

SHIFT IN THE MARKET

Starting in late Spring and continuing through the Summer we have seen signs of the market beginning to soften for certain properties in Lamorinda. We thought it would be useful to share our observations on this new trend and what buyers are prioritizing in today's market. This is particularly useful information if you are considering selling your home in the near future.

The predominate trend is that buyers are willing to pay a premium for homes that were just completely remodeled or new construction. Most buyers moving into Lamorinda are two income earners or work tons to be able to afford to buy. The idea of remodeling seems time consuming and daunting and buyers today value time more than ever.

Along the same lines buyers are picking convenience and are increasingly less concerned about picking the "right" neighborhood. They want easy access to transportation, shopping and restaurants and are extremely commute conscience.

Flat yard space remains consistently important. For many buyers the yard does not have to be huge, but it must feel usable. Despite how environmentally unfriendly grass can be, especially in drought years, buyers still want grass and an area that they can see their kids, dog or friends recreating outdoors.

Location is impossible to alter and yard space is hard to change (although often there are creative ways to make your yard more user friendly). Also, remodeling may not be an option or something that sellers want to take on given the expense and inconvenience of a large remodel project. As the market changes it is important to understand that after eight years of market growth we are possibly shifting towards a buyer's market unless a property checks every box in terms of location, yard space and updates. See the Market

Update section of our website for further details and market insights.

For a more comprehensive discussion see the Market Update section of our website at MartinHomesTeam.com.



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Digging Deep with Cynthia Brian

Splish splash

By Cynthia Brian

"Happiness is a day by the pool."



The gazebo anchors the pool in this pretty backyard.

Photos Cynthia Brian

I can't remember if I first learned to swim in the creek behind our house or in the big round cattle troughs in the hills. Growing up on the ranch both locations offered a cool respite from the heat of the day, however it was the makeshift pool at the end of the September grape harvest when my dad would wash out the gigantic tanks used to haul the grapes to the winery that gave us the most joy. We'd fill the bins with well water and we'd have an instant deep swimming pool, albeit with the strong scent of fermentation. Splashing around in pink water was grand amusement!

By the time I was a freshman in high school, our parents decided it was time for a real pool. Since we lived in the boondocks, 12 miles from the nearest town, they knew that if we had a pool,

all of our friends would hang out at our house and my parents could keep a watchful eye on their five children. My dad got on the Caterpillar tractor, dug a big hole, and built us a pool. True to our parents' expectations, the pool was an instant hit, complete with a plethora of screaming teens playing Marco Polo.

My Mom went to work landscaping around the pool, creating lounging areas, installing umbrellas, adding two brick circles with wrought iron patio tables and chairs, and of course, plenty of containers of flowers. Today that original pool is still the focal point of our ranch entertainment where we gather for swimming, barbecues, bonfires and family fun.

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