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**612 ALPINE COURT PLEASANT HILL**



Offered at \$749,999

LAFAYETTE BORDER - OFF RELIEZ VALLEY ROAD. Gorgeous 4 bdrm., 2 ba. remodeled home with stunning views! Granite in the kitchen, dual pane windows, cent. a/c and quiet court. Backyard with patio, lawn and pool. call: (925) 283-7000

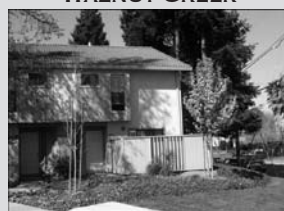
**60 CAROLYN COURT LAFAYETTE**



Offered at \$745,000

Open SUN April 1st, 2-5pm. Sunny 3 bd. home, oak floors, quiet end of cul-de-sac on .23 acre minutes from fwy. New maple kitchen cabs, counters, floor; new roof in 2007. Adjacent lot also for sale; .35 acre - \$450K. call: (925) 283-7000

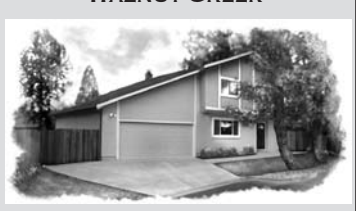
**1656 PARKSIDE DRIVE WALNUT CREEK**



Offered at \$569,950

Downtown Walnut Creek! Beautifully updated 2 bd. 2.5 ba. 1,500+ sf. end unit. Walk to BART & shopping. Granite kitchen, new carpet, crown molding, vaulted ceilings, alarm, laundry and cent a/c. See v-tour at www.prurealty.com/jamescollins call: (925) 283-7000

**2724 BUENA VISTA AVE WALNUT CREEK**



Offered at \$739,500

Desirable Larkey Park District. Down a long private lane, yet near Larkey Park. This home features 3 bdrms, 2.5 ba., tile floors, new carpet and paint, expansive rear deck with mountain views. See virtual tour at www.2724BuenaVista.com call: (925) 283-7000

## Real Estate in Lamorinda: A Healthy Stabilization

By Sophie Braccini continued from page 1

So we have a lot of activity, some homes sold over the asking price and some not doing so well, and an overall whole stabilization. But what is the difference to buyers between a good house and a not so good one? Of course, "location, location, location..." but a well organized floor plan, good quality finishes, orientation, sunlight and square footage are all very important in what makes a house appealing. Pricing too high will hurt as well, not generating enough offers and

leading to price reductions. But at the end of the day, we all ask the same questions: Is it a good time to sell? Is it a good time to buy? According to Ben Olsen, if you are planning to move to Rossmore this is a very good time, because as prices are stable here but they have gone down by 35% over there. Sellers have to be aware though that there has been a shift in the relative powers of the actors on this market. Buyers take their time, and they bargain. If you want to buy today you are in a good position. The inventory is not

too high in our area, but there are choices. Interest rates are still low. Tammy Cryer from the Home Loan Group reminds us that you can get a loan for 6 1/4 % today when on the long term, the average 30 fixed rate is 8%. In talking to Cryer and other loan consultants, it is clear that the level of debt in our area is quite high. They confirm that a 55% rate of debt to gross income is deemed acceptable, provided a stellar credit score and a substantial income. So we still enjoy an active and healthy real estate

market in an otherwise depressed area. What sets us apart from the rest of Contra Costa? First, it's our relative affluence. Look at Marin County and the Peninsula -- there too, no sagging in real estate prices. People there, like here, upgrade in the same neighborhood. But we need to keep attracting young families and for them, the key is our schools. Lamorinda real estate agents tacitly acknowledge, through their involvement with LASF, MEF and EFO, that the value of our homes is tied to the quality of our schools.

## Meet the New Guy at Orinda's Coldwell Banker Residential Brokerage

Coldwell Banker Residential Brokerage is pleased to welcome Walter Nelson as its newest sales associate. In his new position, Walter will specialize in residential sales in Lamorinda. "We are thrilled to have Walter join our team," said Val Cook-Watkins, manager of the Orinda office. "He has been a top performer throughout his career because of his passion for serving customers. We know Walter will continue his outstanding service and become a favorite among Coldwell Banker Residential Brokerage customers."

Prior to joining Coldwell Banker Residential Brokerage, Nelson worked at Prudential Real Estate. Before joining Prudential, he worked at Sage Broker-

age, a full-line food brokerage specializing in produce and snack foods for the industrial food network. He is an active member of Lamorinda Sunrise Rotary, American Legion of Lafayette and the Moraga Chamber of Commerce. In addition, Nelson is a Distinguished Toastmaster with Toastmaster's International. Nelson recently completed an intensive training program through Coldwell Banker Residential Brokerage Northern California University and Buffini & Company, which emphasized the principles and techniques of real estate. He earned his bachelor's degree in human resources and organizational behavior from the University of San Francisco. Nelson can be reached at Coldwell Banker Residential Brokerage Orinda, located at 85 Moraga Way or by phone at 925.253.6334.

## Lamorinda Home Sales for March 2007



**CITY/AREA NAME: LAFAYETTE**

TOTAL SALES:	25
LOWEST AMOUNT:	\$500,000
HIGHEST AMOUNT:	\$1,640,000
MEDIAN AMOUNT:	\$1,000,000
AVERAGE AMOUNT:	\$1,054,860

**CITY/AREA NAME: MORAGA**

TOTAL SALES:	6
LOWEST AMOUNT:	\$629,500
HIGHEST AMOUNT:	\$1,400,000
MEDIAN AMOUNT:	\$1,050,200
AVERAGE AMOUNT:	\$1,053,833

**CITY/AREA NAME: ORINDA**

TOTAL SALES:	8
LOWEST AMOUNT:	\$652,000
HIGHEST AMOUNT:	\$2,350,000
MEDIAN AMOUNT:	\$1,035,000
AVERAGE AMOUNT:	\$1,218,375

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 CalREsource nor this publication are liable for errors or omissions.

- LAFAYETTE**
- 942 1st Street, \$1,050,000, 3 Bdrms, 1610 SqFt, 1946 YrBlt, 3-20-07
  - 975 1st Street, \$840,000, 3 Bdrms, 1223 SqFt, 1938 YrBlt, 3-9-07
  - 3272 Ameno Drive, \$1,190,000, 4 Bdrms, 2102 SqFt, 1960 YrBlt, 3-8-07
  - 3308 Berta Lane, \$1,150,000, 4 Bdrms, 2090 SqFt, 1956 YrBlt, 3-26-07
  - 131 Castle Court, \$1,350,000, 4 Bdrms, 2992 SqFt, 1969 YrBlt, 3-20-07
  - 3615 Chestnut Street, \$500,000, 2 Bdrms, 660 SqFt, 1933 YrBlt, 3-27-07
  - 31 Diablo Circle, \$1,603,000, 4 Bdrms, 2251 SqFt, 1949 YrBlt, 3-28-07
  - 108 Greenbank Drive, \$1,525,000, 4 Bdrms, 3467 SqFt, 1972 YrBlt, 3-23-07
  - 3626 Happy Valley Glen Road, \$850,000, 3 Bdrms, 1304 SqFt, 1951 YrBlt, 3-23-07
  - 678 Jennie Court, \$820,000, 3 Bdrms, 1658 SqFt, 1950 YrBlt, 3-7-07
  - 623 Laird Lane, \$734,500, 3 Bdrms, 769 SqFt, 1971 YrBlt, 3-16-07
  - 3646 Madrone Drive, \$840,000, 1 Bdrms, 1639 SqFt, 1950 YrBlt, 3-15-07
  - 3 Maloyan Lane, \$1,640,000, 5 Bdrms, 3537 SqFt, 1985 YrBlt, 3-23-07
  - 3291 Marlene Drive, \$1,030,000, 4 Bdrms, 2354 SqFt, 1951 YrBlt, 3-22-07
  - 1154 Oak Hill Road, \$1,075,000, 5 Bdrms, 2395 SqFt, 1952 YrBlt, 3-7-07
  - 969 Oak View Circle, \$950,000, 3 Bdrms, 1900 SqFt, 1952 YrBlt, 3-22-07
  - 2548 Pebble Beach Loop, \$699,000, 2 Bdrms, 1871 SqFt, 1979 YrBlt, 3-16-07
  - 844 Santa Maria Way, \$980,000, 3 Bdrms, 1572 SqFt, 1955 YrBlt, 3-14-07
  - 3385 St. Marys Road, \$1,100,000, 3 Bdrms, 2258 SqFt, 1948 YrBlt, 3-9-07
  - 527 Silverado Drive, \$1,325,000, 4 Bdrms, 2136 SqFt, 1964 YrBlt, 3-15-07

- 3180 Somerset Drive, \$1,000,000, 4 Bdrms, 2440 SqFt, 1958 YrBlt, 3-21-07
  - 3378 South Lucille Lane, \$800,000, 3 Bdrms, 1226 SqFt, 1955 YrBlt, 3-15-07
  - 3177 Stanwood Lane, \$985,000, 3 Bdrms, 1949 SqFt, 1955 YrBlt, 3-21-07
  - 1 Sterling Heights Lane, \$835,000, 3-21-07
  - 3307 Sweet Drive, \$1,500,000, 3 Bdrms, 1756 SqFt, 1953 YrBlt, 3-19-07
- MORAGA**
- 1977 Ascot Drive #1, \$629,500, 3 Bdrms, 1782 SqFt, 1986 YrBlt, 3-13-07
  - 325 Calle La Montana, \$854,000, 4 Bdrms, 2340 SqFt, 1972 YrBlt, 3-14-07
  - 1373 Camino Peral #A, \$900,000, 2334 SqFt, 1970 YrBlt, 3-15-07
  - 67 Shuey Drive, \$1,400,000, 5 Bdrms, 2487 SqFt, 1967 YrBlt, 3-27-07
  - 1721 Spyglass Lane, \$1,199,500, 4 Bdrms, 2680 SqFt, 1976 YrBlt, 3-28-07
  - 17 Williams Drive, \$1,340,000, 4 Bdrms, 2826 SqFt, 1985 YrBlt, 3-15-07
- ORINDA**
- 64 Brookwood Road, \$652,000, 3 Bdrms, 1351 SqFt, 1941 YrBlt, 3-8-07
  - 82 Claremont Avenue, \$845,000, 3 Bdrms, 660 SqFt, 1961 YrBlt, 3-21-07
  - 10 Corte Holganza, \$901,000, 3 Bdrms, 1500 SqFt, 1957 YrBlt, 3-20-07
  - 59 La Espiral, \$1,325,000, 3 Bdrms, 2564 SqFt, 1947 YrBlt, 3-8-07
  - 26 Lost Valley Drive #A, \$1,169,000, 3 Bdrms, 2108 SqFt, 1986 YrBlt, 3-16-07
  - 31 Parklane Drive, \$870,000, 3 Bdrms, 1892 SqFt, 1950 YrBlt, 3-13-07
  - 20 Southwood Drive, \$2,350,000, 1 Bdrms, 2398 SqFt, 1939 YrBlt, 3-28-07
  - 61 St. Stephens Drive, \$1,635,000, 4 Bdrms, 3058 SqFt, 1980 YrBlt, 3-15-07



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