



Thinking of selling in the next 12 months?

Call today for your Strategic Marketing Consultation

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COMPASS

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Please disregard this if your property is listed with a broker. Equal housing opportunity.



SAN MATEO
EASTERN ADDITION & HAYWARD PARK



Happy New Year!!

Wishing you good health, happiness, & a prosperous 2022!

Last quarter I promised to keep you up to date on a couple of key notes that happened in 2021. Let's take a look at how it can benefit you and help plan your next move.

1. Senate Bill SB-9 Affective date January 1, 2022 (noted in my 3rd Quarter market update)
 - Possibly adding an additional residential unit on a single-family residential zone.
 - Splitting Your single- family dwelling into a Duplex.
2. Prop 19 Affective April 2021
 - Over 55 years of age and severely disabled persons able to transfer the taxable value, defined as the base year value plus inflation adjustments, when buying to replace their primary residence within the state.
 - In the case of family home, transfers between parents or grandparents and children or grandchildren, it must be the principal residence within one year, or property will be reassessed. If the value is within \$1 million the base year value will not change.

****Ask me about my maximum home price selling system****

Call Jeanine Today ➔ (415) 519-4560

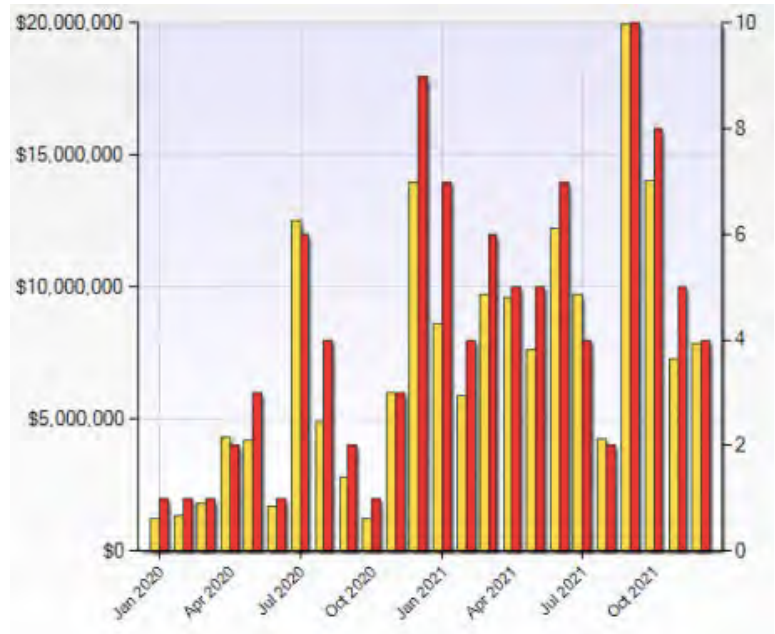
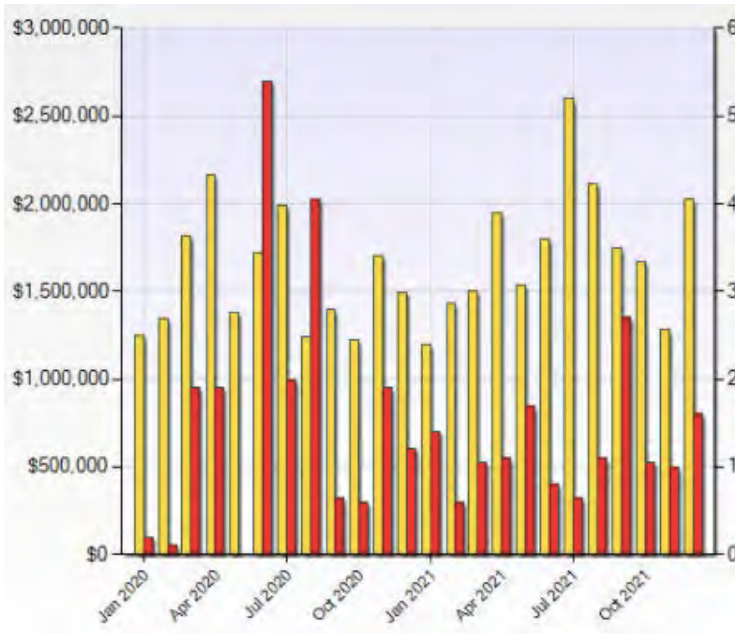
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January 2022 Year End Market Report

Single-family	'20 vs '21	Analysis
Sale Price - Median	<p>↑</p> <p>Up 11.4%</p>	<p>2021 Median sale price at \$1.74M up from \$1.56M. When prices are rising, it can be tempting to overprice, which can delay your sale and even hurt your ROI. Strategically pricing your home is the key to maximizing your equity without scaring buyers away.</p>
Days on Market	<p>↓</p> <p>Down 29.4%</p>	<p>Median days on market are down at 12 days from 17 YOY. Homeowners continue to enjoy very timely sales. Current high demand and low supply play a major role and strategic pricing and marketing ensure your home sells for top dollar in few days on market.</p>
Homes Sold	<p>↑</p> <p>Up 103%</p>	<p>A rise in sale of homes during the pandemic ended with 67 homes sold in 2021 from 33 YOY. Demand in San Mateo is on the rise, nearly double compared to 2020. To maximize your results, it's extremely important to have a proven strategy and expert guidance.</p>

Prices are rounded up



source: MLS Listings

Median Sale Price

Median Days to Sell

Volume

Number of Sales

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