

05 March, 2021

Hello Jerry,

We are selling homes like yours at more than 105% of listing price!

We just repeated that success by selling another home in Fremont for 106.8% which is about \$75,000 above listed price!

Enclosed is my newsletter for March, with details of market activity in Fremont on page 2. It is a sellers market! Since interest rates are low, it is attracting many buyers to this red-hot market. If you have a home, there is no better time than now to sell and realize capital gains.

On page 3, discover how to beat out other buyers to hot new listings. Ensure that you gain access to all homes in the market, even those that are NOT available online.

Whether you're buying or selling a home, we're sure that you have lots of questions. We invite your questions and explain how to direct them to us, so they can be answered in one of the upcoming issues of Market Watch. This month we've selected another popular question that many homebuyers ask, "How to Avoid 9 Common Buyer Traps BEFORE Buying a Fremont Home".

Page 4 has a list of useful reports that you can request, for FREE.

Don't forget, you can call my office any time at [925-452-7483](tel:925-452-7483) for a FREE Quick Over-the-Phone Home Evaluation. As its name implies, this is a NO cost, NO obligation way of learning what your home can sell for in today's market. Subscribe to instant updates on offers by sending "START JERRY" to 925-452-7483 on WhatsApp.

I look forward to hearing from you.

Sincerely,



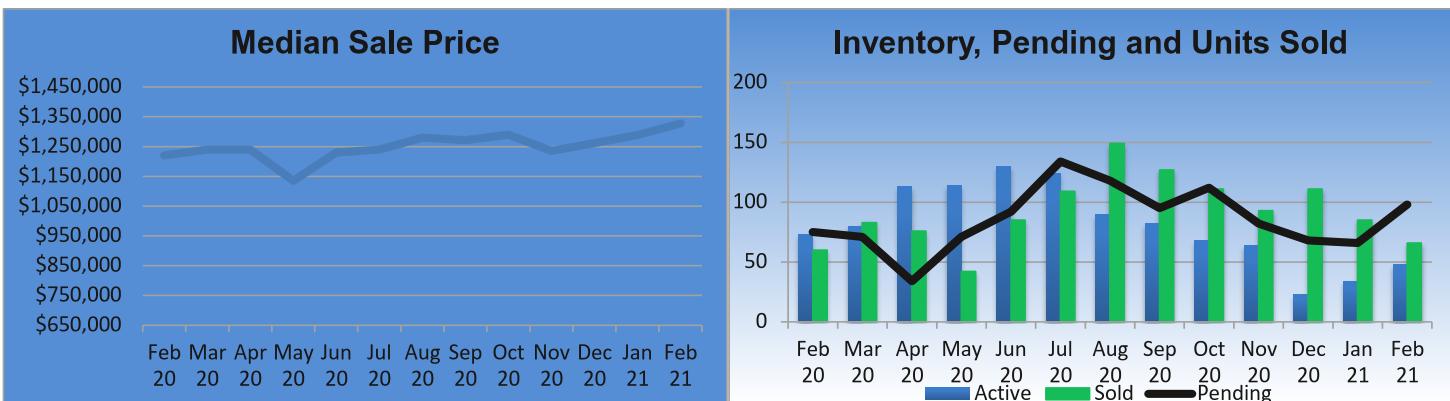
Praveen Kumar
Broker & Owner, WebERealty
CA BRE Lic#: 01928307

P.S. One final point: Last year, homes listed with WeBeRealty sold on an average 102.5% more than real estate board average.



Market Activity Summary:

- Inventory: 48 units were listed for sale as of the last day of February - approximately 0.6 months of inventory .
- Sales Activity: 66 single-family detached units were sold during February.
- Median Sales Price: \$1,327,500 during February.
- Days-on-Market (DOM) year-to-date is approximately 16 days.
- Average sales price was 107.77% of the average list price during February.



| | Active | Pending | Sold | Months Supply | Avg List Price | Median Sale Price | Avg Sale Price | Average DOM | Avg \$ Sqft Listed | Avg \$ Sqft Sold | Sale Price/ List Price |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| Feb 20 | 73 | 75 | 60 | 1.1 | \$1,353,716 | \$1,220,000 | \$1,379,665 | 25 | \$655 | \$704 | 101.92% |
| Mar 20 | 80 | 71 | 83 | 1.2 | \$1,347,858 | \$1,240,000 | \$1,402,905 | 23 | \$742 | \$781 | 104.08% |
| Apr 20 | 113 | 34 | 76 | 1.6 | \$1,307,451 | \$1,239,750 | \$1,353,743 | 14 | \$695 | \$725 | 103.54% |
| May 20 | 114 | 71 | 42 | 1.6 | \$1,241,046 | \$1,135,000 | \$1,226,152 | 27 | \$711 | \$704 | 98.80% |
| Jun 20 | 130 | 92 | 85 | 1.9 | \$1,294,705 | \$1,230,000 | \$1,302,838 | 22 | \$731 | \$736 | 100.63% |
| Jul 20 | 124 | 134 | 109 | 1.5 | \$1,328,440 | \$1,240,000 | \$1,345,512 | 25 | \$724 | \$736 | 101.29% |
| Aug 20 | 90 | 118 | 149 | 0.9 | \$1,353,659 | \$1,280,000 | \$1,369,239 | 21 | \$723 | \$735 | 101.15% |
| Sep 20 | 82 | 95 | 127 | 0.7 | \$1,346,326 | \$1,271,000 | \$1,385,630 | 20 | \$714 | \$739 | 102.92% |
| Oct 20 | 68 | 112 | 111 | 0.6 | \$1,353,208 | \$1,290,000 | \$1,393,482 | 21 | \$740 | \$764 | 102.98% |
| Nov 20 | 64 | 82 | 93 | 0.6 | \$1,250,525 | \$1,235,000 | \$1,295,028 | 22 | \$752 | \$787 | 103.56% |
| Dec 20 | 23 | 68 | 111 | 0.3 | \$1,339,226 | \$1,261,000 | \$1,410,164 | 17 | \$737 | \$778 | 105.30% |
| Jan 21 | 34 | 66 | 85 | 0.4 | \$1,422,335 | \$1,289,000 | \$1,452,521 | 22 | \$748 | \$791 | 104.23% |
| Feb 21 | 45 | 98 | 66 | 0.6 | \$1,427,019 | \$1,327,500 | \$1,537,954 | 16 | \$745 | \$807 | 107.77% |

| Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
|--------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Feb 21 | 66 | 10.00% | \$1,427,019 | 5.41% | \$1,327,500 | 8.81% | \$1,537,954 | 11.47% | 16 | -35.73% | 107.77% |
| Feb 20 | 60 | 1.69% | \$1,353,716 | 16.81% | \$1,220,000 | 9.91% | \$1,379,665 | 17.76% | 25 | -16.38% | 101.92% |
| Feb 19 | 59 | 22.92% | \$1,155,858 | 1.54% | \$1,110,000 | 0.27% | \$1,171,375 | -6.48% | 30 | 99.91% | 101.08% |

| Sales Activity & Price Trends | | | | | |
|-------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Price Range | 2021 YTD units sold | 2020 YTD units sold | 2019 YTD units sold | 2018 YTD units sold | 2017 YTD units sold |
| <\$500K | | | | | |
| \$500-\$599K | | | | | |
| \$600-\$699K | | | 2 | 1 | 4 |
| \$700-\$799K | | 9 | 8 | 1 | 15 |
| \$800-\$899K | 4 | 5 | 12 | 11 | 32 |
| \$900-\$999K | 8 | 11 | 26 | 16 | 34 |
| \$1-\$1.299m | 62 | 54 | 46 | 43 | 37 |
| \$1.3-\$1.699m | 43 | 24 | 24 | 25 | 15 |
| \$1.7-\$1.999m | 14 | 6 | 2 | 6 | 6 |
| \$2-\$2.999m | 18 | 10 | 2 | 5 | 6 |
| >\$3m | 6 | 2 | 1 | 1 | |
| Totals: | 155 | 121 | 123 | 109 | 149 |

Your Home sold at a price acceptable to you or I'll buy it myself!

Visit: www.EastBayGuaranteedSale.com



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MARKET WATCH

Real Estate news for Jerry Gasaway



MARCH 2021

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How to Avoid 9 Common Buyer Traps BEFORE Buying A Fremont Home

Fremont - Buying a home is a major investment no matter which way you look at it. But for many homebuyers, it's an even more expensive process than it needs to be because many fall prey to at least a few of the many common and costly mistakes which trap them into either paying too much for the home they want, or losing their dream home to another buyer or, worse, buying the wrong home for their needs.

A systemized approach to the homebuying process can help you steer clear of these common traps, allowing you to not only cut costs, but also buy the home that's best for

you. An industry report has just been released entitled "9 Buyer Traps and How to Avoid Them". This important report discusses the nine most common and costly of these homebuyer traps, how to identify them, and what you can do to avoid them.

To hear a brief recorded message about how to order your FREE copy of this report call toll-free 1-844-311-5109 and enter 5018. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to learn how to avoid costly buyer mistakes before you purchase your next home.

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HOMESELLERS

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Beat Out Other Buyers HOT New Listings

Why call a high-pressure sales agent who will just make you feel obligated when all you want is a *hassle-free way* to know about the price, location, or particulars of a home for sale. Well you don't have to talk to anyone because my system will search out ALL homes currently listed or sold, anywhere in the area by all real estate companies.

All you need to do is access my FREE, 24 hour House Hunter service any time and leave your home-buying criteria including price range and preferred area. We will send you a hotlist of all current homes that match your criteria including address, price and full listing details. This information is free and obligates you to nothing. It's all part of my FREE House-Hunter Service which you can access, so call my toll-free House-Hunter hotline today at **1-844-311-5109 & enter ID#5041.**

27 Quick and Easy Fix Ups to Sell Your Fremont Home Fast and for Top Dollar

Fremont - Because your home may well be the largest asset, selling it is probably one of the most important decisions you will make in your life. And once you have made that decision, you'll want to sell your home for the highest price in the shortest time possible without compromising your sanity. Before you place your home on the market, here's a way to help you to be as prepared as possible.

To assist homesellers, a new industry report has just been released called "27 Valuable Tips That You Should Know to Get Your Home Sold Fast and for Top Dollar." It tackles the important issues you need to know to make your home competitive in today's tough, aggressive marketplace.

Through these 27 tips you will discover how to protect and capitalize on your most important investment, reduce stress, be in control of your situation, and make the best profit possible.

In this report you'll discover how to avoid financial disappointment or worse, a financial disaster when selling your home. Using a common-sense approach, you will get the straight facts about what can make or break the sale of your home.

You owe it to yourself to learn how these important tips will give you the competitive edge to get your home sold fast and for the most amount of money.

Order your free report today. To hear a brief recorded message about how to order your FREE copy of this report. Call toll-free 844-311-5109 & enter 5023. You can call any time, 24 hours a day, 7 days a week.

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- FIXER UPPER HOMES** - Receive a FREE hotlist of the most current bargain homes that are priced below market because they need work ... **ID# 5048**
- 10 BEST BUYS HOT LIST** - Receive a FREE hotlist of the most current Best Buys in your desired location and price range ... **ID# 5040**
- 9 BUYER TRAPS** - How to avoid these common traps that could cost you the home of your dreams... **ID# 5018**

SELLERS

- 11 HOME INSPECTION PITFALLS** – Learn about these common and costly traps BEFORE you list. ... **ID# 5003**
- COSTLY HOMESELLER MISTAKES** - Learn how to avoid these common mistakes and save yourself thousands of dollars when you sell your home. ... **ID# 5000**
- HOW TO SELL YOUR HOME WITHOUT AN AGENT**... **ID# 5017**
- FIND OUT WHAT AREA HOMES ARE SELLING FOR** - Receive a Free hotlist of recent homesales and current listings... **ID# 5041**
- 27 QUICK & EASY FIXUPS** - Learn how to sell your home fast and for top dollar... **ID# 5023**