

08 July, 2021

Hello Jerry,

We are selling homes like yours at more than 110% of listing price!

We just repeated that success by selling another home in Fremont for 110.43% above listed price!

Enclosed is my newsletter for July, 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, "Don't Pay Another Cent in Rent to Your Landlord Before You Read this FREE Special Report".

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,

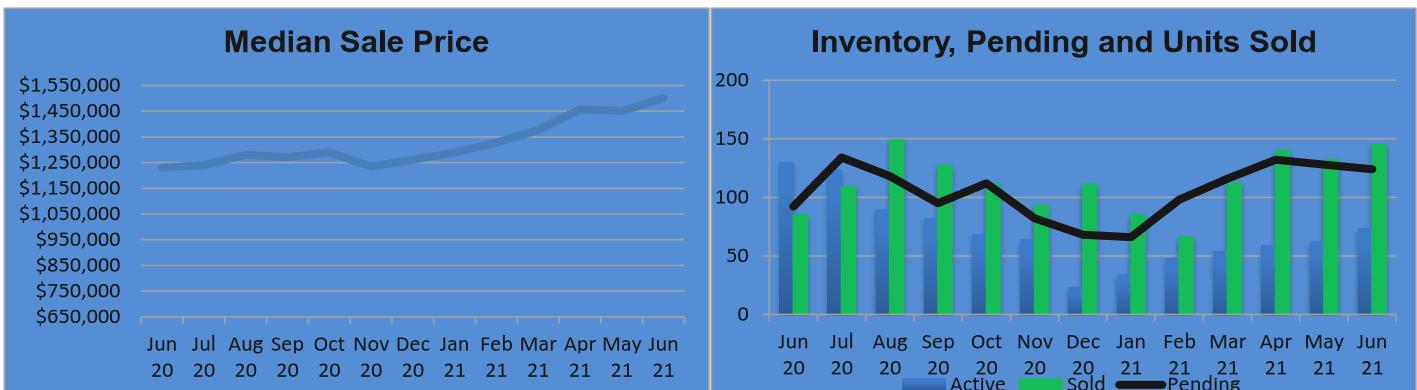


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Broker & Owner, WebERealty
CA BRE Lic#: 01928307

P.S. One final point: Last year, homes listed with WeBeRealty sold on an average 110.43% more than real estate board average.

Market Activity Summary:

- Inventory: 73 units were listed for sale as of the last day of June - approximately 0.6 months of inventory .
- Sales Activity: 145 single-family detached units were sold during June.
- Median Sales Price: \$1,500,000 during June.
- Days-on-Market (DOM) year-to-date is approximately 12 days.
- Average sales price was 110.43% of the average list price during June.



| | 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 |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|------------------------|
| 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 | \$1,280,000 | \$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 | \$1,422,338 | \$1,289,000 | \$1,482,521 | 22 | \$748 | \$791 | 104.23% |
| Feb 21 | 48 | 98 | 66 | 0.6 | \$1,427,019 | \$1,327,500 | \$1,537,954 | 16 | \$745 | \$807 | 107.77% |
| Mar 21 | 54 | 116 | 112 | 0.6 | \$1,361,036 | \$1,376,944 | \$1,494,480 | 16 | \$789 | \$865 | 109.80% |
| Apr 21 | 59 | 132 | 140 | 0.6 | \$1,450,709 | \$1,457,500 | \$1,606,563 | 9 | \$793 | \$884 | 110.74% |
| May 21 | 62 | 128 | 132 | 0.5 | \$1,395,385 | \$1,450,000 | \$1,569,163 | 10 | \$808 | \$913 | 112.45% |
| Jun 21 | 73 | 124 | 145 | 0.6 | \$1,504,480 | \$1,500,000 | \$1,661,361 | 12 | \$795 | \$885 | 110.43% |

| Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/ List Price |
|--------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|------------------------|
| Jun 21 | 145 | 70.59% | \$1,504,480 | 16.20% | \$1,500,000 | 21.95% | \$1,661,361 | 27.52% | 12 | -46.37% | 110.43% |
| Jun 20 | 85 | -40.56% | \$1,294,708 | 5.48% | \$1,230,000 | 8.85% | \$1,302,838 | 5.77% | 22 | 2.43% | 100.63% |
| Jun 19 | 143 | -22.70% | \$1,227,477 | -10.14% | \$1,130,000 | -9.60% | \$1,231,724 | -14.80% | 21 | 45.80% | 100.35% |

| 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 | | | 1 | | |
| \$500-\$599K | | | 1 | | 2 |
| \$600-\$699K | 2 | 2 | 6 | 2 | 18 |
| \$700-\$799K | 3 | 16 | 25 | 7 | 74 |
| \$800-\$899K | 5 | 28 | 61 | 28 | 123 |
| \$900-\$999K | 26 | 44 | 105 | 61 | 148 |
| \$1-\$1,299m | 187 | 198 | 256 | 291 | 256 |
| \$1.3-\$1,699m | 256 | 111 | 133 | 200 | 143 |
| \$1.7-\$1,999m | 75 | 25 | 33 | 56 | 52 |
| \$2-\$2,999m | 95 | 40 | 45 | 53 | 40 |
| >\$3m | 21 | 5 | 8 | 6 | 1 |
| Totals: | 703 | 469 | 674 | 704 | 857 |

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 Jerry Gasaway



JULY 2021

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Don't Pay Another Cent in Rent to Your Landlord Before You Read this FREE Special Report

Fremont - If you're like most renters, you feel trapped within the walls of a house or apartment that doesn't feel like yours. How could it when you're not even permitted to bang in a nail or two without a hassle. You feel like you're stuck in the renter's rut with no way of rising up out of it and owning your own home.

Well don't feel trapped any more! A new FREE Special Report entitled "How to Stop Paying Rent and Own Your Own Home" has already helped dozens of local renters get out from under their landlord's finger and move into a wonderful home they can truly call their own. You can make this

move too by discovering the important steps detailed in this FREE Special Report. It doesn't matter how long you've been renting, or how insurmountable your financial situation may seem. With the help of this report, it will become suddenly clear to you how you really can save for the down payment and stop wasting thousands of dollars on rent.

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 ID 5001. You can call any time, 24 hours a day, 7 days a week.

Get your free special report and stop wasting thousands of dollars on rent NOW.

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

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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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**Super-Low Downpayment Loans
Before You Start Shopping for a Home.**

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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.

Free recorded message
844-311-5109 ID#5041

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.**



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 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 and enter ID# 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.

How to Sell Your House Without an Agent

Free Report Reveals "10 Inside Tips" to selling your house by yourself.

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11 COSTLY HOME INSPECTION PITFALLS

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

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Free hotlist of foreclosure property listings w/pics.

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INFORMATION CORNER

Valuable FREE reports for Buyers and Sellers sent to you at no cost or obligation. Call anytime 24 hours a day to

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and enter the ID# of the information that you would like to receive.

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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**