



CHRIS | KELLY
McDONNELL | GRIGGS
TWO GENERATIONS OF REAL ESTATE EXPERTISE

2014 REAL ESTATE REVIEW

Information deemed reliable, but not guaranteed. If your home is listed for sale, this is not a solicitation of that listing. ©Marketing Designs, Inc. 650.802.0888 marketingdesigns.net

“Kelly and Chris did an amazing job at guiding us through the roller coaster process of buying our first house and showed a genuine interest in helping us find the perfect fit. Their knowledge, and professionalism helped us get our house within only a few weeks of starting our search. It was the first and only house we placed a bid on. We feel very fortunate to have had Kelly and Chris’ expertise and assistance.”

—Menlo Park Buyer

What we can do for you in 2015!

- **Home Valuation:** We can tell you the approximate value of your home in today’s market
- **Marketing Plan:** How we would position your home for sale either on or off MLS
- **Market Trends:** We’ll give you a summary of recent market trends and price changes
- **Seller Checklist:** After a walk-through of your home, we’ll give you a summary of what you need to prep your home for sale
- **Lender Recommendations:** Advice on refinancing, new purchases, and bridge loans
- **Strategies for Buying before Selling**
- **Remodeling Plan Feedback:** Plus we’ll advise what improvements create the best return on investment
- **Real Estate Investments:** We can help you locate and buy good investment properties or a second home
- **Not ready to sell?** We can help you with renting or leasing your home

THE 2015 REAL ESTATE MARKET is starting out with much of the same speed and strength as 2014 ended. A plethora of buyers, very few homes to sell, and multiple offers is the new norm. Interest rates are expected to remain at historical lows for the foreseeable future, which further fuels buyers’ motivation. Each sale reaches a new price level and we don’t have any reason to believe 2015 will be any different than 2014!

READ MORE INSIDE

Please contact us if you would like to see our extensive stats and market trends of all the Peninsula cities or would be interested to learn what your home is worth in this ever-moving, fast-paced market.



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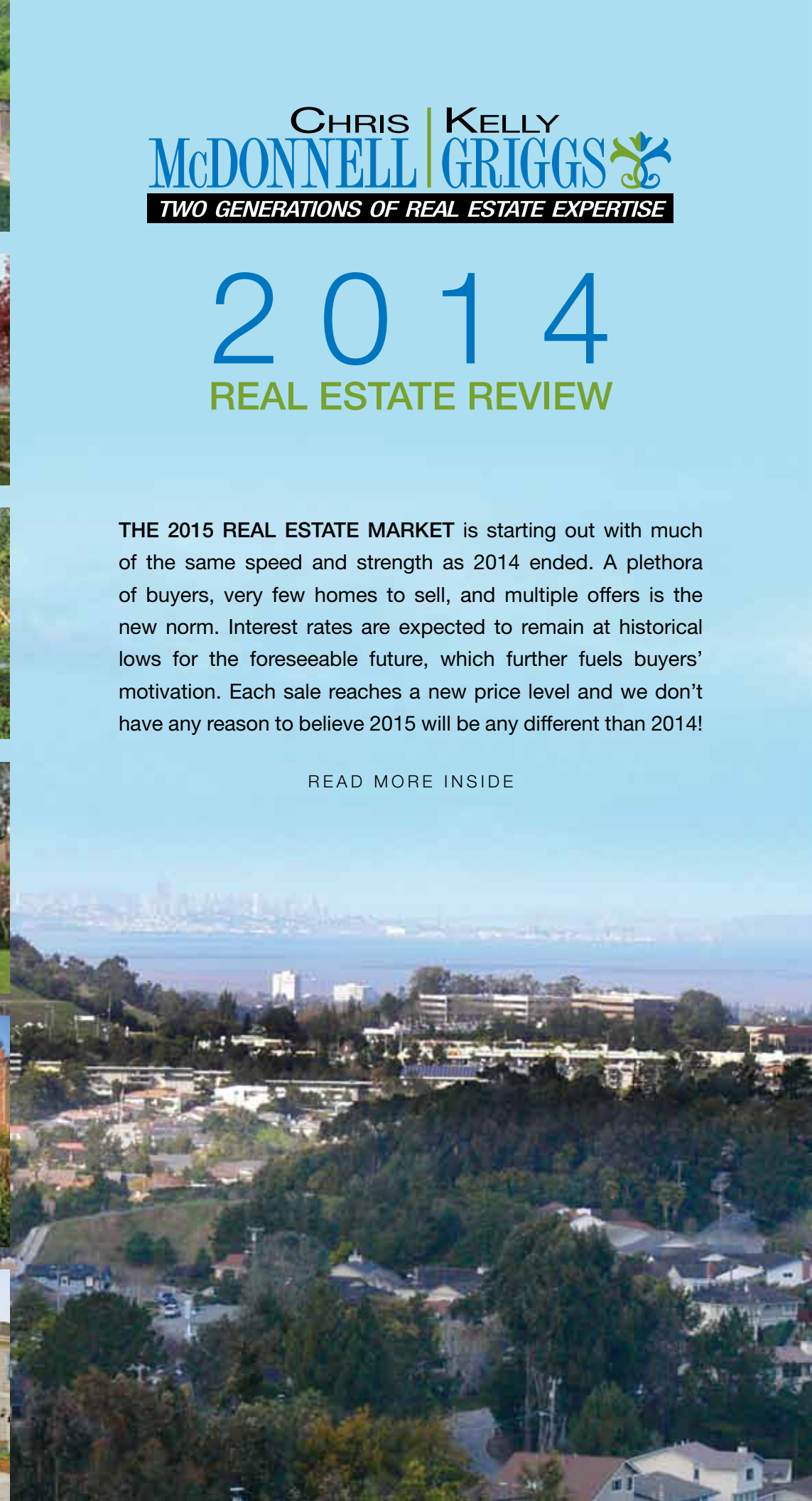
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Year-End UPDATE 2013 vs. 2014*



It's a Hot Seller's Market!

Last year, we saw average prices increase by 12-38% from the year before up and down the Peninsula (except Portola Valley). As you can see, the majority of cities are seeing fewer sales than the year before, helping to drive up prices. In terms of buying strategies,

a few years ago, having all cash would give you a huge advantage. Amazingly, many, if not most, buyers now have that capability. Just a few years ago, one could buy a home in Menlo Park for under \$1M. Now, it is difficult to find a home in Menlo Park for under \$1.5M. The prices

in Atherton have also skyrocketed. Land value properties a few years ago were in the \$3-\$4M range, but now they are in the \$5M-\$6M+ range for an acre. These types of "then vs. now" stories ring true up and down the Peninsula in each community.

Here's what a few of our clients have to say:

"Chris and Kelly helped us purchase our home and sell the home we were moving from. They were professional, dedicated, and available to answer questions or concerns anytime. Chris and Kelly were more than partners – **we consider them a part of our family** and would not hesitate to recommend them."

–Burlingame Buyer and Pacifica Seller

"We recently worked with Chris and Kelly on three residential transactions. When roadblocks stood in our way, they used their **expertise, perseverance, and commitment** to move those transactions forward. We look forward to working with them again on other transactions and you should too."

–Investor, Buyer and Seller

"Chris and Kelly **provide a level of success** unreachable by any other real estate professional."

–Menlo Park Buyer and Investor

"This **dynamic duo** came highly recommended to us from a close friend in Menlo Park. They exceeded our expectations, and we would highly recommend them to any prospective client. They are the **BEST!!**"

–Palo Alto Seller
















"As a more than satisfied client, I would recommend in a heartbeat this mother-daughter team with their many combined years of experience and marketing strategies. In my book, they deserve a **five-star rating** for their sterling performance."

–Menlo Park Seller

"We have worked with Chris and Kelly multiple times for very good reason. Their professionalism and their tenacity to negotiate the best deal for us in a highly competitive market make **these two truly stand out**. We can't say enough positive things about our experience."

–Menlo Park Buyer and Seller

A Partial List of OUR 2014 SALES

 SOLD Under list price, 2 offers 267 Belmont Avenue, Redwood City Sold for \$690,000	 SOLD Under list price, 2 offers 2114, 2124 Oberlin Street, Palo Alto Sold for \$1,675,000	 SOLD Under list price, 1 offer 1502 Wharf Road, Capitola Sold for \$1,200,000	 SOLD Off market 69 Watkins Avenue, Atherton Price withheld
 SOLD Over list price, 13 offers 2532 Hampton Avenue, Redwood City Sold for \$1,488,000	 SOLD Over list price, 4 offers 1447 Paloma Avenue, Burlingame Sold for \$1,325,000	 SOLD Off market 1070 Trinity Drive, Menlo Park Sold for \$2,960,000	 SOLD Over list price, 4 offers 369 Fletcher Drive, Atherton Sold for \$4,200,000
 SOLD Under list price, 1 offer 1701 Whipple Avenue, Redwood City Sold for \$1,312,500	 SOLD Off market 1001 Laurel Street, Unit 419, San Carlos Sold for \$1,125,000	 SOLD 0 Vista Verde Way, Portola Valley Sold for \$1,300,000	 SOLD Over list price, 5 offers 1316 American Way, Menlo Park Sold for \$1,830,000
 SOLD Over list price, 3 offers 213 Outlook Heights Court, Pacifica Sold for \$1,025,000	 SOLD Over list price, 2 offers 421 Aragon Boulevard, San Mateo Sold for \$2,100,000	 SOLD Over list price, 3 offers 173 Sierra Vista Avenue, Unit 24, Mountain View Sold for \$1,000,000	 SOLD Over list price, 2 offers 140 Durazno Way, Portola Valley Sold for \$2,318,000

*MLS data; call or email us for charts on other Bay Area cities.