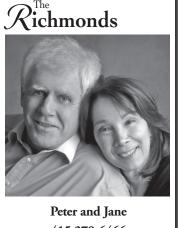
The Richmond Report MILL VALLEY HOME SALES STATISTICS

4th Quarter: October - December 2015

Happy New Year!

This past quarter the market slowed somewhat after the frenzied Spring buying season. You will notice from the information below that some homes did not sell immediately and went below the asking price. Several needed to be reduced before finding a Buyer. New construction, homes in the flats and newly remodeled homes continued to attract multiple buyers and often went over the list price.

The big news this quarter is that the Fed finally raised interest rates after going back and forth all Fall. Mortgage rates are now averaging 3.8% for a 30 year fixed rate jumbo (above \$417,000). The Fed expects rates to continue up slowly depending on the economy and everything we are reading predicts that rates will be around 4.8% by the end of 2016. That should be good news for Sellers as higher rates could act as an impetus for Buyers to find a home while rates are still low. We are predicting 2016 to be another robust year for real estate in Mill Valley.



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With the economy continuing to grow, both the job market and the housing market sectors should continue to surge further upward in the new year, according to economists from two companies who would know: realtor.com and the job search site, indeed.com. "The news is good. Employers are looking at 2016 as being quite strong," said Tara Sinclair, the chief economist for indeed.com. While good news for the labor market might also translate to good news for real estate, brisk job and housing markets aren't always favorable to apartment dwellers and potential home buyers who are faced with skyrocketing rents and price tags.

Rents continue to soar! As the cost of housing continues to climb, more buyers are closed out of the housing market and must continue to rent. New research on the current market has told a persistently troublesome story - falling vacancy rates push rents higher, thus forcing households to spend greater shares of their incomes on housing. In many cases, with interest rates still low, if a buyer has the down payment, it's cheaper to buy than to rent.

As always, call us if 2016 is the year you are thinking of making a change. We have a full concierge service with every kind of expertise to help you prepare your home for sale. And our mantra continues to be true - the homes that are in "move in" condition, updated and showing well, sell the fastest and at the highest price.

As of January 4, there were only 25 single family homes on the market in Mill Valley, of which 11 (44%) 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 buver's market.

Mill Valley Single Family Homes Comparison-All Neighborhoods

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

Time period	4th quarter 2014	4th quarter 2015	Percentage change
Sold	72	78	8%
Median price	\$1,316,500	\$1,471,500	12%
Average price	\$1,560,101	\$1,816,718	16%
Min. price sold	\$575,000	\$730,000	27%
Max. price sold	\$4,700,000	\$4,355,000	(7%)

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
TAMALPAIS / SYC	AMORE PARK						
147 LaGoma St. Bungalow in original co	2/1 ndition in desira	950,000 ble Tam Park. Bon	865,000 us 3rd bedroom or of	5/15 fice. One-car gara	10/15 age.	742	1280
350 Sycamore Ave. Reduced to \$1,395,000.	3/2	1,495,000	1,395,000	7/15	10/15	1414	987
272 Sycamore Ave. Updated and expanded S	4/2	1,350,000	1,510,000*	10/15	11/15	1561	967
1 196 Elm Ave. Completely rebuilt in 20	3/2	1,795,000	2,125,000*	9/15 ge.	10/15	1578	1347
115 LaGoma St. Compound with 3 separ	4/3	2,195,000	2,195,000*	10/15	11/15 e and separate s	2172 tudio.	1011
9 Walnut Ave. Rebuilt in 2002 with exc	5/3	2,500,000	2,650,000*	9/15	10/15		
5 Plymouth Ave. Beautifully remodeled he	4/2.5	2,495,000	2,700,000*	10/15	11/15	2154	1254
52 Sycamore Ave. Remodeled home with lo	5/3.2	2,950,000	2,950,000*	10/15	11/15	3424	862
Nelson Ave. One of two newly constr	4/3	2,995,000	3,350,000*	9/15	11/15	2495	1343
52 Sycamore Ave. See above. This house sol	5/3.2	3,149,000	3,062,500	11/15	12/15 ed in.	3424	894
OOWNTOWN							
8 Bayview Ave. Legal non-conforming vi	3/2 intage fixer with	749,000	730,000	11/15	11/15	1153	633
08 Miller Ave. Jp many steps. Vintage	3/2	850,000	800,000	10/15 er level in-law w	12/15	1600	500
5 Millwood Ave. One of 2 single family h	2/2.5	1,195,000	1,332,000*	10/15	12/15	1409	945
0 Hillside Ave.	3/2	1,495,000	- "	9/15	12/15	2151	881
	•		1,400,000	9/1)	12/1)	21)1	001
Ipdated 1930s home. To	wo blocks from d	owntown.	1,400,000	9/13	12/1)	21)1	001
Updated 1930s home. To SCOTT VALLEY AN Lois Ct.	wo blocks from d	owntown.	3,725,000*	9/15	10/15	3751	993
SCOTT VALLEY AN Lois Ct.	D ENVIRONS 5/3.5	3,695,000	3,725,000*	9/15	10/15	3751	
Spdated 1930s home. To SCOTT VALLEY AN Lois Ct. Sustom home on ½ acre	D ENVIRONS 5/3.5 lot on cul de sac.	3,695,000	3,725,000*	9/15	10/15	3751	
COTT VALLEY AN Lois Ct. Custom home on ½ acre BLITHEDALE AV 19 E. Blithedale Ave.	D ENVIRONS 5/3.5 lot on cul de sac.	3,695,000 Great room that o	3,725,000* opens to level yard. Als 865,000	9/15 bedrooms on up _j 5/15	10/15 per floor. Three- 10/15	3751 car garage.	
COTT VALLEY AN Lois Ct. Custom home on ½ acre BLITHEDALE AV 19 E. Blithedale Ave. Reduced to 875,000. Vin 95 E. Blithedale Ave.	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3	3,695,000 Great room that of 898,000 th open floor plan of 1,249,000	3,725,000* spens to level yard. Ali 865,000 and French doors to b 1,355,000*	9/15 bedrooms on up 5/15 ack patio and ga 9/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15	3751 car garage. 1128 street. 2369	993
COTT VALLEY AN Lois Ct. Custom home on ½ acre BLITHEDALE AV 19 E. Blithedale Ave. Reduced to 875,000. Vin 95 E. Blithedale Ave.	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3	3,695,000 Great room that of 898,000 th open floor plan of 1,249,000	3,725,000* spens to level yard. Ali 865,000 and French doors to b 1,355,000*	9/15 bedrooms on up 5/15 ack patio and ga 9/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15	3751 car garage. 1128 street. 2369	993 767
COTT VALLEY AN Lois Ct. Custom home on ½ acre E. BLITHEDALE AV 19 E. Blithedale Ave. Reduced to 875,000. Vin 95 E. Blithedale Ave. Vintage 1924 home with	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wind 5/3 to original details.	3,695,000 Great room that of 898,000 ith open floor plan of 1,249,000 Presently used as a	3,725,000* spens to level yard. Ali 865,000 and French doors to b 1,355,000*	9/15 bedrooms on up 5/15 ack patio and ga 9/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15	3751 car garage. 1128 street. 2369	993 767
Jpdated 1930s home. To COTT VALLEY AN Lois Ct. Custom home on ½ acres. BLITHEDALE AV 19 E. Blithedale Ave. Leduced to 875,000. Vin 195 E. Blithedale Ave. Vintage 1924 home with COUNTRY CLUB / 146 Manor Dr.	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3 o original details. BOYLE PARK 4/3	3,695,000 Great room that of 898,000 th open floor plan of 1,249,000 Presently used as a	3,725,000* spens to level yard. All 865,000 and French doors to be 1,355,000* a duplex with 3/2 up a	9/15 bedrooms on up 5/15 ack patio and ga 9/15 and 2/1 on lower	10/15 per floor. Three- 10/15 rden. Garage at 10/15 level. Off-street	3751 car garage. 1128 street. 2369 parking.	993 767
Jpdated 1930s home. To COTT VALLEY AN Lois Ct. Justom home on ½ acres. BLITHEDALE AV. 19 E. Blithedale Ave. Justome of 1924 home with COUNTRY CLUB / Logo Manor Dr. Justop 1933 home in most of Manor Dr.	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3 o original details. BOYLE PARK 4/3 eed of updating. 4/2	3,695,000 Great room that of 898,000 th open floor plan of 1,249,000 Presently used as a 1,249,000 Mature landscapin 999,000	3,725,000* spens to level yard. All 865,000 and French doors to be 1,355,000* a duplex with 3/2 up of 1,250,000* g, little outside space. 1,450,000*	9/15 ! bedrooms on up, 5/15 ack patio and ga 9/15 and 2/1 on lower 10/15 Close to the tenn	10/15 per floor. Three- 10/15 rden. Garage at 10/15 level. Off-street 12/15 sis club and Boy 10/15	3751 car garage. 1128 street. 2369 parking.	993 767 572
COTT VALLEY AN Lois Ct. Lustom home on ½ acre BLITHEDALE AV 19 E. Blithedale Ave. Leduced to 875,000. Vin 95 E. Blithedale Ave. Vintage 1924 home with COUNTRY CLUB / 46 Manor Dr. Vintage 1933 home in n 50 Manor Dr. Aid-century modern in 0 Mesa Ave.	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3 b original details. BOYLE PARK 4/3 seed of updating. 4/2 original condition 4/3	3,695,000 Great room that of 898,000 th open floor plan of 1,249,000 Presently used as a 1,249,000 Mature landscapin 999,000 n on an almost ½ a 1,975,000	3,725,000* spens to level yard. All 865,000 and French doors to be 1,355,000* a duplex with 3/2 up to 1,250,000* sg, little outside space. 1,450,000* acre lot with lovely rid 1,975,000*	9/15 bedrooms on up 5/15 ack patio and ga 9/15 and 2/1 on lower 10/15 Close to the tenn 9/15 lgeline and Mt. Ta 11/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15 level. Off-street 12/15 sis club and Boy 10/15	3751 car garage. 1128 street. 2369 parking.	993 767 572 708
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COTT VALLEY AN Lois Ct. Custom home on ½ acre BLITHEDALE AV 19 E. Blithedale Ave. Reduced to 875,000. Vin 95 E. Blithedale Ave. Vintage 1924 home with COUNTRY CLUB / 46 Manor Dr. Vintage 1933 home in n 50 Manor Dr. Mid-century modern in 0 Mesa Ave. 940s Mediterranean sty 01 Thalia St. Cophisticated updated co	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3 o original details. BOYLE PARK 4/3 eed of updating. 4/2 original condition 4/3 yle home with per 3/2 ontemporary with	3,695,000 Great room that of the open floor plan of 1,249,000 Presently used as a 1,249,000 Mature landscapin 999,000 In on an almost ½ a 1,975,000 In oddetails. Update 1,895,000 In views of Mt. Tam.	3,725,000* spens to level yard. All 865,000 and French doors to le 1,355,000* a duplex with 3/2 up a 1,250,000* g, little outside space. 1,450,000* acre lot with lovely ria 1,975,000* ed kitchen and large le 2,000,000* Level lawn, hot tub	9/15 bedrooms on up 5/15 ack patio and ga 9/15 and 2/1 on lower 10/15 Close to the tenn 9/15 dgeline and Mt. To 11/15 evel backyard. 9/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15 level. Off-street 12/15 ais club and Boy 10/15 Tam views. 12/15 11/15	3751 car garage. 1128 street. 2369 parking. 1766 le Park. 1796	993 767 572 708 807 866
COTT VALLEY AND Lois Ct. Custom home on ½ acre E. BLITHEDALE AV. 19 E. Blithedale Ave. Reduced to 875,000. Vin 195 E. Blithedale Ave. Vintage 1924 home with COUNTRY CLUB / 46 Manor Dr. Vintage 1933 home in n 150 Manor Dr. Mid-century modern in 10 Mesa Ave. 1940s Mediterranean sty 101 Thalia St. 1050phisticated updated co	D ENVIRONS 5/3.5 lot on cul de sac. E 2/1 ntage charmer wi 5/3 n original details. BOYLE PARK 4/3 need of updating. 4/2 original condition 4/3 yle home with per 3/2 ontemporary with MARIN HEIG 3/3	3,695,000 Great room that of the open floor plan of 1,249,000 Presently used as a 1,249,000 Mature landscaping 999,000 In on an almost ½ a 1,975,000 In oddetails. Update 1,895,000 In views of Mt. Tam. SHTS AND ENV	3,725,000* spens to level yard. All 865,000 and French doors to le 1,355,000* a duplex with 3/2 up to 1,250,000* and space. 1,450,000* and large le 2,000,000* Level lawn, hot tub (IRONS) 1,450,000*	9/15 bedrooms on up 5/15 ack patio and ga 9/15 and 2/1 on lower 10/15 Close to the tenn 9/15 dgeline and Mt. To 11/15 evel backyard. 9/15	10/15 per floor. Three- 10/15 rden. Garage at 10/15 level. Off-street 12/15 ais club and Boy 10/15 Tam views. 12/15 11/15	3751 car garage. 1128 street. 2369 parking. 1766 le Park. 1796	993 767 572 708 807 866
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Commonstration Comm	ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
Reduced to \$828,000, Dome many starts this fiver sits on an 18,000 a, fi, downslope lot. 473 Ebel Ave. 473 Ebel Ave. 473 Ebel Ave. 474 Seed cottage. Cound alternative to tourhouse. 575 Fibel Ave. 575	CASCADE / OLD MILL							
1973 Ethel Ave. 212 298,000 810,000 7115 12/15 10/15 2000 650						11/15	1354	558
157 Field Ave. 413.5 1.225,000 1.300,000° 9115 1015 2000 587	473 Ethel Ave.	2/2	998,000		•	12/15	1102	763
See Florence Ave. 3/3.5 1.449.000 1.350.000 5/15 11/15 2300 587 Multi-level bome in the Reduced with vite with fire and fire the Relational with vite with fire and fire the Relational with vite with fire and fire the Relational with vite with the with the Relational with vite with the Relational for the Relational forms with vite with the Relational forms with vite with the Relational forms with vite with the Relational forms with the Rel	157 Ethel Ave.	4/3.5	1,225,000			10/15	2000	650
150 Monte Vista Ave.	86 Florence Ave.	3/3.5	1,449,000	1,350,000	5/15	11/15	2300	587
340 Manie Vista Ave. 41.2.5 1.925,000 1.615,000 31.5 121.5 3167 510 Reduced several times. Large dated bone on a diomeshope terraced by unity patronarie views. 198 Edgewood Ave. 513 1.970,000 1.750,000 5/15 12/15 3332 525 82646cd in 19.525,000.5 1.015 12/15 3332 525 12/15 3332 525 12/15 3352 525 82646cd in 19.525,000 5/15 12/15 3332 525 12/15 3352 525 82646cd in 19.525,000 5/15 10/15 10/15 10/15 10/15 10/15 12/15 295 10/15 1	150 Monte Vista Ave.	4/2.2	1,595,000	1,600,000*	9/15			645
998 Edgewood Ave. 5/3 1.970,000 1.750,000 5/15 12/15 3332 525 Reduccide of St.2875,000,5mmy & seluded in need of phydating. Remorative views. Blass for lucury remodel. Separate unit. 448 Throckmorton Ave. 4/3,5 2,125,000 2,350,000° 10/15 10/15 2265 1038 Hinoric 1894 Queen Anne Victorian updated one they ware but reatining period details. Needs remodel. Separate unit. 431 Marion Ave. 4/4,5 2,950,000 3,100,000° 10/15 12/15 2980 1040 Approx V2 ac. street to street lot. Resort like gated brone w/mature landscaping & views from Mr Tam to Mr Diablo. 471 Throckmorton Ave. 5/3 595,000 4,000,000° 11/15 12/15 2276 17.57 Built in the 1890s by Rope, this historic borne sits on 27,605 sq. ft, level lot. Pool, outbuildings, etc. In original condition. 571 Edgewood Ave. 7.62. 7,000,000 4,200,000 10/14 10/15 800. 525 First litted in 2014 & reduced multiple times. Final list price \$4,600,000 Compound of 4 renonated homes on 1.86 acres. 400 Throckmorton Ave. 4/3.5 4,250,000 4,355, 800.000 4,000.000 10/15 10/15 3615 1205 Major rebuild in 2015 with beautiful design and state of the art amenities. High end finishes. Close to town. MIDDLE RIDGE BUITHEDALE CANYON 229 Marguerite Ave. 312.5 1,229,000 1,124,000 7/15 10/15 1868 602 Reduced to \$1,19,000. Updated virtage home with views of the canyon. Cathedral ceiling, 3 fireplaces and deck living. 8 Rowan Way 3/3 1,299,000 1,225,000 10/15 11/15 1835 668 8 to as a knoll, this sumpy property has most of the king and the million. Lover level this large bounds from a wind wing the living on the main floor. Lover level has large bounds from winds. 1 Greenwood Way 4/2.5 1,295,000 1,600,000° 10/15 11/15 19/15 836 1 Greenwood Way 4/2.5 1,995,000 1,000,000° 10/15 11/15 200 728 Strunge Traintain as sple home in original condition privately set at the end of the land. Strunning Eff. Bay of Mt. Tam views. 16 William and the winds of the control of this surface and land with which in barbeque. 46 Right Agrae and a	340 Monte Vista Ave.	4/2.5	1,925,000	1,615,000	3/15			510
### A48 Throckmorton Ave. #43.5	998 Edgewood Ave.	5/3	1,970,000	1,750,000	5/15			525
### ### ### #### #### ### ### ### ###		•		•		-		1038
Approx Sa act street to street for. Resort like gated home w/mature landscaping & nieus from Mt Tam to Mt Diablo.	Historic 1894 Queen Anne	Victorian up	dated over the years	but retaining period	d details. Needs re	modeling.		
Built in the 1890s by Klycs, this historic home sits on 27,606 sq. ft. level lot. Pool, outbuildings, etc. In criginal condition. 525 525 525 525 525 525 525 526 527 527 527 528 528 528 528 528 528 528 528 528 528	Approx 1/2 ac. street to street			ature landscaping &				1040
551 Edgewood Ave. 7/6.2 7.000.000 4.200.000 10/14 10/15 8002 525 First listed in 2014 & reduced multiple times. Final list price \$4.600,000. Compound of 4 renovated homes on 1.86 acres. 400 Throckmorton Ave. 4/3.5 4.250.000 4.355.000° 10/15 10/15 3615 1205 Major rebuild in 2015 with beautiful design and state of the art amenities. High end finishes. Close to town. WIDDLE RIDGE / BLITHEDALE CANYON								1757
MIDDLE RIDGE BLITHEDALE CANYON 10/15 10/15 3615 1205	551 Edgewood Ave.	7/6.2	7,000,000	4,200,000	10/14	10/15	8002	525
MIDDLE RIDGE BLITHEDALE GANYON	400 Throckmorton Ave.	4/3.5	4,250,000	4,355,000*	10/15	10/15		1205
229 Marguerite Ave. 3/2 1,299,000 1,124,000 7/15 10/15 1868 602 Reduced to \$1,179,000. Updated vintage bome with views of the canyon. Cathedral ceiling, 3 fireplaces and deck living. 8 Rowan Way 3/3 1,299,000 1,225,000 10/15 12/15 1835 668 Set on a knoll, this sunny property has most of the living on the main floor. Lower level has large bonus room and bath. 1 Greenwood Way 4/2.5 1,295,000 1,600,000* 10/15 11/15 1915 836 Vintage Craffisman style bonne in original condition privately set at the end of the lame. Stunning SF, Bay & Mt. Tam views. 167 W. Blithedale Ave. 2/2 1,650,000 1,651,000* 9/15 10/15 1292 1278 Listed 4/14 at \$995,000, sold \$1,240,000. Sweet updated bome in good location. 20 Elaine Ave. 4/2.5 1,995,000 1,900,000 9/15 10/15 2610 728 Sunny, private bome on not through street. Fully renovated with designer finishes. Multiple outside spaces. 85 Tamalpais Ave. 4/3. 2,950,000 2,975,000* 11/15 12/15 2970 1002 Remodeled multi level home with southern exposure and lovely views into the canyon. 11/15 12/15 3458 846 Rebuilt in 2012 on a street to twith fine finishes and lovely views of San Francisco and the Bay. 15/16 16/15	Major rebuild in 2015 with	bedutiful de	esign and state of the	e art amenities. High	o ena finishes. Clo	se to town.		
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ENCHANTED KNO	LLS						
97 Shelley Dr. Updated home with lov	3/2 vely views from the	999,000 living room and a	950,000 lecks.	10/15	10/15	1605	622
49 Keats Dr. Move in condition. Ups	5/3.5 stairs 4BR/2BA wi	1,675,000 th family room op	1,612,500 ening to large patio. I	9/15 Downstairs 5th l	10/15 pedroom & bath u	2898 with separate e	556 entrance.
6 Longfellow Dr. Reduced to \$2,495,000	4/3.5 D. New construction	2,799,000 with open floor p	2,400,000 blan that takes advan	10/15 tage of the views.	12/15 Level lawn area.	2857	840

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ADDRESS

At many levels, the market continues to be a Seller's Market.

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Jane and Peter

Jane Richmond (415) 531-4091

Peter Richmond (415) 279-6466

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