

Hello Lamorinda!

I have received several phone calls from clients who are considering selling their home in the spring. Now is the perfect time to start laying the groundwork for a successful sale. This is especially true in Lamorinda where the spring market has gotten progressively earlier. It is more important than ever to start making your to-do list now if you want to take advantage of this typically strong early selling market.

I always suggest that sellers spend time de-cluttering and getting rid of things that they no longer use or need. Consider donating your unwanted treasures to deserving local non-profits. Thinning out your possessions shouldn't be an overwhelming exercise and is a good habit to get into regardless of whether or not you are planning to move.

Now is also the time to start getting quotes, picking finishes and lining up contractors if you plan to make updates to your home prior to selling. Make sure that you consult with your Realtor® throughout this process to ensure that you are making choices that will appeal to current buyers. It is important to make sure that the money you put into upgrades will translate into higher profits upon sale. When the budget for repairs and upgrades is limited, a simple coat of paint can go a long way to brightening up your home.

I also highly recommend sellers pre-inspect their home so there is time to make repairs or disclose any defects before going to market. The home inspector will provide clearly written reports describing the condition of the home and highlighting any areas of concern. If you are not in a position to address the items flagged by the inspector, it may be a good idea to get quotes for their repair and include them in your disclosures.

And finally, take a good look at what your home is worth before you go full speed ahead by seeking the advice of a local Realtor® who understands the nuances of the Lamorinda market. They can help you to evaluate your situations and make sure your expectations are realistic and that a move makes financial sense.



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Create an outdoor oasis with smaller pools and backyard living spaces ... continued from page D1



The motorized pool cover helps to keep the heat in and debris out.

Photo Andy Scheck

The Broadview Terrace home's new pool features glass tiles with accents of abalone shells in the design scheme. Hiring a pool designer like Lambert can make choices such as selecting a color scheme much simpler by providing a limited number of options based on their knowledge of the homeowner's personality and taste.

"Pools today are not like the pools of the past," Lambert said. "Hiring a designer is the way to go. Pool builders don't have the training for the overall design and look of a project."

For years, Garden Lights was designing pools but not building them. To date, they have managed about 30 pool projects in Lamorinda including their newest one in Orinda's Lost Valley with a natural shape, water

feature and glass tile.

In recent years, Lambert has been seeing a desire for larger hot tubs and saltwater pools, which he noted offer several benefits.

"They are better for your skin and it is a giant water softener," he said.

Another extension of modern pool design is an outdoor kitchen to complement the entertaining vibe of pools. The Barmmer's kitchen has a mini-refrigerator, cooling drawers, an ice maker and a large grill.

"It brings people together to gather," Barmmer said. "That was what we wanted."

For more information on Garden Lights, email office@gardenlightslandscape.com or call (925) 254-4797 or check out www.gardenlightslandscape.com.