

10 Nov, 2021

Hello Mani,

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 114.46% 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 October 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. "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 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 Mani" to 925452483 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 114.46% more than real estate board average.

Market Activity Summary:

- Inventory: 9 units were listed for sale as of the last day of October - approximately 0.2 months of inventory .
- Sales Activity: 61 single-family detached units were sold during October.
- Median Sales Price: \$1,760,000 during October.
- Days-on-Market (DOM) year-to-date is approximately 14 days.
- Average sales price was 111.19% of the average list price during October.



Monthly Market Activity

| | 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 |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| 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% |
| Sep 21 | 24 | 48 | 68 | 0.4 | \$1,657,962 | \$1,650,000 | \$1,789,973 | 15 | \$672 | \$728 | 107.96% |
| Oct 21 | 9 | 47 | 61 | 0.2 | \$1,646,420 | \$1,760,000 | \$1,830,687 | 14 | \$672 | \$745 | 111.19% |

Market Trends

| Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
|--------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Oct 21 | 61 | -4.69% | \$1,646,420 | 27.95% | \$1,760,000 | 34.15% | \$1,830,687 | 36.28% | 14 | -6.57% | 111.19% |
| Oct 20 | 64 | 23.08% | \$1,286,798 | 4.88% | \$1,312,000 | 16.23% | \$1,343,329 | 11.08% | 15 | -64.73% | 104.39% |
| Oct 19 | 52 | -1.89% | \$1,226,960 | -6.69% | \$1,128,750 | -10.98% | \$1,209,303 | -8.46% | 42 | 12.22% | 98.56% |

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 | 5 | 1 |
| \$600-\$699K | 1 | 3 | 12 | 5 | 5 |
| \$700-\$799K | 2 | 11 | 3 | 6 | 18 |
| \$800-\$899K | 2 | 13 | 35 | 39 | 102 |
| \$900-\$999K | 6 | 66 | 89 | 84 | 111 |
| \$1-\$1.299m | 87 | 225 | 269 | 240 | 239 |
| \$1.3-\$1.699m | 310 | 177 | 144 | 192 | 152 |
| \$1.7-\$1.999m | 153 | 41 | 17 | 26 | 19 |
| \$2-\$2.999m | 143 | 25 | 23 | 19 | 21 |
| >\$3m | 15 | | | | |
| Totals: | 719 | 561 | 594 | 616 | 668 |

www.EastBayGuaranteedSale.com



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MARKET WATCH

Real Estate News For Mani

NOVEMBER 2021



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3 Ways to Buy a San Ramon Home for Less Money

If you're like most homebuyers, you have two primary considerations in mind, when you start looking for a home. First, you want to find the home that perfectly meets your need and desires and, secondly, you want to purchase this home for the lowest possible price.

When you analyze those successful home buyers who have been able to purchase the home they want for thousands of dollars below a seller's asking price, some common denominators emerge. While the negotiation skills of your agent are important, there are three additional key factors that must come into play long before you ever submit an offer.

This topic has been the subject of extensive analysis by Industry Experts, and a summary of their findings, and a specific step-by-step

purchase plan for homebuyers can be found in a new special report called "Homebuyer: How to Save Thousand of Dollars When You Buy".

This free report outlines the psychology of how a seller sets their asking price and gives you 3 simple steps to follow, before you even set foot in a seller's home, which could help you to successfully slash thousands of dollars off the price of the home 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# 5014. You can call at any time, 24 hours a day, 7 days a week.

Get your free special report NOW, to find out how can save thousand of dollars when you buy a home.

HOMESELLERS

Find out what homes down the street sold for!

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

Free recorded message
844-311-5109 ID# 5041

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
844-311-5109 ID# 5023

10 Best Home Buys

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

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FIXER UPPER HOMES

Bargains, lowest prices. These homes need work. Call for free hotlist w/pics.

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It's YOUR Move

Legal Loophole Costs Local Homeseller \$30,742 in the Sale of Their San Ramon Home

When you're buying or selling a home, there are many small but important legal issues that you may be unaware of that are, nevertheless, critical to understand. Residential real estate is not an uncomplicated process. When such a major investment is transferred from one party to another, there are subtle details to take care of that can turn into major problems if not handled correctly.

It is essential to understand the legal ins and outs that will properly protect you when you buy or sell a home. There are several issues that will certainly cost you if you are not properly informed. In a recent situation right here in the area, misinformation cost one local homeseller over three thousand dollars in the sale of their home. Don't let this happen to you.

In answer to this issue, Industry Insiders have prepared a FREE special report entitled, "Legal Mistakes to Avoid When Buying or Selling a Home".

To hear a brief recorded message about how to order your FREE copy of this report call toll-free 844-311-5109 and enter ID# 5011. You can call any time, 24 hours a day, 7 days a week.

How to Sell Your House Without an Agent

Free Report Reveals "10 Inside Tips" to selling your house by yourself.

Free recorded message
844-311-5109 ID# 5017

10 Questions to Ask Before You Hire a REALTOR

Do not hire an agent before you read this Free special report.

Free recorded message
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DISTRESS SALE HOMES in San Ramon BANK FORECLOSURES

Free hotlist of foreclosure
property listings w/pics.

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INFORMATION CORNER

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

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