

NANCY'S NEWS

CROSSINGS COMMUNITY

January, 2023

Issue 164

NANCY BENNETT



St. Paddy's Day Event



Eat, Drink and Be Irish!

Please join us on Saturday, March 11th

5:00 pm to 9:00 pm

Crossings Clubhouse—4465 South Larwin Ave, Concord

Free—Family Friendly Celebration

- Must RSVP to attend—
- Jana@BennettBetter.com or 925-391-6100
- Must be a Crossings resident
- Must wear green attire

Serving Traditional Irish Dinner

With Green Beer, Whiskey & Soft Drinks

A Special Thank You to Our Clients and the Crossings!



Nancy Bennett of The Bennett Team

Greg Lartilleux of Avenir Mortgage Planners



CROSSINGS REAL ESTATE MARKET

Status	Days	Address	List Price	Sold	SqFt	Beds	Baths	Sale \$/SqFt	Closing Date
ACTIVE	160	4409 Shellbark Court	\$1,398,000		2560	5	3		
PEND	6	4641 Sugarland Circle	\$788,000		1366	3	2		2/17/2023
PEND	177	4412 Sugarland Ct	\$899,999		2053	4	2.5		
SOLD	195	4423 Weeping Spruce Ct	\$999,000	\$950,000	2130	4	2.5	\$446	1/10/2023
SOLD	91	4497 Stone Canyon Ct	\$850,000	\$810,000	1367	3	2	\$593	12/9/2022

COMING SOON!

Available and Coming Soon

- 3 bed, 2 bath, 1200 sq ft—Concerto Circle
 - 3 bed, 2 bath, 1070 sq ft—Schenone Ct
 - Turtle Creek—3 bed, 2 bath single story
- NEED**—4 bedroom or larger Crossings home at the end of a court.
Single story 4 bedroom home, any condition.

Our team has helped over 600 families buy or sell homes! Even in today's market, we have a unique strategy to get your home sold.

Are you the next family that we can help too?

NANCY E. BENNETT, REALTOR

Keller Williams Realty—East Bay

Top Selling Crossings Agent since 2006
#1 Agent In Concord, 2014—2019
Five-Star Professional Customer Svc Award 2013—2022

Founder and CEO, The Bennett Team
Agent Leadership Council, Faculty Member and Mentor
Phone 925.606.8400 and Nancy@BennettBetter.com
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Real Estate Hibernation May Be Over

Real estate agents confirm what housing data is starting to show: More homebuyers are emerging from their self-imposed hibernation.

Earlier this month I had the opportunity to hold open a new listing at 4641 Sugarland Circle in the Crossings. This is the first newly listed home of the year in our community. It's one of the smaller models with 3 bedrooms, 2 baths and less than 1,400 sq feet.

There were over 40 groups of people that came through in one weekend! Honestly, with the football playoffs and one of the first "dry weekends" of the year, I expected that folks would be more happy to go for a hike or watch sports.

Many neighbors stopped by to ask about the house and better understand the price of \$788,000, given the last home sale of this model type in the Crossings sold for \$810,000 in December.

After preparing that home for sale with a limited budget from the trustee's, there was still tens of thousands of dollars of deferred maintenance identified in the pre-inspection reports. Additionally, the HVAC system and windows are probably original.

It is our intention to have buyers make offers based on the current condition and disclosed items and reports – which will bring us to the value that today's buyers are willing to pay for a home in the Crossings with this amount of deferred maintenance. After 7 days on the market, the sellers accepted an offer that is over the asking price and closing in 3 weeks.

Who else stopped by the open house?

When speaking to all of visitors, I learned that many of them were first time buyers...just getting qualified to buy or just starting their research on homes, communities, and current price points.

The general consensus seems to be that home buyers have mentally absorbed the higher mortgage rates and are happy with the recent price declines in housing. Marrying these two factors together and home buyers are feeling comfortable to make offers and keep within their budgets too.

*I will take this opportunity to mention that if there are 5 other buyers who want a Crossings single story home right now. They were just starting their home search as I mentioned above and were not ready or able to bid on this home.

It seems to me that home buyers are hoping to get a step ahead of what could be a real estate bottom. This does not mean that prices are going to spike again like they did during the lockdown...however it would be nice to have a more stable market price point and a continuous supply of housing inventory and home buyers. Balance baby, balance!

As of now, my personal opinion is that we are near the bottom of this market decline. Not to say that given any movement politically or economically wouldn't allow for another decline, but with local buyers having already absorbed much of the interest rate hikes and price declines, I'm seeing many more buyers engaging in their home search again.

Let me know how you feel about the real estate market right now or stop any of my open homes and let's chat.

What's Your Next Step for Selling Your Home?

If you're thinking of selling in the next 2 weeks, 2 months or 2 years, now would be a good time to learn what you may need to do to maximize your home sale.

Call for a 30 minute consultation and overview on our market, today's buyer needs and how to reach your financial and family goals. I love to sit and educate clients, provide insight and leave you with some of your options, for your family to consider.