

The Richmond Report

Mill Valley Home Sales Statistics

Second Quarter Statistics – April - June 2007

As predicted, the Spring market continued to be an active one. Buyers were plentiful and many new listings sold quickly, several with multiple offers which again pushed the price higher than the list price.

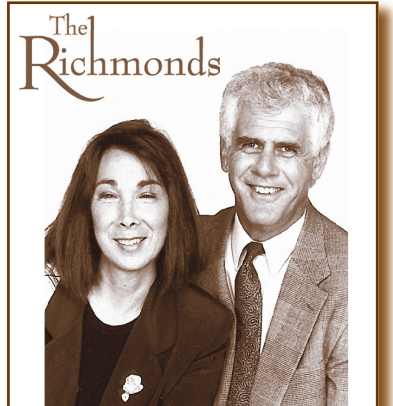
You will see from the statistics below that the high end properties continued to shine and many of those homes sold quickly. Several high end buyers were families relocating from different parts of the country.

So as we head into the Summer, sales are slowing down a bit. New listings are fewer as people take advantage of the summertime to head off on vacation and put house hunting on hold until after Labor Day, when we have our "mini boom season". Mill Valley continues to be a desirable place to live and as always, houses in nice condition and priced right continue to sell quickly, and for top dollar.

Short term interest rates have definitely moved up in the last month and are at a two year high, hovering around 6.75% for jumbo loans—loans over \$417,000. Our mortgage guru tells us that forces at work could push rates in either direction at this point.

As of July 2, 2007, there were 117 single family homes on the market in Mill Valley. 43(37%) were in contract. (35% or more is considered a Sellers market).

Of the 74 still active, 46 (62%) have been on the market for more than 30 days. Of the 86 homes listed below, 43 or 50% sold at or above the list price (see the *). 14 homes or 19% had to be reduced in price before receiving an acceptable offer.



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JANE & PETER



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address	bed/bath	list price	sold price	sq. ft.*	list date	sale date
TAMALPAIS/SYCAMORE PARK						
111 Walnut Avenue	2/1	\$1,125,000	\$1,150,000*	1122	3/07	4/07
Move-in ready home with level lawn, gardens, wood floors, great location and expansion opportunity						
32 Nelson Avenue	3/2	\$1,225,000	\$1,250,000*	1246	5/07	6/07
Remodeled home with master suite, expanded kitchen, landscaped flat yard, near town, schools and parks						
25 Juanita Avenue	3/2	\$1,279,000	\$1,279,000*	1715	4/07	6/07
Nicely remodeled one level home has an updated kitchen, wood floors and level landscaped yard						
9 Amicita Avenue	3/2	\$1,295,000	\$1,290,000	1702	4/07	5/07
A 40s cottage, previously remodeled and enlarged, bedrooms downstairs. Mature landscaped back yard						
65 Matilda Avenue	3/3	\$1,325,000	\$1,325,000*	1195	4/07	5/07
Remodeled home sold privately. Spec house						
28 Nelson Avenue	3/2	\$1,395,000	\$1,395,000*	1659	5/07	6/07
Lovely home with high end kitchen, custom wood windows/doors, wood floors and mature English garden						
87 Surrey Avenue	3/2	\$1,379,000	\$1,399,000*		5/07	6/07
Remodeled home, on a large corner landscaped lot, newly added master suite						
50 Walnut Avenue	4/3.5	\$3,475,000	\$3,575,000*	3850	3/07	5/07
Newer home with open beams, wood floors, 9' ceilings, chef kitchen, master suite and level lawns						

* Square foot numbers are those found in the tax records and may not always be reliable. Those left blank are homes that we know have been added on to and the tax records don't indicate that.

IT'S STILL A GOOD TIME TO BE A SELLER! If you would like a *free* valuation of your home in this market, call or email us at (415)380-6123/2133, pjrichmond@pacunion.com. If you have missed previous

Peter and Jane
The Richmonds - Peter and Jane

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Mill Valley Single Family Homes Comparison—All Neighborhoods

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

Time period	2nd quarter 2006	2nd quarter 2007	Percentage change
Homes sold	78	95	22%
Median price	\$1,249,500	\$1,375,000	10%
Average price	\$1,338,355	\$1,693,417	27%
Min. price sold	\$540,000	\$740,000	37%
Max. price sold	\$2,600,000	\$3,910,000	50%

address	bed/bath	list price	sold price	sq. ft.*	list date	sale date
ALTO SUTTON						
32 Dorset Lane	3/2	\$924,500	\$925,000*	1216	3/07	4/07
Close to schools and shopping, with quick SF access, updated home on a flat lot with fresh paint in and out						
25 Meadow Drive	3/2	\$1,195,000	\$1,177,000	2006	3/07	4/07
Contemporary home with 1993 addition has master suite, convenient location and detached studio						

SCOTT VALLEY						
21 Azalea Drive	4/2.5	\$1,499,000	\$1,540,000*	2228	4/07	5/07
Spacious home on large lot near bike path has vaulted ceilings, updated kitchen and expansion possibility						
2 Eton Way	3/2	\$1,675,000	\$1,600,000	1898	2/07	6/07
Listed Fall '06 for \$1,899,000. On almost 1/2 acre with fruit trees and gardens, single level home with views						
6 Azalea Drive	4/2	\$1,775,000	\$1,650,000	1769	12/06	5/07
Reduced to \$1,750,000. Sold 10/05 for \$1,700,000. Remodeled one level home on a flat lot with views						

address	bed/bath	list price	sold price	sq. ft.*	list date	sale date
MARIN TERRACE/MARIN HEIGHTS/FAIRVIEW PARK AND ENVIRONS						
290-A Morningsun Avenue	2/2	\$739,000	\$760,000*	1116	4/07	5/07
Bright, bay view home with hardwood floors, remodeled baths, decks and easy SF commute is ideal starter						
940 Greenhill Road	2/1	\$769,000	\$765,000	969	3/07	4/07
Remodeled cottage with wonderful views and level yard area, has wood floors and expansion possibilities						
903 Vernal Way	3/2	\$825,000	\$800,000	1057	3/07	4/07
Tranquil, private home on cul-de-sac with Mt Tam and Headlands views needs some updating						
219 Beryl Street	3/2	\$850,000	\$805,000	1711	1/07	5/07
Reduced to \$825,000. Sweet but funky home with nice views of the Bay						
115 Harvard Avenue	2/1	\$799,000	\$825,000*	1392	3/07	4/07
On a sunny, largely flat 11,500 s.f. lot, sits a home that can be expanded, updated or built new						
480 Wellesley Avenue	3/2	\$899,000	\$825,000	1535	3/07	5/07
Reduced to \$859,000. Fixer with upside potential in nice neighborhood of more expensive homes						
211 California Avenue	3/1	\$895,000	\$855,000	1157	1/07	5/07
Reduced to \$855,000. Kott built home on large lot, with remodeled kitchen and bath. Upstairs bonus room						
301 Morningsun Avenue	3/2	\$889,000	\$865,000	1484	2/07	4/07
Charming home with remodeled baths, wood floors, fireplace, decks, formal dining, views and bonus room						
135 California Avenue	3/2	\$875,000	\$875,000*	1358	1/07	4/07
Move-in ready home with Mt Tam views, has Anderson windows and doors; hardwood floors						
261 Greene Street	3/1	\$899,000	\$963,450*	1280	5/07	6/07
Enjoy water views from this home's wraparound covered porches; it sits on a large, private garden lot						
147 Harvard Avenue	2/2	\$999,000	\$1,014,000*	1615	5/07	6/07
Charming home with den and remodeled baths plus artist's studio on lower level						
271 Morningsun Avenue	5/2	\$1,100,000	\$1,100,000*	2046	3/07	5/07
Spacious, contemporary home on large lot with Bay and Headland views has large back yard with fruit trees						
8 Alturas Way	3/2.5	\$1,275,000	\$1,248,500	1991	2/07	6/07
On a street-to-street lot, this sun filled contemporary has updated baths and kitchen, plus a master suite						
99 Skyline Terrace	4/3.5	\$1,375,000	\$1,375,000*	2361	3/07	4/07
Enjoy expansive Bay Bridge/open space views from this stunning contemporary home near hiking trails						
971 W California Avenue	3/3	\$1,449,000	\$1,434,000	2109	3/07	4/07
Contemporary with Tam Valley views, level back yard, wood floors, remodeled baths and artist's studio						
152 Morningsun Avenue	4/3	\$1,599,000	\$1,625,000*	1837	5/07	6/07
Modern craftsman with lots of light, level yard, water views and separate au pair below, was rebuilt in 2002						
270 Princeton Avenue	3/2.5	\$1,675,000	\$1,675,000*	2355	5/07	6/07
Listed last Fall for \$1,695,000. Sunny and private with water views. Multi level house. Lots of stairs						
939 Alturas Way	5/4	\$1,998,000	\$1,880,000	3021	1/07	5/07
Built in 2001 on a private, sunny double lot, this home has upscale finishes and fixtures						

COUNTRY CLUB/BOYLE PARK

15 Alta Vista Avenue	3/2	\$1,249,000	\$1,310,000*	1487	4/07	05/07
Near town and parks, this Spanish style home on a sunny, flat lot has a remodeled kitchen and wood floors						
7 Tartan Road	4/3	\$1,599,000	\$1,660,000*	2167	5/07	6/07
Dated home in the redwoods, has European architectural details, and sunny wraparound deck; can expand						
133 Buena Vista Avenue	4/3	\$1,785,000	\$1,730,000	2218	2/07	5/07
Listed last fall for \$1,889,000. 1911 home on lush street-to-street lot with vaulted ceilings and master suite						
137 Sunnyside Avenue	3/2.5	\$2,439,100	\$2,439,100*	2563	6/07	6/07
In need of updating. Sold privately, not on MLS						
235 Hillside Avenue	3/2	\$2,895,000	\$2,500,000	1935	4/07	5/07
1920s chateau style home with SF and Mt. Tam views; major fixer on over 1/3 acre partially level lot						
68 Del Casa Drive	5/4	\$2,595,000	\$2,569,050	3008	5/07	6/07
Large home with huge family room, gourmet kitchen, master suite, terraced grounds with play & quiet areas						
276 Oakdale Avenue	4/3.5	\$3,375,000	\$3,598,000*	2680	4/07	5/07
Sold May '06 for \$3,257,000. Remodeled Cape Cod home with lush lawns, plus separate guest cottage						

address	bed/bath	list price	sold price	sq. ft.*	list date	sale date
CASCADE/OLD MILL						
524 Cascade Drive	2/1.5	\$995,000	\$995,000*	704	3/07	4/07
Light filled, renovated Craftsman with original stone hearth and chimney, modern amenities						
347 Lovell Avenue	2/1.5	\$1,069,000	\$1,050,000	1319	4/07	6/07
Two story home with canyon and Mt. Tam views, open floor plan, beamed ceilings, nice decks						
351 Lovell Avenue	3/2	\$1,349,000	\$1,250,000	1881	3/07	5/07
Fixer on 13,285 s.f. lot near town in a multi-million dollar neighborhood with Mt. Tam views						
63 Cascade Drive	3/2	\$1,349,000	\$1,362,500*	1511	4/07	6/07
European designed home near town with remodeled kitchen with top appliances, oak floors. Dark inside						
64 Edgewood Avenue	3/2	\$1,495,000	\$1,485,000	2476	5/07	6/07
On a ¼+ acre mostly level lot, this home offers Mt. Tam/SF views, formal dining, wine cellar						
405 Marion Avenue	4/2.5	\$1,595,000	\$1,650,000*	2093	2/07	4/07
Listed last Fall at \$1,750,000. Remodeled Craftsman home on a ½ acre wooded lot. House is dark inside						
280 Lovell Avenue	5/3	\$1,895,000	\$1,883,000	2600	2/07	4/07
Listed last Fall for \$1,950,000. Large home with sunny, level play area and Brazilian rosewood floors						
37 Hazel Avenue	6/4	\$3,350,000	\$3,000,000	3923	2/07	6/07
Reduced to \$3,150,000. Contemporary with hill views, level lawn and gardens, separate guest cottage						
386 Throckmorton Avenue	4/3	\$2,895,000	\$3,000,000*	2740	5/07	6/07
Remodeled Mediterranean style 2 story home with landscaped grounds on private, sunny lot near town						
418 Throckmorton Avenue	4/4.5	\$3,495,000	\$3,285,000		1/07	4/07
Renovated historic home with wraparound porch, superior finishes, formal dining room and full au pair						
67 Molino Avenue	5/4.5	\$3,950,000	\$3,910,000	4309	3/05	6/07
Big and bright, this renovated vintage home has oversized windows, English style kitchen, walk in pantry						

MIDDLE RIDGE/BLITHEDALE CANYON

326 W Blithedale Avenue	3/2	\$1,450,000	\$1,175,000	1086	10/06	5/07
Reduced to \$1,249,000. Updated vintage cozy cottage with unique floor plan, beautifully landscaped lot						
340 W Blithedale Avenue	3/2	\$1,399,000	\$1,274,000	1626	3/07	6/07
Vintage details and modern amenities distinguish this close in home on a sunny, private street-to-street lot						
247 Corte Madera Avenue	3/3	\$1,349,000	\$1,349,000*	1692	4/07	6/07
1920s brown shingle classic on level lot with remodeled kitchen & master bath, has separate guest cottage						
37 Marguerite Avenue	3/2.5	\$1,449,000	\$1,395,000	2327	2/07	5/07
Remodeled home in sunny, open setting with premium appliances, master suite, & slab counters, near town						
17 Coronet	3/3	\$1,525,000	\$1,490,000	2349	3/07	5/07
Sunny, private 1905 shingled home with original box beam ceilings and leaded windows, and Mt Tam views						
130 Summit Avenue	2/3.5	\$1,495,000	\$1,627,000*	1909	3/07	4/07
In a serene setting, this home has updated kitchen and master suite, and office/guest suite under garage						
40 King Street	4/3	\$1,785,000	\$1,730,000	2028	4/07	6/07
Sold for \$1,500,000 in 5/06. Remodeled home with sunny deck, state of the art kitchen and garage						
38 Woodbine Drive	4/2.5	\$2,139,000	\$2,250,000*	2252	5/07	6/07
Remodeled home with master suite, wood floors, small level lawn and gardens						
175 Marguerite Avenue	4/3	\$2,499,000	\$2,340,000	2713	5/07	6/07
Reduced to \$2,355,000. 1915 Craftsman with additions, water views and peaceful, sunny setting						
216-218 Corte Madera Ave	4/2.5	\$3,995,000	\$3,000,000	2739	11/06	5/07
On 2 flat lots over ½ acre, 216 is a fixer Victorian; built in 1993, 218 is a 1/1 cottage						

DOWNTOWN

230 Miller Avenue	4/4.5	\$1,595,000	\$1,325,000	2500	1/06	5/07
Reduced several times. Circa 1895, renovated "Carriage House" with period details and designer finishes						
35 Bayview Avenue	5/3	\$1,899,000	\$1,975,000*	2176	4/07	5/07
Light filled and private, this updated home with designer touches & bamboo floors, is steps from downtown						
44 Bayview Avenue	4/3.5	\$2,500,000	\$2,100,000	1905	2/07	6/07
Rebuilt Craftsman with gourmet kitchen, family room and award winning garden has nice views						