

10 Aug, 2021

Hello Jerry,

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 details of market activity in July for Fremont, and my newsletter. 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 Best Buys by sending "START JERRY" to 925-452-483 on WhatsApp.

I look forward to hearing from you.

Sincerely,



Praveen Kumar

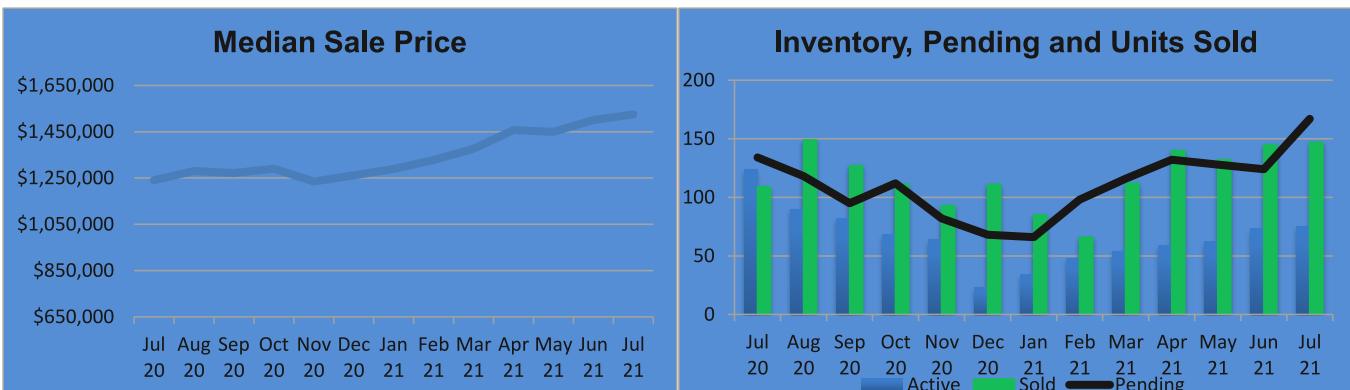
Broker & Owner, WebERealty

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 |
| Totals: | 838 | 536 | 796 | 804 | 928 |

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

Visit: www.EastBayGuaranteedSale.com



Presented by:

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Broker Owner/ Realtor®

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Praveen Kumar's MARKET WATCH

Real Estate news for Jerry Gasaway

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.

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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.

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10 Best Home Buys

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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.

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