



Maxi

- C A S E -

for REAL ESTATE

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www.maxicase.com

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THE SPRING REAL ESTATE MARKET HAS SPRUNG!

If I can help you in any way, please don't hesitate to call or email. I appreciate your trust and always enjoy hearing from you!

Don't hesitate to put my 33 years of Real Estate experience to work for you. Ask me for a Free Market Evaluation of your Home or just call to ask questions or to talk.

Hope all is great for you!

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As I mentioned in my last newsletter, the market has been very sluggish since last summer. I was hopeful that with buyers filing their tax returns and getting refunds in hand, the spring market would kick in to start getting properties sold. It has started to happen. We have started to get a lot of showings and even multiple offers on the lowest priced homes. Weather has definitely been a factor! A couple of weeks ago when we had great weather over the weekend, I had lots of showings on my listings and several offers. As the weather has again gotten cooler and windy, I have had less showings and fewer offers. Our buyers are definitely fair weathered shoppers here in California.

In the higher priced homes, those that are selling quickly are those with great upgrades and or lots of amenities. One of my listings was a beautifully upgraded home on an acre of land with both a guest house and a large shop. It sold at top dollar very quickly. Two others that are now in escrow had had very nice upgraded plus Inground Pools and Spas. They also sold fairly quickly. If the mid to high priced properties do not stand out from the crowd, it is difficult to get them into escrow. These homes must be more competitively priced to entice buyers to make offers and to purchase them.

As of today there are 1168 Actively Listed Homes in our Multiple Listing Service. There are 862 homes that are In Escrow and 928 are showing as having Expired in the last six months (those that did not sell).

If you think you might want, or need to sell your property in the next couple of years, I would love to meet with you to go over ideas; to help you come up with your best strategy. Timing is critical when the market is soft.

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*I love Listing Real Estate,
Selling Real Estate and even
just Talking Real Estate.
Call me any time.*

LOVING THE WILDFLOWERS!



“There is a powerful driving force inside every human being that, once unleashed, can make any vision, dream or desire a reality.” Tony Robbins