










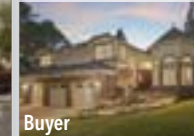






HERE'S TO NEW BEGINNINGS

I was honored to help so many wonderful clients buy and sell in 2020 and grateful to donate more than \$14,000 to charity from closed transactions through my Local Giving Project: www.holcenberg.com/giving-back.

HOMES SOLD IN 2020

261 Claudia Court, Moraga  Seller	115 Devin Drive, Moraga  Seller	346 Birchwood Drive, Moraga  Seller	359 Donald Drive, Moraga  Buyer
2 Patrick Lane, Orinda  Buyer	236 Calle La Montana, Moraga  Seller	3 Corte Bombero, Orinda  Buyer	1069 Via Alta, Lafayette  Buyer
72 Corte Yolanda, Moraga  Seller	3303 Whitehaven Drive, Walnut Creek  Seller	338 Birchwood Drive, Moraga  Seller	149 Saddle Oaks Court, Walnut Creek  Buyer
390 Hermosa Court, Lafayette  Buyer	3736 Campolindo Drive, Moraga  Buyer	126 Brookfield Drive, Moraga  Seller	212 Sheila Court, Moraga  Seller

Wishing a wonderful 2021 for all and looking forward to surpassing donations this year.

Michelle Holcenberg

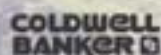
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The Real Estate Year in Review

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In the condominium/town home category, Lafayette had 31 closings in 2020. This is up from 17 closings in 2019 in the MLS. This can be attributed to the higher number of new construction closings reported to the MLS. Sales prices ranged in 2020 from \$594,000 to \$2.36 million. Moraga had 71 closed units, up from 67 in 2019 and down from 85 in 2018. Sales ranged from \$329,000 to \$1.375 million. This includes “attached” homes in Moraga Country Club. Orinda had five closings while in 2019 there were six and 2018 there were nine and eight in 2017. They sold from \$635,000 to \$1.495 million.

It should always be noted that there are also a few direct sales that do not go through the MLS and they are not reported here. These may include some foreclosures that were sold at the courthouse as well as some sales between private individuals.

As of Jan. 11, there were 45 dwellings under contract per the MLS in the three communities combined, with asking prices of \$928,000 to \$5.495 million. It should be pointed out that there are no REOs and no short sales. Prices have continued to rise over the last few years and more owners now have equity in their homes and have not had to go the short-sale process or face foreclosure.

A comparison of year-end inventory in the three communities combined shows 49 homes on the market. Last January there were 53 homes on the market. Seasonally the biggest inventory is in the spring and early summer, however this cur-

rent number may point to another year with a combination of qualified buyers vying for a continued limited supply. The current asking prices range from \$989,000 to \$25 million in the three communities combined.

In Lamorinda in 2020, 55 homes sold for over \$3 million!

Interest rates have remained historically low and there is no pressure for them to rise in the short term for mortgages. Corporate relocations have slowed down due to their employees being able to work remotely and schools not being open. Many of these relocations will likely come to pass once offices and schools reopen. We have not seen many outbound relocations for people working for companies who have announced that their corporate headquarters will be moving out of the state.

The minimal amount of single-family new construction has helped keep supply and demand within a better balance than a lot of other neighboring communities.

The East Bay communities like Lafayette, Moraga and Orinda, as well as Piedmont and several neighborhoods in Oakland and Berkeley, continue to benefit from their proximity to San Francisco where prices remain very high. Comparably speaking, the East Bay is still relatively more affordable.

The trend that began in 2011 continues today where in many situations in the three communities, the seller receives multiple offers and homes sell for above the list price. This, when coupled with a relatively low supply and a willingness by sellers to be realistic in their pricing should continue to fuel a strong market in 2021.