

DEAR NEIGHBOR,

The spring market is remaining strong in month of March. We are still seeing high buyer demand and multiple offers when a property is marketed correctly. The Fed says they will continue to raise rates, and this should cool the market. However, our Castro Valley homes are becoming increasingly multifunctional, supporting us as we work, relax, learn, and play. As our lives expand, though, we often need more space, nicer amenities, or a more convenient location.

While this is an exciting time, there's a lot of money on the line. For most of us, our homes are the largest asset we'll ever own—so you are right to want to understand this asset if you're considering selling. Here are the top things you need to know:

The market remains strong in our spring market.

Last month, we saw March numbers go up in critical areas showing us the market has maintained stability and strength. Last month, Castro Valley averaged just 0.7 months of available homes. This means that without new listings, all available homes would sell in 20 days! This would enable homes to still sell fast and with multiple offers when marketed correctly. The median sale price jumped in value to \$1,432,500 in March and homeowners may be ready to maximize their equity. However, even in a market like ours, it takes careful preparation and a proven strategy to capitalize on current trends.

We continue to see homes sell with multiple offers.

Correctly priced, well-marketed homes are selling at or above list price, in just days on market. In fact, homes typically sold in just 8 days in March. The speed is a result of a consistently strong demand for homes in our area. Competition among buyers is also having positive effects on the sale-to-list price ratio, which continues to be strong and increased this month to 121% in March. These stats really add up when you are selling your largest financial asset. Based on these numbers, we can see that well-prepared homeowners are routinely still getting tens of thousands over the asking price!

Buyers are searching now; competition has eased some however still remains strong.

In working with buyers in the market place many are disappointed as when you have multiple

other buyers wanting one property there are disappointed buyers as you would imagine. Demand in the market continues to be strong and this is actually a great time to list your home. Currently low interest rates are still bringing buyers into the market, and current inventory is still low. I will keep an eye on rates as inflation tends to push them up which would affect the market.

But what does this all mean for you?

If you're thinking about selling in the next 12 months, now is the time to start preparing for market.

There are many moving parts in any move, so it's essential to have professional support that goes beyond sticking a sign in the yard.

Our cutting-edge tools and strategies are designed to make your home a showstopper both online and in person. In combination with a multifaceted marketing package, we'll connect you with the resources you need to get your home in market-ready condition.

With over 30+ years of experience buying and selling real estate, I know what it takes to help you make a graceful transition to your dream home. You deserve the highest possible price in the fewest days on market—and our tried-and-true process is designed to do just that.

We've helped sell over 1000 homes sold in Castro Valley area real estate—and we can do the same for you.

If you're wondering what it would take to maximize the equity in your home, call today for your Strategic Marketing Consultation

→ 510-708-8700

Let's discuss your goals, your schedule, and your home. Together, we'll create a stress-free plan for getting you the results you deserve.

Call today → 510-708-8700

To your success,

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FIEBIG
TEAM



MARKET STATISTICS

Real Estate Market Report
April 2022

SINGLE-FAMILY HOME STATS	MAR 2022	FEB 2022	MAR VS. FEB	ANALYSIS
Median Sale Price	\$1,432,500	\$1,390,000	↑ 3%	The median sales increased to \$1,432,500. We experienced a 3% increase with buyer demand and lower inventory with multiple offers. When your property is correctly priced and is strategically marketed, you can maximize offers and sell for the highest price possible in the fewest days on market.
Days on Market	8	8	— Same	The days on market stayed the same this month as last month. With demand remaining consistent, using a proven strategy along with correct pricing can ensure your home sells faster and for top dollar.
Sale-to-List Price Ratio	121%	118%	↑ 3%	Correctly priced, strategically marketed homes are consistently selling above list price. This month's ratio increased to 121% of sales price. To capitalize on this continued growth, I help my clients invest in strategic updates before listing their home for sale.
Average Months of Supply	.7	.7	— Same	With so few homes on the market, it's much easier for new listings to pique buyer's interest. The key is to hit the market with a comprehensive marketing strategy.
Total Homes sold	40	29	↑ 28%	The number of homes sold was 40 homes up 28% with the market remaining strong in March. We are seeing good activity this time of year showing the market is strong. It is a great time to sell and buy up if that is what you're planning in our current market.

Source: Bayeast Board of Realtors

LOOKING AHEAD

Here's what we are keeping an eye on in the coming months:

1 HOME VALUES CONTINUE TO BE STRONG

Demand for Castro Valley homes remains strong with median sales price of \$1,432,500 for the month of March. With our excellent school system, downtown improvements, parks, trails, the BART transit system, and our strong sense of community, buyers continue hunting for homes in our area. As a homeowner, strategic marketing and positioning are the best ways to maximize your equity when it's time for a change.

2 INVENTORY REMAINS LOW

There are only so many properties available in Castro Valley in the first place and, while there are more homes listed than one year ago, inventory is still low with only .7 months of

available homes. A low number of homes on the market combined with a strong pool of buyers means healthy competition. The market has eased some and is a good time for buyers who missed out through the year. Homes that are priced correctly and marketed strategically often sell quickly, with multiple offers.

3 WHAT TO EXPECT WHEN SELLING YOUR HOME

With your hard-earned equity on the line, you deserve expert guidance and first-rate service from the very beginning. With the help of a professional with years of industry experience and a world-class marketing package, you can rest assured that you and your home are well-represented at every turn.

Thinking of selling in the next 12 months?

With over 1,000 clients served, I know what it takes to maximize your equity as quickly and painlessly as possible. Let's get you the results you deserve, without the stress. Call today for your Strategic Marketing Consultation.



510-708-8700

Based on information from the Bay East MLS as of 4/5/2022. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by broker or MLS. All information should be independently reviewed and verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. If your home is currently listed for sale, please disregard our pro-active and aggressive marketing. It is not our intention to solicit the business of our colleagues.



REAL ESTATE ON A HIGHER LEVEL

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