

2024
April

MONTHLY REAL ESTATE NEWSLETTER



NEWS INSIDE

1

For Sellers: The Ideal Time for Listing Your House Is Just Around the Corner

Get ready to make the most of your home sale! The optimal time for listing your house is just around the corner, offering you the perfect window of opportunity to attract potential buyers and maximize your selling potential.

2

Upgrade your Curb Appeal

Elevate Your Home's First Impression with These Curb Appeal Upgrades

3

For Buyers: Newly Built Homes Could Be a Game Changer This Spring

If you're having a hard time finding a home you love, and mortgage rates are putting pressure on your budget, it may be time to look at newly built homes.

Spring Season is Here!

SPRING IS THE TIME FOR RENEWAL AND LET THE SUNLIGHT ENERGIZE YOU. HERE ARE SOME WAYS TO MAKE YOUR HOUSE MORE INVITING.

DEEP CLEAN THE INTERIOR

Do a thorough deep cleaning of your home. Steam clean the carpets, and furniture, and check every nook and cranny for dirt!

DECLUTTER AND REPAINT

Get rid of any unwanted items you no longer need, use, or want.

PERK UP YOUR PLACE WITH PLANTS

Bring the outdoors in by adding fresh flowers and plants to your home to brighten up the rooms.

Follow these tips to get your home ready for the new season and enjoy all spring has to offer in a clean and fresh home!

For Sellers: The Ideal Time for Listing Your House Is Just Around the Corner

Are you considering a move? If so, now might be the ideal time to kickstart the process. According to experts, the prime week to list your house is just around the corner.

A recent study by Realtor.com analyzed housing market trends over the past several years and pinpointed April 14–20 as the optimal time to sell:

“Every year, one week stands out as the perfect window for home sellers. This year, April 14–20 emerges as the top choice for sellers seeking high interest, quick sales, and favorable profits, according to Realtor.com® data.”

So, why is this significant for you? While selling in the spring market is advantageous regardless of the week, this particular timeframe might offer the peak benefits. If you've been delaying your plans and waiting for the opportune moment to act, this could be the push you need to take action. As explained by Hannah Jones, Senior Economic Research Analyst at Realtor.com:

“The third week of April brings the best combination of housing market factors for sellers. It offers higher buyer demand, lower competition, and fewer price reductions compared to the typical week of the year.”

To capitalize on this opportunity, swift action and professional assistance are essential. Your local real estate agent is your go-to resource for strategizing the preparation of your house for market.

They can provide guidance on prioritizing repairs and renovations to align with your desired listing date.

If your home is already in good condition, you can focus on small yet impactful enhancements that leave a lasting impression on potential buyers. As suggested by Investopedia:

“Focus on quick repairs to address potential deterrents for buyers, as major renovations may not be feasible within the short timeframe.”

Here are some specific examples from that article:

- Fix loose tiles in the bathroom or kitchen
- Tighten loose hinges on doors or cabinets
- Repair or replace any drawer tracks that are stuck
- Address leaky faucets and make sure all plumbing systems work
- Remove carpet stains or refinish hardwood floors



Just Remember...

Even if you're not ready to list within the next few weeks, don't fret. Spring remains the peak homebuying season, and the seller's market will continue to offer opportunities throughout the season. You'll remain in control of your selling journey, ensuring that you're positioned for success all season long.

Ready to get the ball rolling? Connect with a real estate agent to schedule a time to go over your next steps.

Did you Know?

HOMES SOLD IN THE SPRING NET 12.8% MORE FOR SELLERS.



Springtime brings higher profits for sellers! According to recent data in Bankrate.com, homes sold in the spring fetch an average of 12.8% more than those sold during other seasons. Specifically the month of May. If you are thinking about selling a home, now is a good time!

Upgrade your Curb Appeal

- **Fresh Front Door:** Transform your entry with a vibrant door color and trendy knocker for instant charm. Consider adding a seasonal wreath or decorative door mat for an extra welcoming touch.
- **Blooming Beauties:** Add pops of color with flowers in window boxes or pots to brighten up your entryway. Choose a variety of blooms that complement your home's exterior and thrive in your climate.
- **Mow & Edge:** Maintain a neatly trimmed lawn and edged pathways for a polished look that stands out. Regularly fertilize and water your grass to keep it lush and green.
- **Light Up the Night:** Illuminate your pathways and accents with outdoor lighting to enhance curb appeal after dark. Install solar-powered lights along walkways and highlight architectural features with spotlights for added visual interest.
- **Personal Touch:** Add character with a unique mailbox or stylish house numbers for a memorable first impression. Consider installing a decorative mailbox post or customizing your house numbers with a creative design that reflects your personality.
- **Clean and Declutter:** Keep your porch and entryway clutter-free by removing any unnecessary items. Sweep away debris, wipe down surfaces, and touch up paint as needed to keep everything looking fresh and inviting.
- **Greenery and Landscaping:** Incorporate greenery and landscaping features to enhance your home's curb appeal. Plant shrubs or small trees to add dimension, and maintain flower beds to keep them looking neat and well-maintained.



By implementing these additional tips, you'll elevate your home's curb appeal and create a stunning first impression that wows your neighbors and guests alike.



For Buyers: Newly Built Homes Could Be a Game Changer This Spring

In the quest for a home this spring, you might find yourself facing the challenges of affordability and the limited availability of homes for sale. But what if there's a solution that could address both issues head-on? If you're feeling the strain of a tight housing market and rising mortgage rates, it might be time to consider the option of newly built homes.

Here's why.

1 NEW HOME CONSTRUCTION SHINES AS A BRIGHT SPOT IN INVENTORY

In your search for a home, you have the choice between existing homes (those that are already built and previously owned) and newly constructed ones. While the number of existing homes for sale has seen some increase this year, there's still a shortage compared to previous years like 2018 or 2019.

So, if you're looking to expand your options further, turning to newly built homes could be the answer. As Danielle Hale, Chief Economist at Realtor.com, points out:

"The shortage of existing homes For Sale has opened up the possibility of new-home construction to more buyers who may not have once considered it."

And the good news is, there's a growing selection of newly built homes available right now. Recent data from the Census reveals a significant increase in both home starts and completions, offering more options for those seeking a move-in ready home or those looking to customize their build along the way.

2 BUILDERS OFFER INCENTIVES TO ENHANCE AFFORDABILITY

To make the deal even sweeter, builders are providing incentives like mortgage rate buy-downs and other perks to homebuyers. This can help alleviate affordability concerns while helping you secure your dream home. Mark Fleming, Chief Economist at First American, explains why builders may have more flexibility to offer incentives:

"Builders aren't rate locked-in. They would love to sell you the home because they're not living in it. It costs money not to sell the home."

An article from HousingWire echoes this sentiment, stating:

"... the use of sales incentives still shows some momentum as 60% of respondents reported using them, up from 58% in February."

However, buying from a builder differs from buying from a traditional home seller, so it's crucial to partner with a local real estate agent. A trusted agent will serve as your advocate throughout the process, offering guidance on construction quality, negotiating contracts, and helping you make informed decisions about customizations and upgrades.

BOTTOM LINE

If you're struggling to find a home in today's competitive market or facing affordability challenges, consider exploring the option of newly built homes. Connect with a local real estate agent to explore this potential solution and find the home that fits your needs and budget.

As your real estate agent, I handle these tasks so you can focus on other things.



Market Research:

Keeping a keen eye on market trends and property values, so you don't have to worry about missing out on the perfect deal.

Property Search: Scouring listings, scheduling viewings, and narrowing down options based on your preferences and priorities. Consider it done!

Negotiation: Crafting strategic offers and skillfully negotiating terms to ensure you get the best possible deal – no stress required!

Paperwork: Handling all the necessary paperwork and documentation with precision and attention to detail.

Coordination: Liaising with inspectors, appraisers, and other professionals to keep the process running smoothly from start to finish.

From market research to negotiating the best deal, I've got you covered. If you or someone you know is considering buying or selling, I'm here to help. You could be the next success story!

Lewis Sanders III

Realtor | DRE #02013170

📞 209-597-8124



We're excited to share the news that this property, has been sold!

JUST SOLD

1622 S BARDEEN LN, MOUNTAIN HOUSE, CA 95391



Sold for:
\$1,100,000

*Helped both
Seller and Buyer*

We're thrilled to have assisted another family in finding their dream home.

This stunning 4-bedroom, 3-bathroom gem is a testament to style, comfort, and sustainability, offering 2,271 sq.ft of pure elegance. From the modern features like all-white Shaker cabinetry and quartz countertops to the cozy California room with a fireplace, every detail was designed with luxury living in mind.

If you're considering selling your home, now is the perfect time to make a move. With the market thriving and demand high, it's an opportune moment to capitalize on your property's value.

As your trusted real estate agent, I'm here to guide you through every step of the selling process and ensure a seamless experience. Let's work together to turn your real estate goals into reality!

Just sold by:
Lewis Sanders III
Realtor | DRE #02013170

YOU CAN BE THE NEXT SUCCESS STORY!

Thinking about selling a home? You could be sitting on a **GOLD MINE!**

Find out what your home is worth by scanning the code.



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CLIENT FEEDBACK!



Exceptional Service!

I cannot speak highly enough of the exceptional service provided by Lewis Sanders III of Sanders Realty Group. From the moment we engaged his services to sell our home, Lewis exhibited unparalleled professionalism, expertise, and dedication that truly set him apart.

Lewis didn't just meet our expectations; he exceeded them in every aspect of the selling process. His attention to detail was remarkable, evident from the supreme staging and photography that showcased our home in the best possible light. It was clear that Lewis understood the local real estate market inside and out, providing invaluable insights that helped us make informed decisions every step of the way.

What truly impressed us was Lewis's ability to connect with potential buyers effortlessly. His genuine passion for real estate shone through, making him not just a realtor, but a trusted advisor and advocate for our interests. Lewis's negotiation skills are second to none, and he worked tirelessly to secure the best deal possible, ensuring that our selling objectives were not only met but exceeded.

Working with Lewis Sanders III was an absolute pleasure, and I would wholeheartedly recommend him to anyone in need of a top-notch realtor. If you're looking for someone who will go above and beyond to deliver exceptional results, look no further than Lewis Sanders III and the team at Sanders Realty Group.

Thank you, Lewis, for your outstanding service and unwavering commitment to excellence!

-Waylon C.

Source: RateMyAgent



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Whether you're buying your dream home or selling a property, I'm here to support and guide you every step of the way. Your real estate goal is my top priority, and I look forward to helping you achieve it. Contact me today!