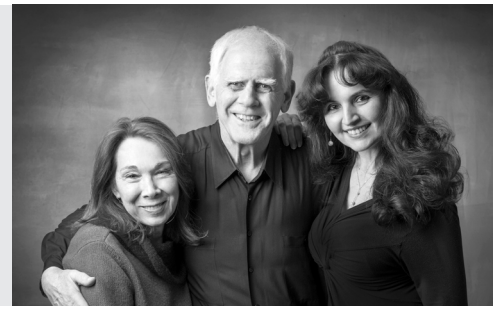


The Richmond Report

MILL VALLEY HOME SALES STATISTICS



4th Quarter: October - December 2020

Welcome 2021!! Happy to see 2020 end!!

In spite of all the turmoil and uncertainty of the last year, the real estate market was on fire! Fueled by continued low inventory, homes in every price range sold almost as fast as they came to market and continued at a fast pace right through the holidays and the end of the year. Record low mortgage rates and low inventory have caused prices to soar. According to a study by Realtor.com, "sellers are likely to keep their advantage in 2021.

California voters have approved a new property tax break for older homeowners.

With the passage of Proposition 19, a homeowner who is over 55 years of age, severely disabled or whose home has been substantially damaged by wildfire or natural disaster may transfer the taxable value of their primary residence to:

- A replacement primary residence
- Anywhere in the state
- Regardless of the value of the replacement primary residence (with adjustments if "greater" in value)
- Within two years of the sale
- Up to three times (but without limitation for those whose houses were destroyed by fire)

For more information, call us; or go to: boe.ca.gov/prop 19.

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. Call us for more details.

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.

As of January 14, there were 47 single family homes on the market in Mill Valley, of which 30 (64%) 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	75% were in contract
\$1,000,001 - \$1,500,000	79% were in contract
\$1,500,001 - \$2,000,000	73% were in contract
\$2,000,001 - \$2,500,000	50% were in contract
\$2,500,001 - \$3,000,000	60% were in contract
\$3,000,001 - \$4,000,000	0% were in contract
\$4,000,001 - and above	57% were in contract

Mill Valley Single Family Homes Comparison – All Neighborhoods

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

Time period	Q4 2019	Q4 2020	Percentage change
Sold	83	116	40%
Median price	\$1,800,000	\$1,800,000	0%
Average price	\$2,162,871	\$2,097,861	(3%)
Min. price sold	\$630,000	\$475,000	(25%)
Max. price sold	\$8,707,000	\$8,196,000	(6%)

SALES Q4, 2020

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
TAMALPAIS/SYCAMORE PARK							
33 Matilda Ave. <i>Single level bungalow with mature gardens. Potential galore.</i>	2/1	1,385,000	1,467,000*	9/20	10/20	954	1538
25 Nelson Ave. <i>Single level home on a generous size lot with fruit trees.</i>	2/1	1,395,000	1,605,000*	9/20	10/20	1056	1520
310 Sycamore Ave. <i>Remodeled charmer with large lush back yard.</i>	3/1	1,485,000	1,675,000*	10/20	11/20	1078	1554
6 Amicita Ave. <i>Updated home with large fenced yard and 2 car garage with office.</i>	3/1.5	1,625,000	1,800,000*	10/20	10/20	1145	1572
103 Nelson Ave. <i>Remodeled farm house style home on level lot. Large deck.</i>	4/2	2,150,000	2,150,000*	10/20	11/20	1571	1369
46 Ryan Ave. <i>Lovely remodel with indoor/outdoor flow. Detached studio w/bath.</i>	4/3	2,250,000	2,250,000*	12/20	12/20	1987	1132
111 Walnut Ave. <i>Remodeled split level home w/lovely details. Mature gardens with fruit trees.</i>	4/3	2,450,000	2,450,000*	10/20	11/20	2100	1167
44 Sycamore Ave. <i>Set back from street, remodeled Cape Cod style home with mature fruit trees.</i>	5/3	2,625,000	3,110,000*	11/20	11/20	2263	1374
111 Locust Ave. <i>New construction in 2008. Many amenities on a grand scale. Legal second unit.</i>	5/5.5	5,965,000	5,600,000	10/20	11/20	3461	1618
78 Sycamore Ave. <i>New construction by owner in 2009. Sold Fall of 2019 for \$7 million off market. Hamptons inspired design.</i>	5/4.5	6,950,000	6,390,000	9/20	11/20	3975	1608

DOWNTOWN							
94 Lovell Ave. <i>Vintage home with period details. Three level terraced deck. Gazebo. Hot tub. Outdoor shower.</i>	2/1	1,299,000	1,125,000	8/20	11/20	1054	1067
69 Lovell Ave. <i>Price increased to \$2,535,000. New contemporary "green" home One of two new homes on the same lot.</i>	3/2.5	2,495,000	2,570,000*	7/20	11/20	2000	1285
71 Lovell Ave. <i>Second new "green" home set on the same lot at 69 Lovell. Lovely details.</i>	3/2.5	2,353,000	2,600,000*	8/20	10/20	2000	1300

MARIN TERRACE / MARIN HEIGHTS / TAM VALLEY AND ENVIRONS							
259 Morning Sun Ave. <i>Reduced to \$1,395,000. Mid century home with views of Bay. Remodel possibilities.</i>	4/2	1,495,000	1,260,000	8/20	12/20	2145	587
1207 W. California Ave. <i>Contemporary home with panoramic views. Southern exposure and open floor plan.</i>	3/2	1,495,000	1,400,000	8/20	10/20	1872	748
107 California Ave. <i>One story home w/huge view deck. Separate rental unit.</i>	4/3	1,200,000	1,405,000*	9/20	10/20	1570	895
233 Cleveland Ave. <i>Set below the street, multi level home with Richardson Bay views. Much undeveloped space.</i>	3/2.5	1,675,000	1,437,000	6/20	10/20	2586	556
148 Harvard Ave. <i>Reduced to \$1,495,000. Large lot w/views to the Bay bridge. Some updating. Multi patios. Deck w/hot tub. Fruit Trees.</i>	3/3	1,650,000	1,470,000	7/20	10/20	2009	732
219 Rosemont Ave. <i>Vintage European charm and original architectural details.</i>	3/2	1,495,000	1,500,000*	10/20	11/20	1444	1039
218 California Ave. <i>Remodeled home with no detail spared. Views. Two studio rooms over garage.</i>	3/2	1,400,000	1,635,000*	9/20	10/20	1728	946
226 Rosemont Ave. <i>Many upgrades in this home w/Bay views. 3rd BR w/kitchenette possible legal unit. Detached cottage w/bath.</i>	3/2.5	1,895,000	1,775,000	5/20	10/20	1800	986
1099 W. California Ave. <i>Partially remodeled home with flexible floor plan.</i>	5/3	1,875,000	1,875,000*	9/20	10/20	2037	920
985 W. California Ave. <i>Stunning multi level home with southern exposure. Citrus trees and valley views.</i>	4/3	1,950,000	1,925,000	12/20	12/20	2820	683
401 Wellesley Court <i>Reduced to \$1,999,000. Renovated home with enclosed entry atrium.. Great views. Huge deck. Terraced yard. Patios.</i>	4/3	2,195,000	1,977,000	10/20	12/20	2670	740
437 Wellesley Ave. <i>Reduced to \$2,695,000. Recently remodeled on a 1/2 acre lot. Five decks. Views over the valley Separate in-law unit.</i>	5/4.5	2,790,000	2,550,000	10/20	12/20	3462	737
948 W. California Ave. <i>Contemporary home w/180 degree views. Custom built. Much outside area w/decks and lawn.</i>	5/4.5	2,975,000	2,705,000	10/20	11/20	3547	763
18 Morning Sun Ave. <i>Originally listed in 2019 for \$5 million. Neoclassical-Italian renaissance style home with pool. Gated lot. Unusual floor plan.</i>	5/4	3,795,000	3,350,000	6/20	11/20	4400	761

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
SCOTT VALLEY AND ENVIRONS							
204 Benson Cir. <i>Original condition Tahoe style house on over 1/3 acre.</i>	3/2.5	1,399,000	1,955,000*	10/20	12/20	2299	850
CASCADE / OLD MILL							
100 Cypress Ave. <i>Remodeled multi-level Kott house w/multi decks. Lower level, perfect au pair. At the very end of Cypress.</i>	5/3	1,625,000	1,325,000	9/20	12/20	2533	523
132 Marion Ave. <i>Reduced to \$1,449,000. Set up against a hill on a shared drive. Lower bonus area could be au pair. Potential galore.</i>	3/3	1,495,000	1,417,000	10/20	12/20	2208	642
466 Molino Ave. <i>Updated Brown shingle on street to street corner lot. Good views.</i>	4/3	1,499,000	1,449,000	6/20	11/20	1784	812
599 Edgewood Ave. <i>Remodel with vintage charm. Water views. Open beam redwood ceilings. Leaded glass. Office. Bonus art studio.</i>	3/2	1,495,000	1,495,000*	9/20	11/20	1920	779
395 Marion Ave. <i>Multi-level shingle home in the Redwoods. Mt. Tam view. Multi decks.</i>	3/2.5	1,800,000	1,960,000*	9/20	11/20	2365	829
281 Molino Ave. <i>Open floor plan with multiple decks . Multi skylights. Expansive views.</i>	4/5	2,650,000	2,650,000*	10/20	11/20	3208	826
1 Heuters Lane <i>Reduced to \$2,799,000. ADU under construction. Mt.Tam view. Multiskylights. Potential galore.</i>	5/3.5	2,799,000	2,733,000	8/20	10/20	3340	818
422 Cascade Dr. <i>Reduced to \$2,995,000.Renovated A-Frame w/expansive outside spaces with both lawn and decks. Steep driveway.</i>	4/3.5	3,300,000	2,707,500	10/20	12/20	2824	959
377 Molino Ave. <i>Modern farmhouse style home on a half acre level lot. Major renovation. Large lawn area.</i>	3/3	2,650,000	3,050,000*	11/20	12/20	2393	1275
MIDDLE RIDGE / BLITHEDALE CANYON							
580 Ralston Ave. <i>Classic 1960s Mill Valley home in need of updating.</i>	3/3	1,200,000	1,300,000*	9/20	10/20	1628	799
30 Magee Ave. <i>Mt Tam retreat. Main house is 2/1 with legal separate 1/1 unit. Separate out building.</i>	3/2	1,374,000	1,370,000	9/20	11/20	1320	1038
104 Tamalpais Ave. <i>Reduced to \$1,395,000. Nice location with lush views over the valley. Needs total redo. Steep shared driveway.</i>	4/2	1,600,000	1,380,000	9/20	1/20	1794	769
235 Marguerite Ave. <i>Dramatic multi-level home surrounded by nature w/valley views.</i>	4/2.5	2,500,000	2,500,000*	10/20	10/20	4285	583
54 Greenwood Way <i>Reduced to \$2,295,000. Updated contemporary home with southwest exposure, large windows. private with valley views.</i>	5/3.2	2,600,000	2,250,000	8/20	11/20	3220	699
10 Woodbine Dr. <i>Contemporary shingled home with renovated kitchen. Valley views.</i>	4/3	2,300,000	2,485,000*	8/20	10/20	2340	1062
409 Magee Ave. <i>1929 Vintage Tudor home with professionally landscaped grounds with lush plantings, multiple walkways & sitting areas.</i>	5/3	3,490,000	3,507,000*	11/20	11/20	3860	909
110 Summit Ave <i>Iconic mid-century home with pool on 1.23 acres with views of SF.</i>	3/2.5	4,500,000	4,400,000	10/20	10/20	3059	1438
575 Summit Ave. <i>Reduced to \$5,000,000. Gated Contemporary home built in 2017. Lovely gardens and outside spaces.</i>	4/5	5,495,000	4,700,000	8/20	11/20	4620	1438
227-235 W.Blithedale Ave. <i>Private compound in the flats on approx. ¾ acre. Remodeled main house, pool, pool house, two cottages. two garages.</i>	6/6.5	8,995,000	8,196,000	9/20	10/20	3909	2097
HOMESTEAD VALLEY							
53 Castle Rock Dr. <i>Reduced to \$788,000. Vaulted ceilings. Wood stove. Multi decks. Much potential.</i>	3/2	789,000	750,000	8/20	12/20	1340	560
205 Reed Street <i>Partially Remodeled 1930s farmhouse style home. Multi skylights. Large deck. Studio apartment on lower level.</i>	3/3	1,575,000	1,810,000*	9/20	11/20	2075	872
255 Evergreen Ave. <i>Current remodel and expansion on this one level home with generator and AC.</i>	3/3.5	2,395,000	2,361,937	12/20	12/20	2088	1131
609 Douglas Dr. <i>Remodeled home with panoramic views. Large decks.</i>	4/5	2,450,000	2,450,000*	10/20	11/20	2100	1167
102 Homestead Blvd. <i>Lovely home w/views and level lawns both back and front. Street to street lot. Mt.Tam views.</i>	4/3	2,275,000	2,540,000*	9/20	10/20	2295	1107
165 Linden Lane <i>Updated classic on a cul de sac..Gated back yard.</i>	3/2.5	2,249,000	2,700,000*	10/20	11/20	2139	1262
452 Laverne Ave. <i>Reduced to \$3,295,000. Classic brown shingle contemporary home built in 2008 with all the amenities.</i>	4/5	3,495,000	3,000,000	6/20	12/20	4725	635
306 Holly Street <i>New construction modern home with indoor/outdoor flow.</i>	4/3.5	3,695,000	3,750,000*	9/20	10/20	2860	1311

SALES Q4, 2020

ADDRESS	BR/BA	LIST PRICE	SOLD PRICE	LIST DATE	SALE DATE	SQ FT.**	PRICE/SQ FT
COUNTRY CLUB / BOYLE PARK							
105 Circle Ave.	2/2	1,250,000	1,150,000	9/20	12/20	1000	1150
<i>Two floors, plans submitted to add connecting staircase & convert lower floor. Large patio w/hill views. Much potential.</i>							
8 East Drive	3/1	1,419,000	1,450,000*	9/20	11/20	1479	980
<i>Mediterranean style home across from Boyle Park tennis courts. Terraced yard w/fruit trees. Needs updating.</i>							
315 Buena Vista Ave.	3/2	2,300,000	2,300,000*	9/20	10/20	2246	1024
<i>Remodeled single level mid-century modern home w/multi decks and level side yard. Across street from MV gold course.</i>							
16 Heather Way	4/2.5	2,299,000	2,360,000*	10/20	11/20	2315	1019
<i>Upgraded single story home set on a knoll: new roof. Tesla panels & backup battery. Fruit trees. Fire pit.</i>							
298 Oakdale Ave.	5/4.5	5,000,000	4,650,000	7/20	10/20	3971	1171
<i>Large modern home on flat lot with lovely gardens and level lawn. Outdoor dining area with built in kitchen.</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.
 If you have missed previous newsletters, past quarters can be found on our website:
www.comehometomarin.com/the-richmond-report.



Jane Richmond
 (415) 531-4091
 DRE #00709300

Peter Richmond
 (415) 279-6466
 DRE #01191042

Jana Stuchlikova
 (415) 385-1442
 DRE #01948561

COMPASS

Team@TheRichmondTeam.com
www.ComeHomeToMarin.com

250 E. Blithedale Avenue
 Mill Valley, CA 94941

Thank you for choosing to receive your newsletter via email.