

# Lamorinda OUR HOMES

Lamorinda Weekly Volume 10 Issue 11 Wednesday, July 27, 2016



*Digging Deep with Cynthia Brian*

*...read on page D12*

## Setting the Stage for a Home Sale

By Cathy Dausman



*Before staging.*

*Photo courtesy Sarah Kellar, Dana Green Team*



*After staging.*

*Photo Jennie Norris, Stagedhomes.com*

**Y**ou need a bigger home; you want a smaller home; you need to live in a different location. For whatever reason, you've decided to sell your home. You've hired a real estate agent and signed a contract. The stage is set for foot traffic; now let the offers start rolling in. Or will they? Do you think your home looks marketable? Should you elect to have your home-sweet-home professionally staged, and what advantages will that bring?

Home staging has ceased to be an add-on real estate strategy and has become the norm, says realtor Dana Green of Lafayette's Dana Green Team. Where remodeling focuses on what Green calls the cosmetics of a property, she says staging breathes life into a property, represents each room with its proper scale, and declutters and neutralizes a home. Professional stagers, Green says, focus on preparing homes for sale to appeal to the broadest market of buyers while maintaining a fresh and updated inventory of accessories.

"I always hire a professional stager to come into the property and do a consult once we have signed a listing agreement," says Hollie Howell of Fusion Real Estate Network in Walnut Creek. Howell is a full time Realtor who has earned Accredited Staging Professional credentials. She is confident enough in the value added of home staging to split the cost with the seller as a credit against her commission. "I have yet to have a case where (staging) has not paid off," she said.

Not all Realtors are stagers, says Jennie Norris, president and CEO of Stagedhomes.com, but they all need to know how to educate their sellers about the process. Norris, a past resident of Danville, Walnut Creek and San Ramon, says staging really took off in the San Francisco area 15 to 20 years ago. Before Norris listed her own home she says, "I had never heard of the term or process" but when her Realtor brought in a stager "our house looked great, (and) we got sold."

*... continued on page D4*



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Grande, Moraga**



Representing Seller

**Highly desirable  
neighborhood**

**1571 1st Ave,  
Walnut Creek**



Representing Buyer

**Convenient location  
with huge yard**



Represented Seller

**JUST SOLD**

**24 Jennifer Highlands Ct, Lafayette**

**Entertainer's Dream home with  
yard. Sold at \$1,369,000**

**JUST SOLD**

**35 Oak Rd, Orinda**

**Fairy Tale Setting  
Sold at \$1,879,000**



Represented Seller

**JUST SOLD**

**155 Erselia Trl, Alamo**

**Artist's Delight with park  
like yard. Sold at \$1,750,000**



Represented Seller

**SOLD**

**56 Bates Blvd, Orinda**

**Spectacular Views  
Sold at \$1,355,000**



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# Lamorinda Home Sales recorded

City	Last reported:	LOWEST AMOUNT:	HIGHEST AMOUNT:
LAFAYETTE	18	\$840,000	\$3,700,000
MORAGA	13	\$419,000	\$1,975,000
ORINDA	11	\$1,135,000	\$3,600,000

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

- 839 Avalon Avenue, \$1,310,000, 3 Bdrms, 1548 SqFt, 1953 YrBlt, 5-17-16
- 2460 Cherry Hills Drive, \$940,000, 4 Bdrms, 1780 SqFt, 1962 YrBlt, 6-24-16;  
Previous Sale: \$745,000, 10-24-07
- 3184 Diablo View Road, \$1,122,500, 5 Bdrms, 3293 SqFt, 1991 YrBlt, 5-23-16;  
Previous Sale: \$850,000, 05-30-02
- 3400 Echo Springs Road, \$1,350,000, 3 Bdrms, 1873 SqFt, 1956 YrBlt, 5-20-16;  
Previous Sale: \$582,000, 10-16-98
- 3259 Elvia Street, \$1,320,000, 4 Bdrms, 2443 SqFt, 1966 YrBlt, 6-24-16;  
Previous Sale: \$493,000, 06-07-91
- 700 Francis Drive, \$840,000, 4 Bdrms, 2069 SqFt, 1979 YrBlt, 5-20-16;  
Previous Sale: \$314,000, 06-03-97
- 766 Glenside Drive, \$1,100,000, 4 Bdrms, 2490 SqFt, 1947 YrBlt, 6-24-16;  
Previous Sale: \$925,000, 07-24-15
- 3299 Greenhills Drive, \$1,725,000, 3 Bdrms, 3082 SqFt, 1985 YrBlt, 5-19-16;  
Previous Sale: \$708,000, 03-19-90
- 3905 Happy Valley Road, \$3,050,000, 6 Bdrms, 4578 SqFt, 1952 YrBlt, 5-20-16;  
Previous Sale: \$1,900,000, 01-22-03
- 7 Hartwood Court, \$1,375,000, 4 Bdrms, 2226 SqFt, 1964 YrBlt, 5-20-16;  
Previous Sale: \$300,000, 11-10-86
- 4151 Hidden Valley Road, \$875,000, 4 Bdrms, 1794 SqFt, 1965 YrBlt, 6-24-16;  
Previous Sale: \$730,000, 11-02-04
- 1064 Leland Drive, \$900,000, 3 Bdrms, 1621 SqFt, 1964 YrBlt, 5-18-16;  
Previous Sale: \$840,000, 08-15-06
- 3963 Los Arabis Drive, \$1,900,000, 3 Bdrms, 2185 SqFt, 1950 YrBlt, 5-20-16;  
Previous Sale: \$1,650,000, 08-29-14
- 3687 Nordstrom Lane, \$3,700,000, 5 Bdrms, 4381 SqFt, 2009 YrBlt, 6-23-16;  
Previous Sale: \$2,950,000, 12-21-12
- 3654 Walnut Street, \$1,225,000, 3 Bdrms, 1525 SqFt, 1941 YrBlt, 6-21-16;  
Previous Sale: \$550,000, 02-10-04
- 3546 Silver Springs Road, \$1,695,500, 3 Bdrms, 1834 SqFt, 1956 YrBlt, 5-20-16;  
Previous Sale: \$1,100,000, 09-18-09
- 3266 Withers Avenue, \$1,030,000, 3 Bdrms, 1388 SqFt, 1948 YrBlt, 6-23-16;  
Previous Sale: \$270,000, 07-15-94
- 1013 Via Roble, \$1,425,000, 4 Bdrms, 2294 SqFt, 1975 YrBlt, 5-17-16;  
Previous Sale: \$342,000, 03-15-95

## MORAGA

- 2129 Ascot Drive #7, \$419,000, 2 Bdrms, 1314 SqFt, 1970 YrBlt, 6-21-16;  
Previous Sale: \$136,000, 04-10-90
- 758 Augusta Drive, \$873,000, 3 Bdrms, 1917 SqFt, 1974 YrBlt, 6-27-16;  
Previous Sale: \$785,000, 08-20-13
- 316 Corte Gabriel, \$820,000, 3 Bdrms, 2018 SqFt, 1980 YrBlt, 5-19-16;  
Previous Sale: \$196,000, 12-30-86
- 135 Devin Drive, \$925,000, 3 Bdrms, 1545 SqFt, 1959 YrBlt, 5-20-16;  
Previous Sale: \$340,000, 05-05-95
- 400 Deerfield Drive, \$1,600,000, 3 Bdrms, 3041 SqFt, 1965 YrBlt, 6-22-16;  
Previous Sale: \$1,170,000, 09-16-11
- 11 Doral Drive, \$775,000, 3 Bdrms, 2148 SqFt, 1978 YrBlt, 5-19-16;  
Previous Sale: \$578,000, 11-05-01

... continued on page D13

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# Setting the Stage for a Home Sale

... continued from page D1



Photo courtesy Sarah Kellar, Dana Green Team



Photo courtesy Sarah Kellar, Dana Green Team



Photo courtesy Sarah Kellar, Dana Green Team

Ironically, Norris moved to an area where she said staging was considered unnecessary. Stagers will tell you the unstaged homes are the ones that boost the sales price of homes that have been staged.

Barbara Schwarz, founder of the International Association of Home Staging Professionals, likens transforming your home into something potential buyers see as their home to theater design. The project includes a director or professional stager, producers (the seller and listing agent), and an audience composed of potential buyers. There even may be critics (other agents) eager to point out the listing shortfalls.

Schwarz says home staging works in a variety of locales with homes either vacant or occupied, with new construction and resale residences.

Schwarz emphasizes the “three C’s” of home staging – cleaning at a top-to-bottom, white-glove level, decluttering, and assessing the color of walls and furnishings. Too much color may overwhelm potential buyers, too little will brand the spaces dull and drab. Schwarz suggests the stager and homeowner strive for neutral background colors then add punch in small doses with pillows, curtains or area rugs. A neutral gray wall color is currently in vogue.

Green says there are five steps sellers should take during the staging process. They should remove personal items, including family photos and children’s art, remove items of value, clear floors of clutter, organize closets and repaint and clean or replace carpets.

Nothing beats flowers when it comes to freshness, and both Green and Howell say they include a combination of quality artificial and real flowers in their staged homes. Howell cautions that real flowers must be changed out weekly, a chore she usually leaves to the professional stager.

Howell suggests adding a complete landscape “haircut” and fresh paint to the to-do list if timing allows; she’d also recommend a complete flooring update before a house goes on the market.

“If a client wants an ‘as is’ sale, they will take less of a price hit if at least those elements are covered,” she said. Kitchens and bathrooms sell houses, Howell continues. When staging and remodeling are combined, the result “can often make more than a \$100,000 or greater difference in the net (price),” she says. It may also trigger over-list-price offers.

A 2015 Profile of Home Staging by the National Association of Realtors says the median dollar cost to stage a home is \$675. It lists the most common rooms to be staged in order of importance as living room, kitchen, master bedroom, dining room, bathroom, children’s bedroom and guest bedroom. A house can be staged either using the homeowner’s furniture or with items brought in from a stager’s inventory of furnishings.

“We can do as little or as much as the client needs,” Norris says.

For more information on staging, visit: <http://blog.pacificunion.com/spring-staging-tips> or <http://www.iahsp.com>.



# Hot Summer Market



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## Stylish Solutions

# Christmas in July? Planning Prevents Panic

By Ann McDonald



Photos courtesy of Couture Chateau

**H**ow has your summer been so far, Stylish Suburbanite? I hope it's been refreshing, relaxing and filled with fun gatherings of friends and family.

While you're basking in the summer sun, I am excited to share this month about what goes on behind the scenes during this time of year for me, from late July to September, that very few know about. However, this makes fall and winter especially enjoyable and peaceful. The whole thing has to do with "Planning, to Prevent Panic."

For what are we planning? Well, just like we till soil for our gardens and plan retirement accounts for a financial season down the road, this part of the year is all about preparation for the Holiday Season.

I can hear you, and see you say "Hold on... No!"

But wait. Give me just a minute, and please don't disconnect. I said planning! Not decorating.

This is important. Do you plan your finances? Okay. And what happens when you don't? Precisely.

Now, what is more important than the atmosphere in your home? Especially around the holidays? Can you imagine if this year, there was actually peace? And no overspending last minute on décor items you didn't really need, or even want? Then planning, Stylish Suburbanite, is the key, and the time to use that key is now.

### The Design Calendar: A Little Insider Information

Every year in January, there are runway shows for materials to be used in holiday collections that designers will debut in late July and August.

My team and I work in mid-December on next season's designs. Come January, we are in Atlanta, making sure we are on track with what is dropped into our hearts to design, via those runway shows.

In the retail world, you find holiday items popping up as early as August for purchase. Why? Because people are actually buying then. My counsel to clients who are offended when they see items in the store? As Disney Princesses sing, "Let

it go." Don't be moved by someone else's calendar, but DO take hold of your own. That's why we are always planning! It's to provide peace. Remember the financial example? Now, consider your home atmosphere again...for the upcoming holidays.

Planning also prevents overdoing the décor. If we are able to create a beautiful aesthetic on paper ahead of time, there is no last minute super tacky add-in. If we love whimsy, we can plan for a singing reindeer, in a very specific place.

Every year at this time, my team and I are busy designing and fabricating custom holiday items to be manufactured in August and September, and delivered to clients' doorsteps, in October and November. You can plan the same way we do.

How fun would it be if, when the holidays arrive, you were all planned out? While friends are in a panic rummaging through storage to find items, you can be enjoying the season, knowing a little bit of planning during the summer earned you free hours during the fall to work with a little less stress, and get in an evening tennis game.

### So what can you do?

First, it's simple. Walk your home today. Ask yourself some very simple questions:

1. Where will I decorate this holiday season?
2. What colors do I want to use?
3. What can I do ahead of time?

... continued on page D10



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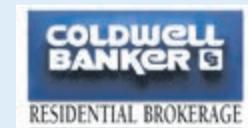


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## Stylish Solutions

# Christmas in July? Planning Prevents Panic

... continued from page D8



*It's not too early to start planning for holiday decorations.*

*Photos courtesy of Couture Chateau*

Second, plan out the rooms you want to decorate and call out, to the best of your ability, each item and type. Source those items now. If they are in storage, where are they? Make a folder, write it down.

If you love to shop in the middle of the “season” for fun and to see what’s out there, that’s great. But do so by leaving only a few unplanned portions.

For our projects and clients, we are designing now. Orders go in no later than Aug. 15. If you think this might work for you, email me today, [ann@couturechateau.com](mailto:ann@couturechateau.com).

If you are more of a casual workshop learner, we host friends in September, after school is back in session, and show a hands-on method, complete with samples to learn with. You can find more on these workshops on my website.

The final way we recommend clients learn is from our online course, “Stress



Free Holiday Homes.” When our workshops kept selling out, this online course was the result. It provides true insider information, down to budgets and planning. What’s nice? You enjoy in the privacy of your own home, on your own timeline.

The best part of being a Stylish Suburbanite? You get to decide.

Until next month, live beautifully and peacefully, and get to planning!



Ann McDonald, IIDA, NAPO, is the Founder/CEO of Couture Chateau, a luxury interior design firm in Orinda. For a complete blog post including other design ideas, visit [www.couturechateau.com/blog](http://www.couturechateau.com/blog).



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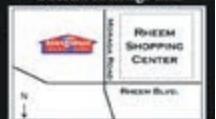
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## August Gardening Guide

# Don't Tell Bees to Buzz Off

By Cynthia Brian

*"I am weary of swords and courts and kings. Let us go into the garden and watch the minister's bees." — Mary Johnston*



Passion Flower. Look closely at the intricacies of this beautiful specimen.

Photos Cynthia Brian

There is a symphony playing daily in my garden. While my husband turns on the stereo to listen to his favorite tunes, I merely open my door or window to hear the melodic concert of nature. My favorite musicians include the thousands of bees buzzing, hummingbirds bustling, birds singing, frogs croaking, water trickling, owls hooting and crickets chirping. Sometimes the hawks or turkey vultures swoop low with the sound of their flapping wings creating a "whoosh, whoosh" like a strong base. The orchestra changes by the minute as the pollinators search for nectar that produces one out of every three bites we consume.

This week as I was sitting on my porch putting on my boots, a hummingbird came to inspect the red mandevilla blooms next to me, then, rapidly moved to hover three inches from my nose for about 10 seconds. It was



Blackberries are big and juicy this year. Eat raw or make a simple blackberry tart.

a magical moment photographed in my mind.

With much of summer spent outdoors, I've had individuals tell me that they don't like to be in their gardens because of their fear of bee stings. Honeybees, bumble bees and other native bees are passive as they busily forage. They are not interested in humans and will only sting to defend themselves. With the thousands of bees serenading in my landscape, the only times I have been stung is when I've tried to rescue a bee from a swimming pool, fountain or other water feature. (Of course, if you are allergic to bees, it's always good to have an updated pen of epinephrine on hand.)

Yellow jackets are meat eaters. Although these black and yellow carnivorous creatures are also pollinators, they are mostly attracted to meat, fish, sugary substances, garbage, and, alas, our barbecues and picnics. Unlike bees that sting once and die, yellow jackets have the ability to sting repeatedly. If you have bees landing on your plates as you are enjoying a meal outdoors, you have an invasion of yellow jackets, not bees. Bees flock to flowers, yellow jackets to flesh. Find the nest and call Vector Control, (925) 685-9301, a countywide free service paid through our taxes to eradicate these pests. Yellow jackets are not music to our ears.

For the rest of the butterflies, moths, bees and musicians, cue the conductors and buzz on! Go into the garden to enjoy the show.

... continued on page D14



## Lamorinda Home Sales recorded

... continued from page D2

### MORAGA ... continued

- 334 Fernwood Drive, \$1,359,000, 4 Bdrms, 2390 SqFt, 1968 YrBlt, 6-24-16;  
Previous Sale: \$880,000, 09-04-03
- 68 Gaywood Place, \$1,350,000, 4 Bdrms, 3369 SqFt, 1967 YrBlt, 5-18-16;  
Previous Sale: \$425,000, 09-27-95
- 3 Haven Court, \$1,315,000, 3 Bdrms, 2283 SqFt, 1985 YrBlt, 5-20-16;  
Previous Sale: \$444,000, 12-13-90
- 1305 Knoll Drive, \$1,975,000, 3 Bdrms, 3419 SqFt, 1998 YrBlt, 5-18-16;  
Previous Sale: \$1,150,000, 07-25-00
- 152 Miramonte Drive, \$689,500, 2 Bdrms, 1514 SqFt, 1966 YrBlt, 5-19-16;  
Previous Sale: \$565,000, 03-28-08
- 124 Santa Catalina Court, \$1,625,000, 4 Bdrms, 2653 SqFt, 1973 YrBlt, 6-21-16;  
Previous Sale: \$895,000, 09-29-03
- 11 Williams Drive, \$1,460,000, 4 Bdrms, 2552 SqFt, 1985 YrBlt, 6-24-16;  
Previous Sale: \$1,285,000, 08-31-06

### ORINDA

- 125 Alta Haciendas Road, \$3,600,000, 6 Bdrms, 4647 SqFt, 1983 YrBlt, 5-20-16
- 130 Camino Sobrante, \$1,525,000, 4 Bdrms, 2368 SqFt, 1929 YrBlt, 6-23-16;  
Previous Sale: \$650,000, 06-27-90
- 116 Coral Drive, \$1,556,500, 6 Bdrms, 3041 SqFt, 1962 YrBlt, 5-19-16;  
Previous Sale: \$1,375,000, 08-28-13
- 1 Crescent Drive, \$1,575,000, 3 Bdrms, 2895 SqFt, 1989 YrBlt, 6-23-16
- 11 El Verano, \$1,135,000, 3 Bdrms, 1706 SqFt, 1941 YrBlt, 6-23-16;  
Previous Sale: \$835,500, 12-16-11
- 42 Michael Lane, \$1,400,000, 3 Bdrms, 2228 SqFt, 1977 YrBlt, 5-18-16;  
Previous Sale: \$510,091, 12-01-98
- 35 Oak Road, \$1,879,000, 4 Bdrms, 4124 SqFt, 1992 YrBlt, 6-24-16;  
Previous Sale: \$935,000, 10-21-99
- 49 Scenic Drive, \$1,135,000, 4 Bdrms, 1856 SqFt, 1951 YrBlt, 5-17-16;  
Previous Sale: \$915,000, 06-09-04
- 29 Tara Road, \$1,150,000, 6 Bdrms, 2988 SqFt, 1960 YrBlt, 5-17-16
- 16 Valley View Lane, \$2,600,000, 4 Bdrms, 4453 SqFt, 1979 YrBlt, 5-18-16;  
Previous Sale: \$1,800,000, 10-21-09



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# Digging Deep with Cynthia Brian

... continued from page D12

## Refresher Steps for Sustained Buzzing

- Build a house: allow for a small pile of leaves or branches to provide shelter.
- Provide a fresh water source: birdbaths, fountains, ponds, even a small mud puddle for the butterflies.
- Don't use pesticides, insecticides or other chemicals that will kill the pollinators.
- Offer a continual source of nectar and pollen by planting fennel, parsley, dill, lavender, tubular, colorful flowers, milkweed and shrubs.
- Attract a diversity of buzzers to your garden with drifts of the same plant so that they can see and smell the buffet.
- Don't be afraid of the native bees, honeybees or our other flying winged friends. They are not interested in harming you unless they are defending themselves. Let them do their business.

## Trending in my garden:

- Santa Rosa plums, cherry plums, Asian pears, apples, blackberries and tangerines are finding their way to tarts, barbecues, sauces, salads and drinks.
- Zucchini is growing as fast as the pods in "Invaders of the Body Snatchers."
- Wisteria boasts a second flush of purple.
- Roses and stargazer lilies perfume the air and beautify my garden.
- Herbs (parsley, basil, cilantro, fennel, sage, thyme, oregano, rosemary and tarragon) are flourishing.



A drip system irrigates the bucolic garden leading to the peaceful pond.

Photos Cynthia Brian

- Hydrangeas are finally blooming. I love putting a hydrangea in a Deckorations container from [www.Jberrynursery.com](http://www.Jberrynursery.com), then planting in a shaded area when the blooms fade.
- Passion lower vines are growing on my fence featuring intricate show-stopping blooms.



Yarrow flowers



Favorite summer skewers of vegetables and fruit include melon, peppers, zucchini, radishes, mushrooms and whatever other fruit is in season.



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## Monthly Tips:

**KEEP** fruited plants evenly moist to avoid blossom end rot.

**PRE-ORDER** new garlic varieties for a September delivery. Four new ones that are offered by Sow True Seed ([www.sowtrueseed.com](http://www.sowtrueseed.com)) include Early Red Italian, Red Russian, Georgian Fire and Majestic. Everything tastes better with garlic.

**DRY** herbs and flowers during the summer to use for infusions into homemade cosmetics, shampoo, steams and masks.

**EAT** the tendrils of peas. Stir-fry or eat raw. Many unexpected veggie greens are edible, including turnip, radish and beets. Never eat the leaves of rhubarb as they are poisonous.

**PINCH** back annuals for a fuller display all summer.

**EMPTY** any vessel holding water, even as small as a bottle cap to prevent mosquito larvae from breeding. Change birdbaths daily or add Dunks to non-moving water.

**DEEP** soak trees like magnolia or redwoods, especially when you see them dropping abundant leaves.

**CHECK** outdoor pots and containers daily for moisture level. Pots dry out very quickly in this hot weather.

**SNIP** the tops of your herbs as they flower to use in your salads and sauces.

**SKEWER** vegetables and fruits from your garden to barbecue on your grill. Toss the items in a bowl with olive oil, lemon, and herbs, refrigerate overnight, skewer, grill and enjoy. I use peppers, melons, plums, apples, radishes, zucchini, tomatoes and mushrooms.

**ADD** pea gravel to paths for easy walking and to prevent mud runoffs in the winter.

**CONTACT** Vector Control if you have a mosquito, skunk or yellow jacket problem. The phone number is (925) 685-9301.

**HANG** yellow jacket traps **ONLY** on days that you are having a picnic or outdoor event. If you have traps always engaged, you will attract more yellow jackets.

Happy Gardening! Happy Growing!

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Cynthia Brian

The Goddess Gardener

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Cynthia Brian with sunflowers by a summer water feature for pollinators.



## SERVE on an Agricultural Task Force

Interested in preserving and promoting agriculture in Contra Costa County where the value of crops rose 7 percent? The Contra Costa Board of Supervisors is seeking individuals who are interested in serving on the County's Agricultural Advisory Task Force. Meetings take place in Knightsen. Application forms can be obtained at [www.co.contra-costa.ca.us](http://www.co.contra-costa.ca.us) or by telephoning the Clerk of the Board of Supervisors (925) 335-1900. Applications are due no later than 5 p.m. on Thursday, August 12 to the Clerk of the Board of Supervisors, Room 106, County Administration Building, 651 Pine Street, Martinez, CA 94553. For more in depth intel, contact Chad Godoy, agricultural commissioner and director of Weights & Measures, at [chad.godoy@ag.cccounty.us](mailto:chad.godoy@ag.cccounty.us) or (925) 646-5250.

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## ORINDA



New Listing

**83 Coral Drive** Walk to 12 years of top rated Orinda schools. This open floor plan with high ceilings features 6 bdrms, 4 full baths in 2,283 sq. ft. on .26 acre lot. Lovely serene patio & level yard. New kitchen. **\$1,225,000**

## ORINDA



**96 Rheem Blvd.** Spacious 4bd/3ba home. Eat-in kitchen with Wolf range, hardwood floors throughout, huge family room, au pair suite with separate entrance. **\$1,250,000**

## ORINDA



New Listing

**23 Ivy Drive** Opportunity abounds in unique living of 2 units in one house (or combined for 1 large home). Beautifully updated with new baths + kitchens & lovely quality features. Quiet & peaceful setting. **\$1,295,000**

## ORINDA



**10 Van Tassel Lane** Exceptional custom remodel of highest quality, lovely craftsmanship. Prime Sleepy Hollow street. One level living with vaulted ceilings, Chef's kitchen. Pool, lawns, gardens add to allure. **\$1,299,000**

## ORINDA



New Listing

**11 Southwood Court** 1930's Orinda gem with a "10" location on private .52 acres. Serene setting with beautiful views. Formal living & dining updated kitchen & baths, family room/ 4th bedroom & more. Top rated schools! **\$1,499,000**

## ORINDA



**105 Crane Terrace** Exceptional 4.87 acre gated estate traditional of incredible appeal on alluring knoll, private setting of panoramic views. Classic custom craftsmanship. Lovely grounds w/ lawns, gardens, mature trees. **\$3,000,000**

## MORAGA



New Listing

**1396 Camino Peral** New remodeled interior! Beautifully updated 1440 sq. ft. 2 story townhome in popular Moraga de Casitas. Gourmet kitchen, hardwood floors, remodeled baths, private courtyard. **\$689,000**

## MORAGA



**1056A Larch Avenue** Located down a private driveway off Larch Ave is a fabulous 3bd/2ba home w/contemporary remodeling thruout. Vaulted ceilings, hardwood flrs, & spacious bdrms. Close to schools, town. **\$1,195,000**

## LAFAYETTE



New Listing

**808 Las Trampas Road** Tucked behind beautiful pine trees, this completely remodeled 3 bed/ 2 bath home w/modern finishes, large kitchen w/eat in peninsula, custom cabinets, stainless steel finishes. Wide plank hardwood floors throughout. Beautiful half acre lot! **\$1,189,000**

## LAFAYETTE



New Listing

**3455 Goyak Drive** Great open-space floor plan of granite kitchen, informal dining, large family area, viewing deck, garden & entertaining areas. Walk to Springhill Elementary and Acalanes High. **\$1,380,000**

## LAFAYETTE



New Listing

**640 Augustine Lane** Burton Valley at its Best! Updated single story with ideal floor plan on .30 acre level landscaped yard with pool on cul de sac. Remodeled kitchen, hardwood floors, fabulous family room. Top rated schools. **\$1,599,000**

## DANVILLE



New Listing

**171 Tivoli Lane** Great location in desirable Belleterre w/ private yard & updates throughout! Light & bright townhome w/ 2 master suites & bdrm/ full bath downstairs, vaulted ceilings, hardwood floors, designer carpet & more! **\$799,000**

## MARTINEZ



New Listing

**1887 Olympic Drive** Traditionally-styled 4 bed/2 bath home of 1517 sf on corner lot of cul-de-sac. Open kitchen/family combo floor plan w/ brick fireplace adjoining a spacious living rm. Fresh paint, new carpet & flooring. Cozy backyard w/deck. **\$538,000**

## OAKLAND



New Listing

**6945 Chambers Drive** Private & sunny Montclair home! This 2274 sq. ft. home has 5 beds, 3 baths & a lovely garden with grassy play area, decks, outdoor dining area & chickens! Renovated kitchen & baths. **\$998,000**

## WALNUT CREEK



New Listing

**625 Shadowhawk Way** Beautiful level-in Rossmoor home on Grey Eagle Ridge w/incredible views, large patio, plantation shutters, high ceilings, laundry room & attached 2 car gar. Large eat-in kitchen & family rm. New HVAC. Call for appt **\$1,475,000**

## WALNUT CREEK



New Listing

**156 Brodia Way** New construction by KT Builders, a local, high-end home builder. Captivating views of Mt. Diablo & La Casa Via Valley. High ceilings, open flr pln & large .92ac lot at end of cul de sac. **\$1,895,000**



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