

05 March, 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 March, 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, "How to Avoid 9 Common Buyer Traps 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](tel: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,



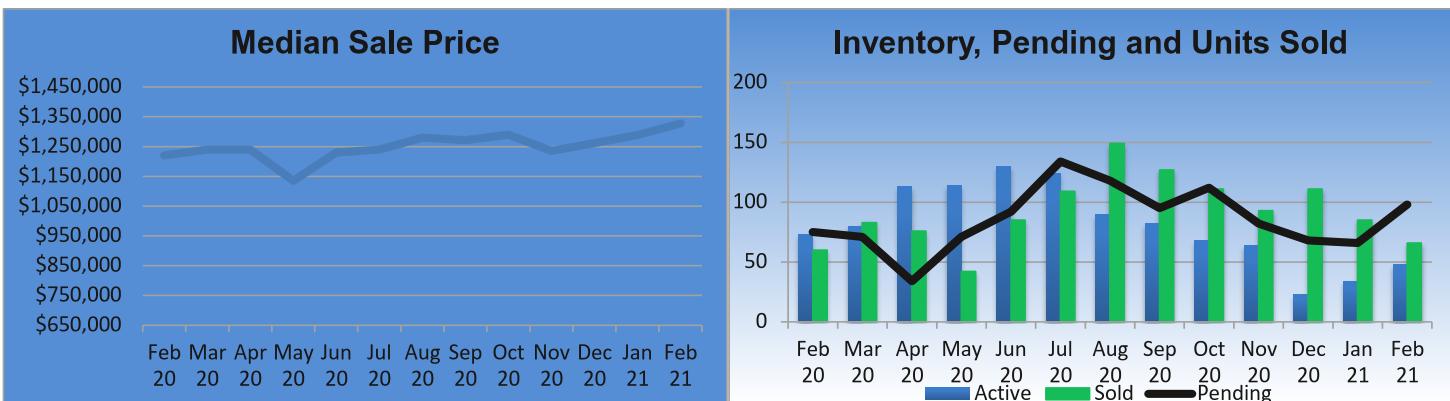
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Broker & Owner, WebERealty
CA BRE Lic#: 01928307

P.S. One final point: Last year, homes listed with WeBeRealty sold on an average 102.5% more than real estate board average.



Market Activity Summary:

- Inventory: 48 units were listed for sale as of the last day of February - approximately 0.6 months of inventory .
- Sales Activity: 66 single-family detached units were sold during February.
- Median Sales Price: \$1,327,500 during February.
- Days-on-Market (DOM) year-to-date is approximately 16 days.
- Average sales price was 107.77% of the average list price during February.



	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
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	1.6	\$1,307,451	\$1,239,750	\$1,353,743	14	\$695	\$725	103.54%
May 20	114	71	42	1.6	\$1,241,046	\$1,135,000	\$1,226,152	27	\$711	\$704	98.80%
Jun 20	130	92	85	1.9	\$1,294,705	\$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	\$1,280,000	\$1,369,239	21	\$723	\$735	101.15%
Sep 20	82	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	\$748	\$791	104.23%
Feb 21	45	98	66	0.6	\$1,427,019	\$1,327,500	\$1,537,954	16	\$745	\$807	107.77%

Month	Sold	%Change	Avg List Price	% Change	Median Sale Price	% Change	Avg Sale Price	% Change	Avg DOM	% Change	Sale Price/ List Price
Feb 21	66	10.00%	\$1,427,019	5.41%	\$1,327,500	8.81%	\$1,537,954	11.47%	16	-35.73%	107.77%
Feb 20	60	1.69%	\$1,353,716	16.81%	\$1,220,000	9.91%	\$1,379,665	17.76%	25	-16.38%	101.92%
Feb 19	59	22.92%	\$1,155,858	1.54%	\$1,110,000	0.27%	\$1,171,375	-6.48%	30	99.91%	101.08%

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			2	1	4
\$700-\$799K		9	8	1	15
\$800-\$899K	4	5	12	11	32
\$900-\$999K	8	11	26	16	34
\$1-\$1.299m	62	54	46	43	37
\$1.3-\$1.699m	43	24	24	25	15
\$1.7-\$1.999m	14	6	2	6	6
\$2-\$2.999m	18	10	2	5	6
>\$3m	6	2	1	1	
Totals:	155	121	123	109	149

Your Home sold at a price acceptable to you or I'll buy it myself!

Visit: www.EastBayGuaranteedSale.com



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MARKET WATCH

Real Estate news for Viola Fountain



MARCH 2021

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How to Avoid 9 Common Buyer Traps BEFORE Buying A Fremont Home

Fremont - 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 homebuyer 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 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.

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HOMESELLERS

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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.**

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

Fremont - Because your home may well be the 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 to 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 844-311-5109 & enter 5023. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW.

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- 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**