



TERRY'S *tidbits*



JANUARY 2015

One of the most common questions I get asked is,

“Do you think we are at the top (or bottom) of the market?”

I have thought about this question for years, and what I have learned is, **we only know the top from the bottom by the relative bounce.** What does that mean? Well, imagine bouncing a ball...how do you know if it hits the ground (bottom) when you drop it? Because in an instant, it starts to bounce back UP. Conversely, if you throw a ball UP, you only know it got as high as it could go because it starts to fall...

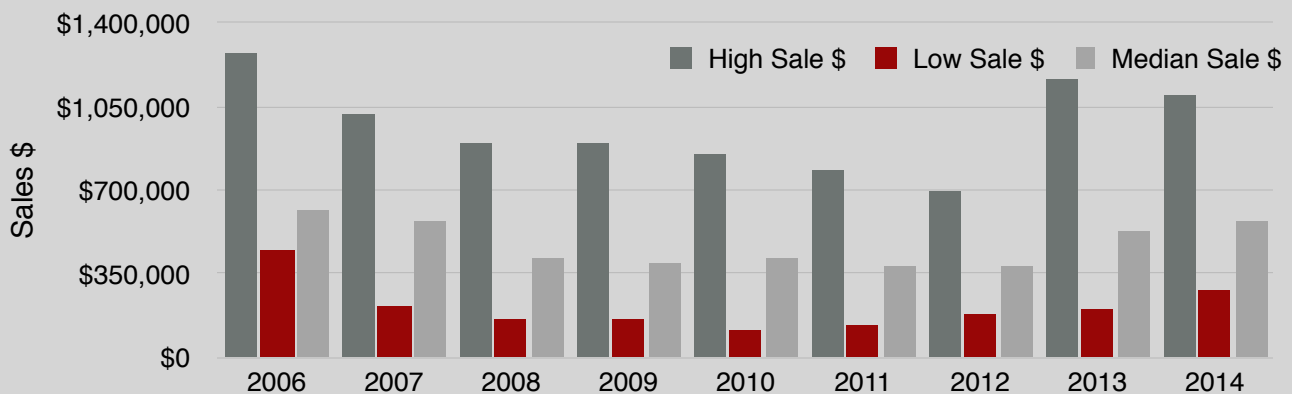
Since I know that answer doesn't really satisfy, I decided to take a look at the cold hard facts. I pulled data from the MLS and established the high, median and low sales from 2006 (the “height” of the market) through 2014. I searched a very tight area so that the numbers were pertinent to where we live (see box). What I see is that the overall sale prices have steadily been increasing over the last 2 years. What **can't** be seen in the graph is that average market time is currently only 2 weeks; most buyers are putting down at least 20%; there is a serious lack of inventory in our community; relative to the rest of the bay area, San Leandro is the best bang for your buck. So, can I guarantee that the housing market will continue to increase in value in 2015? Of course not, but using the ball analogy, I'd say **momentum** is **definitely** on our side!

If you would like to talk more about the market, or your home in particular, please give me a call!

~As Always, See you in the 'Hood

Neighborhood Stats

Broadmoor, Estudillo Estates, Farrelly Pond, Best Manor, Bayo Vista



Neighborhood Sales

Last 90 days, Broadmoor, Estudillo Estates & part of Farrelly Pond/Best Manor

Address	beds/baths	sq ft	days on mkt	list \$	sold \$
30 Dutton Ave.	2/1	1,130	38	\$384,950	\$330,000
257 Garcia Ave.	2/1	1,234	35	\$377,500	\$367,500
564 W Merle Ct.	2/1	820	19	\$395,000	\$370,000
444 Bancroft Ave.	2/1	1,144	27	\$379,000	\$370,000
380 W Broadmoor Blvd.	2/1	1,149	71	\$399,000	\$380,000
364 Belleview Dr.	2/1	866	8	\$325,000	\$390,000
197 Georgia Wy.	3/2	1,530	60	\$449,000	\$429,000
687 Pershing Ave.	2/1	1,144	21	\$398,880	\$450,000
548 Lafayette Ave.	2/1	1,282	12	\$399,000	\$450,000
515 Durant Ave.	3/2	1,630	5	\$449,000	\$453,000
349 Hollister Ct.	3/2	1,664	66	\$459,000	\$459,000
826 Dowling Bl.	3/1	1,180	16	\$445,000	\$470,000
280 Lexington Ave.	2/2	1,527	17	\$469,900	\$472,000
1320 Sandelin Ct.	2/2	1,385	14	\$479,000	\$490,000
912 Estudillo Ave.	3/1	1,600	71	\$535,000	\$495,000
691 Victoria Ct.	2/1	1,146	3	\$435,000	\$505,000
426 Diehl Ave.	3/1	1,546	26	\$525,000	\$505,500
727 Cary Dr.	2/1	1,442	14	\$535,000	\$535,000
569 Victoria Ct.	3/2	1,521	19	\$540,000	\$540,000
544 Beverly Ave.	3/2	2,140	15	\$550,000	\$550,000
188 Broadmoor Blvd.	2/1	1,199	35	\$549,888	\$565,000
144 Sunnyside Dr.	3/1	1,618	14	\$535,000	\$565,000*
1054 San Jose St.	3/1	1,766	21	\$599,000	\$580,000
490 Diehl Ave.	3/2	1,536	11	\$589,000	\$591,500
607 Broadmoor Blvd.	4/3	1,734	19	\$599,900	\$600,000
1262 Vistagrand Dr.	2/2	1,608	12	\$599,950	\$605,000
858 Bonnie Vista Ave.	2/1	1,939	2	\$559,000	\$610,000
136 Cambridge Ave.	3/2	2,482	25	\$615,000	\$615,000
566 Begier Ave.	4/2	2,003	39	\$629,900	\$617,000
815 Estudillo Ave.	3/1	1,584	17	\$620,000	\$620,000
954 Lee Ave.	3/1	1,813	16	\$594,500	\$625,000
631 Victoria Ct.	3/3	1,543	16	\$619,000	\$629,000*
1312 Scenicview Dr.	4/2	2,834	45	\$699,976	\$645,000
1381 E Juana Ave.	3/2	2,247	7	\$629,000	\$650,000
249 Broadmoor Blvd.	2/2	1,358	23	\$659,000	\$650,000
875 Estudillo Ave.	3/2	2,267	16	\$614,000	\$650,000
837 Arbor Dr.	4/2	1,723	14	\$625,000	\$651,000
949 Bridge Rd.	3/2	2,252	53	\$649,000	\$664,000
875 Superior Ave.	3/2	1,744	20	\$728,000	\$675,000
923 Bancroft Ave.	3/3	2,689	144	\$725,000	\$700,000
864 Lee Ave.	3/3	2,379	10	\$659,000	\$711,000
878 Joaquin Ave.	4/4	3,020	278	\$749,000	\$749,000
587 Lewis Ave.	5/2	2,332	47	\$770,000	\$760,000
1446 Daily Dr.	4/2	2,942	30	\$829,000	\$792,500
1722 View Dr.	5/3	3,340	14	\$848,000	\$830,000
2071 Longview Dr.	3/2	2,456	13	\$799,000	\$901,000
1230 Estudillo Ave.	4/4	4,092	71	\$1,249,000	\$1,100,000*

*My Buyer or Seller

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