

The Richmond Report

MILL VALLEY HOME SALES STATISTICS



3rd Quarter: July - September 2021

Fall is here and the weather has been glorious! As much as I love this weather, rain would be good about now!!

The real estate market slowed a bit in July and early August as people went on vacation and left the area; but once school started in late August, buyers were back actively looking for property to purchase. Meanwhile, the lack of inventory continues to favor sellers as new listings continue to sell at a fast pace, more often in multiple offers and closing over the list price. Of the 64 homes listed in this newsletter, 46 or 72% went over the list price. The average percentage of original list price to sale price was 104%, while the highest was 150%.

In the past, the real estate market has tended to slow down around Mid-November as people start to focus on the holidays. There's a good chance this market will continue through the end of the year.

Interest rates have moved off their lows, but not enough to slow the pace of sales.

Insurance is once again becoming an issue as many insurers have stopped issuing policies in high fire areas. Those that have remained have raised premiums substantially.

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. The program allows the seller to borrow money at absolutely no charge and repay at close of escrow. If you think that this applies to you, call us for more details.

Compass also has a Bridge Loan program if sellers want to buy before selling, and need the money for a down payment on the new property. Through this program, funds are provided to cover the cost of the Bridge Loan for up to 6 months. Please call for more information.

As you now know - 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 a full, **and now an unbeatable**, concierge service with every kind of expertise to help you prepare your home for sale.

As of October 3, there were 61 single family homes on the market in Mill Valley, of which 31(51%) 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	50% were in contract
\$1,000,001 - \$1,500,000	53% were in contract
\$1,500,001 - \$2,000,000	59% were in contract
\$2,000,001 - \$2,500,000	67% were in contract
\$2,500,001 - \$3,000,000	40% were in contract
\$3,000,001 - \$5,000,000	40% were in contract
\$5,000,001 - and above	25% were in contract

Mill Valley Single Family Homes Comparison – All Neighborhoods

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

Time period	Q3 2020	Q3 2021	Percentage change
Sold	123	109	(11)%
Median price	\$1,835,000	\$2,168,800	18%
Average price	\$2,140,741	\$2,424,715	13%
Min. price sold	\$612,000	\$780,000	28%
Max. price sold	\$7,100,000	\$5,325,000	(25)%

SALES Q3, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
TAMALPAIS/SYCAMORE PARK							
165 Elm Ave.	2/2	1,595,000	1,800,000*	7/21	7/21	1538	1,170
<i>Charming cottage w/flat backyard. Upstairs bonus room+bath (low ceiling). Garage with separate workshop.</i>							
90 Walnut Ave.	2/2	1,799,000	1,850,000*	8/21	9/21	1552	1,192
<i>Single level home with flat backyard and separate little cottage/office. Needs updates.</i>							
255 Sycamore Ave.	3/1.5	1,995,000	1,995,000*	7/21	8/21	1720	1,160
<i>Updated 2-story home with flat backyard. Vaulted ceilings, walls of windows, solar panels.</i>							
171 Elm Ave.	3/2	1,875,000	2,500,000*	8/21	9/21	1732	1,443
<i>Charming updated home with library, wine cellar, flat backyard. 1 car garage.</i>							
169 Locust Ave.	3/2.5	2,800,000	2,575,000	6/21	8/21	1804	1,427
<i>Charming updated vintage 2-story home with flat backyard. No garage. Reduced to \$2,550,000.</i>							
58 Sycamore Ave.	3/2	3,095,000	3,100,000*	8/21	9/21	1729	1,793
<i>Sold off-MLS.</i>							
35 Plymouth Ave.	4/2.5	3,395,000	3,650,000*	6/21	7/21	2154	1,694
<i>Updated modern farmhouse w/Mt. Tam view, flat backyard w/lawn and fruit trees. A/C, solar panels+Tesla powerwall.</i>							
106 Locust Ave.	5/4.5	3,750,000	4,000,000*	7/21	7/21	2519	1,588
<i>Renovated Dutch Colonial Farmhouse on flat landscaped lot w/ deck, patio, fire pit. View of Mt. Tam, Tesla charger.</i>							
115 Walnut Ave.	5/3.5	3,850,000	4,250,000*	7/21	8/21	2907	1,462
<i>Updated home on flat lot. Separate 1br/1ba unit w/liv. room, full kitchen+home office. Additional 300 SqFt studio w/1/2 ba.</i>							
152 Sycamore Ave.	4/3.5	4,300,000	4,300,000*	7/21	7/21	2500	1,720
<i>Sold off-MLS. Sophisticated modern house built in 2019.</i>							

DOWNTOWN

16 Forrest St.	2/1	1,465,000	1,410,000	8/21	9/21	1034	1,364
<i>Charming cottage a few blocks from downtown. Flat backyard, storage below house. 1 car garage.</i>							
16 Buena Vista Ave.	3/2	1,699,000	1,500,000	7/21	8/21	2137	702
<i>Charming vintage fixer near downtown. Top level sound-proof bonus room, no outdoor space. Reduced to \$1,495,000.</i>							
44 Bayview Ave.	4/3.5	3,695,000	4,200,000*	9/21	9/21	2700	1,555
<i>Remodeled 3-story home w/beamed ceilings, high-end finishes, chef's kitchen.</i>							

SCOTT VALLEY AND ENVIRONS

24 Azalea Dr.	4/2	1,895,000	1,910,000*	7/21	9/21	1623	1,177
<i>Single level home on flat lot. Needs cosmetic updates. Vaulted ceilings, chicken coop, 3-car garage.</i>							
40 Kite Hill Ln.	5/4.5	4,795,000	4,700,000	4/21	7/21	4475	1,050
<i>Updated grand scale home on private 4+ acre lot. Flagstone patio, fire pit, hot tub, pond, sport court.</i>							

SALES Q3, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
CASCADE / OLD MILL							
150 Hazel Ave.	2/1	749,000	780,000*	8/21	9/21	792	985
<i>Hillside home with unfinished downstairs – expansion potential. Needs updating.</i>							
319 Marion Ave.	3/3.5	1,595,000	1,600,000*	7/21	9/21	1738	921
<i>Remodeled 3 story home with separate studio w/full bath. High ceilings, deck w/ridge views.</i>							
172 Florence Ave.	3/2	1,695,000	1,725,000*	7/21	8/21	1844	935
<i>Quintessential Mill Valley home among redwoods w/detached office studio below garage. Multiple decks and flat turf area.</i>							
110 Florence Ave.	3/2.5	1,795,000	1,825,000*	8/21	9/21	2160	845
<i>Serene home nestled among redwoods. Vaulted ceilings, family room with deck and a home office or gym.</i>							
491 Ethel Ave.	6/4	1,750,000	1,750,000*	8/21	9/21		
<i>Charming Victorian triplex built in 1889: 2br/2ba, 2br/1ba. 1br/1ba. Needs a lot of work. Close to downtown.</i>							
110 Florence Ave.	3/2.5	1,795,000	1,825,000*	8/21	9/21	2160	845
<i>Serene home nestled among redwoods. Vaulted ceilings, family room with deck and a home office or gym.</i>							
120 Florence Ave.	3/2	1,595,000	1,900,000*	8/21	9/21	1592	1,193
<i>Updated 2-story hillside home w/ vaulted ceilings and wall of windows.</i>							
2 Cedarwood	3/2	1,949,000	1,925,000	5/21	7/21	1950	987
<i>Updated contemporary home on private cul-de-sac. Level backyard with fire pit and newly installed separate office.</i>							
340 Marion Ave.	3/2	1,995,000	2,135,000*	6/21	7/21	1899	1,124
<i>Classic Mill Valley brown shingle home w/charming flat backyard. Outdoor barbeque, fire pit large patios. Needs updating.</i>							
114 Hazel Ave.	5/5	2,525,000	2,525,000*	6/21	8/21	3183	793
<i>2-story home on 0.5 ac lot w/ buildable lower section. Patio & decks, high ceilings. Needs updates. Separate guest cottage.</i>							
471 Molino Ave.	6/3	2,250,000	2,525,000*	6/21	7/21	2601	971
<i>Updated home on nearly half-acre flat lot. Separate 2br/1ba ADU. Bay views, gardens w/fruit trees, view decks, solar panels.</i>							
265 Cascade Dr.	4/2.5	2,695,000	2,695,000*	6/21	8/21	2745	965
<i>Unique multi-level redwood post & beam work of art home w/walls of glass. Many stairs to home, hillavator.</i>							
19 Throckmorton Ln.	4/3	2,995,000	3,327,000*	7/21	8/21	2707	1,229
<i>Two story home on mostly level lot. Quiet cul-de-sac, three individual heating zones, office + artist studio.</i>							
COUNTRY CLUB / BOYLE PARK							
115 Circle Ave.	3/2	1,895,000	2,220,000*	6/21	7/21	1909	1,163
<i>Updated home with solar panels, multiple decks & terraced hillside backyard. 2 car garage with tons of extra storage.</i>							
10 Elinor Ave.	3/2	2,295,000	2,500,000*	7/21	7/21	1411	1,772
<i>Updated Mediterranean home w/vintage details. Lush gardens and multiple patios. 1-car garage.</i>							
27 Mesa	3/2.5	1,995,000	2,500,000*	8/21	9/21	2353	1,062
<i>2-story home with flat backyard with fruit trees & redwoods. Bonus room, 2 car garage + large storage area.</i>							
26 Country Club Dr.	3/2	2,895,000	3,200,000*	6/21	7/21	2304	1,389
<i>Single level remodeled home w/cathedral ceilings, large mostly level lot, hot tub, gazebo, privacy.</i>							
11 Via Vandyke	5/4.2	5,995,000	5,300,000	8/20	7/21	5807	912
<i>Classic English Country Tudor Estate w/Bay & SF views. Separate studio guest house on lush 2.6+ acre lot. Built in 2003.</i>							
ALTO SUTTON AND ENVIRONS							
3 Shell Rd.	2/1	1,395,000	1,595,000*	7/21	8/21	1014	1,573
<i>Charming single level home with flat backyard. Garage converted into gym.</i>							
39 Shell Rd.	4/2.5	2,495,000	3,155,900*	7/21	8/21	2135	1,478
<i>Updated urban rustic home with level grounds. Separate 800 SqFt bonus room. Loft-style family room + office + play area.</i>							
ENCHANTED KNOLLS							
28 Longfellow Rd.	3/4	2,100,000	2,400,000*	7/21	8/21	2436	985
<i>Updated 2-story home w/views of Mt. Tam, flat lawn & patio, multiple decks. Solar panels + Tesla Powerwall, wine cellar.</i>							
185 Roque Moraes Dr.	4/3	3,300,000	3,250,000	7/21	9/21	3204	1,014
<i>Remodeled 4.8+ ac lot w/mature landscaping and terraced gardens. Solar panels, 3-car garage.</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.

SALES Q3, 2021

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
MIDDLE RIDGE / BLITHEDALE CANYON							
208 Lovell Ave.	3/2	1,649,000	1,500,000	7/21	9/21	1600	937
<i>Great views, close to downtown. Many stairs to house. Plans for a 2750 SqFt home. Reduced to \$1,499,000.</i>							
151 Tamalpais Ave.	3/3	1,395,000	2,100,000*	7/21	9/21		
<i>View home on large almost 0.5 acre terraced lot w/solar-heated saltwater pool. Separate downstairs bonus room w/bath.</i>							
110 Ralston Ave.	4/2	1,750,000	2,200,000*	6/21	7/21	2215	993
<i>Private home w/beamed ceilings, large decks, loft bonus room. 0.7+ acre lot, 2-car detached garage w/storage below.</i>							
44 Ralston Ave.	4/3	2,745,000	2,400,000	2/21	7/21	3170	757
<i>3-story updated home on 0.8+ acre lot with flat lawn and great views. Downstairs guest unit. Reduced to \$2,595,000.</i>							
425 Eldridge Ave.	4/3.5	2,850,000	3,050,000*	6/21	7/21	2965	1,028
<i>Renovated 2-story modern farmhouse on nearly one acre lot. Vaulted beamed ceilings, multiple decks.</i>							
28 Marsh Dr.	4/2.5	3,250,000	3,200,000	5/21	7/21	3875	826
<i>Serene home w/soaring ceilings on over a half acre lot. 1BR/1BA unit with separate entrance, 3-car garage.</i>							
30 Edgehill Rd.	4/3.5	3,350,000	3,320,000	8/21	8/21	2917	1,138
<i>Updated 3-story home w/soaring ceilings, radiant heat, A/C, sound system, NanaWall doors, multiple view decks.</i>							
161 Lovell Ave.	4/2.2	3,995,000	3,200,000	7/21	9/21	3653	876
<i>Charming 2-story home with 1br/1ba unit below. Patios & decks, updated baths and kitchen. Reduced to \$3,549,000.</i>							
3 Magee Ave.	4/3.5	3,850,000	3,875,000*	7/21	8/21	2736	1,416
<i>Home built in 2019. Outdoor kitchen, heated patios, living wall, salt water hot tub, turf yard, in-ground fire pit, generator.</i>							
25 Coronet Ave.	4/3.5	3,895,000	4,050,000*	6/21	8/21	3685	1,099
<i>Updated 3-story Edwardian w/canyon & Mt. Tam views. Period details, media room, office. View deck and flat lawn.</i>							
27 Woodbine Dr.	4/3.5	3,995,000	4,495,000*	9/21	9/21	2910	1,545
<i>Modern home built in 2018. Retracting La Cantina glass wall, level lawn, drought-tolerant landscape, living roof on garage.</i>							
1 Winwood Pl.	5/2.5	3,750,000	4,750,000*	6/21	7/21	2860	1,661
<i>Charming Tudor style bohemian retreat on level lot. Separate studio, large lawn, patios, fire pit. Closed 7/2020 for \$3,650,000.</i>							
29 Roosevelt Ave.	5/4.5	5,495,000	5,325,000	8/21	9/21	4230	1,259
<i>Private contemporary home with Mt. Tam views. Seamless indoor/outdoor living, radiant heating, close to downtown.</i>							

MARIN TERRACE AND ENVIRONS							
151 Harvard Ave.	2/2	1,298,000	1,110,000	5/21	9/21	1084	1,024
<i>Starter home with bonus room/office and lovely bay and Mt. Tam views. Reduced to \$1,145,000.</i>							
103 California Ave.	2/2	1,095,000	1,250,000*	9/21	9/21	1370	912
<i>Two-story home in need of updating. Nice Richardson Bay views, separate studio w/separate entrance below house.</i>							
374 Woodside Ave.	3/2	1,595,000	1,575,000	6/21	8/21	1645	957
<i>One level home with garage below. Front lawn, backyard patio, ridge views. 2-car garage.</i>							
461 Wellesley Ave.	4/3	1,625,000	1,655,000*	8/21	9/21	1982	835
<i>Two-story mid-century modern home w/Mt. Tam views. Solar panels, 2-car garage.</i>							
110 Morning Sun Ave.	3/2	1,545,000	1,805,000*	6/21	8/21	1398	1,291
<i>Updated split level home w/multiple outdoor areas & wrap-around deck. Vaulted ceilings, living room has walls of glass.</i>							
265 Morning Sun Ave.	3/3	1,599,000	1,835,000*	7/21	8/21	1827	1,004
<i>Updated mid-century modern home w/canyon views. In-law unit, AC, new roof, multi decks and flat lawn play area.</i>							
346 Woodside Ave.	4/3	1,725,000	1,850,000*	6/21	7/21	1858	996
<i>Two-story home with vaulted ceilings, expansive decks and lawn area. Open floor plan. 3-car garage.</i>							
453 Wellesley Ave.	5/2.5	1,995,000	1,900,000	8/21	9/21	2745	692
<i>Mid-century modern home on large 1/3+ acre lot. Walls of glass with valley views. Needs some updating.</i>							
132 Morning Sun Ave.	4/3	1,735,000	1,900,000*	7/21	8/21	1826	1,040
<i>Updated home with bay views. Newly constructed office/guest suite w/bathroom and private entrance. Solar panels.</i>							
911 W California Ave.	4/2	1,795,000	1,930,000*	7/21	8/21	1900	1,016
<i>2-story home with view decks and flat lawn area. Media room, 2 car garage.</i>							
287 Greene St.	4/2.5	2,195,000	1,970,000	6/21	7/21	3180	619
<i>Multi-level home with bay views, newly permitted bonus room, solar panels. wine storage. Reduced to \$1,995,000.</i>							
216 Morning Sun Ave.	3/2	1,795,000	2,100,000*	8/21	9/21	2080	1,010
<i>Two story home with Bay views and multiple decks and lawn areas.</i>							
425 Wellesley Ave.	5/3	2,495,000	2,168,800	6/21	8/21	3621	599
<i>3-story home on approx.0.5 acre downslope lot. Expansive valley views, multiple decks.</i>							
953 W California Ave.	3/3	1,995,000	2,226,000*	7/21	8/21	2200	1,012
<i>Newly remodeled home w/lawn, patio & deck w/spa. Lovely valley views. Temp. controlled wine room, new roof.</i>							
237 Cleveland	3/2.5	2,395,000	2,850,000*	7/21	8/21	2165	1,316
<i>Contemporary 3-story updated home with Bay views, large patio w/fire pit, lawn, decks, lush terraced gardens.</i>							

If you would like a FREE valuation of your home in this market, call or email us.
If you have missed previous newsletters, past quarters can be found on our website:

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