

10 Sep, 2021

Hello Raviraj,

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

We just repeated that success by selling another home in San Ramon for 113.63% above listed price!

It is a sellers market! Since interest rates are low, it is attracting many buyers to this redhot 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 August for San Ramon, 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. "Which of These Costly Homeseller Mistakes Will You Make When You Sell Your San Ramon Home?".

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 Raviraj" 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

San Ramon: Detached Single-Family Homes

August 2021

Market Activity Summary:

- Inventory: 23 units were listed for sale as of the last day of August - approximately 0.4 months of inventory .
- Sales Activity: 75 single-family detached units were sold during August.
- Median Sales Price: \$1,800,000 during August.
- Days-on-Market (DOM) year-to-date is approximately 12 days.
- Average sales price was 110.99% of the average list price during August.



| | 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 |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| Aug 20 | 29 | 62 | 75 | 0.4 | \$1,347,970 | \$1,265,000 | \$1,368,014 | 17 | \$499 | \$510 | 101.49% |
| Sep 20 | 31 | 58 | 72 | 0.4 | \$1,314,916 | \$1,316,200 | \$1,370,557 | 18 | \$519 | \$542 | 104.23% |
| Oct 20 | 25 | 68 | 64 | 0.4 | \$1,286,798 | \$1,312,000 | \$1,343,329 | 15 | \$516 | \$539 | 104.39% |
| Nov 20 | 10 | 54 | 71 | 0.2 | \$1,290,981 | \$1,260,000 | \$1,356,511 | 15 | \$541 | \$571 | 105.08% |
| Dec 20 | 17 | 21 | 68 | 0.3 | \$1,239,780 | \$1,282,500 | \$1,311,344 | 15 | \$555 | \$591 | 105.77% |
| Jan 21 | 11 | 39 | 34 | 0.2 | \$1,365,062 | \$1,341,000 | \$1,450,531 | 18 | \$548 | \$591 | 106.26% |
| Feb 21 | 14 | 47 | 35 | 0.3 | \$1,347,111 | \$1,430,000 | \$1,493,197 | 9 | \$572 | \$634 | 110.84% |
| Mar 21 | 26 | 79 | 64 | 0.6 | \$1,461,150 | \$1,540,000 | \$1,633,753 | 12 | \$576 | \$651 | 111.81% |
| Apr 21 | 25 | 96 | 90 | 0.4 | \$1,484,218 | \$1,637,500 | \$1,699,871 | 10 | \$593 | \$685 | 114.53% |
| May 21 | 32 | 72 | 100 | 0.4 | \$1,484,594 | \$1,560,000 | \$1,682,468 | 10 | \$625 | \$713 | 113.33% |
| Jun 21 | 17 | 72 | 95 | 0.2 | \$1,565,178 | \$1,630,000 | \$1,764,055 | 13 | \$623 | \$706 | 112.71% |
| Jul 21 | 30 | 63 | 85 | 0.4 | \$1,616,479 | \$1,715,000 | \$1,810,883 | 11 | \$632 | \$710 | 112.03% |
| Aug 21 | 23 | 54 | 75 | 0.4 | \$1,675,629 | \$1,800,000 | \$1,859,707 | 12 | \$674 | \$749 | 110.99% |

| Market Trends | | | | | | | | | | | |
|---------------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
| Aug 21 | 75 | 0.00% | \$1,675,629 | 24.31% | \$1,800,000 | 42.29% | \$1,859,707 | 35.94% | 12 | -32.47% | 110.99% |
| Aug 20 | 75 | 5.63% | \$1,347,970 | 12.92% | \$1,265,000 | 13.96% | \$1,368,014 | 16.04% | 17 | -51.86% | 101.49% |
| Aug 19 | 71 | 44.90% | \$1,193,727 | -6.12% | \$1,110,000 | -12.94% | \$1,178,935 | -8.30% | 36 | 81.77% | 98.76% |

| 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 | | | 2 | 4 | 1 |
| \$600-\$699K | 1 | 3 | 9 | 5 | 5 |
| \$700-\$799K | 2 | 9 | 3 | 5 | 14 |
| \$800-\$899K | 2 | 12 | 24 | 32 | 83 |
| \$900-\$999K | 4 | 55 | 68 | 77 | 92 |
| \$1-\$1.299m | 73 | 179 | 228 | 199 | 201 |
| \$1.3-\$1.699m | 260 | 119 | 123 | 161 | 122 |
| \$1.7-\$1.999m | 125 | 30 | 15 | 20 | 16 |
| \$2-\$2.999m | 112 | 18 | 18 | 14 | 15 |
| >\$3m | 10 | | | | |
| Totals: | 589 | 425 | 490 | 517 | 549 |

www.EastBayGuaranteedSale.com



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Praveen Kumar's



MARKET WATCH

Real Estate news for Raviraj



SEPTEMBER 2021

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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# 5071.

6 Costly Errors to Avoid When Moving to a Larger Home

Free Reports tells you how.

Free recorded message

1-844-311-5109 ID# 5007

6 Costly Mistakes to Avoid Before Buying a San Ramon Home

A new report has just been released which identifies the 6 most common and costly mistakes that homebuyers make before buying a home.

Mortgage regulations have changed significantly over the last few years, making your options wider than ever. Subtle changes in the way you approach mortgage shopping, and even small differences in the way you structure your mortgage, can save or cost you literally thousands of dollars and years of expense.

Whether you are about to buy your first home, or are planning to make a move to your next home, it is critical that you inform yourself about the factors involved before you buy.

In answer to this issue, Industry Insiders have prepared a FREE special report entitled "6 Things You Must Know Before You Buy"

Having the right information beforehand can undoubtedly make a major difference in this critical negotiation.

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 5004. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to find out what you need to know before you buy a home.

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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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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**

Which of These Costly Homeseller Mistakes Will You Make When You Sell Your San Ramon Home?

San Ramon - A new report has just been released which reveals 7 costly mistakes that most homeowners make when selling their home, and a 9 Step System that can help you sell your home fast and for the most amount of money.

This industry report shows clearly how the traditional ways of selling homes have become increasingly less and less effective in today's market. The fact of the matter is that fully three quarters of homesellers don't get what they want for their homes and become disillusioned and - worse - financially disadvantaged when they put their homes on the market.

As this report uncovers, most homesellers make 7 deadly mistakes that cost them literally thousands of dollars. The good news is that each and every one of these mistakes is entirely preventable. In answer to this issue, industry insiders have prepared a free special report entitled "The 9 Step System to Get Your Home Sold Fast and For Top Dollar".

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# 5000**. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to find out how you can get the most money for your home.

HOMESELLERS

Find out what homes down the street sold for!

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

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Before you list your home, order a Free Special Report that outlines what you need to know about how a divorce affects your House, Mortgage, and Taxes.

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