

NANCY'S NEWS

CROSSINGS COMMUNITY

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Issue 162

NANCY BENNETT



RESULTS

This is a follow-up on my recent article entitled ***"The 3 P's To Selling Your Home In Any Market"***

The content of that article focused on how to be successful in selling a home in a today's market while mortgage interest rates are jumping up and home prices are falling.

My suggestions for potential home sellers would be...

"In selling your house in any market, it's important to prepare, position and price it correctly in order to maximize your home sale. Regardless of whether home values are up or down!"

After I posted this article, we listed 4477 Hock Maple Ct in the Crossings for sale.

Using all the techniques that I had mentioned... preparing, positioning and pricing this home correctly, we had over 50 visitors to the open houses and another 15 showings during the week.

That is very good and unusual at this point in the market.

The seller received multiple offers in one week and was able to choose one and have a backup offer as well. The goal is to negotiate the highest AND best offer (with respect to financing, terms and of course price).

There are plenty of folks that are considering selling, while working out the timing of their move, the investment in updates or repairs and how much they may want or need in order to get to where they want to go.

I strongly suggest that you interview a few agents, make a list of questions, find out each realtors strategy and have them support it with true market insight and numbers. You'll know who will be the right agent to work with to meet your goals in this market!

I want all home sellers and realtors to be successful right now!!!

And I'm happy to share my experience and success with y'all in the hopes that you too employ the right agent and strategy if you are considering selling your home in today's crazy market!

Until next time...Nancy

COMING SOON!

Sold:

- 5305 Forte Lane Concord

Pending:

- 4477 Hock Maple Ct Crossings - pending in 7 days

Available and Coming Soon

- 3927 Beechwood Dr. Concord—3 bed, 1.5 bath
- 3 bed, 2 bath, under 1,400 sq ft—Crossings (quick sale needed—with or without tenants)
- Turtle Creek—3 bed, 2 bath single story

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

#5 Team in the U.S & Canada, Keller Williams Realty Int'l

#1 Agent In Concord, 2014—onward

Top Selling Crossings Agent since 2006

Five-Star Professional Customer Svc Award 2013—2022

Founder and CEO, The Bennett Team

Agent Leadership Council, Faculty Member and Mentor

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Crossings 2022 Real Estate Market Update (May to Current)

Status	Days	Address	List Price	Sold Price	SqFt	Beds	Baths	Sale \$/Sqf	Closing Date
Active	174	4423 Weeping Spruce Ct	\$999,000		2130	4	2.5		
Active	131	4412 Sugarland Ct	\$899,999		2053	4	2.5		
Active	89	4314 N Larwin Ave.	\$1,050,000		2130	4	3		
Active	79	4497 Stone Canyon Ct	\$850,000		1367	3	2		
Active	70	4409 Shellbark Court	\$1,398,000		2560	5	3		
PEND	29	4483 Deerberry Ct	\$1,030,000		1991	4	2.5		11/12/2022
PEND	7	4421 Marsh Elder Ct	\$949,000		1641	3	2		
PEND	7	4477 Hock Maple Ct.	\$925,000		2272	4	2.5		11/28/2022
Sold	13	4417 Corkwood Court	\$835,000	\$835,000	1917	4	2	\$435	9/13/2022
Sold	12	4650 N Larwin Ave	\$1,188,000	\$1,200,000	1917	4	2	\$626	6/22/2022
Sold	7	4495 Oakbrook Ct	\$1,175,000	\$1,175,000	2053	4	2.5	\$572	6/8/2022
Sold	8	4401 Willow Glen Ct	\$988,888	\$1,075,000	1365	3	2	\$788	6/3/2022
Sold	5	4483 Barberry Ct.	\$1,180,000	\$1,242,000	1805	4	2	\$688	6/6/2022
Sold	8	1310 Rising Dawn Ln	\$1,165,000	\$1,289,000	2129	4	2.5	\$605	6/14/2022
Sold	11	4484 Stone Canyon Court	\$899,950	\$825,000	1367	3	2	\$604	6/17/2022
Sold	35	4407 Smoke Tree Ct.	\$1,145,000	\$1,090,000	2026	4	3	\$538	8/1/2022
Sold	8	4408 Sweetbriar	\$975,000	\$1,180,000	1641	3	2	\$719	7/6/2022
Sold	26	4421 Marsh Elder Ct.	\$800,000	\$801,000	1641	3	2	\$488	7/22/2022
Sold	43	4498 Deerberry Ct	\$899,000	\$899,000	1364	3	2	\$659	9/8/2022
Sold	33	4410 Indigo Ct	\$998,000	\$975,000	1755	4	2	\$556	10/19/2022
Sold	22	4413 Catalpa Ct	\$1,025,000	\$975,000	2053	4	2.5	\$475	10/14/2022
Sold	4	4308 N Larwin Ave	\$1,175,000	\$1,202,000	2886	5	2.5	\$416	9/21/2022

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

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