



Praveen Kumar's

MARKET WATCH

Real Estate news for

March 2022



TEL#/WhatsApp
925-452-7483

WEBSITE
EastBayGuaranteedSale.com

EMAIL
praveen@weberealty.com

How to Avoid 9 Common Buyer Traps BEFORE Buying A Home

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 homebuyers 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 ID# 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.

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

10 WAYS TO SAVE MONEY WHEN BUYING A NEW HOME

Free Report reviews advantages that most builders may not reveal.

Free recorded message
1-844-311-5109 ID# 5010

6 Costly Errors to Avoid When Moving to a Larger Home

Free reports tell you how.
Free recorded message
1-844-311-5109 ID# 5007

HOMESELLERS **Find out what homes down the street sold for!**

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

Free recorded message
1-844-311-5109 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.**

It's YOUR Move

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

Because your home may well be your 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 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 1-844-311-5109 and enter ID# 5023. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW

How to Sell Your House Without an Agent

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

Free recorded message
1-844-311-5109 ID# 5017

Top Dollar For Your Home

Free Report Reveals How to Set Your Asking Price When Selling Your Home.

Free recorded message
1-844-311-5109 ID# 5016

DISTRESS SALE HOMES in BANK FORECLOSURES

Free hotlist of foreclosure property listings w/pics.

Free recorded message
1-844-311-5109 ID # 5042

INFORMATION CORNER

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

1-844-311-5109 and enter the ID#
of the information that you would like to receive.

BUYERS

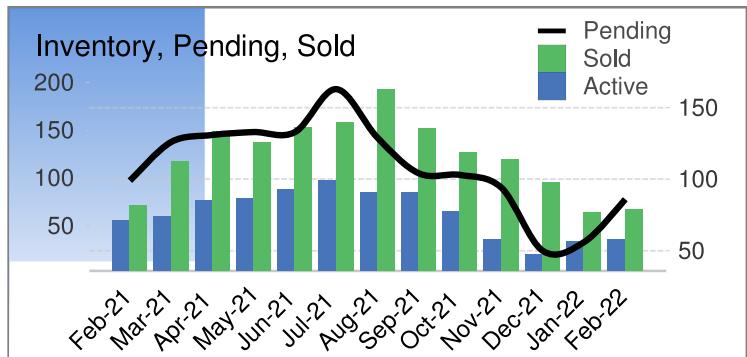
- SAVE THOUSANDS** - Find out how you can save thousands of dollars when you buy a home... **ID# 5014**
- STOP PAYING RENT** - Learn how to buy your first home for as little as renting... **ID# 5001**
- FIXER UPPER HOMES** - Receive a FREE hotlist of the most current bargain homes that are priced below 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**

Market Activity Summary:

- Inventory: 36 units were listed for sale as of the last day of February - approximately 0.5 months of inventory.
- Sales Activity: 67 single-family detached units were sold during February
- Median Sales Price: \$1,743,300 during February
- Average price per sq.ft. in February was \$10,744
- Days-on-Market (DOM) year-to-date is approximately 7 days
- Sold over Asking: On average, buyers paid 118% of list price in February



Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Feb-22	36	86	67	0.5	\$1,802,831	\$1,743,300	\$1,973,407	19	\$909	\$10,744	118%
Jan-22	34	56	64	0.4	\$1,722,872	\$1,640,000	\$1,828,882	12	\$916	\$1,013	114%
Dec-21	20	50	95	0.2	\$1,619,205	\$1,550,000	\$1,739,871	16	\$863	\$996	112%
Nov-21	36	94	120	0.3	\$1,531,751	\$1,491,250	\$1,673,126	10	\$892	\$967	111%
Oct-21	65	103	127	0.4	\$1,545,989	\$1,510,000	\$1,661,220	13	\$13,125	\$950	110%
Sep-21	85	104	152	0.5	\$1,525,212	\$1,463,000	\$1,576,852	10	\$10,261	\$910	109%
Aug-21	85	129	193	0.5	\$1,536,031	\$1,470,000	\$1,651,394	12	\$10,250	\$907	109%
Jul-21	97	163	158	0.7	\$1,437,341	\$1,500,000	\$1,734,424	10	\$9,064	\$897	111%
Jun-21	88	133	153	0.6	\$1,452,181	\$1,480,000	\$1,639,146	10	\$9,875	\$898	112%
May-21	79	133	137	0.6	\$1,589,321	\$1,450,000	\$1,563,397	9	\$10,927	\$897	113%
Apr-21	76	131	149	0.7	\$1,513,790	\$1,460,000	\$1,619,898	7	\$11,286	\$876	112%
Mar-21	60	126	117	0.7	\$1,465,925	\$1,365,000	\$1,482,045	11	\$14,071	\$862	111%
Feb-21	56	99	71	0.6	\$1,375,500	\$1,330,000	\$1,534,084	16	\$15,056	\$805	109%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Feb-22	67	-5.63%	\$1,802,831	31.1%	\$1,743,300	31.1%	\$1,973,407	28.6%	19	18.8%	118%
Feb-21	71	14.5%	\$1,375,500	-2.63%	\$1,330,000	9.02%	\$1,534,084	10.2%	16	-33.3%	109%
Feb-20	62	1.64%	\$1,412,620	8.19%	\$1,220,000	10.9%	\$1,391,502	19.4%	24	-22.6%	102%

Sales Activity and Price Trends

Price Range	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold	2018 YTD units sold
<500K	0	0	0	0	0
\$500-599K	0	0	0	2	0
\$600-699K	1	2	2	8	3
\$700-799K	0	5	25	58	21
\$800-899K	1	12	63	130	97
\$900-999K	2	44	117	193	148
\$1-1,299M	10	365	462	483	622
\$1.3-1,699M	47	638	284	233	365
\$1.7-1,999M	33	181	77	70	107
\$2-2.999M	23	192	99	66	81
>3M	11	57	6	6	12
Total	127	1496	1135	1249	1456

Presented by:



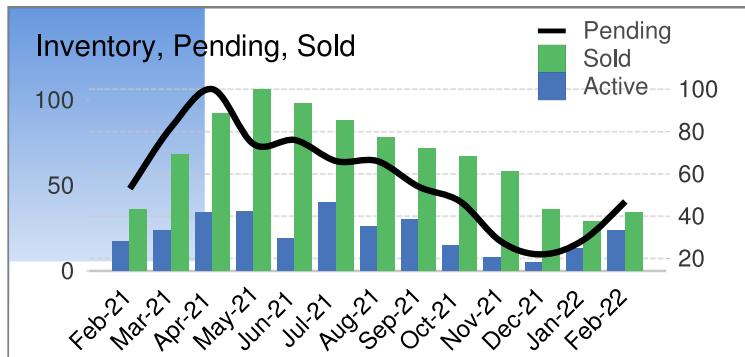
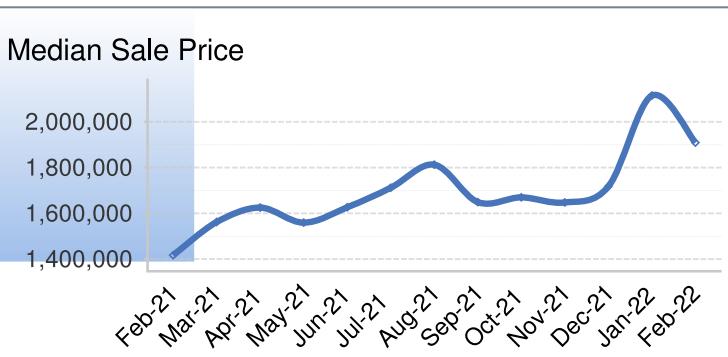
Praveen Kumar

Broker Owner / Realtor
CA BRE LIC 01928307

EastBayGuaranteedSale.com

Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of February - approximately 0.7 months of inventory.
- Sales Activity: 34 single-family detached units were sold during February
- Median Sales Price: \$1,910,000 during February
- Average price per sq.ft. in February was \$879
- Days-on-Market (DOM) year-to-date is approximately 6 days
- Sold over Asking: On average, buyers paid 116% of list price in February



Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Feb-22	24	47	34	0.7	\$1,925,040	\$1,910,000	\$2,015,161	10	\$793	\$879	116%
Jan-22	13	29	29	0.3	\$1,730,046	\$2,115,000	\$2,146,258	7	\$759	\$801	112%
Dec-21	5	22	36	0.1	\$1,845,024	\$1,717,500	\$1,882,472	7	\$810	\$783	112%
Nov-21	8	28	58	0.1	\$1,680,327	\$1,647,500	\$1,674,905	9	\$699	\$776	108%
Oct-21	15	47	67	0.2	\$1,628,291	\$1,670,000	\$1,784,528	8	\$731	\$748	111%
Sep-21	30	54	72	0.4	\$1,567,903	\$1,650,000	\$1,778,572	10	\$733	\$723	108%
Aug-21	26	66	78	0.3	\$1,574,858	\$1,812,500	\$1,855,615	7	\$715	\$748	111%
Jul-21	40	66	88	0.4	\$1,692,082	\$1,712,500	\$1,802,962	8	\$652	\$709	113%
Jun-21	19	76	98	0.2	\$1,646,098	\$1,627,500	\$1,761,339	8	\$684	\$706	113%
May-21	35	74	106	0.4	\$1,555,442	\$1,560,000	\$1,675,318	6	\$644	\$711	114%
Apr-21	34	100	92	0.5	\$1,473,227	\$1,625,000	\$1,693,080	5	\$627	\$685	115%
Mar-21	24	82	68	0.5	\$1,479,047	\$1,562,500	\$1,648,369	7	\$596	\$649	113%
Feb-21	17	53	36	0.4	\$1,586,276	\$1,417,500	\$1,479,496	6	\$624	\$628	111%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Feb-22	34	-5.56%	\$1,925,040	21.4%	\$1,910,000	34.7%	\$2,015,161	36.2%	10	66.7%	116%
Feb-21	36	28.6%	\$1,586,276	21.7%	\$1,417,500	23.3%	\$1,479,496	27.2%	6	-71.4%	111%
Feb-20	28	-9.68%	\$1,303,262	-0.454%	\$1,149,500	-2.17%	\$1,162,919	-2.52%	21	-27.6%	100%

Sales Activity and Price Trends

Price Range	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold	2018 YTD units sold
<500K	0	0	0	0	0
\$500-599K	0	0	0	2	5
\$600-699K	0	1	4	13	5
\$700-799K	0	2	15	6	16
\$800-899K	0	5	17	38	38
\$900-999K	0	5	78	99	82
\$1-1,299M	3	108	280	315	280
\$1.3-1.699M	10	337	219	154	203
\$1.7-1.999M	20	165	51	18	26
\$2-2.999M	25	162	30	22	21
>3M	4	16	0	0	0
Total	62	796	694	667	671

Presented by:



Praveen Kumar

Broker Owner / Realtor
CA BRE LIC 01928307

EastBayGuaranteedSale.com