



Digging Deep with Cynthia Brian ... read on Page D12

Meet Jules, a digital butler



Photos provided

Homeowner Lisa Parker looks on as WG tech Tyler Holston uploads data on the Jules app.

By Sora O'Doherty

Longtime tech entrepreneur and Lafayette resident Kent Godfrey today launched Jules, an application designed to help families manage their busy lives by using a cloud-based service to track many aspects of their homes, belongings and personal information.

Godfrey envisaged an application that would help families like butler Alfred Pennyworth helped Batman maintain the Bat Cave so that he could spend his time out crime fighting. He raised \$2 million in seed money, and started his company, HomeIQ, in early 2017. The company is based locally in Lafayette, although the team of programmers who created the application is based in Romania.

Godfrey has a track record in the tech area, having created and successfully sold two companies, including Liverail, a video ad tech startup sold to Facebook in 2015 for \$500 million. The Jules application, which is available from the App Store or Google Play, is a cloud-based database in which many items can be catalogued and which are then available to the user on any device. For example, information on a major appliance might include the date it was purchased, when it was installed, a copy of the receipt, the warranty information, service record or serial number. If the homeowner has a problem with the appliance, this information can be reviewed to see if the appliance is still under warranty, or with a click sent by email to a repair person to see if a repair can be effected. The app will also have the ability to alert the user to upcoming events, for example, when a vehicle is due for service or when property tax is due to be paid.

The app has been in development for about two years, and for the past six months has been beta tested by about 175 clients. As an example of how Jules can be of assistance, Godfrey said that his daughter was planning a trip abroad, but about three months before the event Jules reminded her that her passport was going to expire, allowing her to renew it before her trip.

The Jules database contains over 300 item types, from home appliances to personal items such as cars, jewelry and art. It also covers personal information, keeping track of passwords and important documents such as wills and trusts, in addition to items such as passports, drivers' licenses, social security numbers, and insurance policies. Documents and photographs can be attached. Data can be added to the app by the homeowner or the company also offers a "white glove" service where company staff will input the information for the homeowner.

... continued on Page D4

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113 Estates Dr, Orinda



1980/82 Oak Grove Rd, WC



69 Barbara Rd, Orinda



2121 Risdon Rd, Concord



39 Barbara Rd, Orinda

RECENTLY SOLD REPRESENTED BUYER



113 Estates Dr, Orinda



19 Dos Posos, Orinda



88 Davis Rd, Orinda



24 Camino Sobrante, Orinda



1 Poco Paseo, Orinda



1980/82 Oak Grove Rd, WC



1013 Windsor Dr, Lafayette



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Lamorinda home sales recorded

City	Last reported	Lowest amount	Highest amount
LAFAYETTE	8	\$680,000	\$1,778,000
MORAGA	8	\$525,000	\$1,755,000
ORINDA	10	\$420,000	\$2,560,000

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

- 3714 Highland Road, \$1,420,000, 4 Bdrms, 3077 SqFt, 1953 YrBlt, 11-21-18, Previous Sale: \$1,020,000, 01-26-06
- 917 Hough Avenue #8, \$680,000, 2 Bdrms, 1038 SqFt, 1969 YrBlt, 11-20-18, Previous Sale: \$490,000, 09-26-13
- 1748 La Playa Drive, \$1,091,000, 3 Bdrms, 2237 SqFt, 1983 YrBlt, 11-28-18, Previous Sale: \$652,000, 10-10-12
- 3140 Maryola Court, \$1,350,000, 4 Bdrms, 2190 SqFt, 1956 YrBlt, 11-27-18
- 946 Oak View Circle, \$1,032,500, 4 Bdrms, 2400 SqFt, 1948 YrBlt, 11-21-18, Previous Sale: \$1,300,000, 06-14-18
- 3791 Quail Ridge Road, \$1,261,000, 5 Bdrms, 3381 SqFt, 1971 YrBlt, 11-26-18
- 3940 South Peardale Drive, \$1,778,000, 2 Bdrms, 2162 SqFt, 1949 YrBlt, 11-21-18, Previous Sale: \$370,000, 10-01-91
- 1013 Windsor Drive, \$1,525,000, 3 Bdrms, 1756 SqFt, 1960 YrBlt, 11-30-18, Previous Sale: \$1,000,000, 08-10-18

MORAGA

- 1905 Ascot Drive, \$800,000, 2 Bdrms, 1379 SqFt, 1973 YrBlt, 11-21-18, Previous Sale: \$720,000, 05-18-15
- 2129 Ascot Drive #2, \$525,000, 2 Bdrms, 1314 SqFt, 1970 YrBlt, 11-20-18, Previous Sale: \$415,000, 08-05-16

... continued on Page D10

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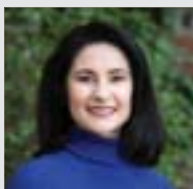
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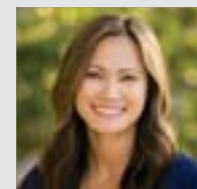
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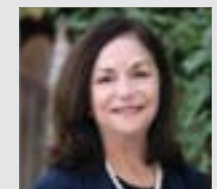
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Year-End Market Update

Happy New Year! Before we kick off the 2019 Spring selling season it is important to understand how we ended 2018. Our update is a summary of Multiple Listing Service ("MLS") data for Lamorinda detached residential home sales in 2018 compared to 2017. In summary, our overall real estate market remains strong, but the numbers don't tell the full story. The Fall market delivered mostly strong results. Lamorinda average sales price is now \$1.69M, up 8%, average sales price per square foot is \$649, up 6%, and average days on market is down 4% to only 24 days.

Lafayette continues to outpace both Moraga and Orinda. Lafayette's average sales price is now \$1.74M and average sales price per square foot is \$686, up 7%. Average sales price per square foot is \$589, up 4% for Moraga and \$639, up 5% for Orinda.

Certain homes are showing signs of softening. While recently remodeled, commute friendly homes with functional yards continue to push the market to new heights, in late Spring and through the Fall homes that needed updating or homes in less desirable locations took longer to sell and experienced price reductions. With a strong economy and a shortage of quality contractors, homebuyers are still willing to pay a premium for homes that are move-in ready. Rising interest rates, the new Tax Plan and stock market volatility has led homebuyers to be cautious with homes that do not check all their boxes. We expect this trend to continue in 2019 as home preparation, professional staging and a personalized marketing plan are critical for those looking to sell their home.

Our full report can be found at <http://martinhomesteam.com/marketupdate/>. We look forward to hearing from you with your real estate questions.



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Meet Jules, a digital butler

... continued from Page D1

While the app provides strong security, using Rock Space for its cloud-based storage, requiring strong passwords and employing sophisticated encryption, users are free to include only so much information as they wish. So, for example, if a user feels uncomfortable providing some information, such as a passport number, the user need not enter it into the database. Of course, only information that is provided can be made available to the user on any device. Still, Godfrey estimates that of the over 300 items catalogued, only about 10 could be deemed sensitive.

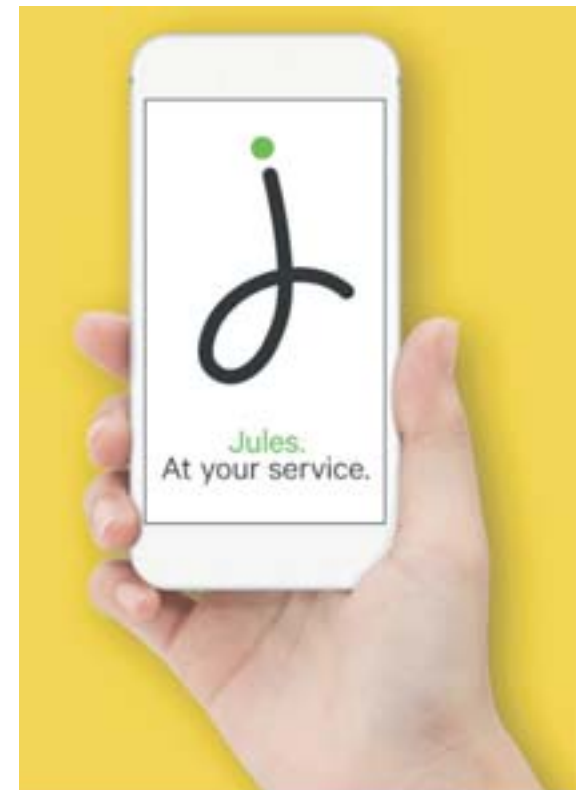
Godfrey says that the app is targeted at higher-end homes, or about 25 million homes out of the approximately 130 million households in America. This means that the homes targeted are 2,500 square feet and above and cost upwards of \$1 million. This demographic also includes larger family size, and they tend to gather in clusters. A good example is the Lamorinda area, and the Highway 680 corridor. Godfrey emphasizes the security that the app can provide to homeowners, especially when there is a growing awareness of the possibility of natural disasters. He points out that the homeowner who loses everything needs to be able to document that the items existed and that it was in the home when it was destroyed. Jules can provide an inventory of home contents, including valuations. He notes that during the trial period, two Jules beta testers did lose homes in the recent fires.

There are plans to use the database to provide further services for the homeowner in the future. For example, a service that will help homeowners objectively determine the proper level of insurance for their belongings, possibly saving them money by eliminating unnecessary coverage. If the owner of a vehicle, for instance, would not make a claim on insurance for any damage under \$2,000, but carries a policy with a \$500 deductible, savings would probably be available if the deductible were raised to at least \$2,000. There will also be a program to explain basic insurance terms in simple

English.

Godfrey believes that most people cannot fully comprehend an insurance declaration page, although all the important information is included, as is required by state law. But the presentation is confusing. The first step in evaluating insurance is to list the details of the policy with pop-up explanations of the terms. The second step would be a list of possible events, which also predicts the likely outcome of such events.

Currently, the base model is available to subscribers. Membership is offered at \$135 per year or \$15 per month for 5G cloud storage of information on unlimited properties. Godfrey says that with only one email sent to the current beta members, he was pleasantly surprised to already have 72 members, 41 who have signed on as payment members and the rest availing of a 90-day free trial.



Lamorinda Weekly business articles are intended to inform the community about local business activities, not to endorse a particular company,

Info: <https://julesapp.com>

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4 Ramon Ct., Danville
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139 Entrada Verde, Alamo
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212 Dorchester, Alamo
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21 Gran Via, Alamo
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101 Ascot Ct., Moraga
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929 Oak Grove, Concord
Represented Seller
1040 Lizann Dr., Lafayette
Represented Seller

1110 Larch Ave., Moraga
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1006 Woodbury Road #302
Represented Seller & Buyer



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Represented Seller



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Represented Buyer



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Represented Buyer



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Partial List of Homes Sold



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... continued from Page D2

Moraga ... continued

- 117 Goodfellow Drive, \$1,230,000, 3 Bdrms, 1768 SqFt,
1966 YrBl, 11-26-18, Previous Sale: \$982,000, 04-03-18
- 27 Harrington Road, \$1,740,000, 4 Bdrms, 2959 SqFt,
1985 YrBl, 11-21-18, Previous Sale: \$1,510,000, 05-03-05
- 40 La Salle Drive, \$1,755,000, 4 Bdrms, 3215 SqFt, 1962 YrBl, 11-28-18
- 1096 Sanders Drive, \$1,350,000, 3 Bdrms, 2641 SqFt, 1961 YrBl, 11-30-18
- 100 Via Joaquin #1, \$775,000, 2 Bdrms, 1354 SqFt,
1980 YrBl, 11-21-18, Previous Sale: \$371,500, 07-26-00
- 62 Warfield Drive, \$1,290,000, 4 Bdrms, 2038 SqFt,
1964 YrBl, 11-21-18, Previous Sale: \$1,355,000, 04-30-18

ORINDA

- 1 Arbolado Court, \$1,150,000, 3 Bdrms, 1917 SqFt,
1958 YrBl, 11-30-18, Previous Sale: \$800,000, 02-22-13
- 73 Brookwood Road #42, \$420,000, 1 Bdrms, 673 SqFt,
1962 YrBl, 11-28-18, Previous Sale: \$397,500, 07-06-07
- 24 Calvin Drive, \$1,200,000, 3 Bdrms, 2260 SqFt, 1964 YrBl, 11-27-18
- 226 Hall Drive, \$1,200,000, 1 Bdrms, 2030 SqFt, 1953 YrBl, 11-27-18
- 19 Hilldale Court, \$2,300,000, 5 Bdrms, 3552 SqFt,
1979 YrBl, 11-21-18, Previous Sale: \$1,745,000, 05-05-11
- 1 La Senda, \$2,200,000, 4 Bdrms, 3968 SqFt, 1956 YrBl, 11-28-18
- 15 Parkway Court, \$1,124,000, 3 Bdrms, 1816 SqFt, 1954 YrBl, 11-28-18
- 16 Rabble Road, \$2,400,000, 5 Bdrms, 4718 SqFt,
2016 YrBl, 11-30-18, Previous Sale: \$750,000, 06-25-15
- 74 Scenic Drive, \$2,560,000, 4 Bdrms, 3201 SqFt,
1956 YrBl, 11-29-18, Previous Sale: \$1,950,000, 06-20-07
- 18 Whitehall Drive, \$1,250,000, 3 Bdrms, 1834 SqFt,
1959 YrBl, 11-19-18, Previous Sale: \$305,000, 02-01-88



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Digging Deep with Cynthia Brian

Garden trends for 2019, Part 2

“We live in a society exquisitely dependent on science and technology, in which hardly anyone knows anything about science and technology.” – Carl Sagan



Pepper berries can be ground into soups and stews.

By Cynthia Brian

As we enter 2019, we have to ask ourselves if we have become indoor creatures addicted to technology? While adults are spending over 11 hours daily with their devices, the American Academy of Pediatrics estimates that teens spend over seven hours a day with screen time, ‘tweens spend four and a half hours a day, and even children to age 8 are engaging in 48 minutes daily.

Pruning technology screen time is definitely an important trend for this year. What can we do to cut back? Get thee into the garden!

Gardening teaches so many critical skills including patience, responsibility, trust, love and gratitude. Gardeners are stewards of the earth. When we spend time in the dirt, we can’t be hooked up to computers or looking at screens. We could listen to music, but, wouldn’t



Photos Cynthia Brian

Calendula flowers are edible and also great made into a winter salve to hydrate, soothe, and nourish dry skin.

it be better to listen to the songs of the birds and the breeze blowing through the trees?

Children are natural lovers of nature. When we encourage kids to be outside, they will naturally choose outdoor activities over plugged-in connectivity. Show kids a seed catalogue and let them choose a few packets of seeds. When they choose their favorite flowers or vegetables, they will be excited to care for them. By watching their plants grow, children learn respect and understanding for the cycles of life.

It is estimated that in winter over 10 million Americans experience seasonal affective disorder. Don’t get disconnected from your natural rhythms. Spending 15 to 30 minutes outdoors in the daylight will help eliminate the blues. Take your coffee break outside, walk around the block, or sweep your porch. Move and get outside.

Sustainability is a trend that is becoming

the style and the norm. It is estimated that one third of all food is wasted each year globally and that Americans throw out 4.4 pounds per day. The movement is toward zero waste. Recycling, upcycling, eliminating, and renewing are the key actions we need to employ to address the waste issue. Composting can reduce household waste by 40 percent. Build a compost bin, buy a tumbler, use a bucket, but whatever you choose, start composting today to help Mother Nature endure the onslaught of destructive behaviors.

Insects and pollinators are disappearing. The United Nations warns that 40 percent of bees and butterflies risk global extinction.

We can help by eliminating pesticides and insecticides while planting flowers and plants the pollinators love. Attract ladybugs, beetles, spiders, bees, hummingbirds, butterflies and other beneficial insects by establishing friendly, inviting habitats.

Here’s a short list of plants attractive to pollinators:

... continued on Page D15

Anise	Jupiter’s Beard
Aster	Lantana
Beebalm	Lavender
Bergenia	Lilac
Black-eyed Susan	Lupine
Blanket Flower	Marigold
Butterfly Bush	Mexican Heather
Candytuft	Milkweed
Calendula	Nicotiana
Cardinal Flower	Penstemon
Catmint	Phlox
Coneflower	Rose
Cosmos	Sage
Daisy	Salvia
Dill	Scabiosa
Fennel	Verbena
Gerbera	Yarrow
Globe Thistle	Zinnia

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Cynthia Brian's Gardening Guide for January

BOOST your vitamin C with fresh fruit from citrus trees. Ripening for the next two months you will enjoy sweet navel orange, lime, lemon, grapefruit and Clementine.

PULL weeds as they sprout. With the rains, weed seeds are prodigious. It's best to dig them while they are tiny.

FERTILIZE and **PRUNE** deciduous trees and shrubs, including apple, pear, apricot, peach and plum.

DEEP root feed crape myrtles.

APPLY sulfur to acid loving plants to lower the pH of the soil.

SPRAY deciduous fruit trees with dormant spray, making sure to soak the branches, trunk and soil around the tree to suffocate over wintering insects including mites, aphids and scale.

FRESHEN dry interior air with a sail plant/peace lily.

ADD zing to your savory dishes with fresh pepper berries.

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USE code **STAR20** to order grass seed or other products at www.pearlspremium.com through Jan. 16. You can reseed a lawn now, or buy seed to plant in the spring.

Free shipping with a minimum order of \$50 until Jan. 25 from sowtrueseeds.com/collections open-pollinated, GMO free, untreated with code SHIPFREE19. Happy Gardening. Happy Growing.



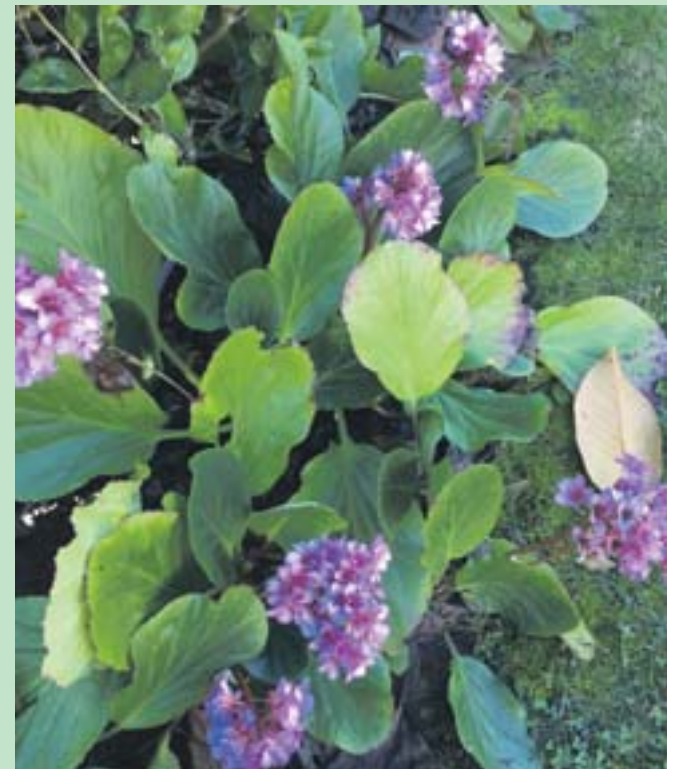
Pull weeds as they sprout.



Prune fruit trees.



Persimmons



Bergenia makes a long-lasting cut flower and pollinators are attracted to their pink petals.



Peace lilies or sail plants purify the air.

Digging Deep with Cynthia Brian

Garden trends for 2019, Part 2

... continued from Page D12

For optimum impact, plant in drifts or clusters. Pollinators seek fragrance and bright colors. By incorporating these flowers into your landscape you'll help save the beneficial bugs. Without them, the invasive, detrimental insects threaten our species.

Circling back to technology, artificial intelligence is taking root in the garden. Robotic mowers, drones that pollinate and "read the weeds," and wireless irrigation sensors are already in use. Walmart filed patents for drones to identify pests attacking crops. With these trends, it may not be long before we'll be able to instruct our smartphones to start the engines of a new tech device that will weed, seed and feed. Until then, let's unplug, go outside, and dig deeper!

Happy Gardening! Happy Growing!



Cynthia Brian surrounded by snow-clad branches

Cynthia Brian, The Goddess Gardener, raised in the vineyards of Napa County, is a New York Times best-selling author, actor, radio personality, speaker, media and writing coach as well as the Founder and Executive Director of Be the Star You Are!® 501 c3. Tune into Cynthia's Radio show and order her books at www.StarStyleRadio.com.

Buy a copy of her new books, Growing with the Goddess Gardener and Be the Star You Are! Millennials to Boomers at www.cynthiabrian.com/online-store. Hire Cynthia for projects, consults, and lectures. Cynthia@GoddessGardener.com www.GoddessGardener.com Donate to Fire Disaster Relief via Be the Star You Are!® 501 c3 at www.BetheStarYouAre.org

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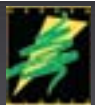
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Best wishes to our families, friends, and neighbors for a happy, healthy, and safe 2019.



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