

# Lamorinda OUR HOMES

## Q4

Lamorinda Weekly Volume 06 Issue 23 Wednesday, January 16, 2013

The Real Estate Year in Review

...read on page D10

## Counter Intelligence: Kitchen Surface Choices Abound

By Cathy Dausman



Moraga resident Suzanne Bare chose black "Galaxy" granite to emphasize her black and white kitchen remodel. "I love how the light reflects," she said.

Photo Cathy Dausman

**K**itchen countertops may have disappeared under decorations and piles of dishes as families gathered to celebrate the holidays, but wiping the crumbs away and scrubbing the surfaces clean may have left you pining for a newer surface.

Take your pick!

Durability, heat-resistance, crack resistance, cost, looks and availability all figure into choosing a surface with which to clad your countertops. Original kitchen counters in older Lamorinda houses were likely made of laminate or tile. An inexpensive material, laminate has such a low heat resistance that even a hot beverage could discolor or crack the surface.

Laminate is still available today in ready-made lengths at home improvement stores. Orindan Robin Bradley's kitchen is "vintage 1958," and still has the eight-inch white tiles to prove it. She says it still looks pretty good. "It's basic, durable, and you can scrub it," Bradley says. The downfall with a tile surface is the grout, which over time becomes stained or deteriorates.

... continued on page D4



IF I HAD A BUYER FOR YOUR HOME WOULD YOU SELL IT?

Call me at 925 597 1573

Vlatka@BestLamorindaHomes.com

DRE#01390784



**SOLD by  
VLATKA  
in January  
2013**

### 132 Overhill Rd, Orinda



Sale Pending, Representing Seller,  
Sold before going on MLS

### 1002 Santa Monica, Pleasant Hill



Sale Pending- representing Buyer-  
Orinda investor

### 1330 Evergreen Dr, Concord



Duplex- representing Buyer- Orinda  
investor

## Home prices are going up, rents are going up and mortgage rates are at historic lows.

The market has arrived at a rare occasion where sellers and buyers are both happy. Sellers can finally find eager buyers and buyers can take advantage of historically low interest rates.

But what does the future hold? Will demand stay strong? Will prices continue to go up? Will interest rates stay low? I'm just a phone call away if you are interested in more information.

**VLATKA CAN HELP YOU WITH BUYING OR SELLING YOUR HOME.  
WWW.BESTLAMORINDAHOMES.COM**

## Lamorinda Home Sales recorded

City	Last reported:	LOWEST AMOUNT:	HIGHEST AMOUNT:
LAFAYETTE	13	\$441,000	\$1,482,500
MORAGA	13	\$128,000	\$1,200,000
ORINDA	9	\$740,000	\$1,150,000

Home sales are compiled by Cal REsource, an Oakland real estate information company. Sale prices are computed from the county transfer tax information shown on the deeds that record at close of escrow and are published five to eight weeks after such recording. This information is obtained from public county records and is provided to us by California REsource. Neither Cal REsource nor this publication are liable for errors or omissions.

### LAFAYETTE

- 850 Acalanes Road, \$585,000, 2 Bdrms, 2081 SqFt, 1957 YrBlt, 12-3-12;  
Previous Sale: \$26,000, 07-07-70
- 14 Burnt Oak Circle, \$1,482,500, 4 Bdrms, 2869 SqFt, 2008 YrBlt, 12-3-12;  
Previous Sale: \$729,000, 09-18-02
- 211 Contessa Court, \$1,070,000, 4 Bdrms, 1952 SqFt, 1968 YrBlt, 12-11-12;  
Previous Sale: \$700,000, 06-12-02
- 3411 Echo Springs Road, \$1,803,000, 4 Bdrms, 3302 SqFt, 1962 YrBlt, 12-12-12;  
Previous Sale: \$475,000, 03-27-98
- 1650 Foothill Park Circle, \$697,000, 4 Bdrms, 2041 SqFt, 1957 YrBlt, 12-7-12;  
Previous Sale: \$340,000, 06-24-94
- 464 Helen Avenue, \$441,000, 3 Bdrms, 1651 SqFt, 1951 YrBlt, 12-3-12;  
Previous Sale: \$510,000, 12-08-00
- 8 Moss Lane, \$560,000, 2 Bdrms, 1559 SqFt, 1987 YrBlt, 12-7-12;  
Previous Sale: \$530,000, 02-24-04
- 837 Reliez Station Road, \$670,000, 5 Bdrms, 2481 SqFt, 1949 YrBlt, 12-3-12;  
Previous Sale: \$188,500, 03-20-89
- 357 Shire Oaks Court, \$760,000, 3 Bdrms, 1380 SqFt, 1963 YrBlt, 12-14-12;  
Previous Sale: \$865,000, 06-06-08
- 590 Silverado Drive, \$950,000, 3 Bdrms, 2012 SqFt, 1961 YrBlt, 12-3-12;  
Previous Sale: \$190,000, 02-18-82
- 15 Surmont Court, \$999,000, 3 Bdrms, 2898 SqFt, 1972 YrBlt, 12-11-12
- 3278 Sweet Drive, \$995,000, 4 Bdrms, 1798 SqFt, 1950 YrBlt, 12-14-12;  
Previous Sale: \$515,000, 12-27-01
- 3926 Woodside Court, \$1,350,000, 6 Bdrms, 4082 SqFt, 1974 YrBlt, 12-10-12;  
Previous Sale: \$1,409,000, 02-22-07

### MORAGA

- 107 Alta Mesa Court, \$865,000, 3 Bdrms, 1954 SqFt, 1974 YrBlt, 12-4-12;  
Previous Sale: \$343,000, 03-17-95
- 122 Ascot Court #A, \$128,000, 1 Bdrms, 858 SqFt, 1970 YrBlt, 12-4-12
- 831 Augusta Drive, \$759,000, 2 Bdrms, 2142 SqFt, 1978 YrBlt, 12-13-12;  
Previous Sale: \$750,000, 08-03-04
- 109 Brookline Street, \$775,000, 2 Bdrms, 1887 SqFt, 1984 YrBlt, 12-7-12;  
Previous Sale: \$410,000, 06-27-97
- 767 Camino Ricardo, \$950,000, 5 Bdrms, 2199 SqFt, 1964 YrBlt, 12-11-12;  
Previous Sale: \$888,500, 05-01-12

... continued on page D11

## Lamorinda Foreclosures recorded

### MORAGA

Ascot Court #2, 94556, Federal Home Loan Mortgage, 12-10-12, \$401,785,  
945 sf, 2 bd

### LAFAYETTE

Gloria Terrace, 94549, US Bank, 12-03-12, \$1,179,210, 2848 sf, 4 bd



## KURT PIPER GROUP

The real estate market is changing and so is the way business is getting done.

At KPG, we recognize that Team and Group concepts in our industry are now the norm. Some Teams simply have support staff for singular agents while other Groups are made up of individual agents who collaborate and share their expertise to better serve their clients.

At KPG we collaborate.

In the fourth quarter of 2012, the Kurt Piper Group placed 10 homes into contract and we feel this surge of activity will continue. At KPG we are bullish on the 2013 Lamorinda real estate market and predict prices will rise 5%.

Learn more about KPG and our affiliation with Pacific Union International by visiting [www.KurtPiperGroup.com](http://www.KurtPiperGroup.com).



### KURT PIPER GROUP

---

Kurt Piper, Broker Associate  
Christine Gallegos | Leslie Piper  
Amy Price | Scott Sans

**925.818.8000**



PacUnion.com



## What to expect in 2013

By Andi Peterson Brown

The 2012 Lamorinda real estate market came in like a lamb and out like a lion, with sales volume up almost 25% and the median sales price up 4.5% as compared to 2011. As the market emerges from its winter hibernation and we gear up for the 2013 spring season, we expect to see this momentum continue. In addition, we can expect:

- **Buyers.** There are buyers. Lots of buyers. Economic uncertainty has created years of pent up demand, and buyers are increasingly coming back into the marketplace.
- **Competition.** There is a high likelihood that buyers will find themselves in multiple offer situations. With low inventory, it is vital for buyers to have all their ducks in a row and write strong, clean offers with preapproval letters attached.
- **Low Interest Rates.** Rates are expected to remain at historical lows, making 2013 a very attractive year to buy. There are new regulations in the 2014 pipeline for jumbo loan qualifications that might make it tougher to qualify. The loan documentation/underwriting process will remain rigorous.
- **Quick Sales.** Sellers of properly priced and marketed homes should expect to see their homes sell quickly. See the three bullet points above!

In addition, I'm happy to talk in more detail about the market if you have further questions.



DRE# 01738605

andi  
PETERSON  
brown

Real Estate Broker  
AndiBrownHomes.com  
925.818.4588



real local • real knowledge • real value

©2013 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker® is a registered trademark licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Each Coldwell Banker Residential Brokerage office is owned by a subsidiary of NRT LLC. DRE License # 01908304

## Counter Intelligence: Kitchen Surface Choices Abound



"Before" shot of a 1970s era fused acrylic solid surface counter.

Photos Cathy Dausman



The "after" photo of the acrylic fused counter tops

## Counter Intelligence: Kitchen Surface Choices Abound

... continued from page D1

When asked to select a new countertop material, Bradley replied "I'd probably choose a new synthetic recycled material." Some homeowners replaced their laminate counters in the 1970s with a fused acrylic solid surface, but realtor Diane Reilly says that even that look is no longer popular. And she adds: "I don't know of anybody doing tile." Granite, says Reilly, has become an affordable go-to material.

Designer Suzanne Warrick agrees because granite is one of the most heat-tolerant counter top materials. Granite is naturally formed under extraordinarily high temperatures combined with very high pressure. A hot pan directly from the oven can be placed on a granite counter without fear of leaving marks or stains. You can't often do that with other natural stones. Marble, soapstone, slate and limestone are all only moderately resistant to heat. Granite costs range from \$15 to \$85 per square foot, depending on availability.

When Suzanne and Lance Bare of Moraga remodeled their kitchen recently, they chose a black and white color scheme and went with black granite counter tops flecked with white. They love how the light reflects off a surface simultaneously dark and light.

*Lamorinda Weekly* writer Cathy Tyson chose black quartz for her home's shiny new kitchen counters: "We specifically wanted something neutral, since we chose a jazzy illuminated glass backsplash." While Tyson says she likes the new countertops, "they really do show every darn fingerprint and drip."

Marble's polished surface can be etched from citrus or perfume, so clean up spilled lemon juice quickly, and keep the Channel No. 5 off the counter! And if your New Year's Eve champagne landed atop someone's marble counter, you'd better hope the surface had a honed, matte finish rather than a polished high-gloss finish - you're less likely to see nicks, scratches or imperfections with a honed finish.

Recycled glass products, while as durable as granite for counters, offer less heat tolerance. Those who select recycled glass get a sustainable, eco-friendly countertop and the knowledge they are keeping materials out of landfills. The heat resistance of recycled glass largely depends on the types of glass that are used.

Poured concrete countertops are highly heat resistant, and can be custom colored, but concrete, Warrick warns, is guaranteed to crack. It is also a relatively porous material. She says colored concrete was used for countertops in many of the Craftsman houses in Oakland's Rockridge area.

Residential countertops can also be made of stainless steel or copper. Stainless steel is regularly used in commercial kitchens because it cleans well, but its surface scratches fairly easily. Additionally, heat may cause metal counters to discolor, but stains can usually be minimized using special solutions or mild abrasives. Be careful not to allow cold foods to come in contact with warm metal countertops during meal preparation, because metal retains heat so well it could easily promote the growth of harmful bacteria. Butcher block countertops have the same problem, as the wood surfaces can trap and transfer bacteria from raw meat or poultry.

So before investing remodel dollars on a countertop upgrade, do your homework. Talk to contractors, ask your neighbors and friends and decide what's most important in your meal-prep area: durability, heat-resistance, crack resistance, cost, looks and availability. You can't have it all, and once it's installed, you can't take it with you!

*"Your trusted Agent with the right tools for smarter decisions"*



**Chad Morrison**

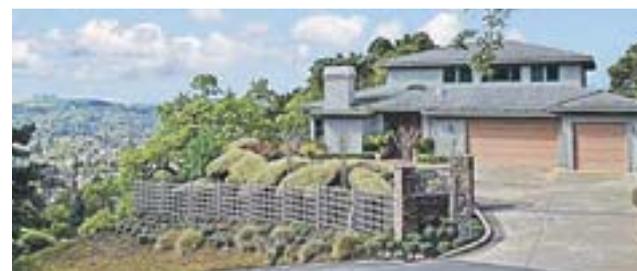
Direct:  
(925) 253-4650

Mobile:  
(925) 330-1416

DRE# 01905614



**222 Camellia Lane, Lafayette - \$2,150,000**  
Represented seller



**7 Sessions Road, Lafayette - \$2,000,000**  
Represented buyer

chad.morrison@cbnorcal.com • www.sellinlamorinda.com

©2012 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker® is a registered trademark licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Each Coldwell Banker Residential Brokerage office is owned by a subsidiary of NRT LLC. DRE License # 01908304

## Village Associates Real Estate

welcomes

# Angie Evans Traxinger

as a sales associate

Village Associates is pleased to announce that Angie Traxinger has joined our firm. A licensed Realtor® since 2007, Angie has been working as an assistant to her mother, Joan Evans, for the past 5 years. A lifetime resident of Contra Costa County, born and raised in Moraga, and a teacher in the Lafayette School District for 11 years, Angie has intimate knowledge of the area and brings a wealth of information about its schools and neighborhoods. If you, or someone you know, are thinking of buying or selling a home in the East Bay, you can count on Angie Traxinger's knowledge, experience and commitment to achieve your real estate goals.



## Angie Evans Traxinger

Village Associates Real Estate

925.305.8677

angie@angietraxinger.com

www.angietraxinger.com

dre#01828901



2000 - 2012  
93 Moraga Way #103  
Orinda, CA 94563

## Counter Intelligence: Kitchen Surface Choices Abound



*Stevenson Construction and Kathleen Burke Interior Design, both in Lafayette, created this black and white kitchen in a Happy Valley home with a designated space for baking, preparing bread and making sandwiches. Areas were delineated using white marble for the island and a section below the window on the back counter. By lowering the marble a quarter inch below the rest of the countertop, the window baking station allows for easy clean-up of crumbs and baking flour.*

*Photo Stevenson Construction*



Lic.: #611120

**& Landscaping**

Family owned in Moraga since 1987



*Your friendly neighborhood arborists Darren and Lew Edwards*

## RISK ASSESSMENT

Some level of risk must be accepted to experience the benefits that the tree provides. Fortunately, tree failure is an infrequent occurrence. Serious damage, injury, or death from tree failure is rare. Tree failures during normal weather conditions are sometimes predictable and preventable. Decisions on whether a tree inspection is required or what level of assessment is appropriate should be made by an arborist with the consideration for what is a reasonable and proportional to the specific condition and situations. Have an arborist from Advance Tree Service take the risk away by assessing your trees health today. So don't wait until it's too late, call your local Arborist at Advance Tree Service and Landscaping to help you assess your risk today.

*Advance Tree Service*

*Your Authority on Trees and Landscape.*



**925-376-6528**

**advancetree@sbcglobal.net www.advancetree.com**

*Follow us on Twitter (advancetree) and like us on Face Book  
(ADVANCETREESERVICEANDLANDSCAPINGINC.)*

## Get Ready to Sell Your Home!

There's a shortage of houses for sale in Lamorinda, making this the best time in years to sell your home.

Visit [www.Lamorinda.net](http://www.Lamorinda.net)

For:

- 44 Moneymaking Tips for Preparing Your Home to Sell
- 7 Costly Mistakes When Selling
- Home Seller's Guide to Money-Making Fix-Ups
- Detail on 2012 Lamorinda Home Sale Transactions
- Lamorinda Local Housing Market Review and Outlook for 2013

*J. Rockcliff*



REALTORS

**Troy Feddersen**  
J. Rockcliff, Realtors  
(925) 550-2353



*Troy Feddersen & J. Rockcliff, Realtors  
Two Names You Can Trust*

## DON'T JUST TAKE OUR WORD FOR IT...

"My wife and I couldn't have been more happy working with Ron & Susan Rothenberg. I could go on and on about their level of experience and professionalism, but what really mattered to me is that I knew I could trust them. It's so much more to them than just closing a business deal, they really care about all parties involved and have their clients best interests at heart. I have no hesitation in recommending them."

**Lance Swanson**  
*Managing Partner & Fund Manager  
Diablo Vista Capital Partners*



**Ron and Susan Rothenberg**

**Lisa Quiros**

925.286.5530

info@teamrothenberg.com

www.TeamRothenberg.com

DRE# 01309986 | 00857547 | 01420876



**TEAM ROTHENBERG**  
REAL ESTATE

*Knowledge, Integrity & Results*

**Real estate with a difference.**



*A Member Of Real Living*

## The Home Designer Staged For Success

By Brandon Neff



*Beautiful decor, clean surfaces and flowers go a long way toward getting you top dollar for your home.  
Photo courtesy Brandon Neff Design*

Once upon a time, there was a magical housing market that lived in a beautiful bubble when all homes sold quickly, and for over asking price. That bubble burst. Now homeowners have to sell the old fashioned way – with effort. Knowing a few "tricks of the trade" can help you stand out from the rest, and capture better offers. Think all you have to do is find a great realtor, check the comps and schedule the open house? Not by a long shot.

According to the Association of Realtors, most buyers decide whether, or not, they're going to put an offer on a listing within the first 30 seconds of seeing the home. Thirty seconds, people! Never has a first impression meant more to your bottom line. Have you done everything you can to ensure a successful sale? Do you know what sets your listing apart from your competition? Do you know enough not to paint all the walls beige? Pay attention.

Long before I became an interior designer, I built a clientele of homeowners who hired me to style their luxury listings for maximum profit. Coaxing buyers to overlook the assets of a particular listing and to overlook its drawbacks was my job. Today, buyers are more discerning than ever, and have the advantage of previewing a larger pool of comparable listings before making a decision. So, before you schedule that open house, read on.

**Clean Up Your Act.** Nothing turns off a buyer more than a dirty home. When selling a house your job is to make your particular piece of the world stand out and demand attention – in a good way. To that end, starting with the home's curb appeal, take careful note. Sweep the walkway to the front door, replace that old tattered entrance mat, place flowers (real, never fake) in containers by the front entrance, wipe the cobwebs under the eaves, prune those low hanging branches, power wash the chimney brick and stucco, and be sure to wash all the windows – inside and out. Nothing's worse than directing potential buyers to regard the expensive view through dirty windows.

Inside, pay particular attention to the kitchen and bathrooms. Replace that moldy shower curtain, refresh the kitchen sponges and dust everything! And, yes, buyers will look through your drawers and closets, so put away whatever you don't want strangers to see. Lastly, create space in your closets by storing unused clothing elsewhere to give the illusion of abundant storage space. It may sound silly, but it works.

... continued on next page

**Don't Take It Personally.** When I was a home stager the number one thing I needed to drive into my client's heads was the notion that once you decide to put your house on the market it ceases to be your home – it is now a commodity. And, as such, it becomes a place your buyers must see as their potential new home, and not the place you still live in. So, put away those ancestral photos lining the hallway leading to the bathroom, take down all the pet snapshots and daily affirmations littering the refrigerator door, and banish that black and white family portrait taken at the beach holding court above the fireplace. Buyers don't want to see reminders of another family living in their new home.

Your space should be a welcoming blank slate for buyers to imagine building their new memories, and not living in the shadows of someone else's. Enough said.

Carefully go through your house with a critical eye, and see what needs attention. Trust me, a fresh coat of paint, updated appliances and new bathroom tile go a long way toward getting you top dollar. Don't leave deferred maintenance to chance – fix the small things, so there's no room for your buyer to chip away at your asking price.

Oh, before I forget – skip that beige paint, also known as Swiss Coffee, and choose a pure white in flat finish for all walls and in high gloss for the trims. Beige

puts people to sleep, and you want your buyers wide awake. Finally, please, whatever you do, just say no to those scented candles on the day of your open house – pumpkin spice and everything nice never got the job done.

*Brandon Neff is a Bay Area based Interior Designer.*

*He can be reached at  
BrandonNeffDesign.com or at  
brandonneffdesign@yahoo.com.*



## WWW.HOLCENBERG.COM

*Client satisfaction: a family tradition*

### Coming soon: Two Campolindo Gems



3 bed + office, 2 bath meticulously updated.  
Call for details.

**Offered at \$1,075,000**



4 bed, 2 bath, pristine and spacious.  
Call for details.

**Offered at \$875,000**

**Thank you for a great 2012! Here are some of our recent transactions:**

8 Via Barcelona, Moraga \$601,000 Represented Seller  
2855 San Benito Dr., Walnut Creek \$610,000 Represented Seller  
18 Wandel Drive, Moraga \$688,000 Represented Seller  
903 Augusta Drive, Moraga \$765,000 Represented Seller  
44 La Salle Drive, Moraga \$790,000 Represented Buyer  
34 Campolindo Court, Moraga \$805,000 Represented Seller  
740 Upper Pond Court, Lafayette \$875,000 Represented Seller

373 Donald Drive, Moraga \$965,000 Represented Seller  
379 Calle La Montana, Moraga \$1,039,000 Represented Seller  
1653 Del Monte Way, Moraga \$1,114,000 Represented Buyer  
100 Via Copla, Alamo \$1,215,000 Represented Buyer  
3969 South Peardale Dr., Lafayette \$1,230,000 Represented Seller  
231 La Serena, Alamo \$1,249,000 Represented Buyer

*Let us help you with your real estate resolutions in 2013.*



**Wendy Holcenberg**  
wendy@holcenberg.com  
**925.253.4630**  
DRE#00637795

**Michelle Holcenberg**  
michelle@holcenberg.com  
**925.253.4663**  
DRE#01373412



©2012 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker® is a registered trademark licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Each Coldwell Banker Residential Brokerage Office Is Owned And Operated by NRT LLC. DRE License # 01908304

# The Real Estate Year in Review

By Conrad Bassett

**2012** was another interesting year for residential real estate in Lamorinda, as sales volume and the average sale price was up significantly in Lafayette, Moraga, and Orinda.

Homes stayed on the market for a little less time than a year ago and prices rose as supply remained quite low throughout the year.

Also, the Lamorinda communities saw fewer short sales and REOs (bank owned properties). These properties continue to negatively influence other nearby communities on a much larger scale.

Per Contra Costa Association of Realtors statistics reported for closings Jan. 1 through Dec. 31, 2012, 302 single family homes closed in Lafayette versus 245 single-family homes in 2011, 250 in 2010 and 198 in 2009. There were nine sales where the sales prices were not reported to the MLS. For the 293 reported closings, sales prices ranged from \$275,000 to \$2.95 million and the average time on market was 32 days, down from 49 days in 2011, and 53 in 2010. The average sale price was \$1,042,921 versus \$1,040,014 in 2011, \$1,097,749 in 2010 and \$1,045,217 in 2009. The average sales price was 98.6 percent of the final list price in 2012. Of the nine unreported sales prices; all were listed above \$1.39 million and several were above \$2 million so the actual average price in Lafayette would be somewhat higher. All nine of these sold in less than 66 days on the market suggesting sale prices at or near the list price.

In Moraga there were 150 single family closings in 2012 up significantly from the 124 in 2011, 102 in 2010 and 59 in 2009. Prices ranged from \$540,000 to \$3.5 million. The average sale price was \$991,469 up significantly from 2011's \$894,768, the \$927,948 in 2010 and \$961,872 in 2009. The number of days on market in 2012 was 30, down from 40 in 2011 and 44 days in 2010 and the average home sold for 99 percent of its last list price. Seventy-nine of the sales were sold at or above their listing price.

In Orinda the number of single-family closings was 219, a huge jump from the 164 in 2011. In 2010 the figure was 179 while 162 closed in 2009. There were three properties where the sale price was not reported to the MLS. The reported sales

ranged in price from \$320,000 to \$2.74 million with an average price of \$1,068,303, an increase from \$1,021,751 in 2011. In 2010 the average was \$1,060,798. In 2009, it was \$1,029,915. The average market time was 44 days, down from 50 days in 2011 and 62 days in 2010. The average sales price was 96.4 percent of the final list price for the 216 reported sales.

On an average price per square foot basis for reported sales in 2012, Lafayette homes sold for \$431.45, Moraga homes for \$398.99, and Orinda for \$422.68, a modest change from the 2011 figures of \$402.15 per square foot in Lafayette, \$381.61 in Moraga, and \$423.17 in Orinda. In 2010, Lafayette homes sold for \$432 per square foot, Moraga homes for \$385 per square foot and in Orinda it was \$408. In 2009, Lafayette homes sold at \$434 per square foot, Moraga homes sold for \$408 and Orinda was at \$426.

In the condominium/town home category, Lafayette had 14 closings, up from six closings in 2011, nine closings in 2010, and six closings in 2009. Sales in 2012 ranged from \$331,000 to \$600,000; Moraga had 65, down slightly from 67 a year ago and the same as the 65 in 2010. Sales ranged from \$110,000 to \$865,000. This includes attached homes in Moraga Country Club. Orinda had nine, down from the 12 in 2011 but higher than the three each in 2009 and 2010. They sold from \$195,300 to \$790,000. The lowest four were in the complexes on Brookwood Road and the higher ones in Orindawoods.

It should always be noted that there are also a few direct sales that do not go through the MLS and they are not reported here. These include some foreclosures that were sold at the courthouse as well as some sales between private individuals.

As of Dec. 31, there were 52 dwellings under contract per the MLS in the three communities combined, with asking prices of \$269,000 to \$2.75 million. It should be pointed out that there are 17 "Potential Short Sales" that are currently pending. In each case, the anticipated closing date may be several months into the future as the sellers await approval of their particular lender or lenders.

... continued on next page



**8 KIMBERLY DRIVE, MORAGA**  
3,040 SQ FT  
4 BEDROOMS • 3 BATHS  
1.7 ACRE LOT

OFFERED AT \$1,650,000



**10 KIMBERLY DRIVE, MORAGA**  
2,880 SQ FT  
4 BEDROOMS • 3 BATHS  
1.5 ACRE LOT

OFFERED AT \$1,625,000

## 2 NEW BRANAGH DEVELOPMENT HOMES IN MORAGA



[WWW.LIVEONKIMBERLY.COM](http://WWW.LIVEONKIMBERLY.COM)



**Tyler Hargan & Julie Fiske**  
925.247.4454 (T)  
925.360.2620 (J)  
tyler.hargan@branaghrealty.com  
julie.fiske@branaghrealty.com  
DRE#: 01852844 / 01905401

A comparison of year-end inventory in the three communities combined versus a year ago shows a phenomenal statistic: there were only 36 properties listed in the three communities combined, less than half of what was available at the end of 2011 when there were 78 available properties. On Dec. 31, 2010 there were 133 that were available. Typically the biggest inventory is in the spring and early summer, however this current number may point to a very interesting year with the combination of qualified buyers vying for such a limited supply. There were only 15 homes on the market in Lafayette at year end while 12 months ago there were 34. On Dec. 31, 2010 there were 55. The current asking prices range from \$490,000 to \$7.75 million. In Moraga, buyers had a year-end selection of only five homes and condos versus 11 at the end of 2011 and 39 at the end of 2010. List prices ranged between \$189,000 and \$3.1 million. In Orinda there were 15, down from 24 a year ago and from 40 in December 2010. Asking prices as of Dec. 31 ranged from \$675,000 to nearly \$5 million.

As has been the recent story, the most active price range is in the more "affordable" price ranges. However, 2012 showed 28 homes sold above \$2 million in Lamorinda, up from 17 that sold above this amount in 2011. In 2010 this number was 42. This compares with 23 that closed in Lamorinda in 2009, 30 in 2008 and 50 in 2007 at \$2 million or above.

Interest rates continue to remain at near historic lows and are attractive to those with down payments of at least 20 percent. Corporations continue to expand and contract and also to relocate families—families who find the Lamorinda area attractive because of outstanding public schools, BART, and the close distance to San Francisco. The minimal amount of new construction helped keep supply and demand within a better balance than a lot of other neighboring communities. That may change somewhat in 2013 as Orinda Grove and Wilder come further online as new construction alternatives in Orinda and condominium and townhome developments are built in Lafayette.

The trend that began in 2011 and continues today is that there were several situations in the three communities where the seller received multiple offers and homes sold for above the list price. This, when coupled with an extremely low supply and a willingness by sellers to be realistic in their pricing, should continue to fuel a very strong market.



**MANZONE**  
REAL ESTATE TEAM

The Manzone Team is in the business  
of making dreams a reality.

If you are thinking of selling or finding the perfect home  
contact The Manzone Team today!

We will provide a Free Market Analysis along with a list of 29 Essential  
Tips to getting your home Sold Fast (And For Top Dollar).

Michele Manzone 925.253.7028

Leslie Dopp-Manzone 925.253.7027

CA DRE # 01028002/ 01120753



## Lamorinda Home Sales recorded

...continued from Page D2

### MORAGA...continued

802 Crossbrook Drive, \$970,000, 4 Bdrms, 2225 SqFt, 1966 YrBlt, 12-4-12

190 Cypress Point Way, \$699,000, 2 Bdrms, 1444 SqFt, 1973 YrBlt, 12-11-12

52 Hardie Drive, \$899,000, 6 Bdrms, 2646 SqFt, 1962 YrBlt, 12-14-12; Previous Sale: \$467,500, 08-27-93

4 Miramonte Drive, \$331,000, 3 Bdrms, 1152 SqFt, 1964 YrBlt, 12-7-12; Previous Sale: \$425,000, 07-14-06

46 Sarah Lane, \$1,200,000, 4 Bdrms, 2506 SqFt, 1963 YrBlt, 12-10-12

3767 Via Granada, \$875,000, 5 Bdrms, 2848 SqFt, 1969 YrBlt, 12-10-12; Previous Sale: \$1,249,000, 08-03-06

108 Walford Drive, \$870,000, 4 Bdrms, 1632 SqFt, 1964 YrBlt, 12-4-12; Previous Sale: \$727,000, 02-07-03

131 Walford Drive, \$1,135,000, 3 Bdrms, 2387 SqFt, 1963 YrBlt, 12-12-12; Previous Sale: \$398,000, 08-27-97

### ORINDA

26 Camino Don Miguel, \$800,000, 4 Bdrms, 3347 SqFt, 1959 YrBlt, 12-10-12

11 Casa Vieja, \$1,075,000, 5 Bdrms, 3490 SqFt, 1973 YrBlt, 12-11-12

22 Charles Hill Road, \$1,150,000, 3 Bdrms, 2046 SqFt, 1954 YrBlt, 12-12-12; Previous Sale: \$560,000, 08-23-11

73 La Espiral, \$953,500, 3 Bdrms, 2825 SqFt, 1978 YrBlt, 12-11-12; Previous Sale: \$580,000, 04-24-98

22 Snowberry Lane, \$910,000, 3 Bdrms, 1943 SqFt, 1951 YrBlt, 12-14-12; Previous Sale: \$750,000, 03-13-09

29 Southwaite Court, \$740,000, 4 Bdrms, 2442 SqFt, 1965 YrBlt, 12-14-12

209 Village Gate Road, \$780,000, 3 Bdrms, 2130 SqFt, 1979 YrBlt, 12-13-12; Previous Sale: \$325,000, 07-01-88

10 Westover Court, \$911,000, 3 Bdrms, 1933 SqFt, 1959 YrBlt, 12-6-12; Previous Sale: \$1,075,000, 10-17-06

2 Whitehall Drive, \$750,000, 3 Bdrms, 1908 SqFt, 1959 YrBlt, 12-13-12

# Lamorinda's Leading Independent Real Estate Firm.

ORINDA



## 55 Oak Road

Build your dream home on this gorgeous oak studded lot with views of the hills. Terrific neighborhood of impressive homes close to town. Utilities/sewer at street.

**Offered at \$219,000**

ORINDA



## 40 Dos Osos

Incredible Orinda, San Pablo Dam, Mt. Diablo views + abundance of nature surrounds this supersized parcel bordering EBMUD land. Exceptional beauty. Once in a lifetime opportunity raw land sale.

**Offered at \$545,000**

ORINDA



## 50 Camino Don Miguel

Special Country Club location amidst expensive homes. Lush setting with building site knoll and towering oaks, filtered views & total privacy.

**Offered at \$545,000**

ORINDA



## 1 Snowberry Lane

Beautiful updated mid-century 4bd/3.5ba, 3439 sf, on .75 ac park-like setting in premium Sleepy Hollow location. New eat-in kit.w/stainless Viking appliances, granite counters & new hwd flrs; porcelain tile in entry & dining & much more!

**Offered at \$1,365,000**

ORINDA



## 65 La Espiral

Updated 4bd/4ba w/beautiful custom features & amenities. Very well maintained. Majestic setting, lovely gardens, new pool + views/ privacy, fully fenced. Tuscany ambiance, European flair.

**Offered at \$2,195,000**

ORINDA



## 121 La Espiral

Gated Mediterranean 4bd/3.5ba villa with pano views features chef's kitchen/fam rm with old world charm & opens to covered tiled verand. Hwd & marble tiled flrs, formal Lr & Dr, 2nd fam. rm, office & spacious master suite with fireplace.

**Offered at \$1,595,000**

MORAGA



## 3 Peralta Court

Absolutely beautiful single-level home in Sanders Ranch. Eat-in kit. w/ double ovens, gas range, island w/ counter seating & more. Hwd flrs, spacious bedrooms, indoor laundry room & great storage. Level yard w/ slate patio. Cul-de-sac location.

**Offered at \$1,125,000**

LAFAYETTE



## 1690 Reliez Valley Rd.

Fab 1+ acre ridgeline property w/ spectacular views of Mt. Diablo etc. Paved driveway to building site w/utilities & sewer at property. Includes preliminary plans for 4900+ sq ft home.

**Offered at \$650,000**

LAFAYETTE



## 3767 Happy Valley Rd.

Fabulous updated 4bd/3ba Happy Valley Traditional. Dream kitchen, spacious master suite. Hardwood floors, custom detail French doors open to private deck. Lush setting w/ level lawn. Top neighborhood, walk to town.

**Offered at \$1,349,000**

LAFAYETTE



## 11 Leslyn Lane

Spectacular 4bd/5.5ba on 4.37 acres. High ceilings, hardwood floors, master with fireplace, spa tub, heated floors & private deck. Wine room, office, media center, organic garden, saltwater pool, & pool house with fireplace.

**Offered at \$2,650,000**

WALNUT CREEK



## 3706 Waterford Lane

Gorgeous Traditional 4bd/3.5ba Northgate home. Many upgrades! New carpet, paint, refinished hwd flrs. Huge eat-in kit/FR. Formal dining & LR. Professionally landscaped back yard. Grand master w/ adjoining den.

**Offered at \$1,370,000**

WALNUT CREEK



## 67 Amberwood Lane

Rare Opportunity! Older home on private lane on a fabulous level one acre lot in prime WC location. Price also includes adjacent one acre level lot. Trust Sale! Properties are to be sold "AS IS" present condition.

**Offered at \$1,499,000**

THE VILLAGE ASSOCIATES:

Ashley Battersby  
Patricia Battersby  
Joan Cleveland  
Shannon Conner

Joan Eggers  
Linda Ehrlich

Joan Evans  
Linda S Friedman  
Marianne Greene

Dexter Honens II  
Anne Knight

Susan Zeh Layng  
Art Lehman  
Charles Levine

April Matthews  
Karen Murphy

Ben Olsen  
Sue Olsen

Tara Rochlin  
Jaime Roder

Altie Schmitt  
Judy Schoenrock

Ann Sharf  
Molly Smith

Jeff Snell  
Lynda Snell

Clark Thompson  
Angie Evans Traxinger

Ignacio Vega  
Terri Bates Walker

Ann Ward  
Dan Weil

Margaret Zucker

Visit [www.villageassociates.com](http://www.villageassociates.com)

to see our weekly online previews.

Click on **Sunday Open House**

Friday after 5 PM for Open House listings



93 Moraga Way, Suite 103 Orinda, CA 94563  
(925) 254-0505 or 1-866-856-VARE

