

**11 January, 2021**

Dear Mani & Gayathri,

## **We are selling homes like yours at more than 105% of asking price!**

We just repeated that success by selling another home in Fremont for 105.45% of asking price.

Enclosed is my newsletter for January, with details of market activity in Fremont on page 2. 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.

On page 3, discover how to beat out other buyers to hot new listings.

Whether you're buying or selling 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 Market Watch. This month we've selected another popular question that many homebuyers ask, "6 Costly Mistakes to Avoid Before Buying a Fremont Home".

Page 4 has a list of useful reports that you can request, for FREE.

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 offers by sending "START MANI & GAYATHRI" to 925-452-7483 on WhatsApp.

I look forward to hearing from you.

Sincerely,



**Praveen Kumar**

**Broker & Owner, WebERealty**

**CA BRE Lic#: 01928307**

**P.S. One final point. Last year the homes listed with WebERealty sold on average of 102.5% more than the Real Estate Board average.**

## Market Activity Summary:

- Inventory: 25 units were listed for sale as of the last day of December - approximately 0 month of inventory.
- Sales Activity: 105 single-family detached units were sold during December.
- Median Sales Price: \$1,285,000 during December.
- Days-on-Market (DOM) year-to-date is approximately 17 days.
- Average sales price was 105.47% of the average list price during December.



## Median Sale Price



## Inventory, Pending and Units Sold



## 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 |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| Dec 19 | 35     | 47      | 100  | 0.5           | \$1,132,269    | \$1,089,500       | \$1,126,516    | 39          | \$712              | \$712            | 99.49%                 |
| Jan 20 | 58     | 69      | 52   | 0.8           | \$1,259,874    | \$1,132,500       | \$1,256,868    | 39          | \$690              | \$696            | 99.76%                 |
| Feb 20 | 73     | 75      | 60   | 1.1           | \$1,353,716    | \$1,220,000       | \$1,379,665    | 25          | \$685              | \$704            | 101.92%                |
| Mar 20 | 50     | 71      | 83   | 1.2           | \$1,347,858    | \$1,240,000       | \$1,402,905    | 23          | \$742              | \$781            | 104.08%                |
| Apr 20 | 113    | 34      | 76   | 1.8           | \$1,307,481    | \$1,239,750       | \$1,353,743    | 14          | \$695              | \$725            | 103.54%                |
| May 20 | 114    | 71      | 42   | 1.8           | \$1,241,046    | \$1,135,000       | \$1,226,152    | 27          | \$711              | \$704            | 98.50%                 |
| Jun 20 | 130    | 92      | 85   | 1.9           | \$1,294,708    | \$1,230,000       | \$1,302,838    | 22          | \$731              | \$736            | 100.63%                |
| 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    | \$1,250,000       | \$1,369,239    | 21          | \$723              | \$735            | 101.15%                |
| Sep 20 | 82     | 95      | 127  | 0.7           | \$1,346,326    | \$1,271,000       | \$1,358,630    | 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 | 25     | 83      | 105  | 0.3           | \$1,360,212    | \$1,265,000       | \$1,434,640    | 17          | \$365              | \$780            | 105.47%                |

## Market Trends

| Month  | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
|--------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Dec 20 | 105  | 5.00%   | \$1,360,212    | 20.13%   | \$1,265,000       | 17.94%   | \$1,434,640    | 27.35%   | 17      | -55.24%  | 105.47%                |
| Dec 19 | 100  | 23.46%  | \$1,132,269    | -10.43%  | \$1,089,500       | -9.21%   | \$1,126,516    | -10.55%  | 39      | 5.28%    | 99.49%                 |
| Dec 15 | 81   | -21.36% | \$1,264,153    | 7.70%    | \$1,200,000       | 1.96%    | \$1,259,438    | 0.76%    | 37      | 71.95%   | 99.63%                 |

## Sales Activity & Price Trends

| Price Range    | 2020 YTD units sold | 2019 YTD units sold | 2018 YTD units sold | 2017 YTD units sold | 2016 YTD units sold |
|----------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <\$500K        |                     | 1                   |                     |                     | 5                   |
| \$500-\$599K   | 1                   | 2                   |                     | 1                   | 12                  |
| \$600-\$699K   | 2                   | 10                  | 3                   | 23                  | 103                 |
| \$700-\$799K   | 23                  | 62                  | 17                  | 108                 | 230                 |
| \$800-\$899K   | 53                  | 135                 | 91                  | 216                 | 288                 |
| \$900-\$999K   | 118                 | 213                 | 138                 | 285                 | 300                 |
| \$1-\$1.299m   | 445                 | 499                 | 551                 | 504                 | 433                 |
| \$1.3-\$1.699m | 293                 | 261                 | 340                 | 279                 | 232                 |
| \$1.7-\$1.999m | 80                  | 79                  | 105                 | 83                  | 66                  |
| \$2-\$2.299m   | 103                 | 76                  | 72                  | 70                  | 32                  |
| >\$3m          | 7                   | 7                   | 13                  | 4                   | 6                   |
| <b>Totals:</b> | <b>1125</b>         | <b>1345</b>         | <b>1330</b>         | <b>1573</b>         | <b>1707</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**  
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**Praveen Kumar's**



**MARKET WATCH**

*Real Estate news for Mani & Gayathri*



**JANUARY 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 844-265-9508 & enter ID#5071.

### DISTRESS SALE HOMES FREMONT BANK FORECLOSURES.

Free hotlist of foreclosure property listings w/pics.

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

## 6 Costly Mistakes to Avoid Before Buying a Fremont 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.

### 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**

### 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**

### RENTERS Stop Paying Your Landlord's Mortgage.

Free Report Reveals How Easy it is to Buy Your Own Home.

Free recorded message  
**844-311-5109 ID#5001**



## 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**

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

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

Free recorded message  
**844-311-5109 ID#5041**

### HOME BUYER ALERT

Free Report reveals 13 extra costs to avoid, saving you thousands when buying a home.

Free recorded message  
**844-311-5109 ID#5008**

### 11 COSTLY HOME INSPECTION PITFALLS

Free Report reveals what you need to know before you list your home for sale.

Free recorded message  
**844-311-5109 ID#5003**

## How to Avoid Costly Housing Mistakes Before and After a Divorce

Divorce is rarely easy and often means a lot of difficult decisions. One of the most important decisions is what to do about the house.

In the midst of the heavy emotional and financial turmoil, what you need most is some non-emotional, straightforward, specific information and answers. Once you know how a divorce affects your home, your mortgage and taxes, critical decisions are easier. Neutral, third party information can help you make logical, rather than emotional, decisions.

Probably the first decision is whether you want to continue living in the house. Will the familiar surroundings bring you comfort and emotional security, or unpleasant memories? Do you want to minimize change by staying where you are, or sell your home and move to a new place that offers a new start? Only you can answer those questions, but there will almost certainly be some financial repercussions to your decision process. What can you afford? Can you manage the old house on your new budget? Is refinancing possible? Or is it better to sell and buy? How much house can you buy on your new budget?

To help you know what questions you should ask and how to arrive at the right answer for your specific situation, a FREE special report has been prepared by industry experts entitled "Divorce: What You Need to Know About Your House, Your Mortgage and Taxes".

To hear a brief recorded message about how to order your FREE copy of this report call toll-free **844-311-5109** and enter **5009**. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to find out how to make this part of your current situation less stressful.

