

NANCY'S NEWS

CROSSINGS COMMUNITY

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Issue 160

NANCY BENNETT



OMG! The Sky Is Falling!

OK, so the sky is not falling, however many folks are worried about several things right now including the virus, the stock market, the election and probably much more on a personal level.

Since I have considerable expertise in the real estate market...I will share with you the many questions and answers that have come my way over the last month, in the hopes that it will help the community a bit.

Economy—Jobs report for February shows that many, many more jobs were created last month.

Mortgage rates—have dropped significantly (almost one point in some cases/or some days).

Housing inventory—very low this past month—both in Concord and certainly in the Crossings.

Buyer demand—up dramatically. Many buyers are realizing that this interest rate drop is significant enough to jump in the market earlier and find their new home.

Refinancing—You can see the writing on the wall—homeowners are racing for refinancing; either to lower their rate or to pull cash out and pay down other debts or update/repair their homes.

What does this mean for the Crossings/Concord and east bay real estate?

I believe over the next quarter that buyer demand will stay strong. My experience this year has been that homes that are updated, sell for more money. This is a really important point. Cosmetic updates, repairs, outstanding maintenance items, etc. all have an impact on how well your home shows and sells.

To that end, there are many options that home sellers can choose while preparing their home for sale. Knowing what updates, what repairs are most important can make a big difference to your bottom line.

My two cents for this month would be:

- 1. If you are thinking of selling your home this year, sooner is better.*
- 2. If you are thinking of refinancing your home, run the numbers and take advantage of these rates.*

Until next time....Nancy

COMING SOON!

Sold:

- 4394 No. Sugar Maple Ct—Crossings
\$864,500 (over asking in 6 days)

Pending:

- 4497 Leatherwood Ct—(over asking; in 6 days)
- 642 Sitka Drive, WC —(over asking; in 6 days)
- 4081 Clayton Rd Concord
- 1385 Wildbrook, Concord

Available and Coming Soon

- Single story, in the state streets of Concord
- Condo in The Keys—\$485,000—2 beds/2 bath
- Crossings -4 beds, 2 baths, over 1900 sq ft;

Our team has helped over 100 families buy or sell homes —are you the next family that we can help?

NANCY E. BENNETT, REALTOR
Keller Williams Realty—East Bay

#5 Team in the U.S & Canada, Keller Williams Realty Int'l
#1 Agent In Concord, 2014 to 2018

Top Selling Crossings Agent since 2006
Five-Star Professional Customer Svc Award 2013—2019

Founder and CEO, The Bennett Team
Agent Leadership Council, Faculty Member and Mentor
Phone 925.606.8400 and Nancy@BennettBetter.com
CalBRE #01399870



ST. PADDY'S DAY EVENT - EAT, DRINK AND BE IRISH

Free—catered dinner and plenty of green beer!

MARCH 14TH 5:00PM TO 9:00PM

Hosted by Nancy and Greg—Homes and Loans!

FOR ALL CROSSINGS RESIDENTS @ CROSSINGS CLUBHOUSE

YOU MUST REGISTER BEFORE MARCH 5TH

EMAIL Jana@BENNETTBETTER.COM or Call 925-606-8400 Looking forward to seeing you!

MORTGAGE RATES ARE AT THEIR LOWEST ... EVER!!!

For those of you who have been reading this newsletter for many years, you know that I would not have bet in a million years that I would be writing these words again in my lifetime ... if you remember October 2012, "lowest rate ever" and then in 2016 "your rate should not be higher than 3.75%" ... well **here we are in 2020 and mortgage rates are at their lowest in the entire history of mortgage rates.**

How low will your interest be when you call me? It depends on your credit, the equity in your home, if you want a 15-year fixed, a 30-year fixed or a 22-year fixed (yes, we do those too) ... if you get cash out or not, if you pay closing costs or not, if you buy down the rate even more or not Call me and we will find out.

What I can say is that most of my clients have great credit and quite a bit of equity in their home and **this week are getting rates in the high 2's, low 3's** ... I still can't believe I'm writing this!



Don't go on the internet and give your social security numbers to a random person you don't know ...

Call me at 925-627-2111 ext.145, text me at 408-772-1276, email me at greg@avenirmp.com and let me shop around the rate for you with my 30+ lenders. You will get an amazing rate and the great service you deserve. Talk to you soon! :-)

GREG LARTILLEUX

Certified Mortgage Planner

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Crossings YTD Home Sales

Status	Days	Address	Listed	SOLD	SqFt	bed	baths	\$/SqFt	Closing Date
NEW	3	4480 Deerberry Ct	\$724,888		1364	3	2		
NEW	0	4405 Canoe Birch Ct	\$820,000		1842	4	2.5		
PEND	7	4497 Leatherwood Ct.	\$854,000		2282	4	3		
PCH	20	4494 Lawson Ct	\$749,950		1641	3	2		
SOLD	6	4394 N Sugar Maple Ct.	\$842,000	\$864,500	1917	4	2	\$451	3/2/2020

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.

Thank you—Nancy Bennett, Realtor @ Keller Williams Realty—East Bay DRE # 03199870 925-606-8400 Nan-