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20 Years of experience in Tri Valley Real Estate



The Lyons Tri Valley Real Estate Report
Summer 2011
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News reports finally got it right this past month!

All spring long we have heard, and read about, how bad the real estate market was And how many foreclosures were still out there And that prices on houses were continuing to fall.

This past month most reporting agencies finally got it right. Real estate here in the Bay Area, and in our Tri Valley area, has not been that bad this year. Why the confusion? Most of the reports that we hear about deal with real estate on a National level. However, real estate is a local business; market conditions vary from one city and area to the next. The truth is that local real estate sales have been very strong locally this Spring and Summer of 2011. Look at the current supply and demand statistics.

| City | Available homes | Pending last 30 days | Supply |
|-------------|------------------------|-----------------------------|---------------|
| Livermore | 277 | 138 | 2.01 |
| Pleasanton | 264 | 71 | 3.71 |
| Dublin | 122 | 74 | 1.65 |
| San Ramon | 267 | 132 | 2.02 |
| Danville | 226 | 73 | 3.09 |

Very interesting stats here. They show that houses are in short supply and high demand; they show that low interest rates and great affordability equals plenty of people getting off the fence and buying. One fact that is not as encouraging; the higher supply rate in Pleasanton and Danville— This supports the fact that higher priced real estate (+\$750K) is still soft with sales slow and prices on these still coming down. But lower priced homes are selling fine as first time buyers are out there in droves looking for homes to buy.

Who is out there buying? First time home buyers, investors, and some move up buyers. Great affordability, tax benefits, and cheap money (low interest rates) make home buying a sound financial decision for many.

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All you have to do is ask a family who has been trying to buy a home here locally and ask them how the market is. Most can not find a home to purchase; on average, we work with buyers for approximately 3-4 months, looking at homes every week before they find one that they want to purchase.

Our real estate laws of pricing still govern what happens with real estate values. If you are a seller trying to sell and your home has been on the market for 30 days, or more, without an offer, chances are that your asking price is too high. Today's Internet educated buyers simply do not make offers on homes that they think are priced too high. That's a fact.

These real estate laws will explain why.

Here is a link to the laws of real estate pricing.

<http://www.tomlyons.com/default.aspx?pp=159995>

New rules for short sales, rules that make it easier for a seller to complete a short sale have increased the short sale success rate. Here are helpful links on the short sale process. We continue to help many people who are upside down with short sales. Plus the banks have finally shortened the timeframe to complete a short sale.

<http://www.tomlyons.com/Short-sales-for-sellers>

<http://www.tomlyons.com/Seller-requirements-for-a-short-sale>

Today's record low interest rates make it an ideal time to purchase a home. Presently we are helping first time buyers, trade up buyers, plus those wishing to downsize. Today's savvy, Internet educated buyer understands homes values and they understand that home prices and interest rates will not stay this attractive forever.

Real estate investors are taking advantage of the low real estate prices and low interest rates to purchase real estate that will make them wealthy in the years to come. Our guide to real estate investing is here:

<http://www.tomlyons.com/Investor-Guide-to-Real-Estate>

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Search for homes from your mobile phone at <http://tomlyons.com/mobile>

Buyer information on how to purchase a home.

http://news.yahoo.com/s/ibd/20090709/bs_ibd_ibd/20090709realestate

For those of you trying to sell your home in 2011, or if you know someone who would like to sell, this link may be helpful.

<http://www.tomlyons.com/How-to-sell-your-house-for-top-dollar-in-2010>

We offer reasonable, fair, commission rates for people wishing to sell their homes in 2011!

Our blog on the recent success stories on short sales.

<http://www.dqnews.com/Articles/2009/News/California/Bay-Area/RRBay090716.aspx>

The Lyons Real Estate Report is distributed monthly to approx. 950 households in the Tri Valley area. If you'd like to receive this report monthly, or if you'd like to unsubscribe, please send me an email at realestate@tomlyons.com

Thanks!

Tom