

LAMORINDA MARKET UPDATE

Today's Lamorinda real estate market is resembling the crazy overbid days that we witnessed during 2005-2007. The reason for this robust market is buyers' pent-up demand, extremely low interest rates, rise in the stock market and the banks willingness to lend.

At **KPG** we've seen first-hand how our advice has paid off for our sellers. 70% of our listings are receiving multiple bids including 6, 8, 10 and even 16 offers. Winning bids range from 6% - 12% over the list price. Three times this year we have recommended that our sellers increase their list price as the market has improved.

As for buyers, at **KPG** we craft a compelling **Offer Package** that will put our clients in the position to be the winning bidder. It's not just about price but it's about who you are and how you connect with the seller. With our experience representing sellers in this market, we know what sellers are looking for and we advise our buyers accordingly. In addition, we have good relationships with other real estate agents in our community which is a great benefit to our clients.



If you are interested in seeing how the market has changed we have a complete list of **SOLD** Lamorinda properties on www.kurtpipergroup.com. Locate and click on the icon to the left and link to a file with our community's sales data.

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For more information:

www.KurtPiperGroup.com

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