As of July 1, there were 83 single family homes on the market in Mill Valley, of which 34 (41%) were in contract. *The best indicators of market activity are the pending sales.*

The Richmonds



Peter and Jane  
415 279-6466  
415 531-4091  
pjrichmond@pacunion.com

### 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*

\$500,000 - \$750,000 .....	50% were in contract
\$750,001 - \$1,000,000 .....	42% were in contract
\$1,000,001 - \$1,500,000 .....	65% were in contract
\$1,500,001 - \$2,000,000 .....	35% were in contract
\$2,000,001 - \$2,500,000 .....	17% were in contract
\$2,500,001 - \$3,000,000 .....	17% were in contract
\$3,000,001 and above.....	13% were in contract

### Mill Valley Single Family Homes Comparison—All Neighborhoods

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

Time period	2nd quarter 2013	2nd quarter 2014	Percentage change
Sold	109	121	11%
Median price	\$1,250,000	\$1,350,000	8%
Ave. rage price	\$1,355,646	\$1,635,155	21%
Min. price sold	\$510,000	\$280,000	(45%)
Max. price sold	\$4,900,000	\$5,875,000	20%

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
<b>TAMALPAIS / SYCAMORE PARK</b>							
77 Matilda Ave. <i>Small house on a small lot. Needs updating.</i>	3/1	939,000	951,000*	3/14	4/14	986	965
310 Sycamore Ave. <i>Charming Sycamore Park home with upgraded kitchen and bath and gorgeous large backyard.</i>	3/1	995,000	1,175,000*	3/14	5/14	1078	1090
277 Sycamore Ave. <i>Redone home. Open floor plan. Small yard off the master suite.</i>	3/2	1,195,000	1,350,000*	5/14	6/14	1447	933
160 Sycamore Ave. <i>One level with remodeled kitchen and level lawns in front and back. Great central location.</i>	3/2	\$1,295,000	1,600,000*	5/14	6/14	1368	1170
116 Walnut Ave. <i>Charming remodeled home with large front lawn.</i>	4/2.5	1,795,000	2,000,000*	3/14	4/14	1844	1085
51 Walnut Ave. <i>Brand new home. Sold off market.</i>			2,632,500		4/14		
146 Locust Ave.. <i>Beautifully remodeled home with kitchen/family room. Large level lawn and pool. Separate office on lower level.</i>	4/3	2,695,000	2,700,000*	5/14	6/14	2877	938
22 Sycamore Ave. <i>Charming home on large 9000 sq. ft. lot in the flats with separate legal studio.</i>	4/4	2,394,000	2,950,000*	4/14	4/14	3000	983
176 Locust Ave.. <i>Newly remodeled from the ground up in the "urban farmhouse" style. Indoor/outdoor flow with decks, patio &amp; level lawn.</i>	4/3.5	2,795,000	3,125,000*	5/14	5/14		

<b>DOWNTOWN</b>							
18 Grove St. <i>Meticulous and cozy home just blocks from the village. Remodeled. Light and bright with views of Mt. Tam.</i>	3/2	995,000	1,060,000*	4/14	6/14	1246	851
9 Elma St. <i>Beautifully remodeled Craftsman style house across from Old Mill School with a separate office/guest room.</i>	3/2	1,595,000	1,800,000*	5/14	6/14	1881	957
55 Buena Vista Ave. <i>Vintage home one block from the village. Remodeled kitchen.</i>	3/2	1,950,000	2,525,000*	5/14	5/14	1955	1292

<b>HOMESTEAD VALLEY</b>							
175 Janes St. <i>Rustic charm with loads of potential. Views over Homestead Valley.</i>	2/1	459,000	705,000*	4/14	5/14	1337	527
301 Evergreen Ave. <i>Main house is charming with 2 additional units situated in a lush setting.</i>	3/1	998,000	998,000*	5/14	6/14	1284	777
59 Sunrise Ave. <i>On the market last fall for \$1,075,000. Nice views from this multi-level home in need of some repairs.</i>	3/2	995,000	1,075,000*	4/14	6/14	1737	619
105 Evergreen Ave. <i>Sunny front and back yards. Single level updated house.</i>	3/2	1,095,000	1,115,000*	4/14	5/14	1433	778
203 Evergreen Ave. <i>Remodeled sweet home with front porch and detached garage.</i>	2/1	995,000	1,180,000*	3/14	4/14	1402	842
105 Laverne Ave. <i>Woodsy setting for this Mid-Century modern home with views of Mt. Tam.</i>	4/3	1,279,000	1,325,000*	4/14	6/14	1961	676
240 Evergreen Ave. <i>Home newly constructed in 2009.</i>	3/2.5	1,395,000	1,580,000*	2/14	4/14	1657	954
7 Ethel Ln. <i>Reduced to \$1,595,000. Mid-Century modern remodeled. Nice views of Mt. Tam and Mill Valley.</i>	4/2.5	1,695,000	1,600,000	4/14	5/14	2379	673
320 Laverne Ave. <i>Large lot and lovely gardens. House in need of updating.</i>	3/2.5	1,695,000	1,658,000	4/14	6/14	2247	738
129 Montford Ave. <i>Nicely updated in the "farmhouse" style. Lovely backyard with lawn and patio.</i>	3/2	1,695,000	2,005,000*	5/14	5/14	2528	793
364 Laverne Ave. <i>Reduced to \$2,695,000. Newly built home with all the amenities.</i>	5/4	2,995,000	2,725,000	10/13	4/14	3288	829

<b>SCOTT VALLEY / SCOTT VALLEY MEADOWS</b>							
8 Eton Way <i>One level dated house on almost a 1/2 acre lot.</i>	3/2.5	1,499,000	1,900,000*	5/14	5/14	1953	973
2 George Ln. <i>Remodeled and expanded multi-level home. Originally listed in Fall 2013 for \$2,985,000. Lovely gardens.</i>	4/3.5	2,749,000	2,749,000*	3/14	4/14	3718	739
2 Salt Creek Ln. <i>Reduced to \$2,998,000. On a private lane adjacent to Scott Valley Swim &amp; Tennis Club. Large house. Unusual floor plan.</i>	4/4.5	3,095,000	2,805,000	3/14	6/14	4100	684
4 Stanton Way <i>Estate type property on 1/2 acre with a pool and sport court. House has flexible floor plan, somewhat dated.</i>	5/5	3,195,000	3,400,000*	4/14	5/14	3579	950

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
<b>CASCADE / OLD MILL</b>							
647 Edgewood Ave. <i>Major fixer.</i>	1/1	399,000	280,000	3/14	6/14	688	407
658 Edgewood Ave. <i>Reduced to \$699,000. Home with lovely views on an acre of land. In need of updating.</i>	2/1	749,000	650,000	3/14	5/14	1240	524
260 Monte Vista Ave. <i>Historic home built in 1908 with views and charm. In need of upgrading.</i>	3/2	749,000	681,000	8/13	4/14	1720	396
120 Florence Ave. <i>In original condition. In need of cosmetics. Set down below the street. Trees make it dark.</i>	3/2	839,000	925,000*	3/14	4/14	1592	581
320 Cascade Dr. <i>Single story home with Asian flair. Lovely lot with gardens. Across from the creek.</i>	2/2	1,197,000	1,150,000	2/14	4/14	1122	1025
481 Cascade Dr. <i>Multi-level home could use some updating.</i>	4/2.5	1,239,000	1,150,000	4/14	6/14	2240	513
60 Monte Vista Ave. <i>Stunning contemporary home in serene setting with large decks.</i>	3/2.5	1,195,000	1,249,000*	4/14	5/14	1776	703
2 Throckmorton Ln. <i>Sunny charming home with remodeled kitchen and fabulous great room on the 2nd level with adjacent spacious deck.</i>	2/2	1,395,000	1,400,000*	4/14	5/14	1828	766
377 Molino Ave. <i>½ acre setting across from Molino Park. Remodeled kitchen and baths.</i>	3/2	1,695,000	1,825,000*	3/14	4/14	2130	857
1 El Capitan Ave. <i>Reduced several times. Lovely setting by the Ralston White retreat.</i>	3/2.5	2,395,000	1,850,000	5/13	5/14	2613	708
422 Cascade Dr. <i>Lovely setting for this A-frame style house, recently renovated. Up steep driveway. Originally purchased as REO.</i>	4/3	1,895,000	1,900,000*	4/14	6/14	2824	673
30 Helens Ln. <i>Family compound on 1/3 acre with main house, carriage house, cabaña and garage. In need of major updating.</i>	6/5	2,495,000	2,100,000	8/12	4/14	4814	436
28 Mirabel Ave. <i>Gated, sunny, shingled home with character and charm. Level yard with fruit trees and lawn.</i>	4/3	2,195,000	2,295,000*	3/14	5/14	2513	913
219 Molino Ave. <i>One-of-a-kind vintage home with huge deck off main level and country kitchen with lovely views.</i>	6/4.5	2,495,000	2,350,000	3/14	5/14	3750	627
6 Throckmorton Ln. <i>Reduced to \$2,595,000. Contemporary home with an open floor plan.</i>	4/3	2,885,000	2,450,000	10/13	4/14	3090	793
7 Heuters Ln. <i>Rebuilt historic home, Eagle's Cliff, with stunning views of Mt. Tam. Two-car separate garage with studio apartment above.</i>	4/3.5	5,500,000	5,200,000	1/14	4/14	4134	1258
493 Lovell Ave. <i>Stunning new construction in the "urban farmhouse" style with an huge family/great room that opens to a large loggia.</i>	5/4.5	5,495,000	5,875,000*	5/14	6/14	4684	1254

<b>MIDDLE RIDGE / BLITHEDALE CANYON</b>							
30 Upland Ave. <i>Sweet Spanish colonial on large lot with stunning view of Mt. Tam. In original condition.</i>	2/1	995,000	1,200,000*	5/14	6/14	1314	913
441 Tamalpais Ave. <i>Major fixer.</i>	4/2.5	1,250,000	1,237,500	5/15	5/14	3132	395
167 W. Blithedale Ave. <i>Single story home in updated condition. Walk to town location.</i>	2/2	995,000	1,240,000*	4/14	4/14	1292	960
200 Summit Ave. <i>Multi-level remodeled home with wood ceiling, hardwood floors and separate 1BD/1BA addition.</i>	4/3.5	1,495,000	1,435,000	2/14	4/14	2281	629
15 Upland Ave. <i>Stunning Mt. Tam views. Unusual floor plan. Guest suite and office.</i>	4/4	1,695,000	1,645,000	5/14	6/14	3070	536
21 King St. <i>Stunning remodel of this vintage home in walk to town location.</i>	3/3.5	1,595,000	2,000,000*	4/14	5/14	1902	1052
20 Stetson Ave. <i>Architecturally stunning contemporary home with lovely views. Built in 2009. No garage.</i>	4/3	2,395,000	2,425,000*	3/14	4/14	2920	830
193 W. Blithedale Ave. <i>Built in 2000, this Craftsman style shingled home has a lovely rose garden &amp; separate studio cottage.</i>	4/4	2,400,000	2,650,000*	5/15	6/14	2859	927
266 W. Blithedale Ave. <i>Quintessential Mill Valley vintage home. Renovations done over the years. Still in need of upgrading.</i>	3/3.5	2,800,000	2,695,000	3/14	5/14	2646	1019
388 Summit Ave. <i>Stunning views of SF and the Bay from this newer multi-level home with all the amenities.</i>	4/3.5	2,850,000	2,975,000*	4/14	5/14	3754	792
203 Hillside Ave. <i>Major remodel in the last few years. Gorgeous views of SF &amp; the Bay. Beautifully landscaped grounds.</i>	4/3.5	3,385,000	3,136,275	3/14	5/14	3200	980
221 Hillside Ave. <i>Reduced to \$3,400,000. SW Mediterranean style home on large professionally landscaped lot with 1 bedroom cottage.</i>	6/4	3,650,000	3,150,000	7/13	4/14	4266	738

REO = Bank Owned Property.

\* 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.

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
<b>MARIN TERRACE / MARIN HEIGHTS AND ENVIRONS</b>							
132 California Ave. <i>Home in need of updating with views of Richardson Bay.</i>	4/2	675,000	775,000*	2/14	4/14	1724	450
112 Peralta Ave. <i>Mid Century home in need of updating. Views from most rooms. Sold off market.</i>	2/2.5	899,000	900,000*	1/14	4/14	2152	418
265 Morning Sun Ave. 3/3 <i>Nicely remodeled home with a legal 1/1 unit below.</i>	3/3	925,000	985,000*	3/14	4/14	1740	566
133 California Ave. <i>Panoramic views and remodeled kitchen. Dining room converted to 4th bedroom.</i>	3/2	949,000	991,000*	5/14	6/14	1408	704
270 Loring Ave. <i>Contemporary home in move-in condition. Redone with nice grounds.</i>	3/2	1,064,000	1,100,000*	4/14	5/14	1650	667
256 Morning Sun Ave. <i>Nicely updated 2/2 with separate 1/1 on lower level.</i>	3/3	1,129,000	1,130,000*	3/14	4/14	1702	664
122 California Ave. <i>Light filled multi-level contemporary with views of Richardson Bay and the hills.</i>	3/2.5	1,100,000	1,250,000*	4/14	5/14	1694	738
207 Julia Ave. <i>Mid Century modern remodeled home with views of Mt. Tam.</i>	3/3	1,495,000	1,405,000	2/14	4/14	2222	641
128 California Ave. <i>Recently constructed for builder/owner. Multi-level home with elevator and views.</i>	3/2.5	1,400,000	1,450,000*	4/14	6/14	1973	735
431 Median Way <i>Updated, sunny contemporary with lovely views, gardens and level lawn.</i>	4/3	1,975,000	1,920,000	3/14	5/14	3298	582
<b>E. BLITHEDALE</b>							
819 E.Blithedale Ave. <i>Ranch style house that has been added on to. In need of updating. Pool and spa in the back yard.</i>	2/2	695,000	840,000*	3/14	4/14	1500	560
<b>COUNTRY CLUB / BOYLE PARK</b>							
105 Circle Ave. <i>Purchased in 2010 for \$543,000 as REO. Updated inside and outside. 3rd bedroom is on lower level down narrow steps.</i>	3/2	949,000	1,100,000*	4/14	5/14	1550	710
1 Barrie Way <i>Single story home in original condition with added section behind the garage.</i>	6/3	1,600,000	1,500,000	3/14	6/14	2570	584
81 Thalia St. <i>Reduced to \$1,595,000. Sold in 2008 for \$1,600,000. Charming home across from the ball fields of Boyle Park.</i>	3/2	1,695,000	1,600,000	5/14	6/14	1595	1003
6 Avon Ave. <i>Beautiful remodel with lovely views. Separate guest unit.</i>	4/3.5	1,695,000	1,720,000*	1/14	5/14	2711	634
18 Heather Way <i>Nicely remodeled home with lovely gardens and a large level lawn. Serene views.</i>	4/2.5	1,795,000	2,515,000*	4/14	5/14	2298	1094
303 Vista Linda Dr. <i>Set right above the Mill Valley golf course, this lovely home has many upgrades and a pool and spa.</i>	5/5.5	3,495,000	3,410,000	4/14	6/14	4939	690
8 Sandy Ln. <i>Lovely property with exceptional craftsmanship on over an acre of land.</i>	4/4.5	4,795,000	4,795,000*	6/14	6/14	5324	901
<b>ALTO / SUTTON</b>							
36 Dorset Ave. <i>Sold off market. Tenant in property. In nice condition with a flat yard.</i>	4/3	925,000	915,000	3/14	4/14	1560	587
36 Somerset Ave. <i>Set on a large lot. Home has been painted and re-carpeted. Move in or rebuild. Pool.</i>	3/1	799,000	950,000*	3/14	5/14	964	985
68 Shell Rd. <i>Updated kitchen and new hardwood floors in this upgraded home with lovely level backyard.</i>	3/2	875,000	1,010,000*	4/14	5/14	1320	765
19 Dorset Ln. <i>Remodeled kitchen and move in condition. Nice level back yard.</i>	3/2	925,000	1,160,000*	5/14	6/14	1216	954
41 Shell Rd. <i>Two homes on one lot. Main house is in original condition and back home is redone. Large lawn area.</i>	3/2.5	1,150,000	1,405,000*	5/14	6/14	1700	826
<b>ENCHANTED KNOLLS</b>							
16 Millay Place <i>Sunny with views. Close to Hauke Park. Level lawn area.</i>	5/3	1,295,000	1,505,000*	4/14	5/14	2442	616

*THIS IS THE BEST SELLER'S MARKET WE'VE SEEN IN YEARS.*

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

*If you have missed previous newsletters, past publications*

*can be found on our website*

**comehometomarin.com/newsletter.**

*Jane and Peter*

**Jane Richmond (415) 531-4091**

BRE #00709300

**Peter Richmond (415) 279-6466**

BRE #01191042

*email: [pjrichmond@pacunion.com](mailto:pjrichmond@pacunion.com) • [therichmondreport.blogspot.com](http://therichmondreport.blogspot.com)*



*Thank you for choosing to receive your newsletter via email.*