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20 Years of experience in Tri Valley Real Estate**



***The Lyons Tri Valley Real Estate Report  
March 2011  
Year / Volume #5—Issue #31***

## **Something is happening here ..... what it is is exactly clear!!**

**Very quietly, and without a lot of press and Internet reports about it yet, homes in the Tri Valley area are starting to sell very, very quickly in January and February of 2011.**

**Supply rates are down. No inventory available, lots of buyers lining up to purchase homes. Most homes that hit the market attract multiple offers. Here are the up to date stats as of 2/28/2011.**

**Livermore—Approx. 250 homes available for sale with 200 homes pending for a 1.25 months supply rate.**

**Pleasanton—Approx. 120 homes for sale with 160 homes pending for a .75 months supply rate.**

**Dublin—Approx. 120 homes for sale with 150 homes pending for a .8 months supply rate.**

**San Ramon—Approx. 190 homes for sale with 230 homes pending for a .82 months supply rate**

**Danville—Approx. 160 homes for sale with 130 homes pending for a 1.23 months supply rate.**

**What does all of this mean?? It means that our local real estate market is improving in the early months of 2011. It also means that home prices should start to appreciate. It means that buyers are getting off the fence and they are out there purchasing homes. Houses in the low price ranges are the busiest, but higher priced homes, if the asking price is correct are also selling quickly.**

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Spring of 2011 should be a busy time for local real estate as buying activity will increase from March thru June of 2011. This should translate into slightly higher prices for sellers wishing to sell. Buyers will need to remain patient as it will take time to find the exact home that they are looking for. Competition for available homes should be intense, meaning that buyers may lose a couple of homes that they bid on before securing one.

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.

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.

<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](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>

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](mailto:realestate@tomlyons.com)

Thanks!

Tom