

The Real Estate Quarter in Review

Lastly, it is important to look at what homes are selling for versus their list prices. Often homes come on the market at unrealistic prices, and they do not sell, but in the second quarter of this year many homes have had multiple offers and have sold at or above the list price.

We are also seeing many buyers having to make offers without the traditional contingencies of obtaining financing or having a home appraised or even having the home inspected. Many sellers are now opting to obtain pre-sale inspections in

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order to understand the condition of their homes and to also prevent a buyer from trying to renegotiate a lower price or repairs.

Of the 97 single-family sales that closed in Lafayette in the second quarter of 2018, 59 sold at or above the final list price.

In Moraga, 32 of the 47 sales were at or above the asking price and in Orinda, 76 of the 97 sold at or above the final listing price.

Lamorinda Home Sales recorded

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MORAGA ... continued

- 1431 Camino Peral, \$790,000, 3 Bdrms, 1360 SqFt, 1972 YrBlt, 6-11-18;
Previous Sale: \$385,000, 05-24-02
- 5 Carey Court, \$1,290,000, 3 Bdrms, 1922 SqFt, 1987 YrBlt, 6-12-18;
Previous Sale: \$802,500, 04-27-12
- 82 David Drive, \$1,888,000, 4 Bdrms, 2819 SqFt, 1974 YrBlt, 6-13-18;
Previous Sale: \$930,000, 05-12-04
- 2133 Donald Drive #10, \$540,000, 2 Bdrms, 1224 SqFt, 1963 YrBlt, 6-4-18;
Previous Sale: \$375,000, 06-27-14
- 18 Fleuti Drive, \$1,475,000, 5 Bdrms, 2638 SqFt, 1970 YrBlt, 6-4-18;
Previous Sale: \$1,050,000, 12-13-17
- 1110 Larch Avenue, \$1,000,000, 4 Bdrms, 1560 SqFt, 1961 YrBlt, 6-11-18
- 8 Magee Court, \$1,725,000, 4 Bdrms, 3696 SqFt, 1987 YrBlt, 6-11-18
- 108 Miramonte Drive, \$620,000, 2 Bdrms, 1134 SqFt, 1965 YrBlt, 6-14-18;
Previous Sale: \$392,000, 05-17-10
- 182 Miramonte Drive, \$800,000, 2 Bdrms, 1772 SqFt, 1965 YrBlt, 6-13-18;
Previous Sale: \$232,000, 09-17-97
- 3986 Paseo Grande, \$1,380,000, 3 Bdrms, 2091 SqFt, 1969 YrBlt, 6-8-18;
Previous Sale: \$635,000, 10-24-00
- 1324 Rimer Drive, \$1,260,000, 3 Bdrms, 1840 SqFt, 1963 YrBlt, 6-1-18;
Previous Sale: \$1,150,000, 05-31-17
- 68 Sanders Ranch Road, \$1,825,000, 4 Bdrms, 3129 SqFt, 1989 YrBlt, 6-12-18;
Previous Sale: \$160,000, 06-27-88
- 1743 Spyglass Lane, \$1,310,000, 3 Bdrms, 2828 SqFt, 1985 YrBlt, 6-7-18;
Previous Sale: \$915,000, 01-16-14
- 224 Tharp Drive, \$1,300,000, 4 Bdrms, 1911 SqFt, 1965 YrBlt, 5-31-18;
Previous Sale: \$822,000, 04-23-04
- 481 Tharp Drive, \$1,660,000, 4 Bdrms, 3073 SqFt, 1965 YrBlt, 6-1-18;
Previous Sale: \$1,085,000, 07-01-11
- 124 Via Joaquin, \$750,000, 2 Bdrms, 1354 SqFt, 1980 YrBlt, 6-8-18;
Previous Sale: \$500,000, 06-26-12
- 152 Willowbrook Lane, \$2,200,000, 4 Bdrms, 3174 SqFt, 2015 YrBlt, 5-31-18

ORINDA

- 24 Camino Sobrante, \$1,489,000, 4 Bdrms, 2394 SqFt, 1973 YrBlt, 6-5-18;
Previous Sale: \$1,028,000, 09-15-10
- 2 Crown Court, \$1,365,000, 3 Bdrms, 1453 SqFt, 1957 YrBlt, 6-12-18;
Previous Sale: \$827,500, 05-24-13
- 467 Dalewood Drive, \$2,250,000, 3 Bdrms, 3362 SqFt, 1971 YrBlt, 6-6-18
- 576 Dalewood Drive, \$3,025,000, 4 Bdrms, 5184 SqFt, 1987 YrBlt, 6-8-18;
Previous Sale: \$1,475,000, 08-21-98
- 16 Donald Drive, \$1,705,000, 3 Bdrms, 2406 SqFt, 1959 YrBlt, 6-8-18
- 1 Idyll Court, \$1,575,000, 3 Bdrms, 2642 SqFt, 1956 YrBlt, 6-7-18;
Previous Sale: \$115,000, 02-01-77

- 55 La Cuesta Road, \$1,615,000, 3 Bdrms, 2325 SqFt, 1936 YrBlt, 6-8-18;
Previous Sale: \$1,205,000, 05-20-11
- 8 La Plaza Drive, \$1,850,000, 4 Bdrms, 2789 SqFt, 1939 YrBlt, 6-8-18;
Previous Sale: \$1,590,000, 06-06-16
- 5 Madrone Place, \$775,000, 3 Bdrms, 1631 SqFt, 1970 YrBlt, 6-14-18;
Previous Sale: \$50,000, 05-02-78
- 27 Moraga Via, \$2,020,000, 4 Bdrms, 2980 SqFt, 1969 YrBlt, 6-1-18;
Previous Sale: \$328,000, 11-05-80
- 7 Overhill Road, \$1,750,000, 4 Bdrms, 3227 SqFt, 1945 YrBlt, 6-8-18;
Previous Sale: \$110,000, 07-25-96
- 100 Van Ripper Lane, \$1,408,500, 3 Bdrms, 2085 SqFt, 1948 YrBlt, 6-8-18
- 14 Via Floreado, \$850,000, 3 Bdrms, 2000 SqFt, 1951 YrBlt, 6-7-18;
Previous Sale: \$172,000, 06-22-84

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