

10 Aug, 2021

Hello Viola,

## We are selling homes like yours at more than 110% of listing price!

We just repeated that success by selling another home in Fremont for 110.23% above listed price!

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.

Enclosed are and details of market activity in July for Fremont on page 2, and my newsletter for July. On page 4, discover how to avoid costly mistakes when you sell your home. On page 3, we also help you prepare to sell your home with a useful checklist for home sellers. Additionally, page 4 has a list of useful reports that you can request, for FREE.

Whether you're selling or buying 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 Marketwatch. This month we've addressed another popular question that many homebuyers ask, "Don't Pay Another Cent in Rent to Your Landlord Before You Read this FREE Special Report".

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 VIOLA" to 925-452-483 on WhatsApp.

I look forward to hearing from you.

Sincerely,



**Praveen Kumar**

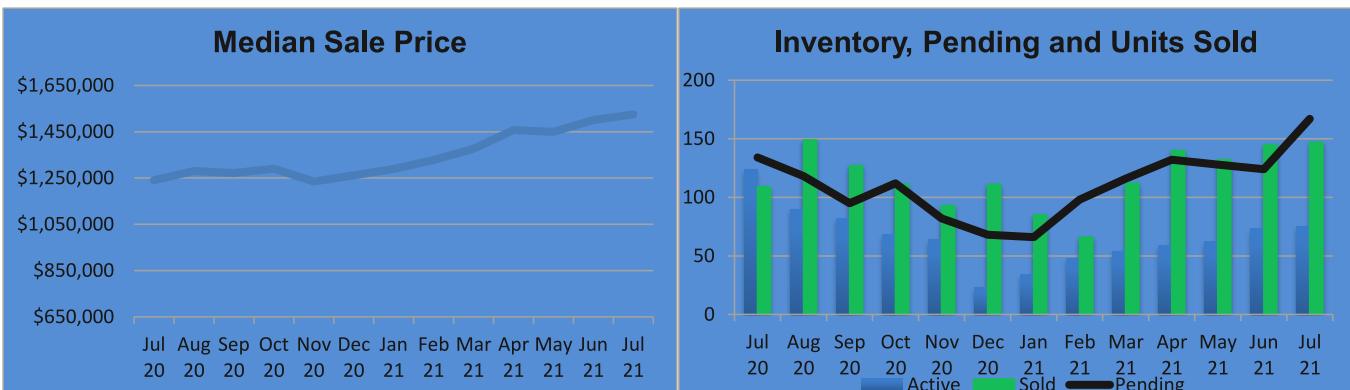
**Broker & Owner, WebERealty**

**CA BRE Lic#: 01928307 / NMLS-ID: 2067059**

**P.S. One final point: Last year, homes listed with WeBeRealty sold on an average 110.23% more than real estate board average.**

## Market Activity Summary:

- Inventory: 75 units were listed for sale as of the last day of July - approximately 0.5 months of inventory .
- Sales Activity: 147 single-family detached units were sold during July.
- Median Sales Price: \$1,525,000 during July.
- Days-on-Market (DOM) year-to-date is approximately 12 days.
- Average sales price was 110.23% of the average list price during July.



	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
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	\$1,422,338	\$1,289,000	\$1,482,521	22	\$748	\$791	104.23%
Feb 21	48	98	66	0.6	\$1,427,019	\$1,327,500	\$1,537,954	16	\$745	\$807	107.77%
Mar 21	54	116	112	0.6	\$1,361,036	\$1,376,944	\$1,494,480	16	\$789	\$865	109.80%
Apr 21	59	132	140	0.6	\$1,450,709	\$1,457,500	\$1,606,563	9	\$793	\$884	110.74%
May 21	62	128	132	0.5	\$1,395,385	\$1,450,000	\$1,569,163	10	\$808	\$913	112.45%
Jun 21	73	124	145	0.6	\$1,504,480	\$1,500,000	\$1,661,361	12	\$795	\$885	110.43%
Jul 21	75	167	147	0.5	\$1,573,669	\$1,525,000	\$1,734,599	12	\$820	\$908	110.23%

Market Trends											
Month	Sold	%Change	Avg List Price	% Change	Median Sale Price	% Change	Avg Sale Price	% Change	Avg DOM	% Change	Sale Price/ List Price
Jul 21	147	34.86%	\$1,573,669	18.46%	\$1,525,000	22.98%	\$1,734,599	28.92%	12	-50.66%	110.23%
Jul 20	109	-14.17%	\$1,328,440	9.52%	\$1,240,000	8.53%	\$1,345,512	9.98%	25	-0.42%	101.29%
Jul 19	127	-14.77%	\$1,212,987	-0.91%	\$1,142,500	-5.19%	\$1,223,368	-5.60%	25	50.61%	100.86%

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			1		
\$500-\$599K			1		2
\$600-\$699K	2	2	6	2	17
\$700-\$799K	3	17	29	7	76
\$800-\$899K	11	32	68	34	135
\$900-\$999K	29	55	127	74	167
\$1-\$1.299m	215	216	307	344	268
\$1.3-\$1.699m	342	126	156	221	159
\$1.7-\$1.999m	94	36	46	61	58
\$2-\$2.999m	112	47	48	54	45
>\$3m	30	5	7	7	1
<b>Totals:</b>	<b>838</b>	<b>536</b>	<b>796</b>	<b>804</b>	<b>928</b>

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

Visit: [www.EastBayGuaranteedSale.com](http://www.EastBayGuaranteedSale.com)



Presented by:

**Praveen Kumar**  
Broker Owner/ Realtor®

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# Praveen Kumar's MARKET WATCH

*Real Estate news for Viola Fountain*

AUGUST 2021

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## How to Secure Super-Low Downpayment Home Loans When You Buy a Fremont Home?

Fremont - A new report has just been released which identifies a foolproof 3-point plan which any homebuyer can use to secure the best financing rates when they buy a home.

When you're looking to buy a home, the first thing most homebuyers do is start the process of house hunting. However, experience proves that this is one of the last steps you should be taking if you want to get

the most home for the least amount of money. In fact, shopping for the best financing should start long before you start shopping for a home.

The experience of thousands of area homebuyers has been summarized in a new report entitled "Best Financing: A 3-Point Plan". This report outlines 3 critical steps you must take to obtain the absolute best financing rates when you buy a home. It tells you where you should

go, what questions you should ask, and how to manage the process to your personal advantage.

To hear a brief recorded message about how to order your FREE copy of this report call toll-free number 1-844-311-5109 and ID# 5020. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to learn how to obtain the best financing rates when you buy your next home.

## Beat Out Other Buyers to 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

### FREE HOMESELLER'S MARKETING CHECKLIST

This valuable checklist has helped hundreds of area homesellers make thousands of dollars more on their home sale. Now you too can maximize your home's saleability with this Homeseller's Marketing Checklist which reveals 27 Valuable Tips to Sell Your Home Fast and for Top Dollar. We'll send you your free Homeseller's Marketing Checklist at no charge and without obligation.

To order any time, 24 hours a day, simply call

**1-844-311-5109 ID # 5023**

### HOUSES FOR SALE

Find out what homes down the street sold for!

Free hotlist w/pics of recent area homesales and current listings.

Free recorded message  
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### HOMES WITH POOLS

Free hotlist w/pics of homes for sale with inground pools.

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Free hotlist w/pics of available properties in your specific price range and area.

Free recorded message  
**1-844-311-5109 ID# 5040**

It's *YOUR* Move

## INFORMATION CORNER

Valuable FREE reports for Buyers and Sellers sent to you at no cost or obligation. Call any-time 24 hours a day to

**1-844-311-5109**

and enter the ID# of the information that you would like to receive.

### BUYERS

1. **SAVE THOUSANDS** - Find out how you can save thousands of dollars when you buy a home... **ID# 5014**
2. **STOP PAYING RENT** - Learn how to buy your first home for as little as renting... **ID# 5001**
3. **FIXER UPPER HOMES** - Receive a FREE hotlist of the most current bargain homes that are priced below market because they need work ... **ID# 5048**
4. **10 BEST BUYS HOT LIST** - Receive a FREE hotlist of the most current Best Buys in your desired location and price range ... **ID# 5040**
5. **9 BUYER TRAPS** - How to avoid these common traps that could cost you the home of your dreams... **ID# 5018**

### SELLERS

1. **11 HOME INSPECTION PITFALLS** - Learn about these common and costly traps BEFORE you list.... **ID# 5003**
2. **COSTLY HOMESELLER MISTAKES** - Learn how to avoid these common mistakes and save yourself thousands of dollars when you sell your home. ... **ID# 5000**
3. **HOW TO SELL YOUR HOME WITHOUT AN AGENT...** **ID# 5017**
4. **FIND OUT WHAT AREA HOMES ARE SELLING FOR** - Receive a Free hotlist of recent homesales and current listings... **ID# 5041**
5. **27 QUICK & EASY FIXUPS** - Learn how to sell your home fast and for top dollar... **ID# 5023**

## How to Sell High: Avoid these 3 Mistakes When Selling Your Fremont Home

Fremont - When you decide to sell your home, setting your asking price is one of the most important decisions you will ever make. Depending on how a buyer is made aware of your home, price is often the first thing he or she sees, and many homes are discarded by prospective buyers as not being in the appropriate price range before they're even given a chance of showing.

Your asking price is often your home's "first impression", and if you want to realize the most money you can for your home, it's imperative that you make a good first impression.

This is not as easy as it sounds, and pricing strategy should not be taken lightly. Pricing too high can be as costly to a homeseller as pricing too low. Taking a look at what homes in your neighborhood have sold for is only a small part of the process, and on its own is not nearly enough to help you make the best decision. A recent study, which compiles 10 years of industry research, has resulted in a new special report entitled "Homesellers: How to Get the Price You Want (and Need)". This report will help you understand pricing strategy from three different angles. When taken together, this information will help you price your home to not only sell, but sell for the price you want.

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 ID# 5016. You call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to learn how to price your home to your maximum financial advantage.

## DISTRESS SALE HOMES FREMONT BANK FORECLOSURES

Free hotlist of foreclosure property listings w/pics.

Free recorded message

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## Home Seller Mistakes

Free Report Reveals 7 Costly Mistakes to Avoid Before Selling Your Home.

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## 10 Questions to Ask Before You Hire a REALTOR®

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