



# The Real Estate Informer

From Bernard Gibbons, "The English Agent"

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

## OCTOBER 2010

- Mortgage Rates Hit All Time Lows - What It Means For You
- Restaurant Review - The Wild Vine Hideaway, Danville
- Plus All The Latest Real Estate Sales Statistics



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*Selling*  
**SAN RAMON HOMES**

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### Resources For San Ramon, CA Home Sellers

<p><b>What Is My Home Worth?</b>        Free, fast evaluation of your San Ramon CA home without any obligation.  </p>	<p><b>Recent Neighborhood Sales</b>        See what San Ramon CA homes like yours are selling for in today's market.  </p>
<p><b>Alternatives To Foreclosure</b>        Be aware of your choices. Foreclosure is rarely your only option.  </p>	<p><b>Secrets of Successful Home Selling</b>        See how my Home Marketing System works to get your San Ramon CA home sold.  </p>

**Why Bernard Gibbons**  
 Why we should be talking to each other if you want to sell your San Ramon CA home  
 (Seller Testimonials)

**Market Update**  
 How is the San Ramon CA real estate market doing?

**Silent Auction**

**Buying Another Home? I Can Help You**

## Thinking About Selling?

If you are considering making a move, visit [www.SellingSanRamonHomes.net](http://www.SellingSanRamonHomes.net), my latest real estate web-site.

I have designed this site from the ground up to provide a complete resource for home sellers. You can get a valuation of your home, see what homes have been selling for in your neighborhood, discover how to make inexpensive changes to your home to net you a big return when you sell and much more. And all directly from your keyboard

If you are thinking about selling a home in San Ramon, please take a look at this site today. If you want to start the ball rolling quickly, give me a call or send me an email. I will respond quickly.

## Restaurant Review:

Wild Vine Hideaway Restaurant and Wine Bar, 120 E. Prospect Avenue, Danville



*There is no shortage of fine dining establishments in Danville, but until recently, there has been little to satisfy the requirements of those of us who like to dine (or just enjoy a glass of wine or beer) in nice surroundings and enjoy good food at reasonable prices. The Wild Vine is one of a small number of restaurants that sets out to fill that need.*

The entrance to the Wild Vine is down a tiny lane just off Prospect Avenue, populated by small boutique shops and it would be easy to miss if you did not know about it. To enter, you pass through the outside patio, where there is live entertainment on most nights, to get to the front door.

Sylvia and I visited for the first time, early on a warm Saturday evening in September and the patio was already pretty full. On entering, we were

immediately reminded of the wine bars and bistros that we used to frequent when we lived in England. Small spaces, lively conversation (some would say noisy). A fireplace and a comfortable sofa and chair. A long bar and wine barrels used as tables for those who just want a drink. Low lighting and eclectic décor and furnishings. This is what a wine bar is supposed to look like.

We were seated by a window at the back of the restaurant where we could see that many of the dishes were cooked on an outdoor barbecue (and we had to wonder how they will cope when we get into the rainy season!).

As we perused the menu, our first observation was how reasonably priced everything was. There is not an extensive choice although there is something for all pockets here including sandwiches and burgers as well as more substantial items. Still, we had little problem making our selections.

To start with, we ordered a pear and cheese Quesadilla to share. This was quite delicious and just right in size for two people. Pears and cheese go so well together.

Sylvia had a particularly tasty steak as an entrée and I had

the mixed grill (chicken kebab with a large sausage). The portions were enormous and both dishes were very tasty although the sausage was rather hot/spicy for my taste. They offer wines by the glass, flight or bottle and the wine list had a fairly good selection but on this occasion we took our own bottle of wine for which they charged a moderate corkage fee.

Saturday night is the busiest night of the week for most eating establishments and the wait-staff seemed somewhat harried. They were rather slow to take our orders and from observing other diners as well as from our own experience, we got the impression that they were somewhat under-staffed. The service was fine for us once we had ordered though and we were able to relax and take our time. Nothing is worse than a restaurant where they obviously want you in and out as fast as possible.

The Wild Vine is a welcome addition to the Danville restaurant scene and in addition to providing good food at reasonable prices, it is worth a visit just for a glass or two of wine and to enjoy the ambience. Sadly, they do not have a web site at the time of writing but there is more information available at [OpenTable.com](http://OpenTable.com).

## Homes For Sale - All Price Ranges - All Areas



Are you wondering what your home is worth? Or maybe you are in the preliminary investigative stage of looking at areas you may want to move to. Whatever your reason, if you would like **Full Details of Every Home For Sale** in any city and price range in Contra Costa or Alameda County, just send an email to [bernard@bernardgibbons.com](mailto:bernard@bernardgibbons.com) with details of cities and price ranges of interest and I'll send you a pdf file by return with full details of every home.

*Reviews such as the ones on this page are included as a service to introduce people to interesting restaurants in the San Ramon Valley. I have no connection with any restaurateurs in the area and all opinions expressed are strictly those of the writer. Any comments or feedback are welcome and encouraged. If you have a particular restaurant that you would like to see reviewed, email [bernard@bernardgibbons.com](mailto:bernard@bernardgibbons.com) and I will do my best to oblige.*

## Mortgage Rates Hit All Time Low - What It Means For You

*Freddie Mac just released the results of its Primary Mortgage Market Survey, which stated that the 30-year and 15-year fixed-rate mortgage rates have dropped yet again to break the survey's all-time lows, as also did the 5-year ARM.*

The 30-year fixed-rate mortgage (FRM) averaged 4.27 percent compared with 4.87 percent last year at this time

The 15-year FRM this week averaged only 3.72 percent compared with 4.33 percent a year ago and the 5-year Treasury-indexed hybrid adjustable-rate mortgage (ARM) averaged an amazing 3.47 percent, compared with 4.35 percent a year ago.

These figures are hard to comprehend and only go to show what a great time it is to buy a home. Most people are now of the opinion that homes prices are also close to as low as they can go, at least in the San Ramon Valley and Lamorinda, and the only way that mortgage rates can move from here is upwards.

### **WITH THESE RATES, HOMES ARE SELLING**

The National Association of Realtors (NAR) reported that housing affordability increased for the second month in a row in August to tie with April's level and as a result, Pending existing home sales also rose in August (for the second consecutive month) to the

highest numbers in four months.

Mortgage applications for buyers were over 14 percent higher than figures at the end of August.

### **WHAT DOES ALL THIS MEAN FOR YOU?**

Even if you are not in the market to buy another home, this should be great news for you. With such low interest rates, buyers have more spending power and the trickle-up effect should continue to stimulate sales at all price points. It will bring more first-time buyers to the market and homes should therefore have a greater chance of selling more quickly, particularly if they are in good condition and prepared for sale and marketed professionally.

### **Interest Rate Update:**

30 Year Fixed (Conforming) - 4.25%  
30 Year Fixed (Jumbo) - 4.375%  
FHA 30 Year Fixed - 4.25%  
(Source: Wells-Fargo Home Mortgage)

### **October Dates**

October 11 - Columbus Day

Also, even if you are not planning to buy or sell a home, if you are currently a home-owner with a mortgage, this is almost certainly the best time you will ever find to re-finance your existing loan. With these rates, you could save hundreds of dollars every month if you re-finance now.

*If you would like an introduction to a trusted loan specialist who will take the time to show you how these rates can benefit you, call me on (925) 997-1585 or email [bernard@bernardgibbons.com](mailto:bernard@bernardgibbons.com) and I will be happy to oblige.*

## **Use the MLS Just Like A Real Estate Agent - ListingBook Is At Your Disposal**

In order to enable my past, present and prospective clients to make informed decisions about real estate, I have joined the ListingBook community. This means that, for the first time, you can now have access to the same information on the Multiple Listing Service as real estate agents and it won't cost you a dime! To learn more about this amazing service tool and to sign up for your free membership, go to:

**[www.bernardgibbons.listingbook.com](http://www.bernardgibbons.listingbook.com)**

**Any information you provide is guaranteed to be completely confidential and you can cancel at any time.**

# Market Update

## San Ramon Valley & Lamorinda

Source: Contra Costa / MAX MLS

**The 40 most recently Closed Sales of Single Family Detached Homes in Alamo, Blackhawk, Danville, San Ramon, Walnut Creek, Lafayette, Moraga and Orinda**  
(Sorted By City and Closed Date)

Address	City	Beds	Baths	1/2 Baths	SqFt	Lot Sq Ft	List Price	Sold Price	Sale \$/SqFt	Closing Date
200 Summit Ranch Rd	Alamo	4	6	1	6652	435600	\$3,900,000	\$3,100,000	466	9/30/2010
25 Treetop Terrace Court	Alamo	4	3	1	4771	22943	\$1,642,990	\$1,575,000	330	9/30/2010
3100 Lunada Ln	Alamo	4	4	0	3012	19500	\$1,300,000	\$1,300,000	432	9/29/2010
118 Alamo Square	Alamo	3	2	0	1639	2200	\$584,000	\$567,000	346	9/29/2010
200 Pebble Ct	Alamo	4	2	1	2300	20300	\$989,000	\$989,000	430	9/29/2010
4076 Westminster Pl	Danville	4	3	0	3349	8170	\$702,000	\$675,000	202	9/30/2010
48 Verona Ct	Danville	5	3	0	2050	9000	\$849,000	\$826,000	403	9/30/2010
2160 Oneida Cir	Danville	2	2	0	1450	2760	\$507,500	\$500,000	345	9/30/2010
1512 Colchester St	Danville	5	4	0	3252	9817	\$1,182,000	\$1,120,000	344	9/30/2010
836 Matadera Circle	Danville	3	2	1	2065	19680	\$849,000	\$849,000	411	9/30/2010
2089 Fostoria Circle	Danville	3	2	0	1199	0	\$349,000	\$325,000	271	9/30/2010
388 Paraiso Drive	Danville	4	3	1	2946	17871	\$925,000	\$910,000	309	9/30/2010
2168 Oneida Circle	Danville	3	3	0	2058	2700	\$575,000	\$555,000	270	9/29/2010
347 Karelian St	Danville	5	3	0	2104	0	\$499,900	\$505,500	240	9/29/2010
2 Stirling Dr	Danville	5	4	1	4351	18400	\$1,095,000	\$1,050,000	241	9/29/2010
394 Ilo Lane	Danville	2	1	1	1012	38115000	\$180,000	\$194,250	192	9/29/2010
405 Sycamore Hill Dr.	Danville	2	1	1	1329	2340	\$385,000	\$415,000	312	9/29/2010
1531 Avenida Nueva	Diablo	5	3	1	4390	22000	\$1,995,000	\$1,915,000	436	9/29/2010
3440 Solana Ct	Lafayette	4	3	0	2246	45738	\$859,000	\$825,000	367	9/30/2010
4026 Canyon Rd	Lafayette	4	2	1	3476	40824	\$1,475,000	\$1,350,000	388	9/30/2010
3235 Stanley Blvd	Lafayette	3	2	1	2568	7875	\$849,000	\$820,000	319	9/30/2010
137 Via Joaquin	Moraga	2	2	0	1921	0	\$569,900	\$569,900	297	9/29/2010
2 Debra Ct	Orinda	3	2	0	1530	21735	\$715,000	\$690,000	451	9/30/2010
26a Lost Valley Dr	Orinda	3	3	0	2668	45302	\$799,000	\$805,000	302	9/30/2010
11 Albo Ct	Orinda	5	3	0	3983	27360	\$1,050,000	\$1,025,000	257	9/30/2010
33 Sleepy Hollow Ln	Orinda	5	3	0	3354	35650	\$750,000	\$761,000	227	9/30/2010
10 La Noria	Orinda	3	2	0	2605	30000	\$1,150,000	\$1,110,000	426	9/29/2010
3060 Marble Canyon Pl.	San Ramon	4	2	0	2444	7300	\$799,000	\$785,000	321	9/30/2010
2315 Joree Lane	San Ramon	2	2	0	1211	0	\$399,950	\$410,000	339	9/30/2010
450 Bollinger Canyon Ln	San Ramon	1	1	0	657	0	\$199,000	\$195,000	297	9/30/2010
307 Daybreak Ct	San Ramon	3	2	1	1378	0	\$419,000	\$440,000	319	9/30/2010
6132 Yardley Ln	San Ramon	3	2	1	2180	0	\$524,900	\$515,000	236	9/30/2010
12982 Hawkins Drive	San Ramon	4	3	0	2260	11234	\$799,000	\$770,000	341	9/30/2010
2624 Ashwell Lane	San Ramon	4	3	0	2369	0	\$575,000	\$570,000	241	9/30/2010
425 Fuchsia Ln	San Ramon	3	2	0	1638	5400	\$582,900	\$582,900	356	9/29/2010
76 Ayamonte Ct	San Ramon	4	3	0	1880	4815	\$535,000	\$535,000	285	9/29/2010
3623 Crow Canyon Rd	San Ramon	2	2	0	922	0	\$274,500	\$265,000	287	9/29/2010
305 Kami Court	San Ramon	6	4	1	3984	7917	\$1,050,000	\$1,030,000	259	9/29/2010
9671 Camassia Way	San Ramon	3	2	1	1682	3862	\$599,900	\$575,000	342	9/29/2010
1246 Walker Ave	Walnut Creek	1	1	0	695	0	\$129,900	\$127,000	183	9/30/2010
1800 Alma Ave	Walnut Creek	3	2	0	1311	0	\$849,950	\$812,500	620	9/30/2010
750 Mandarin Ln	Walnut Creek	5	3	0	2789	11000	\$749,950	\$749,950	269	9/29/2010
1552 Sunnyvale Ave	Walnut Creek	3	2	1	1403	0	\$327,000	\$327,000	233	9/29/2010

**How much did that home down the street sell for?** 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)