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Lafayette's Prudential Team presents:

Price Reduced



\$ 2,297,500
32 Sanford Lane
 Located in Lafayette's premier new home community of Hidden Oaks, this elegant single level home has all the features that discriminating buyers are looking for. With 3478 sq. ft. of living space, it has 4 bdr, 3.5 bath, backyard pool & spa and is richly appointed. **Call Jim Colhoun at 925 962-6101**

Pending



\$1,650,000
108 Oak Road
 A kitchen designed to delight any chef and a yard for sophisticated entertaining, this Castle Gate home has all the features Orinda buyers are looking for. A great opportunity. **Call Lisa Hctor at 925 698-5752 for more information**



\$ 1,095,000
1347 El Curtola Blvd.
 Updated 5 bedroom 4 bath, 2,482 square foot home on .18 acres of meticulously maintained lot. Top Lafayette schools, dual pane windows & so much more. **www.1347ElCurtolaBoulevard.com**
CALL JAMES COLLINS 925-640-8818.



\$ 1,072,900
7235 Buckingham Blvd
REO/Bank Owned in the Berkeley Hills!!!
 3700 sq.ft. 5 bedroom/3 bath includes inlaw or possible rental unit PLUS bonus room/workshop. Hardwood floors, two fireplaces and views. Previously sold for \$1,500,000 now only \$1,072,900 **Call Jennifer Griessel (925) 382-7484**



\$ 1,060,000
1004 Wickham Drive
 Great single-level 4 Bdr home in desirable St. Marys Garden neighborhood. Recent updating with travertine tile floors and slab granite kitchen counters. Ideal backyard features pool & spacious lawns. Just steps from Moraga Trail! **Contact Jim Colhoun at 925 962-6101 for more information or a private showing.**



\$889,000
3256 Sugarberry Lane
 Gorgeous Woodland's Rancher captures the essence of Walnut Creek. 4 bedrooms, 2.5 baths completely remodeled. Granite counters, hardwood flooring, huge yard with pool, lush landscaping and lawn. No rear neighbors. **Call Lisa Hctor at 925 698-5752 for more information.**

Prudential California Realty
925-283-7000

Your Professional Lamorinda Team is located at:
999 Oak Hill Road Lafayette



Barbara Harkins
Realtor Associate
 Barbara is an experienced real estate professional with 20 years in management. Specializing in customer service and marketing, Barbara has the knowledge and experience to provide her clients with great service resulting in successful real estate transactions. She is also a member of the prestigious Presidents Circle.
 Barbara is very active in the community and has been a major contributor spearheading Prudential California Realty as a major sponsor of "Cell Phones for Soldiers". This is a non-profit organization that collects used cell phones which then provides free calling cards for our overseas soldiers. For more information on this program, help in donating used cell phones, or if you are looking for a terrific Realtor, give Barbara Harkins a call at 925 962-6149.

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Lamorinda Home Sales continued

LAFAYETTE	Last reported: 6
LOWEST AMOUNT:	\$650,000
HIGHEST AMOUNT:	\$2,500,000
MORAGA	Last reported: 3
LOWEST AMOUNT:	\$680,000
HIGHEST AMOUNT:	\$1,440,000
ORINDA	Last reported: 7
LOWEST AMOUNT:	\$930,000
HIGHEST AMOUNT:	\$3,250,000

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**
- 1210 Bacon Way, \$650,000, 3 Bdrms, 1903 SqFt, 1955 YrBlt, 10-9-08
 - 36 Knox Drive, \$1,238,000, 4 Bdrms, 2596 SqFt, 1979 YrBlt, 10-8-08
 - 3190 Lucas Circle, \$1,065,000, 4 Bdrms, 1926 SqFt, 1959 YrBlt, 10-10-08
 - 3169 Lucas Drive, \$800,000, 4 Bdrms, 2145 SqFt, 1963 YrBlt, 10-13-08
 - 3280 Sweet Drive, \$807,000, 3 Bdrms, 1525 SqFt, 1950 YrBlt, 10-16-08
 - 1755 Toyon Road, \$2,500,000, 5 Bdrms, 2843 SqFt, 2005 YrBlt, 10-3-08
- MORAGA**
- 80 Courter Lane, \$1,440,000, 4 Bdrms, 3149 SqFt, 2000 YrBlt, 10-15-08
 - 1326 Larch Avenue, \$900,000, 3 Bdrms, 1910 SqFt, 1968 YrBlt, 10-10-08
 - 140 Via Joaquin, \$680,000, 3 Bdrms, 2117 SqFt, 1980 YrBlt, 10-15-08
- ORINDA**
- 183 Ardith Court, \$1,200,000, 4 Bdrms, 2575 SqFt, 1958 YrBlt, 10-3-08
 - 137 Ardith Drive, \$960,000, 4 Bdrms, 1769 SqFt, 1959 YrBlt, 10-7-08
 - 4 Edgewood Court, \$1,082,000, 4 Bdrms, 2280 SqFt, 1957 YrBlt, 10-15-08
 - 258 Glorietta Boulevard, \$930,000, 3 Bdrms, 1846 SqFt, 1948 YrBlt, 10-9-08
 - 48 Muth Drive, \$1,087,500, 3 Bdrms, 2519 SqFt, 1961 YrBlt, 10-10-08
 - 21 Owl Hill Road, \$3,250,000, 5 Bdrms, 4835 SqFt, 2000 YrBlt, 10-9-08
 - 411 Wovenwood, \$939,000, 3 Bdrms, 1436 SqFt, 1981 YrBlt, 10-10-08

Home Improvements to Help You Sell—the Dos and Don'ts

By Val Cook-Watkins

As a homeowner, the day will come that you will want or need to make improvements, updates or renovations. The beauty of owning your own home is that you can make changes specific to your tastes. You can turn your suburban tract home into a Mediterranean villa or an English cottage if you'd like. You can model your kitchen after the Jetsons' or turn your master bedroom into Graceland's Jungle Room. But what happens when it comes time to sell? Will all of your renovations be considered improvements or will they hurt you in the end?

Like any expensive and timely project, you want to

make sure you are getting the most for your money when you remodel. You also want to make sure the changes you like now, you won't regret later. So, before you start remodeling, here are a few things to keep in mind that could help get you top dollar when it's time to sell.

- Kitchens – According to the Remodeling Cost vs. Value Report conducted by Remodeling Online and distributed by the National Association of Realtors®, minor kitchen remodeling provided the largest return on investment, at 103.5%, for Bay Area homeowners in 2007. That included replacing and updating cabinet doors and drawers, adding new

hardware, installing mid-priced sinks and faucets, replacing appliances with energy-efficient models and replacing laminate countertops and resilient flooring. Kitchens tend to be the nerve-center of a home, so expect this to be one of the first rooms at which buyers look.

- Bathrooms – If there is one room that dates a house more than any other, this is it. Buyers always take a close look at bathrooms because, even though they aren't the most visible rooms in the house, they are one of the most used. The good thing about remodeling bathrooms is that some projects can be do-it-yourselfers. Create a budget and pick and choose what to replace first. Toilets should be at the top of the list because buyers will appreciate them being brand new.
- Replace windows – The Remodeling Cost vs. Value Report says window replacement is the second highest return-on-investment improvement you can make. The survey said replacing old windows with insulated, wood windows recouped Bay Area homeowners an average of 102.9% of their investment and vinyl windows recouped an average of 98.5%. Not only do new windows update the look of your home from the outside, but they regulate temperatures on the inside and save money on heating and cooling costs.
- Spiff up the exterior – You've heard the term time and time again: "curb appeal." That's because it is one of the most important aspect buyers consider. Take a walk in your

neighbor's shoes and look at your home from across the street. Can you see your walk way and front door? If not, grab a lawn mower. Just by mowing your lawn, raking leaves, trimming trees and planting a few flowers, you can be well on your way to making your home look sharp.

- Sweat the small stuff – Just because it's cheap, doesn't mean it can't help get you the most for your home. Don't underestimate the little improvements that can make a big impression. Consider adding a fresh coat of a neutral colored paint on the interior walls, trim and ceiling of your home. Invest in some good elbow grease for a thorough cleaning of every room. Buyers will notice dirt, grim, dust, soap scum and bad odors, and they will leave less than impressed. Take the time to clean out or organize closets, cabinets and storage spaces to highlight the extra space buyers are looking for.

only have a small budget allotted for improvements, talk to your real estate agent about what features are in the most need of replacing or updating. In the end, not investing anything into your home may lose you the most money.

- Don't do it yourself if it should be done by a professional – Keep in mind that buyers will be going over your home with a fine-toothed comb and they will easily be able to spot poor craftsmanship. The money you save by installing appliances, painting, laying tile or hanging cabinetry, could cost you in aesthetics if you don't do it correctly.
- Don't decorate – There's no need to spend additional money to decorate or redesign your home before listing it. The trick is for buyers to be able to walk in and picture themselves living there. To do that, the house needs to be removed of personal collections and photographs. Artwork should not be distracting and wallpaper should be taken down and replaced with neutral-painted walls. Remember too that furniture and artwork should add to the beautiful features of your home, not distract from them.
- Don't change the function of rooms – It may have been convenient for you to use your dining room as an office while living in your home, but buyers will no doubt wonder where on earth you eat dinner. If you have changed the function of rooms, consider changing them back before putting your house on the market. Buyers need to be able to spatially judge how their furniture

will fit into each room. That will be difficult if you've left your second bedroom as a billiards hall.

Purchasing your home was one of the best investments you've ever made and you should enjoy it, feel comfortable and be surrounded by the features and amenities that you love. But once it comes time to sell, your house becomes a product and should be as attractive to potential buyers as possible. The best possible scenario when creating the home of your dreams is that it turns out to be the dream home for future owners. If can do that, you should have no trouble getting the most out of your investment.

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