

8 February, 2021

Hello Viola,

We are selling homes like yours at more than 105% of listing price!

We just repeated that success by selling another home in Fremont for 106.8% which is about \$75,000 above listed 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. Ensure that you gain access to all homes in the market, even those that are NOT available online.

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

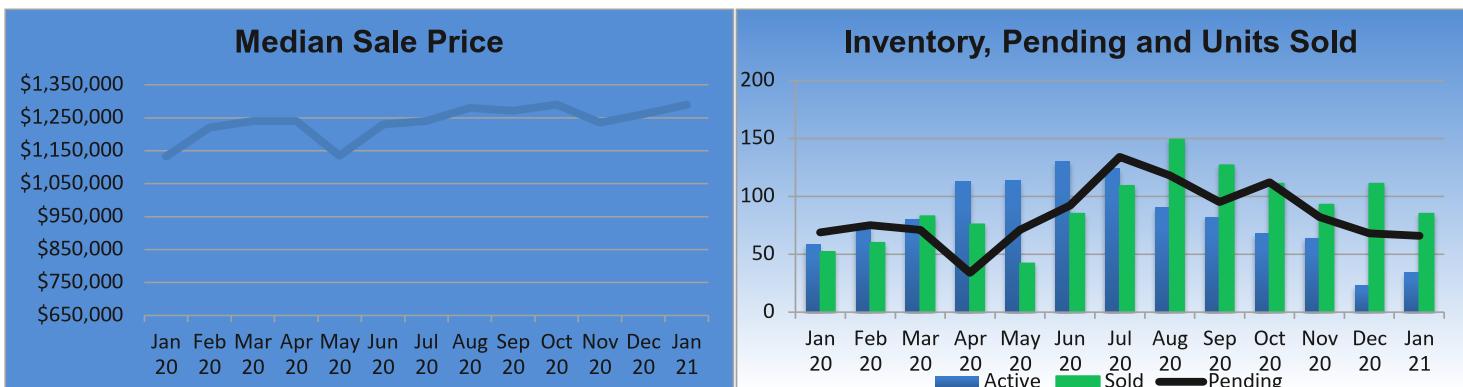
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P.S. One final point. Last year the homes listed with WebERealty sold on average of 102.5% more than the Real Estate Board average.



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.



| 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 |
| Jan 20 | 58 | 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% |

| Market Trends | | | | | | | | | | | |
|---------------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| 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% | \$1,422,338 | 12.90% | \$1,289,000 | 13.82% | \$1,482,521 | 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 | 3.26% | \$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



Presented by:

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MARKET WATCH

Real Estate news for Viola



FEBRUARY 2021

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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.

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HOMESELLERS Find out what homes down the street sold for!

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

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3 Ways to Buy a Fremont 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 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.

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

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

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.

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5. **9 BUYER TRAPS** - How to avoid these common traps that could cost you the home of your dreams... **ID# 5018**

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2. **COSTLY HOMESELLER MISTAKES** - Learn how to avoid these common mistakes and save yourself thousands of dollars when you sell your home. ... **ID# 5000**
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