

**2 February, 2021**

**Dear Viola Fountain,**

## **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 February, 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, "3 Ways to Buy a Fremont Home For Less Money".

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 VIOLA" 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: 34 units were listed for sale as of the last day of January - approximately 0.4 months of inventory .
- Sales Activity: 85 single-family detached units were sold during January.
- Median Sales Price: \$1,289,000 during January.
- Days-on-Market (DOM) year-to-date is approximately 22 days.
- Average sales price was 104.23% of the average list price during January.



	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
Jan 20	56	69	52	0.5	\$1,259,574	\$1,132,500	\$1,256,568	39	\$690	\$696	99.76%
Feb 20	73	75	60	1.1	\$1,353,716	\$1,220,000	\$1,379,665	25	\$655	\$704	101.92%
Mar 20	80	71	83	1.2	\$1,347,858	\$1,240,000	\$1,402,905	23	\$742	\$781	104.08%
Apr 20	113	34	76	1.5	\$1,307,481	\$1,239,750	\$1,353,743	14	\$695	\$725	103.54%
May 20	114	71	42	1.5	\$1,241,046	\$1,135,000	\$1,226,152	27	\$711	\$704	98.80%
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	115	149	0.9	\$1,353,659	\$1,280,000	\$1,369,239	21	\$723	\$735	101.15%
Sep 20	52	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	\$1,422,335	\$1,289,000	\$1,452,521	22	\$745	\$791	104.23%

Month	Sold	%Change	Avg List Price	% Change	Median Sale Price	% Change	Avg Sale Price	% Change	Avg DOM	% Change	Sale Price/ List Price
Jan 21	85	63.46%	\$1,422,335	12.90%	\$1,289,000	13.82%	\$1,452,521	17.95%	22	-43.67%	104.23%
Jan 20	52	-17.46%	\$1,259,574	11.97%	\$1,132,500	8.59%	\$1,256,568	14.22%	39	5.32%	99.76%
Jan 19	63	3.25%	\$1,125,194	-4.02%	\$1,040,000	-13.33%	\$1,100,354	-12.59%	37	65.55%	97.50%

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					
\$600-\$699K				1	1
\$700-\$799K		9	7		12
\$800-\$899K	4	4	6	6	15
\$900-\$999K	5	5	12	8	18
\$1-\$1.299m	35	24	28	22	19
\$1.3-\$1.699m	20	8	8	19	4
\$1.7-\$1.999m	8	4		3	4
\$2-\$2.999m	10	3	1	2	4
>\$3m	3	1	1		
Totals:	85	58	63	61	77

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**  
Broker Owner/ Realtor®  
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**Praveen Kumar's**



# MARKET WATCH

*Real Estate news for Viola Fountain*



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## HOME BUYERS 6 Costly Mistakes to Avoid Before Buying a Home

Free Report reveals how to save thousands of dollars and years of expense.

Free recorded message  
**844-311-5109 ID#5004**

## 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**

## 3 Ways to Buy a Fremont Home for Less Money

Fremont - If you're like the 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 needs 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 negotiating 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 "Homebuyers: How to Save Thousands 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 **5014**. 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 save thousands of dollars when you buy a home.

## 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.

## HOME BUYER TRAPS TO AVOID

Free Report reveals what you need to know before you buy a home.

Free recorded message  
**844-311-5109 ID#5018**

## Claim your personalized Offer

Scan me



OR Visit

{camplink}print-3C7FPYXFP

## Which of These Costly Homeseller Mistakes Will You Make When You Sell Your Fremont Home?

Fremont - A new report has just been released which reveals the 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 **844-311-5109 & enter 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.

## DISTRESS SALE HOMES FREMONT BANK FORECLOSURES

Free hotlist of foreclosure property listings w/pics.

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

## HOME SELLER MISTAKES

Free Report Reveals 7 Costly Mistakes to Avoid Before Selling Your Home.

Free recorded message  
**844-311-5109 ID#5000**

## 10 QUESTIONS TO ASK BEFORE YOU HIRE A REALTOR

Do not hire an agent before you read this Free Special Report.

Free recorded message  
**844-311-5109 ID#5006**

## 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# 5041**
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**

