

# The Richmond Report

## Mill Valley Home Sales Statistics

Third Quarter Statistics – July - September 2007

The headlines are depressing and to read them you would think we are in for a major fallout in the real estate markets. The reality is a bit different. True, we have had a slowdown in the market and the number of sales is down quite a bit, but our prices have held steady and our median price, as you will see from the chart below, has actually gone up. There's no doubt that the fast and furious real estate market of the past several years has come to an end, but the truth is, that what's happening in one part of the Bay area is not the same as what's happening in Marin. To bring it even closer to home, what's happening in some parts of Marin, is not necessarily what's happening in Mill Valley. We seem to have moved towards a buyer's market and there's no doubt that buyers are feeling very empowered at the moment. Many are making low offers on homes that have been on the market for a while, and many are just sitting on the fence waiting to see where we go from here. We've been there before and will probably be there again.

On the other side, sellers are not giving their homes away and, as always holds true, those homes that are in nice condition and priced well are selling quickly and believe it or not, there are still multiple offers on some homes. Pricing is crucial right now and homes priced too high might just find themselves chasing the market down as we head into the holiday season. Staging has become a major factor in the selling process, as sellers learn "you don't sell a house the same way that you live in a house".

The bottom line is that people continue to want and need a place to live and purchasing a home is a long term investment. In Mill Valley, homes have done nothing but go up in value over time. There's no reason to believe that that will change in the future. Just look around you—if we are not the envy of the world, in my not so humble opinion, we should be!!!

Interest rates are up a bit but the mortgage crisis seems to be settling down. Lenders are back to the standards they used 10 years ago when making loans to home buyers. People with good credit and documented income still have options from which to choose and are having no trouble getting loans. We're going back to the future!

As of October 15 there were 106 single family homes on the market in Mill Valley. 25 (24%) homes were in contract.

Of the 64 homes listed below, 23, or 36%, sold at or above the list price.

### MILL VALLEY SINGLE FAMILY HOMES COMPARISON—ALL NEIGHBORHOODS (Not all Mill Valley neighborhoods are included in this newsletter)

Time period	3rd quarter 2006	3rd quarter 2007	Percentage change
Homes sold	72	65	(10%)
Median price	\$1,199,000	\$1,205,000	0.5%
Average price	\$1,349,708	\$1,395,954	3%
Min. price sold	\$599,000	\$600,000	0.2%
Max. price sold	\$3,300,000	\$4,500,000	36%

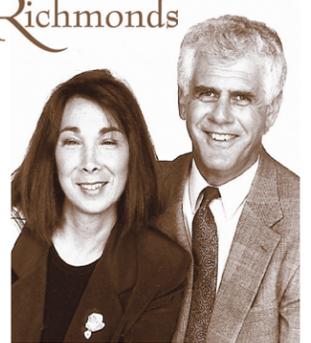
address	bed/bath	list price	sold price	list date	sale date
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#### ALTO SUTTON

<b>2 Somerset Lane</b>	3/2	\$995,000	\$899,000	5/07	8/07
Reduced to \$899,000. One level home with beautiful finishes, sunny level yard, hardwood floors					
<b>19 Dorset Lane</b>	3/2	\$1,045,000	\$905,000	5/07	8/07
Reduced to \$899,000. Some upgrades were made in this single level home with level yard and easy commute					
<b>32 Plaza Drive</b>	3/2	\$995,000	\$949,000	4/07	7/07
Nicely remodeled one story home with lovely lawn and gardens, great room, Mt Tam view, detached studio					

#### ALMONTE AND ENVIRONS

<b>238 Almonte Boulevard</b>	3/2	\$929,000	\$850,000	2/07	7/07
Reduced to \$899,000. Close to Golden Gate Bridge, wetland views and with a sunny, private upstairs master					



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GMAC Real Estate

PACIFIC UNION

MILL VALLEY CA 94941

37 MILLER AVENUE

MILL VALLEY CA 94941

60 BELVEDERE DRIVE

JANE & PETER

The Richmonds

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

address	bed/bath	list price	sold price	list date	sale date
<b>CASCADE/OLD MILL</b>					
<b>139 Rose Avenue</b>	2/2	\$600,000	\$600,000*	8/07	8/07
100 steps to the property, in need of lots of work, this sold off-market and included a 17,000 sf parcel					
<b>156 Florence Avenue</b>	2/1	\$839,000	\$787,000	5/07	7/07
In a wooded setting near town, this updated home has skylights, double pane windows, and oak floors					
<b>430 Marion Avenue</b>	2/2	\$899,000	\$910,000*	6/07	7/07
Listed Fall '06 at \$1,100,000. Did not sell. Open floor plan home with wood floors, sauna and outdoor shower					
<b>35 Florence Avenue</b>	4/2.5	\$1,195,000	\$1,050,000	4/07	8/07
Custom built home, in sunny serene setting, with Mt Tam view, large windows, pine floors and new deck					
<b>126 Marion Avenue</b>	5/3	\$1,595,000	\$1,400,000	4/07	7/07
Reduced to \$1,399,000. Large dark home with updated baths and kitchen. Large lawn area, setting in trees					
<b>848 Lovell Avenue</b>	3/2	\$1,279,000	\$1,450,000*	6/07	8/07
Custom mid century modern home on over one acre sunny level lot with hill and canyon views					
<b>175 Cascade Drive</b>	4/4.5	\$4,125,000	\$3,895,000	5/07	7/07
Reduced to \$3,895,000. Built in 2000, Craftsman style home on 1/3 acre lot near town					
<b>366 Lovell Avenue</b>	5/4.5	\$4,395,000	\$4,500,000*	6/07	8/07
New contemporary home with canyon views. Stairs up to the main door					

**HOMES ARE STILL SELLING!** 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 newsletters, the last 3 quarters can be found on our website—[peterandjanerichmond.com](http://peterandjanerichmond.com).

Peter and Jane  
The Richmonds - Peter and Jane

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

address	bed/bath	list price	sold price	list date	sale date
<b>TAMALPAIS/SYCAMORE PARK</b>					
<b>81 Ryan Avenue</b>	<b>3/1</b>	<b>\$775,000</b>	<b>\$775,000*</b>	<b>5/07</b>	<b>7/07</b>
Major fixer cottage was a trust sale with no disclosures					
<b>280 Sycamore Avenue</b>	<b>3/1</b>	<b>\$935,000</b>	<b>\$864,500</b>	<b>6/07</b>	<b>9/07</b>
Reduced to \$899,000. Mid 40s fixer with level sunny lot, some settling in uneven floors, backs to the park					
<b>86 Nelson Avenue</b>	<b>3/1</b>	<b>\$975,000</b>	<b>\$975,000*</b>	<b>4/07</b>	<b>8/07</b>
Fragrant rose gardens, built-ins, Mt Tam views, expanded master and other updates make this a charmer					
<b>139 Sycamore Avenue</b>	<b>2/1</b>	<b>\$1,149,000</b>	<b>\$1,000,000</b>	<b>5/07</b>	<b>7/07</b>
Reduced to \$1,095,000. 1940s built home with period architectural details and legal separate second unit					
<b>61 Matilda Avenue</b>	<b>2/1</b>	<b>\$925,000</b>	<b>\$1,150,000*</b>	<b>6/07</b>	<b>7/07</b>
Private, sun filled lawn and gardens, fruit trees, and remodeled kitchen, with approved plans for new home					
<b>187 Locust Avenue</b>	<b>3/2</b>	<b>\$1,195,000</b>	<b>\$1,185,000</b>	<b>5/07</b>	<b>8/07</b>
Remodeled vintage home on sunny lot, has open floor plan and vaulted ceilings. Backs to E. Blithedale Avenue					
<b>71 Walnut Avenue</b>	<b>2/1</b>	<b>\$1,195,000</b>	<b>\$1,215,000*</b>	<b>5/07</b>	<b>8/07</b>
Klyce built cottage with potential to add on. Listed Fall '05 for \$1,395,000. Expired at \$1,195,000 in 8/06					
<b>7 Plymouth Avenue</b>	<b>3/2</b>	<b>\$1,325,000</b>	<b>\$1,355,000*</b>	<b>7/07</b>	<b>8/07</b>
Stunning remodel with Asian flair has hardwood floors, custom built-ins and private garden					
<b>44 Catalpa Avenue</b>	<b>3/2</b>	<b>\$1,395,000</b>	<b>\$1,450,000*</b>	<b>6/07</b>	<b>7/07</b>
Sold off-market, reconfigured home on level lot near town with sun and privacy					
<b>77 Walnut Avenue</b>	<b>3/3</b>	<b>\$2,195,000</b>	<b>\$2,125,000</b>	<b>7/07</b>	<b>8/07</b>
Newer home with level yard, master suite, hardwood floors, custom tile work					
<b>35 Sycamore Avenue</b>	<b>4/3.5</b>	<b>\$3,450,000</b>	<b>\$3,100,000</b>	<b>7/07</b>	<b>9/07</b>
Reduced to \$3,250,000. Approx. ½ acre level lot, historic brown shingle in mostly original condition					

<b>HOMESTEAD VALLEY</b>					
<b>409 Montford Avenue</b>	<b>5/2</b>	<b>\$799,000</b>	<b>\$740,000</b>	<b>7/07</b>	<b>7/07</b>
Major fixer on a large lot with expansion potential near open space, with wooded views, 2 story home					
<b>300 Cape Court</b>	<b>3/3</b>	<b>\$939,000</b>	<b>\$899,000</b>	<b>4/07</b>	<b>8/07</b>
Presently 2 legal non conforming units, could be made into a large single family home on a lovely large lot					
<b>32 Homestead Boulevard</b>	<b>2/2</b>	<b>\$989,000</b>	<b>\$1,069,000*</b>	<b>5/07</b>	<b>7/07</b>
Gated and fenced, this sunny shingled cottage has a formal entry, hardwood floors and gracious gardens					
<b>490 Molino Avenue</b>	<b>4/3</b>	<b>\$1,095,000</b>	<b>\$1,160,000*</b>	<b>6/07</b>	<b>7/07</b>
Stylish, sunny and updated modern home with fenced yard, level lawn and lots of new improvements					
<b>367 N. Ferndale Avenue</b>	<b>5/3</b>	<b>\$1,450,000</b>	<b>\$1,410,000</b>	<b>6/07</b>	<b>9/07</b>
Lovely home in a private, wooded setting with "storybook" design near town and an easy SF commute					
<b>221 Melrose Avenue</b>	<b>4/2</b>	<b>\$1,595,000</b>	<b>\$1,505,000</b>	<b>5/07</b>	<b>7/07</b>
Two story remodeled traditional home on a sunny, level lot has English gardens and designer touches					
<b>39 Castle Rock Drive</b>	<b>4/3.5</b>	<b>\$1,750,000</b>	<b>\$1,565,000</b>	<b>4/07</b>	<b>7/07</b>
Reduced to \$1,595,000. Large multilevel home on 1 acre lot with sweeping views of open space					
<b>128 Evergreen Avenue</b>	<b>4/3</b>	<b>\$1,850,000</b>	<b>\$1,800,000</b>	<b>7/07</b>	<b>9/07</b>
Newly built Craftsman with upscale touches and attached 2 car garage on sunny lot near all conveniences					
<b>528 Montford Avenue</b>	<b>4/3</b>	<b>\$2,175,000</b>	<b>\$1,995,000</b>	<b>6/07</b>	<b>7/07</b>
Custom Mediterranean on almost ½ acre lot offers privacy, wooded views, quality finishes and gardens					
<b>601 Sequoia Valley Road</b>	<b>4/3.5</b>	<b>\$2,795,000</b>	<b>\$2,150,000</b>	<b>4/07</b>	<b>7/07</b>
Reduced several times. New, energy efficient "green" home on sunny, level lot with state of the art kitchen					

<b>DOWNTOWN</b>					
<b>13 Lower Alcatraz Place #B</b>	<b>2/1</b>	<b>\$725,000</b>	<b>\$695,000</b>	<b>5/07</b>	<b>8/07</b>
Reduced to \$700,000. Tranquil remodeled retreat with bamboo and limestone floors; sunny deck, spa and patio					
<b>11 Forrest Street</b>	<b>4/2</b>	<b>\$995,000</b>	<b>\$1,025,000*</b>	<b>5/07</b>	<b>7/07</b>
Trust sale, as is, this fixer home offers a chance to remodel in a prime location near town					

<b>TAM VALLEY AND ENVIRONS</b>					
<b>403 Wendy Way</b>	<b>4/2.5</b>	<b>\$1,495,000</b>	<b>\$1,375,000</b>	<b>3/07</b>	<b>7/07</b>
Spacious contemporary on private 3/4 acre lot with mature gardens, sweeping views and easy SF commute					
<b>SCOTT VALLEY/MV MEADOWS/SALT CREEK MEADOWS/KITE HILL</b>					
<b>13 Eton Way</b>	<b>4/3</b>	<b>\$1,900,000</b>	<b>\$1,745,000</b>	<b>3/07</b>	<b>7/07</b>
Reduced to \$1,795,000. Large home in a sun belt location with Horse Hill views, terraced gardens and pool					
<b>50 Kite Hill Lane</b>	<b>4/3</b>	<b>\$2,725,000</b>	<b>\$2,700,000</b>	<b>4/07</b>	<b>7/07</b>
On Fall '06 at \$2,775,000. 2.72 acre site with sophisticated 2 story home with SF, Bay and hill views					

address	bed/bath	list price	sold price	list date	sale date
<b>MARIN TERRACE/MARIN HEIGHTS/FAIRVIEW PARK AND ENVIRONS</b>					
<b>1229 Lattie Lane</b>	<b>3/2</b>	<b>\$799,000</b>	<b>\$810,000*</b>	<b>8/07</b>	<b>9/07</b>
This open floor plan contemporary, in a serene and sunny setting, has new wood floors and updated baths					
<b>407 Wellesley Court</b>	<b>3/2.5</b>	<b>\$825,000</b>	<b>\$825,000*</b>	<b>7/07</b>	<b>7/07</b>
Fixer sold to tenant					
<b>151 Harvard Avenue</b>	<b>2/2</b>	<b>\$869,000</b>	<b>\$849,000</b>	<b>4/07</b>	<b>8/07</b>
Charming home on street to street lot with hill and Bay views, vaulted ceilings and wraparound decks					
<b>1235 Lattie Lane</b>	<b>3/2</b>	<b>\$1,050,000</b>	<b>\$979,000</b>	<b>5/07</b>	<b>7/07</b>
Reduced to \$998,000. Sunny, open contemporary w/wood floors & attached 2 car garage, adjacent to open space					
<b>291 Morningsun Avenue</b>	<b>3/2</b>	<b>\$1,099,000</b>	<b>\$900,000</b>	<b>6/07</b>	<b>9/07</b>
Reduced to \$1,000,000. Home with separate 1BR/1BA unit, terraced gardens with seating, hill and valley views					
<b>1217 Waterview Drive</b>	<b>2/2.5</b>	<b>\$975,000</b>	<b>\$1,005,000*</b>	<b>8/07</b>	<b>9/07</b>
Modern Art Deco home with views of 3 bridges, SF Bay. 2 attached garages, plus a bonus room					
<b>203 Cleveland Court</b>	<b>4/2.5</b>	<b>\$1,295,000</b>	<b>\$1,155,000</b>	<b>4/07</b>	<b>7/07</b>
Reduced to \$1,195,000. Contemporary 3 story home with Bay views on a quiet cul de sac					
<b>216 Morningsun Avenue</b>	<b>3/2</b>	<b>\$1,249,000</b>	<b>\$1,259,000*</b>	<b>6/07</b>	<b>8/07</b>
With Bay views, remodeled kitchen, good location and easy commute, this home was a good value					
<b>274 Princeton Avenue</b>	<b>3/2.5</b>	<b>\$1,395,000</b>	<b>\$1,380,000</b>	<b>4/07</b>	<b>7/07</b>
Elegantly crafted home with Bay views, spacious kitchen and bright open living areas. Lots of stairs					
<b>220 Beryl Street</b>	<b>3/3</b>	<b>\$1,429,000</b>	<b>\$1,390,000</b>	<b>6/07</b>	<b>7/07</b>
Mini estate with main house, large bonus room, separate cottage plus a pool and spa. All with lovely views					

<b>COUNTRY CLUB/BOYLE PARK</b>					
<b>34 E. Manor Drive</b>	<b>3/2</b>	<b>\$1,149,000</b>	<b>\$1,080,000</b>	<b>5/07</b>	<b>8/07</b>
Spacious house in original condition needs TLC. On a large lot near golf, tennis and town					
<b>15 Crown Court</b>	<b>2/2</b>	<b>\$1,365,000</b>	<b>\$1,350,000</b>	<b>8/07</b>	<b>9/07</b>
Charming single level home on sunny knoll with valley views, new master bath and hardwood floors					
<b>160 Manor Drive</b>	<b>3/3</b>	<b>\$1,399,900</b>	<b>\$1,437,500*</b>	<b>7/07</b>	<b>8/07</b>
Charming home with Mt Tam views in sun drenched setting, eat-in kitchen, mature plantings and garden					
<b>101 Thalia Street</b>	<b>3/2</b>	<b>\$1,749,000</b>	<b>\$1,749,000*</b>	<b>7/07</b>	<b>8/07</b>
Nicely renovated with contemporary high end finishes in the Craftsman style, just steps from the park					
<b>171 Bolsa</b>	<b>4/3.5</b>	<b>\$2,095,000</b>	<b>\$1,855,000</b>	<b>5/07</b>	<b>9/07</b>
Reduced to \$1,965,000. Contemporary home with dramatic views of San Francisco and the Bay					
<b>28 Glen Drive</b>	<b>4/3</b>	<b>\$2,250,000</b>	<b>\$2,175,000</b>	<b>6/07</b>	<b>8/07</b>
Reduced to \$2,175,000. Large remodeled home with elegant finishes, on a private lot, near hike/bike trails					

<b>BLITHEDALE AVENUE</b>					
<b>404 E. Blithedale Avenue</b>	<b>4/1</b>	<b>\$1,050,000</b>	<b>\$1,050,000*</b>	<b>5/07</b>	<b>7/07</b>
This large vintage fixer on a large, mainly level lot near downtown, has 2 garages and a huge basement					

<b>MIDDLE RIDGE/BLITHEDALE CANYON</b>					
<b>165 Marguerite Avenue</b>	<b>3/3</b>	<b>\$1,249,000</b>	<b>\$1,188,000</b>	<b>11/06</b>	<b>7/07</b>
Styled for indoor/outdoor living, this sunny home has canyon views, privacy and is near hike and bike trails					
<b>16 Blithedale Terrace</b>	<b>3/2</b>	<b>\$947,000</b>	<b>\$1,275,000*</b>	<b>7/07</b>	<b>8/07</b>
A secluded setting near open spaces and hike/bike trails. House is fixer or rebuild					
<b>151 Eldridge Avenue</b>	<b>2/2</b>	<b>\$1,295,000</b>	<b>\$1,448,000*</b>	<b>12/06</b>	<b>7/07</b>
Stunning remodel with sun, valley views and closeness to downtown. 1940s 2 story home					
<b>27 King Street</b>	<b>3/3.5</b>	<b>\$2,295,000</b>	<b>\$2,100,000</b>	<b>10/06</b>	<b>7/07</b>
Walk to town from this Craftsman with tranquil gardens, period details, spacious kitchen and guest suite					
<b>245 Tamalpais Avenue</b>	<b>5/3</b>	<b>\$2,195,000</b>	<b>\$2,300,000*</b>	<b>7/07</b>	<b>8/07</b>
Magnificent setting with Mt Tam views, in ground pool, lots of sun; one level in mostly original condition					

<b>ENCHANTED KNOLLS</b>					
<b>102 Shelley Drive</b>	<b>3/2</b>	<b>\$949,950</b>	<b>\$900,000</b>	<b>6/07</b>	<b>8/07</b>
Reduced to \$918,950. Light filled remodeled home with Mt Tam views					
<b>85 Kipling Drive</b>	<b>3/2</b>	<b>\$1,275,000</b>	<b>\$1,205,000</b>	<b>7/07</b>	<b>9/07</b>
Reduced to \$1,249,000. Nicely updated home, this move-in ready home has easy access to 101					
<b>9 Wilkins Place</b>	<b>3/2</b>	<b>\$1,299,000</b>	<b>\$1,300,000*</b>	<b>8/07</b>	<b>9/07</b>
On a lovely ¼ acre lot on a cul-de-sac, this remodeled home is near the park and a great commute					