

The Real Estate Quarter in Review

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Interest rates continue to be at very attractive levels and many corporations have expanded their activity and continue to relocate families both in to and out of the area.

Lastly, it is important to look at what homes are selling for versus their list prices. Often homes come on the market at unrealistic prices, and they do not sell, but in the second quarter of this year many homes have had multiple offers and have sold at or above the list price.

Of the 100 single family sales that closed in Lafayette in the second quarter of 2013, 80 sold at or above the list price. Three of the six non-single-family homes in Lafayette sold at or above the asking price.

In Moraga, 36 of the 43 sales were at or above the asking price and in Orinda, 57 of the 80 sold at or above the final listing price.

One continuing issue that has come up recently is having a property appraise for loan purposes. As appraisers use closed sales in establishing their values, they can trail a rapidly increasing market. In these situations, purchasers have often had to come up with the difference between sales price and appraised value in additional down payment or attempt to negotiate a lower sales price with a seller.

New in Moraga!



19 Tamarisk, Moraga

Moraga Country Club gem! Wonderful detached home at the end of a court. 2 bedrooms with an additional den/office & 2 baths. Beautiful spacious updated kitchen with charming eating area. Formal dining & living rooms. Delightful backyard deck and patios with garden areas in a park like setting. Convenient to all Country Club amenities.

Offered at \$795,000



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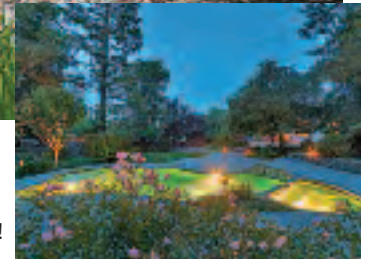
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LITTLE SLICE OF HEAVEN IN COVETED DEL REY! 11 DONNA MARIA WAY, ORINDA JUST LISTED | CALL FOR DETAILS



Charming 4 Bedroom, 3 Bath Home
2300± sq. ft. on .41± Level Acre.
Majestic Garden Setting with Pool &
Spa makes this Property Truly Special!



Offered at: \$1,235,000 | 11DonnaMaria.com

SOLD!

REPRESENTED BUYER



319 Stanforth Court
San Ramon

Offered at: \$1,239,000

SOLD!

REPRESENTED BUYER



1289 Avenida Sevilla -2A
Rossmoor

Offered at: \$488,000

SOLD!

REPRESENTED SELLER



1117 Stanley Dollar Dr. 2
Rossmoor

Offered at: \$338,000

What my clients are saying:

"Karen is a wonderful realtor. She is a great communicator, smart and creative. She listened to exactly what I wanted finding the perfect home for me. She answers her phone and was there every step of the way. Thank you Karen for all you did for me."

B. Abernathy



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Taking Care of Buyers & Sellers in:
LAMORINDA WALNUT CREEK OAKLAND BERKELEY PIEDMONT

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