

**29 May, 2021**

Hello Jerry,

## We are selling homes like yours at more than 114% of listing price!

We just repeated that success by selling another home in San Ramon for 114.53% above listed price!

Enclosed is my newsletter for May, with details of market activity in San Ramon 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, "10 Ways to Save Money When Buying a New San Ramon 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 JERRY" to 925-452-7483 on WhatsApp.

I look forward to hearing from you.

Sincerely,



**Praveen Kumar**

**Broker & Owner, WebERealty**

**CA BRE Lic#: 01928307**

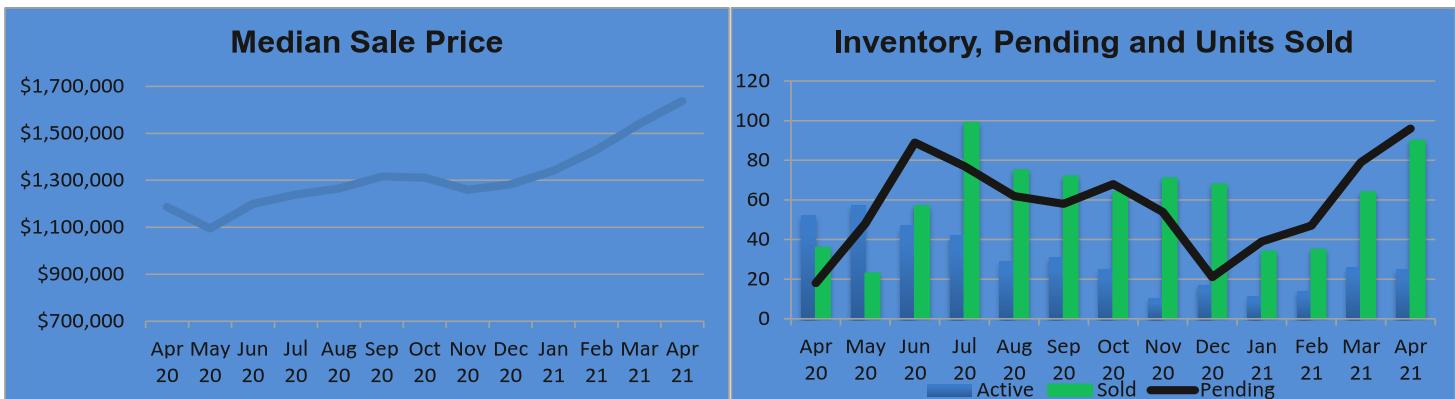
**P.S. One final point: Last year, homes listed with WeBeRealty sold on an average 114.53% more than real estate board average.**

# San Ramon: Detached Single-Family Homes

April 2021

## Market Activity Summary:

- Inventory: 25 units were listed for sale as of the last day of April - approximately 0.4 months of inventory .
- Sales Activity: 90 single-family detached units were sold during April.
- Median Sales Price: \$1,637,500 during April.
- Days-on-Market (DOM) year-to-date is approximately 10 days.
- Average sales price was 114.53% of the average list price during April.



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
Apr 20	52	18	36	1.7	\$1,262,232	\$1,186,950	\$1,261,809	11	\$516	\$518	99.97%
May 20	57	48	23	1.6	\$1,143,893	\$1,095,000	\$1,138,988	18	\$553	\$551	99.57%
Jun 20	47	89	57	1.0	\$1,251,832	\$1,200,000	\$1,241,709	22	\$518	\$516	99.19%
Jul 20	42	77	99	0.7	\$1,270,878	\$1,240,000	\$1,283,456	15	\$501	\$507	100.99%
Aug 20	29	62	75	0.4	\$1,347,970	\$1,265,000	\$1,368,014	17	\$499	\$510	101.49%
Sep 20	31	58	72	0.4	\$1,314,916	\$1,316,200	\$1,370,557	18	\$519	\$542	104.23%
Oct 20	25	68	64	0.4	\$1,286,798	\$1,312,000	\$1,343,329	15	\$516	\$539	104.39%
Nov 20	10	54	71	0.2	\$1,290,981	\$1,260,000	\$1,356,511	15	\$541	\$571	105.08%
Dec 20	17	21	68	0.3	\$1,239,780	\$1,282,500	\$1,311,344	15	\$555	\$591	105.77%
Jan 21	11	39	34	0.2	\$1,365,062	\$1,341,000	\$1,450,531	18	\$548	\$591	106.26%
Feb 21	14	47	35	0.3	\$1,347,111	\$1,430,000	\$1,493,197	9	\$572	\$634	110.84%
Mar 21	26	79	64	0.6	\$1,461,150	\$1,540,000	\$1,633,753	12	\$576	\$651	111.81%
Apr 21	25	96	90	0.4	\$1,484,218	\$1,637,500	\$1,699,871	10	\$593	\$685	114.53%

Market Trends											
Month	Sold	%Change	Avg List Price	% Change	Median Sale Price	% Change	Avg Sale Price	% Change	Avg DOM	% Change	Sale Price/ List Price
Apr 21	90	150.00%	\$1,484,218	17.59%	\$1,637,500	37.96%	\$1,699,871	34.72%	10	-3.54%	114.53%
Apr 20	36	-43.75%	\$1,262,232	-1.99%	\$1,186,950	-1.13%	\$1,261,809	-1.51%	11	-48.28%	99.97%
Apr 19	64	-8.57%	\$1,287,806	7.17%	\$1,200,500	-0.99%	\$1,281,101	3.85%	21	53.75%	99.48%

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			1	2	1
\$600-\$699K	1	1	4		3
\$700-\$799K	1	3	2	4	8
\$500-\$599K	2	9	4	16	27
\$900-\$999K	1	20	23	36	31
\$1-\$1,299m	44	57	91	67	80
\$1.3-\$1,699m	102	49	45	52	39
\$1.7-\$1,999m	45	8	8	7	5
\$2-\$2,999m	32	7	5	6	5
>\$3m	1				
<b>Totals:</b>	229	154	183	190	202

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®

CA BRE Lic # 01928307

**Praveen Kumar's**



**MARKET WATCH**

*Real Estate news for Jerry Gasaway*



**MAY 2021**

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925-452-7483

**WEBSITE**  
[EastBayGuaranteedSale.com](http://EastBayGuaranteedSale.com)

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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 844-311-5109 & enter ID#5041.

### **DISTRESS SALE HOMES SAN RAMON BANK FORECLOSURES.**

Free hotlist of foreclosure property listings w/pics.

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

## **10 Ways to Save Money When Buying a New San Ramon Home**

San Ramon - Although the most homes for sale are resales, one out of four homebuyers purchases a new home. Which is better: existing or new? The right answer, of course, is up to you. Both resales and new homes offer advantages. Existing homes are less expensive on average, and are generally closer to, and enjoy the warmth and surroundings of, established neighborhoods, often with mature landscaping.

New homes, on the other hand, offer innovative use of space, greater energy efficiency and choices of options and upgrades. Everything is new and modern.

Most people consider both new and existing homes before they decide to

purchase. A new, special insider report entitled "New Homes - 10 Tips to Save You Time and Money" has just been released which identifies 10 invaluable tips to save you time and money when purchasing a brand-new home. Also revealed are little-known buyer advantages that most builders may not tell you.

To learn more about what you should be aware of before you visit your first model home, order this 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 5010. You can call any time, 24 hours a day, 7 days a week.**

### **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 BUYERS SAVE THOUSANDS

Free Report reveals how to avoid costly errors and save thousands when buy a home.

Free recorded message  
**844-311-5109 ID#5014**

### 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**

## 11 Critical Home Inspection Traps to be Aware of Weeks Before Listing Your San Ramon Home for Sale

San Ramon - According to industry experts, there are over 33 physical problems that will come under scrutiny during a home inspection when your home is for sale. A new report has been prepared which identifies the eleven most common of these problems, and what you should know about them before you list your home for sale.

Whether you own an old home or a brand new one, there are a number of things that can fall short of requirements during a home inspection. If not identified and dealt with, any of these 11 items could cost you dearly in terms of repair. That's why it's critical that you read this report before you list your home. If you wait until the building inspector flags these issues for you, you will almost certainly experience costly delays in the close of your home sale or, worse, turn prospective buyers away altogether. In most cases, you can make a reasonable pre-inspection yourself if you know what you're looking for and knowing what you're looking for can help you prevent little problems from growing into costly and unmanageable ones.

To help homesellers deal with this issue before their homes are listed, a free report entitled "11 Things You Need to Know to Pass Your Home Inspection" has been compiled which explains the issues involved.

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 **5003**. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to learn how to ensure a home inspection doesn't cost you the sale of your home.

