

# 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.

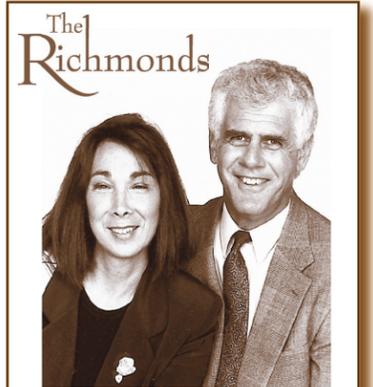
You will see from the statistics below that the high end properties continued to shine and many of those homes sold quickly. Several high end buyers were families relocating from different parts of the country.

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.



**Jane and Peter**  
415 380-6123  
415 380-2133  
pjrichmond@pacunion.com  
peterandjanerichmond.com



MILL VALLEY CA 94941  
37 MILLER AVENUE  
MILL VALLEY CA 94941  
60 BELVEDERE DRIVE  
JANE & PETER



PRSR1 STD  
U.S. POSTAGE  
PAID  
MILL VALLEY CA  
PERMIT # 142

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

*Peter and Jane*  
**The Richmonds - Peter and Jane**

• Pacific Union GMAC Real Estate • 60 Belvedere Drive / 37 Miller Avenue • Mill Valley, CA 94941 •

### 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
<b>ALTO SUTTON</b>						
<b>32 Dorset Lane</b>	3/2	<b>\$924,500</b>	<b>\$925,000*</b>	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						
<b>25 Meadow Drive</b>	3/2	<b>\$1,195,000</b>	<b>\$1,177,000</b>	2006	3/07	4/07
Contemporary home with 1993 addition has master suite, convenient location and detached studio						

<b>SCOTT VALLEY</b>						
<b>21 Azalea Drive</b>	4/2.5	<b>\$1,499,000</b>	<b>\$1,540,000*</b>	2228	4/07	5/07
Spacious home on large lot near bike path has vaulted ceilings, updated kitchen and expansion possibility						
<b>2 Eton Way</b>	3/2	<b>\$1,675,000</b>	<b>\$1,600,000</b>	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						
<b>6 Azalea Drive</b>	4/2	<b>\$1,775,000</b>	<b>\$1,650,000</b>	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
<b>MARIN TERRACE/MARIN HEIGHTS/FAIRVIEW PARK AND ENVIRONS</b>						
<b>290-A Morningsun Avenue</b>	<b>2/2</b>	<b>\$739,000</b>	<b>\$760,000*</b>	<b>1116</b>	<b>4/07</b>	<b>5/07</b>
Bright, bay view home with hardwood floors, remodeled baths, decks and easy SF commute is ideal starter						
<b>940 Greenhill Road</b>	<b>2/1</b>	<b>\$769,000</b>	<b>\$765,000</b>	<b>969</b>	<b>3/07</b>	<b>4/07</b>
Remodeled cottage with wonderful views and level yard area, has wood floors and expansion possibilities						
<b>903 Vernal Way</b>	<b>3/2</b>	<b>\$825,000</b>	<b>\$800,000</b>	<b>1057</b>	<b>3/07</b>	<b>4/07</b>
Tranquil, private home on cul-de-sac with Mt Tam and Headlands views needs some updating						
<b>219 Beryl Street</b>	<b>3/2</b>	<b>\$850,000</b>	<b>\$805,000</b>	<b>1711</b>	<b>1/07</b>	<b>5/07</b>
Reduced to \$825,000. Sweet but funky home with nice views of the Bay						
<b>115 Harvard Avenue</b>	<b>2/1</b>	<b>\$799,000</b>	<b>\$825,000*</b>	<b>1392</b>	<b>3/07</b>	<b>4/07</b>
On a sunny, largely flat 11,500 s.f. lot, sits a home that can be expanded, updated or built new						
<b>480 Wellesley Avenue</b>	<b>3/2</b>	<b>\$899,000</b>	<b>\$825,000</b>	<b>1535</b>	<b>3/07</b>	<b>5/07</b>
Reduced to \$859,000. Fixer with upside potential in nice neighborhood of more expensive homes						
<b>211 California Avenue</b>	<b>3/1</b>	<b>\$895,000</b>	<b>\$855,000</b>	<b>1157</b>	<b>1/07</b>	<b>5/07</b>
Reduced to \$855,000. Kott built home on large lot, with remodeled kitchen and bath. Upstairs bonus room						
<b>301 Morningsun Avenue</b>	<b>3/2</b>	<b>\$889,000</b>	<b>\$865,000</b>	<b>1484</b>	<b>2/07</b>	<b>4/07</b>
Charming home with remodeled baths, wood floors, fireplace, decks, formal dining, views and bonus room						
<b>135 California Avenue</b>	<b>3/2</b>	<b>\$875,000</b>	<b>\$875,000*</b>	<b>1358</b>	<b>1/07</b>	<b>4/07</b>
Move-in ready home with Mt Tam views, has Anderson windows and doors; hardwood floors						
<b>261 Greene Street</b>	<b>3/1</b>	<b>\$899,000</b>	<b>\$963,450*</b>	<b>1280</b>	<b>5/07</b>	<b>6/07</b>
Enjoy water views from this home's wraparound covered porches; it sits on a large, private garden lot						
<b>147 Harvard Avenue</b>	<b>2/2</b>	<b>\$999,000</b>	<b>\$1,014,000*</b>	<b>1615</b>	<b>5/07</b>	<b>6/07</b>
Charming home with den and remodeled baths plus artist's studio on lower level						
<b>271 Morningsun Avenue</b>	<b>5/2</b>	<b>\$1,100,000</b>	<b>\$1,100,000*</b>	<b>2046</b>	<b>3/07</b>	<b>5/07</b>
Spacious, contemporary home on large lot with Bay and Headland views has large back yard with fruit trees						
<b>8 Alturas Way</b>	<b>3/2.5</b>	<b>\$1,275,000</b>	<b>\$1,248,500</b>	<b>1991</b>	<b>2/07</b>	<b>6/07</b>
On a street-to-street lot, this sun filled contemporary has updated baths and kitchen, plus a master suite						
<b>99 Skyline Terrace</b>	<b>4/3.5</b>	<b>\$1,375,000</b>	<b>\$1,375,000*</b>	<b>2361</b>	<b>3/07</b>	<b>4/07</b>
Enjoy expansive Bay Bridge/open space views from this stunning contemporary home near hiking trails						
<b>971 W California Avenue</b>	<b>3/3</b>	<b>\$1,449,000</b>	<b>\$1,434,000</b>	<b>2109</b>	<b>3/07</b>	<b>4/07</b>
Contemporary with Tam Valley views, level back yard, wood floors, remodeled baths and artist's studio						
<b>152 Morningsun Avenue</b>	<b>4/3</b>	<b>\$1,599,000</b>	<b>\$1,625,000*</b>	<b>1837</b>	<b>5/07</b>	<b>6/07</b>
Modern craftsman with lots of light, level yard, water views and separate au pair below, was rebuilt in 2002						
<b>270 Princeton Avenue</b>	<b>3/2.5</b>	<b>\$1,675,000</b>	<b>\$1,675,000*</b>	<b>2355</b>	<b>5/07</b>	<b>6/07</b>
Listed last Fall for \$1,695,000. Sunny and private with water views. Multi level house. Lots of stairs						
<b>939 Alturas Way</b>	<b>5/4</b>	<b>\$1,998,000</b>	<b>\$1,880,000</b>	<b>3021</b>	<b>1/07</b>	<b>5/07</b>
Built in 2001 on a private, sunny double lot, this home has upscale finishes and fixtures						

### COUNTRY CLUB/BOYLE PARK

<b>15 Alta Vista Avenue</b>	<b>3/2</b>	<b>\$1,249,000</b>	<b>\$1,310,000*</b>	<b>1487</b>	<b>4/07</b>	<b>05/07</b>
Near town and parks, this Spanish style home on a sunny, flat lot has a remodeled kitchen and wood floors						
<b>7 Tartan Road</b>	<b>4/3</b>	<b>\$1,599,000</b>	<b>\$1,660,000*</b>	<b>2167</b>	<b>5/07</b>	<b>6/07</b>
Dated home in the redwoods, has European architectural details, and sunny wraparound deck; can expand						
<b>133 Buena Vista Avenue</b>	<b>4/3</b>	<b>\$1,785,000</b>	<b>\$1,730,000</b>	<b>2218</b>	<b>2/07</b>	<b>5/07</b>
Listed last fall for \$1,889,000. 1911 home on lush street-to-street lot with vaulted ceilings and master suite						
<b>137 Sunnyside Avenue</b>	<b>3/2.5</b>	<b>\$2,439,100</b>	<b>\$2,439,100*</b>	<b>2563</b>	<b>6/07</b>	<b>6/07</b>
In need of updating. Sold privately, not on MLS						
<b>235 Hillside Avenue</b>	<b>3/2</b>	<b>\$2,895,000</b>	<b>\$2,500,000</b>	<b>1935</b>	<b>4/07</b>	<b>5/07</b>
1920s chateau style home with SF and Mt. Tam views; major fixer on over 1/3 acre partially level lot						
<b>68 Del Casa Drive</b>	<b>5/4</b>	<b>\$2,595,000</b>	<b>\$2,569,050</b>	<b>3008</b>	<b>5/07</b>	<b>6/07</b>
Large home with huge family room, gourmet kitchen, master suite, terraced grounds with play & quiet areas						
<b>276 Oakdale Avenue</b>	<b>4/3.5</b>	<b>\$3,375,000</b>	<b>\$3,598,000*</b>	<b>2680</b>	<b>4/07</b>	<b>5/07</b>
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
<b>CASCADE/OLD MILL</b>						
<b>524 Cascade Drive</b>	<b>2/1.5</b>	<b>\$995,000</b>	<b>\$995,000*</b>	<b>704</b>	<b>3/07</b>	<b>4/07</b>
Light filled, renovated Craftsman with original stone hearth and chimney, modern amenities						
<b>347 Lovell Avenue</b>	<b>2/1.5</b>	<b>\$1,069,000</b>	<b>\$1,050,000</b>	<b>1319</b>	<b>4/07</b>	<b>6/07</b>
Two story home with canyon and Mt. Tam views, open floor plan, beamed ceilings, nice decks						
<b>351 Lovell Avenue</b>	<b>3/2</b>	<b>\$1,349,000</b>	<b>\$1,250,000</b>	<b>1881</b>	<b>3/07</b>	<b>5/07</b>
Fixer on 13,285 s.f. lot near town in a multi-million dollar neighborhood with Mt. Tam views						
<b>63 Cascade Drive</b>	<b>3/2</b>	<b>\$1,349,000</b>	<b>\$1,362,500*</b>	<b>1511</b>	<b>4/07</b>	<b>6/07</b>
European designed home near town with remodeled kitchen with top appliances, oak floors. Dark inside						
<b>64 Edgewood Avenue</b>	<b>3/2</b>	<b>\$1,495,000</b>	<b>\$1,485,000</b>	<b>2476</b>	<b>5/07</b>	<b>6/07</b>
On a ¼+ acre mostly level lot, this home offers Mt. Tam/SF views, formal dining, wine cellar						
<b>405 Marion Avenue</b>	<b>4/2.5</b>	<b>\$1,595,000</b>	<b>\$1,650,000*</b>	<b>2093</b>	<b>2/07</b>	<b>4/07</b>
Listed last Fall at \$1,750,000. Remodeled Craftsman home on a ½ acre wooded lot. House is dark inside						
<b>280 Lovell Avenue</b>	<b>5/3</b>	<b>\$1,895,000</b>	<b>\$1,883,000</b>	<b>2600</b>	<b>2/07</b>	<b>4/07</b>
Listed last Fall for \$1,950,000. Large home with sunny, level play area and Brazilian rosewood floors						
<b>37 Hazel Avenue</b>	<b>6/4</b>	<b>\$3,350,000</b>	<b>\$3,000,000</b>	<b>3923</b>	<b>2/07</b>	<b>6/07</b>
Reduced to \$3,150,000. Contemporary with hill views, level lawn and gardens, separate guest cottage						
<b>386 Throckmorton Avenue</b>	<b>4/3</b>	<b>\$2,895,000</b>	<b>\$3,000,000*</b>	<b>2740</b>	<b>5/07</b>	<b>6/07</b>
Remodeled Mediterranean style 2 story home with landscaped grounds on private, sunny lot near town						
<b>418 Throckmorton Avenue</b>	<b>4/4.5</b>	<b>\$3,495,000</b>	<b>\$3,285,000</b>		<b>1/07</b>	<b>4/07</b>
Renovated historic home with wraparound porch, superior finishes, formal dining room and full au pair						
<b>67 Molino Avenue</b>	<b>5/4.5</b>	<b>\$3,950,000</b>	<b>\$3,910,000</b>	<b>4309</b>	<b>3/05</b>	<b>6/07</b>
Big and bright, this renovated vintage home has oversized windows, English style kitchen, walk in pantry						

### MIDDLE RIDGE/BLITHEDALE CANYON

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

### DOWNTOWN

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