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# CHRIS + KELLY

*McDannell Griggs*

Two Generations of Real Estate Expertise

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MARCH 2018 UPDATE

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

## LOCAL REAL ESTATE YTD (as of Feb. 26, 2018)

The following is a summary of single-family homes that sold this year on the mid-Peninsula where we specialize. For more information, please give us a call.

	Highest \$	Lowest \$	Average \$
Atherton	\$11,000,000	\$3,490,000	\$6,885,000
Burlingame	\$4,037,000	\$1,650,000	\$2,634,007
Los Altos	\$6,000,000	\$2,300,000	\$3,714,565
Los Altos Hills	\$9,000,000	\$2,700,000	\$5,671,875
Menlo Park	\$6,350,000	\$1,005,000	\$2,948,454
Palo Alto	\$7,199,500	\$1,642,000	\$3,643,722
Portola Valley	\$4,461,000	\$740,000	\$2,712,750
Redwood City	\$3,356,000	\$650,000	\$1,845,245
San Carlos	\$3,150,000	\$1,250,000	\$1,993,805
San Mateo	\$2,350,000	\$998,000	\$1,535,463
Woodside	\$6,000,000	\$950,000	\$3,167,857

TWO MONTHS into the new year and the market continues to go up and up. What is really dramatic so far this year is the ongoing number of homes selling for **more than list price**. For the cities that we represent buyers and sellers in, shown in this table, there have been **245 closed escrows** of single-family homes this year, as of Feb. 26, 2018. Of those, **177 sold for more than list price** – that's **72%**!

Overall, Santa Clara County is **up 21%** year-to-date compared to the same period last year and San Mateo County is **up 22%** – those are **significant increases!**

We would love to talk to you more about the market. Call, text, or email us anytime.

County	Homes Sold YTD 2017	Homes Sold YTD 2018	% Change	Average Sale \$ YTD 2017	Average Sale \$ YTD 2018	% Change
Santa Clara	1,042	914	-12%	\$1,291,082	\$1,563,495	+21%
San Mateo	398	358	-10%	\$1,525,176	\$1,859,855	+22%

**JUST SOLD: 817 & 819 Kipling Street, Palo Alto**  
 Charming Duplex in the Heart of Downtown Palo Alto –  
**sold with 6 offers by Chris & Kelly.**  
 Listed at \$1,695,000, **sold for \$2,100,000**



**COMING SOON:**

One-level Rancher in West Menlo Park, 4 beds/2 baths,  
 10,200 sq. ft. lot. **Call Chris & Kelly for details.**

**Why You Should Always Know the Value of Your Home**

*If I'm happy where I am, do I really need to know my home's value?*

Real estate agents get this question a lot. The short answer is, yes – because things come up.

Whether it's a new addition to the family, a job in another area, or a sudden financial shift, homeowners should be ready when life throws the proverbial curve ball. From fluctuations in the housing market to a foundation problem, a home's value can change rapidly. As your local experts, not only can we tell

you the current value of your home, we can tell you how to raise its value. Here are **3 questions** we can help you answer:

- 1. Should we sell?** Deciding whether it's a good time to sell depends heavily on the value of your home.
- 2. Is refinancing a good idea?**
- 3. Will home improvements increase the value?**

**Call Chris & Kelly.** We have the answers!

**A Happy Seller:**

*"Chris McDonnell and Kelly Griggs set the bar for their fellow industry professionals. Bringing to bear their collective wisdom, they coached and nurtured my wife and I through the maze of executing an estate sale, conducting inspections and evaluating the condition of the property, taking multiple bids, making (only) "essential improvements" that would yield a "sizeable" return on investment, staging the interior and re-landscaping, guiding us through assessing competing offers (with many disparate variables) and close of escrow."*

— Redwood City Seller

From property preparation to staging, marketing, and negotiating the best price and terms for you, we provide full-service, personalized one-on-one attention for each and every client we represent. We would love to represent you – or someone you know. Call us anytime.



We have all kinds of information at **www.chrisandkellyhomes.com**

You can get current market information on all the Peninsula cities too. Check it out.

**Are you ready to sell?** We have **lots of buyers** looking for homes on the Peninsula. **Call us and let's talk.**