



LATEST HOME SALES INFORMATION INSIDE

# Real Estate Informer

Real Estate News of the San Ramon Valley and Lamorinda

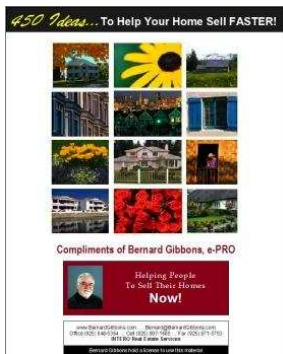
from Bernard Gibbons of Intero Real Estate Services

[www.BernardGibbons.com](http://www.BernardGibbons.com)

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## Thinking About Moving? – Get This FREE e-Book



Before you put your home on the market, get a copy of my FREE e-Book, "450 Ideas To Help Your Home Sell FASTER". This is no lightweight brochure – 52 pages of useful information on preparing your home for sale.

For your FREE copy, visit [www.BernardGibbons.com](http://www.BernardGibbons.com) and click on the "FREE Home Preparation e-Book" link or just send me an email to [Bernard@BernardGibbons.com](mailto:Bernard@BernardGibbons.com) and I'll send you a copy by return.

## How Will You Decide Who Will List Your Home For Sale?

As housing inventory increases and interest rates continue to rise, it is more important than ever to work with a Realtor® who has the knowledge and experience to market your home to its fullest potential in order to obtain the best price for your home.

My High Impact Home Marketing Program is the most comprehensive home marketing system in real estate. This, combined with my affiliation with **Intero Real Estate Services**, the foremost real estate company in the Bay Area, ensures that your home gets the maximum level of exposure from start to finish. Through multiple channels and networks I market your home every day to potential homebuyers and real estate agents who represent buyers in your area. This targeted marketing approach ensures maximum exposure to potential buyers.

Communication is absolutely critical. I will keep you fully informed regarding the status of your home sale at all times and do everything in my power to ensure a smooth, stress-free transaction.

*Call me today on (925) 997-1585 and I'll show you how my Home Marketing Program can work for you to get you the best price in the shortest timeframe.*

*Bernard Gibbons*



## Restaurant Review

### Uncle Yu's, 2005 Crow Canyon Place, San Ramon

It may seem strange to recommend a Chinese restaurant in the East Bay when there are obviously so many good examples in San Francisco but Uncle Yu's is a very different kind of Chinese restaurant and miles away from the stereotype. Situated in a small shopping center in a position that makes it appear to be much smaller than it is, the façade is unprepossessing, yet on entering one is immediately struck by the fact that this immediately feels well, different. The room is spacious and high ceilinged with an almost minimalist ambience. The walls are painted pale pink and there are well-spaced tables and even a number of banquettes. You are immediately greeted by your host and made to feel welcome although sometimes there will be a short wait before you are escorted to your table.

The menu is similar to most Chinese restaurant menus in the East Bay with a good choice of Mandarin and Szechwan dishes. Sylvia and I invariably share a Mu Shu Pork to start, a dish that they do very well. The Won Ton Soup is another good choice. The problem comes with deciding what to have for the main course (or courses – we generally order 3 or 4 dishes to share and take the leftovers home to finish later).

Particularly good are the Mongolian Beef and the Sweet and Sour Pork. And I have been very impressed with all of the seafood dishes I have eaten here.

But there is so much more to this place than the food. The total dining experience is what makes it all come together so well. The waiters all wear tuxedos and are particularly attentive yet friendly. The surroundings are elegant. The price is a little higher than most Chinese restaurants but it feels a bargain for an enjoyable evening out.

Finally, no review of Uncle Yu's would be complete without reference to the wine list. This is the most extensive wine list I have ever seen in a Chinese restaurant (more than 8 pages) and the sommelier is extremely knowledgeable and will happily discuss what wine to drink to complement the various dishes. No mean feat with Chinese food. You can spend well over \$100 on a bottle of wine here but you can equally enjoy a very good wine for around \$25.

If you haven't been to Uncle Yu's, give it a try. They have another restaurant by the same name in Lafayette, which is also very good, and not a typical Chinese restaurant, but of the two I think the San Ramon one is the more interesting.

*Reviews such as the one above are included as a service to introduce people to interesting restaurants in the San Ramon Valley. They should not be taken as any form of recommendation. We have no connection with any restaurateurs in the area and all opinions expressed are strictly those of the writer.*

## Residential Rental Rates Set To Rise

### Good News For Investors - Not So Good For Renters

If you're a renter trying to save for a down payment, it'll likely get harder this year. Rents are rising faster than they have in six years.

In April, rising rents were largely to blame for a sharp jump in consumer inflation. "This is going to be the highest rental increase year since 2000, and it's going to be a broad based increase in rents, not just limited to a few markets," said Hessam Nadji, who manages research for Marcus & Millichap, a real estate firm in Northern California. "Renters are already facing higher energy prices and relatively moderate wage growth," Nadji says. "This is going to really squeeze a lot of households."

There are four forces driving this market:

**Job growth:** U.S. businesses have generated 4 million new jobs in the past two years. New hires typically look for rental property.

**Rising home prices:** From 1980 to 2000, the median price of a home was 12 times higher than the annual average rent. By this spring, it was 21 times higher, making the American dream a fantasy for more renters, whose competition for apartments then drives up rents.

**Condo conversions:** When the housing market was at its blazing peak, many investors who owned apartment buildings kicked out tenants and sold the units as condos. One out of three apartment buildings sold last year were converted into condos for sale. That took 191,400 apartments off the market, according to the NAR. In addition, the number of new apartment buildings under construction is down this year.

**Hurricane Katrina:** About half the 100,000 displaced families in the New Orleans area haven't returned. Most of them were renters, says Lawrence Yun, an NAR economist, and "that's putting additional pressure on rental units throughout the country."



## State Of The Real Estate Market In The San Ramon Valley

As we move into June, there is no shortage of homes for sale in most price ranges throughout the San Ramon Valley as can be seen from the table below. It is unusual to find more than 3 months supply of homes for sale here. You would think then, that serious buyers would feel enthused by the fact that there is plenty of choice and having previewed those homes that meet their criteria, select their favorite and then write an offer. So why are the numbers of homes sold so much less than this time last year in most areas?

Area	Home Sales Closed in May 2006*	Homes for Sale at June 1, 2006
Alamo	15 (25)	61
Blackhawk	11 (17)	47
Danville	56 (60)	220
San Ramon (excluding Windemere)	62 (71)	282
Windemere	15 (8)	92

\* Figures in parentheses show home sales closed in May 2005

The answer would appear to be that buyers are finding it difficult to make the decision to buy! Having spoken to many potential home buyers and real estate agents about this state of affairs, it seems there is a common thread. Many people who are in a position to buy are reluctant to do so because they think home prices may decline. Some have even moved into temporary rented accommodation while they wait to “see what happens”

Home prices do appear to have declined to some extent although it would be misleading to assume that your home has lost x% of its value over the past few months. The reality is that many homes were sold for more than they should have been in recent years as prices realized were driven by a shortage of homes for sale.

If you are thinking of making a move, now is a good time to list your home for sale, provided you are prepared to do so at a realistic price. Nice homes that are priced appropriately are still selling reasonably quickly although multiple offers are unusual. Homes that are dated or need work are taking longer to sell and homes that are over-priced are just sitting on the market.

Having found a buyer for your home, you are in a strong position. For you, now is truly a great time to buy a home. Motivated sellers are likely to accept an offer well below the list price so there are some great buys to be had.

There is also another factor that should be taken into consideration. If you delay making your move, it will probably cost you more in the long run. Interest rates appear set to climb upwards for some time now. Even if home prices were to fall slightly, the net effect is likely to be increased monthly mortgage costs ■

### What's Your Home Worth?

**Thinking of selling?** To get a **Free Up-To-Date Valuation** of your home without any obligation, together with suggestions for what you can do to maximize its appeal, visit [www.BernardGibbons.com](http://www.BernardGibbons.com) or for an immediate response call Bernard Gibbons on **(925) 997-1585**.



## San Ramon Valley Market Update

The 40 most recently Closed Sales in Alamo, Blackhawk, Danville, San Ramon, Walnut Creek, Lafayette, Moraga and Orinda  
(Last Calendar Month - Sorted By City and Price)

Address	City	Beds	Baths	Part Baths	Sq Ft	Lot Sq Ft	Sold Price	DOM
547 Sycamore Cir	Danville	3	2	0	1390	2132	\$610,000	2
81 Fawn Pl	Danville	3	2	1	1590	3008	\$715,000	8
226 Abigail Cir	Danville	4	2	1	2396	4000	\$799,950	5
719 Oakmont Ct	Danville	4	2	0	1948	5000	\$800,000	8
44 Summer Hill Ct	Danville	3	2	1	1862	2880	\$842,500	25
1107 Trowbridge Way	Danville	4	3	0	3349	7400	\$1,329,000	17
4092 Sugar Maple Dr	Danville	5	3	0	4000	12028	\$1,400,000	30
251 Kuss Road	Danville	4	3		2658	49614	\$1,650,000	1
3304 Lucille N Ln	Lafayette	4	2	0	1442	10010	\$860,000	35
1725 Springbrook Rd	Lafayette	5	2	0	2375	31500	\$975,000	9
3177 Stanwood Ln	Lafayette	3	2	0	1949	18295	\$1,150,000	4
1340 Reliez Valley Rd	Lafayette	4	2	1	2716	21780	\$1,360,000	29
3570 O' Connor Drive	Lafayette	4	3		2600	19549	\$1,420,000	13
723 Glenside Circle	Lafayette	4	3	0	2925	19100	\$1,807,000	12
1140 Rimer Dr	Moraga	3	2	0	1791	11000	\$1,015,000	16
1108 Sanders Dr	Moraga	3	2	0	1756	16575	\$1,100,000	5
1 Monte Vista Rd	Orinda	4	3	0	2327	12632	\$1,324,950	2
24 Orchard Rd	Orinda	5	4	0	4119	44431	\$1,650,000	18
328 Norris Canyon Ter	San Ramon	2	2	0	1070	0	\$468,000	24
3109 Lakemont Dr	San Ramon	2	2	0	1252	0	\$599,950	17
7538 Imperata Ln	San Ramon	2	2	1	1351	0	\$650,000	24
9420 Broadmoor Dr	San Ramon	3	2	0	1489	8550	\$690,000	8
1001 Vista Pointe Cir	San Ramon	3	2	1	1523	4200	\$743,000	9
104 Cortona Drive	San Ramon	3	3		1992	3060	\$829,000	15
9899 Brunswick Way	San Ramon	4	2	0	1882	7210	\$839,900	26
4061 Reedland Cir	San Ramon	4	2	1	2323	4203	\$890,000	12
7382 Hillsboro Ave	San Ramon	4	2	1	2800	12000	\$920,000	24
727 Clifton Court	San Ramon	4	3	1	2589	5597	\$965,900	10
524 Iris Lane(Court)	San Ramon	4	2	0	2312	7500	\$967,000	11
1272 Ustilago Dr	San Ramon	5	3	0	3011	11349	\$1,247,500	32
185 Sierra	Walnut Creek	1	1	0	490	0	\$270,000	63
2723 Oak Road	Walnut Creek	2	2		1216	1000	\$489,000	31
329 Preakness Ct.	Walnut Creek	2	2	1	1203	0	\$519,000	35
180 Via Del Sol	Walnut Creek	3	2	0	2008	19500	\$875,000	9
2237 San Miguel Dr	Walnut Creek	4	2	0	1908	12750	\$890,000	5
117 Castle Hill Ranch Rd	Walnut Creek	3	3	1	4025	40293	\$2,175,000	7



Source for the above data is the Contra Costa / Alameda Multiple Listing Service.

For more detailed information on home sales anywhere in Contra Costa or Alameda County, Call Bernard Gibbons on (925) 997-1585 or send an email to [Bernard@BernardGibbons.com](mailto:Bernard@BernardGibbons.com)