



The Real Estate Year in Review

read on Page D4

Digging Deep with Goddess Gardener, Cynthia Brian **Animal plants**



Lambsear is soft and fuzzy just like a baby lamb.



Foxgloves are digitalis and toxic The fuzzy seed head of goats



Acanthus is known as Bear's Breech.

Photos Cynthia Brian

By Cynthia Brian

"We can judge the heart of a man by his treatment of animals." ~ Immanual Kant

Our family has enjoyed an affinity for the animal kingdom for as long as I can remember. We loved creatures so much that we often named a pet for an animal of another species that they resembled. We've had dogs named Bear and Wolf, cats named Panther and Tiger, and even a horse named Spider, although he didn't look like an arachnid.

In the plant world, botanists and taxonomists who name plants also look to the realm of animals using zoographical Latin or Greek-based names for various genera and

to humans and pets. beard derives from the Greek word "Tragopogon".

species. Sometimes a part of the plant will remind them of an animal, or sometimes it is the marketing department of a plant breeder that comes up with the fun, and often humorous name for a new cultivar.

I walked through my garden giggling at the numerous "animals" that are growing. Trees, flowers, wildflowers, and even weeds bear the names of creatures. If you are looking for an amusing gardening endeavor to do with children this fall, ask them if they would like to plant an animal garden. Discuss their favorite critters, then research specimens to fit the bill.

Edit your list grouping plants that will demand the same soil, watering, and

sun/shade conditions together in one plot or pot. Mix annuals and perennials for an ongoing animal parade that will last throughout the year. Engage in a creative craft project making nametags for each plant. (Popsicle sticks are traditional favorites) Because the weather is too hot and dry to plant in summer, it's advised to wait for the cooler days of autumn to start digging a new garden. However, if you want to plant a few species in containers now, let the animal party begin. Make sure to follow directions on the plant tags and water frequently as containers lose moisture quickly. ... continued on Page D14

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Lamorinda home sales recorded

City	Last reported	Lowest amount	Highest amount
LAFAYETTE	12	\$1,250,000	\$3,800,000
MORAGA	2	\$880,000	\$2,000,000
ORINDA	15	\$1,100,000	\$4,555,000

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

- 990 Condit Road, \$2,380,000, 3 Bdrms, 2163 SqFt, 1957 YrBlt, 06-03-22, Previous Sale: \$1,225,000, 06-09-15
- 850 Hidden Pond Court, \$1,900,000, 4 Bdrms, 3455 SqFt, 1991 YrBlt, 06-03-22, Previous Sale: \$960,000, 04-02-04
- 637 Laird Lane, \$1,450,000, 3 Bdrms, 1836 SqFt, 1967 YrBlt, 05-31-22, Previous Sale: \$839,500, 04-15-15
- 4006 Natasha Drive, \$1,400,000, 4 Bdrms, 2048 SqFt, 1946 YrBlt, 05-31-22 3518 Oliver Court, \$3,700,000, 4 Bdrms, 3158 SqFt, 1952 YrBlt, 06-03-22, Previous Sale: \$1,150,000, 06-17-03

3960 North Peardale Drive, \$2,000,000, 2 Bdrms, 3122 SqFt, 1951 YrBlt, 06-01-22

- 1056 Roderick Court, \$3,010,000, 3 Bdrms, 3383 SqFt, 1954 YrBlt, 06-01-22, Previous Sale: \$579,000, 04-09-99
- 642 Sky Hy Circle, \$2,212,000, 4 Bdrms, 3175 SqFt, 1974 YrBlt, 06-03-22, Previous Sale: \$1,055,000, 04-01-11
- 1281 Summit Road, \$3,800,000, 5 Bdrms, 3438 SqFt, 1976 YrBlt, 06-01-22, Previous Sale: \$2,575,000, 04-25-19
- 1186 Sunrise Ridge Drive, \$1,790,000, 5 Bdrms, 2972 SqFt, 1998 YrBlt, 06-01-22,

Previous Sale: \$590,500, 01-25-99

1030 Via Nueva, \$1,950,000, 3 Bdrms, 1854 SqFt, 1975 YrBlt, 05-31-22 945 Yorkshire Court, \$1,250,000, 2 Bdrms, 1085 SqFt, 1941 YrBlt, 06-02-22

MORAGA

83 Miramonte Drive, \$880,000, 2 Bdrms, 1772 SqFt, 1965 YrBlt, 05-31-22 1198 Moraga Road, \$2,000,000, 4 Bdrms, 1802 SqFt, 1971 YrBlt, 06-01-22, Previous Sale: \$1,200,000, 07-07-17

ORINDA

- 33 Altamount Drive, \$2,863,000, 5 Bdrms, 3691 SqFt, 1952 YrBlt, 06-02-22, Previous Sale: \$1,100,000, 09-06-01
- 66 Brookwood Road, \$1,100,000, 3 Bdrms, 1988 SqFt, 1941 YrBlt, 06-01-22 6 Cedar Lane, \$1,925,000, 3 Bdrms, 1830 SqFt, 1968 YrBlt, 06-03-22, Previous Sale: \$2,000,000, 04-13-22
- 2 La Cresta Road, \$3,030,000, 5 Bdrms, 3242 SqFt, 1950 YrBlt, 05-31-22, Previous Sale: \$1,795,000, 06-02-15
- 159 Lombardy Lane, \$3,450,000, 4 Bdrms, 3486 SqFt, 1950 YrBlt, 05-31-22, Previous Sale: \$1,967,500, 04-06-16
- 91 Lombardy Lane, \$3,225,000, 4 Bdrms, 2724 SqFt, 1949 YrBlt, 06-02-22, Previous Sale: \$1,175,000, 03-29-02
- 50 Meadow View Road, \$2,150,000, 3 Bdrms, 1423 SqFt, 1951 YrBlt, 06-03-22, Previous Sale: \$535,000, 05-16-00
- 294 Orchard Road, \$2,300,000, 4 Bdrms, 3375 SqFt, 1951 YrBlt, 06-01-22, Previous Sale: \$875,000, 12-06-10
- 125 Overhill Road, \$2,506,000, 4 Bdrms, 2154 SqFt, 1951 YrBlt, 06-03-22
- 30 Parklane Drive, \$2,972,500, 3 Bdrms, 2635 SqFt, 1946 YrBlt, 06-03-22
- 99 Tappan Lane, \$4,555,000, 5 Bdrms, 4962 SqFt, 1982 YrBlt, 06-01-22, Previous Sale: \$1,250,000, 07-14-21
- 228 The Knolls, \$1,300,000, 2 Bdrms, 2141 SqFt, 1974 YrBlt, 05-31-22, Previous Sale: \$668,000, 09-02-11
- 33 Via Callados, \$1,712,500, 4 Bdrms, 2725 SqFt, 1978 YrBlt, 06-02-22, Previous Sale: \$1,165,000, 05-24-05
- 241 Village Gate Road, \$1,350,000, 3 Bdrms, 2075 SqFt, 1979 YrBlt, 05-31-22, Previous Sale: \$750,000, 10-05-12
- 32 Wilder Road, \$3,500,000, 4 Bdrms, 4149 SqFt, 2018 YrBlt, 06-03-22, Previous Sale: \$2,374,500, 01-29-19

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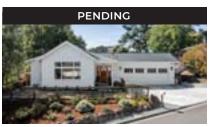


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The Real Estate Quarter in Review



By Conrad Bassett, CRP, GMS-T

The second quarter of 2022 remained extremely strong on the residential side of Lamorinda real estate. The total number of sales was down but the average price was much higher in both Lafayette and Moraga. The closings that occurred were those that mostly went under contract from mid-February to late May prior to the significant uptick in mortgage rates.

Per Contra Costa Association of Realtors statistics reported from April 1 through June 30, 115 single family homes closed in Lafayette. This was a decrease from the 141 single family homes closed in the same period one year ago. Sales prices ranged from \$1.1 million to \$5.8 million and the average number of days on market was nine. In the year ago second quarter it was 12 days. The average sales price was \$2,479,025, far exceeding the \$2,180,240 in 2Q2021 and the \$1,794,912 in 2Q2020. In 2019 it was \$1,779,112. In 2018 it was \$1,818,600.

In Moraga the number of single-family closings was 43 which was down from 57 a year ago. Prices ranged from \$1.485 million to \$3.487 million. The average sales price was \$2,376,836, a huge increase from \$1,936,316 in 2Q2021 and 2Q2020 when it was \$1,548,585. In 2019 it was \$1,542,888 and in 2018 it was \$1,508,591. The average marketing time was seven days where a year ago it was 13.

In Orinda, the number of single-family closings was 97, again substantially lower than 2Q2021 when there were 136. Sales prices ranged from \$875,000 to \$4.65 million with an average price of \$2,198,041. This was lower than the \$2,317,982 in the same quarter a year ago, but still above 2Q2020 when it was \$1,808,271, and from \$1,623,995 in this quarter in 2019. In 2018 it was \$1,705,473. It took an average of 14 days to have a house go pending – similar to the 12 days in the same period a year ago.

There were only two single-family sales below \$1 million in the three communities combined.

In the quarter ending June 30, on an average price per square foot basis, Lafayette detached single-family homes sold at \$1,029.97, significantly above the \$825.38 a year ago. In Moraga homes sold for \$935.79, far above the \$814.16 in 2Q2021. Orinda was \$915.40 – up again from \$804.11 a year ago.

Again, this is the first quarter ever where all homes sold for an average of over \$900 per square foot in each community.

In Lafayette, the average sales price was 113.6% of the final asking price. In Moraga it was 115.3% % and in Orinda it was 111.8%. The reasons for this can be attributed to agents listing properties well below true value so that they can hopefully receive multiple offers where buyers would compete.

In the condominium/townhome category, Lafayette had 10 closings versus the year ago quarter when there were 18. They sold between \$623,485 for one below market rate sale and \$2.555 million. Moraga had 36 when a year ago there were 37. Sale prices ranged from \$415,000 to \$2.01 million. Orinda had six that ranged from \$510,000 to \$1.85 million.

As of July 9, there were 70 homes under contract in the MLS in the three communities combined. One year ago there were 118! The current pending homes have asking prices of \$515,000 to \$4.25 million.

Inventory has increased. There are 109 properties on the market and a year ago there were 83 available properties in the three communities combined.

There are 52 properties on the market in Lafayette – an increase from the 40 at this same time a year ago. Asking prices in Lafayette currently range from \$895,000 to \$9.995 million. In Moraga, buyers have their choice of 22 homes or condominiums listed between \$515,000 and \$3.895 million. A year ago there were 23.

In Orinda there are 35 – again an increase from 20 on the market at the same time a year ago. The list prices range from \$989,000 to \$5.75 million.

There are no bank-owned or short sales currently in the MLS available in the three communities.

It is interesting to note that of the 109 dwellings on the market, 13 have lowered their asking prices in the last seven days.

Interest rates have increased dramatically and this has affected the market. We are still seeing many buyers come to the area from across the bay and Oakland because they feel they will likely not be commuting as much (especially on the tech side) and feel that to live further distances from San Francisco or Silicon Valley is manageable.

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 most homes have had multiple offers and have sold at or above the list price.

Of the 115 single-family sales that closed in Lafayette in the second quarter of 2022, only six sold below the final list price.

In Moraga, only one of the 43 sales was below the asking price and in Orinda, only eight of the 97 sold below the final listing price.

We are still seeing many buyers having to make offers without the traditional contingencies of obtaining financing or having a home appraise or even having the home inspected. Many sellers continue to obtain pre-sale inspections in order to understand the condition of their homes and to also prevent a buyer from trying to renegotiate a lower price or repairs.

The combination of higher interest rates and higher supply will affect the third quarter numbers in Lamorinda.

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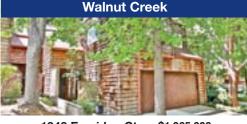
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Lana Fitzpatrick

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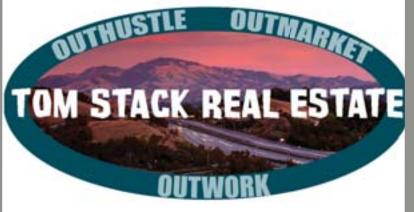








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I think he basically out-works the market to maintain and support his high standards.

Tom is held in high regard by his peers in the real estate industry. Given the important role relationships play in the home buying process, this seemed to be a major benefit in making the process more transparent and allowing us to be as competitive as possible when making offers. Obviously, these efforts were successful at completing the purchase of our first home. But what made that accomplishment feel even better is that we felt like we were in control and ended up with the home we truly wanted based on Tom's advice and guidance through the process."







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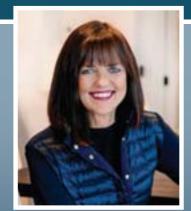
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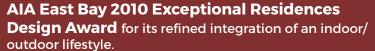
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Is Contra Costa/ Tri Valley Market Cooling?? June 2022

It's Unlikely that you have not read about the Real Estate Market slowing down. When Interest rates jumped from under 4% in early April to 6.375% in mid-June, many buyers picked up their ball and went home. For sellers, expectations of numerous offers have quickly diminished.

Here's a look at the critical June data. There was a reduction (not extreme) in the number of sales in every city (except Pleasant Hill) in June. Seven cities in central Contra Costa and the Tri Valley area have 2 (or more) month's inventory. (Note: 4 to 6 month's month inventory is a balanced market, not favoring sellers or buyers.) Alamo/Danville/San Ramon have 3 month's inventory. A significant data point is Days on Market (DOM). Sold properties in June had an average of 9.73 DOM. However, pending sales in the last 30 days have jumped to 17.27 DOM. The good news for sellers is that the of average sale price for June 2021 compared to June 2022, shows a significant increase in about half of the cities in central CC and the Tri Valley area. To see details of your city - Go to www.YourContraCostaRealtor.com.

The important message to sellers is to prepare your home for sale. Homes need to look their best before putting it on the market. Perform Home, Roof and Pest inspections. Repair deferred maintenance. New interior paint with contemporary colors is critical. PAINT THOSE STAINED KITCHEN CABINETS. I've seen many nice houses, all price ranges, sit on the market because sellers are not willing to paint stained cabinets. Houses with stained kitchen cabinets will still sell, but it will take longer and sell for less. Then be patient. It's going to take 2 to 3 weeks, on average to sell despite doing all the above.



Cary Amo, REALTOR DRE #01104264 C: 925.818.0880 971 Dewing Ave. Lafayette cary@caryamo.com

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Erin McCoin 415.370.8874 erinsmccoin.com #01410378

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Digging Deep with Goddess Gardener, Cynthia Brian Animal plants

Here is a partial list of the excitement to come with animal plants:

Lambsquarter Cats Ear Chickweed Coyote Bush **Buzzard Breath** Duck Salad Cockle Bur Fleabane Henbit Goosefoot **Turkey Mullein** Horseweed Pigweed **Prickly Oxtongue** Goose Grass Foxtails Cattails Swinecress Birdseve Pearlwort Goosefoot Fat hen Dogwood Elephant Ears Catnip Deerweed Wolfsbane Dogbane Foxglove Henbane Horse Chestnut Leopard's Bane Bee Balm Monkey Grass **Donkey** Tail Butterfly Bush Locust Tree Cockscomb **Gopher Plant** Hen and Chicks Pussywillow Skunk Plant Snake plant Starfish Flower

Zebra plant Lambs Ears Bear's Breeches Trout Lily Pigsqueak (Bergenia) Cardinal Flower Deer fern Deer tongue Dragon lily Snapdragon Catchfly Foxtrot Horsetail Lion's Tail Lobster Claws Mouse plant Ox-eye daisy Panda wild ginger Pig butt Rabbit's foot fern **Porcupine Agave** Tickseed Toad lily Wormwood Cranesbill geranium Lion's Ear Turtlehead Spider plant Crabgrass Scorpions tail Flamingo flower Kangaroo paw Bunny Tails Butterfly weed Partridge Berry Fishtail palm Leopard's bane Zebra grass Spiderwort Squirrel cup Wake robin Dinosaur tree Hedgehog echinacea

Treat your animal plants with care.

Amuse yourself, your family, and your friends with your garden barnyard!

Happy Gardening and Happy Growing!

Cynthia Brian's Mid-Month Gardening Tips

- **SPREAD** a blanket on the lawn and look toward the heavens to see animal shapes in the clouds.

- **DRY** herbs by hanging bunches upside down in a dry place, like a garage or shed. Dry lavender, sage, thyme, rosemary, and oregano. Store the dried leaves in a jar.

- **DOUSE** weeds with a concoction of white vinegar and liquid dish soap. To a gallon of the vinegar, add a capful of dish soap, shake in a spray bottle, and use proactively.

- **GATHER** the seeds of fennel and cilantro after the flowers are spent. Dry the seeds on a cooking sheet. Cilantro seeds are called coriander. Both add flavor and texture to both sweet and savory recipes.

- **PRESERVE** flat-leaf parsley, basil, and chives by freezing them in ice cube trays. Put a spoonful of the chopped leaves in each cell, add water, and freeze. When you want a dash of fresh flavor, pop an ice cube.

- **PLANT** edamame and sweet potatoes, both warm-weather crops. The soil needs to be warmer than 60 degrees. Plan on harvesting edamame in 90-100 days when the pods are plump but still green for a heart healthy omega 3 boost. To make potassium-rich sweet potatoes sweeter, store at 90 degrees for two weeks after harvesting.

- **DEADHEAD** roses, annuals, and perennials as blooms fade to keep them coming through frost.

- **GROW** celery by rooting the base of your store-bought vegetable. Put the stub in a glass jar filled with water in a sunny location, then transplant the root to a container or garden.

- **HARVEST** cucumbers and make an easy spicy summer snack as well as a soothing eye pack. Peel, slice, add red onions, rice vinegar, and marinate for one hour in the refrigerator. Save the peels to place on your eyes to eliminate puffiness after swimming.

- **WATCH** butterflies pollinate your flowers as they flutter from blossom to blossom on monarda, tithonia, sunflowers, zinnias, butterfly bush, cosmos, alyssum, marigolds, thyme, oregano, and marjoram.

- **EXTEND** your garden's production with a second season planting of beets, scallions, kohlrabi, chard, broccoli, lettuce, peas, and carrots to carry your fresh offerings into late fall.

- **TOSS** a salad comprised of edible herbs, tender leaves, and fruit from your garden including basil, sage, thyme, lovage, fennel, arugula, spinach, chives, chard, tarragon, kale, beet tops, lettuce, cilantro, parsley, sorrel, apples, and plums dressed with lemon juice and olive oil for a tasty jolt of mineral rich nutrition.

- **SHARE** your excess vegetable and fruit harvest with the neighborhood and take the extras to the local food bank for those in need to savor.

CORRECTION: In my June 22 column regarding California native trees, a reader, M. T. asked me to clarify that several of the trees listed are not true California natives. While many are not endemic to California, all are well-adapted to California gardens and grow well. My error for not being more precise. Thank you for caring.



Pigsqueak is another name for Bergenia, which is also known as elephant ears.



Locust is a tall tree with beautiful blooms.

Photos Cynthia Brian



Cynthia Brian in the garden.

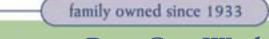
Cynthia Brian, The Goddess Gardener, is available for hire to help you prepare for your spring garden. Raised in the vineyards of Napa County, Cynthia is a New York Times best-selling author, actor, radio personality, speaker, media and writing coach as well as the Founder and Executive Director of Be the Star You Are!® 501 c3. Tune into Cynthia's StarStyle® Radio Broadcast at www.StarStyleRadio.com.

Buy copies of her books, including, Chicken Soup for the Gardener's Soul, Growing with the Goddess Gardener, and Be the Star You Are!

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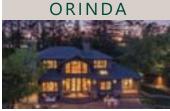


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