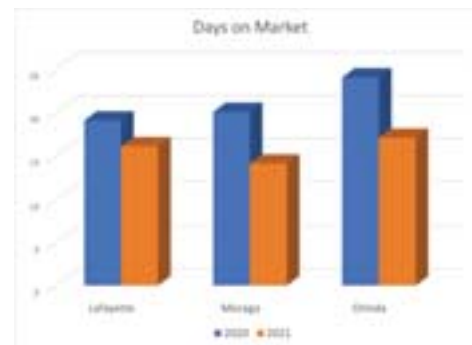


Lamorinda

OUR HOMES

Lamorinda Weekly Volume 15 Issue 24 Wednesday, January 19, 2022



The Real Estate Year in Review

read on Page D4

Digging Deep with Goddess Gardener, Cynthia Brian

Houseplant housemates



Photo Cynthia Brian

Maintain consistent moisture with anthuriums and prayer plants

By Cynthia Brian

“Having plants in your house is a natural way to continuously clear yourself!” ~ Doreen Virtue

Forty-five! That’s the number of houseplants that filled my tiny dorm room on the seventh floor of Hedrick Hall during my freshman year at UCLA. Every shelf, box, windowsill, wall hook, desk, and floor space were filled with a container sprouting something green. I had gone from being surrounded by nature on the farm to living in a high rise in the concrete jungle. My body, mind, and spirit craved a garden. I created an indoor oasis of easy-care houseplants that helped me breathe better in those days when Los Angeles was clogged with smog.

Eighteen! That’s the number of potted plants that currently grace my indoor space. The number doubles if you count containers on my

porch and balcony. Most of my family of plants have been with me for decades. I have a fiddleleaf fig that began as a small specimen in a one-gallon pot that now towers to 15 feet in my hall. A precious peace lily that was gifted to me when “Chicken Soup for the Gardener’s Soul” hit the New York Times bestseller list currently inhabits a nine-square-foot corner of my family room. An original four-inch size variegated bromeliad birthed pups and is a focal flora in my living room. My lucky bamboo growing in water peppered with pebbles soars three feet or more.

With winter keeping us from digging outside, indoor plants offer a way to garden in inclement weather while adding beauty to your interior décor. Even better than the attractiveness that plants bring to our designs, they are air-filtering workhorses as well. Air quality has become a big buzzword during the COVID pandemic. Through the process of photosynthesis, plants convert the carbon dioxide we exhale and also remove gases from the air through a process called absorption. Back in 1989, a NASA report concluded that household plants could provide a “promising economical solution to indoor air pollution.” A 2020 study published in the Journal of Environmental Management indicated that it would take a green wall to improve the health index of an interior environment. No matter which is truer, one thing is certain, being in nature as well as being surrounded by houseplants lowers our blood pressure, reduces stress, and improves mental health.

Numerous specimens make excellent houseplants. A few of my favorites include orchids, bromeliads, aloe, peace lily, snake plant, spider plant, pothos, dracaena, croton, fiddleleaf fig, dieffenbachia, anthurium, parlor palm, arrowhead plant, and lucky bamboo. All of these are very easy to maintain, offer gorgeous greenery, and can live for years with minimal proper care.

To grow healthy, happy plants that will provide endless enjoyment and attractiveness, these elements are necessary.

1. Provide the correct amount of light. Before you purchase any houseplant, look around your home for your light conditions. Some plants need bright light in a south window, others prefer the low light of a north-facing window. Some like it hot, some like it cool. Do your homework.

2. Water cautiously. Many houseplants drown from over-watering. The lucky bamboo is one rare specimen that thrives in water. Make sure that you have adequate drainage in all containers.

... continued on Page D10



LAFAYETTE - Off Market

New Construction in Happy Valley - PENDING

4BD | 4.5BA | Office | Guest House | .90 AC | 3CAR

We are excited to report that this year is looking like it will be another strong one for the Lamorinda real estate market.

Our new construction listing has just gone pending. Main house approximately 5,300 sq. ft., separate guest house approximately 763 sq.ft. with a spectacular view; just under an acre, mostly flat.

We look forward to helping you with your real estate needs this year. Please call or email us for a confidential interview.



Glenn Beaubelle
Kellie Beaubelle

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Lamorinda home sales recorded

City	Last reported	Lowest amount	Highest amount
LAFAYETTE	16	\$900,000	\$4,795,000
MORAGA	10	\$620,000	\$2,550,000
ORINDA	14	\$488,000	\$4,400,000

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

- 3557 Boyer Circle, \$1,365,000, 4 Bdrms, 2488 SqFt, 1932 YrBlt, 11-29-21
- 55 Cricket Hill Road, \$3,000,000, 3 Bdrms, 2644 SqFt, 1963 YrBlt, 12-03-21
- 124 Del Centro Court, \$1,750,000, 4 Bdrms, 1874 SqFt, 1963 YrBlt, 12-01-21
- 1042 El Curtola Boulevard, \$1,550,000, 3 Bdrms, 2285 SqFt, 1946 YrBlt, 12-01-21
- 3214 Gold Court, \$2,500,000, 5 Bdrms, 3329 SqFt, 1959 YrBlt, 12-03-21,
Previous Sale: \$465,000, 03-01-88
- 1026 Hoedel Court, \$4,100,000, 5 Bdrms, 3913 SqFt, 2017 YrBlt, 11-30-21,
Previous Sale: \$900,000, 07-27-17
- 1102 Orchard Road, \$2,280,000, 4 Bdrms, 2852 SqFt, 1978 YrBlt, 12-09-21,
Previous Sale: \$1,010,000, 05-14-04
- 1129 Palomares Court, \$1,420,000, 4 Bdrms, 1647 SqFt, 1946 YrBlt, 11-30-21,
Previous Sale: \$634,000, 07-11-03
- 3977 South Peardale Drive, \$3,750,000, 4 Bdrms, 3580 SqFt,
2012 YrBlt, 12-03-21, Previous Sale: \$2,617,000, 08-05-19
- 1570 Rancho Del Hambre, \$3,190,000, 4 Bdrms, 4865 SqFt,
1990 YrBlt, 11-29-21, Previous Sale: \$1,075,000, 07-01-92
- 833 Topper Lane, \$3,215,000, 4 Bdrms, 2648 SqFt, 1949 YrBlt, 12-01-21

MORAGA

- 126 Ascot Court #C, \$434,000, 1 Bdrms, 858 SqFt, 1970 YrBlt, 12-07-21,
Previous Sale: \$280,000, 06-18-15
- 90 Greenfield Drive, \$1,725,000, 3 Bdrms, 1786 SqFt, 1972 YrBlt, 12-06-21,
Previous Sale: \$900,000, 03-03-15
- 1 Hastings Court, \$2,900,000, 4 Bdrms, 3620 SqFt, 1988 YrBlt, 11-29-21,
Previous Sale: \$1,750,000, 01-31-13
- 50 Merrill Circle, \$2,550,000, 4 Bdrms, 4219 SqFt, 1992 YrBlt, 11-29-21,
Previous Sale: \$2,200,000, 09-18-15
- 40 Merrill Circle, \$2,025,000, 3 Bdrms, 2946 SqFt, 1988 YrBlt, 12-03-21,
Previous Sale: \$1,250,000, 08-06-16
- 1133 Rimer Drive, \$1,700,000, 3 Bdrms, 2220 SqFt, 1965 YrBlt, 11-29-21,
Previous Sale: \$349,000, 08-01-88
- 1032 Sanders Drive, \$912,500, 3 Bdrms, 1454 SqFt, 1961 YrBlt, 11-30-21,
Previous Sale: \$640,000, 04-16-02
- 65 Sullivan Drive, \$1,819,000, 4 Bdrms, 2308 SqFt, 1963 YrBlt, 12-03-21
- 63 Vista Encinos, \$2,345,000, 4 Bdrms, 3233 SqFt, 2020 YrBlt, 12-06-21

ORINDA

- 8 Avis Court, \$2,101,500, 4 Bdrms, 2399 SqFt, 1968 YrBlt, 11-29-21
- 73 Brookwood Road #13, \$700,000, 2 Bdrms, 1020 SqFt, 1962 YrBlt, 12-06-21,
Previous Sale: \$330,000, 08-12-03
- 125 Canon Drive, \$1,350,000, 4 Bdrms, 2680 SqFt, 1933 YrBlt, 11-30-21



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64 Camino Encinas, Orinda
Sold for \$3,400,000 | Sold for **\$1,387 per square foot**



118 Bates Court, Orinda
Sold for \$3,200,000 | Sold for **\$1,215 per square foot**



3256 Sweet Drive, Lafayette
Sold for \$1,715,000 | Sold for **\$1,207 per square foot**



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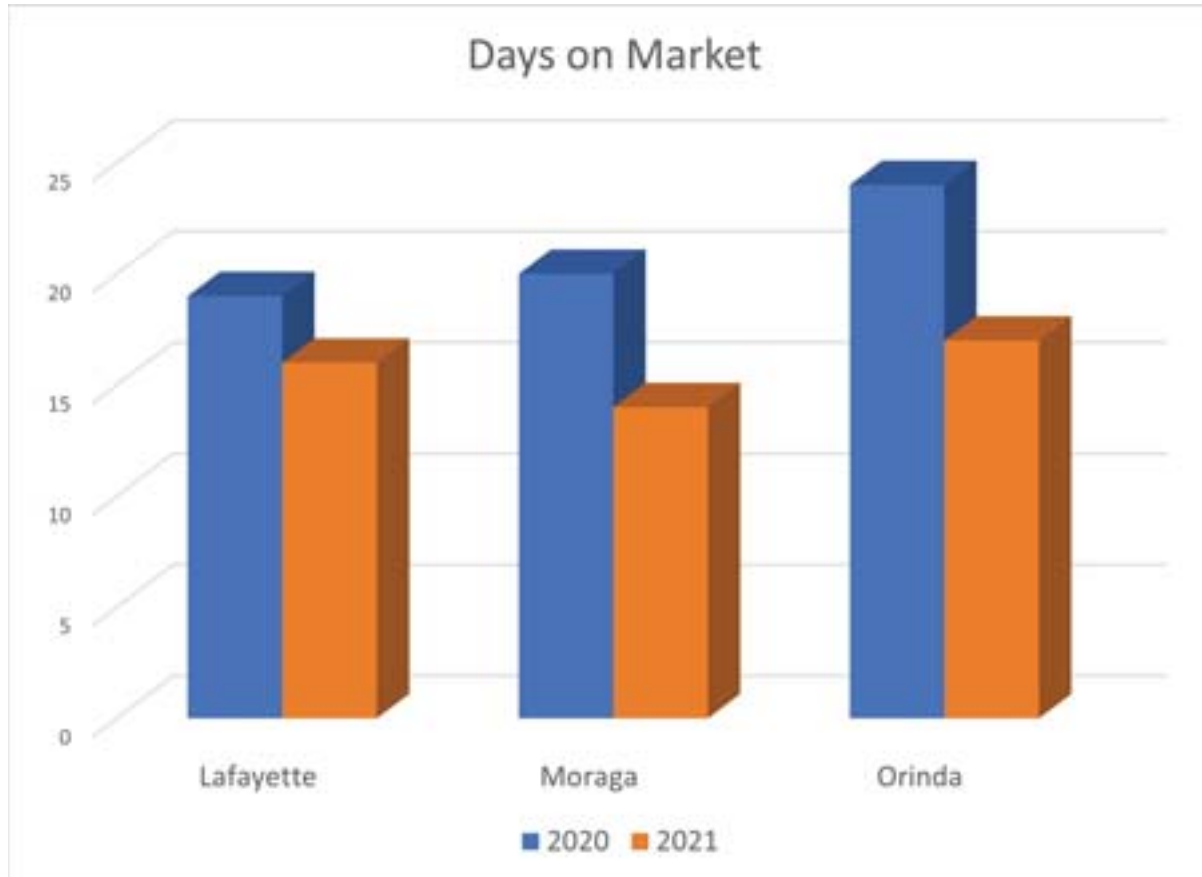
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The Real Estate Year in Review



By Conrad Bassett, Licensed Real Estate Broker and CRP, GMS-T

Last year was another extremely strong year for sellers of residential real estate in Lamorinda. Sales volume was solid with a minimal increase in supply matched by continued strong demand and desirable interest rates; the result was average prices went up in Lafayette, Moraga and Orinda. The ongoing pandemic did not slow the market at all.

Homes stayed on the market for a similar limited time like in 2019 and 2020 and the majority of homes sold at or above their asking price.

Per Contra Costa Association of Realtors statistics reported for closings Jan. 1 through Dec. 31, 2021, 417 single family homes closed in Lafayette versus 344 in 2020 and 288 in 2019. For the 417 reported closings, sales prices ranged from \$840,000 to \$11.5 million

and the average time on market was 16 days, a decrease from the 19 days in 2020.

The average sales price was \$2,124,266 – a significant increase from \$1,916,042 in 2020 – and from the \$1,789,012 in 2019, the \$1,736,519 in 2018 and the \$1,625,636 in 2017. The average price has doubled in the last decade.

The average sales price was 107.5% of the final list price, which in 2021 was \$1,975,464. Again, it is only an average, but the average sales price in dollars was just about \$150,000 above the average asking price. In 2020 it was 101.7% of the final list price. This comes from a combination of properties being listed well below their actual value and in some cases “bidding wars” that pushed up prices. There were two Lafayette foreclosures sold on the MLS.

Only seven homes closed below \$1 million.

In Moraga there were 184 single family closings in 2021, with 175 single family

closings in 2020 and 129 single family closings in 2019. Prices ranged from \$1.06 million to \$3.9 million. The average sales price was \$1,926,353. In 2020 it was \$1,590,853, \$1,486,327 in 2019 and \$1,485,713 in 2018. It was \$1,388,287 in 2017 and \$1,272,179 in 2016. As in Lafayette, the average home price has doubled in the last decade.

The average number of days on market in 2021 was 14. In 2020 it was 20. The average home sold for 109% of its asking price. The average list price was \$1,777,012 so the average home sold for about \$150,000 above asking. A year ago, it sold for 102% of its last list price. There was one REO property that closed on the MLS and no short sales.

In Orinda the number of single-family closings was 373 versus 302 a year ago – an increase from the 261 in 2019. The reported sales ranged in price from \$925,000 to \$8 million with an average price of \$2,187,385. In 2020 it was \$1,889,942. In 2019 it was \$1,629,030 and in 2018 it was \$1,729,306. In 2017 it was \$1,614,279 and 2016 it was \$1,577,727. Again, the average sales price has more than doubled in the last 10 years. The average market time was 17 days – down from 24 days a year ago.

The average sales price was an average of 108% of the final list price. A year ago it was 101.7% of the final list price for the reported sales. There were no REO (bank owned) sales in Orinda in 2021.

There were three reported sales in Canyon in the MLS in 2021 and the average sales price was \$1,082,667.

On an average price per square foot basis for reported sales in 2021, Lafayette homes sold for \$823.60, well above the \$703.44 in 2020 and up from 2019 when it was \$671.90.

In 2021, Moraga homes sold for \$775.04 per square foot versus \$644.18 in 2020. In 2019, Moraga homes sold for \$610.00 per square foot.

In Orinda last year homes sold for \$797.26 per square foot, versus \$672.53 in 2020 and \$624.28 per square foot for the average home in 2019.

... continued on Page D14

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217 Village Gate 32 Heather Lane 114 La Quinta 3295 Phillips Rd 21 Hidden Valley Rd 45 Via Farallon 120 Marsha Place 20 Brandt Drive 31 Birchwood Place 47 Estabueno Dr 52 Evergreen Dr 20 Alice Place 22 Greenwood Ct 3026 Bradbury Drive 27 Ramona Drive 1970 Beacon Ridge Ct 1064 Viela Ct 14 Vista Del Mar 63 Ivy Drive 42 Camino Lenada 11 Dos Posos 1219 Woodborough Rd 9 Sleepy Hollow Lane 209 Willowbrook Lane 136 Fiesta Circle 171 Las Vegas Rd 33 Dolores Way 3175 Cordova Way 23 Woodland Road 755 Glenside Drive 16 Fallen Leaf Terrace 43 Camino don Miguel 212 Camino Sobrante 120 Crane Terrace 10 Serenity Lane 34 Winding Glen 1183 Alta Mesa 15 Piedmont Ave 76 Van Ripper Lane 19 El Gavilan 673 Tahos Road 341 Bryan Drive 240 Laurel Glen 9 Washington Lane 860 Broadmoor Ct 47 Linda Vista 36 Oak Road 8 La Campana 29 Crescent Drive 57 Orchard Rd 325 Calais Drive 2 Haciendas 46 Ivy Drive 1864 Stratton Circle 136 Manzanita Drive 492 Dalewood Drive 14 Bobolink Rd 3425 Terra Granada 22 White Oak 8 Avis Ct 34 San Pablo Court 960 Mountain View Drive 2254 Bayberry Circle 1968 Fair Ridge Ct 13 Sleepy Hollow Lane 182 Fernwood Drive 6 El Caminito 48 Oak Rd 8 Rose Lane 51 Donna Maria Way 47 Ardilla Rd 1211 Upper Happy Valley Rd 24 Mariposa Lane 16 Oak Ct 19 La Cintilla 21 Greenwood Ct 7 Richard Ct 9 Kittiwake Rd 13 Washington Ln 51 Rheem Blvd 103 Glenbridge Ct 863 Augusta Dr 5 Thune Ave 3201 Lucas Drive 325 El Toyonal 10 Washington Ln 8 Tappan Ct 2 Moraga Via 38 Linda Vista 300 Village View Ct 533 Masefield Ct 481 Dalewood Dr 50 Charles Hill Rd 15 Linda Vista 32 Evergreen Dr 8 Southard Ct 24 La Cresta Rd 21 Los Arboles 18 Mira Loma Rd 11 Castle Crest Rd 4087 Happy Valley Rd 64 El Gavilan 376 Dalewood Drive 17 Valley View 41 Dos Posos 3 Sager Ct 4080 Happy Valley Rd 160 Hall Drive 104 Sleepy Hollow Ln 115 El Toyonal 2 Juniper Dr 121 Oak Rd 38 Ivy Drive 264 Calle La Mesa 20 Via Callados 424 Camino Sobrante 64 Dolores Way 119 Calle La Mesa 573 Miner Road 56 Donna Maria Way 892 Mountain View Drive 170 Ravenhill 537 The Glade 19 Hillcrest 11 La Espiral 147 Camino don Miguel 110 Camillia Lane 76 La Cuesta 716 Augusta 6 Lloyd Lane 65 California Ave 11 Crown Ct 8 Santa Lucida 155 Cañon Drive 40 Dos Osos 24 Valley Drive 2 El Caminito 49 Sanborn Road 201 Village Gate 99 Tiger Tail 25 Bates Blvd 328 Village View 117 Goodfellow 150 La Espiral 18 Piedmont 1043 Alta Mesa 2 Crown Ct 5 Carey Ct 9 Hall Drive 24 Camino Sobrante 1 Idyll Ct 36 Via Floreado 1743 Spyglass 860 Broadmoor Ct 4 Rich Acres 5 Charles Hill 212 Dorchester 2 Kittiwake 10 Winding Lane 606 Stage Coach Ct 85 Acacia 54 La Campana 75 Monte Vista 67 Brookwood #11 1 Daisy Lane 6 Lavenida 167 Stein Way 43 Orinda View 3946 North Peardale Drive 32 Las Vegas 30 Charles Hill 432 Miner Road 20 El Castillo 1 La Senda 3940 S. Peardale Drive 3338 Freeman Road 828 Bancroft Road 5200 Grizzly Peak Blvd. 34 Thorndale Place 7 Donald Drive 80 Warfield Dr. 440 Tahos Rd 28 Tappan Lane 2 El Caminito 40 Charles Hill Ct. 173 Glorietta Blvd. 6 Songbird Ct. 63 Davis Road 36 Los Dedos 27 Rheem Blvd. 115 Crane Terrace 78 Sleepy Hollow Lane 106 Scenic Drive 1847 Reliez Valley Road 3244 Glenside Dr. 11 Orchard Road 10 Dickenson Dr. 5 Charles Hill Place 255 La Espiral 4 Dolores Court 895 Las Trampas 74 La Encinal 136 David Drive 914 Kelley Court 1099 Sanders Dr 221 Erselia Drive 1741 Spyglass Lane 1 Acacia Dr. 95 Warfield Dr. 1725 Spyglass Lane 110 Camelia Lane 38 Mira Loma Dr 136 Manzanita Dr 710 Miner Rd. 76 Tarry Lane 525 Patterson Blvd 71 Ardilla Rd 9 La Fond Lane 50 Donna Maria Way 1420 Arbor Lane 120 Via Floreado 1253 Lindell Drive 73 La Espiral 29 Knickerbocker Lane 25 Risa Court 3959 Cowan Rd 63 El Gavilan 41 Vista Del Mar 121 Lombardy Lane 1014 Regio Court 108 Sleepy Hollow Lane 649 Miner Rd. 484 Dalewood Dr. 908 Chantilly Ct. 1 Middle Road 341 Camino Sobrante 867 Acalanes Rd 3242 Glenside Dr 7 Charles Hill 5 Charles Hill Road 323 La Espiral 151 Cypress Point Way 70 Monte Vista Road 38 La Cuesta 5 Woodcrest Road 361 Tahos Road 875 Camino Ricardo 855 Mountain View Rd. 21 North Lane 23 Sessions 539 The Glade 3875 Quail Ridge Rd 1930 Ascot Drive 15 Norman Ct 55 Mozden Lane 112 Via Floreado 16 Valley View Lane 47 El Gavilan 37 Camino don Miguel 62 Hacienda Circle 19 Glorietta Ct 68 Southwood Dr 111 Bear Ridge Trail 60 Muth 130 Camino Sobrante 30 Tiana Terrace 56 Davis Rd 27 Wilder Road 245 Overhill Rd 23 Ivy Drive 33 Overhill Rd Springhill Rd 3434 Little Ln 3369 Mildred Lane 13 Bates Blvd 516 Miner Road 144 Las Vegas Rd 61 Muth Drive 99 Somerset Rd 91 Coral Drive 412 Camino Sobrante 244 El Toyonal 3 Dollis Park Rd 5 Oak Arbor Rd 590 Silverado Drive 220 Camino Sobrante 23 Via Hermosa 37 Southwood Dr 1168 Glen Rd 41 Longridge Rd 4122 Canyon Rd 32 Coachwood Terrace 17 Tarry Lane 3364 Betty Lane 529 Silverado Drive 260 Camino Sobrante 260 Caldecott Ln, #302 11 Las Palomas 45 Don Gabriel Way 6 Irvine Drive 1 Kittiwake Rd 751 Miner Rd 3484 Hamlin Rd 5 La Noria 13 Sally Ann Road 29 Tappan Lane 10 Las Palomas 8 Charles Hill Place 411 Camino Sobrante 11 Orchard Road 3945 Woodside Ct 86 Hillcrest Drive 176 Camino Don Miguel 1954 Joseph Drive 2724 W Newell 173 Glorietta Blvd 10 Bobolink Rd 14 Van Tassel Ln 3374 Sweet Drive 1 Hidden Lane 42 Irving Lane 26 Van Ripper Lane 3 Duarte Court 151 Canon Drive 541 Banyan Circle 2345 Parish Drive 9 Valley View Road 44 Knickerbocker Ln 328 Village View Ct 22 Van Tassel Lane 49 Sanborn Rd 76 Miramonte Dr Camellia Ln 318 Elati Ct 134 Ardith Drive 35 La Cuesta Rd 346 First Ave. South 115 Crane Terrace 326 La Espiral 134 La Espiral 1218 Jillian Ct. 56 La Vuelta 66 Sleepy Hollow Ln 41 Van Tassal Lane 13 Sleepy Hollow Ln 134 La Espiral 208 Villa Nova Dr. 635 Augustine Ln 1340 Reliez Valley Rd 873 Solana Dr. 5 Brookbank Rd 201 Ivy Drive 9 Sleepy Hollow Ln 95 Diablo View Dr. 33 Bates Blvd 1165 Nogales 15 La Cuesta Rd 3152 Somerset Place 37 Sleepy Hollow Ln 3987 Campolindo Dr

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Partial List of Homes Sold

DRE# 00903367



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REAL ESTATE



\$46M

2021
Total Sales

24

Transactions
In 2021

Top 1%

Of Contra Costa County
Agents In 2021

Information taken from the MLS as of January 1, 2022 will not be verified by broker or MLS. All information should be independently reviewed and verified for accuracy. Properties represent a compilation of listings from various brokerage firms and may or may not have been listed or sold by the office/agent presenting the information.





SOLD
in
2021



Terri Bates Walker
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terribateswalker.com

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Digging Deep with Goddess Gardener, Cynthia Brian

Houseplant housemates



Leek growing in water. Photos Cynthia Brian



Orchids add beauty and elegance to any room and will re-bloom.



Lucky Bamboo will grow in water or soil and thrives in low to medium light.

... continued from Page D1

Put gravel or small pebbles at the bottom of the pot. Poke a chopstick or pencil into the soil. If it comes out soggy, do not water. If it is dry, offer hydration to your plant friend. Plants may dry out more quickly in winter when forced air heaters are operating. Most plants may require water once a week or less.

3. Fertilize according to directions. Stop feeding plants in the winter. Start again in the spring. Leafy green plants will need nitrogen, plants that flower want phosphorous.

4. Eradicate bugs. Placing a clove of garlic in the soil is a great way to keep your friend bug-free. To kill bugs, place a clove of garlic in the soil. Mealybugs, aphids, and scale can be removed with a spray solution of water, alcohol, and dish detergent. The solution can also be rubbed on the leaves. Make sure to let the soil dry out if fungus gnats appear.

5. Maintain humidity. Cacti enjoy dry conditions; however, most plants prefer 50% humidity. In winter, our homes tend to be drier. If containers can be lifted, add a saucer of pebbles filled with water to increase the humidity, or spray with a fine mist. Another idea is to take your plant into your bathroom or shower.

6. Trim spent blossoms and dead leaves. When flowers are finished

blooming, or leaves die, remove them as soon as possible to allow for new growth.

7. Other things. Always read the instructions on care before making a purchase. Turn all houseplants a quarter turn at least once every two weeks to maintain their shape as most will reach for the sunlight.

If you receive plants as gifts, make sure to remove wrapping to allow for good drainage. Living Christmas trees need to be moved outdoors. Depending on the size, you may be able to use the tree for next year's holidays. Or you may need to transplant your tree into a larger container to keep on your patio. If you are going to plant it in the ground, determine the placement carefully as these trees will grow into very large evergreens with expansive roots.

One final interest of mine that is an educational and exciting experiment for children is rooting vegetables in a glass of water on a windowsill. Avocados, fennel, scallion, green onions, potatoes, sweet potatoes, and leeks grow quickly. Refresh the water daily. I currently am growing leeks and continue to use the green tops in my cooking.

With a little effort, your interiors will be healthier and more stunning with the introduction of living greens. Bring nature indoors with you while enjoying cleaner air living happily with your organic artistic housemates.

Happy Gardening. Happy Growing.



This fiddle-leaf fig, also known as ficus lyrata, has been growing for 35 years.



Pothos can be grown from a cutting, enjoys low light, and is the easiest plant to grow.



Sansevieria, the snake plant, rarely needs water.



Spider plants are the easiest to grow in any condition.



This fifteen-year-old variegated bromeliad grew pups and continues to bloom.

Lamorinda home sales recorded

... continued from Page D2

ORINDA

- 8 Avis Court, \$2,101,500, 4 Bdrms, 2399 SqFt, 1968 YrBlt, 11-29-21
73 Brookwood Road #13, \$700,000, 2 Bdrms, 1020 SqFt, 1962 YrBlt, 12-06-21,
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564 Dalewood Drive, \$3,300,000, 5 Bdrms, 3986 SqFt, 1990 YrBlt, 12-01-21,
Previous Sale: \$2,727,000, 06-15-20
21 Keith Drive, \$2,201,000, 4 Bdrms, 4696 SqFt, 1991 YrBlt, 12-02-21,
Previous Sale: \$1,225,000, 01-25-99
117 Meadow View Road, \$1,300,000, 2 Bdrms, 1644 SqFt,
1952 YrBlt, 12-10-21, Previous Sale: \$615,000, 06-30-04
11 Ranch Road, \$3,035,000, 3 Bdrms, 3826 SqFt, 1953 YrBlt, 12-07-21
54 Saint Stephens Drive, \$1,900,000, 4 Bdrms, 2674 SqFt, 1962 YrBlt, 11-30-21
17 Shadow Creek Lane, \$2,628,000, 4 Bdrms, 3284 SqFt, 1982 YrBlt, 11-29-21,
Previous Sale: \$1,600,000, 05-03-17
60 Via Floreado, \$2,500,000, 3 Bdrms, 2254 SqFt, 1958 YrBlt, 12-03-21

The Real Estate Year in Review

... continued from Page D4

In the condominium/town home category, Lafayette had 36 closings, up from 31 closings in 2020. Sales prices ranged in 2021 from \$628,000 to \$1,835,000. Moraga had 118 closed units, up from 71 in 2020. Sales ranged from \$350,000 to \$1.5 million. This includes “attached” homes in Moraga Country Club. Orinda had 13 closings, up from five in 2020. Eight of these were in the complexes on Brookwood Road and the others in Orindawoods. They sold from \$420,000 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 are usually sales between private individuals.

As of Jan. 8, there were only 25 dwellings under contract per the MLS in the three communities combined, with asking prices of \$1.049 million to \$12.8 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 18 homes on the market. Last January there were 49 homes on the market. Seasonally the biggest inventory is in the spring and early summer, however this current number may point to another year with a combination of qualified buyers vying for a continued limited supply. The current asking prices range from \$1 million to \$6.5 million in the three communities combined.

In Lamorinda in 2020, 55 homes sold for over \$3 million! In Lafayette alone 56 sold for \$3 million or more in 2021.

Mortgage rates have remained historically low. Corporate relocations have slowed down due to their employees being able to continue to work remotely. Many of these relocations will likely come to pass once offices more fully 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 2022.

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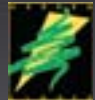
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