

# The Richmond Report

## MILL VALLEY HOME SALES STATISTICS



*2nd Quarter: April - June 2022*

Some of the sizzle is subsiding.

The rise in interest rates, inflation, stock market declines and questions about recession have started to put a damper on the housing market. It still is house to house, as you will see in the report below, depending on the location and condition; but the housing market as a whole has definitely slowed. While many homes are still receiving multiple offers, it's more like one or two rather than 10 plus as we saw earlier in the year; and some homes are actually being reduced before they receive an offer. Although the continuation of high demand and low supply still plagues us, many more homes came on the market once we entered the Spring season.

Interest rates had approached 6% but have recently gone down to the low 5% range. There appear to be more Fed rate hikes in the future; and we don't know how that will affect rates going forward. As monthly mortgage costs rise, some weary buyers are moving to the sidelines.

As you will notice in the report below, the homes that are in "move in" condition, updated and showing well, sell the fastest and at the highest price.

**If you want to upgrade your home before coming to market, but have limited funds for that purpose, Compass has a Concierge Service that will allow you to prepare your home for sale in order to get top value when selling. The Concierge program allows the seller a myriad of services to enhance their home such as painting, staging, new carpet, repairs, refinishing floors and many other services. Compass Concierge fronts the funds for upgrading and is repaid from the proceeds at closing. If this interests you, call us for more details.**

**Call us if you are thinking of making a change.**

As of July 1, there were 65 single family homes on the market in Mill Valley, of which 24(37%) 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 .....	33% were in contract
\$1,000,001 - \$1,500,000 .....	43% were in contract
\$1,500,001 - \$2,000,000 .....	37% were in contract
\$2,000,001 - \$2,500,000 .....	42% were in contract
\$2,500,001 - \$3,000,000 .....	38% were in contract
\$3,000,001 - \$5,000,000 .....	33% were in contract
\$5,000,001 - and above .....	29% were in contract

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

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

Time period	Q2 2021	Q2 2022	Percentage change
<b>Sold</b>	145	119	(18%)
<b>Median price</b>	\$2,375,000	\$2,500,000	5%
<b>Average price</b>	\$3,003,015	\$3,114,047	4%
<b>Min. price sold</b>	\$1,025,000	\$1,125,000	10%
<b>Max. price sold</b>	\$19,500,000	\$10,000,000	(5%)

# SALES Q2, 2022

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
<b>TAMALPAIS/SYCAMORE PARK</b>							
29 Walnut Ave. <i>Charming and original single level cottage on flat lot. Remodel or development opportunity.</i>	2/1	1,295,000	1,660,000*	3/22	4/22	785	2115
268 Sycamore Ave. <i>One level home in need of updating. Backs to Sycamore Park.</i>	3/2	1,395,000	1,735,000*	4/22	5/22	1189	1459
78 Nelson Ave. <i>Two bedroom one bath main home with detached one bedroom one bath studio. Potential galore.</i>	3/2	1,595,000	2,025,000*	4/22	5/22	1335	1517
41 Plymouth Ave. <i>Beautifully remodeled home with two structures – office and gym - in the level back yard.</i>	2/1	1,495,000	2,130,000*	4/22	5/22	1064	2002
180-182 Locust Ave. <i>Two Homes on one lot. Updated houses with vintage detail. First listed in Fall 2020. New list company 9/2021.</i>	6/3	2,900,000	2,800,000	9/21	4/22	3700	757
57 Sycamore Ave. <i>Charming home in almost original condition on a corner lot.</i>	3/2	2,595,000	3,300,000*	6/22	6/22	2099	1572
58 Sycamore Ave. <i>Sold 9/21 for \$3,090,500. Single level upgraded home with separate detached studio.</i>	3/2	3,350,000	3,750,000*	5/22	6/22	1825	2055
56 Walnut Ave. <i>Rebuilt in 2005 w/new infrastructure and systems combining period architecture with modern amenities.</i>	4/2.5	3,695,000	4,800,000*	6/22	6/22	2208	2174
44 Locust Ave. <i>Craftsman home rebuilt in 2010 w/open floor plan. ADU above garage.</i>	4/3.5	4,150,000	5,250,000*	5/22	6/22	2425	2165
<b>CASCADE / OLD MILL</b>							
300 Marion Ave. <i>Hillside home near the Dipsea steps in the redwoods.</i>	2/1.5	1,250,000	1,310,000*	5/22	6/22	1249	1,049
30 Wainwright Pl. <i>Chalet style updated home set amongst the redwoods.</i>	3.2.5	1,595,000	2,250,000*	3/22	4/22	1952	115
63 Cascade Dr. <i>Designed by Gus Costigan (El Paseo), this cottage style home has European touches in a redwood setting.</i>	3/2	1,895,000	2,300,000*	5/22	6/22	1511	1522
250 Ethel Ave. <i>Remodeled contemporary home with difficult access off Rainbow Ln.</i>	4/3	2,995,000	2,900,000	4/22	5/22	2585	1122
6 Mirabel Ave. <i>Sold off MLS.</i>	3/3	3,100,000	3,100,000*	1/22	5/22	1932	1605
409 Throckmorton Ave. <i>Sold off MLS.</i>	4/3.5	3,400,000	3,250,000	3/22	5/22	2167	1500
230 Edgewood Ave. <i>Private, gated Zen like home on one level. Lush grounds w/pool.</i>	5/5	3,750,000	4,100,000*	4/22	5/22	4071	1007
515-519 Throckmorton Ave. <i>Historic iconic estate built in 1925 by Harvey Klyce sits an almost 1/2 acre level lot. Main home &amp; guest cottage.</i>	5/4/5	7,995,000	7,700,000	3/22	5/22	4509	1552
108 Ethel Ave. <i>Sold off MLS.</i>	4/5.5	8,995,000	10,000,000*	6/22	6/22	5665	1765
9 Walsh Dr. <i>Rebuilt in 2015 to capture a minimalist feeling. Views of SF, the bridge and beyond. Stunning grounds.</i>	6/4.5	12,500,000	10,500,000	10/21	4/22	5566	1886
<b>COUNTRY CLUB / BOYLE PARK</b>							
157 Marlin Ave. <i>Main home is 3BD/2BA. Split level cottage is 1BD/1BA. Street to street lot overlooking MV Tennis club.</i>	4/3	2,300,000	2,485,000*	3/22	4/22	1600	1553
3 Altamont Ave. <i>Period home with lush gardens. Needs updating.</i>	3/2.5	1,795,000	2,550,000*	5/22	6/22	1926	1324
1 Manor Ter. <i>This updated Spanish style home fronts on E.Blithedale. Close to school and Boyle Park.</i>	3/2	2,395,000	2,977,000*	3/22	4/22	1816	1639
232 Oakdale Ave. <i>Sunny mid-century home with indoor/outdoor flow.</i>	3/2	2,795,000	3,500,000*	3/22	4/22	2515	1392
11 Baytree Ln. <i>Private 1/2 acre property at the end of a cul de sac. Light filled home with a versatile floor plan. Generator.</i>	5/3.5	3,960,000	4,550,000*	4/22	5/22	3155	1442
30 Sarah Dr. <i>Sanctuary above the MV Golf Course. Almost 1/2 acre w/views in all directions. Charm, Charm. Charm.</i>	4/2	2,495,000	4,225,000*	3/22	4/22	1930	2189
135 Elinor Ave. <i>Sold off MLS.</i>	5/4	3,500,000	4,050,000*	6/22	6/22	2522	1606
285 Hillside Ave. <i>Sold off MLS.</i>	3/2(1/2)	5,995,000	5,995,000*	5/22	5/22	2757	2174
325 Buena Vista Ave. <i>Stunning architecture w/modern lines. Private with multiple patios and decks.</i>	4/4/2(1/2)	5,495,000	6,150,000*	2/22	5/22	4020	1530
8 Sandy Ln. <i>South facing beautiful home set on 1.35 acre lot. Traditional floor plan w/grand scale public spaces.</i>	4/4.5	6,500,000	6,440,000	4/22	5/22	5755	1119

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<b>MIDDLE RIDGE / BLITHEDALE CANYON</b>							
550 Ralston Ave.	3/2	1,795,000	1,600,000	3/22	5/22	2320	690
<i>Two level turn of the century brown shingle in need of updating. Potential.</i>							
1002 Lovell Ave.	3/2.5	1,480,000	2,040,000*	5/22	5/22	1981	1030
<i>Set amongst the Redwoods, this lodge like home has multiple decks and skylights.</i>							
299 Hillside Ave.	2/2	2,300,000	2,100,000	5/22	6/22	1479	1420
<i>Updated vintage cottage with big view of Mt Tamalpais.</i>							
347 Lovell Ave.	3/2.5	2,200,000	2,400,000*	2/22	5/22	1590	1509
<i>Extensively remodeled contemporary home with canyon views.</i>							
8 Rowan Way	4/3	1,995,000	2,710,000*	4/22	5/22	1886	1437
<i>Updated home with wraparound deck and multiple yard spaces.</i>							
103 Bolsa Ave.	4/3	2,480,000	2,725,000*	5/22	6/22	2203	1237
<i>Charming home with indoor outdoor flow. Redwoods and wisteria.</i>							
20 Cushing Dr.	5/3.5	2,977,000	3,000,000*	3/22	4/22	2985	1005
<i>Contemporary mid-century sunny retreat on over 2/3 acres with pool and hot tub.</i>							
124 Lovell Ave.	4/3	3,295,000	3,500,000*	3/22	4/22	2645	1323
<i>Across from Old Mill School, this property features two rustic homes on a large flat lot with fruit trees.</i>							
153 W.Blithedale Ave.	3/2.5	3,175,000	3,515,300*	3/22	4/22	2094	1679
<i>Set back from road in private setting on street to street lot. Lush garden.</i>							
4 Blithedale Ter.	4/3.5	3,500,000	3,550,000*	3/22	4/22	3211	1106
<i>Privacy and views in this remodeled home with a one bedroom guest house.</i>							
7 Cottage Ave.	3/3	3,300,000	3,600,000*	6/22	6/22	11472	2446
<i>Sunny Dwell magazine home. Beautifully remodeled contemporary with indoor/outdoor flow.</i>							
177 W. Blithedale Ave.	4/2.5	2,990,000	3,900,000*	5/22	6/22	2286	1706
<i>Entirely rebuilt in 2010, this vintage home sits among the redwoods and has both front and back gardens.</i>							
100 Summit Ave.	5/3.5	3,995,000	3,995,000*	5/22	6/22	3414	1170
<i>Historic turn of the century home is original condition. Lovely gardens and SF views. Leaded windows.</i>							
657 Lovell Ave.	3/2	4,100,000	4,100,000*	3/22	4/22	2216	1850
<i>Sold off MLS.</i>							
335 Lovell Ave.	4/3.5	3,995,900	5,000,000*	4/22	5/22	2698	1853
<i>Sold off MLS.</i>							
4 Blithedale Ter.	4/3.5	4,650,000	5,150,000*	3/22	4/22	2865	1798
<i>Remodeled vintage home w/period details and old world craftsmanship. Beautiful gardens.</i>							
172 W. Blithedale Ave.	5/3.5	5,498,000	6,000,000*	3/22	5/22	3785	1585
<i>Sold off MLS.</i>							
<b>HOMESTEAD VALLEY</b>							
151 Homestead Blvd.	3/3	1,795,000	2,215,000*	5/22	5/22	1508	1469
<i>Beautifully remodeled home with views from every room.</i>							
14 Janes St.	4/2	1,980,000	2,250,000*	5/22	6/22	1890	1190
<i>Set on a beautifully landscaped lot across the street from Molino Park. In need of updating.</i>							
412 LaVerne Ave.	3/3	2,695,000	3,250,000*	4/22	5/22	2082	1561
<i>Updated home w/open floor plan sits on a large level lot.</i>							
100 LaVerne Ave.	4/4.5	4,500,000	4,900,000*	3/22	4/22	3582	1368
<i>Built in 2006 with all the bells and whistles. Lovely gardens and valley views.</i>							
342 LaVerne Ave.	5/6.5	5,995,000	6,150,000*	5/22	6/22	5595	1144
<i>Park like estate with level lawn, Creekside setting. Guest house.</i>							
<b>ALTO SUTTON AND ENVIRONS</b>							
8 Dorset Ave.	3/2	1,850,000	2,125,000*	3/22	4/22	1576	1348
<i>Updated one level home with stunning grounds.</i>							
33 Somerset Ln.	4/2	1,849,000	2,250,000*	4/22	6/22	1716	1311
<i>Single story home nicely remodeled.</i>							
73 Lomita Dr.	6/5	2,785,000	2,642,500	5/22	6/22	3430	770
<i>Set on approx. 1/3 acre. Main home is 4+BD/3BA home with a separate 2BD/2BA legal ADU.</i>							
41 Shell Rd.	6/4.5	6,950,000	6,800,000	1/22	4/22	3775	1801
<i>Modern farmhouse compound w/main house and 1BD/1BA cottage. Solar panels and generator.</i>							
<b>SCOTT VALLEY/NORTHRIDGE AND ENVIRONS</b>							
16 Vasco Dr.	4/2.5	2,995,000	3,500,000*	3/22	4/22	2178	1607
<i>Updated single level contemporary mid-century on large lot.</i>							
17 Eton Way	4/3.5	3,495,000	3,610,090*	4/22	5/22	2950	1224
<i>Light filled home set on a private lot with extensive outdoor amenities and stunning gardens.</i>							
2 Salt Creek Ln.	5/4/2	7,295,000	7,700,000*	4/22	5/22	5000	1540
<i>Renovated contemporary estate w/lawns, sport court, bocce ball &amp; hot tub.</i>							

# SALES Q2, 2022

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
<b>ENCHANTED KNOLLS</b>							
40 Keats Dr. <i>Set on a large lot, this two level home is in need of modernization.</i>	4/2	2,250,000	2,050,000	5/22	6/22	2335	878
<b>DOWNTOWN</b>							
93 Lovell Ave. <i>Two level vintage home with mature gardens and fruit trees.</i>	3/2	1,649,000	1,755,000*	5/22	6/22	1841	953
7 Ethel Ct. <i>Single level home on park like grounds w/multiple patios and a large gated driveway.</i>	4/4	4,500,000	4,400,000	5/22	6/22	3785	1162
16 Hill St. <i>Rebuilt in 2014. Modern hi tech home w/Solar and Tesla power wall.</i>	5/4	3,795,000	5,526,000*	4/22	5/22	2807	1989
11 Ethel Ct. <i>Open floor plan w/high ceilings, skylights and indoor/outdoor flow to lap pool &amp; hot tub. Water features.</i>	6/9.5	6,995,000	6,600,000	5/22	6/22	6260	1054

\* 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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