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LAFAYETTE Q1 MARKET UPDATE

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Downsizing In Lafayette – A Lot To Consider

As families in Lafayette find themselves on the brink of a new chapter—with kids heading off to college and homes growing a little quieter—we’ve been hearing the same question more and more: what does downsizing actually look like in Lafayette? Beyond the emotional shift, there are practical considerations that matter just as much, from how property taxes may change to the realities of real estate fees to simply envisioning what day-to-day life feels like in a smaller home or a condo/townhome.

Where To Go - Downtown closer to shops and restaurants, a condo that doesn't come with home maintenance, the mountains, closer to adult children, out of State? The possibilities are endless, but having a clear plan and direction generally brings clarity to understanding if moving makes sense for your family.

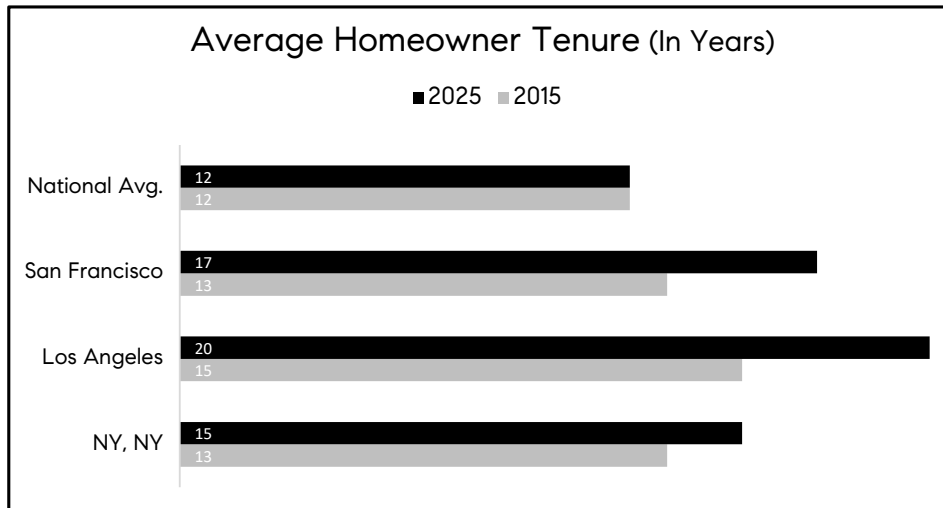
Taxes – What capital gains taxes would you owe after considering what you have put into your home, selling costs, and any IRS exclusion?

Mortgage Rates – Will you need a mortgage on the new home? Most of us are locked into sub 4% mortgage rates, and current rates are generally 1-2% higher.

Property Taxes – Will you have a potential step-up in basis, or are you 55 or older and can bring your current basis with you under CA Prop 19 rules?

Selling Costs – Agent commissions, home improvements to prep your home for sale, moving costs, and pre-sale inspections are all things to consider.

The chart below compares average homeowner tenure and how Prop 13 incentivizes CA homeowners to stay in their home longer as a result of a reduced property tax basis.



BY THE
NUMBERS

\$1+
BILLION
Lifetime Transactions

\$100+
MILLION
Annual Transactions

4
GENERATIONS
In Lafayette

7X REPEAT
LPIE Title Sponsor

9X REPEAT
Lafayette Juniors
Marble Sponsor

3X FEATURE
PROPERTY
On the Lafayette
Kitchen Tour

\$100+
MILLION
Invested in Lafayette

Lafayette Averages By School & Neighborhood

Last Six Months

Neighborhood	# of Home Sales	Sold Price (\$M)	List Price (\$M)	Price Per SQFT	Sqft
Lafayette (average)	123	\$2.56	\$2.54	\$851	3188
Lafayette (median)	123	\$2.15	\$2.00	\$813	2754
Burton Valley Elementary	45	\$2.37	\$2.36	\$902	2855
Burton Valley	21	\$2.42	\$2.48	\$863	2967
Laf. Valley Estates	3	\$1.47	\$1.38	\$1,035	1454
Saranap / Condit	14	\$1.89	\$1.91	\$826	2853
Trails	7	\$3.53	\$3.31	\$1,115	3122
Happy Valley Elementary	37	\$3.01	\$2.99	\$787	3848
Happy Valley	6	\$4.12	\$4.10	\$886	4431
Happy Valley Glen	12	\$2.30	\$2.21	\$801	2778
Hidden Valley	3	\$1.61	\$1.56	\$641	2507
Upper Happy Valley	16	\$3.39	\$3.42	\$767	4685
Lafayette Elementary	18	\$2.41	\$2.28	\$1,033	2418
Downtown	10	\$2.40	\$2.31	\$905	2665
Silver Springs	-	-	-	-	-
Trails	8	\$2.42	\$2.24	\$1,192	2109
Springhill Elementary	23	\$2.35	\$2.37	\$710	3381
Acalanes	2	\$1.84	\$1.69	\$777	2368
Baywood	1	\$2.90	\$2.90	\$782	3710
Reliez Valley	14	\$2.30	\$2.34	\$667	3471
Springhill	6	\$2.54	\$2.57	\$776	3453

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