

## DEAR NEIGHBOR,

Our homes are becoming increasingly multi-functional—supporting us as we work, relax, learn, and play. However, as your life expands, you often need more space, nicer amenities, or a more convenient location. You do your best to reorganize and adapt, but at a certain point, it becomes clear that upgrading is the only way to streamline your life. 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 thinking about selling. Here are the top things you need to know about the Castro Valley real estate market right now:

**The market remains strong in Spring/Summer, but interest rates are on the rise.**

Last month, we saw May sales numbers going down in key areas, showing us the market may be shifting. We will keep an eye on this as the Fed continues its rate hikes. In May, Castro Valley averaged just 1.1 months of available homes. This means that without new listings, all available homes would sell within just over 1 month up from .6 months a year ago. The median sale price in May rose to \$1,430,000. Homeowners that plan to sell in the next twelve months should start putting a plan in place if they want to maximize their equity. In a market like ours, it takes careful preparation and a proven strategy to capitalize on current trends.

**We continue to see homes sell.**

Correctly priced, well-marketed homes are selling at or around list price. Compared to May 2021's 13 average days on market (DOM), this May, we saw an average of 9 days. The sale-to-list price in May 2021 and this May has come down to 111%. 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 still selling at a reasonable price and in a reasonable time!

**Buyers are searching now; and while competition has eased some, the market remains strong.**

In working with homebuyers, many have expressed disappointment due to the numerous multiple-offer situations. Now with rates going up, we see some buyers falling out of the market saying they can't buy

the home they want. Despite this, demand remains strong, making now a great time to list your home. I will continue to keep an eye on interest rates, as inflation has caused the Fed to raise them up, which could 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.**

Despite rising interest rates, the market remains strong. If you are thinking about selling in the next twelve months, now is the time to take action because The Fed's say they will continue to raise rates and that will likely decrease buying power. However, 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.

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 ready to sell and maximize the equity in your home, call today for your Strategic Marketing Consultation**

→ **510-708-8700 for English**  
**510-213-0821 for Mandarin**

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

Call today → **510-708-8700 for English**  
**510-213-0821 for Mandarin**

To your success,

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## MARKET STATISTICS Real Estate Market Report June 2022

SINGLE-FAMILY HOME STATS	MAY 2021	MAY 2022	MAY 21 VS. 22	ANALYSIS
Median Sale Price	\$1,194,000	\$1,430,000	↑ 17.6%	The median sales increased 17.6% to \$1,430,000 between May 21 and May 22. When you price correctly from day one, you can maximize offers and position yourself to sell for top dollar.
Days on Market	13	9	↓ 40%	Median days on market remain low, at 9 in May. Current high demand and low supply play a major role. With strategic pricing and marketing, you can ensure your home sells in only a few days on market.
Sale-to-List Ratio	113%	111%	↓ 2%	Correctly priced, strategically marketed homes are continuing to sell above list price. May's ratio was down from last year. To capitalize on this continued growth, I help my clients invest in strategic updates before listing their homes for sale.

Source / 来源: Bay East Board of Realtors

## LOOKING AHEAD

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

- HOME VALUES CONTINUE TO BE STRONG**  
Demand for Castro Valley homes remains strong with a median sales price of \$1,430,000 for the month of May. As interest rates rise, we will keep an eye on demand to ensure our sellers correctly price and position their properties to secure the highest possible price in the fewest days on market. 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.
- 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 1.1 months of available homes. The market has eased some and is a good time for buyers who missed out throughout the year. Homes that are priced correctly and marketed strategically often sell quickly, with multiple offers.

- 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, We 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.**

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Serving the Castro Valley area in both in English and Mandarin with over 1000 homes sold



在卡斯特罗谷地区提供英语和普通话服务, 已售出超过1000套房屋

Based on information from the Bay East MLS as of 6/5/2022. 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.

根据截至2022年6月5日的湾东MLS的信息。所有的数据, 包括所有的测量和面积计算, 都是从各种渠道获得的, 没有也不会被经纪人或MLS核实。所有信息应独立审查并核实其准确性。物业可能是也可能不是由提出信息的办公室/代理列出的。如果您的房屋目前正在挂牌出售, 请不要理会我们主动积极的营销。我们的目的不是为了强行招揽同行的生意。

